

# Building Scene

Marilyn Fitchett editor/591-2300



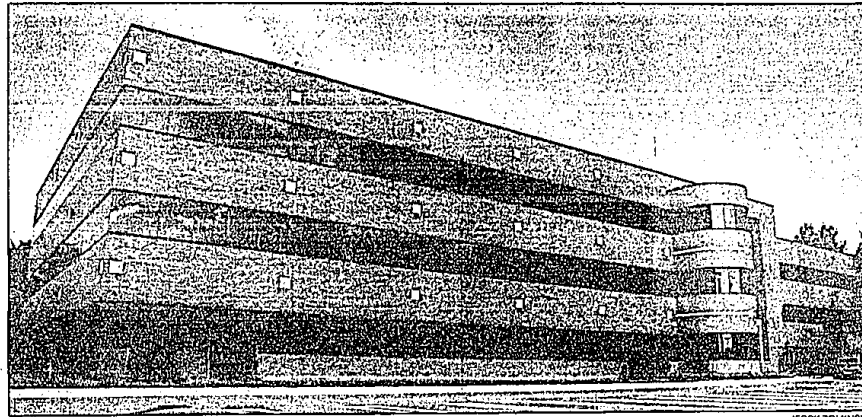
Monday, September 25, 1989 OAE

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## Retain tenants by managing energy costs

By R.J. King  
Staff writer

Even though they may be expensive, it pays off in the long run if buildings are fully leased.



JERRY ZOLYNSKY

For its City Center II development in Southfield, Equities Management, the management arm of Etkin Equities, choose a more expensive heating and cooling system because its efficiency would provide a payback in less than two years of operation.

Even though they may be expensive, it pays off in the long run if buildings are fully leased.

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## Commercial real estate courses taught at Walsh

By Doug Funkh  
Staff writer

Commercial real estate agents and brokers asked for it.

So Walsh College of Troy obliged. Walsh, through its continuing professional education program, will launch a series of courses next month to help commercial real estate participants keep abreast of goings-on in the industry.

The commercial investment people come to us and say no college in Michigan is offering short-term training in the commercial area," said Grace Smith, director of Walsh's CPE program.

These people want to get a very concentrated short-term course that will keep them current on the job."

Three courses will be offered this fall. They are:

• Commercial Real Estate Overview, which will examine such topics as how to get started in the business, long- and short-range prospecting programs, and marketing concepts. That class meets 6:30-9:30 p.m. Wednesdays, Oct. 4-Nov. 1. The cost is \$240.

• Legal Issues, which will concentrate on the sale and lease of property as well as broker liability. The class meets 6:30-9:30 p.m. Tues-

days, Oct. 17 and 24. The cost is \$96.

• Negotiation and Transaction Structuring Workshop, which will examine the negotiation process and include role playing and videotaping of practice bargaining sessions. That class meets 6:30-9:30 p.m. Mondays Nov. 6-20. Cost is \$144.

"These are for people who are licensed and probably have some experience," said Maurice Richards, executive vice president for the South Oakland County Board of Realtors and the Detroit Metro Commercial Investment Division.

"Someone like an attorney or CPA who deal with brokers but don't have a working knowledge — they might want to learn more about . . . practices of the real estate industry," he said.

None of the courses can be applied to state licensing requirements now, Smith said, although college officials are working toward that goal.

All classes, which earn continuing education credit, will meet at Walsh College, 3838 Livernois, north of Big Beaver. Specific registration questions can be asked of Walsh's continuing professional education department at 688-8282 ext. 200.

## Providing for repairs

What is your recommendation for obtaining an adequate guarantee to ensure that the items to be fixed by the seller as said forth in a purchase agreement are met?

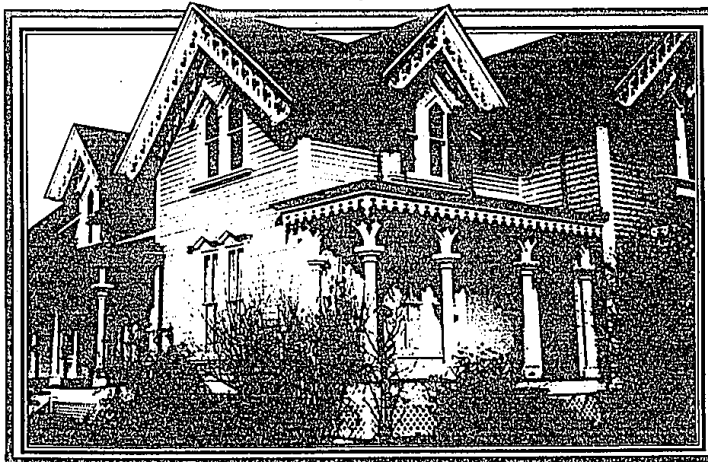
Make sure that your purchase agreement provides for an inspection of the premises both before the agreement becomes binding and shortly before the closing, and that there is adequate provision in the purchase agreement to insure that an escrow amount will be held out of the closing proceeds to reasonably meet the repairs. Make sure that your attorney is at closing to insure that the escrow is put into effect and that it is held by a third party such as a title company or bank. Adequate provisions must be made for the timely completion of the repairs

condo queries  
**Robert M. Melsner**

as well as the release of the escrow monies.

Robert M. Melsner is a Birmingham attorney specializing in condominiums, real estate and corporate law. You are invited to submit questions or topics for this column by writing Robert M. Melsner, 30200 Telegraph Road, Suite 407, Birmingham 48010. This column provides general information and should not be construed as legal opinion.

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