

OCTOBER 2015



... Just Call Kate. ...

The Resource

Fun Fall Treats

Cinnamon Candied Pecans

Ingredients:

- 1 lb. pecan halves
- 1 large egg white
- 1 Tbsp. water
- 1/2 tsp vanilla extract
- 1 cup granulated sugar
- 1 tsp cinnamon
- 1/2 tsp salt

Directions:

Preheat oven to 250 degrees. Vigorously whisk egg white with water and vanilla until frothy. Then in a separate mixing bowl, whisk together sugar, cinnamon and salt. Add pecans to egg white mixture and toss until evenly coated. Pour the sugar mixture over pecans and toss several times until evenly coated. Pour coated pecans over a parchment paper lined baking sheet and spread into an even layer. Bake for 1 hour, stirring every 15 minutes. Allow to cool for 15 minutes and then store in an airtight container.

Healthy Apple Sandwiches

Ingredients:

- 2 apples
- 2-3 Tbsp. peanut butter
- 3 Tbsp. granola
- Handful of raisins



Directions:

Remove core from apples, and cut into slices 1/4-1/2 in. thick. Spread peanut butter over apple and top with raisins and granola. Place another apple slice on top. Repeat with remaining apple slice. A great treat for a school lunch!

Kate Gladchun
Top 10 in 2013 & 2014
248-891-1033
 kate@gladchun.net



Where Has The Year Gone?

Where has the year gone? By the time you get this newsletter, it will be nearly Halloween! Then of course comes Thanksgiving, then the Christmas holiday season and the start of 2016!! With much activity in the next couple months, I hope this newsletter finds you calm and relaxed before the frenzy of the holidays.

This newsy newsletter is jam-packed with lots of information that I hope is fun or helpful to everyone who reads it. With our daughter now living in Madrid for the next year and our son still living the dream in San Francisco, I try to keep in touch with them in the techy ways that I can. . . Skype, Facebook, FaceTime, WhatsApp, Viber, G-Chat, email, texting and anything else that will keep them close. Have you found anything else that is useful for keeping in touch with family far and near? Please share! I'd love to hear..... I love hearing from you when you have an opportunity to read this

email and respond to the articles and information. Just knowing that you've read it and enjoyed it is amazing for me to know. Please keep in touch.

The current housing market is unusual in that there is often no rhyme or reason as to why houses or selling – or not selling! Is it the state of the economy, the uncertainty of the future, politics, foreign affairs, the stock market, or what??? No one can really put their finger on it. Our experts are telling us that prices are not quite as good as they were last year at this time, or even earlier this year. But there are still some multiple offers, and some houses selling in less than 24 hours.

If you or anyone you know is in need of real estate services now or in the future, please keep me in mind. I love what I'm doing and plan to be here for years to come.

Product Hunt

Product Hunt is a website that I've recently discovered and subscribed to. This website finds and curates the best new web products every day and will send a daily email featuring the best apps, websites, or online products. It's a website that claims to be "a place for product-loving enthusiasts to share and geek out about the latest mobile apps, websites, hardware projects, and tech creations" and while I'm not really either of those, I really enjoy getting an email update with new interesting apps right to my inbox,.

Product Hunt isn't only about mobile apps. For example, one day I received an email about the website www.gitterbomb.com — a website where

you can send your "enemies" a "bomb" of glitter in the mail (because what is harder to clean up than glitter?) for a mere \$10.

I've found many of my favorite apps on this website. Here are a few of them:

- Wi-Fi Map: Crowdsources Wi-Fi network names and passwords
- Wunderlist: A smart to-do list with folders, quick add, and more.
- Detour: Location-aware walking audio tours of cities around the country, to take a tour at your own pace.
- Rome2Rio: How to get anywhere as cheaply as possible.

Managing Time

Don't we all wish we could have a little bit more time in the day. Here are some reminders to create some more time in your busy schedule.

1. In anything, 20 percent of tasks are critical, 80 percent are trivial. It is important not to confuse activity with progress. Take the time to identify which tasks are critical and focus there.
2. Delegating is the only way to get more done in less time.
3. Inertia is a powerful force. Starting something is always the most difficult part of any project, especially big ones. Break big tasks into smaller parts.
4. Working with simple and clear deadlines forces you to focus on getting the essentials of the task done.
5. Multitasking impairs intelligence and hurts your efficiency. Researchers at the University of Michigan have shown that multitaskers actually take longer to finish than those who did each task sequentially.
6. Nothing goes according to plan. Novelist Arnold Bennett said it best: "A first-rate organizer is never in a hurry. He is never late. He always keeps up his sleeve a margin for the unexpected." The unexpected WILL happen. Skilled time managers know this and build time into every day for dealing with unforeseeable issues.
7. What you write down and schedule gets done. If you haven't allotted anytime to complete something, you can bet that your empty time slot will be filled with whatever seems most urgent.
8. Every person has a "prime time." Find your peak level of energy and ability to concentrate. Understand that your personal rhythms and schedule tasks that require most effort during your "prime time" window.
9. Humans need to take the time to recharge. Build in time on a regular basis to take care of yourself and renew your energy!

Portions of this article were taken from The Detroit News *Nine Never Changing Laws of Managing Your Time* by Sarah Welch and Alicia Rockmore.

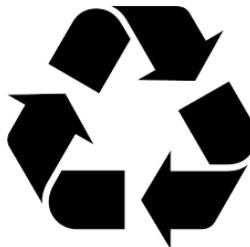
Here are a few tips to help you clear out the house of unnecessary things:

Finding the time

- When was the last time this item was last used?
- When will I use it again?
- Does this thing hinder or enhance my life?
- Has it affected the quality of my life or the life I want to live?
- Is it replaceable?

Rather than taking on an entire room, start with a closet, a dresser, or a pantry. Just organizing a linen closet and removing wash cloths or pillow cases will make an impression. I like to use baskets in my linen closets to hold similar items together (tooth paste, dental floss, toothbrushes in one; cold remedies in another, suntan lotion, sprays, block, after-sun lotions in another, etc.) It makes it easy to see at a glance where all my stuff is! If I get really crazy, I even stick labels on the baskets to keep them organized.

Keeping Organized!



Recycle & Give Away

Goodwill and Salvation Army are two of the most popular organizations to donate to! Here are a few others:

www.dressforsuccess.org accepts interview-appropriate women's clothing and shoes for disadvantaged women.
www.givingworks.ebay.com is used to sell unwanted items and donate up to 100 percent of the sale price to a non-profit organization in your area or nation-wide.
www.glassslipperproject.org collects almost-new formal dresses and accessories and gives them to Chicago high school students in need.
www.purpleheart.org will schedule pickup of donated cars, RVs, clothing and household goods, depending on which state you live in.
www.cellphonesforsoldiers.com provides prepaid shipping labels when accepting donations of old cell phones. Proceeds from recycling phones are used to buy calling cards for deployed soldiers.
www.crazycrayons.com accepts unwanted crayons for their Crayon Recycling Program. Some professional organizers believe it's important to walk through your house on a regular basis to ensure the stuff you own fits reasonably in the space you have.

Dirty Little Laundry Secrets

The new HGTV Magazine's February/March issue, offered a helpful piece about "Dirty Little Laundry Secrets" from the pros, including:

- To hand wash items, rub with detergent and soak stains for at least 10-20 minutes.
- Invest in bins for sorting: Separate by material as well as color to avoid washing fuzzy fabrics such as chenille and flannel with lint magnets like corduroy or permanent-press.
- Wait until clothes are room temperature, rather than hot from the dryer, before folding to avoid stubborn creases.
- Install a hanging rod or wall-mounted valet rack (\$6, at <http://organizeit.com>) to keep shirts smooth and crease-free.

- Remove collared shirts from dryer a few minutes before they're dry to prevent a stretched out neck and floppy collar.
- Keep washing machine smelling fresh by occasionally washing the inside: fill with hot water to capacity, add one gallon plain white vinegar and run a normal cycle.
- Wash the dryer lint screen on the top rack of your dishwasher every three months.
- Drop six tennis balls in the dryer with pillows or down blankets and down coats to fluff them up as they dry.
- Try these three surefire stain busters: Rubbing alcohol for ink: Blue Dawn dish soap for grease and Raise for ring-around-the-collar and underarm stains.

From The Detroit News: Homestyle

Data Digest

The attached spreadsheet gives an overall *year-to-date* summary of sales in Birmingham, Bloomfield Hills and Bloomfield Township. It basically summarizes how many houses sold, what the average sale price was, square footage and price per square foot sold from January 1, 2015 through October 14, 2015.

According to a very recent report released by Farmington Hills-based Realcomp Ltd II, Metro Detroit area home and condo sales jumped 11.2% over September of last year. Sale prices improved in Livingston, Wayne and Oakland counties. However, sale prices in Oakland County remained very neutral.

You have to read beyond the headlines when the media is reporting on real estate sales. Remember, that they are often looking at older data and reporting it as big news. Yes, real estate is improving from the state it was in seven years ago. Birmingham and the Bloomfields took a dive back then, but recovered more quickly than the other surrounding areas. Prices rose and sales increased much faster than anticipated, to everyone's surprise and delight.....

However, now the prices are stabilizing and it feels like we are in a holding pattern. Realistic sellers who understand this and price their homes appropriately are seeing their homes sell quickly versus the seller who reads the headlines and thinks that we are still in the upward swing. We are not. We are in a place where today's buyer is well-informed, reads the data, checks the comps, researches the history of a property and, with the help of their real estate agent, understands the market better than ever before.

So, if you are thinking about selling your home, I'd love to help you! Understanding the market and trends is an important part of marketing your home and pricing is crucial! Location and condition are also big factors. I'm here to help!

2015 Year to Date Local Sales Summary

Birmingham - 48009

Price Range	Average Price	Average Square Feet	Average Price for Square Foot	Number of Homes
\$100,000 - \$199,999	\$155,011.00	934	\$169.30	36
\$200,000 - \$299,999	\$250,955.00	1219	\$212.48	105
\$300,000 - \$399,999	\$345,734.00	1633	\$223.55	82
\$400,000 - \$499,999	\$456,134.00	2100	\$233.62	46
\$500,000 - \$599,999	\$546,262.00	2275	\$246.61	46
\$600,000 - \$699,999	\$646,206.00	2556	\$257.60	37
\$700,000 - \$799,999	\$748,748.00	3036	\$251.83	34
\$800,000 - \$899,999	\$840,266.00	3307	\$267.04	15
\$900,000 - \$999,999	\$945,500.00	3532	\$271.04	16
\$1,000,000 - \$1,999,999	\$1,471,820.00	4832	\$331.06	52
\$2,000,000 - \$2,999,999	\$2,450,778.00	5811	\$433.75	9

Bloomfield Township - 48301, 48302, 48304

Price Range	Average Price	Average Square Feet	Average Price for Square Foot	Number of Homes
\$100,000 - \$199,999	\$150,598.00	1526	\$101.48	59
\$200,000 - \$299,999	\$254,332.00	2036	\$129.45	143
\$300,000 - \$399,999	\$348,217.00	2402	\$156.13	187
\$400,000 - \$499,999	\$444,179.00	2633	\$107.13	99
\$500,000 - \$599,999	\$544,455.00	3012	\$190.46	48
\$600,000 - \$699,999	\$643,291.00	3478	\$191.15	31
\$700,000 - \$799,999	\$745,071.00	3635	\$210.46	22
\$800,000 - \$899,999	\$861,260.00	4484	\$201.03	10
\$900,000 - \$999,999	\$938,812.00	3957	\$248.04	8
\$1,000,000 - \$1,999,999	\$1,365,750.00	5062	\$282.25	43

Bloomfield Hills - 48304

Price Range	Average Price	Average Square Feet	Average Price for Square Foot	Number of Homes
\$100,000 - \$199,999	\$155,491.00	1565	\$99.35	11
\$200,000 - \$299,999	\$227,900.00	1519	\$157.74	5
\$300,000 - \$399,999	\$375,000.00	2335	\$160.90	2
\$400,000 - \$499,999	\$452,000.00	3068	\$157.60	7
\$500,000 - \$599,999	\$544,500.00	3101	\$180.46	6
\$600,000 - \$699,999	\$643,833.00	3195	\$203.20	6
\$700,000 - \$799,999	\$729,333.00	4662	\$165.27	3
\$800,000 - \$899,999	\$892,400.00	4705	\$198.67	1
\$900,000 - \$999,999	\$945,000.00	3636	\$268.48	3
\$1,000,000 - \$1,999,999	\$1,293,467.00	5490	\$242.92	14
\$2,000,000 - \$2,999,999	\$2,487,500.00	7131	\$381.68	3
\$3,000,000 - \$3,999,999	\$3,415,000.00	12436	\$368.48	2

Ten Clever Uses for Hydrogen Peroxide

By: Courtney Craig for From HouseLogic.com (4/19/12)

Is hydrogen peroxide a non-toxic weapon in your green cleaning arsenal? It should be! **Hydrogen peroxide is a non-toxic cleaner for many areas of your home. When it's time to clean, have your trusty green cleaners at the ready —baking soda, vinegar, castile soap —plus another ultra-cheap gem: hydrogen peroxide. You can use it anywhere, and can't beat the price: A 16-oz. bottle only costs a buck!**

Here are 10 ways you can use that ubiquitous brown bottle of 3% hydrogen peroxide to your home's advantage:

In your kitchen:

- 1. Clean your cutting board and countertop.** Hydrogen peroxide bubbles away any nasties left after preparing meat or fish for dinner. Add hydrogen peroxide to an opaque spray bottle — exposure to light kills its effectiveness —and spray on your surfaces. Let everything bubble for a few minutes, then scrub and rinse clean.
- 2. Wipe out your refrigerator and dishwasher.** Because it's non-toxic, hydrogen peroxide is great for cleaning places that store food and dishes. Just spray the appliance outside and in, let the solution sit for a few minutes, then wipe clean.
- 3. Clean your sponges.** Soak them for 10 minutes in a 50/50 mixture of hydrogen peroxide and warm water in a shallow dish. Rinse the sponges thoroughly afterward.
- 4. Remove baked-on crud from pots and pans.** Combine hydrogen peroxide with enough baking soda to make a paste, then rub onto the dirty pan and let it sit for a while. Come back later with a scrubby sponge and some warm water, and the baked-on stains will lift right off.

In your bathroom:

- 5. Whiten bathtub grout.** If excess moisture has left your tub grout dingy, first dry the tub thoroughly, then spray it liberally with hydrogen peroxide. Let it sit —it may bubble slightly —for a little while, then come back and scrub the grout with an old toothbrush. You may have to repeat the process a few times, depending on how much mildew you have, but eventually your grout will be white again.
- 6. Clean the toilet bowl.** Pour half a cup of hydrogen peroxide into the toilet bowl, let stand for 20 minutes, then scrub clean.

In your laundry room:

- 7. Remove stains from clothing, curtains, and tablecloths.** Hydrogen peroxide can be used as a pre-treater for stains —just soak the stain for a little while in 3% hydrogen peroxide before tossing into the laundry. You can also add a cup of peroxide to a regular load of whites to boost brightness. It's a green alternative to bleach, and works just as well.

Anywhere in your home:

- 8. Brighten dingy floors.** Combine half a cup of hydrogen peroxide with one gallon of hot water, then go to town on your flooring. Because it's so mild, it's safe for any floor type, and there's no need to rinse.
- 9. Clean kids' toys and play areas.** Hydrogen peroxide is a safe cleaner to use around kids, or anyone with respiratory problems, because it's not a lung irritant. Fill an opaque spray bottle with hydrogen peroxide and spray toys, toy boxes, doorknobs, and anything else your kids touch on a regular basis. You could also soak a rag in peroxide to make a wipe.

Outside:

- 10. Help out your plants.** To ward off fungus, add a little hydrogen peroxide to your spray bottle the next time you're spritzing plants.

The real things haven't changed. It is still best to be honest and truthful; to make the most of what we have; to be happy with simple pleasures; and to have courage when things go wrong.

- Laura Ingalls Wilder

Tips for Staging Your Home

By: G. M. Filisko (3/19/10)

Make your home warm and inviting to boost its value and speed up the sale process. Neutral-colored paint is key when staging your home. The first step to getting buyers to make an offer on your home is to impress them with its appearance so they begin to envision themselves living there. Here are seven tips for making your home look bigger, brighter, and more desirable.

Start with a clean slate: Before you can worry about where to place furniture and which wall hanging should go where, each room in your home must be spotless. Do a thorough cleaning right down to the nitpicky details like wiping down light switch covers. Deep clean and deodorize carpets and window coverings.

Stow away your clutter: It's harder for buyers to picture themselves in your home when they're looking at your family photos, collectibles, and knickknacks. Pack up all your personal decorations. However, don't make spaces like mantles and coffee and end tables barren; leave three items of varying heights on each surface. For example, place a lamp, a small plant, and a book on an end table.

Scale back on your furniture: When a room is packed with furniture, it looks smaller, which will make buyers think your home is less valuable than it is. Make sure buyers appreciate the size of each room by removing one or two pieces of furniture. If you have an eat-in dining area, using a smaller table and chair set makes the area seem bigger.

Rethink your furniture placement: Highlight the flow of your rooms by arranging the furniture to guide buyers from one room to another. In each room, create a focal point on the farthest wall from the doorway and arrange the other pieces of furniture in a triangle around the focal point. In the bedroom, the bed should be the focal point. In the living room, it may be the fireplace, and your couch and sofa can form the triangle in front of it.

Add color to brighten your rooms: Brush on a fresh coat of warm, neutral-color paint in each room. Ask your real estate agent for help choosing the right shade. Then accessorize. Adding a vibrant afghan, throw, or accent pillows for the couch will jazz up a muted living room, as will a healthy plant or a bright vase on your mantle. High-wattage bulbs in your light fixtures will also brighten up rooms and basements.

Set the scene: Lay logs in the fireplace, and set your dining room table with dishes and a centerpiece of fresh fruit or flowers. Create other vignettes throughout the home to help buyers envision living there. Replace heavy curtains with sheer ones that let in more light. Make your bathrooms feel luxurious by adding a new shower curtain, towels, and fancy guest soaps (after you put all your personal toiletry items are out of sight). Add scented candles, or boil water with a bit of vanilla mixed in. If you have pets, clean bedding frequently and spray an odor remover before each showing.

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Joslin Crowe
Buyer's Agent
joslincrowe@gmail.com

Carmen Burcz
Administrative Assistant
carmen@maxbroock.com

Kate Gladchun
Top 10 in 2013 & 2014
248-891-1033
kate@gladchun.net



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