

MOVERS AND SHAKERS

This column highlights promotions, transfers, hirings, awards won and other news within the real estate, construction, architecture and mortgage communities. Send a brief summary including town of residency and black and white photo to Real Estate Movers and Shakers, Observer & Eccentric Newspapers, 36251 Schoolcraft Road, Livonia, 48150. Our fax number is (313) 591-7279.

Christine Valli has been appointed to the position of senior loan officer for Ross Mortgage in Livonia.

She will concentrate on financing for new home purchases, refinances, investment properties, new construction, home equity loans and lines of credit.

Valli is a member of the Mortgage Bankers Association of Michigan and the Western Wayne Oakland County Association of Realtors.

Gail Turner, a sales associate with Real Estate One in Novi/Northville, chalked up sales of more than \$1 million for the month of July. Turner has acquired the professional designations of Graduate Realtors Institute and Certified Buyer Representative.

Eleanor Coselman has joined Coldwell Banker Professionals in Clarkston as a sales associate.

Coselman has 14 years experience in the field and has acquired the professional designation of Graduate Realtors Institute. She lives in Clarkston.

Wende Marko Boerema has started WMB Marketing Communications in Northville to provide marketing and advertising services to developers and residential builders.

Boerema holds B.A. and MBA degrees from the University of Michigan and is a certified new home sales professional. She also has served as an officer in the Sales & Marketing Council of the Building Industry Association of Southeastern Michigan.

Several appointments have been announced by **Wayne Aldinger**, a major construction company.

Richard J. Haller, president and chief operating officer. He has primary responsibility over Wayne's new acquisition and provides global construction solutions to automotive and other industrial clients.

Ronald L. Hausmann, vice chairman. He will develop the company's new acquisition and expansion programs and pursue real estate development activities.

Michael R. Haller, executive vice president. He will have primary responsibility for national and international operations for the Industrial Group.

Thomas W. Empric, executive vice president. He will direct the reorganized Commercial Team that provides construction services in health care, retail, office and institutional building.

Vincent J. DeAngelis, group vice president and chief financial officer. He is responsible for all administrative functions including accounting, finance, information technology and human resources.

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) 591-7279.

REAL ESTATE INVESTORS

The Real Estate Investors Association considers a variety of topics during its monthly meeting 7 p.m. Tuesday, Sept. 2, at the Southgate Holiday Inn, 17201 Northline one block east of I-75. They include business financing, home offices, credit repair and no-point loans. Cost is \$10 for non-members. Beginning landlords interested in a free introductory package should contact **Wayne Koehler** at (313) 277-4168.

EVICIONS SEMINAR

National Business Institute presents a seminar, "Residential and Commercial Evictions in Michigan," 9 a.m. to 4:30 p.m. Thursday, Sept. 4, at the Plaza Hotel, 16400 J.L. Hudson Drive, Southfield.

The seminar, geared to lawyers, owners and property managers, will cover leases, evictions and bankruptcy. Cost is \$159. To register, call NBI at (715) 935-7909.

MARKETING SEMINAR

The Sales & Marketing Council of the Building Industry Association of Southeastern Michigan presents a seminar, "The ABCs of Marketing—Motivating and Serving Customers for Life," 8:30-10:30 a.m. Wednesday, Sept. 10, at the Northfield Hilton, 5500 Crooks, Troy.

Jack Waller of NCI Associates will discuss why effective customer service is as much a state of mind as a plan of action. Cost, which includes buffet breakfast, is \$5 for SMC members, \$15 for BIA and apartment association members and \$25 for others. To register, call (248) 737-4477.

RETAINING TENANTS

The Property Management Council of the Apartment Association of Michigan hosts a seminar on how to retain tenants 8 a.m. to noon, Thursday, Sept. 11, at Beacon Hill Apartments in Auburn Hills.

Leah Brewer of Full House Marketing will discuss how to reduce turnover, maximize income and justify rent increases to residents. Cost, which includes buffet breakfast, is \$39 for PMC members, \$49 for AAM and BIA members and \$69 for others. To register, call (248) 737-4477.

LANDLORD SEMINAR

The Real Estate Investors Association of Oakland presents a program, "Cruise Control Landlording," 9 a.m. to 4 p.m. Saturday, Sept. 13, at the Royal Oak American Legion Hall, 1815 Rochester Road. Presenter: **Don Beck**, president, National Real Estate Investors Association. Cost is \$46. To register, call (800) 747-6742.

BUILDERS LICENSE CLASS

Oakland Builders Institute and Livonia Community Education present a 16-hour class designed to help participants pass the state builders license exam 6-10 p.m. Tuesdays and Thursdays, Sept. 16-25 at Riley Middle School, 16556 Henry Road, Livonia. Cost is \$170 which includes textbook with sample test questions. Registration required by Sept. 12 at (313) 623-9277.

HOME BUYING CLASS

Ross Mortgage presents a free, no-obligation class, "What You Must Know When Purchasing Your First Home," 8:30 p.m. Monday, Sept. 22 at the Carl Sandburg Library, 30100 Seven Mile west of Middlebelt, Livonia. For reservations, call (248) 968-1800 ext. 363.

BUYING A HOME II

The Community Home hosts a free class, "Purchasing Your Home & Obtaining a Mortgage," 7:30-9:30 p.m. Wednesday, Sept. 24, at 380 South Bates in Birmingham. Presenter: **Mark Owen**, mortgage representative, NBD Bank. To register, call (248) 644-5823.

How To Sell Your Home For The Highest Price Possible... Guaranteed!

Farmington Hills, MI - As a FREE public service, Sandy Smith of Cranbrook Associates sponsors a free recorded message revealing five easy, inexpensive secrets that will net you an additional \$5,000-\$10,000 when you sell your home whether you use a REALTOR or sell yourself. Call 1-800-559-3517, ext. 115, 24 hours, and learn the inside secrets used by the pros.



JOHN DELANEY

- In Top 10% of Coldwell Banker Sales
- Nationally
- Member of Farmington Hills Chamber of Commerce
- Member of West Bloomfield Chamber of Commerce

COMMERCE LAKE

Large 3 bedroom, 2 bath ranch with full lake access through the Mount Royal Country Clubs, out lot the original owners are sad to leave this exciting home.



Only \$169,900

24 Hour Customer Service Voice Mail (810) 309-4945 29905 Middlebelt • Farmington Hills



SCHWEITZER REAL ESTATE

"Taking the Mystery out of Real Estate"

Understated Elegance



Newer 4 bedroom, 3 full and 2 half bath soft contemporary on a private acre with Upper Straits beach privileges. Two story living room with stunning granite fireplace and wet bar, library with cathedral ceiling, gourmet kitchen with granite top island, Jennaire, Sub-zero and a beautiful hardwood floor. Luxurious master bedroom suite. Walk out lower level with second floor ready to finish. 600 sq. ft. of decking overlooking custom inground pool, woods and water. \$600,000 For a private showing, please contact:



JEANNE BECHLER

Corporate Property Specialist (248) 335-1887 (810) 406-9022 (VMPAGER)



Have you been turned down for a home loan by other lenders?

- Consolidate your debts
- Self employed? No problem
- Get cash out
- "No-income verification" programs are available
- No hidden broker fees

We can pre-qualify you. No fee. No charge. Call toll free. 1-888-343-7827

FULL SPECTRUM REAL ESTATE

31000 Michigan Ave., Dearborn, MI 48114

MEET THE BEST!

Anne Gavin, Geri Griffin, Linda Riley, Lisa Shih

We are pleased to announce that Anne Gavin, Geri Griffin, Linda Riley, and Lisa Shih have all had sales in excess of \$500,000 in July for the Troy office of Coldwell Banker Schweitzer Real Estate.

Best wishes for continued success!

Troy Office 901 Tower Drive, Suite 150 (248) 879-3400

A MUST SEE GREAT WAREHOUSE LOCATION! This updated full brick ranch has been updated for the nineties, newer oak kitchen, flooring, appliances and full wet bar located in w/o finished basement with Billiard room. There is a total of 4,300 square feet of living space, great for entertaining. \$379,900.

LARGE COLONIAL WALK TO DOWNTOWN BIRMINGHAM Enjoy the evening sunsets from this large front porch. This updated home is large enough to entertain the whole family with its large living room and dining room. The task of cooking has been made easier by the updated kitchen. A must see. \$264,900.

Call... CHRIS LEE (248) 414-7514

GRAND OPENING PHASE II

Fairgrove Manor

A single family Detached Ranch Condominium Community In ROCHESTER HILLS

- 2 Car attached garage
- Sprinkler systems • Landscaping included
- Walk out sites • Wooded lots • Pond

Association fee of \$110/Month FROM \$202,900 1665-2100 square feet

OPEN DAILY & SUNDAYS 12:00-6:00 PM OFF Auburn Rd. between Adams & Crooks Just minutes from I-75 & I-96 Chrysler World Headquarters & Tech. Ctr. Model Phone: (248) 852-6090 Main Office: (248) 377-2600

PHOENIX LAND DEVELOPMENT INTRODUCES... SPECTACULAR SPECS

FARMINGTON HILLS 10 Mile & Orchard Lake Rd.

LOT 1 Stratford 2332 Sq. Ft. Master Bedroom Cathedral Ceilings Family Room Fireplace Wood Flooring in Kitchen Foyer & Powder Room \$236,900 120 Day Occupancy Pine Meadows • (248) 477-9363

FARMINGTON HILLS 10 Mile & Orchard Lake Rd.

LOT 4 Fairfield 2431 Sq. Ft. Family Room Fireplace Wood Flooring in Kitchen Foyer \$226,900 120 Day Occupancy Pine Meadows • (248) 477-9363

FARMINGTON HILLS 10 Mile & Orchard Lake Rd.

LOT 1 Carlton 2036 Sq. Ft. Family Room Fireplace Wood Flooring in Kitchen Nook, Foyer & Powder Room \$225,840 120 Day Occupancy Pine Meadows • (248) 477-9363

FARMINGTON HILLS 10 Mile & Orchard Lake Rd.

LOT 24 Whitney 2463 Sq. Ft. Great Room Pan Ceiling Family Room Fireplace Wood Flooring in Kitchen Foyer & Powder Room \$258,745 120 Day Occupancy Arbor Park • (248) 476-7561

FARMINGTON HILLS 10 Mile & Orchard Lake Rd.

LOT 52 Fair Field 2431 Sq. Ft. Premium Lot 2 Skylights in Family Room Family Room Fireplace w/ ceramic tile finish \$263,705 120 Day Occupancy Arbor Park • (248) 476-7561

FARMINGTON HILLS 12 Mile between Farmington Rd. & Drake

LOT 11 Whitney 2463 Sq. Ft. 3 car side entry garage 4 bed w/ 2 1/2 baths Fire \$279,900 120 Day Occupancy Button Orchards • (248) 448-9707

FARMINGTON HILLS 12 Mile between Farmington Rd. & Drake

LOT 8 Fairfield 2431 Sq. Ft. 4 Bedroom, 2 1/2 Bath Walk-out Basement \$266,600 120 Day Occupancy Button Orchards • (248) 448-9707

WATERFORD 24 Mile between Farmington Rd. & Drake

LOT 4 Newport 2788 Sq. Ft. 3 Bedroom, 2 1/2 Bath Circular Oak Stairway Lower Level Walk-out Boat Slip \$374,100 Harbour Pointe on the Lake • (248) 738-7233

WATERFORD 24 Mile between Farmington Rd. & Drake

LOT 39 Captiva 1472 Sq. Ft. 2 Bedroom, 2 Bath Vaulted Ceilings Skylights Natural Fireplace Ceramic Floor in Foyer/Kitchen/Nook Master & Main Bath \$179,700 Harbour Pointe on the Lake • (248) 738-7233