REAL ESTATE BRIEFS

Real estate briefa features news and notes on professional associ-ations, office activities, upcoming meetings and seminars, new ser-vices/products and consumer

publications.
Write: Real estate briefs,
Observer & Eccentric Newspapers, 36251 Schoolcraft Road,
Liconia, 48150. Our fax number
is (313) 591-7279.

Scholarships awarded
The Western Wayne Oakland
County Association of Realtors
has announced the winners of its
annual student scholarships.
Yolanda Sherce Wilson, a
senior at North Farmington who
will attend Michigan State University in the fall, and Henther
Reeber of Milford, who's studying business management and
syxchology at Eastern Michigan
University, each received \$200.
The purpose of the scholarships is to encourage interest in
and opportunities to learn about
real estate related topics such as
marketing, economics and manspeciment.
Exc information on next year's

#gement.
For information on next year's

program, contact the association (810) 952-5590, at (810) 478-1700.

Business management
The Building Industry Association of Southeastern Michigan
presents a seminar on successful
business management 9 a.m. to
noon, Tuesday, June 11, at its
offices, 30375 Northwestern
Suite 100, Farmington Hills.
Topics include business plans,
marketing, record keeping, negotiating and taxes.
Cost, including continental
breakfast, is \$20 for members,
\$35 for non-members. To register, call (810) 737-4477.

Career night
Real Estate One in Troy hosts
a free, no-obligation career
roundtable 7 p.m. Wednesday,
June 12, at its offices, 1111 W.
Long Lake Road Suite 210, east

Long Lake rose Sources of Crooks.

Experienced sales associates will be on hand to answer questions about careers in real estate.

For reservations, contact Shannon Adcock or Carol Yost at

Home sales moved higher in April

HERITAGE

■Basoball night
The Birmingham Bloomfield
Rochester South Oakland Association of Realtors sponsors a
Realtor Family Night 7:05 p.m.,
Thuraday, July 11, at Tiger Stadium when the Tigers host the
Boston Red Sox.

Boston Red Sox.

Tickets, \$12 in advance, includes \$4 worth of food and merchandise credits at the stadium.

The evening will include a first it the symmetry promoter and the stadium of the symmetry promoter and the symmetry promoters.

pitch ceremony, promotional messages on the marques at Michigan and Trumbull and a welcome on the Jumbotron score-

For information, call the BBR-SOAR office at (810) 879-5730.

EPeterson lauded
Mark Peterson of Coldwell
Banker the Michael Group in
Clarkston has been named a top
10 sales associate in Michigan
for gress commission income and
listings sold for the first quarter
among Coldwell Banker Residential Affiliates.
The Michael Group was
among the top five offices in listings sold for the first quarter
to the Midwest Region, Coldwell
Banker Residential Affiliates.
Robort J. Pilarcik is
broker/owner.

of Barton Malow, a general contracting/management company in Southfield, recently delivered the graduation address to Lawrence Technological University students at Oob Center. He also received an honorary ductorate degree in engineering during graduation ceremonies. Malbach, a Farmington Hills resident, holds a civil engineering degree from Michigan State University and has taken graduate and professional studies at Wayne State, MiT and Harvard. Maibach stared his career with Barton Malow as a laborer in 1904.

ate at Century 21 Associates
Northwood, figures he will deliver about 1,500 pine seedlings
free to front porches in Royal
Oak this spring.
The main purpose is to beautify the city, Granader said, but he
concedes that it doesn't hurt to
get his name out, either.
"It's especially rewarding to
give back something to the community," he said, "I live here. I
do a lot of business here, I
strongly believe in showing
appreciation to the people with
whom Century 21 Northwood
services."
Granader estimates that the
goodwill gesture/promotion cost
about \$2,000.

Scanclerve services

#Delaney honored
John F. Delaney of Coldwell
Banker Schweitzer Real Estate
in West Bloomfield has been chosen as a member of the company's Diamond Society.
The honor is bestowed only on
the top 10 percent of the more
than 65,000 Coldwell Banker
sales associates in North Ameri-

Francine Finucan, owner of Executive Concierge Services in Troy, announces she's added Fox Hills Apartments, Bloomfield Hills, and Oakwood Corporate Housing, Southfield, as clients. "Customized to each client, our services can range from airport

services can range from airport shuttles to total household man-agement," Finucan said. "These personalized services are in response to peoples' growing needs and shrinking leisure

EApartment management
Lawrence Technological University sponsors a series of workshops on apartment management and review of the registered apartment management certification 2:30-5:30 p.m. Thursdays, Sept. 5 to Dec. 12, on campus in Southfield.
Topics include risk management, marketing rental housing, planning for development management, financial management and maintenance.
Fee is \$395. To register, call Karen Piontek at (810) 204-4020.

EMasonry membership
The Masonry Institute of
Michigan has introduced an
informational member classification that offers support services
at reduced cost to non-mason
contractors or suppliers who contractors or suppliers who don't qualify for associate mem-

don't quanty for associate mem-bership. Benefits include in-house con-tinuing education programs, membership rates for technical seminars and advertising in a directory/resource guide. Annual cost is \$300. For infor-mation, call (313) 458-8544.

We've sold 20 houses in the last 4 months

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Walkoute realistie

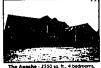
WASHINGTON (AP). Sales of percent in April, the third consecutive advance.

The growth was mixed, however, with sales up in the Northeast, flat in the West and down in the Midwest and South.

The National Association of Bealtons said last week that sales tytuled a seasonally adjusted annual rate of 4.22 million, up from 4.20 million in March.

The association attributed the latest gain to consumer confidence in the economy and mortguge rates that remain favorable





A PERIL Add the is

sales associates in North America.

Delancy has been the top sales associate in the West Bloomfield office since 1992.

His professional designations include Graduate Realtors Institute, Residential Marketing Specialist, Corporate Property Specialist, Corporate Property Specialist and Certified Buyers Agent.

Tree man Brian Granader, a sales associ-

Indianwood Estates ependence Township, Orion Schools. 3/4 to 1 acre wooded homesites. Northridge Preserve marra Triwnshin, Huron Valley Schools

J A C Construction Company, Inc. (810) 969-2869



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Tour begins with 4 homes at Moon Shadows on Rush Lake, located on M-36, 7 miles west of US-23 in Pinckney 24-hour Information Hotline (810) 932-3644



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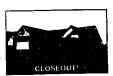
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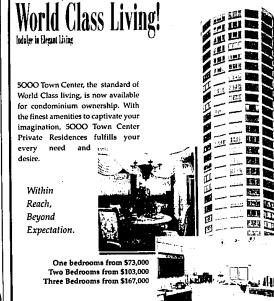


Brokers: call for information about our Broker Participation Program!



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