

February Newsletter



NO. 3 Yes, after the results came in Thursday night from our Annual Awards Banquet, we discovered out of 120 Agents in 2013, we were No. 3 in Gross Commissions. Last year we ranked #4. This came from almost \$7,000,000 in sales, our best year ever in Real Estate. I certainly am not taking all the accolades because this was accomplished from the hard work put in by all our team members, Cynthia, India, & Clarissa. Be sure and tell

them how you feel when you talk to them. We also won a Premier Service Award for giving top service to our clients. Thanks again for a fantastic year.



Buy New Home or Pre-Owned

Personally I always felt like I wanted to buy a Pre-Owned home and felt like I was getting more home for my money. Items that you can often get on a Pre-Owned that usually does not come with a new home are: Sprinkler system and landscaping, finished basement, deck or patio, appliances, etc. There are also many possible problems (when buying a pre-owned home) such as upgrading kitchen and baths, painting to your color, putting in new carpet etc. You must be prepared to do some work on older homes to make the home fit your personal taste.



However, buying a new home has a lot of positives. Many buyers do not know Realtors can help buyers negotiate their best price and upgrades and the builder pays the Realtor at no cost to the buyer. So if the following reasons to buy a new home makes more sense to you, give us a call and we will be glad to discuss your options and benefits of buying a new house.

Why Buy A New Home

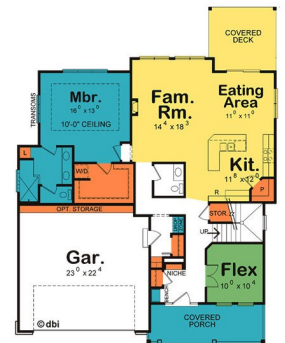
◆ You design the home the way you want including the floor plan, room sizes, materials used, colors you desire, floor materials and outside such as landscaping, decks or patios, and over all style and materials you want in your home. You will enjoy coming home every night and seeing the results of your architectural design plans and detail you put in to finish your home.

◆ You can enjoy your new home from the beginning and not have to think about all the changes and work you must do to make it what you want. You can spend your money for family events and not have to save to fix up the house.

◆ **Under Warranty:** Everything is new so you are not going to have any surprises with something going bad like an old furnace, AC unit, or hot water heater. If something goes bad, it is probably under builder's warranty or separate product warranty.

◆ **Maintenance:** New homes are built to minimize maintenance, problems and employing the latest, most durable products and techniques that will require less upkeep in the long run.

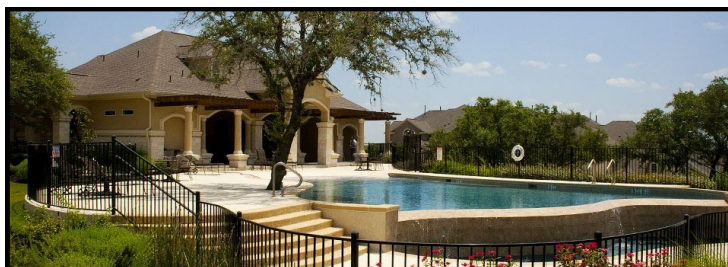
◆ **Safety & Security:** New homes will meet safety codes right from the start. They also usually include security and safety features in the design plan such as state of the art circuit breakers, dead bolt locks, alarm systems and smoke detectors to meet the latest codes.



◆ ***Luxuriate Appliances:*** New oven, refrigerator, washing machine, dryer, dishwasher, etc. with all the latest features that meet or surpass the latest energy codes to save you money. It is always great to know no one else has used your appliances and possibly misused them.



◆ ***Community Amenities:*** Depending on where you buy, you can buy in an area that adds value with their community amenities, such as pools, fitness centers, walking trails, community center for large parties etc. This can save you a lot of money in the long run.



There are many more reasons to buy a new home but this list is a start. If you decide a new home might be the way to go, we would be glad to spend some time with you and help you decide if a new home is the best choice for your family at this time.



***The Williams Team-
Real Living Kee Realty***

210 W. University Drive
Rochester, MI 48307

(248) 651-1200

(248) 917-2323

AskLarryWilliams@gmail.com

The Williams Team
REAL LIVING • KEE REALTY

We're on the Web!
LarryWilliamsHomes.Com