

TRUSTED ADVISERS Q&A

Q: We're planning on building our next home. When is the best time to get an interior designer involved?

A: According to Merien Daka, the best time to get an interior designer involved is during the beginning architectural phases. Daka says her company, Merien Daka Design Group, classifies itself as interior architects. "Architecture has a significant meaning to us because, as the designer on a project, we're visualizing the final product and each individual detail," she says. "(Being involved from an early stage) enables us to make proper adjustments, whether they're

related to window placement based on custom built-ins, wall build-out accents, niches, or furniture locations that are used to determine electrical locations, specialty electrical location callouts, corridor widths, or ceiling details."

Daka Design Group breaks the design process into four different steps: pre-design, design, project management, and installation. They begin by learning about their client's needs, wants, lifestyle, personal style, and aspirations,

to gain an understanding of how each space will be utilized. This helps them put together an overall conceptual design, including all exterior design selections and interior design choices.

"We take full responsibility over managing each subcontractor and vendor, to ensure our designs are being executed as specified. We oversee the entire installation — from furniture, rugs, art, and wall décor pieces to the final accessories," Daka says.



Merien Daka Design Group

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Q: What's the mission of Swaggles?

A: Founded in 2019 by Temeria Heard, Swaggles supports organizations that provide protection, compassion, and forever homes to dogs in need.

Swaggles donates a percentage of its profits from the sale of unique apparel and accessories to anti-cruelty and anti-animal abuse causes, as its core mission

is to support organizations and causes that are dedicated to animal rescues. Swaggles believes it's important for dogs to have the compassion and protection that are needed for their overall healing and well-being.

Because the organization believes so much in its brand,

Swaggles trademarked its paw image and the words with its initial three designs: "Compassion," "Protect," and "Detroit." Heard likes to say that "the paw is the brand."

Please join Swaggles' efforts in supporting organizations that rescue dogs all over the world. Visit swaggles.com today!



Swaggles

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Q: Is it important to have a trusted relationship with a mortgage lender?

A: The mortgage environment and the mortgage process can be challenging to navigate for someone with no proficiency in the field.

For many clients, their home is the largest investment they'll make in their lifetime, so it

should be handled with the utmost care. As much as we live in a digital world, there's still no substitute for personalized, attentive, and professional service from a true expert.

Having someone in your corner who's looking out for your best

interests while providing proper, responsible advice is worth everything when it comes to deciding where to secure your mortgage.



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Q: What are you starting to see post-pandemic in the southeast Michigan real estate market?

A: "I've never seen anything like this in nearly 20 years in real estate," says Realtor Cindy Kahn. "It was difficult to sell homes during the height of the pandemic, although at Cindy Kahn Real Estate, we had a record-breaking year. But the market we're seeing now is stunning. Low inventory and low interest rates are causing the craziness."

Kahn says many people have been

working from home, and they want a house to be conducive to that. "Families have been together a long time this past year, and they want a home that offers more amenities such as more space, pools, home offices, bigger kitchens, and yards," she says.

Lately, potential buyers are up against multiple offers. They write "love letters" saying they fell in love with the seller's home, offer more

than the asking price, and still don't get the home. On the other side, sellers can't just throw their home on the market without it looking good and well-maintained. Offers are coming in over the asking price, but houses still need to be priced right.

It's important to have a professional and knowledgeable real estate agent such as Cindy Kahn Real Estate to guide you through this process.



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