### REAL ESTATE NEWS

## REAL ESTATE **LISTINGS**

Listings features news and notes about subur-ban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 36251 Schookraft, Livonia 48150. Our fax number is (313) 591-7279.

E FOCUS ON LEASING

Shella Meyers has joined Grubb & Ellis of
Southfield as a leasing specialist for the Office
Properties Division. She's responsible for marketing and leasing office property in the Southfield
area.

area.

The associate broker also has specialized in representing institutional owners of real estate.

#### II NEW MORTGAGE CENTER

Bloomfield Hills-based First Security Savings Bank has opened a mortgage center at 24281 Novi Road in Novi, announced Mark Hammond, exec-

Hood in Novi, announced Mark Hammond, executive vice president.

Sandra Alexander will manage the branch office, which will feature a full-service staff specializing in residential mortgage lending. The office will be open from 8:30 a.m. to 5 p.m. weekdays. Loan officers will be on call to meet after hours and on weekends to handle customer questions and concerns.

weekinds to namic customs. The second is the second in 1937 as a federally chartered, privately held savings bank.

In a recent five-year performance analysis of the nation's 100 500 National Savings Institutions (Thrifts), First Security Savings Bank ranked first in Return on Equity and second in Return on Assets. In 1990, the company provided \$6 billion in financing for 60,000 new mortgages.

#### er assumable mortqage

Se ASSUMABLE MOSTOAGE

Shore Mortgage in Birmingham expects the ever-increasing rates of borrowers entering the market to continue in 1994.

One reason: the assumable mortgage. The idea in it new. But in today's diverse mortgage market, the assumable conventional mortgage has wanced. There are many pluses to assuming the seller's original mortgage when buying a home by paying the difference between the selling price and the mortgage amount to the seller, srys all modelen. Shore loan officer.

These include: no points or closing coats; quicker approval time for the buyer (just a few days); a hedge against inflation, which gives the buyer the ability to lock in the rate in effect at the time of the original mortgage; the potential increase in the the original mortgage; the potential increase in the future marketability of the home.

# **April: Fair Housing Awareness Month**

BY DOUG FUNK:
STATE WAITE
Better to stay out of the fire than treat the burn afterward.
That's the thinking of Marta Saint-James, education director for the Western Wayne Oakland County Association of Realtors.
April is Fair Housing Awareness Month and Saint-James has recruited several experts to present a seminar to sales agents and anyone who is interested in learning about housing law and how to avoid discriminatory practices.
"We have legal counsel say it's casier to teach people how to stay out of trouble, Saint-James said.
The seminar, 9 a.m. to noon Thurs-

trouble than get them out of trouble,"
Saint-James said.

The seminar, 9 a.m. to noon Thursday, April 14, at the Holiday Inn
Livonia West, is free, but reservations
4478-1700 ext. 251) are required.

The panel includes Cliff Schrupp,
director for the Fair Housing Center
of Metropolitan Detroit; John Obee,
attorney for the Fair Housing Center,
Valerie Vintes, equal opportunity
specialist for the Detroit HUD office;
and Dawn Phillips, general counsel to
the Michigan Press Association.
Robert Willis, assistant state attorney general in the civil rights and civil liberties division, will moderate.
Actual cases will be discussed, aswill advertising, documentation, testing and cultural awareness. Real-life
situations commonly encountered in
the field also will be addressed.

"Testing is the best way to identify
differences in treatment," Schrupp
said. "Nearly 50 percent of the time
we send out whites and blacks, whites
get more favorable treatment than
blacks. It's supposed to be zero percent.

"Most complaints we receive, prob-

■ 'We will discuss how we can better work together to provide open housing and a multicultural community.

Prudence Washington

rather than buying situations, Schrupp said.

When complaints do arise in home sales, they usually touch on racial steering and providing different information to different people, he said.

"Sometimes, houses appear to be on the market, then off the market."

The South Oakland County Board of Realtors, along with the Oakland County Center for Open Housing, will host a multi-ethnic roundtable on fair housing and diversity at 7 p.m.

housing and diversity at 7 p.m. Thursday, May 5, at the Standard Federal Bank Financial Center in

Prudence Washington
work together to provide open housing and a multi-cultural community,
said Prudence Washington, housing
counselor at the Center for Open
Housing.
Agents affillated with the Birmingham-Bloomfield Board of Realitors,
the Rochester Area Association of Realitors and SOCBOR are expected to
attend. Anyone with an interest in
the subject may reserve a spot by calling the Center for Open Housing at
647-0575. There is no charge.
"We're all motivated by the same
wanta, needs and desires," said
James A. Sands, senior vice president
at Standard Federal and chairman of

SOCBOR's equal opportunity housing committee. "We all want the same in housing — the very best for our families."

"The big thing is the roundtable brings various community leaders together. It creates understanding about each other," Sands asid, "The second best thing is it gives people the opportunity to ... bring complaints forward in an open forum where they can be discussed."

Schrupp, who has directed the Pair Housing Center since 1977, said he's seen some improvement recently in training provided by the owners or managers of larger spartment completes.

But more work remains across the board, he added.
"It needs to be dealt with all year.
It's a serious issue. We'd like to go out of business."

## Fraud still possible with 'as is' clause

Valerie Vintes, equal opportunity specialist for the Detroit HUD office and Dawn Phillips, general counsel to the Michigan Press Association.

Robert Willis, assistant state attorney general in the civil rights and civil liberties division, will moderate.

Actual cases will be discussed, as will advertising, documentation, testing and cultural awarness. Real-life situations commonly encountered in the Civil rights and civil advertising, documentation, testing is the best way to identify differences in treatment. Schupp said. "Nearly 50 percent of the times we send out whites and blacks, whites per more favorable treatment than blacks. It's supposed to be zero percent.

"Most complaints we receive, probably 70-75 percent, involve claims of received in the selection of the proper context." As In a recent Michigan Court of Nacial discrimination. "Schrupp said."

A In a recent Michigan Court of the selection and absolutely thorough inspection. Do we have a absolutely thorough inspection. Do we have a miscal magnitude with children of the proper could not be selected in the selection of the proper could not have raised and concluded that all though an "as is" clause in a purpose of the co-owner of the the windows, when the propers of the proper condition of the propers condition of the selection of the selection of the proper could not not have a series of the proper could not have a series of the proper could not have a series of the selection of the selection of the proper could not have a series of the seller in our could not have a series of the proper could not ha

er, to the extent ascertainable, regarding the breakage of the windows.

There also may be an issue regarding the design of the golf course to the extent that it may have created a condition that is hazardous to the property and person of the residents of your condominium.

I would determine who the owner of the golf course is, bring these issues to their attention, perhaps with the advice and assistance of your counsel, to see whether a satisfactory resolution of the problem can be made.

Robert M. Meisner is a Birming-hom-area attorney concentrating his practice in the areas of condomini-ums, real estate and corporate law. You are invited to submit questions by writing. Robert M. Meisner, 30200 Telegraph Road, Suite 467, Bingham Farms, MI 48025. This column pro-vides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert M. Meisner, dial (313) 953-2047, mailbox 1871.

## CLASSIFIED REAL ESTATE

BEVERLY HILLS, SUN 18377 Warnich, W. Southfield, N. of Beverty very store hearty in the break fewarty rance on a beneated to bestreen, 3 left bette, tendy or

HANNETT • WILSON & WHITEHOUSE 646-6200

OPEN SUNDAY 2-6
111 OVERHILL
NYMERIC, W/Overheads
affel four bedream, 2'0 if
or bedream the first bedream to the
or bedream the first bedream the first bedream to the first bedr



Place your Classified Real Estate dvertisement in more than 150,000 affluent Suburban Detroit Homes

FOR THE LATEST REFORMATION ON OPEN HOUSES - CALL: HOMELINE WE ACCEPT

> 591-0900 644-1070

852-3222

DIAL CLASSIFIED DIRECT 7里

STATE SONTALS

Wayne County Oakland County Rochester/Rochester Hills Fax Your Ad

953-2232 SPECIAL PROPERTY OF School of the County of the Co

COLDWELL BANKER COMMITTEE OF THE COMMIT EN SUNDAY 1-4 Karen Housen 548-9000 RE/MAX 100 INC.

men, by the many i brown

CHAIR SELECTION 1. SERVICE AND THE SERVICE AND

RE/MAX 100 INC

301 Open Houses OPEN SATURDAY 1-4 14100 Hillcreet & at Lyndon, & at Marrhage or mate and the solutions ranch \*\*\*\*\*\*

Open Houses

Frankling.

301 Open Houses
PLYMOUTH, OPEN SU
Pedipsecod Hills Colores
2434 og R. of Assertious 6
ing 4 bedrooms, 2's beind
den, partistry freshed
dend overloading ball on g

will death, 18278 Davidy, Open See 3-4, Sun, 1-4, 963,000, \$34,3640

SPECTACULAR HOME OF QUALITY OWNER MUST SELL - \$700,000 PRICE REDUCTION SHOWPLACE 2-STORY MIRRORED INDOOR POOL



SPECTACULAR CONTEMPORARY
uilt and Decorated by the Finest! 11,000 sq. ft. first floor master
edroom with mirrored dressing area. Walk-in closet, whitlpool, stall
never and adjoining sitting from. Breathaking 2-story mirrored
door pool with adjoining exercise room with wet bar. Five
door pool with adjoining exercise room with wet bar. Five
miniated cream cabinets of polish foliones. Built 1990. Finished
were level, 3 car attached garage. Lake Views of Upper Long Lake.



Please Ask for SYLVIA STOTZKY of the MICHIGAN GROUP 661-9808 or

Beeper #276-4347 wait 3 beeps - dial your number.

WAYNE

FARMINGTON HILLS

Northville

149-1212

261-1823

HIROS TWP.

**Plymouth** 

455-5880 464-0205

BOVI

CANTON .

WESTLAND