



Remembering 2013

First of all we would like to thank all of you our clients for making this year the best year thus far! You all have amazed us with your heart felt testimonials and countless referrals to your friends and family. It means a great deal to us in how much you believe in and trust us in fulfilling your real estate needs. With our numerous advertisements all around the State of Michigan and in addition with your great referrals we have hit our highest mark of almost \$9,000,000 in real estate sales!

What's New for "The Williams Team."

As our client list keeps growing so does our needs to fulfill their needs. Our team keeps growing and improving every-day! We have just added a new and excellent member, Clarissa, she has been with us a few weeks now and fits right in as a Sales and Listing Specialist. Also with the assistance of a terrific Executive Assistant, Cynthia, we have implemented *Top Producer*, this internet program is top notch at client organization and follow up so we can over achieve all of our clients needs.



Mini-Movies: In our recent trip to San Francisco for the *National Association of Realtors Convention*, we learned many new strategies and programs but the one seminar that really caught our attention was by the film production company *Filmhouse*. They produce Mini-Movies that exclusively showcase a property with an extremely creative and personal touch. These Mini-Movies are especially suited for Luxury Properties because of their extensive showcasing and creative spin on the average virtual home tour. If you visit our website and go to the Mini-Movies button on the main page you can see exactly what we are talking about.

We hope that with these great additions to our team we will become better than ever!

The Williams Team
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5 Reasons To Buy A Home Now:

- ⇒ **Supply Is Shrinking:** There is no longer a huge selection of homes to choose from. The best homes in the best locations sell fast. Don't miss out.
- ⇒ **Price Increases Are Coming:** Macomb County prices are up 46% this year over last year. Prices are averaging 25% higher everywhere this year and projected to continue at this rate for the next year or two, often more than 25%.
- ⇒ **Homeownership Creates Wealth:** If you do not own a home you are probably renting or living with a relative temporarily. A recent field study revealed that the net worth of the average homeowner is 30 times greater than that of a renter.
- ⇒ **Interest Rates Are Rising:** All the large financial institutions have projected the 30 year mortgage interest rate will be over 5% by the end of 2014.
- ⇒ **Buy Low, Sell High:** Think like an investor, buy as low as possible and sell at maximum level. This is how house wealth is created. Today Real Estate is still selling "Low" compared to where it will be next year. Its time to Buy!



Clarissa Flansburgh:



Clarissa is our newest Sales & Listing specialist. She has a great desire to succeed and help our clients with our real estate needs. She is also putting many of our clients in *Top Producer*. We look forward to working with her and we are sure our clients will enjoy talking to her and discussing the listing & buying of their home.

Quote Of The Day:

"When you absolutely believe in yourself & your ability to succeed, nothing will stop you"

Until next month,

Larry, Cynthia, India, & Clarissa.

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