

# Families merge property talents

run Butling Property Management, which specializes in apartments, condominiums and cooperatives, separately. Ditto the McNabnays with McNabney & Associates Commercial Realtors. All three firms will share office space on Long Lake Road.

"Our goal was to break into the commercial field," Butling said. "Down the line if it works out and dollars are there, we might merge everything."

McNabney said his company had gross sales last year of some \$40 million. Butling said his firm collected management fees of \$350,000.

David McNabney, president-elect of the South Oakland County Board of Realtors, was that association's Realtor of the Year in 1991. He currently is secretary of the local chapter of the Society of Industrial and

**'We see a transition from individual owners to institutional owners. A lot of buildings are going back to lenders. There's a need there for more management.'**

— David McNabney

By Doug Funke  
staff writer

Two families with extensive experience in the real estate business — the McNabnays of Farmington Hills and the Butlings of Bloomfield Hills — have joined forces to attract commercial property management accounts.

The husband/wife teams of David and Kathleen McNabney and Bernard and Jane Butling are the founding principals of McNabney/Butling Management Co. in Bloomfield Hills. "We're forming a firm together to manage commercial property — office, shopping centers, industrial," said David McNabney, chairman of the combined operation.

The firm will put the best talents of all the founders to work.

"I run a brokerage business that occupies most of my time," David McNabney said. "They (Butlings) are certified property managers and have 20 years of experience."

"Our main objective is to provide more service to clients we lease and sell for," McNabney said. "We see a transition from individual owners to institutional owners. A lot of buildings are going back to lenders."

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Besides, some owners would prefer to hire one firm rather than two or more to lease and manage commercial property, McNabney added. Bernard Butling will be president of McNabney/Butling.

"Once a property is built or sold, the management company's responsibility is to be sure the property is run properly and to give the owner maximum dollar return," Butling said.

"We want to make sure it's maintained, insurance is taken care of, collect rent, pay bills make sure everything is shipshape."

THE BUTTINGS will continue to

Office Realtors.

Bernard Butling is past president of the Eastern Michigan Chapter of the Institute of Real Estate Management. He was selected Property Manager of the Year in 1991 by that chapter.

Jane Butling is president-elect of that chapter.

## Panel discuss building roles

"Reducing Adversary Relations in Construction" will be the topic of a luncheon panel discussion sponsored by the Construction Activities Committee of the Engineering Society of Detroit at 12:15 p.m. on Tuesday.

John Rakolta Jr., president of Waldbridge Aldinger, will represent general contractors. The owner's position will be taken by Dick Kerzic,

director of the Design/Build Group, representing William Beaumont Hospital. David H. Lawrence, vice president and principal of Harly Ellington Pierce, Ye Associates, will represent architects.

Tickets are \$22 for ESD members, \$25 for non-members. For information, call 832-5920.

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