## January sales give area agents reason to smile

Housing sales in metro Detroit showed dramatic gains last month showed dramatic gains last month compared to Junuary of 1991, biosying real estate professionals as they gear up for the prime selling months of March, April and May.

- The 28 Real Estate One offices here set a dollar-volume record for January. A few more than 660 houses and condominiums sold last

month for an aggregate \$80.9 mil-lion, sald Michael Bartlett, senior vice president of sales management for the firm headquartered in Farm-ington Hills.

The former January record was \$90.6 million on 612 sales in 1990.

Sales activity last month substan-tially surpassed activity in January 1991 when the U.S. Junched air at-tacks in the Persion Gulf. Real Es-tack on the Persion Gulf. Real Es-tack on the Sales and Sales and Sales and Sales and Sales and Inch senior Sales and S

Increases in sales activity last month were especially pronounced in Wayne County, Bartlett said. Some 271 units were sold for \$21.2 million compared to 136 units for \$3.5 million in January 1991. "It think the most important thing is the public never gets burt by buying and solling in the same market," Bartlett said. "Were kind of at a window now where interest rates are down and demand is not so great that prices rise too quickly.

"WE'VE IBEN Increasing our market share," he said. "Obviously, solid and dollar volume. Some 1.991 untils were sold for eat. It appears that upper end property is moving better than last year."

Real Estate One also set a monthly record last October and is no pace to set a record for February with sales up 64 percent for the first three weeks, Bartlett said.

Century 21, the largest real estate network in metro Detroit with 102 offices, also reported double-digit of the property of the pro

"IT'S A GOOD time, because of in-terest rates, for buyers to be buying. Sellers are a little more reasonable

in prices because of the uncertain economy. It's really a balanced marking and a coldwell Banker Schweitzer Real Extate, with 9 offices in metro Detroit, confirmed the trend.
That network, headquartered in Sterling Heights, sold 309 houses for 328.7 million last month compared to 266 for 323.6 million during January 1991, said Diane McPharlin, marketing director.
"We feel there is a trend now of consumer confidence returning for whatever reason," she said. "Buyers can take advantage of low interest rates and get more home for the money."

## Buyer brokering has advantages

I have been approached by a broker to help me find a condomination or single-family home for a fee. Is this a good dear.

Over the past few years, buyer however, and the provening acceptance of the past few years and the property of the past few years several possible advantages that a buyer brokering agreement may have over an arrangement where the year several possible advantages that however an arrangement where the buyer. Is paid regardless of which property you may purchase. Therefore, your broker need not worry about losing his or her commission as a result of wandering off to an open house or to another real estate agent. Second, your broker owes his or her loyalty to you as a buyer. Third, under the traditional brokerage arrangement, the seller and list

lag broker need not worry about being held vicarlously llable for the acts of the agent who is working with the buyer, and with whom the seller has no contact. But be sure your listing agreement is reviewed by a knowledgeable real estate law-yer before you sign it.

I live in a condominium next to a co-owner who has two cats, who play 2-5° a.m. These cats semmer throughout the complex whiling, scratching and otherwise causing a nuisance that keeps me up. There is no specific probibilion in the condiminium documents on cats. The cat owner is a friend so I am somewise embarased about bringing the issue to her attention. What can I do?

At the sake of risking your friend-



condo queries Robert M.

ship, I would tell your neighbor that you have been experiencing some problems with her cats. There may not be a lot that the neighbor can do about the cats scampering about in the middle of the night.

On the other hand, If it is causing an unreasonable disturbance, you should bring it to your neighbor's attention, with the expectation that your neighbor will do something about it.

If your neighbor does not do so,

then you must review your condominum documents and consult with the board in regard to what action it or you may take against your nelghbor should that become necessary. It was a "homey" kind of Valenbor should that become necessary. It was a "homey" kind of Valenbor should that become necessary. It was a "homey" kind of Valenbor should that become necessary. It was a "homey" kind of Valenbor should that was a "homey" kind of Valenbor should be with the valenbor should be w

about It.

Robert M. Meisner is a Birmingham attorney concentrating his practice in the areas of condominiums, real estate and corporate law. You are invited to submit topics you would like to see discussed in this column by writing Robert M. Meisner at 20200 Telegraph Road, Suite 467, Birdham Farms 48025. This column provides general information and should not be construed as legal opinion.

## Realtors help homeless

rector Linda Makowski accepted the money on behalf of her organization, which seeks help for security deposits and first months rents for homeless persons. At 'capacity, Wayne County Family Center, Westland, temporarily houses 24 homeless families.

More than 150 WWOCAR mem-bers paid \$12.50 to attend a buffet luncheon at Novi's Home Sweet Home restaurant, where owner

Steve Romanik donated his restaurant, food and staff for the event.
According to Chris Sheldon, WWOCAR directior of membership services director, membership committee members, led by Patricla Stokes, sought out a charlity event place a of a quarterly meeting.
"Because we're in real estate, we can appreciate the value of having a place a to call yours." Sheldon said of the connection between her industry and the homeless.
The Salvation Army, which previded a four-piece brass band for the afternoon's entertainment. was also

afternoon's entertainment, was also a recipient of WWOCAR generosity, which received a \$300 donation and household items.

## CLASSIFIED REAL ESTATE 6444-1070 | Open Houses | 10 Open Houses | 301 Open Houses |

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Al VanAcker

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