

REAL ESTATE NEWS

REAL ESTATE LISTINGS

Listings features news and notes about suburban real estate. To list an announcement, write: Listings, Real Estate, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham 48009. Our fax number is (810) 644-1314.

NEW NAMED

Kathleen Coon was named general manager of Century 21 East in Rochester Hills. She has been in real estate for more than four years. She serves as vice chairwoman community services committee for the Birmingham-Bloomfield, South Oakland and Rochester Area Realtors and in 1995 will head the Realtor Association Committee for the Rochester Area Association of Realtors.



Kathleen Coon

NEW STATE LEADER

Alice McIntyre of Real Estate One in Bloomfield Hills was elected 1995 Michigan governor of the Women's Council Realtors. McIntyre has been on the WCR board, an affiliate of the National Association of Realtors, for six years, serving as the state chapter president in 1993 and before that, the local chapter president in 1989. As a WCR governor, McIntyre will be responsible for increasing membership and overseeing the council's annual Phoneathon membership campaign.

CHARITABLE HELP

Max Broock Inc. Realtors is sponsoring the Lighthouse of Oakland County Holiday Project, which provides for 5,000 senior citizens and other individuals in need. Max Broock has offices in Birmingham, West Bloomfield, Bloomfield Hills and Rochester. For more information on the Lighthouse project, call (810) 253-8119.

TALK RADIO

Oakland County attorney Robert M. Meisner, who writes Condo Queries for the Observer & Eccentric Newspapers, starts his new radio, "The Law on the Land," Jan. 4 on WCAR-AM 1090. The show runs 1-2 p.m. Wednesdays. Meisner, whose offices are based in Bingham Farms, focuses on condominium, real estate and corporate law.

'Commercial Realtor of Year' named

By Gretchen A. Van Cleave, Special Writer

When Southfield Realtor Scott Elliott came to Michigan in 1987, he didn't know his dedication to commercial real estate would triumph in this earning "Michigan Commercial Realtor of the Year" honors for 1994.

The Michigan CCIM Chapter presents the annual award to a Certified Commercial Investment Member. "It is great to receive an award like this," said Elliott, 38, who lives in Farmington Hills. Michigan boasts Elliott about 1,000 commercial Realtors. Elliott is one of 90 designated CCIMs, said Robert Andrus, Michigan CCIM chapter president.

CCIM certification is awarded to commercial real estate agents who have taken a series of educational courses in commercial investment real estate. Other criteria include thesis-caller reports, exams and sales and leasing volume requirements. It usually takes four to five years to be certified. Andrus is not only against the award, but also against the commercial real estate.

Elliott said. "It's like a master's degree in commercial real estate," Elliott said. In addition to his CCIM designation, Elliott is a Society of Industrial and Office Realtors member. There are only a few others in Michigan who hold both designations. "It takes a lot of effort, time and experience to do both," Andrus said.

Factors that helped Elliott earn Realtor of the Year honors include his cooperativeness with other real estate brokers, his professional production and his effort to expand opportunities for commercial real estate in Michigan. Elliott has been a tremendous as-

set to the commercial real estate business, Andrus said. "I've never won an award like this before," Elliott said. "It is an honor to receive the award since it comes from my peers." Elliott, a California native, became interested in commercial real estate 19 years ago, during his days at San Diego State University.

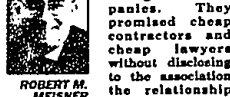
Commercial real estate involves office buildings, retail stores, industrial and other income-producing commercial properties, Elliott said. Elliott joined Coldwell Banker in 1980 and became a sales manager in 1985 in Kansas City. Coldwell Banker's commercial division became CB Commercial in 1991 and the nation's largest commercial real estate company. It's headquartered in Los Angeles.

Today, Elliott is senior vice president and managing officer of CB Commercial Real Estate Group, Southfield. In 1993, he was instrumental in founding the Detroit Area Commercial Board of Realtors, a member of the National Association of Realtors. Outside real estate circles, Elliott has devoted time to local community and civic groups. He's on the advisory board of The Salvation Army Area Chamber of Commerce Business Attraction Group, serving on the committee that prepares marketing pieces and information on Detroit.

Elliott serves the Boy Scouts of America through his son's troop. After seven years, Elliott will step down at year end from the board of directors of the Detroit Commercial Investment Division, now the Detroit Area Commercial Board of Realtors. He plans to devote more time to his real estate business.

Note managing agent's role; share ideas on-line

Q. I am a former managing agent basically fed up in what I see as an abuse by some management companies. They promised cheap contractors and cheap lawyers without disclosing to the association the relationship between the lawyers and contractors with the management companies. Is there a way to bring this to the attention of the association without losing your job?



Robert M. Meisner

A. The managing agent of a community association holds a fiduciary relationship with that community association. The managing agent must operate in the best interests of the association and avoid conflicts of interest and self dealing. To the extent the management company's relationship with contractors or any other person servicing the association is in conflict with the in-

terests of the association, that should be disclosed. Proprietary relationships between the management company and the contractors/attorneys should be disclosed by both to the association. If you are working for an employer who is not complying with their fiduciary responsibilities, you are best off to disassociate yourself from that employer since it will only be a matter of time before the conflict and/or failure to disclose material information becomes known to the association and/or certain association members who may seek redress, not only against the management company, but the association's board of directors who have had to do its homework in examining its relationships with its contractors and agents.

Q. Several people on our board have heard about a new community bulletin board system for the Community Associations Institute. We are already familiar with some of the big general-interest services such as Fredrig and Comserve, but we are excited at the thought of a national network dedicated to the needs of community associations. How do we get involved? A: Community Associations On-Line's development is spearheaded by the Community Associations Institute, a national nonprofit organization based in Washington. The service started in early December. This column and I were selected to be part of the project and I soon will be able to correspond with readers via the network. You will find the system beneficial to community associations as it allows community association professionals and volunteer readers from throughout the United States to meet on line, chat in electronic conference rooms, post messages, exchange E-mail, upload and download files, and access a vast on-line library. The records, I am advised, will include 20 years of publications from CAI as well as actual example materials from other associations. There are special form areas for managers, board members, attorneys CPAs and others. There are also news and feature areas where subscribers can stay abreast of industry trends and activi-

ties. I am advised the system makes use of a graphics environment that can be navigated as easily as clicking a mouse. A simple text-based environment is available for those who prefer the keyboard to a mouse. The system can be accessed by virtually any personal computer using a modem and a standard telephone line. Pre-enrollments are being accepted. For information about features and pricing, call Community Associations On-Line: 1 (800) 248-1025.

Robert M. Meisner is an Oakland County attorney who concentrates his practice in condominium, real estate and corporate law. Submit questions by writing: Robert M. Meisner, 30200 Telegraph Road, Suite 467, Bingham Farms, MI 48025. This column provides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert M. Meisner, dial (313) 933-2047, mailbox 1871. Hear his radio show, "The Law on the Land," 1-2 p.m. Wednesdays on WCAR-AM 1090 starting Jan. 4.

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CLASSIFIED REAL ESTATE



NOTICE Early Holiday Deadlines for Observer & Eccentric Classified Advertising

Our Offices Will Be Closed Monday, January 2, 1995

Display Proof Ads Due on Wednesdays Please Call Early! Have A Safe and Happy Holiday

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