REAL ESTATE NEWS

REAL ESTATE **LISTINGS**

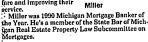
Retings features news and notes about subur-ban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Mewspapers, 36251 Schoolcraft, Livonia 48150. Qur fax number is 313-591-7279.

À HEADS BANKERS

É HEADS BANKERS

- Victors Miller, president
of John Adams Mortgage
Co. in Farmington Hills,
was named president of
The Mortgage Bankers Asspelation, a statewide group
that provides educational
and social programs.

- The 818-member group
helps guide legislation for
mortgage bankers along
with promoting their welfare and improving their
service.



Mortgages.

**B OFFICE MARKET UPDATE*

**Rents in motro Detrolt have remained ateady from 1988 to 1992, according to "The Commercial Real Estate Compendium: Five Years of Insight and Analysis," published by the Building Owners and Managers Association of Metropolitan Detroit in cooperation with Indiana University Center for Real Estate Studies.

**Rents held fairly steady in both the central Dusiness district and suburban areas with no significant increases or decreases over the four-year period. Asking rents on new leases in both areas remained very close to existing cents. The suburban office market has higher office rent than the Central business district. Rents in the central business district remained close to \$15 per square foot while rents in the suburbas stayed at about \$18 per square foot.

per square 100t.

The Commercial Real Estate Compendium provides an analysis of 29 office markets in the U.S. and Canada. Included in the 140-page report are market forceasts, historical data, city comparisons and demographic profiles, all illustrated with charts and graphs. per square foot.

The compendium is available at \$75 for BOMA tembers and \$155 for nonmembers. Call 313-965. BOMA.

Study up

New how-to video may help in buying new home

By JANICE TIGAR-KRAMER SPECIAL WRITER

Whether you're building a new home yourself or buying from a build-er, you'll probably hit some snags

er, you'll probably hit some snigs along the way.
Robert Gerich, a former Realtor and construction supervisor who's sold new construction for area build-ers, has produced a how-to video that could take the headache out of new

soft new construction for size other cross, has produced a how-to video that could take the headache out of new home construction.

"A lot of construction delays and misconceptions can be avoided if the buyer understands the building process," said Gerich, a Livonian, whose video is sponsored by local building suppliers, trades people, a land acquisition attorney and mortgage, title and insurance compenies that he's worked with for the past eight years.
"Your New House," a 75-minute color video, documents the construction of a 2,750-square-foot house built by Troy-based Caporuscio Development in Heritage Parms, an upscale subdivision at Beck and Warren Road, Canton. Gerich hired a local production company to film the five-month construction of the Cape Cod, which just sold for \$240,000.
From start to finish, the info-video covers all phases of construction, including staking and surveying the lot, digging the basement, hooking up water and sewer, digging footings and waterproofing and beckfilling the bisement. Viewers also see framing, roofing, interior and exterior pointing said the installation of plumbing, electrical, heating and drywall.
"I've been the builder's middle was the surface of the builder's middle was the surfac

Here's a sample of what's covered:

Popular bricks sometimes take 3-4
months to get. Decide on brick style

■ 'A lot of construction delays and misconceptions can be avoided if the buyer understands the building

Robert Gerich video maker

Let the builder know if you want a marble or ceramic entry before sub-flooring is installed, or you'll wind up with a one-quarter to one-half-inch difference between the foyer and adjoining carpeting.

joining carpeting.

Decide where you want switches and electrical outlets placed before the electrician arrives.

Since beams and heating ducts take up basement ceiling height, decide if you want higher basement walls.

carly on to avoid settling for second third choice.

**B Let the builder know if you want a marble or ceramic entry before substituted with the floor and consider a silent flush collet.

Make sure hallways are 42 inches wide. A roomy hall is more comfortable for dally use and makes furniture moving easier.

Lure moving easier.

Learn to recognize quality building materials; know the difference between medium and high-grade lumber, plumbing fixtures, windows, garage doors and fireplaces.

Make sure your driveway is wide

enough to accommodate two cars side-by-side.

"The best buyers are people who know what they want in terms of quality. To get what you want, you have to pre-think your building decisions," Gerich said.

Video sponsors include A.R. Kramer Flooring, Livonia; Weather-vane Windows, Brighton; Trans America Title, Livonia; Great Lakes Mortgage, West Bloomfield; Iverson Lumber, Milford; Tarnow Doors, Farmington Hills; Smede & Son Steel, Redford Township, Atlas Fire-place, Troy; Reid Lighting, Novi; and Beaver Tile, Farmington Hills and Troy.

Benver Tile, Farmingon.
Troy.
The video comes with a list of building suppliers and trades people. To order, send a check or money order for \$49.95 plus \$3 shipping and handling, to: "Your New House" P.O. Box 6200, Plymouth, MI 48170. Allow 2-4 weeks for delivery.

Realtors board picks officers

The new Detroit Area Commercial Board of Realtors, an association rep-resenting commercial real estate pro-fessionals within a 17-county area, has elected its 1994 officers and direc-

has elected its 1994 officers and offec-tors.

The following individuals, as di-rected by a vote of the board's peti-tioning body, will guide and direct services over the next year:

President — Cruig Schmidt, presi-dent, Jarvis J. Schmidt, Detroit.

Wice president-office leasing, Renaissance Center Venture, Detroit.

■ Secretary/treaurser — Bruce Siegel, president, Siegel Realty & Management, Flint.

III Immediate past president — Scott Elliott, senior vice president, CB Commercial Real Estate Group. Southfield.

■ Directors — Robert Andrus, president, Michigan Commercial Realty, Ann Arbor, Terry Bixler and David Miller, Signature Associates-ONCOR International, Southfield; Charles Brodeur, Lawyers Title Insurance Corp., Troy; Donald Hartman, vice president, Deom Appraisal Co., Ann Arbor, Craig Mercier, partner, Burger, Easton, Mercier, Rideout & Co., Southfield, Robert Pliska, vice president, Property Management Group,

Birmingham; Ron Sellers, vice president, Corporate Real Estate/Michigan National Corp., Farmington Hills; Donald Treadwell Jr., president, Treadwell & Associates, Southpate.

DACBOR was one of 12 such boards approved for operation by the National Association of Realtors dur-ing winter meetings. It plans a range of educational and business services for its commercial Realtor members.

Realtor state rep to national group

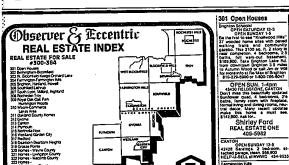
Alice McIntyre of Real Estate One in Bloomfield Hills was elected 1994 Michigan governor of the Chicago-based Women's Council of Realtors during its annual convention in Mi-ami.

A five-year WCR member, McIn-

tyre was 1993 state chapter president and 1989 local chapter president. She has chaired several state and national committees.

WCR serves as a voice for 14,000 men and women Relators in the U.S.

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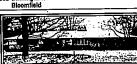
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OPEN SUNDAY

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150 E. Long Lake Rd., East of Woodward CITY OF BLOOMFIELD HILLS Private, quiet, wooded setting. Comfortable spacious 2 bedroom, 2 bath ranch co Garage, basement and cheery sunroom extended living. \$126,900.

Hostess NORMA KELLER RALPH MANUEL 647-7100