

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, 48160. Our fax number is (313) 591-7279.

Talking House promotion

Dean Miller, a Realtor with Coldwell Banker Schwitzer in Birmingham, has purchased seven radio transmitters to do the talking for houses he has listed for sale.

Prospects turn their car radio to a specific frequency outside the house to hear the sales pitch recorded by Miller.

"I give all information up front and save me time with sellers and buyers," he said. "Any time you can give a home more exposure, it's a great idea."

The transmitters cost about \$200 apiece. Messages

up to three minutes long can be changed at Miller's option. He said he came across the product in a real estate magazine.

Home Facts listings

Coldwell Banker Schwitzer Real Estate now provides all of its residential listings via a telephone audio tour on an exclusive Home Facts program.

Consumers simply dial (810) 268-2800 and follow the prompts. A touch tone phone is needed.

Callers can enter the five-digit code of a specific property listed in all print advertising or search the entire inventory by selecting specific criteria such as city and price range from the phone keypad.

Other available options include a free comparative market analysis, weekend open houses and information on a real estate career.

Mortgage workshops

Ross Mortgage presents a free one-hour workshop, "Avoid Tragic Mistakes When

Shopping for a Mortgage," 9:30 p.m. Tuesday, July 23, at International Business Center in Novi and 6:30 p.m. Wednesday, July 24, at Freedom Hill County Park in Sterling Heights.

Attendees will have the opportunity to receive a free, confidential credit analysis.

To register, call (810) 968-1800.

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-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.

Average new house sells for \$153,000; average used house sells for \$117,000

Results from a Better Homes and Gardens Real Estate Service housing cost survey show the national average sale price for a new house is \$155,600 and for a resale home, \$117,400.

The national average number of days a house stays on the market before selling is 96.

In the Midwest region, which includes Michigan, Ohio, Indiana, Illinois and Wisconsin, the average price is \$153,600 for new and \$89,600 for resale. Average listing period before selling was 82 days.

But things are hopping here. "The average price of a new home in Livonia is \$272,500," said Don Kamen, broker/owner of Quality Real Estate NW/Better Homes and Gardens. "The average sale price of an existing home is \$121,000. And in Livonia, a home stays on the market an average of 28 days."

Corresponding figures provided by Kamen for Farmington Hills/Better Homes and Gardens, for a new house, \$160,900 for existing

and 39 days on the market.

"Around here, it's an extremely hot seller's market," says Kamen. "The pressure is definitely on buyers because there just aren't enough homes."

"Unless there's something dramatically wrong with a house or it's 'way over-priced,' they're selling practically as soon as they get on the market," he said.

The annual survey is based on reports from participating members of the Better Homes and Gardens national real estate network and selected firms.

The sample included 670 markets. Several California markets with new home average sale prices over \$1 million were omitted from the averages.

The average sale price of new homes ranged from a low of \$110,400 in the South Central region including Arkansas, Kentucky, Tennessee, Louisiana, Mis-

issippi, Oklahoma and Texas, to a high of \$240,500 in the Northeast—Connecticut, Massachusetts, Maine, New Hampshire, Rhode Island and Vermont.

The Midwest, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota and South Dakota, showed the lowest average price for a resale home, \$77,600.

That region also had the lowest average days on market nationally at 74.

The Pacific region, California and Hawaii, tops the list for both highest average price for a resale home, \$181,600, and longest average days on the market, 137.

Better Homes and Gardens Real Estate Service, formed in 1978, is an international network of more than 760 firms with more than 1,500 offices and 24,000 sales associates in the U.S., Canada and Puerto Rico.

Protect yourself from problems

(NAPS) — When buying a home, what you acquire is title to the property — ownership which may be limited by the rights and claims of others.

The American Land Title Association cited an example where a real estate buyer consulted a land survey showing that all structures were well within the boundaries of the property. A subsequent survey made immediately before the purchase confirmed the boundaries and the transaction was completed.

All seemed in order until the adjoining real estate was placed on the market at a later date. The survey conducted at that time revealed a garage and driveway

thought "to have been acquired in the original transaction actually were located on the neighboring land."

The unsuspecting owner in the original transaction was faced with the necessity of purchasing a strip of land wide enough to bring the garage and driveway within the boundaries as initially intended.

If owner's title insurance with survey coverage had been secured to protect the buyer at the time of initial purchase, ALTA pointed out that the undiscovered encroachment problem would have been that of the title insurer.

A title policy is based on a thorough search of public

records so that hazards of title can be located and cleared up prior to the closing whenever possible.

ALTA is the national association of the abstracting and title insurance industry. Members of the organization search, review and insure land titles to protect real estate investors including home buyers and mortgage lenders.

For free information on owner's title insurance, send a self-addressed, stamped envelope to Owner's Title Insurance, American Land Title Association, Suite 705, 1828 L Street, N.W., Washington, DC 20036. Questions may be directed to an ALTA member listed in the yellow pages.



When you're #1, you can do things others can't.

BLOOMFIELD	FARMINGTON HILLS	LIVONIA	PLYMOUTH	SOUTHFIELD
SOUTH BLOOMFIELD HIGHLANDS SUB 3 bedroom, 2 1/2 bath ranch sitting on a cul-de-sac! Large fireplace in living room, remodeled kitchen with appliances, formal dining room, central air, 2 car attached garage. \$159,900. CENTURY 21 Gold House 313-451-9400	COUNTRY IN THE CITY! Brick 3 bedroom, 1 1/2 bath ranch sitting on a cul-de-sac! Large fireplace in living room, remodeled kitchen with appliances, formal dining room, central air, 2 car attached garage. \$159,900. CENTURY 21 Gold House 313-451-9400	COLONIAL Charming brick & aluminum 3 bedroom home built in 1981. Large family room, dining room, double to deck, 2 1/2 baths, central air, and 2 car attached garage. \$181,900. CENTURY 21, John Cole Realty, Inc. 937-2300	WOODED SETTING on over 1 1/2 acres for this 1940 classic, stunning updates, gourmet kitchen, master suite, 7 skylights, 3+ car garage. \$309,000. CENTURY 21 Suburban 455-5080	SPACIOUS COLONIAL Enjoy 1,950 sq. ft., 4 bedroom, 2 1/2 bath, huge master bedroom with full bath. Open floor plan, full basement 2 car attached garage. Located in prime area. Offered at \$174,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700
BLOOMFIELD TWP. STUNNING 7700 square foot colonial with finished walk-out basement, 2 designer kitchens, spectacular indoor pool, 3 story ceiling in living room, over an acre on the water. \$895,000. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	FORE!! Beautiful view overlooking 8th green at Coppercrest Golf Course or just relax in the pool. Your luxurious master bedroom, kitchen with bay window and more. Hurry, won't last! \$275,000. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	SECLUDED LAKEFRONT Almost an acre of beautiful broad lakefrontage, 3 bedroom ranch with finished walkout and potential to expand. Close to village of Milford, State land, and highway access. \$149,500. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	REDFORD DREAM Charming 3 bedroom brick bungalow with 4 car heated garage! New roof, central air, finished basement with wet bar, 2 baths, and Home Warranty. \$87,500. CENTURY 21, John Cole Realty, Inc. 937-2300	EXCELLENT LAYOUT GEM! Nice and clean colonial. Family room with fireplace, living and dining room, 1st floor laundry. Security alarm, new fenced inground pool. Freshly painted ready to move in. \$159,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700
CANTON AFFORDABLE IN CANTON Only \$123,900. 3 bedroom brick ranch, attached garage, fireplace in family room, central air, basement, newer carpet, hot water heater, kitchen floor, freshly painted dishwasher, ceiling fan, deck, 1800 sq. ft. CENTURY 21 Gold House 313-451-9400	HUNTERS POINTE Quality custom built... Almost 4,000 sq. ft. colonial, large library, 2 1/2 ft. great room with lots of glass. Formal dining room. Dramatic breakfast room, finished basement with full kitchen, extra room & bath. Lots of tile & marble. Large deck, air & security system. Very impressive! \$358,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	NORTHVILLE PREMIUM LOT in the H4s of Crestwood, great location deep in sub, prime lot backing to woods, 21, John Cole Realty, Inc. 937-2300	SOUTH REDFORD RANCH Wow! 1450 sq. ft. home with formal dining room, natural fireplace, 1 1/2 baths, 2 car attached garage on almost an acre, deck & pool and Home Warranty. \$92,500. CENTURY 21, John Cole Realty, Inc. 937-2300	SPACIOUS COLONIAL Gracious floor to greet your guests! Large colonial with 4 bedrooms, library, circular drive, 1st floor laundry and great deck. \$167,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700
BAUTIFUL CANTON CONDO 2 bedrooms, 2 1/2 baths, large master suite, fireplace in great room, 2 car garage, basement, patio, bucker upgrades include custom staircase, cathedral ceiling, 1st floor laundry. \$138,000. CENTURY 21 Gold House (313) 451-9400	QUIET & SECLUDED Beautifully maintained 3 bedroom brick ranch on pie shaped lot on a quiet cul-de-sac offers open floor plan, finished basement, new 2 car garage with electric. \$94,900. CENTURY 21, Towne Pride 326-2600	GREAT INVESTMENT 3 bedroom ranch with additional 1 1/2 bedroom 1 bath home at the rear, owner can rent one or both for great return! \$144,999. CENTURY 21 Suburban 455-5880	ROMULUS BEAUTIFUL 1400 sq. ft. brick home with 3 bedrooms, 1 1/2 baths, dining room with fireplace, new carpeting, basement and Home Warranty. \$74,900. CENTURY 21, John Cole Realty, Inc. 937-2300	MUST SEE!! Gorgeous 4 bedroom, 2 1/2 bath, colonial in Bedford Villas with an open floor plan include formal cabinets, ceramic floors, huge double recessed lights plus much more. \$169,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700
COUNTRY HOME 2590 sq. ft. brick ranch with attached 2 car garage, 3 bedrooms, 3 1/2 baths, family room with fireplace, inground pool, plus out building on over 2 acres. \$295,000. CENTURY 21 Towne Pride 326-2600	HIGHLAND DRAMATIC VAULTED CEILING with clerestory windows that bathe this 2300 square foot home in natural sunlight. Large gourmet kitchen, master suite with 2 person whirlpool, 3 possible 4 bedrooms, 2 1/2 car garage with loft that would make a perfect studio. All this surrounded by private 1 1/2 acres overlooking quiet lake. \$149,900. Call Kim at CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	PLYMOUTH EQUISITE BEAUTY in the heart of Plymouth, many unique and elegant amenities. Near to ceiling windows, 2 fireplaces, 4 bedrooms, 2 1/2 baths, quality throughout. \$459,000. CENTURY 21 Suburban 349-1212	SOUTHFIELD THREE bedroom ranch with full basement, Garage, Home Warranty. Nice lot. Call today to see. Priced at \$89,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	RANCH IN SOUTHFIELD Lovely three bedroom with circular drive. All nice size rooms. One of a kind! Home Warranty Call Today. \$189,000. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700
FANTASTIC 3 bedroom brick ranch, move-in condition, country kitchen, family room with fireplace, newer furnace and central air. \$118,900. CENTURY 21 Suburban 455-5880	NEUTRAL DECOR throughout, contemporary 4 bedroom colonial, 2 1/2 baths, cathedral ceiling in family room, 1st floor laundry, built in 1985. \$189,900. CENTURY 21 Suburban 455-5880	CLARKSTON CONTEMPORARY FLAIR! Brick 2 1/2 bedrooms, 3 full baths ranch with a big lot, approximately 1 acre! Picture window in dining room, fireplace in living room, spa room in master suite, finished walk-out basement. 2 car attached garage. \$198,500. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	WEST BLOOMFIELD CONTEMPORARY ON CASS LAKE CANYON. Custom home completely redone in the last 3 years including kitchen, bathrooms, doorways, carpeting, lighting, 2 master bedrooms. West Bloomfield schools. \$239,900. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	WAYNE LOTS OF CHARM Lots of charm in this 3 bedroom home, beautiful woodwork, hardwood floors, leaded glass doors between living and dining room, 2 car garage. \$92,500. CENTURY 21 Suburban 455-5880
SUPER 3 bedroom brick ranch, gorgeous updated kitchen, family room with wood stove and fireplace, 2 car detached garage. Plus 2 car detached garage. \$131,900. CENTURY 21 Suburban 455-4880	COUNTRY LIVING in Highland Twp. with this 3 bedroom home with fireplace in great room, gourmet kitchen, 2 car detached garage. Plus 2 car detached garage. Call CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	LIVONIA WELL MAINTAINED Livonia Ranch with 3 bedrooms, 1 1/2 baths, 2 car garage, central air, approximately 1 acre! Picture window in dining room, fireplace in living room, spa room in master suite, finished walk-out basement. 2 car attached garage. \$198,500. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	BIRMINGHAM SCHOOLS Privacy, security and good investment for your hard-earned dollars. Great place to raise kids. Outstanding condition! New roof, air conditioning, plumbing, updated kitchen, 4 bedrooms, 1800 sq. ft. Great Home! \$130,000. CENTURY 21 M.J. Corporate Transfers Service 810-851-6700	LUXURY CONDO with privacy and convenience. Cathedral ceilings, walk-in closets, 2 spacious bedrooms, 1250 sq. ft., garage, and built to wooded area. \$89,911. CENTURY 21 Suburban 455-5880
OFFERED AT \$349,900 For A Private Showing Ask for PHILIP B. KATZ (810) 851-1900 Office (810) 870-2386 Voice Mail	OFFERED AT \$349,900 For A Private Showing Ask for PHILIP B. KATZ (810) 851-1900 Office (810) 870-2386 Voice Mail	OFFERED AT \$349,900 For A Private Showing Ask for PHILIP B. KATZ (810) 851-1900 Office (810) 870-2386 Voice Mail	OFFERED AT \$349,900 For A Private Showing Ask for PHILIP B. KATZ (810) 851-1900 Office (810) 870-2386 Voice Mail	OFFERED AT \$349,900 For A Private Showing Ask for PHILIP B. KATZ (810) 851-1900 Office (810) 870-2386 Voice Mail

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"Elegance" ...
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Bloomfield Hills Schools

Muchmore Seller Absolutely stunning describes this West Lake Hills home. From the marbled circular foyer, dramatic cathedral ceiling in great room, this home has it all. Center island kitchen has Armita built light oak cabinets, Sub Zero refrigerator and floor to ceiling walk-in closets. Wonderful finished lower level walk-out has cozy family room with fireplace, bar and kitchen area. Home Warranty - north Private beach and dogging on Walnut Lake.

4724 Maurs Lane • S. off Lone Pine, Between Intake & Middlebelt

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Beverly Hills' Finest!
"Nottingham Forest"

Wonderful family home, married lover, hardwood floors throughout (under carpet), 4 1/2 bedrooms, 3 1/2 baths, and a terrific Florida room overlooking a beautiful ravine setting 2,670 square feet. The home also has a lower level finished walk-out not included in the square footage. Lower level has a fireplace and a possible 5th bedroom. Home Buyer's Warranty tops it all off.

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"Average A Home A Minute" represents an average based upon all homes bought or sold through CENTURY 21 during the month of June, 1996. CENTURY 21 is a registered trademark of Century 21 Real Estate Corporation. Equal Housing Opportunity. EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.