

REAL ESTATE NEWS

Boards recognize performance over the call of duty

By Doug Funke
staff writer

A willingness to get involved beyond the normal scope of the job is what sets apart Realtors of the Year from their counterparts. They achieve personally but also reach out to colleagues. They're knowledgeable about real estate issues. They're active promoting the industry and professional associations.

Bill Deacon, Nancy Howell and David N. McNabney share those characteristics.

Deacon, a broker and part-owner of Century 21 Chalet in Westland, was selected Realtor of the Year by the Western Wayne Oakland Association of Realtors.

Howell, an associate broker and manager of ERA Home & Land in Rochester Hills, was named Realtor of the Year by the Rochester Board of Realtors.

McNabney, broker and owner of McNabney & Associates in Bloomfield Hills, was chosen Realtor of the Year by the South Oakland County Board of Realtors.

DEACON, 55, has been in the business for 25 years. The Westland resident specializes in residential sales. "At this company we're oriented

toward training and hiring in new people," he said. "I still do some selling. If there were a highlight of what I do, it would be training and helping other people succeed in real estate."

Deacon is treasurer of his local association and serves on its executive committee, strategic planning committee and membership committee. He's also a director for the Michigan Association of Realtors.

"He's very thorough, dedicated and involved," said Ruth Clevers, Realtor of the Year in 1990 for the Western Wayne Oakland Association.

"Bill is very level-headed," said Allen King, president of the association. He thinks out problems, comes up with solutions. He's just in control."

HOWELL, 48, has specialized in the residential market for 14 years. She lives in Rochester Hills.

Howell is currently president of the Rochester Board of Realtors and chairwoman of the Greater Rochester Chamber of Commerce. She has served in all office and committee capacities including long-range planning, education and membership.

"It sounds crazy, but it really is a pleasure," Howell said of her involvements. "It rounds out the whole job. If I just sold real estate and

managed an office, it would be tedious."

"In our industry, we have to rely on one another. We work together with our co-agents," she added.

Traditionally, the president of the Rochester Board also is selected Realtor of the Year. Howell served as president and was chosen Realtor of the Year in 1988.

"Nancy doesn't just get involved. Nancy makes a difference," said Judith Waugh, executive director of the board. "Nancy assesses a situation, decides what needs to be accomplished and sets out to accomplish."

McNABNEY, 45, a Farmington Hills resident, has been active in commercial real estate for nearly 20 years.

"Because of turmoil . . . in the commercial market, ethics and expertise are real important in the broker you select today," he said. "That's what I really try to represent with our company."

McNabney, second vice president of the South Oakland board, is oversight chairman of the political affairs and community/county relations committees. He serves on the executive committee, bylaws committee and is past chairman of the commercial investment division.

McNabney also is secretary-treasurer of the state Society of Industrial and Office Realtors.

"He's unassuming, very articulate, and a highly motivated young man," said Maurice Richards, executive vice president of the South Oakland Board.

The Birmingham/Bloomfield Board of Realtors also has selected its Realtor of the Year but won't announce the winner until a September luncheon.



David N. McNabney



Nancy Howell



Bill Deacon

Condo rules apply to renters

We are interested in leasing a condominium. The landlord has handed us the lease, but we are wondering if there are any specific provisions that must be incorporated in the lease to comply with the condominium statute or any of the condominium documents. The landlord didn't want to retain an attorney. We are concerned that he may have missed out on something. I don't want to get into trouble later. Can you help?

The condominium documents provide that any lease arrangement must contain a provision that the condominium co-owner recognizes that the lease is subject to the restrictions, rules and regulations of the condominium and that the proposed tenant agrees to abide by those regulations and restrictions. The lease should also acknowledge, as a practical matter, that the tenant has received a complete set

of the condominium documents including any restrictions that may affect the tenant and that the tenant fully understands the obligations to comply with the condominium documents. If these conditions are met, you will be in compliance under the condominium act and most condominium bylaws. But you should double check the condominium documents to ensure that there are no other preconditions such as a right of first refusal given to the association regarding your proposed lease transaction.

Our condominium project prohibits the placing of "For Sale" signs anywhere in the condominium including windows. Is this an enforceable provision?

An absolute prohibition on signs anywhere in the condominium may not be enforceable as it may raise reasonable constitutional issues concerning free speech or may be



condo queries

Robert M. Meisner

deemed an unreasonable burden on people being able to sell their units.

Robert M. Meisner is a Birmingham attorney concentrating his practice in the areas of condominiums, real estate and corporate law. You are invited to submit topics you would like to see discussed in this column by writing Robert M. Meisner at 30290 Telegraph Road, Suite 407, Birmingham 48010. This column provides general information and should not be construed as legal opinion.

MAKE THE MOVE NOW!!

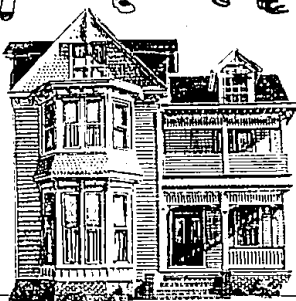
THERE'S NO BETTER TIME TO BUY

If you've been thinking about moving from your current residence to the house of your dreams or from an apartment to a starter home, this is the time to do it.

- The selection is excellent.
- Low interest rates are available.
- There are many financing options available.



Go ahead, make the move.
Now is the right time to buy a home.



NOW is the right time to Buy a Home!

Purchasing a home has always been a wise decision, but current market conditions are making it even more attractive to buy now.

EXCELLENT FINANCING IS AVAILABLE NOW

Interest rates are lower, and mortgage lenders are offering a wide variety of financing options. Low interest rates mean you can get more for your money.

- 30-year fixed mortgages are still available as well as many other financing alternatives.
- First time buyers are encouraged to purchase now through financing packages offering small down payments.

YOUR HOME IS YOUR BEST INVESTMENT

Purchasing a home is the best way to build a solid financial foundation. A home not only provides you with warmth and comfort, it also serves as a secure investment.

- Today, homes in the area continue to be a wise investment.
- Equity in your home can be used as collateral, thus providing you with additional financial security.
- Home ownership provides you with a sizable tax advantage because interest paid on mortgages is fully deductible. Property taxes can also be deducted.

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