eal Estate

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HOME SEEKER'S CHECK LIST IT SELLER DISCLOSURE STATEMENT

- (REQUIRED BY LAW)
- (AEQUIRED BY LAW)

 HOUSE SPEC SUMMARY SHEET (ROOM
 DIMENSIONS, ETC.)

 SCHOOL DISTRICT SERVICING NEIGHBOR-HOOD (WHERE EXACTLY ARE BUILDINGS, BUS
- PICKUP)

 AGE OF MAJOR MECHANICAL/ STRUCTURAL COMPONENTS (FUNIACE, HOT WATER
 HAPEL, SHINGLES, ETC.)

 PROPERTY TAKES (BASED ON SELLING PRICE,
 MOT CURRENT PECOROS)
- MOI CURRENT RECORDS)

 MUNICIPAL SERVICES PROVIDED (TRASH COLLECTION, LEAF PICKUP, SNOW REMOVAL, DERARY)

 CONDITION OF NEIGHBORING PROPER-



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You will be pleasantly surprised when you enter this charming home just minutes away from downtown Royal Oak, Birmingham and shopping. This 3 bedroom brick ranch has been extremely well maintained and updated by the current owners. There is just over 1000 square feet of updated living space on the first floor and it is delightfully decorated in neutral colors. utral colors.

neutral colors.
The home is in absolute move in condition! Built in 1958, extensive updating in the last three years includes white formical kitchen cabinets, gray counterteps, stove and dishwasher, white and beige ceramic tile bath for easy maintenance,

furnace, central air and humidifier just to name a few. The spacious living room has a sunny picture window. There is ample dining space off the kitchen, and a doorwall leading to a 14x13 wolmanized deck overlooks a private fenced yard. The lower level offers a spacious 32x13 recome with paneled walls and drop ceiling, built-in shelving and a ton of extra storage. A half bath is conveniently located next to the laundry area. 2 car detached garage with automatic door opener and sensor lighting on the west side of the home will make you feel secure. You'll also notice a senso of neighborhood pride reflected in the well-kept surrounding homes and yards.

For additional information or a private showing, contact

KEVIN EKUS (248)647-7321, Ext. 208

or PAGER (810)870-0015

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3717 Lakefront Waterford

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Priced at \$775,000 (810) 405-1775

Focus on an active lakefront life style, with accent on the fabulous details of this contemporary lakefront beauty.

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This spectacular home combines the ele-gance of a Palace with the intimacy of a home.

The fieldstone fireplace gives this home an ambiance of permanence seldom found today. You'll discover a walkout lower level that is glamorous, exciting and breathtak-ingl

This is a lakefront house that epitomizes the definition on panachel Luxury and beauty is everywhere to be found.

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For more information call Helene or Adele Zieman, 810-405-1775 or 810-644-7000, ext. 153 for private showings.

Thomas Ervin

Let's Talk About Real Estate

"IT TAKES TWO"

When you list your property with a Realtor, you may think that it is now up to the Realtor to get the house sold. It is true that the Realtor does take on the primary responsibility for selling the house. Don't, however, overlook your vital role in the selling process. There are duties that only the Realtor can address and other important tasks that can only be accomplished by you, the owner. Here are the rightful duties of each party:

THE REALTOR

Of course, the Realtor knows the market and must assist you in learning the present value of your property. This is done by presenting you with a Competitive Market Analysis which is a composite view of recent sales and the asking prices of competing houses in your area that are now for sale.

Your Realtor will also provide valuable marketing expertise, including submission of your property statistics into the local multiple listing service, advertising in newspapers, open houses, and armaging for showings to qualified buyers. Assistance and advice are also provided when an offer is submitted, as well as all details of the closing.

THE HOMEOWNER

You, the homeowner, must agree to price the property so that buyers will be encouraged to see the house. You must keep the home in ready-to-show condition and make it available to buyers when they want to see it. Although you know more about your house than any Realtor, you should allow the Realtor to conduct the showing and remain available for questions. If you are going to be gone often, give the Realtor a key to the house so that valuable showing opportunities will not be lost. And finally, let the Realtor use a sign in your yard. Calls received from signs are often good sources for motivated buyers.





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LIVONIA - Open Sun. 12-4pm. 27707 Perth, N. of Schoolcraft, W. of Inkster, Proce Reduced. 3 bedroom brick ranch. 2 baths, Insubed bas-ment, updated kitchen, 2 car garage. \$127,000. 313-421-2548

A MUST SEE
This updated full brick ranch has been updated for the nineties, newer oak kitchen, flooring, appliances and full wet bar. There is a total of 4,300 square feet of living space, great for entertaining. \$379,900.

LARGE COLONIAL

Enjoy the evening sunsets from this large front porch. This updated home is large enough to entertain the whole family with its' large living room and dining room. The task of cooking has been made easier by the updated kitchen. A must see. \$264,900.

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