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**THURSDAY**  
August 30, 1990

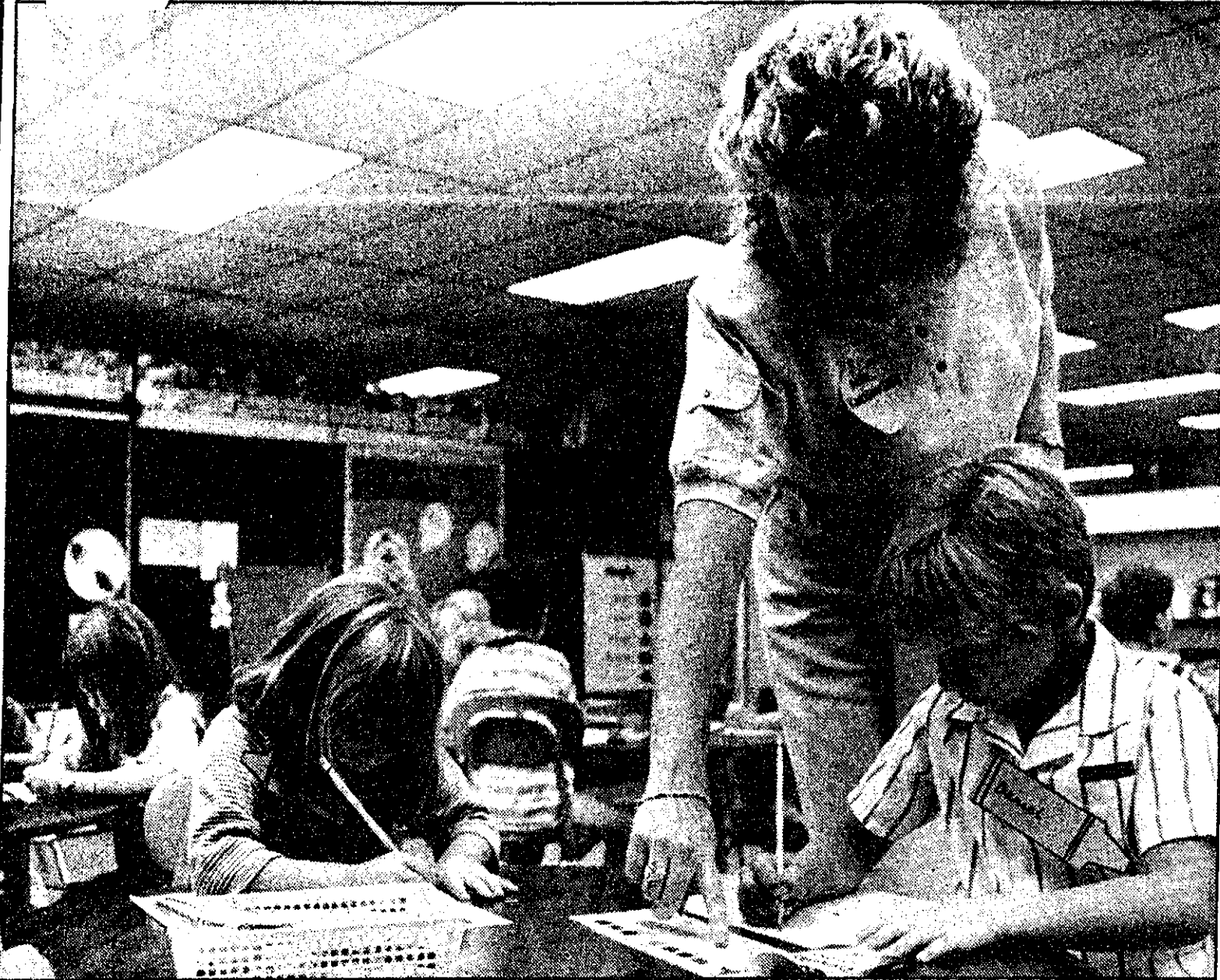
Volume 35  
Number 35  
Four Sections  
plus Supplements

# the NOVI NEWS

**Opinions** SCHOOL LAWSUIT IS A GOOD INVESTMENT / 12A

**Living** VOLUNTEERS GIVE MILL RACE A FACE LIFT / 7D

**Sports** PREVIEWS OF FALL SPORTS TEAMS / 1D



Photos by Karen Langer

## Schools sue state over recapture

By MAUREEN NASZRADI  
Staff Writer

In response to the state's "recapture" of funding, several school districts — including Novi and Northville — are suing the state seeking damages and a preliminary injunction.

The Novi and Northville boards of education voted to join other out-of-formula school districts that are attempting to remedy the loss of state categorical and social security funding.

The recapture provision of the 1990-91 State Aid Act took \$72 million in funding that previously had been allocated to certain districts

and rerouted it to poorer, in-formula districts.

The Birmingham law firm of Clark, Hardy, Lewis, Pollard and Page was asked by several affected districts to review the case and suggest possible courses of action to contest the recapture provision. Districts who join the lawsuit include hiring the firm in their resolution to participate.

An Aug. 22 letter from attorney Dennis Pollard to one of the participating districts said a "viable legal argument exists to support the affected school districts' attempt to recover this... (funding from the state)."

Continued on 2

## Novi roads head county repair list

By SHEILA PHILLIPS  
Staff Writer

Novi has more traffic jams than any other city in Oakland County, housing eight of the county's 20 most overcrowded roads, according to a report released by the Oakland County Road Commission.

In fact, Novi was the only city named more than once in the county's top 20, with three of the top five roads in need of capacity upgrades lying within the city.

The section of Haggerty between Eight and Nine Mile headed a recently released road commission priority list for widening. It is already one of the most congested drives in the county and traffic levels are expected to increase faster there than on any other section of road.

Novi Road between Ten Mile and Grand River, which was ranked third on the countywide priority list, was almost as overtaxed. Hag-

Continued on 2

### First day

Tuesday was the first day of school in the Novi Community School District. Above, new first-grader Elizabeth Morgan, left, digs in to the first assignment of the year while Daniel Leichtweis gets some advice from his teacher, Mrs. Karbouisky. At right, the class discusses the assignment: drawing pictures to represent ideas written on the board.



## Office ghost town?

### Novi may lead area in vacant office space

By JAN JEFFRES  
Staff Writer

Companies looking for a place to park their desks and fax machines can play finicky and hard-to-get these days, while office leasing agents may find themselves polishing their Dale Carnegie sales techniques.

Regional overbuilding has left Novi with possibly the highest office vacancy rate in the metropolitan area — anywhere from 40 to 50 percent.

Prior to 1977, there were less than 10,000 square feet of office space in the city. By 1980, this had ballooned to 182,000 square feet and finally hit the one million mark by decade's end, a figure which leaves out houses converted to uses such as real-estate offices. From 1987 to 1989 alone, 782,775 square feet of office space was

constructed here.

As of July 1, the Southfield-based commercial real-estate firm Cushman & Wakefield gauged Novi as having one of the metropolitan area's leading vacancy rates, 46.5 percent.

Dearborn is the lowest, at 10.8 percent. Farmington Hills has a 20.1 percent vacancy rate and Southfield's is 22.8 percent, while the overall metropolitan average was 20.5 percent, the company said.

"The office market in Novi is a new market, so they have a lot of vacancies with all the new building going up. It's a market that's going to eventually do real well. It's a new product now. It's got to mature," said Richard O'Connor, real-estate broker at The Dietz Organization in Birmingham. The company specializes in income properties.

"I'd say the whole nation's overbuilt at this point, not just Novi in particular. There's been a lot of building going on. The market's got to catch up with the building."

O'Connor doesn't see the market in Novi becoming economically viable until offices in Southfield, Farmington and Livonia fill in and force the tenants westward. Novi's proximity to both Ann Arbor and Detroit is a selling point, he added.

Released in July, The Hayman Corporation's "Metropolitan Detroit Office Market Survey" describes both Novi and Auburn Hills as markets that went "just too far, too soon." Auburn Hills has a 35 percent vacancy rate and Novi is listed at 40 percent. The firm describes the entire met-

Continued on 2

## Local reserves await 'the call'

By JAN JEFFRES  
Staff Writer

Lakewood Park Homes resident Curt Lind calls it "when the balloon goes up" — the mobilization of the U.S. Army Reserves.

In the wake of the current Persian Gulf crisis, Lind and other Novi "weekend soldiers" are wondering if that day could be here for them. For the first time since the Vietnam War, President George Bush has placed on active duty some Army, Navy and Air Force reserve troops. Lind is a captain in the Army Reserve's 2nd Training Brigade of the 70th Training Division, headquartered in Flint, which has not yet been activated.



Continued on 3 BRUCE JEROME

## Football season starts tomorrow



Last year's Wildcat win over Brighton

The 1990 Novi football season starts at 7:30 p.m. tomorrow, Aug. 31, against Walled Lake Western at Novi.

Wildcat coach John Osborne said the matchup is always challenging because the Wildcats see them once at the start of the season and then never again. Novi has been coming out on top of late, but Osborne sees the Warriors as gaining ground each year.

"We're going to have our hands full on Friday," he said. The Wildcats enter this season

coming on a string of four straight championships in the Kensington Valley Conference.

After Western, the rest of the Wildcats' season is: Sept. 7 at Clarkston; Sept. 14 at Milford; Sept. 21 against Lakeland at home; Sept. 28 at Brighton; Oct. 5 against Howell at home; Oct. 12 at Hartland; Oct. 19 against South Lyon at home; and Oct. 26 at Northville.

All games are on Fridays, with the varsity starting at 7:30 p.m. For more on fall sports, see the previews starting on page 1-D.

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INTO THE 90s

Development in our area will continue to boom into the '90s and beyond, according to most experts. For a look at what lies ahead see our special PROGRESS edition inside this week's paper.















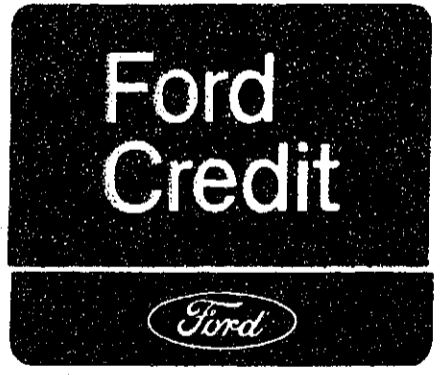


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# GREEN SHEET -Classifieds

Sliger/Livingston East **B**  
Thursday, August 30, 1990

## Huron Valley Motel has the personal touch

By Dave Waskin

It may not have a swimming pool or a bar and it may not be part of a chain.

But with a resident watchdog named The Duke of Milford and owners who live on the premises, the Huron Valley Motel is a home away from home with character.

Since buying the business from Del and Jerry Papin four years ago, owners Ralph and Pat Ascencio have spruced up the rooms and appearance of the motel while maintaining its personal atmosphere. The motel has 13 rooms and has been in Milford for 22 years.

"We have totally redecorated since we've taken over," said Pat Ascencio, whose husband Ralph handles maintenance at the motel.

"The rooms are all updated with new mattresses and are newly painted. We installed touchtone phones so we can now attract businessmen that wouldn't stay here before because we didn't have those touchtone phones, which you can also plug a fax machine into.

"We are open 24 hours a day and we are the furthest northwest motel in Oakland County. If you were going anywhere in the lakes area here, you would have to go to Novi, or Farmington, or down toward West Bloomfield and Farmington Hills to find another place to stay."

Rates at the motel range in the summer from \$29 to \$42 per night depending on the type of room. Weekly rates run at approximately \$199 during the summer and \$140-\$150 in the winter.

"We have some rooms that have two double beds and some that have a queen bed and two rooms that have twin beds where we can get a roll-away in because we service a lot of (construction) crews that work in the area and sometimes they want to put

three fellows to a room to save expenses," Pat said.

"Another feature that we have in a lot of our rooms is refrigerators. So for people staying or the crews, they can put their own coffee pot in there or pop or beer or whatever. The crews, they often buy lunchmeat and we warm it up for them here in the microwave."

Ralph Ascencio emphasized that because they own the motel themselves, he and Pat are able to provide some flexibility in accommodating guests. The office is always open, pets are allowed, and in times of power outages people who are without water can shower at the motel for a small fee.

Pat added that cheaper rates can be reduced for groups that stay for a long duration. "We'll usually work things out," she said. "If there's a crew coming in for a couple of months, we'll work something to make it convenient for them."

That concern for the convenience of its customers seems to add to the motel's personal atmosphere. A cat and dog play a role in that atmosphere as well. The Duke of Milford is the registered name of a German bird dog left to the Ascencios by the Papins when they sold the motel and retired to Florida.

The Duke is a watchdog part time (when he's awake) and the Ascencios said that a lot of return customers ask about him when they call or write.

Another local inhabitant at the motel is a cat named Muffin. "She usually just sprawls out on the desk up there," Pat said. "We've gotten thank you notes from people who have enjoyed the cat so much, because if you pet her, she'll follow you right back to your room."

In addition to the animals, the motel sometimes provides coffee or



Photo by Janet Cox

Pat Ascencio and her cat, Muffin, greet guests at the check-in counter of the Huron Valley Motel

donuts in the morning for large groups staying for a few days, such as wedding parties.

The only exception to the Huron Valley Motel's hospitality is designed to help local parents. Young people must be 21 years old and have a credit card in order to rent a room.

"For New Year's Eve and prom time we screen very carefully," Pat said, admitting that the plays used by prom kids aren't always original. "They come in with their tux and they yawn like they're so tired and ask, 'Do you have any rooms?' It's hilarious. We always know which weekends the proms are and we always tell whoever's behind the desk to watch for it. And you can always tell a youngster on the phone because the first thing they ask is, 'How old do you have to be

to rent a room? "

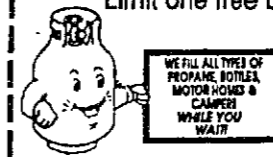
The Ascencios both agreed that what they enjoy most about their motel is the opportunity it gives them to meet different people. From prom kids to travelers from Germany and Japan, they have all at one time walked through the office door.

That same office door provides entrance to a room connected to the one-floor residence the Ascencios live in at the motel. They agreed that it was a bit of a change from owning a house. "We need a garage and a basement," Pat Ascencio laughed. "Other than that, it's fine."

The Huron Valley Motel is open 24 hours a day and is located at 640 N. Milford Road. For more information call 685-1020.

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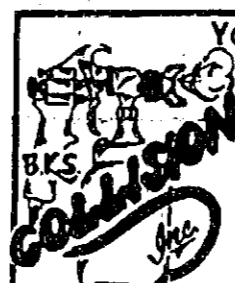
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Thomas O'Hara/Investing

Abbott Labs should resist future changes

I am an owner of stock in Abbott Laboratories. It has done well, but with all the talk about the government forcing health care costs down, I'm wondering if you wouldn't think it was a good time to sell it.

Evaluate need for loan carefully

Money Management

Trying to obtain a loan to start or expand a business can be a time-consuming and frustrating experience, especially in today's economic climate. But if you know what to expect from a lending institution before applying for a loan, you can handle properly.

Business Briefs

SOPHIA LAGRASSEY, of Northville, has been selected as one of McDonald's outstanding older employees and accompanied Lowell Sexton — the 76-year-old "New Kid" who has become a national symbol of the spirit of McDonald's older workers — during his visit to the Redford McDonald's at 26990 Grand River recently.



Sophia LaGrassey of Northville meets McDonald's "new kid," Lowell Sexton, better known as "Bill" to TV viewers

Cambridge Homes, Inc., designers and builders of luxury homes, has moved its offices to 39555 Orchard Hill Place Drive, Suite 100, Novi, Michigan 48050. The company is also the builder-designer of the Birmingham/Bloomfield Symphony Orchestra's 1990 Masterpiece Home, The Melrose. The telephone number is 348-3800.

The Piazza Dance Company, based in Northville on West Seven Mile Road, begins its 10th anniversary season Sept. 10 and will offer one free lesson to all new students enrolling this special year.

BRYAN L. BARTLETT of Novi recently attended The Prudential's regional business conference in Nashville. Bartlett is a special agent in the company's Motor City Agency at Timberland Office Park, 5455 Corporate Drive, Troy.

The Physicians — Dr. Vainius K. Vaitkevicius, Dr. Manuel Valdivieso, and Dr. Craig J. Gordon — are based at Harper Hospital. Vaitkevicius, well known to the community as "Dr. V.," served for many years as the Chairman of the Department of Oncology, then of the Department of Medicine, Wayne State University.

Dr. Gordon is now a clinical assistant professor in the division of hematology and oncology. All three physicians are board certified in the specialties of internal medicine and oncology.

ram in the division of hematology and oncology, Wayne State University School of Medicine. He served as the chief fellow and was named the American Cancer Society Clinical Research Fellow during this time.

Having these respected specialists at our Novi Center will enhance the quality of cancer care being provided to the residents of the northern suburban corridor," said John F. McCally, president of DMC Health Care Centers. "It will provide easier access for some patients who previously had to travel into Detroit for highly specialized

ment. It's one more important way in which we're able to bring the benefits of The Detroit Medical Center to the suburban areas where so many of our patients live and work."

More than half of our students are taking two or more subjects, and our advanced dancers are involved in four or five weekly classes as well as competition classes," said Piazza.

Opened in September of 1981 by the three Piazza sisters, the Piazza Dance Company has more than tripled its enrollment due to the staff's outstanding teaching abilities and creativity.

Owned by Marilyn Esper of Farmington Hills, Gina Piazza of Livonia and Denise Sletko of Houston, Texas, and currently operated by Esper and Piazza, the Piazza Dance Company offers a full performing arts program including tap, jazz, ballet, pointe, Hawaiian, Tahitian and acro-gymnastics.

Advertisement for New Hudson Power, featuring a 12 hp Kohler Magnum Engine with 44" mower, retail \$4485, sale price \$3095. Includes details about automatic hydro drive, automatic hydraulic lift, and other features.

Advertisement for U-Store Mini Storage of South Lyon, offering office onsite, security, lighting, and monthly rentals. Contact: 437-1600.

Advertisement for Gary Shelton Window Installation, specializing in high quality installation of replacement windows and patio doors. Contact: 685-3713.

Advertisement for Toshiba Home Satellite Theater, featuring over 200 channels of first-run features, world class sports and up-to-the-minute news. Contact: 335-5026.

Advertisement for Diversified Communications, offering a free 20" Toshiba Color Television with the purchase of a satellite system. Contact: 335-5026.

Large advertisement for Green Sheet Classifieds, featuring a map of the Detroit area, a list of categories (Household, Automotive, For Rent, Employment), and contact information for the newspaper.

Grid of small classified advertisements including: 'WANTED - WANTED' for business owners, 'GET LEGAL' for business licenses, '101 Antiques', '102 Auctions', '103 Real Estate', and various other services and notices.



162 Medical/Dental
HOME Health Care
YOU DESERVE A REAL JOB...
D&M HEALTH CARE CENTERS
WOODLAND
12 MILFORD RD
15104-8200

163 Nursing Homes
MEDICAL receptionist...
RN part-time for O&G...
RN/AS and LPN's...
RN, LPN, NURSE AIDES

164 Restaurant
Sheraton Oaks to now accepting applications for...
Pantry Cook...
Line Cook...
RESTAURANT SERVERS

165 Restaurant
BUDDY'S FARMINGTON HILLS
\$6.00 per hour...
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166 Restaurant
LITTLE ITALY RESTAURANT
Small, full service, luxury hotel...
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167 Restaurant
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Full time, experience helpful...
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168 Restaurant
RELIABLE PIZZERIA
Apply in person: Howell...
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169 Restaurant
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170 Help Wanted
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CLEANING, REPAIRS, INSTALLATIONS
337 Chimney
CHIMNEY
Cleaning, repairs, installations

338 Excavating
EXCAVATING
Basement, septic systems, parking lots

339 Fencing
FENCING
Residential, commercial, industrial

340 Heating & Cooling
HEATING & COOLING
Boilers, furnaces, air conditioning

341 Home Inspection
HOME INSPECTION
Pre-purchase inspections, mold testing

301 Accounting
RESIDENTIAL/COMMERCIAL
302 Auto Care
AUTO CARE
Oil changes, tire rotations, brake service

303 Auto Detailing
AUTO DETAILING
Interior and exterior detailing

304 Alarm Service
ALARM SERVICE
Home security systems, fire alarms

305 Asphalt
ASPHALT
Driveways, parking lots, roofing

306 Business Services
BUSINESS SERVICES
Accounting, insurance, legal services

307 Carpeting
CARPETING
Installation, repair, removal

308 Aluminum
ALUMINUM
Window treatments, siding

309 Concrete
CONCRETE
Foundations, sidewalks, patios

310 Drywall
DRYWALL
Installation, repair, texturing

311 Electrical
ELECTRICAL
Wiring, outlets, switches, lighting

312 Excavating
EXCAVATING
Basement, septic, parking

313 Fencing
FENCING
Residential, commercial

314 Heating & Cooling
HEATING & COOLING
Boilers, furnaces, air conditioning

315 Home Inspection
HOME INSPECTION
Pre-purchase inspections

316 Home Maintenance
HOME MAINTENANCE
Plumbing, electrical, carpentry

317 Home Repairs
HOME REPAIRS
Drywall, painting, carpentry

318 Home Services
HOME SERVICES
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319 Home Services
HOME SERVICES
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320 Home Services
HOME SERVICES
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321 Home Services
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322 Home Services
HOME SERVICES
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323 Home Services
HOME SERVICES
Carpentry, cabinetry, drywall

324 Home Services
HOME SERVICES
Ceramic tile, cleaning, repairs

325 Home Services
HOME SERVICES
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326 Home Services
HOME SERVICES
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327 Home Services
HOME SERVICES
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328 Home Services
HOME SERVICES
Heating & cooling, home repairs, home services

329 Home Services
HOME SERVICES
Home inspection, home maintenance, home services

330 Home Services
HOME SERVICES
Home inspection, home maintenance, home services

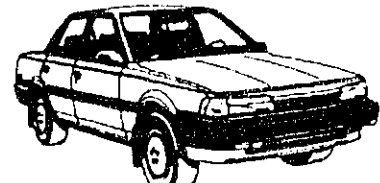
331 Home Services
HOME SERVICES
Home inspection, home maintenance, home services





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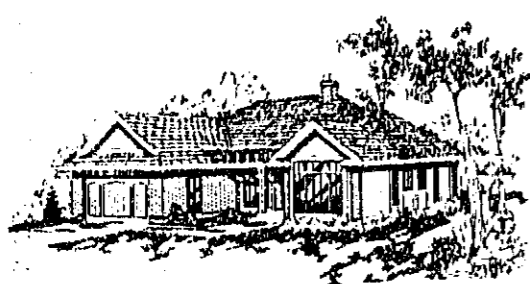
# Creative Living

REAL ESTATE SECTION

Thursday, August 30, 1990

C

The Milford Times, The South Lyon Herald, The Northville Record and The Novi News



## The Brandon Kids at one end, mom and dad at the other

By James McAlexander

Red-eyed parents need not sing the blues all night in the Brandon.

The master bedroom anchors one end of the house, the kids' rooms anchor the other. In fact, the demilitarized zone between the teenagers' rumpus rooms and the parents' refuge consists of two rooms, four walls and enough linear feet to satisfy any house rule on decibel levels.

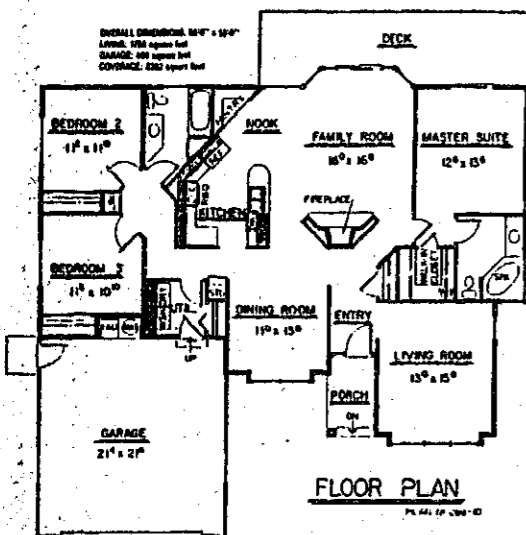
The medium-size Brandon also appeals to the retired couple who require formality but grimaces at maintaining the massive square footage that normally accompanies it. For them, this window-banked house—perfect for any city lot—features a formal dining room overlooking a flower garden and a sun-soaked living room. Accommodations for overnight guests are made easy with the three-bedroom design.

Be it a family or "empty nesters," the Brandon's form follows any function. It begins outside, past the flower garden, the tall living room windows and a nautical-like banister on the main roof that is seaworthy enough for any wind ship.

Inside, guests enter a triangle: the family room at the top, dining room to the left and living room with high ceilings on the right.

For family projects like laundry, the utility room sits right off the two bedrooms and stands ready for the boys' baseball socks or the girls' soccer clothes.

Wardrobe storage won't be a problem in the master bedroom. A spacious walk-in closet awaits any manner of haberdashery or women's fashion. A few feet away, a spa lies poised to deliver a soothing caress to a tired body at the end of a long day.



For a study plan of the Brandon 288-10, send \$5 to Landmark Designs, P.O. Box 2307 CN, Eugene, OR 97402. (Be sure to specify plan name and number when ordering.)

# BUY A BUILDER...

not a home, when you consider new construction



Customizing your new home is a task that could be joyful and demanding.

Photo by Bryan Mitchell

**S**ome brand new, still-on-the-drawing-board housing developments can convert even die-hard old house lovers. For starters, you don't have to worry about buying something that has a leaking roof, a not-so-hot water heater or a moldy basement. You get spacious walk-in closets, better-designed kitchens and bathrooms, and enough electrical outlets.

At the same time, you're dropping a lot of money into something that's not even there yet—and may not be finished when you want to move in. You may not get what you ordered. Builders sometimes substitute materials and alter designs, a prerogative written into many new-house contracts.

If that sounds to you like a potential nightmare, you're reacting properly. Buying a not-yet-built home isn't like buying an existing one. It's harder, according to the editors of *Changing Times* magazine.

In short, you're not buying a piece of land and a house; you're buying a builder. More to the point, you're buying a builder's reputation.

In addition to making the usual checks with the Better Business Bureau and the local builders' association, you'll probably look at mod-

el homes when buying into a subdivision. But when you see a model, keep in mind that you're looking at the builder's best effort, loaded with eye-catching "decorator's options," such as additional molding, custom lighting and special finishes on cupboards.

To get a more realistic picture, go to a comparable subdivision also built by your builder. (Get subdivision names from the builder or the real estate section of your local newspaper.) Visit folks who live there. Talk about quality and service. Ask the owners how long it took to complete each home and how many were delivered when promised.

Ask the builder what happens to unsold homes. Houses that are discounted to sell quickly can affect the value of the entire subdivision. As a result, builders try to avoid price-cutting, except perhaps on the final handful of units. In a slow market a builder may pay points on your mortgage.

As with existing homes, timing affects the price. You may find a slower market in the fall and winter. You probably won't be able to get a discount, but you may be able to negotiate for options like decks or carpet upgrades. The downside of buying during the winter: landscaping would be delayed until spring. And it may be harder to maintain the quality of a house

under construction during the cooler months.

You'll also want to consider when in the construction cycle to buy. Prices may be lower when you buy a house that's built early on. In booming markets, houses often jump in \$10,000 increments as a development is completed. But buy too early and you'll wind up living in a construction site for several years.

If you wait, you may end up farther from the busy highway at the entrance or closer to the lake that was just a hole in the ground when the first buyers moved in. There's also less risk when you buy later. You can monitor the quality of the houses and watch how the neighborhood shapes up.

You put a contract on a new house just as you would on an existing house, except you face a lot more decisions.

If the market is active, you may be advised to put down a deposit on the lot immediately. Typically the deposit is 5 percent, but you may be able to bargain even in a competitive market. As with the purchase of an existing home, you should be able to get the deposit back if the deal falls through—because of financing, for example.

Then you and the selling agent hammer out the details of the contract. You pick the model you like

and the options you want to add. If you are sitting in a model, you can point to things you want. Otherwise, you'll be using illustrations, brochures and samples of materials.

You'll want to consider how to pay for each option you choose. When the cost is lumped into your mortgage, it's easier to afford, but it's more expensive in the long run because it's amortized over three decades. If you add the options later, you save some interest, but some things are more difficult to add after the house is complete. Decks are easy; bay windows and bathrooms aren't.

You probably won't be able to get the builder to guarantee delivery on a specified date, for example, and there will be little you can do during construction of your house to keep the builder on schedule. But you can add a clause to your contract demanding that your house be built to the quality standards of the model.

Ask whether the home you're considering is covered by the Home Owners Warranty Corp. or another insurance plan. Such plans cover repairs for major construction defects and usually last for a period of 10 years. Builders pay the premiums for these insurance plans, but they remain in effect even if you sell the house. —The Associated Press

## REAL ESTATE

# New home communities of the '90s

By James M. Woodard

Our last column focused on new and particularly creative features that will be included in future new homes. Now we will consider new home communities of the future.

New residential developments will increasingly offer smaller, more affordable homes in response to changing demographics and an updated profile of the typical American home buyer, according to Andrew B. Greenman, president of The Greenman Group, a research and marketing consulting firm.

Households in the 1990s will be smaller and new home designs will be more sophisticated and flexible. It was stated in the current issue of Greenman's "Development Digest" newsletter. Buyers will more actively seek out a new home development with a positive community atmosphere. To be successful in a highly competitive field, developers will need to offer a pleasant, healthy environment in their new home community, coupled with privacy, and effective security system and on-site recreation facilities.

The design of individual homes will change as the '90s decade progresses. Although smaller in size, the floor plans will be more efficiently designed, and all space will be utilized to its maximum potential.

"With land prices on the upswing, it makes more sense than ever to focus on creating 'smart space' rather than increasing home size," the Greenman newsletter stated.

"In virtually all price ranges, home builders are beginning to reclaim formerly wasted space—beneath stairways, between wall studs, under counters, in closets.

"Results? A return to the wonderful 'nooks and crannies' of yesteryear—those special little features that give a home extra personality while expanding usable space."

Another change taking place in new home communities relates to landscaping. The centuries-old concept of "xeriscaping" is becoming increasingly popular.

This involves the use of efficiently planned landscape architecture, using special water conservation techniques. The trend is particularly strong in states where water conservation and plant preservation are critical issues—e.g., California, Arizona, Florida.

According to landscape architect Bruce Howard, of Bruce Howard & Associates, the cost-effective xeriscape approach differs depending upon the nature of the site.

If existing vegetation is present, Howard begins by identifying the types of vegetative communities, such as hardwood,

hammocks, pinewoods or wetlands. Then he selects new plants that either are indigenous to these communities or are of similar growing habits and needs.

If available, native plants are ideal because they are already adapted to local growing conditions and can help establish the site's overall "look."

On barren sites, Howard recommends grouping plants based on foliage textures and colors with similar water requirements. This allows the creation of property zones, based on different irrigation demands.

**Q: How will the upcoming closure of military bases across the country impact the real estate market?**

A: It will spark increased activity in some areas and depress other markets—particularly in the sale and rental of residential real estate.

A recent survey, conducted by Century 21 Real Estate Corp., revealed that bases not being closed will experience a substantial influx of military transferees. And that will bring more sales, rentals and probably higher values to those areas.

Planned shut-downs and reductions at military bases will mean a total influx of approximately 26,782 Army, Navy and Air Force active duty personnel to existing bases and installations over the next five years, according to Pentagon estimates, a

Century 21 report stated. Many of these transferees and their families will choose to live in off-base housing.

The survey found that a large number of transferees doesn't necessarily translate into a hot market for off-base rental properties. However, factors such as attractive housing prices, low property taxes, high appreciation potential and rising rental rates often leave transferees anxious to buy rather than rent.

Conversely, rental housing becomes more attractive in higher-priced markets and in markets where the stock of existing housing is limited—such as in smaller communities.

**Q: Is the "farming" technique in real estate brokerage really effective?**

A: Yes, it's very effective for some real estate salespersons who know how to organize and work the system. A "farm" is a defined geographic area (often a neighborhood) where a salesperson concentrates efforts to list and sell properties.

A new book has been published on the subject. "Strategies for Farming Your Markets" is offered by Real Estate Education Co., 520 N. Dearborn St., Chicago, IL 60610.

Inquiries are invited and may be answered in this column. Write James M. Woodard, Copley News Service, P.O. Box 190, San Diego, CA 92112-0190.











# Sports

## Five in a row? Gridders follow up four straight titles

By BOB NEEDHAM  
Editor

Winning the league football title? Kid stuff.  
Two in a row? No problem.  
Three-peat? Sure.

And then add one more for good measure.  
That's the immediate history for the Novi Wildcats and coach John Osborne: a record four consecutive Kensington Valley Conference titles.

So, can they make it five in a row? Why not?

"We still have some questions we have to answer. We still have a nucleus of a good team; now we just have to make it work," Osborne said with a coach's typical caution.

"I think we have a shot at the title. It'll be tough."

Osborne's biggest obstacle is depth. Although the offensive and defensive backfields return largely intact, the Wildcats lost three-fourths of their offensive and defensive lines, he said.

And he expects a half-dozen players to start both offense and defense — making an injury to any one of them a doubly serious situation.

"We have a definite depth problem," Osborne said. He wants to see some of the juniors step up and become reliable, strong performers.

But there is a core from last year's team, including several key seniors:

**JASON WLADISCHKIN:** The starter from last year's offensive and defensive backfields returns as a senior. Osborne said of the 1990 version, "He looks bigger, faster and stronger."

**JEFF SCHRAM:** A tight end and defensive back last year, as a senior Schram will be the starting quarterback. He'll also return to the defensive backfield.

The 6-foot-2, 185-pound Schram was the backup quarterback last year, and an "excellent player," according to his coach.

**MIKE GOWANS:** Another return-

### Osborne sees tougher KVC

Wildcat football coach John Osborne thinks Novi has a good chance at the team's fifth straight league title — but if it happens, it might be more of an uphill battle than ever before.

In the last few years, he said, there has been some distance between Novi and the other teams in the league. However, the gap has narrowed each year, and has probably narrowed again for 1990.

Osborne expects Brighton to be strong, possibly the toughest competition. And he also noted

that South Lyon always causes headaches for Novi, although he said financial problems may start to take their toll. After the denial of several millage proposals in the district, South Lyon has gone to a pay-to-play system for this season's sports.

"Howell is still a sleeping giant. They're still recovering from their financial problems," Osborne said. "They are not a last-place team like they were a year ago."

He added that Hartland is tough every year.

ing senior, Gowans will start at split end and return to start at defensive safety. Osborne will also use him as the backup quarterback.

**SCOTT VERMILION:** The 6-1, 220-pound Vermilion saw limited action last year at center, defensive end and defensive tackle. He'll most likely be used this year as center and end.

**AARON FEDERSPIEL:** One of the larger Wildcats at 6-foot-7 and 256 pounds, Federspiel recently hurt his knee. But Osborne is looking at him to play tackle both ways this season, and he may start in tomorrow's season opener.

Another player who is sort of returning is junior **MATT KOBE**, who played on the junior varsity squad last year — rushing for more than 100 yards in one game — and came up to the varsity for one appearance. "We're looking for a great year from him," Osborne said, at linebacker and various spots in the offensive backfield.

The Wildcats have several other seniors returning on which Osborne is counting. "A lot of the kids mature in their senior year and become players," he said.

These include **JOHN PIGGOTT**, who will play offensive guard and middle linebacker; **ERIC MATHIS**,

an offensive guard and defensive tackle; **DENOTAKAMURA**, a middle linebacker and fullback; **CHRIS LOWERY**, a safety and wide receiver with good speed; and **KEITH YOST**, a 6-2, 175-pound tight end.

One new senior on the team is **DARNELL KRAUSE**, a fullback and linebacker who Osborne said looks especially good. "He has had a great fall practice," the coach said.

A senior emerging into an important support role is **SHAWN BARTLOW**, a defensive and offensive back. At 5-foot-6 and 135 pounds, "He's not real big, but he's got a lot of heart," Osborne said.

Among other key juniors are **JOE YOUNG**, a defensive and offensive tackle; **JOSH RIGGS**, a linebacker and offensive guard; **STEVE TAPLEY**, a defensive end and offensive guard; **MURRAY KAMISH**, an offensive guard and linebacker; the twins **BRIAN** and **AARON OLDENBERG**, both defensive ends and offensive tackles; **DEREK SPEERSCHEHNIEDER**, a tight end and linebacker; **MATT BUTLER**, a fullback and linebacker; and **JEFF VAN DOREN**, a tailback and defensive back. Defensive and offensive tackle **BRIAN WOLHFEL** is out with an injury.



Jason Wladischkin is one of the key returning gridders this year



Niloo Said returns at number-one singles

## Tennis returns strong

By BOB NEEDHAM  
Editor

Novi girls tennis coach Jim Hanson's squad finished second in the league last year, and most of his talent is back. Does that mean they can take the extra step and lead the Kensington Valley Conference? Well, maybe.

"I'm quite enthused about our prospects this year," he said Monday afternoon. "I think our chances to win the KVC are as good as anybody's."

One big obstacle to overcome is Brighton, however, which took the league title last year. That team also has a lot of returning players.

And Hanson expects trouble from Milford, too, where a lot of strong sophomores are returning

as juniors.

"I'm quite anxious for the start of the season. The kids have worked hard over the summer," Hanson said. "I think we'll definitely be better than what we were last year."

Last year was nothing to complain about, and there are eight players returning from the varsity. Four have moved up from last year's JV squad, which also had an excellent season.

The number-one singles player is junior Niloo Said, followed by Jo Johnson, who moves up a notch from 1989. "Both my one and twos have improved immensely over where they were this time last year," Hanson said.

He expects senior Gina Knight, number-four singles last year, to play at number three this season.

Number-four singles and the doubles lineups are not as set, but it's not because of a lack of talent. Just the opposite.

After the first three slots we'll be jockeying around a little bit. I haven't really come up with a set lineup," Hanson said.

Among the contenders are sophomore Bethany Vanderhoff and Donna Kadar. "Those two played third doubles last year and were league champs," Hanson said.

The rest of the returning players are all seniors: Debby Butler, who played second doubles last year; Nikki Nelson, who was first doubles; and Chris Champagne, who played first and second doubles.

Up from the successful JV squad

Continued on 3

## Lady cagers look ahead with new coach Hoffman

By RICK BYRNE  
Copy Editor

With a string of dismal seasons behind them, the Novi girls basketball team is looking to the future under the direction of new head coach John Hoffman.

The 28-year-old Bloomfield Township police officer comes into the season with optimism and confidence in the Wildcats' ability to reverse a string of three straight losing seasons.

"They're working hard, and showing some interest," said Hoffman. "I'm looking forward to having a successful season."

Hoffman has good reason to be optimistic. Though the Wildcats were just 6-15 last season, they put up fierce struggles against some of the league's leading squads like Brighton and Howell.

Novi graduated just one senior, and returns eight letterwinners from last season, four of them starters. With an experienced nucleus, Hoffman sees no reason why the girls won't impress their opponents.

"We have varsity experience," said Hoffman. "It's just a matter of putting it together and getting the job done."

Jennifer Fornwald and Joanna Pascucci, two of the top scorers from last season, return as captains. Pascucci has excellent ball-handling skills, and will run the floor from the point. She's also expected to produce a lot of points.

"Fornwald and Pascucci are leaders from the word go," said Hoffman. "They work hard in practice and they're good role models for the girls. We can say to the younger girls, 'This is what we want you to be like when you're up here on the varsity.'"

The sister act of Heather and Tara Humphrey also returns from last season. They'll both be expected to fill up the basket from the wings.

Tammy Snider, a junior, will likely be the Wildcats' top post-up player. At 5-9, she's got the size to fill up the middle.

"Snider is just plain flat-out tough," said Hoffman. "Tammy is very good about doing what I ask her to do. She always gives 100 percent."

She was a starter last year as a sophomore, along with Fornwald, Pascucci and Tara Humphrey.

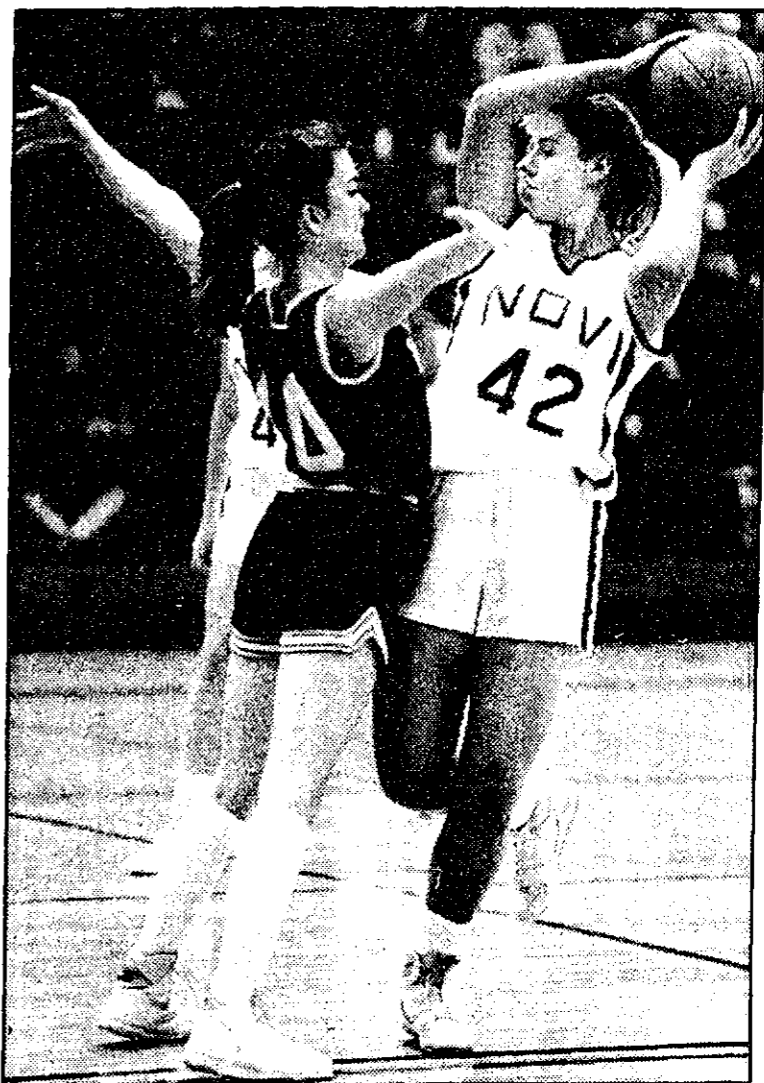
"That's a solid group coming back," said Hoffman. "It's just a matter now of getting them to do what we want to do — how we want run defensively, offensively. It's just a matter of what we want to get done."

Other key returnees who will spell the starters and get spot starting assignments are seniors Jennifer Sieradzki and Lori Balagna, and junior forward Mary Grace Yankowski.

The supporting cast also included three new faces on the varsity, all juniors.

Stacey Rutherford has been promoted from the junior varsity, and has a good work ethic.

Continued on 3

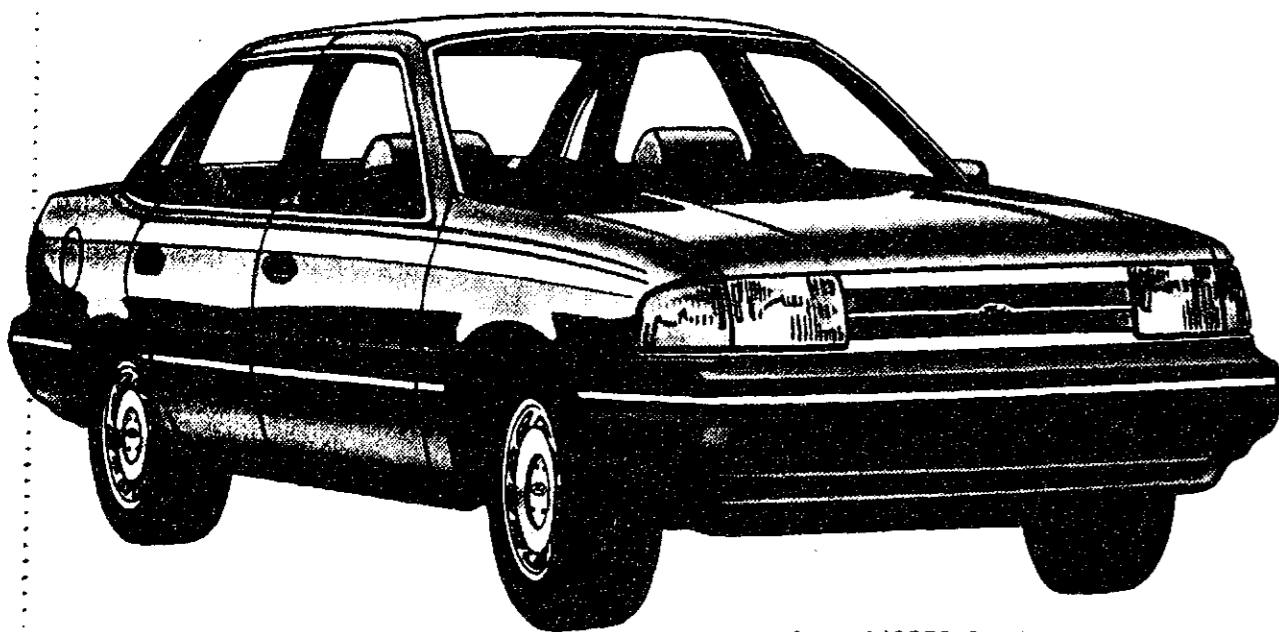


Mary Grace Yankowski, right, is among returning cagers



# METRO DETROIT FORD DEALERS

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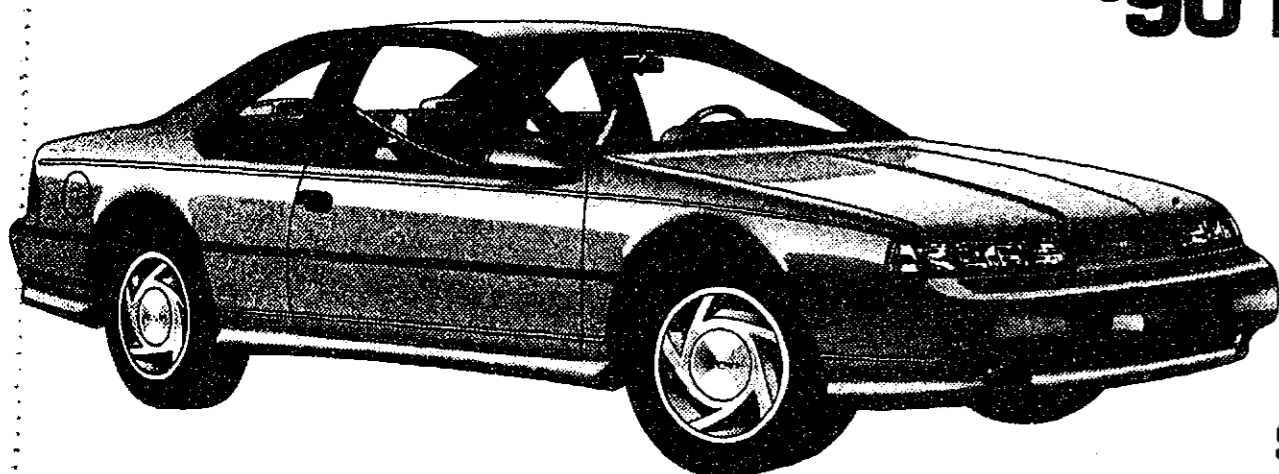
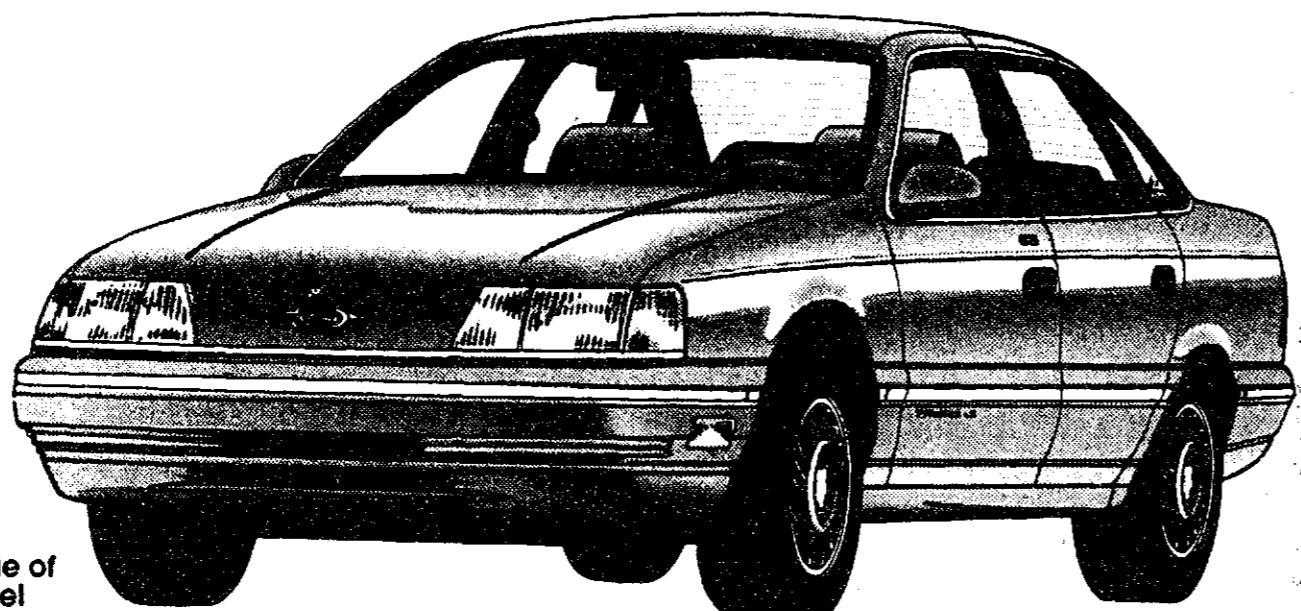


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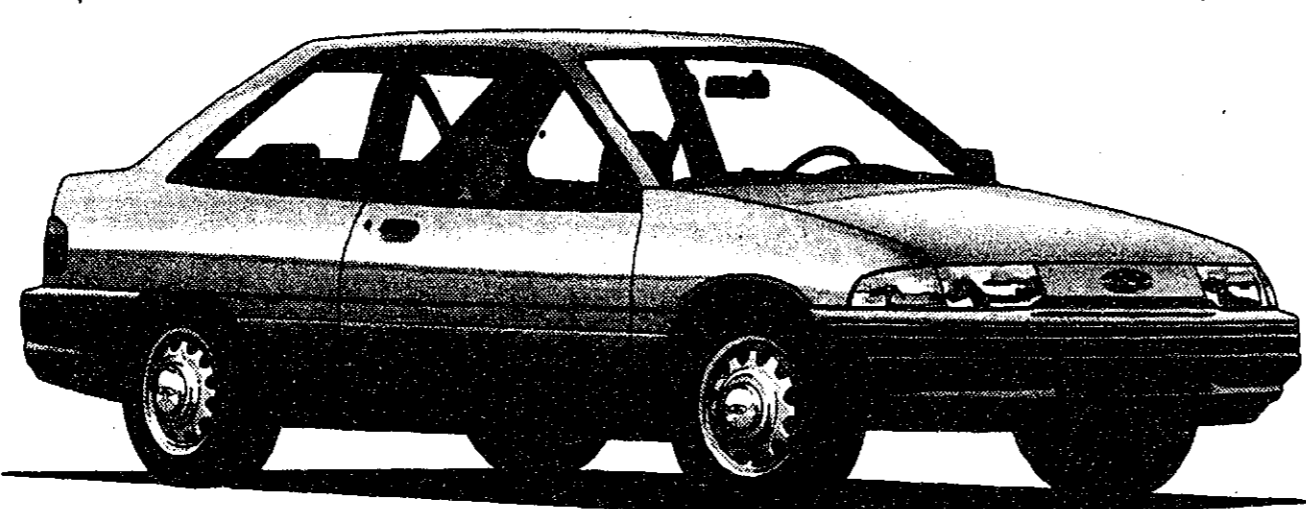


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 Total Due at Lease Inception \$1,344.00  
 Total Amount of Payment \$3,984.00  
 Total Mileage Allowed 30,000  
 Mileage Charge Over 30,000 6¢ per mile

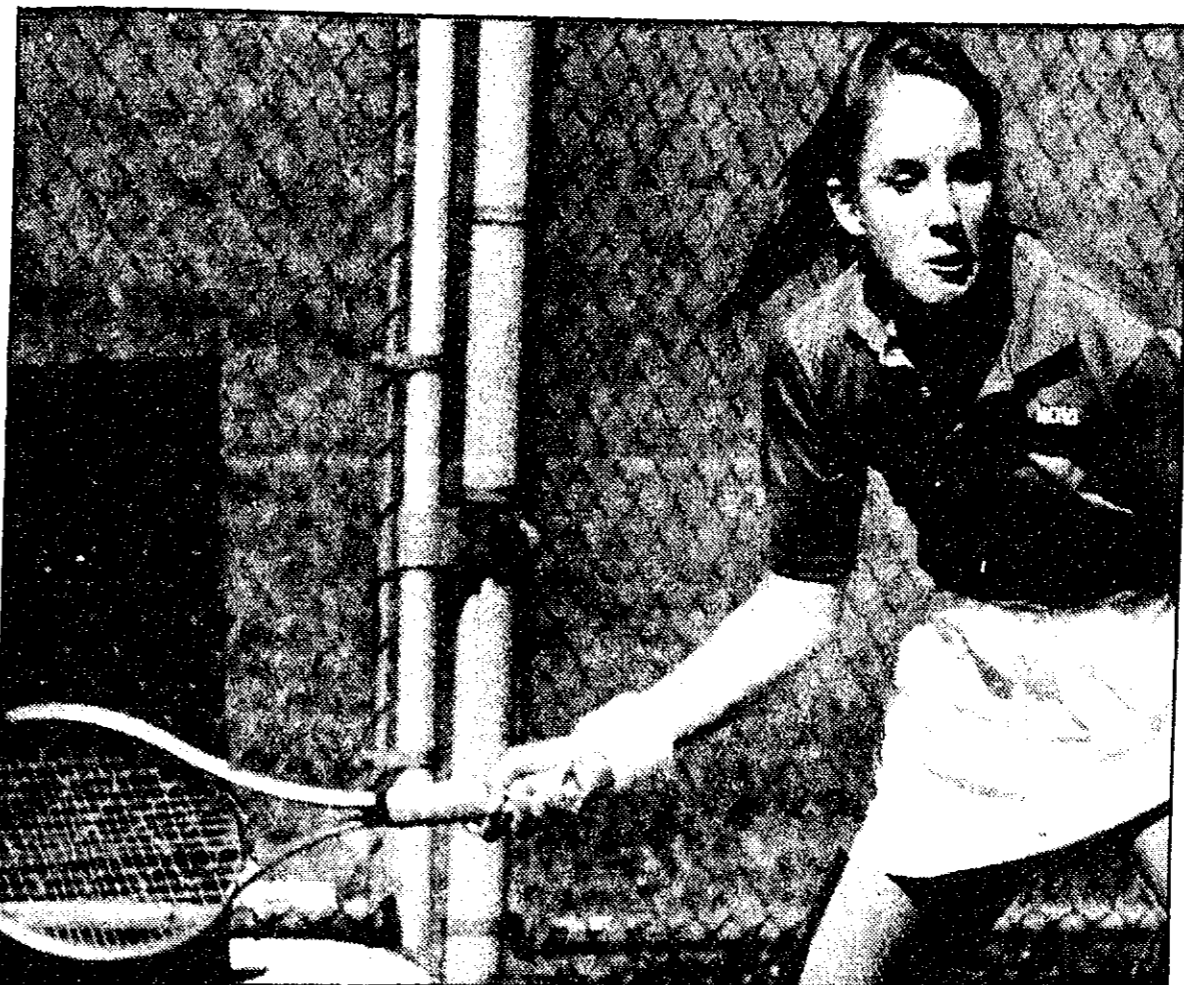
**THE TERMS**  
 Lessee may have the option to purchase the car at lease end at a price to be negotiated with the dealer at lease inception. However, lessee has no obligation to purchase the car at lease end. Lessee is responsible for excess wear and tear. Refundable security deposit and first months cash down payment due at lease signing. Lease subject to credit approval and insurability as determined by Ford Credit.

\*Lease payment based on Manufacturer's Suggested Retail Price of \$8,237 for a 1991 Escort Pony Hatchback including use tax and destination charges. Title and license fees extra. See your Metro Detroit Ford Dealer for his price and terms. Offer ends 9/3/90.

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- DETROIT'S Quality DEALERS**

## Key netters returning

Continued from 1  
 are juniors Laura Willard, Je-Won Hwang, and Jenny Crepeau; and sophomore Kristen Pate.  
 "It'll be an exciting year," Hanson said. "The underclassmen are really pushing the seniors... really making it difficult for me (to set a lineup). I think we have the right makeup as far as ages."  
 The season got underway Tuesday against Pinckney, and the team traveled to Northville yesterday - a match Hanson was expecting to give an indicator of its true talent.



Jo Johnson moves to number-two singles

## Season gets underway

Continued from 1  
 be a player.  
 Diane is a big girl, and real strong. She wants to learn what to do. She's going to be taking up a lot of space in the middle, and she's quick."  
 Novak also guard Gina Blagg out of the lineup with a broken finger. She hasn't practiced yet, but is expected to join the team soon.  
 The Wildcats are facing a tough schedule, and will see some formidable competition in the Kensington Valley Conference.  
 "Brighton is supposed to be tough," said Hoffman. "That's the team I've heard mentioned the most. Milford and Howell are also going to be teams to shoot at."  
 While will give some of the top teams a fight again, Hoffman is stressing the basics for now.  
 "One thing we have to get down is defensively what we want to get done," said Hoffman. "Some things have to be done every time down the floor, such as blocking out. We made great strides. Defense will put us in the ballgame; then it's just up to the ladies to put the ball in the basket and score for us."  
 UP-COMING: The season gets underway at home tonight against Berkley, with JV at 6 and varsity at 7:30. The Wildcats host North Farmington next Tuesday and Walpole Lake Western next Thursday, all at the same times.



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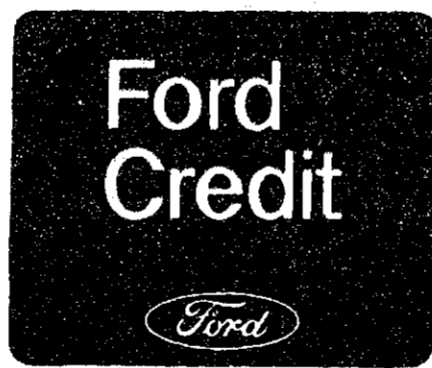
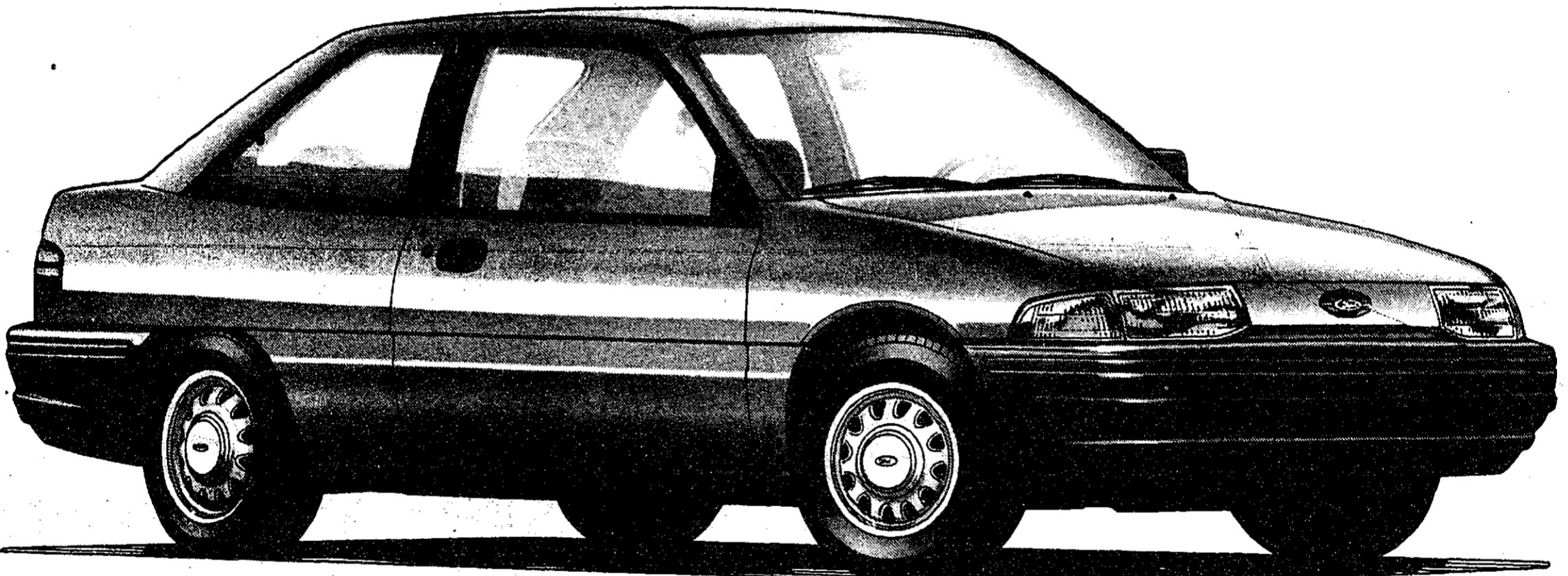


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24-MONTH LEASE INCLUDES USE TAX.



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Monthly Lease Payment	\$ 166.00
Number of Months	24
Cash Down Payment	\$1,000.00
Refundable Security Deposit	\$ 175.00
Total Due at Lease Inception	\$1,341.00
Total Amount of Payments	\$3,984.00
Total Mileage Allowed	30,000
Mileage Charge Over 30,000	6¢ per mile

### THE TERMS

- Lessee may have the option to purchase the car at lease end at a price to be negotiated with the dealer at lease inception. However, lessee has no obligation to purchase the car at lease end.
- Lessee is responsible for excess wear and tear.
- Refundable security deposit, first month's lease payment and cash down payment due at lease signing.
- Lease subject to credit approval and insurability as determined by Ford Credit.

\*Lease payment based on Manufacturer's Suggested Retail Price of \$8,237 for a 1991 Escort Pony Hatchback including title, use tax, destination charges and license fees. See your Metro Detroit Ford Dealer for his price and terms. Offer ends 9/3/90.

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