

February 2014

Kate Gladchun  
Top 1% Nationwide  
TOP 10 in 2013  
Max Broock Birmingham

248-891-1033 (cell)

# The Resource

## Easy Winter Appetizers

### Goat Cheese with Pistachio and Cranberry

#### Ingredients

- 2 tablespoons roasted pistachios, chopped
- 2 tablespoons dried cranberries, chopped
- 1 8- to 10-ounce log fresh goat cheese
- crackers or bread, for serving

#### Directions

On a large plate, combine the pistachios and cranberries. Roll the goat cheese in the fruit-and-nut mixture to coat. Serve with the crackers or bread.



### Shrimp with Tarragon Aioli

#### Ingredients

- 3/4 cup mayonnaise
- 1/2 cup dill pickles, finely chopped
- 2 tablespoons fresh tarragon, chopped
- kosher salt and black pepper
- 1/4 pounds cooked peeled and deveined large shrimp
- 1 cup store-bought cocktail sauce

#### Directions

In a small bowl, combine the mayonnaise, pickles, tarragon, and 1/4 teaspoon each salt and pepper. Serve with the shrimp and cocktail sauce.

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## Gadget Tip for You

One of my very smart and good friends gave me a valuable tip the other day about how to help **find your electronic gadget if it's ever lost or left behind**. Here's her quick story:

"Last year, I took a trip and accidentally left my iPad on a plane. I thought the airline would call me but they never did. I never thought I would get it back. When I was finally able to track down the Lost and Found of the airline company, the woman I spoke to said that they have *hundreds* of iPads, tablets and cell phones and since most of them had run out of power, she had no way to find chargers for each one, power them up and try to identify the owners. She said that they had shelves and shelves of lost iPads, iPhones and scads of chargers.

Luckily, because I had my **name and phone number printed on the back** of my iPad, they were able to identify it without having to turn it on." Happy ending to story!

Then, her 21 year old daughter left her phone in an airport. Again, the power had died. She was able to recover it because (a) it had a very distinctive cover and (b) she had a cracked screen. My friend went through the same exercise of tracking down the Lost and Found department of the airport (probably a feat in and of itself) but because the Lost and Found lady was able to spot the distinct cover and crack, the phone was returned to its rightful owner.

I immediately went out and put Brother labels on both my iPad and iPhone. One other quick tip.... Be sure to put your **home phone number** or alternate number on that label. If you put your cell phone number on it and someone tries to return the phone to you by calling, they are just going to ring the dead phone that you can't answer because *it's already lost!!!!*

## No Swearing, I Promise

- T**he "F" word. I admit, it might work in some situations. But try these on instead!
- **Focus:** Make sure your goals are **SMART** (Specific, Measurable, Attainable, Relevant and Time-bound)
  - **Faith:** Jot down five things that you're thankful for each day. Be sure to save them somewhere so that you can go back and read them from time to time.
  - **Freedom:** Give yourself permission to say "no" to commitments that don't fit your plan.
  - **Family:** Make a list of your "significant seven"; the people who matter most in your life. Ask yourself: Are you giving a fair share of your time and energy to these seven people?
  - **Finance:** Figure out what you're earning hourly by taking your net annual income and dividing it by 2,000. It will give you a new perspective on spending when you know how many hours of work it takes to make enough to buy those cute shoes.
  - **Fitness:** Block your daily exercise routine out in your planner, just like any other appointment. That will make it harder to skip.
  - **Fun:** Stop feeling guilty for having fun by figuring out ways to inject fun into being productive.

# Organizing

Many life experiences can bring us into new situations... a move for a parent, a child going to college, even changing the furniture! Here are a couple of tips to help:

1. Empty nester or college bound child. Often left behind are tee-shirts and team clothes. Why not make a quilt from all those unused and no longer worn tee-shirts. There's a company called **Sunflower Stitchers** in Overland, KS. Check them out on Facebook or call 928-853-5280 or 913-961-1021.
2. Moving a parent? Downsizing? Sometimes the emotional process is as difficult as the physical process. I moved my parents last year. Working alongside my dad in the basement almost brought me to tears as we tried to decide what to do with tools, vices, clips and clamps that I remembered playing with as a child while he putzed and built and repaired stuff and built his Heathkit hi-fi. Our discussion came around to me saying: "Dad, I'd much rather do this *with* you here, than to have to do it when you're *not* here". He gained a little comfort in that too. Lots of items were donated to the local charity, we held an estate sale and gave away important items to family members.
3. We have moved—again!! Living in a cute little condo while we renovate our most recent (and probably last—right!) home. I have discovered those great plastic envelopes you can buy from **Office Max** with the sliding "zip lock" closures. They are clear and they come in many colors. They are very helpful in keeping bills, work items, family papers, travel info, new house projects separate, but "findable".
4. Another organizing tactic —reconfigure your closets.... I have actually measured how much space our clothes take up and have configured closets accordingly. If you have 110 inches of "short" length clothing (blouses, skirts, shorts, pashminas?) and 60 inches of "intermediate" clothes (long pants and dresses) and 36 inches of long items and 30 pair of shoes and 7 pairs of boots and 24 sweaters, you can probably re-configure your closet to easily accommodate these things. Contact me if you need a closet company. I'll let you know who we chose!!!

# Web Sites and Apps

There are a lot of interesting websites out there, and I'm always looking for ways to make my life easier with them. One of my favorites is my **OnStar app** that let's me start my car from anywhere in the world! I have put it to a lot of use this winter.. But here, I want to share a few of my recent favorites. Check them out!!

## **Airbnb.com**

OK. So you want to get out of town in this weather. Are you thinking about a summer getaway? Considering a trip to Europe and want to experience the full flavor of living in an authentic Spanish barrio? How about Martha's Vineyard, Grand Haven, Cabo San Lucas, San Francisco..... Then you should check out [www.airbnb.com](http://www.airbnb.com).

I was reluctantly forced to experience airbnb firsthand over Christmas. And pleasantly surprised, I must add! Husband and son made the executive decision that we would try airbnb for a Christmas visit to San Francisco. They made a reservation, with little knowledge of the property, except what the description told them. And, my son knew the neighborhood because it was very near his house. When we arrived, a very lovely woman showed us around her little condo. Room for the visitors: balcony with a beautiful view, kitchen, living room, bedroom and pull-out in the living room—just two blocks from my son's apartment! She then left to visit a friend for the next five days! It made our Christmas visit a great time with the convenience of walking everywhere, near Buena Vista Park, shops, restaurants, etc. The offerings on airbnb are all very different. Keep in mind that some of them just rent a room, or a portion of a house, an apartment within a house, or the *entire* house. There are all varieties of accommodations. I would not hesitate to use [www.airbnb.com](http://www.airbnb.com) again.

## **theskimm.com**

Here's a website for those of us who want to know the news but are kind of crazy busy with little time to sit down and read the dailies. The site/blog/daily email was started by two friends who met in college and then moved onto writing news for NBC.

This is directly from their website: "We are an online newsletter that simplifies the headlines for the professional who knows enough to know she needs more. Our concept is simple: we read, you Skimm. This is a service everyone needs. You may follow the 'right' people on Twitter or get the 'right' breaking news alerts but with so much noise, it's hard to filter what you *need* to know in politics, international affairs, sports, entertainment, technology etc. theSkimm is your filter. We cross party and subject lines to break down what it seems everyone else is talking about.

theSkimm is more than just a newsletter. We are a survival guide. With daily fresh editorial content, we seek to give you what you need to know and why you need to know it, so that you can walk into that date, meeting, job interview, family dinner, or GIRLS NIGHT OUT with confidence." It's time for *you* to be the conversation starter.....All you need to do is Skimm.

If you would like to receive *this* newsletter more regularly, would you send an email to me? We can produce it quickly and easily and send it out by email if you'd prefer it that way. Just let me know at [kate@gladchun.net](mailto:kate@gladchun.net). Thanks!

## THIS JUST IN

**Inventory of marketable homes is exceedingly low. Buyers are out there, absolutely. I have a full list of them! They are looking for a variety of properties. (1) Empty nesters want first floor masters with extra bedrooms for visiting children and their families; (2) Young families are looking for move-in ready homes with a family room in view of the kitchen, (3) builders are still looking for tear-downs or renovations. If you are thinking about selling, please give me a call. I'd love to help! 248-891-1033**

# Bloomfield Village Data Digest for 2013

ADDRESS	LISTED	BEDS	BATHS	SQ FT	SOLD	\$/SF	L/S Ratio
566 Lahser	\$275,000	3	2	1798	\$275,000	\$153	100%
470 Lahser	\$275,000	3	2.1	1642	\$300,000	\$183	109%
2840 Maple	\$420,000	4	2.1	2230	\$420,000	\$188	100%
125 Chewton	\$419,900	4	2.2	2264	\$425,000	\$188	101%
128 Hamilton	\$449,900	3	2.1	2079	\$435,000	\$209	97%
119 Drury	\$474,900	4	2.1	2028	\$445,000	\$219	94%
3189 Tuckahoe	\$349,900	4	2.1	2863	\$450,000	\$157	129%
2517 Bradway	\$450,000	4	2.1	2690	\$450,000	\$167	100%
1187 Cranbrook	\$395,780	5	4.1	5133	\$480,000	\$94	121%
3650 Tuckahoe	\$499,900	3	2	2036	\$482,500	\$237	97%
482 Westwood	\$449,900	3	3.1	2047	\$491,000	\$240	109%
575 Hamilton	\$575,000	4	2.2	2829	\$560,000	\$198	97%
1573 Hemsworth	\$599,000	5	3.1	3487	\$575,000	\$165	96%
3175 Morningview	\$575,000	5	4.2	5060	\$575,000	\$114	100%
516 Hupp Cross	\$599,000	5	3.2	3454	\$586,500	\$170	98%
2662 Bradway	\$600,000	4	2.1	2806	\$587,500	\$209	98%
600 Covington	\$625,000	5	3.1	3068	\$610,000	\$199	98%
2276 Pine	\$649,000	4	2.1	2532	\$610,000	\$241	94%
534 Wooddale	\$649,900	4	2.1	2528	\$625,000	\$247	96%
659 Glengarry	\$650,000	4	3.1	3622	\$650,000	\$179	100%
750 Ardmoor	\$649,000	4	2.2	2617	\$650,000	\$248	100%
1187 Cranbrook	\$795,000	5	4.1	5133	\$655,000	\$128	82%
1248 Indian Moun	\$699,900	5	3.3	3558	\$675,000	\$190	96%
284 Tilbury	\$699,000	4	3.1	3674	\$699,000	\$190	100%
2529 Indian Moun	\$765,000	5	3.3	3734	\$725,000	\$194	95%
374 Tilbury	\$715,000	4	2.1	2830	\$725,000	\$256	101%
2633 Indian Moun	\$775,000	4	2.2	3561	\$735,000	\$206	95%
3590 Roland	\$749,900	4	2.2	2806	\$740,000	\$264	99%
450 Hupp Cross	\$799,900	5	4	3200	\$740,000	\$231	93%
470 Cranbrook	\$789,600	5	3.1	4110	\$745,000	\$181	94%
515 Hamilton	\$715,000	4	3.1	3453	\$755,000	\$219	106%
1124 Covington	\$825,000	4	3.2	4013	\$775,000	\$193	94%
169 Glenhurst	\$839,000	5	4.1	3466	\$808,000	\$233	96%
965 Cranbrook	\$849,000	4	3.2	3677	\$821,000	\$223	97%
2609 Endsleigh	\$830,000	5	4.2	3796	\$830,000	\$219	100%
644 Hamilton	\$859,500	4	3.2	3570	\$859,500	\$241	100%
140 Hamilton	\$899,000	4	5.1	3496	\$870,000	\$249	97%
1320 Covington	\$1,000,000	3	4.2	4651	\$995,000	\$214	100%
923 Waddington	\$1,075,000	4	3.2	3750	\$1,015,000	\$271	94%
1015 Glengarry	\$1,295,000	5	4.2	4207	\$1,200,000	\$285	93%
1020 Cranbrook	\$1,299,000	4	4.1	4350	\$1,200,000	\$276	92%
2670 Covington	\$1,399,000	4	4.2	4555	\$1,340,000	\$294	96%
759 Wooddale	\$1,495,000	4	4.3	4555	\$1,425,000	\$313	95%
1025 Glengarry	\$1,490,000	5	3.3	5495	\$1,470,000	\$268	99%
2363 Tilbury	\$1,690,000	4	4.2	4837	\$1,500,000	\$310	89%
1379 Cranbrook	\$1,695,000	4	3.3	4674	\$1,600,000	\$342	94%
894 Glengarry	\$2,200,000	5	5.2	5870	\$1,956,500	\$333	89%
841 Glengarry	\$2,775,000	5	5.3	8539	\$2,635,000	\$309	95%
<b>AVERAGE COST PER SQUARE FOOT:</b>						<b>\$222</b>	
<b>AVERAGE LIST-TO-SALE RATIO:</b>							<b>98%</b>

During 2013, the market saw a quick upsurge at the beginning of the year. Who can explain why? There could be many reasons such as pent-up demand, buyers were waiting to see who won the presidential election, tired of waiting, etc. We're not really sure, but 2013 started off with a bang and slowly took its time during the second half of the year.

Overall, the average price of a home sold in Bloomfield Village during 2013 was \$222 per square foot, versus \$199 per square foot in 2012. That's about an 11% increase. Of the 47 homes to the left, two were bank-owned (1187 Cranbrook and 3650 Tuckahoe).

The highest cost per square foot was the property that sold for \$342 per square foot.

What does that mean for this year??? So far, there have been no recorded sales of homes in the Village. The average cost per square foot of the homes currently on the market is \$272. AND since the list-to-sale ratio last year was 98 percent, we can hopefully assume that our average cost per square foot will increase this year. Low activity has been attributed to the bad weather.

If you would like a more customized analysis of your home and the opportunity to discuss strategy for marketing and selling your home, please give me a call. I would be happy to help you determine your best move.

If you're thinking of buying, this same data helps to understand the market from the buyer's point of view too.

Either way, I'd love to help you make the right move. 248-891-1033

## What about Bloomfield Hills and Birmingham???

On the back page of this newsletter, similar data is presented with specific areas of Birmingham (Quarton Lake Estates) and Bloomfield Hills (bet Lahser and Adams, north of Quarton and south of Square Lake). No condos. Average cost per square foot for 2013 in QLE was \$270 and in Bloomfield Hills Select was \$221. The sale price related to the listed price for QLE was 95% and BH Select was 92%.

## Quarton Lake Estates 2013

ADDRESS	LISTED	BEDS	BATH	SQ.FT	SOLD	\$/SF	L/S Ratio
1405 Pilgrim	\$499,000	1	1.1	1914	\$440,000	\$230	88%
1389 Pilgrim	\$599,000	2	2.2	2076	\$575,000	\$277	96%
1075 Suffield	\$625,000	4	3.1	3106	\$579,000	\$186	93%
1027 Suffield	\$599,000	3	2.1	2439	\$596,000	\$244	99%
972 Chesterfie	\$650,000	4	3.1	2971	\$640,000	\$215	98%
232 Pilgrim	\$699,000	4	4	3379	\$652,000	\$193	93%
869 Fairfax	\$675,000	4	2.1	2585	\$660,000	\$255	98%
622 Chesterfie	\$695,000	4	3.1	3000	\$682,500	\$228	98%
1060 Chesterfie	\$725,000	3	3.1	2803	\$715,000	\$255	99%
684 Puritan	\$729,900	4	3.2	3382	\$730,000	\$216	100%
1241 Lakeside	\$745,000	4	3.2	3689	\$740,000	\$201	99%
975 Fairfax	\$820,000	5	3.2	3769	\$765,000	\$203	93%
239 Suffield	\$849,000	5	3.1	3719	\$790,000	\$212	93%
1211 Willow	\$825,000	4	4.1	2903	\$825,000	\$284	100%
1097 Lakeside	\$895,000	4	3.1	3561	\$860,000	\$242	96%
642 Pilgrim	\$869,900	4	3.1	3383	\$869,000	\$257	100%
566 Pilgrim	\$899,998	4	4.1	4082	\$884,500	\$217	98%
284 Pilgrim	\$989,000	5	3.1	4302	\$950,000	\$221	96%
419 Pilgrim	\$1,200,000	4	3.1	4525	\$1,082,500	\$239	90%
1195 Fairfax	\$1,199,900	4	4.1	4411	\$1,100,000	\$249	92%
812 Chesterfie	\$1,499,000	4	4.2	4527	\$1,285,000	\$284	86%
672 Puritan	\$1,390,000	4	3.2	3930	\$1,320,000	\$336	95%
720 Puritan	\$1,395,000	5	4.2	5100	\$1,330,000	\$261	95%
576 Chesterfie	\$1,599,999	5	6.1	5000	\$1,500,000	\$300	94%
819 Suffield	\$1,599,900	4	3.2	4200	\$1,545,000	\$368	97%
795 Fairfax	\$1,595,000	4	3.2	4100	\$1,575,000	\$384	99%
375 Lake Park	\$1,695,000	5	6.3	5071	\$1,600,000	\$316	94%
790 Lakeside	\$3,250,000	4	5.2	4454	\$3,000,000	\$674	92%
AVERAGE COST PER SQUARE FOOT:						\$270	
AVERAGE LIST/SOLD RATIO:							95%

## Bloomfield Hills Select 2013

ADDRESS	LISTED	BEDS	BATHS	SQ.FT	SOLD	\$/SF	L/S Ratio
3224 Quarton	\$529,900	5	3.2	4442	\$480,000	\$108	91%
750 Kennebec	\$519,900	4	3.1	3152	\$480,000	\$152	92%
1860 Huntingwood	\$499,900	4	3.1	3647	\$484,000	\$133	97%
1411 Kensington	\$565,000	5	3.1	3610	\$485,000	\$134	86%
750 Kennebec	\$525,000	4	3.1	3152	\$490,000	\$155	93%
3326 Quarton	\$549,900	4	4	3926	\$530,000	\$135	96%
2922 Quarton	\$599,900	4	4.1	4257	\$582,000	\$137	97%
486 Dunston	\$589,000	4	2.3	3361	\$605,000	\$180	103%
569 Rudgate	\$690,000	5	4.2	3812	\$620,000	\$163	90%
465 Lone Pine	\$699,000	4	3.2	3320	\$645,700	\$194	92%
105 Harlan	\$699,000	4	3.1	2439	\$662,500	\$272	95%
779 Windemere	\$695,000	3	3.1	3665	\$685,000	\$187	99%
2270 Chestnut	\$799,000	4	2.1	4650	\$702,000	\$151	88%
311 Pine Ridge	\$899,000	5	3.2	5505	\$707,500	\$129	79%
109 Boulder	\$750,000	3	4.1	3095	\$741,000	\$239	99%
30 Cabot	\$899,000	5	3.2	4526	\$785,000	\$173	87%
240 Woodwind	\$899,900	4	3.2	4419	\$800,000	\$181	89%
474 Dunston	\$850,000	5	4.2	4345	\$800,000	\$184	94%
30 Scenic Oaks	\$859,900	4	4.2	3582	\$835,000	\$233	97%
20 Cranbrook	\$850,000	4	3.2	3900	\$845,000	\$217	99%
60 Quarton Lane	\$1,100,000	5	5.1	5272	\$850,000	\$161	77%
65 Boulder	\$879,000	3	4.1	3693	\$860,000	\$233	98%
2 Vaughan Cros	\$895,000	3	3.1	4305	\$872,500	\$203	97%
345 Martell	\$895,000	4	3.2	4954	\$875,000	\$177	98%
4 Vaughan	\$995,000	4	5.1	3994	\$950,000	\$238	95%
684 Rudgate	\$995,000	5	3	5000	\$950,000	\$190	95%
145 Canterbury	\$990,000	4	4.2	4180	\$975,000	\$233	98%
1920 Hillwood	\$1,000,000	3	3	2730	\$1,000,000	\$366	100%
127 Linda	\$1,175,000	4	3.2	3735	\$1,035,000	\$277	88%
3104 Quarton	\$1,099,000	4	5.2	5661	\$1,040,000	\$184	95%
530 Long Lake	\$1,200,000	5	5.1	4892	\$1,075,000	\$220	90%
70 Kingsley Man	\$1,495,000	4	5.1	3889	\$1,100,000	\$283	74%
160 Chesterfield	\$1,249,000	4	4.2	4979	\$1,175,000	\$236	94%
3000 Quarton	\$1,399,000	6	7.2	8450	\$1,180,000	\$140	84%
1211 Orchard Ridge	\$1,550,000	5	4.1	5966	\$1,300,000	\$218	84%
570 Long Lake Ro	\$1,800,000	6	6.2	7281	\$1,423,700	\$196	79%
666 Vaughan	\$1,899,000	7	5.2	6437	\$1,500,000	\$233	79%
1800 Rathmor	\$1,990,000	4	6.2	6785	\$1,600,000	\$236	80%
23 Pine Gate	\$1,750,000	4	5.2	5942	\$1,700,000	\$286	97%
348 Cranbrook	\$1,750,000	5	5.2	5109	\$1,750,000	\$343	100%
300 Cranbrook	\$1,850,000	5	5.3	6087	\$1,775,000	\$292	96%
260 Guilford	\$1,999,990	5	4.4	6300	\$1,797,500	\$285	90%
2070 Valley	\$2,000,000	4	5.2	4891	\$1,852,500	\$379	93%
11 Hidden Ridge	\$2,399,000	5	5.2	8894	\$2,038,000	\$229	85%
55 Martell	\$2,450,000	5	6.2	6250	\$2,150,000	\$344	88%
376 Dunston	\$2,199,000	3	3.2	6305	\$2,192,270	\$348	100%
1233 Vaughan	\$2,599,000	4	7.2	6556	\$2,500,000	\$381	96%
AVERAGE COST PER SQUARE FOOT:						\$221	
AVERAGE SALE/LIST RATIO:							92%

At every party there are two kinds of people:  
those who want to go home and those who don't.  
The trouble is, they are usually  
married to each other.  
~Ann Landers

### Overview of Services we offer to Sellers

- Comprehensive Review of your Home
- Competitive Market (analysis) Evaluation
- Innovative and Efficient Marketing
  - Custom flyers
  - First Class Signage
  - Virtual Tours
  - Customized Open House Program
  - Thorough Follow up
- Home Staging Support
  - 20 Years of Interior Design Experience
- Communication Guarantee
  - Monthly activity reports
  - Feedback and details on your listing
  - Always available via phone, text and email
  - Help with every aspect of your transaction
  - Updates on Progress after a deal is made
- Offer Review, Negotiating and Recommendations
- Inspection Management
- Transaction Management
- Closing follow-Up
- Post-closing Services

### Overview of Services we offer to Buyers

- Buyer Agent/Assistant to cover all needs of showings
- Personalized Buyers' Searches sent every day
- Guidance for First-Time buyers
- Assistance for defining the right house for you
- Offer Preparation
- Negotiating Skills-we get the deal done!
- Creative Thinking
- Depth of Experience
- Financing Strategies
- Relocation Assistance-Top Notch Resources
- Post-closing Services

Just Call Kate. It's about you. . .

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(It's not about me)



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