

REAL ESTATE NEWS

New leadership at realty boards

By Doug Funke
STAFF WRITER

Pride in professionalism. A concern for a business beyond an individual's immediate sphere. A desire to share experiences with colleagues.

These are characteristics exhibited by incoming presidents of realty boards serving Observer & Eccentric communities.

David N. McNabney, broker-owner of McNabney & Associates in Bloomfield Hills, leads the South Oakland County Board of Realtors.

Bill Deacon, a broker and vice president of sales for Max Brook in West Bloomfield, heads the Western Wayne Oakland County Association of Realtors.

Mary Arlinghaus, owner-broker of Pierce Inc. in Bloomfield Hills, takes the reins of the Birmingham-Bloomfield Board of Realtors.

Sue Thom, associate broker for Century 21 East in Rochester Hills, presides over the Rochester Area Association of Realtors.

Professional associations arise to meet educational, political and social needs.

"We're looking . . . to provide more and better services to our members," McNabney said.

"We're reorganizing our multi-list service. We're putting six to eight boards together. We'll provide much broader service."

McNabney, a commercial real estate specialist, has been in the business for 21 years. He's a member of the Society of Industrial & Office Realtors and a certified brokerage manager.

McNabney has served as secretary-treasurer and director for the South Oakland Board. He's also been active with the board's political affairs, community relations, executive and bylaws committees.

McNabney, 47, lives in Bloomfield Hills and is a former Realtor of the year for the South Oakland board.

"The profession is becoming much more technically oriented. You need much more education at this point," he said. "I really enjoy the business, providing a good service."

The Western Wayne/Oakland association is the largest in the state with some 2,700 members, Deacon said.

He's also excited about merging multi-listing services and providing forums for professional development to members.

"(It regionalization) should be an improvement and cost saving



David N. McNabney: South Oakland



Bill Deacon: Western Wayne/Oakland



Mary Arlinghaus: Birmingham-Bloomfield



Sue Thom: Rochester

to all our members and provide a broader base to have property marketed," Deacon said.

Issues like agency, disclosure and handicapped access have been defined, Deacon said. "Now it's up to us to make members aware of how they should be working."

Deacon is a GRI, Graduate Realtors Institute, a director for the Michigan Association of Realtors and a former realtor of the year for Western Wayne/Oakland.

Local committee involvement includes political affairs, equal opportunity, finance and legal. Deacon, 56, a Westland resident, has been active in real estate since the mid 1960s.

"It's an exciting way to make a living," he said. "We're a service industry. People you serve well

"The profession is becoming much more technically oriented. You need much more education at this point."

David N. McNabney

today will be your customers for years to come."

Arlinghaus is a certified relocation specialist, state licensed appraiser and a property manager.

"The primary goal I have is communication," she said. "If we hope to be as professional as possible, we really have to focus and be up to date on real estate practices and real estate law."

Arlinghaus, 60, is a Bloomfield Township resident.

"I've probably served on every committee — professional stand-

ards, membership, member services, bylaws, R-PAC, financial planning," she said.

"You have to do this because you love it," Arlinghaus said of her 20 years in the business. "As soon as you get back the first of the year you can't help but feel optimistic. We're in a great market area but an unusual market area with a huge spread in price range and types of property."

Thom, a GRI and certified residential specialist, has been involved in the real estate business

for nearly 13 years.

She's served as treasurer and secretary of the Rochester board, which has some 315 members, and with a task force on agency for the Michigan Association of Realtors.

"In the past year, we've had buyer agency and seller agency education for our association and getting people aware of what's happening with it," she said. "We're reorganizing our multi-list service with five other associations. That will be a priority as well."

Thom, 38, lives in Rochester Hills.

"I guess I have great hopes," she said. "I'm pretty optimistic about the economy. I enjoy meeting different people, the flexibility, somewhat, of the hours."

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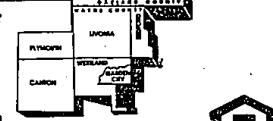
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