

REAL ESTATE NEWS

Warm weather ushers in sprouting of 'for sale' signs

**By Doug Funke**  
Staff writer

March through June are the prime months for buying and selling homes, Realtors say.

"People are waiting to make their move as soon as school is out," said Ruth Clevers, president of the Western Wayne Oakland County Association of Realtors. "Then, summer is better to move, too. It's less cumbersome than when it's snowing."

Nice weather by itself inspires some people to think about changing addresses, said Maurice Richards, executive vice president of the South Oakland County Board of Realtors.

"Studies show that cold weather versus sunny, balmy conditions makes a difference," he said. "In our climate here, the world sort of comes alive in spring. That's a great motivator."

Typically, buyers influenced to time a move by weather would include empty-nesters, young people looking for a starter home and families with elementary school-aged children, Richards said.

Families with children in high school or middle school involved in more activities or more socially attuned may wait until June before starting the moving process so as not to disrupt school, he added.

"A LOT of people don't want to

purchase a home when there's snow on the ground because they can't see what's under it," said Mary Moore, president of the Rochester Board of Realtors. "And some sellers don't want to sell then because they don't think that stuff transported in."

"Winter is a sleepy time," Moore said. "People are busy with the holidays. With thoughts of spring coming in, you're looking at the end of the school year. In summer, you're involved with vacation."

But don't get the idea that business is down the tubes the balance of the year.

"July, August, September and October are all relatively good months as long as the economy and interest

rates are attractive," said Robert D. Gleason, president of the Birmingham-Bloomfield Board of Realtors.

There's plenty of inventory now for prospective buyers to sample.

The South Oakland board had 897 listings at the end of March compared with 790 at this time last year, Richards said. The median (half higher, half lower) selling price through the first three months of 1992 was \$79,500, up 5 percent.

South Oakland's service area includes Southfield, Troy, Franklin and Lathrup Village.

INVENTORY ALSO increased in territory served by the Birmingham-Bloomfield Board of Realtors.

Some 1,475 listings were reported as of March 31 compared to 1,300 on that date in 1991. The median selling price this year was \$162,360.

The Rochester Board had 819 listings at the end of March compared to 670 at the same time last year. The average selling price for a house was \$153,000, for a condominium \$88,000.

The Western Wayne Oakland board, whose service area includes Livonia, Farmington Hills, Canton, Plymouth, Redford, Garden City and Westland, had some 4,880 listings as of March 31 compared to 4,000 the previous year.

The median selling price through March this year was \$95,000.

The seed for moving often is planted during the winter holiday season, Clevers said. "That's when people find out the house they're in is too small and they start looking."

By the time they get their house in order to sell, search the market for a buyer and make the offer, they're within the prime buying and selling season.

"People who are buying up are looking for more space, more land, newer amenities or amenities they never had," Richards said.

Mortgage interest rates — available at 8% for 15 years fixed, 8% for 30 years fixed and 5% on adjustable — continue to remain highly favorable, he said.

Practice likely violates anti-trust laws

We have a hotel condominium overlooking a lake, which is managed by the developer's management company. It collects a 50-percent fee for any monies collected by way of rentals and has tried to restrict any other management company from coming in to help lease the units. Can he do that?

To the extent that a developer's management firm usurps powers that are improper and no one contests it, he will continue to be able to get away with it. But chances are, from what you describe, he is basically operating a monopolistic type of situation which, even if it were permitted under the condominium

documents, may be a violation of anti-trust laws. Obviously, to the extent that he is prohibiting other competition from coming into lease the units, he may well be acting improperly. I would suggest the association organize itself in such a way as to be able to seek redress against the developer's management firm, should you not be able to negotiate a reasonable resolution of the matter.

I have heard the term condominiums referred to in Michigan. Can you explain how they work?

Condominiums in this state are governed by the Condominium Act as it relates to marina condominiums. The Michigan Condominium Act was designed for real estate condominiums and does not provide for a description of boat slips. But the act is broad enough and has been used to marina condominium conversions. Typically, an owner of a condominium is provided fee simple interest in a piece of bottom land or another piece of property that would entitle an owner to use a specific part of a limited common area (including the slip). The developer must own the bottom land to convey it. Generally a developer will be required to obtain a permit to be issued by the state and the Army Corps of Engineers. You are advised

Rates help timely payments

(AP) — The percentage of Americans behind on their mortgages dropped in the October-December quarter as lower interest rates reduced many homeowners' monthly payments.

The proportion of homeowners at least 30 days late on their payments fell to a seasonally adjusted 4.78 percent, the lowest in a year, the Mortgage Bankers Association of America said.

That was down from 5.07 percent at the end of the third quarter and a five-year high of 5.28 percent in June of the fourth quarter. The rate was still slightly higher than the rate a year earlier, 4.71 percent.

Angelo Mollo, president of the association, said the recent improvement is at least partly the result of lower interest rates. Adjustable-rate mortgage payments have fallen and many fixed-rate borrowers have been able to cut their payments by refinancing.

But the percentage of homes in foreclosure edged up to 1.04 percent from 0.98 percent three months earlier and the highest since 1987. That resulted from the bulge in delinquencies in mid-1990.

Unfortunately, people get too far behind and it's very difficult if not impossible for them to recover," Mollo said.

APARTMENTS

**400 Apts. For Rent**

**FARMINGTON HILLS** - 1 bedroom, 1 bathroom, 1 kitchen, 1 living room, 1 dining room, 1 terrace, 1 carport, 1 storage unit, 1 laundry room, 1 central air conditioning, 1 hardwood floor, 1 tile floor, 1 carpet, 1 vinyl, 1 linoleum, 1 stone, 1 granite, 1 marble, 1 wood, 1 bamboo, 1 cork, 1 rubber, 1 leather, 1 fabric, 1 paper, 1 plastic, 1 metal, 1 glass, 1 ceramic, 1 stone, 1 brick, 1 concrete, 1 asphalt, 1 gravel, 1 sand, 1 dirt, 1 mud, 1 clay, 1 silt, 1 loess, 1 sandstone, 1 limestone, 1 granite, 1 marble, 1 wood, 1 bamboo, 1 cork, 1 rubber, 1 leather, 1 fabric, 1 paper, 1 plastic, 1 metal, 1 glass, 1 ceramic, 1 stone, 1 brick, 1 concrete, 1 asphalt, 1 gravel, 1 sand, 1 dirt, 1 mud, 1 clay, 1 silt, 1 loess, 1 sandstone, 1 limestone, 1 granite, 1 marble, 1 wood, 1 bamboo, 1 cork, 1 rubber, 1 leather, 1 fabric, 1 paper, 1 plastic, 1 metal, 1 glass, 1 ceramic, 1 stone, 1 brick, 1 concrete, 1 asphalt, 1 gravel, 1 sand, 1 dirt, 1 mud, 1 clay, 1 silt, 1 loess, 1 sandstone, 1 limestone, 1 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