

**REAL ESTATE BRIEFS**

Real estate briefs 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) 691-7279.

**Scholarships awarded**

The Western Wayne Oakland County Association of Realtors has announced the winners of its annual student scholarships.

Talanda Shore Wilson, a senior at North Farmington who will attend Michigan State University in the fall, and Heather Reeber of Milford, who's studying business management and psychology 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 management.

program, contact the association 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 office, 30376 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 office, 1111 W. Long Lake Road Suite 210, east of Crook.

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

For reservations, contact Shannon Adcock or Carol Yost at (810) 952-6590.

**Baseball night**

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

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

The evening will include a first pitch ceremony, promotional messages on the marquee at Michigan and Trumbull and a welcome on the Jumbotron scoreboard.

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

**Peterson lauded**

Mark Peterson of Coldwell Banker's The Michael Group in Clarkston has been named a top 10 sales associate in Michigan for gross 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 for the Midwest Region, Coldwell Banker Residential Affiliates.

Robert J. Pilarcik is broker/owner.

**Commencement speaker**

Ben C. Maibach III, president

of Barton Malow, a general contracting/management company in Southfield, recently delivered the graduation address to Lawrence Technological University students at Cob's Center.

He also received an honorary doctorate degree in engineering during graduation ceremonies.

Maibach, 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 started his career with Barton Malow as a laborer in 1964.

**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 America.

Delaney 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 and Certified Buyers Agent.

**Tree man**

Brian Granader, a sales associ-

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.

**Concierge services**

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 shuttles to total household management," Finucan said. "These personalized services are in response to people's growing needs and shrinking leisure

**Apartment 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. Thursday, 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.

**Masonry 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 don't qualify for associate membership.

Benefits include in-house continuing education programs, membership rates for technical seminars and advertising in a directory/resource guide.

Annual cost is \$300. For information, call (313) 458-8544.

**Home sales moved higher in April**

WASHINGTON (AP) - Sales of previously owned homes rose 0.5 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 Realtors said last week that sales totaled 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 mortgage rates that remain favorable

despite recent increases. Thirty-year, fixed-rate mortgages averaged 7.93 percent in April, up from 7.62 percent in March but well below the 8.62 percent a year earlier.

The median price of an existing home was \$116,800, up 8 percent from \$108,000 in April 1995. The median means half of the homes cost more and half cost less.

The Northeast posted the only gain, a 10 percent increase to a \$6,000 annual rate. Sales were unchanged in the West, at a \$70,000 rate.

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