

**FEATURED  
ARTICLES:**

UNDERSTANDING  
AGENCY

5 THINGS TO DO BEFORE  
YOU SELL

10 WAYS TO MAKE YOUR  
HOME MORE SALABLE



**NEXT MONTHS  
FEATURED  
ARTICLES:**

REMODELING THAT PAYS

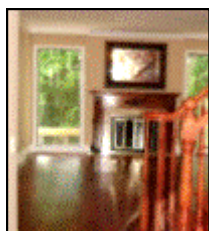
5 WAYS TO SPEED UP  
YOUR SALE

7 TERMS TO WATCH FOR  
IN A PURCHASE CON-  
TRACT

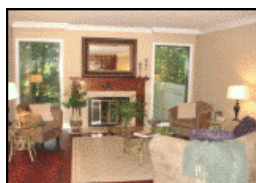
SHOWCASE HOMES, LLC  
P.O. BOX 71  
BELLEVILLE, MI 48112  
877-747-SHOW  
EMAIL:  
[CATHIE.FERDON@SHOWCASE-  
HOMES.NET](mailto:CATHIE.FERDON@SHOWCASE-HOMES.NET)

## Information for Buyers and Sellers

### Home Staging



Vacant Home



Staged Vacant Home

In today's market, many homeowners might benefit from Home Staging. With some simple modifications, any home can improve their chances in selling quicker and for more money. Check out one of our partners at:

[Images of Elegance](#)

With our first issue complete, we look forward to bringing you fun and informative articles for today's Buyers and Sellers. We will keep you up to date with the local market conditions and news through many different resources.

### This is a Buyers Market for sure!

Spring has sprung and Buyers are out in numbers!

With all the re-sale and new homes on the market, Buyers have a lot of choices. Mortgage rates are still historically low and many new programs are available for First Time

Buyers as well as Move up Buyers are right "Time"

The truth is, now may be the best time to purchase a home. Prices of homes are down, there are many homes to choose from and mortgage rates are level. It promises to be an active summer!



Buyers as well as Move up Buyers. With news, many waiting for the to purchase.

### Useful Internet Links

<http://www.Showcase-Homes.net>

<http://www.GreatSchools.net>

<http://www.Moving.com>

<http://www.AreaCode.com>

<http://www.MyFico.com>

<http://www.MI.gov>

<http://www.RoadConditions.com>





# Real Estate Today

## Featured Listings



\$433,000 PENDING



\$433,000 Van Buren Twp



\$294,900 SOLD



\$234,900 Augusta Twp



\$1,500 Mo. Lease Purchase



\$1,800 Mo. Lease Purchase



\$199,900 Ypsilanti Twp

## Understanding Agency



It's important to understand what legal responsibilities your real estate salesperson has to you and to other parties in the transactions. Ask your salesperson to explain what type of agency relationship you have with him or her and with the brokerage company.

1. **Seller's representative** (also known as a listing agent or seller's agent). A seller's agent is hired by and represents the seller. All fiduciary duties are owed to the seller. The agency relationship usually is created by a listing contract.
2. **Subagent**. A subagent owes the same fiduciary duties to the agent's principal as the agent does. Subagency usually arises when a cooperating sales associate from another brokerage, who is not representing the buyer as a buyer's representative or operating in a nonagency relationship, shows property to a buyer. In such a case, the subagent works with the buyer as a customer but owes fiduciary duties to the listing broker and the seller. Although a subagent cannot assist the buyer in any way that would be detrimental to the seller, a buyer-customer can expect to be treated honestly by the subagent. It is important that subagents fully explain their duties to buyers.
3. **Buyer's representative** (also known as a buyer's agent). A real estate licensee who is hired by prospective buyers to represent them in a real estate transaction. The buyer's rep works in the buyer's best interest throughout the transaction and owes fiduciary duties to the buyer. The buyer can pay the licensee directly through a negotiated fee, or the buyer's rep may be paid by the seller or by a commission split with the listing broker.
4. **Disclosed dual agent**. Dual agency is a relationship in which the brokerage firm represents both the buyer and the seller in the same real estate transaction. Dual agency relationships do not carry with them all of the traditional fiduciary duties to the clients. Instead, dual agents owe limited fiduciary duties. Because of the potential for conflicts of interest in a dual-agency relationship, it's vital that all parties give their informed consent. In many states, this consent must be in writing. Disclosed dual agency, in which both the buyer and the seller are told that the agent is representing both of them, is legal in most states.
5. **Designated agent** (also called, among other things, appointed agency). This is a brokerage practice that allows the managing broker to designate which licensees in the brokerage will act as an agent of the seller and which will act as an agent of the buyer. Designated agency avoids the problem of creating a dual-agency relationship for licensees at the brokerage. The designated agents give their clients full representation, with all of the attendant fiduciary duties. The broker still has the responsibility of supervising both groups of licensees.
6. **Nonagency relationship** (called, among other things, a transaction broker or facilitator). Some states permit a real estate licensee to have a type of nonagency relationship with a consumer. These relationships vary considerably from state to state, both as to the duties owed to the consumer and the name used to describe them. Very generally, the duties owed to the consumer in a nonagency relationship are less than the complete, traditional fiduciary duties of an agency relationship.

Real Estate....Still a great investment!

[www.Showcase-Homes.net](http://www.Showcase-Homes.net)



*“5  
things  
to do  
before  
you  
sell”*



*“10  
ways to  
make  
your  
home  
more  
Salable”*

## 5 Things to Do Before You Sell

1. **Get estimates** from a reliable repairperson on items that need to be replaced soon, such as a roof or worn carpeting, for example. In this way, buyers will have a better sense of how much these needed repairs will affect their costs.
2. Have a **termite inspection** to prove to buyers that the property is not infested.
3. Get a **pre-sale home inspection** so you'll be able to make repairs before buyers become concerned and cancel a contract.
4. **Gather together warranties and guarantees** on the furnace, appliances, and other items that will remain with the house.
5. **Fill out a disclosure form** provided by your sales associate. Take the time to be sure that you don't forget problems, however minor, that might create liability for you after the sale.

Reprinted from REALTOR® Magazine Online by permission of the NATIONAL ASSOCIATION OF REALTORS® Copyright 2005. All rights reserved. [www.REALTOR.org/realtomag](http://www.REALTOR.org/realtomag)

## 10 Ways To Make Your Home More Salable

1. **Get rid of clutter.** Throw out or file stacks of newspapers and magazines. Pack away most of your small decorative items. Store out-of-season clothing to make closets seem roomier. Clean out the garage.
2. **Wash** your windows and screens to let more light into the interior.
3. **Keep everything extra clean.** Wash fingerprints from light switch plates. Mop and wax floors. Clean the stove and refrigerator. A clean house makes a better first impression and convinces buyers that the home has been well cared for.
4. **Get rid of smells.** Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. Open the windows.
5. **Put higher wattage bulbs in light sockets** to make rooms seem brighter, especially basements and other dark rooms. Replace any burnt-out bulbs.
6. **Make minor repairs** that can create a bad impression. Small problems, such as sticky doors, torn screens, cracked caulking, or a dripping faucet, may seem trivial, but they'll give buyers the impression that the house isn't well maintained.
7. **Tidy your yard.** Cut the grass, rake the leaves, trim the bushes, and edge the walks. Put a pot or two of bright flowers near the entryway.
8. **Patch holes** in your driveway and reapply sealant, if applicable.
9. **Clean your gutters.**
10. **Polish** your front doorknob and door numbers.

Reprinted from REALTOR® Magazine Online by permission of the NATIONAL ASSOCIATION OF REALTORS® Copyright 2005. All rights reserved. [www.REALTOR.org/realtomag](http://www.REALTOR.org/realtomag)