EAL ESTATE

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Thomas Ervin

Let's Talk About Real Estate

behavior to observe if you are a buyer who is being invited to view another person's home.

BE ON TIME

DE CUNSIDERATE

Some buyers like to show their new home to relatives and friends after signing the sales agreement prior to the actual closing. This is understandable and most sellers would be happy to oblige for one such visit. Try not to overuse this privilege, however, by requesting additional visits.

Open Houses



PREMIER (734) 453-4300 45500 FORD RD.-CANTON

Canton
Opon Sunday 1-4pm, 442 Ma
rimac. S. of Chairy Hill, E.
Loiz. Beguitul 3 bedroom,
bailt brick ranch, family roor
fireplace, finished basen
and 2- car garage. On
194,500. Can Chris Con
(734) 513-4563
CHRIS PETERSON
(734) 513-4560

CENTURY 21 DYNAMIC

CANTON OPEN SUNDAY 1-4

CPEN SUNDAY 1-4
1714 Thistile, Canton, S.J.
Cherry Hill, W./Canton Center.
A must seel Back to the 11th
fairway of Phossant Run. Full
finished basement, gournel
filtinen & much morel
(734) 797-2412
REMERICA HOMETOWN III
(734) 459-9898

CANTON
OPEN SUN. NOON- 4 PM
42095 Woodcreek, S. of Palmor,
E. of Liliay, 1996 built colorelal,
5232 sq. 11., becks 10 wooded
commons, amenities galaref

Call Century 21 Gold House 734-451-9400

CANTON - Open Sun. 1-4, 6828 Chadwick Dr. Large Sunflowers sub colonial. 4 beginning, 27 baths, applications, 27 January 19700 sub-irmaculate cond., w eatinal decor and polaries throughout. By owner, Jaking \$292,000

CANTON - OPEN SUN 12-4 7420 Häsboro, N. of Warran, W of Motton Taylor, 4 bedroor 2.5 bath, Updaled inside & oc including roof, slding, oa kitchen, & more. \$240,900. 734-3354-9342

CANTON
OPEN SUN. 1-3
1760 Creaton Ct. 3 bedroom,
5 bath on large lot, Family
oom with fireplace. Basement
garage.
\$163,000



"BUYER ETIQUETTE"

Homeowners are often given advice on how they can make a prospective buyer feel as comfortable as possible when looking at a home that is for sale. There are also some rules of good

BE ON TIME

It can be very hard on a seller if showing schedules are not kept. It is not unusual, as an example, for the homeowner to postpone preparing a meal until after the showing. This may mean that children are asked to wait an extra hour or two later than their usual dinner time. Some owners also plan personal appointments or errands around an agreed upon time for the showing. If buyers are late, this can cause the owner extra stress and anxiety.

BE COURTEOUS

Some buyers are rather blatant about criticizing the home or the housekeeping ability of the owner within hearing distance of the seller. Consider expressing your concerns to the real estate agent once you are outside. Even though a house or its condition may not measure up to your standards, remember that you are a guest in someone else's home.

that you are a guest in someone eises nome.

BE RESPONSIBLE FOR YOUR CHILDREN

Some buyers bring their children with them on showings. Although the children may be somewhat distracting, buyers may have good reasons for bringing them along. The important thing to remember is that you, the parent, are responsible for their behavior. You may want to give your children certain instructions prior to the first showing regarding what to say and do.

BE CONSIDERATE

ADVICE: Remember to treat homeowners as you would want to be treated if you were in their situation.

SEND YOUR SUGGESTED TOPIC TO:

Thomas ERvin, P. O. Box 1090, Birmingham, MI. 48012

Visit Tom's website at www.tomervin.com

303 Open Houses 303 Open Houses

CANTON OPEN SUN. 1-5 OPEN SUN. 1-5
44249 Datmouth, SCherry
Hill, E/Sheldon. Buyer's
Dream. 4 Bedroom colonial,
375 baths, freshed basemers,
central ar, inground sprinkler.
Plymouth/Canton schools.
Beauthal large lenoed backyart backs to wetlands. Move
in condition! \$259,900.

Mached garage. RED CARPET KEIM-TIPTON (734) 427-5010

CANTON'S
BROOK SIDE VILLAGE
407 Mermac, S./Cherry Hill, E/
Lotz. Open Sun, 1-4-pm, Great
family home. 3 bedroom, 1½
baths, oak trimmed family room
winatural treplace. Plymouthy

winetural fireplace. Pymouth Canton Schools. Cal loday! \$179,900 CALL DAVE KRIVITZ (734) 748-6879 REMERICA HOMETOWN III (734) 459-9898

HARRISON TWP. (18 Mde & 100m wf12 |
Jefferson) Luxury, 190 on deep water, 3 bedroom Open Sun 12-6, \$398,000, \$86 609-2553

4931 Driftwood Dr. 3299,500 Comwell & Bush Real Eliate Call Frank Malo: 246,471,0711 Ceg phone: 246,741,8717 COMMERCE - Open Sun 1-5 G44 Sherbrooke, 3 bedroom, 2 bath, tri-level, updated intoher baths, large family room, 120,20 Certain Commerce Commerce Commerce Collection of Commerce Commerce Commerce Collection Commerce Commerce Commerce 249,360-255 Commerce Commerce



343 GOLFVIEW IS. of Maple. E. of Cranbrook)
Great condo alternative in popular neighborhood. Recent updating throughout. Newer eatinkitchen has 3 doorwalts to large deck & gardens. Great room widual fireplace. \$349,000.

Hunter Hall



CERSIA III, NA WARE TRADER, III. STAL COTY, PERGE, STAL JOO.

Ask for... RUTH SHOEMATE

(248) 855-8546

CENTURY 21 MJL

CORPORATE TRANSFEREE SERVICE

MIID Orchard Laba MJ. Farmingson Mills (1.4. s. s. s. s.

303 Open Houses 303 Open House

armington Hills
OPEN SUN, 1-4
22075 River Ridge Trail
(Nine Mile at Drake)
Designar River Pines Conditional Conditions, 2/4 batts, full b.



19754 Barton, Sufford, W., Middlebelt, Updated & ready Sedroom w/besement and strage. New vinys siding amodeled kilchen, newer win lows, roof, Next to Memoria

REMERICA: HOMETOWN III

HIGHLAND - Open Sun 1-5. 1416 Blue Heron. (M59, N. on Tipsico, E. on Ployer, N. on Graba, W. on Blue Heron). Beau-tful 2,400 sq.ft. brick home. 4 bednooms, 3 baths, top-of-the-line Iril 2,400 sQ. broth forms. A bedrooms. 3 baths top-of-the-free bedrooms. 3 baths top-of-the-free bedrooms. 2 STOPH finguised. North March 1,200 sq. broth finguised. Trees! PEACEFUL SETTING. LOVELY LAND SCAPING. PRESTINE DUNHAM LAKE PRIVILEGES Boomfeed Reaby 248-447-9090. Call ALISON for private showing. (owner/sperti) 248-869-0062

ARGE BELLEVILLE RANCH

/ Michigan Ave., W/Denton. pen Sun. 2-5. Much sought ter 'Old Denton Vitage', '97, rge fenced lot, 2.5 car tached garage, Must see to

LIVONIA - DEER CREEK Open Sun, 1-5, 4 bedroom, 2'4-bath Colonial with sunroom, treed lot. 20055 Gary Lane. 248-476-4796.

LIVONIA OPEN SAT & SUN 12-4pm, Charming cape cod. Great starter home, 27431 Long, Near Grand River & Inkster.

OPEN SUNDAY 1-4
18512 Shadyside
S, of Sevan Mile E. of
Farmington
arming home in Livoria, Fined basement, hardwood
2rs 1hroughout, Newer
hen, windows, 5182,900.
(100 Patti Wolch.

IVONIA - Open Sun. 1-5. 19622 Aubumdale. 3 Badroom xick rench 1.5 bath, linkhed lasement, entirely updated. 4 Must seet \$179,900 248-615-0636

S R

Chalet (734) 432-7600

NORTHVILLE CONDOS

303

LIVONIA
Open Sunday 1-4
Updated and well maintaine
to bedroom colonial in gre 4 bedroom colonial in graelphochood. North of Mile Rd., East of Farming Rd. \$280,000.

LETA KEKICH RE/MAX 100 (248) 348-3300 X135

LIVONIA - Open Sun, 1-4 Beauthal 3 bedroom ranch with sun porch in Rosedate Meadows, \$159,900. Arbor Ridge Realty (734) 812-4534

(I/SI) 612-0036
(I/SI) 612-003

LIVONIA - Open Sun., 12-4, 1898 Westbrook, 7 MtLevar Immaculate 4 bedroom, 25 bat colonial, Many updates \$284,900. 248-478-009

LIVONIA- Open 1-4 15703 North Greenlane, N/5 Mile, E7Middlebell, 4 bedroom, 2 bath Ranch winewar furnace, plus fireplace, 2 car attached garage, C/A, appliances & more, 3169,900 Century 21 Towns Pride (734) 326-2600

LIVONIA 14721 Berwick (off of 5 Mile & Merriman). UPDATED, 3 BEDROOM, 1.5 bath ranch, family room, fireplace, base-ment, \$189,900. Open Sunday 1-4. (734) 762-9419

New Listings..... Opon Sun. 1-4 PM Farmington - 35003 Tall Pino. S ol Grand ReverWo of Drake Road. Breathtaking views, pri-vale wooded cit-dh-sac. 2500-sq. 1t/4 bodrooms, 25 baths, eq fl/4 bedrooms, 2.5 bath walk-out basement, custo built Tudor, Only \$424,900.

bull Tudor. Only \$124,900.
Farmington Hills, Independence Commons, 37272 Congress - S. of 11 Mile W. of Drake Rd. Gournet Michen, master suite w/forted lub. 3082+ Sq. ft/4 bedrooms, 25 baths, inground pool. Hillsde School. Only \$339,000.

osted by: Dave/Joyce Comwell 248.892.3656 or 248.421.3663 or 248.421.3663 CORNWELL & BUSH REAL ESTATE LLC 248.477.5114 www.comwell.bush.com

NORTHVILLE OPEN SUN. 14 42247 Nothingwood Ct. E. de Bracher, N. of Five Mee Motivated selents have reduce the price on the beautidity second updated and immaculate 4 bed froom, 2°5 beth colonial on 19 are pui-de-ses. Finished base one, 2°5 beth colonial on 19 are pui-de-ses. Finished base Only 3319,000. (22016 596 Only 3319,000. (22016 596

MARY McLEOD REMAX Alance 734-4(2-3600 313-990-7649 www.marymcleod.com

OPEN SUN. 1-4pi

Two bedroom Ranch in great location with partially finished lower level! \$289,900

hree bedroom Cape Coo th first floor master suite \$329,900

Several Others By Appointment Leta & Brandon Kekich REAMAX 100 (248)34A-X 300 x135

A Roul Autato Bun....

OPEN SUNDAY 1-4
45535 Amberst
No 110V/ of Tan
3/cix 4 bedroom colorada
3/cix 4 bedroom colorada
10mmans. New windows
10orwell. Updated turnace 1
2/LYNN ROOM 5359,000
CENTURY 21 ROW
(734) 484-7111

NOVI - OPEN SUN. 1-4. 24705 Onser, South of 13 Me, East of Wixon. 114 Acre country lot. 3 Bedroom ranch, family room, attached garage, Updates. \$224,900.

Century 21 Hartford North (734) 525-9600

NOVI-OPEN SUN. 1-4 22300 Barday. 4 bedroom, 3.5 baths, 2 tireplaces, finshed wakcut lover level whichen 6 master sude. \$549,900. Call Pat LaFond, (249) 755-1997. 22260 Happent Pd. Northride 48167

Happeny Rd. Notrivide 48167.

NOVI, SUN. 4-28, 12-4pm, 108
Beck. 47645 Wellesley Court,
GRIEENWOOD CAKS Cape
Cod. 4750 sq. h. (Includes pro-cessionally Instined walk out basemeni) on private wooded cul-de-sac for. Neutral decor-hardwood floors; estensive stand-scaping; 2 size: 65.509 on MORE TO SCE 55.509 on (248) 374-5566

(246) 374-5568 OXFORD - Open Sun. 1-4, 724 VMan Ln., W M-24, N Oskwood. 3 Bedroom, 1.5 bath Colonal on 1 acre. \$213,500. (248) 628-4271 HUNTINGTON PARK OPEN SUN 1-3. Brick 4 bed-room, 3-3 baths, basement, 3 car garage, Open Boor, No. day, 1999, 1999, 1999, 1999, 1999, 1999, 1999, 1999, 1999, 1999, Powet, W. of Roge, \$419,900, CAS A Tromas REMAX 100, (248)348-3000

CROSSWORD PUZZLER

ACROSS

1 Prohistoric
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12 Zoo animal
13 Economy
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14 Estuary
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17 Shade-loving
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31 Polymesian

ACROSS

NORTHVILLE Open Sun., 1-5 901 Coldspring N off 8 M/e, W of Tati xxury 4 bedroom, 4.5 bath, 1 x, 3300 sq.ft., walkout, indoo poolspa, warrany, 5579,000 JD 1-800-524-5800

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303 Open Houses

OPEN SUNDAY 1-4
6303 Sutters Lane
N. oft Walnut, W. of Frankin
American Dream House
4 American House
4 American
5 Am

209



Open floor plan, wonderful kirchen, spectacu-lar master suite w/vaulted ceiling, solid wood doors & crown moldings, 5879,900 Ask for KEVIN CONWAY (248) 644-3500

Hall Hunter



5085 Lake Bluff
North Walnut Lake, West Farmington Rd.
dates Galoret 5 bedrooms, 2.2 baths, 2 fireplaces
ally groom, finished basement with walkout, library
dated master bedroom & bath.

Call Rita Gaines at (248) 417-3772 RE/MAX Classe 31500 W. 13 Mile Rd. • Farm





CHARLED ...



WEIR, MANUEL, SNYDER & RANKE



SUNFLOWER SUB COLONIAL Original owners have kept this 4 bedroom home in 'tip-top' condition. Placed well within the sub near two ponds and dub house. Many nevent updates. Family room wfireplace. Fenced yard wheautiful landscaping, \$254,500 (53EMB) 734-455-6000

PREMIUM CUL-DE-SAC LOCATION!

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