

Local realty managers earn national designation

By Doug Funke
staff writer

The managers of day-to-day office operations at two area realty boards are among the first group of candidates to earn a new professional designation — Realtor Certified Executive — from the National Association of Realtors.

Arthur L. Mullen Jr., executive vice president of the Western Wayne Oakland County Association of Realtors, and Judy Waugh, vice president of the Rochester Board of Realtors, met experience requirements, then passed a six-hour exam to gain certification.

"The purpose is to increase professionalism and just give an extra pro-

fessional development activity, something to strive for," said Julie Ann Read, leadership development manager for the National Association of Realtors.

Waugh, a Rochester Hills resident, has served as that board's administrator for 10 years. Mullen, who lives in Livonia, has served his board for five years.

"I just believe it was the appropriate thing to do," Waugh said of her motivation for pursuing the certification. "It does say to the membership that we have reached a certain level of excellence. It underscores to me that I do have a working knowledge of the day-to-day process."

Mullen articulated similar thoughts.



Judy Waugh

"BASICALLY, what it's for is to ensure and certify you are, in fact, excellent in your profession," he



Arthur L. Mullen Jr.

said. "It makes you aware of all the various facets, the complexities, of the real estate profession today and

association management.

"No one can remember everything," Mullen said. "It (certification) gives you the opportunity to review material, bring it in focus and know where to go to get information."

To take the exam, candidates had to have at least three years of experience as an executive officer or five years experience as a staff specialist for a Realtor organization.

Both Waugh and Mullen are highly regarded by the presidents of their respective boards.

"It involves hours and hours of work and dedication even to go for that designation," said Nancy Howell, president of the Rochester

board. "That's just like Judy to do something like this."

"She is probably the best executive officer this board has ever had," Howell continued. "She has a great personality. She's one in a million. She makes my job easy."

"We encouraged him to do it (certification) this year," said Allen C. King, president of the Western Wayne/Oakland Board. "He went at it and got it accomplished. I think that's fantastic."

"It's kind of like graduate training," King said. "You keep going on and getting better and better."

Executive officers who pass the exam must take continuing education classes to maintain their certification.

Stormy waters for slip owner

We live in a marina condominium. One of the boat owners adjacent to our slip has carousing parties at all hours of the night. The condominium association board won't do anything. I am wondering what we can do. I don't want to start an altercation with my neighbor.

Check your restrictions to see whether "improper, immoral, or obnoxious conduct" is expressly prohibited in the documents. If not, there may be a general catch-all clause that may apply. You should write the board of directors of the association advising them of the difficulty you are having and requesting that it take appropriate action to deal with the problem. I presume that you have already attempted to talk to your neighbor, but if not, a calm discussion may have some beneficial effect. If the board refuses to take action, you may have to seek legal counsel to provide you with remedies against the association and your recalcitrant boat slip neighbor.



condo queries

Robert M. Melsner

Robert M. Melsner 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. Melsner at 30200 Telegraph Road, Suite 467, Bingham Farms 48025. This column provides general information and should not be construed as legal opinion.

New law prompts appraising seminar

A fledgling professional group, the Michigan Association of Certified Appraisers, will sponsor a half-day symposium to focus on the particulars of a state law that requires the licensing of appraisers.

The session, which runs 8:45 a.m. to noon Friday, Sept. 27, at the Sheraton Inn in Southfield, will consider several aspects of the law that takes effect Jan. 1.

The law imposes a licensing requirement on residential appraisers who take jobs from a federally insured savings and loan or bank. Licensees must complete at least 75 hours of classroom instruction, acquire 4,000 hours of experience and pass a state exam.

The symposium panel includes Judith Dennis, licensing administrator for the Board of Real Estate Appraisers; Kathleen M. Wilbur, director of the state's Department of Licensing and Regulation; and state Rep. Raymond M. Murphy, who sponsored the new appraisal legislation.

Fee for the symposium is \$25 for charter members, \$35 for

regular members and \$45 for non-members.

The Michigan Association of Certified Appraisers was established about four months ago as an educational and professional forum for persons interested in appraisal practice, theory and law.

"With change in the law . . . appraisers I don't think appreciate what is happening," said Jon Gutek, a MACA founder, a certified appraiser, a lawyer and a certified public accountant.

"Our group thinks the time has come to pull the appraisal professional together and move toward professionalism," Gutek said. "Appraisers have been left out in the cold. You can call any college and get the accounting department. They don't have appraisal departments."

Prospective members don't have to be appraisers.

For more information about the symposium or MACA, contact Gutek at 644-4343 or write the association at P.O. Box 4691, Troy 48069-4691.

MAKE THE MOVE NOW!!

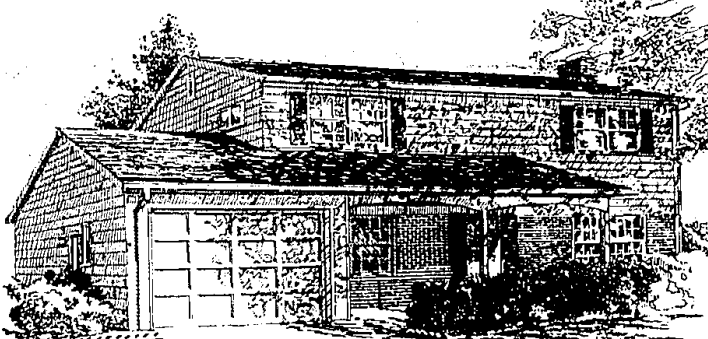
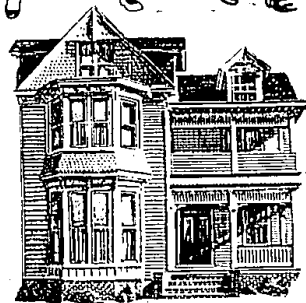
THERE'S NO BETTER TIME TO BUY

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.

This message brought to you by the Classified Advertising Department of...

Observer & Eccentric
CLASSIFIED ADVERTISING

644-1070 Oakland County 591-0900 Wayne County 852-3222 Rochester/Rochester Hills
DEADLINES 5 P.M. TUESDAY FOR THURSDAY EDITION 5 P.M. FRIDAY FOR MONDAY EDITION