

REAL ESTATE LISTINGS

Listings features news and notes about suburban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 36351 Schoonmaker, Livonia 48150. Our fax number is (313) 591-7279.

ON BOARD

Pat Murphy, a Realtor with Farmington Hills-based Realty Professionals, was elected to a three-year term on the Western Wayne & Oakland County Association of Realtors and Metro Multiple Listing Service, serving 2,700 members.



Murphy
Lives on
Lyon and
surrounding
communities.

JOINS RE/MAX

Real estate consultant Peter Cremona of Garden City has joined the Dearborn Heights real estate office of RE/MAX preferred inc., announced co-broker owners April Freer and Al Rice.

The 16-year industry veteran will continue to serve the residential real estate needs of Wayne and Oakland counties with specialization in Garden City, Westland, Livonia, Dearborn and Dearborn Heights.

He is a member of the Western Wayne-Oakland County Board of Realtors and the Dearborn Board of Realtors.

EARN HONORS

Judith Bynal of Rochester Hills has received the Certified Residential Specialist designation from the Residential Sales Council of the Realtors National Marketing Institute, an affiliate of the National Association of Realtors.

She is a sales associate with Real Estate One, 543 N. Main, Rochester. The Rochester Board of Realtors member is the originator of the Realtor with a Heart program and active in the Woman's Council of Realtors.

FORUM SPEAKER

Marilyn Robbins, an associate broker with Prudential Great Lakes in Troy, will be a convention speaker at the Prudential Regional Rally May 19-20 in Ypsilanti.

She is a member of Prudential's President's Circle and a prior speaker at Prudential national and regional meetings.

Home Info: 'round-the-clock sales tool

By DOUG FUNK
STAFF WRITER

Real estate agents who list houses and financial institutions that loan mortgage money always look for ways to stand out from the competition and lasso business.

Some advertise in newspapers, others on television. Talking Houses enable prospects to tune their radios to a specific frequency at curbside and hear a sales pitch right at the house.

Another entry into the arena is Home Info, a telephone marketing system provided free to selected agents by Republic Bancorp Mortgage, headquartered in Farmington Hills.

Here's how it works:

A small sign with a toll-free telephone number and a four-digit code number for that particular house is placed on top of a traditional for-sale sign at the property.

The listing agent records a brief summary of the house.

Buyers who come across the house

in the course of shopping call the Home Info line for specifics of the model. They also will hear a mention of Republic Bancorp services. Prospects can leave a message for the agent during the inquiry call or contact the agent later.

Republic, which bought the Home Info service on an exclusivity basis from a company in Indiana, hopes the buyer will remember its name and use its services when it comes time to getting a mortgage.

"For buyers, it's excellent," said Jamie L. Kolodziej, retail and community marketing coordinator for Republic. "Sometimes it's hard to get hold of a real estate agent. This tells you everything you need to know about a house."

Another bonus for a buyer, she said, "is immediate access for information."

"It's good for a seller," she added, "because it exposes a home 24 hours a day, seven days a week, 365 days a year."

"For real estate agents, it's good for

a listing tool," Kolodziej said. "If you can walk in and say, 'I have a value-added service,' they (sellers) will be floored."

"You can update a script at any time," she said.

"For us, it's keeping up our relationship with real estate agents, the meat and potatoes of our business," Kolodziej said. "Our name gets constantly put out into the public."

Barbara Dutton, an associate broker with Prudential Great Lakes Realty in Farmington Hills, is one of the first agents here to use Home Info. The service supplements advertising in newspapers and real estate publications, she said.

"I think it's going to be a wonderful tool," Dutton said. "If they (buyers) are calling from a car phone — so many people have one today, they can get information from me being the listing agent. They don't have to wait. They don't have to call me."

Dutton said she won a listing by telling the seller she would have access to Home Info. She also showed

another house to a potential buyer who called Home Info to get initial specs.

Jon Breckon, a Realtor associate with Coldwell Banker Preferred in Plymouth, also has high hopes.

"People will use it because they won't be threatened by someone trying to sell them something. For a buyer who's really interested, it gives a pretty good overview with what it has and what the price is."

Breckon said he has no problems working in tandem with the mortgage company advertising on Home Info.

"I plug Republic Bancorp at the beginning and end," he said. "I think that's fair. They're the one supporting the service. I get such good service out of Republic."

Breckon also said he continues to use traditional marketing tools such as newspaper advertising and house sales books.

Republic Bancorp spent \$13,000 to start the service in mid-April, Kolodziej said. It's too early to gauge its effectiveness, she added.

Banning of pets is legal; don't misrepresent security

CONDO QUERIES



ROBERT M. MEISNER

building saying no pets.

I can understand the power of the association to rule on activities on the property and a no dog rule, for example, would make sense since dogs have to go outside. However, I do not understand an association rule that affects the inside of a co-owner's unit. I understand to be their property?

A. The condominium association has a right to control the common elements and presumably activities within a condominium unit which would inhibit the ability of other co-owners to enjoy the condominium premises. The authority of the association to regulate activities within a unit presumably stems from the ability on the part of the association to preserve tranquility and the use and enjoyment of the condominium premises for all co-owners.

While I can appreciate that the cat will not stray from the interior of the premises, it is conceivable cats could have a deleterious effect on other residents in the condominium in connection with diseases or allergies, diminution in value of the common elements that may be contained within the condominium unit and other considerations, including smell and the like. Clearly, I believe the condominium

association is within its rights to ban all animals, including pets, and a Court of Appeals decision has so upheld.

Q. How can our association guard against potential liability regarding security problems. Do you have any suggestions?

A. First, do not misrepresent the quality or level of security. Prevent negligence charges.

For example, if the association promises that exit doors will be locked, check to ensure that the doors work properly. Insure that you are in compliance with all local ordinances or state laws regarding security measures. Inform residents of criminal activity if it comes to your attention.

Make it clear to residents they must take steps to protect themselves; carefully check the references of association employees; consider additional security measures if prob-

lems develop; do not reduce security without allowing residents to vote on it; notify residents if security is reduced and, where possible, ensure adequate lighting, particularly when specifically requested by the members.

Work with your legal counsel to determine what security devices and measures your association should undertake.

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 467, 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

Observer & Eccentric

REAL ESTATE INDEX

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