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REALTORS APPOINTED
 Realtors from The Michigan Group of Realtors,
Livonia, were appointed to the Western Wayne
 Oakland Association of Realtors' professional

mmittees. Chuck Mills, broker/manager of the Livonia

Chuck Nills, brokermanger of the Livel office, is association vice president and a member of the strategic planning committee; Nancy Aus-tion committee; Barbara Brunetto was appointed vice-chair of the grievance committee; Bisty Blarnesson will vice-chair of the grievance committee Paul Macert is public relations vice-chair, and Dave Mathlus joins the risk reduction committee.

E GRI DESIGNATION Paddy Kutchey, a Realtor associate at Chamberiain Realtors Birmingham, has achieved the Michigan Association of Realtors GRI desig-

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REAL ESTATE LISTINGS

REAL ESTATE NEWS

Agents hone skills via advanced training

BY DOUG FUNKE STATE WRITER

BY DOUG FURKE Real estate agents must complete 40 hours of training and pass an exam to obtain their licenses and get into the business. After that, they need six bours of continuing education annu-ally to stay active. Licensing in and of itself doesn't necessarily make a good agent. That initial training generally focuses on real estate law. Agents who excel often obtain more specialized training and professional designations while gaining experience in the field. "Sometimes, we get put in the same caterory as used car sales," said

in the field. "Sometimes, we get put in the same category as used car sales," said Nancy Austin, a Realtor with the Michigan Group in Livouina." I hate that. By elevating our education, 1 think we can elevate our image with the public."

the public." Agents who specialize in realden-tial sales basically purue two profes-sional designations — GRI, Graduate Realtors Institute, and CRS, Certi-fied Residential Specialiat. GRI requires 120 hours of class-room instruction covering a spectrum of topics, including ethics, real estate law, mortgages, appraisal, closing

fair housing, property management, taxation and investment property. The can cost upwards of \$1,000 for books and materials beyond the time commitment. CRS, a graduate degree of sorts, fo-rung a strategies, asle strategies and in-vestment atrategies. Candidates must first acquire GRI designation, then show evidence of being involved in at least 25 also transactions with total sales volume of at least 35 million or 50 transac-tions of any value. Again, coats can approach \$1,000 with a time commitment of a couple year.

years. Most active agents don't have ei-

Most active agents don't have ei-ther designation. "They think it takes too much time, they don't think it benefits them and they don't want to spend the money," said Michelle Michael, an associate broker with Re/Max Ez-ecutive of Farmington Hills. Michael, who has both a GRI and CRS, is chairwoman of the education marketing committee for the Western Wayne Oakland County Association of Realtors.

f Realtors. Michael sees things a little differ-

ently. "Going through the classes heightens awareness of problems that can arise, teaches how to ask ques-tions. Believe me, it just makes you

tions. Believe me, it just maxes y-sharper." Kathleen Radilla, director of pro-fessional development for Profession-al Association Services, administra-tive arm of the Birningham-Bloom-field, Rochester Area and South Oakland County really boards, con-

"I focus on the point that the more knowledge, information you have, the more confidence you'll have in the field," she said. "Higher producers, higher incomes generally have the ed-uration."

ucation." There's another big plus, Redilla

added. "It's demonstrating these people are committed to the profession. They're not just getting the bare min-

imum." Austin, a GRI, said she finds that agents without professional certifica-tions do all right, but those with ad-ditional training do better. "A lot don't understand the value.

You have to nudge them along," she "I think better-informed, better-educated agents are more professional. I think they are interested in being the-best they can be. You get more re-spect from your peers. 'Austin said...' Allen King, an associate broker with Prudential Great Lakes Realty in Farmington Hills, has a GRI and CRS.

with Prioritial Ures. Lakes Itelaty in Farmington Hills, has a GRI and CRS. "The point is you're preparing yourself to offer the best services pos-sible." King said. "The line and outs of our business are very important. We have to be knowledgeable in many fields."

We have to be knowledgeable in many fields." Penny Trabbic, sales manager for Max Broock West Bloomfield, also have a GRI and CRS. "I can't are senough about how im-portant it is," she said. "It opened a broader-based knowledge and bottom to the industry for me as a newer agent. It go tme to see beyond the limited amount of information I was retting with experience." "Classes for GRI are offered on a continuous basis. "It is worth the time invested," Mit-chel said, "It will make you more professional, and that, in turn, will help you carm more more, Thoose who hold these designations are at the top of the field."

the Michigan Association of Realtors GRI desig-nation. This designation, like a college degree or profes-sional designation, abows that the 30-year sales veteran has the highest quality real estate creden-tials and training. She also recently attended a seminar sponsored by Republic Bancorp Mortgage Inc. on "How to Stay on the Cutting Edge. . . . Without Losing Your Balance." Contract directly; know what disclosure means

ROBERT AND A CONTRACTOR AND A CONTRACTOR

tract directly with the contractors of the association and the management company should be no more than a conduit through which the checks are

company should be no more than a conduit through which the checks are issued. Secondly, the association should maintain light controls over the ex-penditure of funds made by the man-sement company in terms of the management agreement that it enters maning the same of the association to mentia abilities of the association to mentia obligations. I am legitimately concerned that you may be left holding the bag and if your anagement has this type of an arrangement, you should consider your options of terminating the man-agement company under the apparent circumstances of the case, assuming you have the right to do so.

I would consult with an attorney who can best serve your needs and who, of course, is not tied with the management company, and is pre-pared, if necessary, to litigate sganst the management company. Q. Can you please advise me as to whether home builders are cov-ered by the new seller's disclosure statute, which went into effect in Jan-use?

statute, which went into effect in Jan-uary? A. The new legislation regarding seller's disclosure applies only to transfers of any interest in real estate, which consists of one to four residen-tial dwelling units. A vacant lot does not contain "any residential dwelling upits." units."

units." The statute provides that the seller's disclosure need not be made by licensed builders when they sell "newly constructed residential prop-

erty that has not been inhabited." If you are a home builder, make certain the entity that owns the newly con-structed residential property has ille to the property and sells the property with this statute. If the huilder carries a license in his individual name and constructs a home tilled in the corporation's mame, then the builder opens itself up to a claim that the competition would have compiled with the seller's disclosure law.

Robert M. Meisner is a Birminghower in means of a boundary ham-area allorney concentrating his practice in the areas of condomini-ums, 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.

