other day and, my gosh, for

\$1 million and up – half of the

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,

eastern 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.

You read it here first: South-

which is Oakland County.'

'We just did one in Novi . . .

sales were cash.

Detroit Auto Scene .

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WSU Names Webb Asst. VP of Enrollment

It Was Real Trip for Early

Focus Electric Customer

vironmental

end of the year.

Wayne State University has ment management, student appointed Corinne M. Webb life and academic affairs at as associate vice president of universities across the United enrollment.

PAGE 4

Webb has more than 35 years of experience in enroll- Ed Compact of Cleveland.

of Illinois celebrated becom-

Electric by recreating one of

the country's earliest automo-

After taking delivery of the

Focus from Hassett Ford in

Wantagh, N.Y., Newell and his

wife decided to drive it to the

Ford Michigan Assembly

Plant in Wayne, Mich., where

course of a trip completed by

Roy Chapin between Oct. 29

and Nov. 5, 1901, when he be-

came the first person to drive

a car from Detroit to New

York. William Chapin, presi-

dent of the Automotive Hall of

Fame in Dearborn and grand-

son of Roy, met up with the

Newells at the plant to con-

Focus Electric is a fuel-effi-

cient compact car that offers

the equivalent of 110 miles

per gallon (MPGe) city, 99

MPGe highway, and operates

entirely on battery-generated

tive road trips.

it was built.

The trip

gratulate them.

power.

tomers for the Ford Focus combined.

reversed the

States She joins WSU from Higher

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 threeto-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 buoved 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

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.

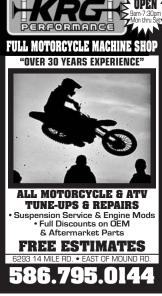
"We are delighted to welcome Dominic to his new role within the Polk organization," said Kendra Rawls, senior vice president of global sales and marketing a Polk.

"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 Compusearch.











Ty Newell is recreating that pioneering trip in reverse.



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 bachelor's degree at the col- ROI and the annual ROI with 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 ment on an LTU bachelor's de-Bloomberg Businessweek national survey on the increased earning power generated by a college bachelor's degree.

In this survey conducted by vey. Payscale, a Seattle-based

lege and the average 30-year earnings of contemporaries who started working right after high school.

The net return on investgree over 30 years was \$285,100, which was in the top 20 percent of the 850 colleges in the nationwide sur-

and without financial aid were better than the results for the other Detroit-area colleges and universities covered by the same survey.

"Students and their families are increasingly concerned about the bottom line of their investment of time and money in a college education," said LTU President Virinder The annual return on in- Moudgil. "They want to know

Nexteer's Job Fair Courting Engineers

Nexteer Automotive, a producer of advanced steering and driveline systems, is p.m.

neers for core development at its Saginaw operations, Nexteer is also recruiting electrical, software, safety and mechanical engineers.

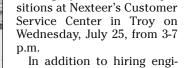
teer engineers to work on application engineering projects for its customers.



We guarantee the lowest price or it's free! ③ We guarantee the lowest price or it's free!

The center will allow Nex-

hosting a job fair to fill 50 positions at Nexteer's Customer Service Center in Troy on Wednesday, July 25, from 3-7



compensation data firm, the vestment was 7.3 percent. net return on investment When the average amount of will pay off with their ca-(ROI) was determined by av- financial aid was taken into eraging the earnings of a col- account, the net ROI for lege's graduates in 30 years in Lawrence Tech graduates was 2012 dollars and then sub- 7.3 percent annually. tracting the 2011 cost of a

that their college education reers."

The undergraduate survey was based on Payscale's reports of 1.4 million college

Lawrence Tech's 30-year

Get Away to Sunset Bay Bella Vista Inn & Hersel's on the Bay on beautiful Lake Huron in Caseville 3 DAYS & 2 NIGHTS • Jacuzzi Suites • Fireplace Dining, DJ, Dancing & More. Early Check-in Friday. Late Check-out Sunday. MOTEL \$70 per night Call 989-856-2650 or visit bella-caseville.com

graduates nationwide. **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.

