

HOUSING

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Real Estate Planning Guide With Info On World Market

New American Network, Inc., a large network of commercial real estate service firms, has released its 1996 Real Estate Planning Guide.

The company's 14th annual comprehensive survey of worldwide real estate conditions and trends features demographic and business profiles, property vacancy rates, rental ranges and land prices for 127 urban and suburban markets throughout the United States, Canada, Latin America and Europe.

According to Jeffrey Finn, President and Chief Operating Officer of New America Network the guide is designed to be used by corporations, institutions and

organizations throughout American and the world in developing future real estate strategies. "The Planning Guide is unique among real estate research reports in that information from markets for all sizes and prominence are covered in a uniform format. The market-by-market data on office, industrial and retail vacancy rates, and rental ranges is among the most comprehensive reports that are available," said Finn.

The guide is compiled from research conducted by the firms local brokerage offices throughout the country and in overseas markets.

Macro-level analyses are prepared by the Network's headquarter

research department in conjunction with Senior Economist Herve Kevenides.

The planning guide also includes forecasts for industrial office and retail markets, as well as forecasts for all regions of the nation.

The South and West regions of the United States gained 1,659,400 jobs in 1995, 69 percent of all new jobs created in the U.S.

Florida, Texas and Virginia accounted for 93.5 percent of all job gains in the Southern United States.

More than 70 percent of all jobs gained in the west were in California, Arizona and Wash-

ington.

Many areas are experiencing remarkable changes in their industrial base. Even though the Eastern region generated only seven percent of the country's job gain, there is some evidence that the Middle Atlantic States have begun to recover.

Due to its comprehensive nature, some of the national real estate figures, such as vacancies, that are reported in the Planning guide may differ from those reported by other organizations.

The Planning Guide's survey covers all of the major markets reported by other organizations, and also included many less prominent, tertiary markets that are not covered by other reports.

By including these markets, this broader coverage naturally has an impact on the reported statistics and market conditions,

particularly in average rental vacancy rates.

As a result, the figures presented are more reflective in the true national and international real estate picture.

With more than 150 member firms serving over 210 markets through the United States, Canada, Europe, Mexico, Puerto Rico and Brazil, New America Networks is both the commercial real estate industry's largest global partnership of real estate service providers and the most comprehensive system of corporate real estate services.

In addition to the core office industrial and retail services.

The organization also provides specialized services to market niches such as restaurants/entertainment, hospitality, senior housing, land, biotech and telecommunications. It is headquartered in Hightstown, N.J.

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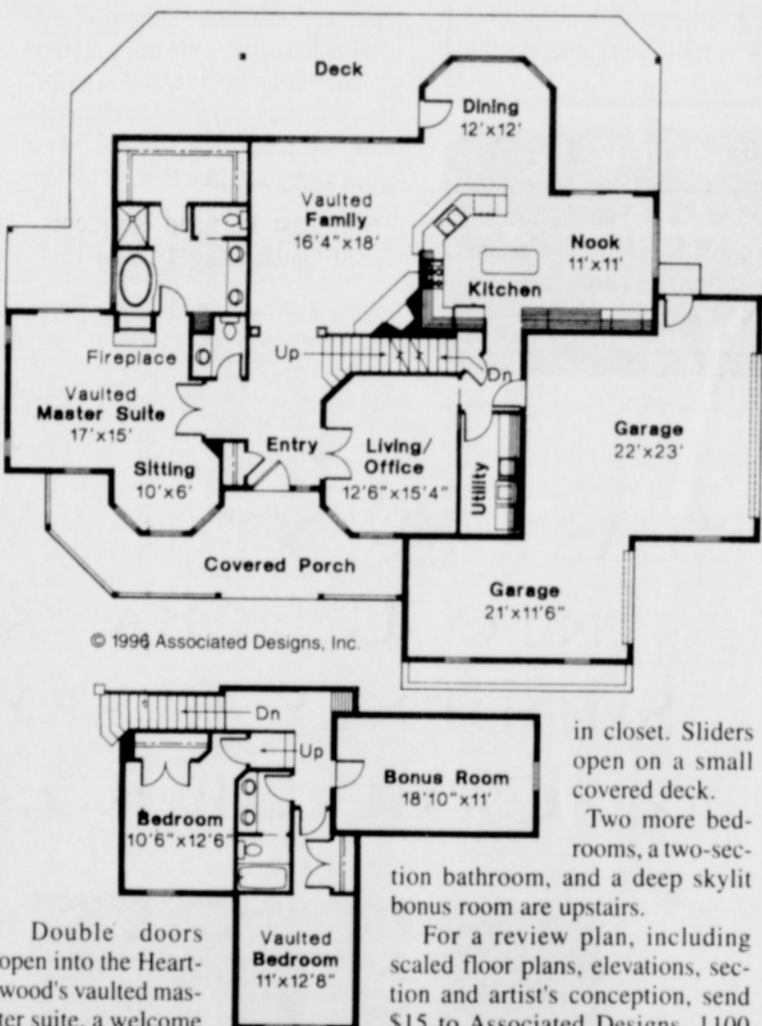
By Associated Designs

Together comes naturally in the Heartwood's bright, airy and spacious kitchen and family room. A friendly wrap-around front porch welcomes visitors, and just inside the door is a large room that could be an office, living room, or just about anything else.

Entry and family room in this contemporary country home are vaulted and richly illuminated. Natural light spills into the entry through a sidelight and small arched dormer, while the back of the family room is more windows than wall. The wide-hearthed fireplace nestles in the angle created by a staircase that leads to the second floor.

A long eating bar serves as separation and interface between kitchen and family room. Standing at the kitchen sink, you can look across the eating bar into the family room, or scan the deck, the bayed dining room, or the vista beyond.

Other notable kitchen amenities include a pantry, large work island, built-in desk, and sunny nook with sliding glass doors that open on a partially covered deck. It's mere steps to the utility room, basement stairs, and three-car garage. The parking unit closest to the street could easily be outfitted as a work or hobby shop.



Double doors open into the Heartwood's vaulted master suite, a welcome retreat from the hustle and bustle of family life. It has a bright bayed sitting area, a cozy fireplace, and a luxurious bathroom complete with double vanity, naturally lit soaking tub, oversized shower, private toilet and walk-

in closet. Sliders open on a small covered deck. Two more bedrooms, a two-section bathroom, and a deep skylit bonus room are upstairs.

For a review plan, including scaled floor plans, elevations, section and artist's conception, send \$15 to Associated Designs, 1100 Jacobs Dr., Eugene, Ore. 97402. Please specify the Heartwood 10-300 and include a return address when ordering. A catalog featuring over 170 home plans is available for \$12. For more information call (800) 634-0123.

The Heartwood #10-300	
Living Area	2486 sq. ft.
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Prevent Burglaries With A Home Security Plan

It's known in law enforcement circles as the "Crime Clock" — the rate at which criminal offenses occur in our country.

Homeowners should be particularly alarmed at the startling number of burglaries that occur in the U.S. A burglary takes place an average of once every 12 seconds and, according to the most recent FBI statistics available, almost 2 million residences are victimized each year.

In the face of these startling statistics, homeowners can greatly reduce their chances of becoming another "Crime Clock" statistic. What many people fail to realize is that effective protection against thieves is neither difficult nor expensive. And with June being National Burglary Prevention Month, now is an ideal time to take a close look at how you can secure your residence.

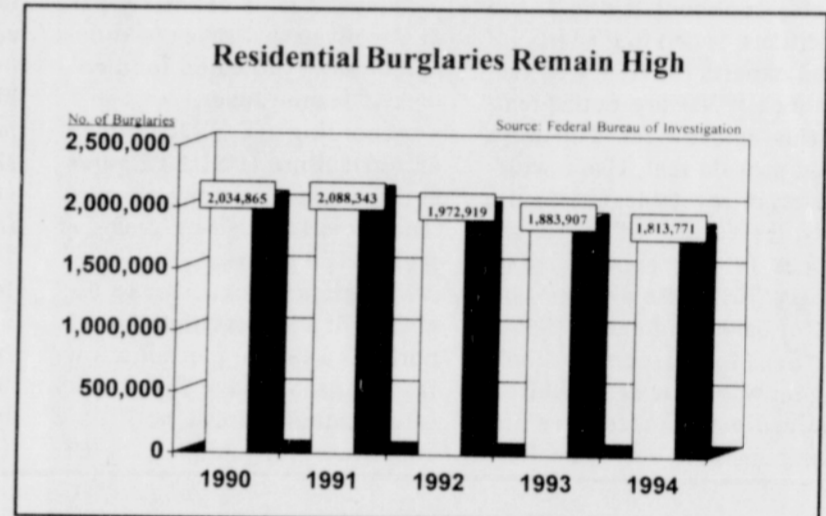
"The key to burglary prevention is eliminating a would-be burglar's opportunities for success," says Mike Bruening, executive director of the Burglary Prevention Council, a national non-profit organization dedicated to the prevention of residential burglaries. "Surprisingly, many burglars don't even have to use forcible entry to gain access to a residence because they can enter through an improperly locked door or window."

Create a plan

According to the Burglary Prevention Council, homeowners should implement a basic security plan and start by performing an inspection of their home. Identify all vulnerable points in your home, including weak door and window locks.

"Many homeowners violate some of the most basic rules of home security, like making certain all possible points of entry are secure," says Bruening. "If a burglar happens to approach your home, he won't turn down an open invitation like an unlocked window or an attached garage that is easily accessible."

Eliminating these types of unprotected



Although nearly 2 million burglaries occurred in 1994, homeowners can reduce their chances of being burglarized by following some simple measures.

areas are necessary elements of a home security plan. However, homeowners should take further steps in order to deter burglars from even approaching their residences.

Outside appearances matter when it comes to residential burglary. Do not make it easy for burglars to get close to your home without being noticed. Keeping the outside of your home neatly groomed and well lighted will reduce a burglar's opportunity for success. Trim trees and bushes because any shrubbery that is overgrown and touches your home provides a perfect cover for a burglar.

One of the best methods of deterrence is keeping the perimeter of your home well lighted at night. Low voltage outdoor lighting systems not only are very effective, but also make your home look more attractive. Because they use safe 12-volt current, they are easy to install and inexpensive to operate.

Security timers create the impression of movement throughout the house at dif-

ferent times of the day or night. You can set the timers to operate lamps, radios, televisions or other appliances at specific times. Random security timers vary the time at which lights or appliances go on and off in order to eliminate any predictable schedule.

Other tips

The Burglary Prevention Council also advises stopping all mail and newspaper deliveries or at least arranging for a neighbor to pick them up so that they don't accumulate. Ask a neighbor to park in your driveway to make it appear that you are home.

The average dollar loss in a residential burglary is over \$1,300. When you consider the fact that implementing a home security plan and securing your residence with some basic products will cost a homeowner only about \$100, it's a wise investment indeed.

"The biggest payoff of all is security and peace of mind," says Bruening. "You can't put a price tag on those benefits."

Hanging Baskets Easy Summer Beauty

This summer, don't just grow your flowers at ground level. Fuchsias, geraniums, petunias, impatiens, and tuberous begonias also grow beautifully in hanging baskets.

And given a little care, they'll bloom for you all through the summer and often into the fall, according to Ross Penhallegon, with the Oregon State University Extension Service.

"Remember that plants in hanging baskets depend totally on you to give them what they need to grow," said Penhallegon.

"So, first of all, hang them in the right place," he advises. "Fuchsias and tuberous begonias like shade, or partial shade, Petunias and geraniums flourish in full sun, and impatiens prefer a cool, partially sunlit location." "Secondly," recommended Penhallegon. "Make sure all of them are out of the wind and that there's no chance for them to dry out. Then don't forget to feed and water the baskets regularly."

To increase the life and blooming time of out hanging plants, remove blooms after they begin to fade.

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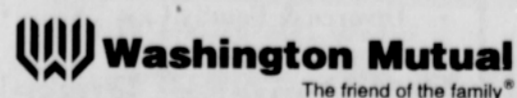
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