

Creative Living

Marie McGee editor/591-2300



Monday, October 10, 1988 O&E

*1E



organizing
Dorothy Lehmkuhl

Increasing profits

Q. I am a subcontractor and it seems I make too many trips to jobs. How can I do better?

A. A case in point was a master electrician who was careful to let me know he had a large contract to wire a condo project and how insignificant my job was. On his first trip I showed him my list, but he didn't take it or write it down. I have noticed this particularly among independent contractors and other service people — many of whom profess to be too busy to get to your work.

He made a second trip on a Saturday afternoon, repeating his workload complaints, apologizing for not having the fixtures with him, and again kept a short stop ahead of the carpenters. On his third trip he finally installed the needed fixtures, explaining he would have to finish extra details later. On his last trip he still didn't have time to complete the job and had "forgotten" some of the details we had agreed upon. (I've finally hired someone else to finish up.)

Since his shop was 35 miles away through slow traffic, it took my electrician about 1 1/2 hours for each round trip. At that rate he spent six hours driving — 4 1/2 of which were unnecessary (besides the time for his many scheduling calls to me and the carpenters).

Additionally, each time he spent a few minutes chatting, reconfirming what needed to be done and unloading and reloading equipment. By adding 15 minutes "prep time" each time, I figure he wasted another 45 minutes, for a total of five hours and 15 minutes. If he manages all his time so poorly, it's no wonder he's behind and feeling frustrated.

Conversely, my kitchen remodelers (Cabinet Craft of Drayton Plains) took the time to go over every detail, make careful measurements and wrote everything down on their first visit. They planned carefully, never wasted a minute I could see and completed an excellent job.

While most contractors and service people do an excellent job, careful planning could help others to decrease stress and increase output and profits.



condo queries
Robert M. Melsner

Q. In our particular conversion, do I need to concern myself with who the developer is in the sense that it is a corporation that I have not heard of before, even though one of the persons involved with the developer has had a good deal of experience in developing condominiums. I have heard something about a shell corporation, can you elaborate?

A. Unfortunately for the consumer, many condominium developers use separate corporate entities to develop their condominium projects. Sometimes these corporations are thinly capitalized and are dissolved after the completion of the condominium project. If the condominium project experiences problems, the developer may threaten the co-owners with the fact that the "developer entity" is uncollectible and/or non-existent. While there are means to try to circumvent that condition to pursue the developer, personally you should be wary of that situation when considering the purchase of a condominium.

If the developer has a track record of being sued in various other projects, particularly in the conversion context, there may be a pattern of conduct which has been established about which you should know in making your decision about whether to buy a condominium unit.

Q. I have purchased a condominium unit from a developer in a conversion project. Since the association took over, the assessments have nearly tripled over a period of three years. The developer, through a sales agent, promised me that we would be able to live within the budget that the developer prepared without any real increase. I am on a fixed income and find this to be real hard to deal with. What is my recourse?

A. Chances are you share the problem with many other co-owners in your condominium regarding what looks like to have been a low-balling by the developer of the true amount of assessments needed to adequately run the association. Typically, in conversions there is a need to establish a substantial reserve for repairs and replacements because of the normal "use" of the common elements.

Unfortunately, many times over the years, developers have tended to underestimate, either intentionally or negligently, the amount of assessments which would be needed by the association to adequately run the affairs of the condominium. I would suggest that you get together with the board of directors of your association and ascertain, with the benefit of legal assistance, whether or not you have a basis to pursue the developer for misrepresentation by way of low-balling as well as other legal doings.

Pitching the Fairways

THE FAIRWAYS, Troy's first luxury condominium townhouse community in 10 years, features classically designed, eastern seaboard architecture in private, garden settings. In a city with a dramatic scarcity of zoned, developable land, the Fairways sets a new standard for ranch and townhouse condominium communities in the low-to-mid-\$100,000 market.

The private Fairways community is in north Troy on the east side of Rochester Road north of Long Lake Road, directly across from Sylvan Glen Golf Course. Developer Holtzman & Silverman/The Fisher Group has begun construction of The Fairways, and first resident occupancy is expected in winter 1988/1989. The on-site sales center opened Sept. 18, with complete information packages available.

The Fairways residences feature distinctive exteriors designed of brick, limestone and siding in a classical architectural style accented by shuttered, multipaned and Palladian-inspired windows as well as skylights. Taking full advantage of their orientation to a variety of scenic, natural site features, The Fairways townhouses benefit from maximum exposure to ponds, streams, woods and landscaped open spaces, which comprise approximately 75 percent of the property. The ponds,

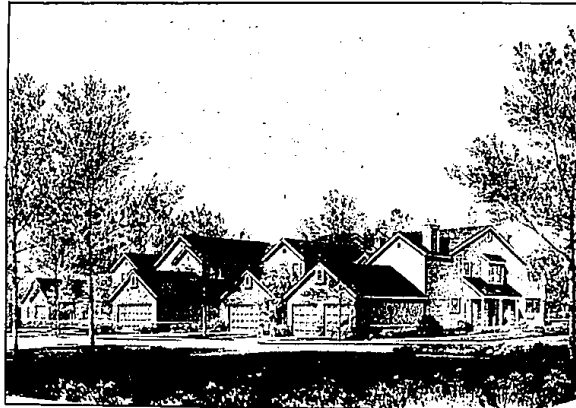
accounted by fountains, traverse the grounds, while landscaped perimeters are The Fairways boundaries.

The Fairways community contains 100 luxury townhouses in 17 one- and two-story buildings. Townhouse residences range in size from 1,400 square feet to over 2,000 square feet. Preview prices will range from \$126,000 to \$172,000. A variety of one- and two-story floor plans includes a choice of two or three bedrooms, two-to-three 1/2 baths, with two car garages and full basements.

ALL RESIDENCES FEATURE separate living and dining areas, custom kitchens with spacious breakfast nooks, vaulted ceilings, fireplaces, first-floor laundry areas, private decks and courtyards. Interiors throughout feature premium finishes and many custom-quality features. All underground utilities are provided for gas, electricity, telephone, cable television, sewer and water.

Each residence originates with a private courtyard or enclosed staircase entrance and extends through the home to conclude with views of landscaped open space at the private deck. Each townhouse is situated to offer expansive views of surrounding meadows, woods and water.

Please turn to Page 2



The Fairways, a development of Holtzman & Silverman/The Fisher Group on Rochester Road in north Troy, sets a new standard for ranch and condominium communities in the low- to mid-\$100,000 market.

ON THE HOUSE

THE COUNTER OFFER

QUESTION: I received a written offer to purchase my property. What happens to the original offer if I make a counter offer?

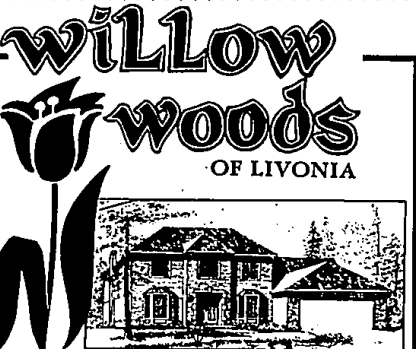


Kerry R. Schreiber
Chuck N. Schreiber

ANSWER: A counter offer is a combination of a rejection of the initial offer and a new offer by the seller. When the seller demands a higher price, more down payment, or different terms, the buyer's original offer is automatically cancelled. In effect, this may burn bridges behind you. If the buyer refuses your counter offer, there is no way you can force him to make good on the original offer because it will have been wiped out with the rejection and counter offer. This is a tricky area of negotiation that calls for expert advice.

Snyder Kinney & Bennett, Inc.
REALTORS Since 1932

644-7000



RANCHES • COLONIALS

EXCITING DESIGNS & QUALITY BY:

Angelo DiPonto Enterprises, Inc.

**MODELS
PRICED FROM \$158,550**

INCLUDES PROFESSIONAL LANDSCAPING, 90% efficient heat, natural stained trim, European ceramic foyer, oak cabinetry plus the option of a golf course view or a spacious walkout basement.

Between 7 & 8 Mile on E. Side of Newburgh Rd.
MODEL HOURS 1-6 DAILY. (Closed Thursday) 462-1670

421-5680
FIVE MILE
OFFICE

MARKETING AGENT
WOLFE

474-5700
SEVEN MILE
OFFICE

ATTENTION SENIOR CITIZENS:
The Beautiful HEATHERWOOD has it all
Fine Dining • Transportation • Housekeeping and more.
1 & 2 Bedroom Apartments from \$1069 including heat, pd.

Good Times, Good Friends, and Good Feelings
all come together at

22800 Civic Center Drive
Between Telegraph and
Lahser Rds. in Southfield

Heatherwood

CALL 350-1777 or VISIT - YOU'LL LOVE IT!

GUARANTEED LOWEST RATES FOR FIXED RATE MORTGAGES

- NO DISCOUNT FEES • NO POINTS
- NO ORIGINATING FEE
- LOWEST ANNUAL PERCENTAGE RATE ON STANDARD CONVENTIONAL FIXED RATE MORTGAGES. ALL INTEREST RATES ARE GUARANTEED FOR A 50 DAY CLOSING PERIOD.

FIRST SECURITY SAVINGS BANK

FOR SPECIFIC DETAILS, PLEASE CALL ONE OF OUR FOUR AREA LOCATIONS.

LIVONIA
37650 PROFESSIONAL CENTRE DR.
MT. CLEMENS 42657 GARFIELD **591-6770**
263-5600

SOUTHFIELD
29444 NORTHWESTERN HWY.
MAIN OFFICE **357-2200**
1780 TELEGRAPH RD.
352-7700



** PROGRAM OFFERED FOR A LIMITED TIME ONLY AND SUBJECT TO LOAN APPROVAL **

