

Thomas Ervin Let's Talk About Real Estate

"ROSE COLORED GLASSES"

Do you look at your present home through rose colored glasses? I hope you do if you are planning to live in it a long time. I don't advise it, however, if you are planning to sell your property. You must be able to see your house as a potential buyer will see it. This requires an honest evaluation of its strengths as well as its shortcomings. Here are some suggested things to consider:

ITS LOCATION

Although you may like the area in which you live, is this area a popular location with present and future homebuyers? Buyer demand drives home prices.

ITS FEATURES

Does your house have all the features a potential buyer would expect in your price range? If similar homes in your area have an eating area in the kitchen, and your home doesn't, this can have a material effect on your eventual selling price. There may be certain improvements that are expected such as central air conditioning and built in appliances in the kitchen.

ITS CONDITION

Is everything in good working order? If not, get it fixed. Does your home appear to be well cared for? As homeowners become more knowledgeable with the home selling process, competing properties are being made more attractive by aggressive sellers who want their home to sell before yours. Your property must be in good condition and look that way.

ITS DECOR

This is always a sensitive subject. You may decorate your home to suit your personal tastes and life-style. That is as it should be. After all, this is your home. When it goes up for sale, however, it becomes a product that must compete with other products. Be willing to consider some decor changes in order to make the sale.

Visit Tom's website at www.tomervin.com

HomeLife 3025

Century 21 3128

RE/MAX 3171

BROOK 1895
SUPER FAMILY HOME!
Lovely colonial in great neighborhood. New roof, new furnace, new water heater, new windows, new kitchen, new bathroom, new carpet, new paint, new landscaping. Call Tom Ervin at 312-545-1490.

BRIGHTON/HOMERIDGE
2.5 to 3 homes on 1/2 acre lots. Great location paved streets. Call Tom Ervin at 312-545-1490.

CASTLE
1741 525-1100
Serving the area for 25 yrs.

3200 SQ. FT. EXECUTIVE CAPE COD
Must see! 15 bedrooms, 10 bathrooms, 10 fireplaces. Call Tom Ervin at 312-545-1490.

WEST RIVER
Open daily noon - 5pm
Closed Thursdays
Call Tom Ervin at 312-545-1490.

RE/MAX
HOMETOWN ONE
SANDY FERCHO
Call Tom Ervin at 312-545-1490.

CANTON CAPE
New home, 3 beds, 2 1/2 baths, 2 fireplaces, 2 car garage. Call Tom Ervin at 312-545-1490.

W. BLOOMFIELD
Open Sat. & Sun. 1-4
Call Tom Ervin at 312-545-1490.

IMMACULATE CANTON HOME
Call Tom Ervin at 312-545-1490.

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CROSSWORD PUZZLER

ACROSS

1. Pasture
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6. "Lingo"
10. Small words
13. Mock
14. Guff at
15. Shock out
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Harsens Island

On beautiful St. Clair River!

Gorgeous Harsens Island Victorian

60 feet of water frontage! Over 2,000 square feet, completely restored! Spacious, four bedroom, two bath, first floor laundry, living room, dining room, family room and more! Wrap around porch and deck with beautiful view of international shipping channel. Large, tastefully remodeled kitchen with white cupboards and cabinets, built-ins and all new appliances (stov). Huge master bedroom, upper level bath with whirlpool tub. New roof in 2000. Some exposed hardwood floors and recreation building. Garage, with additional upper level storage.

This home is perfect for both summer get-away or year around residency! Completely finished in the finest detail.

A MUST SEE!

Located at the corner of South Channel and Newport, 9 streets south of San Souci.

3656 SOUTH CHANNEL

For more information or a private showing, call (810) 748-1082