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WSU Names Webb Asst. VP of Enrollment

Wayne State University has appointed Corinne M. Webb as associate vice president of enrollment.

Webb has more than 35 years of experience in enrollment management, student life and academic affairs at universities across the United States.

She joins WSU from Higher Ed Compact of Cleveland.

It Was Real Trip for Early Focus Electric Customer

WAYNE, Mich. – Ty Newell of Illinois celebrated becoming one of the first retail customers for the Ford Focus Electric by recreating one of the country's earliest automotive road trips.

After taking delivery of the Focus from Hasset Ford in Wantagh, N.Y., Newell and his wife decided to drive it to the Ford Michigan Assembly Plant in Wayne, Mich., where it was built.

The trip reversed the course of a trip completed by Roy Chapin between Oct. 29 and Nov. 5, 1901, when he became the first person to drive a car from Detroit to New York. William Chapin, president of the Automotive Hall of Fame in Dearborn and grandson of Roy, met up with the Newells at the plant to congratulate them.

Focus Electric is a fuel-efficient compact car that offers the equivalent of 110 miles per gallon (MPGe) city, 99 MPGe highway, and operates entirely on battery-generated power.

Focus Electric is available in California, New York and New Jersey. By fall 2012, Focus Electric becomes available in 19 markets across the United States, followed by nationwide availability by the end of the year.

Focus Electric also has



Roy D. Chapin became the first to drive from Detroit to New York.

LTU Reports upon 'Return on Survey'

SOUTHFIELD – Lawrence Technological University ranked highest in the metropolitan Detroit three-county area and placed in the top 20 percent of colleges and universities nationwide in a new Bloomberg Businessweek national survey on the increased earning power generated by a college bachelor's degree.

In this survey conducted by Payscale, a Seattle-based compensation data firm, the net return on investment (ROI) was determined by averaging the earnings of a college's graduates in 30 years in 2012 dollars and then subtracting the 2011 cost of a

bachelor's degree at the college and the average 30-year earnings of contemporaries who started working right after high school.

The net return on investment on an LTU bachelor's degree over 30 years was \$285,100, which was in the top 20 percent of the 850 colleges in the nationwide survey.

The annual return on investment was 7.3 percent. When the average amount of financial aid was taken into account, the net ROI for Lawrence Tech graduates was 7.3 percent annually.

Lawrence Tech's 30-year

Real Estate and Metro Detroit on the Move

CONTINUED FROM PAGE 1

been reduced to some pretty low numbers for the bank to move them, and when a bank property comes on the market (of late), if it looks even half-way decent, it has three-to-five offers on it and they're selling for well more than the asking price."

As noted prior, Detroit itself remains a special case because of all the burned-out neighborhoods, distressed or even abandoned residential properties and the like. And yet, MacLeod is a long-term optimist for Detroit as well.

"There are a lot of investors buying properties in Detroit right now. The downtown area, I think you're going to see a big spurt, Comerica Park, where they built all those new condos, from there

all the way up to midtown for the Detroit Medical Center and Wayne State University is all going in brand-new," MacLeod observed.

"Commercial is behind residential, but it always does that. They took a big hit and it just stopped (in its tracks). The main reason is no one could get any commercial money, they were still loaning some residential money but they weren't loaning commercial money."

MacLeod further correlates that it is automotive salaries, auto-generated income and wealth across Southeastern Michigan, that is partially responsible for the resurgence that he sees. Just as the Motor City auto industry has buoyed the national economy, somewhat, so, too, is it having a dramatic impact on subur-

ban Detroit real estate.

He recently listed a home in the Milford area for \$1.4 million and that's a number that might not have been posted in 2008-09 when things were crashing. John MacLeod Partners' current sales experience is such that there is simply more wealth across the area than it is given credit for.

"I looked at some numbers the other day and I was in a state of shock – about 50 percent of the homes sold in the high-bracket area were all cash (transactions). And 47 percent of the homes we had in Livingston County were all cash for the last two or three months," MacLeod said.

"There's a lot of cash sales, that's helped by investors in the low-end houses as well. But the high-end houses, I looked at Oakland County the

other day and, my gosh, for \$1 million and up – half of the sales were cash.

"We just did one in Novi... the No. 1 sale last year in Southeast Michigan was a \$3 million home I sold in Novi, currently I have another one for \$2.4 million in Bloomfield, plus some others in Milford, which is Oakland County."

You read it here first: Southeastern Michigan, despite the constant drumbeat of bad headlines, is actually a seller's market now, all according to a busy real estate professional who sells medium- and high-end homes for a living.



Ty Newell is recreating that pioneering trip in reverse.

Clare to Oversee Polk Cdn. Sales

SOUTHFIELD – Dominic Clare has joined Polk as vice president, sales and client services and managing director of its Canadian operations.

In his new role, Clare will be responsible for the overall sales, profitability, business development and management of Polk's Canadian operations. He also will be a member of Polk's Global Sales Leadership Team.

"We are delighted to welcome Dominic to his new role within the Polk organization," said Kendra Rawls, senior vice president of global sales and marketing at Polk.

"His extensive automotive expertise, sales experience and results-driven attitude are strong assets for success as he supports our continued growth in Canada."

Clare brings more than 30 years of automotive industry, global product management, IT and sales experience to this position, as well as extensive Polk knowledge.

Prior to Polk, Clare served as VP, information systems for the vehicle information unit at Compustar.

Nexteer's Job Fair Courting Engineers

Nexteer Automotive, a producer of advanced steering and driveline systems, is hosting a job fair to fill 50 positions at Nexteer's Customer Service Center in Troy on Wednesday, July 25, from 3-7 p.m.

In addition to hiring engineers for core development at its Saginaw operations, Nexteer is also recruiting electrical, software, safety and mechanical engineers.

The center will allow Nexteer engineers to work on application engineering projects for its customers.

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Behr Automotive Names Gerber

TROY – Uwe Gerber has been named vice president of operations for Behr America, a supplier of automotive air conditioning and engine cooling systems.

Gerber will be responsible for Behr America's manufacturing operations and logistics, according to Dr. Wilm Uhlenbecker, president and CEO of the supplier firm.

A member of Behr America's executive committee, Gerber previously managed Behr's production facilities in Pforzheim, Germany. Gerber is a career-long employee of Behr with many assignments.

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