

Deborah Cavanaugh Matches Homes And Families at Hall and Hunter

Deborah Field Cavanaugh of Hall and Hunter Real Estate knows the Birmingham-Bloomfield Hills area like the back of her hand. She takes the time to get to know each customer and to learn their needs so that she can find the perfect home. Licensed as a Realtor in Michigan since 1978, Cavanaugh has repeatedly sold over a million dollars worth of real estate in one year.

It would be understandable if she stuck to the tried-and-true way of doing business. But true success often requires continual innovation and Cavanaugh makes sure that she stays on top of all the latest developments in the industry. This year alone she's taking three computer classes to make sure that she stays ahead of the quickly-evolving technology.

"Computer use in real estate is getting more and more sophisticated," she

said. "But the bottom line remains the same: personal service." With the computer, agents can be instantly notified of new homes that come on the market, price reductions, or other information.

Having the latest information instantly accessible makes it easier for Cavanaugh to do what she's always done best: to introduce newcomers to Michigan and the beautiful homes available in the Birmingham and Bloomfield area.

"People who were recently transferred often have a bad impression of the metropolitan Detroit area," she said. "I love nothing better than to introduce them to the magnificent homes and the wonderful amenities throughout the area." And, with the new on-line resources, Cavanaugh is able to expand the geographical area in which she works. "We have so many more resources than even a year ago," she said.

In addition to her work for the real estate company, Cavanaugh is also deeply involved with the community. She is a Sustainer for the Junior League of Birmingham and has served as chair for St. Peter's Home for Boys benefits.

"It all makes me realize how lucky we are to work and live in such a great area — with a wonderful small town feeling," she said.

Cavanaugh can be reached through Hall and Hunter at (810) 644-3500.



Deborah Field Cavanaugh

Monique's Shoetique Offers Unique Shoes and Accessories

The modern woman faces many challenges, but few are as easy to solve as finding unique shoes and accessories at reasonable prices. True, in many stores a buyer is forced to choose between buying a mass-produced article at a reasonable price or a very expensive designer product.

But at Monique's Shoetique, owner Monique Lampe specializes in finding American designers who produce unique shoes, handbags, scarves, jewelry and clothing at reasonable prices.

Her handbags alone come in an incredible variety of styles, in leather, tapestry, or other materials, many handmade.

"I don't really do the 'designer' bags or merchandise," she explained, referring to the "designer" lines common in many other stores. Instead, she deals with American artists who can produce the kind of quality that's she's looking for. She stays away from European designers, she said, to keep the prices down for her customers.

For example, the shoes range from an average of \$48 to a high of \$78 a pair.

"I specialize in comfort," said Lampe. "And that's very high-fashion comfort, not the Birkenstock style."

The store has been so successful that Lampe plans to open a second location in the near future.

"I haven't decided where yet," she said. "It might be in Michigan, it might

be out of state."

Lampe has come to owning her own store with a history of working in retail, for companies such as Lord and Taylor and Roz & Sherm, and has a degree in merchandising and marketing.



Monique Lampe of Monique's Shoetique

"I love it," she said. "I love retail, I love fashion. That's how you can tolerate being in the store for so many hours."

Lampe has one part-time employee, which means that she spends weekends and evenings at work. But she says that the emotional rewards of being in business for yourself far outweigh the costs.

"Retail is not for everybody," she said. "But I definitely recommend that women pursue their own businesses and become financially independent. It gives you a very good feeling."

Monique's Shoetique is located at 302 S. Washington in Royal Oak and is open Monday, Tuesday, Wednesday, and Saturday 11 a.m. to 6 p.m. and Thursday and Friday from 11 a.m. to 9 p.m. The store is closed Sunday.

Monique's Shoetique can be reached by calling (810) 543-0470.

NOT FOR SALE.

DEBORAH FIELD CAVANAUGH OF HALL & HUNTER, REALTORS TELLS WHY IT'S BETTER TO HAVE YOUR HOME EVALUATED WHEN IT'S ABSOLUTELY NOT FOR SALE.

"Your home may be worth a lot more than you think it is. Then again, it might be worth much less. It's a subject that people tend to get emotional about. Especially around selling time. If you evaluate your home when you're selling, you may set your price too low because you need a quick

sale or because your neighbor's house sold for a lower price than you expected. Or you may set your price too high because of a strong personal attachment to your home or because you believe the market's strong. Whether you're high or low, one thing is for sure,

mishandling the value of your home almost guarantees you'll eventually get less than you really deserve. That's why right now, when you're not selling, is the right time to get a rational, businesslike, objective evaluation of the current value of your most important personal asset."

AND WHY HAVE YOUR HOME EVALUATED BY HALL & HUNTER, REALTORS

1. IT'S FREE
An independent appraiser may charge you up to \$250. I will give similar service at no charge.

2. IT'S A WRITTEN REPORT.
Many real estate companies will give you a verbal evaluation. I will perform a comprehensive written analysis, taking into account all property and marketplace factors. My opinion of value includes the good features of your home, and the not-so-good. It will highlight similar properties recently sold with

addresses, asking prices and, where possible, actual selling prices.

3. THERE'S NO PRESSURE.
I understand that you're not selling, and that's the reason you want your evaluation now. It is precisely this lack of pressure on you that ensures the objectivity of your Hall & Hunter "Not For Sale" evaluation. Please consider this to be my personal invitation to put my experience to work for you. If you have had an evaluation done recently I'll be more

than pleased to give you an update on the potential price of your home. In either case, I'm sure you'll agree that no one knows home values like the professional men and women of Hall & Hunter, Realtors. For a no charge, professional home evaluation, just call 644-3500 or mail the coupon below. You'll hear from me right away.

Deborah Field Cavanaugh
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Realtor Associate
Hall & Hunter, Realtors



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