

## REAL ESTATE BRIEFS

Real estate briefs Real estate features news and notes on professional associations, office activities, upcoming meetings and seminars, new services/products and consumer publications.

Write: Real estate briefs,

Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia, 48150. Our fax number is (313) 591-7279.

Wolf/chairman-elect Dennis Wolf, president of Hall & Hunter Realtors in Birmingham,

has been named chairman-elect of the combined network of RELO/the International Relocation Network and All Points Relocation Service.

The organization, to operate under the RELO name, brings together two of the industry's oldest, most-stable networks of independent real estate companies.

The partnership will involve 1,100 firms, 2,300 offices and more than 35,000 sales associates.

"This combination takes us down a new and exciting road which we will have the people, the ideas, the resources and the quality orientation to establish the leading alternative to franchising," Wolf said.

**Effective communication**  
The Property Management Council of the Apartment Association of Michigan hosts a Win/Win communication course 8 a.m. to noon, Tuesday, May 21, at the Northfield Hilton, Troy.

Effective communication techniques designed for the property management industry will be discussed. Presenter: Barbara Davis, director of training and development at the Fourmable Group.

Cost, which includes continental breakfast, is \$39 for members of the Property Management Council, \$49 for members of the Apartment Association of Michigan and members of the Building Industry Association of Southeastern Michigan and \$69 for non-members.

To register, call (810) 737-4477.

**Continuing education**  
The Real Estate Roundtable presents its annual continuing education seminar for agents

required by the state department of licensing and regulation 8 a.m. to 3 p.m. Tuesday, May 21, at Temple Beth El, 7400 Telegraph, Bloomfield Hills.

Cost is \$60. For registration information, contact Steuer & Canvasser at (810) 628-8890.

**Builder's licensing class**  
Livonia Community Education and Oakland Builder's Institute offer a 16-hour class to prepare for the state builder's licensing exam 6-10 p.m. Mondays and Wednesdays June 3-12 at Riley Middle School, 15555 Henry Ruff, Livonia.

The class is designed for building trades people working without a license who want to work legally, people who want to subcontract their own construction, real estate investors and those who want to expand their business capabilities.

Cost, which includes textbook and materials, is \$155. Registration required by May 30 at (313) 523-9277.

**Technology conference**  
The Greater Detroit Chapter of the Associated General Contractors hosts a construction technology conference 8 a.m. to 1 p.m. Thursday, May 23, at Lawrence Technological University in Southfield.

Topics include Megatrends Impacting the Construction Industry, Computer Integrated Construction and Controlling Your Computer Development. The conference is geared to owners, architects, engineers, general contractors, subcontractors, suppliers and related professionals.

Cost is \$16 in advance, \$20 at the door and \$5 for students. To register, call Joe Nussendorfer at (810) 948-7000.

Internet homepage → <http://www.interest.com>

Survey Date 5/6/96

## Observer &amp; Eccentric

## MORTGAGE MARKET

ITEM	RATE	PERCENT	IN PERCENT	LOAN	APR	COMMENTS
<b>AGGRESSIVE MORTGAGE CORP. 810-352-2255</b>						
30 yr FIX	8	2/200	5%	50 days	8.19	
15 yr FIX	7.5	2/200	5%	50 days	8.15	
1 yr ARM	7	2/200	10%	50 days	9.99	
5/28 Balloon	7	2/200	10%	50 days	8.25	
(U) 21800 W. 10 Mile Rd., Ste 209, Southfield, MI 48075						
<b>AMERICAN HOME FINANCE 313-525-1940</b>						
30 yr FIX	8.375	0/290	5%	60 days	8.5	Apartment buildings
1 yr ARM	5.75	0/290	5%	90 days	8.82	No origination fee. No cost
1 yr ARM	6	0/290	5%	60 days	7.2	loans available
31 yr ARM	7.25	0/290	5%	90 days	7.75	Spanish, Polish, Russian
(A) 59111 W. 6 Mile Rd., Livonia, MI 48154						
<b>D &amp; N BANK, fsb 800-236-9252</b>						
30 yr FIX	8.25	1/875-200	5%	45 days	8.42	Cat 8-5 Monday - Friday for updates
1 yr ARM	5.5	2/200	5%	45 days	8.36	on rates and points. Zero points
7/28 Balloon	8.125	1/200	10%	45 days	8.35	options are available
3 yr ARM	7.125	2/200	5%	45 days	8.64	
(D) 400 Quincy Street, Hamack, MI 48040						
<b>FIRST ALLIANCE MORTGAGE CO. 810-433-9620</b>						
30 yr FIX	8.25	2/295	5%	45 days	8.49	Open 7 days a week. Debt
15 yr ARM	7.875	2/295	5%	45 days	8.11	consolidation & Refi for credit
1 yr ARM	6.375	2/295	5%	45 days	6.8	problems, bank turnouts we
5/28 Balloon	7.625	2/295	5%	45 days	7.68	make a possible
(A) 52100 Telegraph Rd., Ste 205, Bingham Farms, MI 48025						
<b>FLEET MORTGAGE CORP. 810-652-9500</b>						
30 yr FIX	8.25	0/290	5%	45 days	8.99	"Protect & Purchase" Program
15 yr ARM	8	2/290	5%	45 days	8.96	Lock your rate while shopping
30 yr Jumbo	8.75	1/250	10%	45 days	9.33	for your home.
30 yr FHA	8.5	1/290	MIN	60 days	9.45	
(A) 115 S. Livernois, Ste 427, Rochester Hills, MI 48067						
<b>REALTOR® ON THE WORLD WIDE WEB</b>						
Internet access: <a href="http://www.interest.com">http://www.interest.com</a> or <a href="http://s0a.oeonline.com/re.html">http://s0a.oeonline.com/re.html</a>						
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<b>STANDARD FARMER BANK 800-643-9600</b>						
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5/28 Balloon	7.125	2/275	20%	45 days	7.86	Call 800-643-9600 for office nearest you
(C) 26400 W. Big Beaver Rd., Troy, MI 48061						
<b>WELLINGTON MORTGAGE CO. 810-398-9010</b>						
30 yr FIX	8.125	2/200	5%	30 days	8.68	As seen in Money Magazine. Your #1
15 yr ARM	7.625	2/200	5%	30 days	8.68	local mortgage lender. Call now for
1 yr ARM	5.5	2/200	10%	30 days	8.31	personalized service on (810) 398-9010.
1 yr ARM Jumbo	5.25	2/250	10%	30 days	8.25	
(D) One Ajax Dr., Ste 102, Madison Heights, MI 48071						

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