

## Realtors say

# Housing market ends hibernation

After a three-year hibernation, the market for existing houses is being awakened by lower mortgage interest rates.

The Western Wayne Oakland Board of Realtors (WWOBBR) reported 564 sales by members in December, a 4.4 percent gain over the 536 reported in December 1981.

Sales for the August-December period were 3,681 compared to 3,157 in the same period of 1981.

That 16.5-percent gain helped counter the 24.3 percent market loss recorded in the first seven months, said WWOBBR. The year-end total was 8,468 houses, 10.7 percent below the 9,487 sales posted in 1981.

## Assertiveness

### workshop set

A free mini-workshop in assertiveness will be sponsored by Oakland Community College's Highland Lakes Campus, 7350 Cooley Lake Road, Union Lake.

The workshop will be held from 10 a.m. to noon and 6:30-8:30 p.m. Wednesday, Jan. 26, in Room 110 of the Student Center Building. OCC counselors Ruth Grass and Jim Rudowski will conduct the sessions.

For registration information, call the Highland Lakes Counseling Office at 360-3059.

Assertiveness training helps persons who "come on too strong" or think they are being "taken advantage of."

## Short courses

### listed by OCC

Belly dancing, yoga and pre-retirement financial planning are among the topics of non-credit short courses being offered this winter by the Southeast Campus System of Oakland Community College.

For a complete listing of short courses and registration information, call the Office of Community Services at 967-5157.

"THERE IS NO doubt that the reduction in interest rates is the factor bringing buyers back into the market," said Thomas Duke Jr., president of the real estate board.

"In December, conventional, FHA and VA financing was used in 42.2 percent of sales compared to only 14.4 percent in 1981.

"The use of assumed mortgages and land contracts, which aided 18 percent of sales by our members a year ago, has slipped to 53.4 percent and seemed destined to drop still farther."

Renewed activity also appears ready to reverse a downward trend in average selling prices. The average price for a house reported by WWOBBR in

December was \$58,156, a drop of 1.2 percent from December of 1981.

The average price in '82 was down 3.65 percent from '81.

AMONG THE most active markets in the western Wayne-Oakland area and their year-to-year increases were:

- Northville community — up 46.7 percent.
- Westland, 22.8 percent.
- Livonia, 22.8 percent.
- West Bloomfield-Orchard Lake, 24.8 percent.
- The Farmington community, 24.1 percent.
- Birmingham, 20.9 percent.
- Northwest Detroit, 19.5 percent.

## Export Act seminar set by Commerce Dept.

The U.S. Department of Commerce will present a seminar on the Export Trading Company Act Feb. 10 in the Sheraton Southfield Hotel on W. Nine Mile Road.

The act, signed into law by President Ronald Reagan last year, encourages businesses to join together to export or offer export services by instituting a new form of anti-trust protection for joint exporting. It also permits banks to own an interest in these exporting ventures.

Trading companies formed under the

act will increase U.S. exports by an estimated 5 percent during the next five years and would mean at least \$11 billion in increased sales and the creation of 350,000 jobs, according to Mary Yachnin of the U.S. Department of Commerce in Detroit.

Among topics to be discussed are: analysis of the ETC legislation, the role of banks in ETCs, how to organize and develop a successful ETC and advantages of ETCs over other presently existing forms of international marketing organizations.

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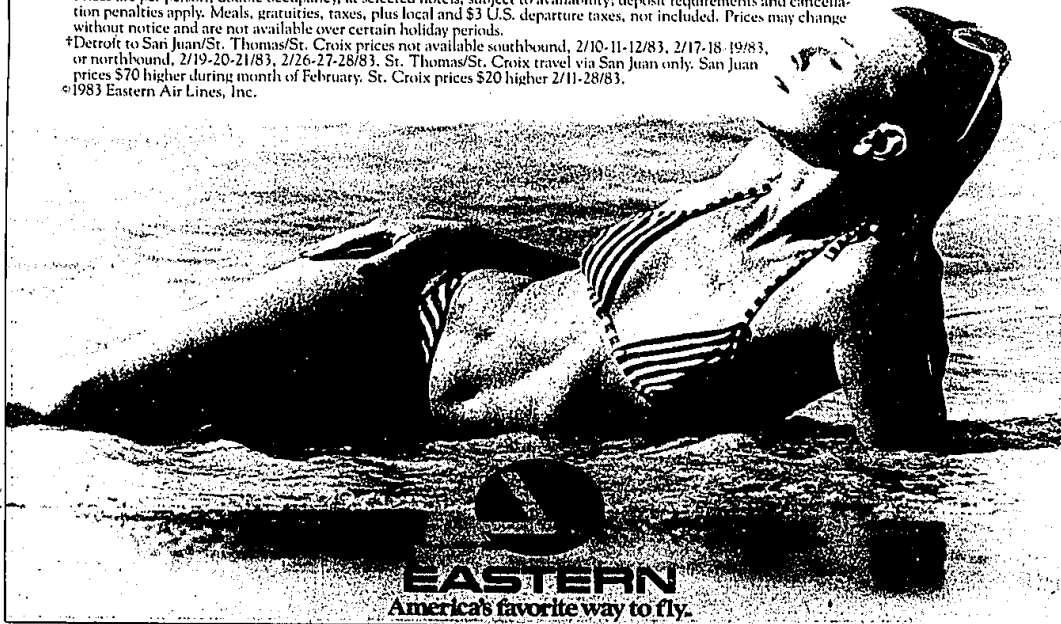
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†Detroit to San Juan/St. Thomas/St. Croix prices not available southbound, 2/10-11-12/83, 2/17-18, 19/83, or northbound, 2/19-20-21/83, 2/26-27-28/83. St. Thomas/St. Croix travel via San Juan only. San Juan prices \$70 higher during month of February. St. Croix prices \$20 higher 2/11-28/83.

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