

# REAL ESTATE LISTINGS

Listings features news and notes about suburban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 36251 Scripps Dr., Livonia 48150. Our fax number is (313) 591-7279.

## STATE GOVERNOR

Ruth Clevers of Max Brook in Bloomfield Hills was elected 1994 Michigan governor of the Women's Council of Realtors.

Clevers, an 11-year WCR member, serves as local chapter president. She has been active with WCR committees at the local, state and national levels. She currently serves on the Referral and Helocation Council national committee.

WCR is an affiliate of the National Association of Realtors.



Clevers

## CONDO FORUM

Robert Meisner, who writes Condo Queries for the Observer & Eccentric, will teach "Condominium Operation: Introduction to the Essentials for Success." This spring.

The course will be offered through the Oakland Community College Business Technology Center.

The two-day class will run 7:30 p.m. Tuesdays, May 3, 10, 17 and 24 in Bingham II Office Park, 30200 Telegraph, Suite 404, Bingham Farms. An outside class will be held in June in Sterling Heights.

The course is designed for people serving or interested in serving on a board of directors of a condominium, co-op or homeowners association, including developers.

Cost is \$75 for one attendee and \$60 for each additional attendee from the same organization. For registration details, call (510) 471-7729. All participants will receive a copy of Meisner's book, "Condominium Operation: Getting Started & Staying on the Right Track."

Meisner, a Bingham Farms-based attorney specializing in condominium law, is an adviser for many condominiums and developers and co-drafted the 1978 Michigan Condominium Act. He has been a guest speaker throughout the country and has taught at Oakland University and Wayne State University.

He has practiced law in Michigan for more than 20 years.

# Brokers boost promotion of their service

By DOUG FINKE  
STAFF WRITER

A group of real estate agents that specializes in business brokerage have embarked on a campaign to increase its ranks and broaden markets for current and prospective clients.

James Panaretos, vice president and commercial manager with Century 21 Premier Business Brokers in West Bloomfield, helped found the Metro Chapter of the Michigan Business Brokers Association six years ago.

"Commercial is a world apart from business," he said. "It (business brokerage) is the bar that leaves property, the store in a strip shopping center, the real estate office in a large office complex."

In short, "real estate is only a piece of the overall puzzle of evaluating a business for sale."

"We sell business opportunities—that's our primary function," said Patricia Stahl, president of her Birmingham company and secretary of the association.

"I not only do property in conjunction with the sale of a business, say an auto repair facility, a motel perhaps, a freestanding restaurant, those types of things," she said.

Panaretos and Stahl each were drawn to business brokerage through the enjoyment of evaluating businesses, not necessarily a love of real estate. He was in the restaurant business for 20 years. She trained through a franchise operation.

"Your most successful business brokers aren't residential real estate people who have changed," Stahl said. "It's people who have been involved with business operations."

All Michigan Business Brokers Association members have at least a basic real estate sales license, Panaretos said. Some are lawyers by training, others accountants, others entrepreneurs.

Specialized knowledge about evaluating businesses comes from computer programs, courses conducted by certified public accountants and other professional associations, achieving certifications such as Certified Commercial Investment Member

and experience.

Networking and creating markets in this highly specialized field are the main reasons for joining the association.

"Most business owners want to remain confidential that they want to sell their business by using a network of other professionals," Stahl said.

"With residential real estate, you have a multi-list, a myriad of houses, compiled in a network," Panaretos said. "Agents can refer to a multi-list. With business brokerage, buyers don't have that luxury."

So personal contacts become even more important.

Panaretos speculated that hundreds of agents practice business brokerage could belong to the local association but don't. The metro chapter numbers about 40.

"Most of the world isn't aware there's an animal out there doing this," Stahl added.

The business brokers association hosts a continuing education seminar May 24, which fulfills annual state real estate licensing requirements, and a marketing class May 25 at the Radisson Hotel in Ypsilanti.

Cost is \$50 and \$25, respectively. To register, call Panaretos at 626-8800.

The metro chapter meets 8:30 a.m. the first Thursday of the month in the Parks and Recreation Building of the Southfield Civic Center. For information, contact Stahl at 640-4499.

Other officers for the Metro Chapter of the Michigan Business Brokers are:

■ Vice president — Richard Francis, Richard Francis & Co., Southfield.

■ Treasurer — David Whitmore, Slinger Whitmore Associates, Bingham Farms.

■ Director — Robert Sheehy, All America Financial, Southfield.

■ Director — Roger Frank, Century 21 Curran & Johnson, Dearborn.

# Speak up to protest bad management; spread access-land tax payment equally

## CONDO QUERIES



ROBERT M. MEISNER

Q. I moved into a condominium complex and pay an association fee. In spite of numerous written and phone requests, the management company has not taken care of my service requests, which are six months old.

Can you please refer me to a higher authority, if there is one, or another source of action, whereby they pay attention? I have even written the manager of the management company, but to no avail.

A. Write the board of directors and express your concerns about the failure of the management company to act responsibly.

If the board and management company refuse to take care of the needed service requests, consult an attorney and engage his or her services to write the parties in your behalf, advising them of their legal responsibilities and the recourse that you have. That should do the trick.

Q. I live in a subdivision that contains in the plat a parcel designated as river access property. Apparently all of the people that are benefited by the property in question are not obligated to pay a portion of the taxes on that property.

They have made various efforts over the years to find a means by which the taxes can be paid from the members benefited but have been unsuccessful.

We have now formed a nonprofit corporation and find that the property in question is deeded in a corporation, which has now since been dissolved. We have talked to a lawyer, but it may be expensive to proceed as we don't have any money. Do you have any shortcut suggestions?

A. You have a very complex set of facts, but it appears that the corporate entity that owned the real estate has now been dissolved and should be reinstated.

Then, a set of bylaws should be drafted that are agreed to by all of the members of the plat, obligating themselves to contribute towards common

area assessments, including the parcel in question, giving the corporation the right, among other things, to enforce a lien for nonpayment of assessments due and owing to be used by the homeowners association, among other things, to pay the taxes on the property in question.

It is unclear from your question who has been paying the taxes over the years, but it appears that they have not been equally distributed. It may be beneficial to preserve the integrity of the lake property access and to expend the monies necessary in order to obtain counsel to complete these tasks.

Robert M. Meisner is a Birmingham-area attorney concentrating his practice in the areas of condominiums, real estate and corporate law. You are invited to submit questions by writing: Robert M. Meisner, 30200 Telegraph Road, Suite 404, 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 953-2047, mailbox 1871.

# CLASSIFIED REAL ESTATE

**301 Open Houses**

**BLOOMFIELD TWP. OPEN SUN. 1-4**  
202 S. Bloomfield, 2nd fl. 2 bdrms, 1.5 bath, 1st floor main level, hardwood floors, 1st floor main level, hardwood floors, 1st floor main level, hardwood floors. \$120,000. Call: 640-1210.

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