# REAL ESTATE LISTINGS

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

E TENANT REP
Levi F. Smith Real Estate Inc. of Southfield has been named the Detroit-area member of The International Tenant Representative Alliance.
ITRA represents 20 independent commercial real estate companies nationwide.
ITRA's coal is to attract

commercial real estate companies nationavide.

The ITRA's goal is to attract highly qualified and well-regarded tenant representation companies in each respective market," said Levil Smith, president of Levi F. Smith Real Estate. "I am pleased to be their exclusive representative in the Detroit area."

Formed in 1992, ITRA members provide user-oriented services: such as developing real estate strategies for corporate clients, site selection, lease regotiation, audit services and facility management. Member firms do not take property listing nor do they represent property ownership in real estate transactions.

As of Jan. 1, state law requires brokers to de-

estate transactions.
As of Jan. 1, state law requires brokers to declare on first contact with customers if they represent buyer/tenants or seller/landfords.
Formed in 1988, Levi F. Smith Real Estate is one of the Detroit area is few commercial real estate firms to represent tenants and purchasers escausively.

ENEW DERECTOR
Carol Plags of Livonia becomes regional marketing director for Village Green Management Co.
Farmington Hills. She had been assistant marketing director. She II support the marketing of about 20 Detroit-area apartment communities managed by Village Green.

Som BOARD
Southfield-based Grubb & Ellis has added to its
Industrial Properties Division by hiring Dandel
Doyle, a secent graduate of the University of
Michigan Business School. He'll be responsible
for leasing and selling industrial and high-tech
properties in the 1-275 corridor, which includes
Novi, Farmington Hills and Wixom. He previously
worked at Rossetti Associates, a Birmingham architectural firm.

## REAL ESTATE NEWS

## Marketing homes takes on high-tech hue

MaxStar Multimedia Corp. of Farmington Hills is bringing highnputer applications to real es-

ite sales. Ita plan — integrate color pictures into a software program so buyers can designate desired amenities, location and price range, then actually view available houses within those param-

eters from a computer.
"It gives another way to market the house," said Brian M. Kelly, MaxStar president, "Buyers will like it because they can stay home with a cup of coffee on Sunday (with the computer) instead of driving all over town."

own." Online Open House is in the em-

Online Open House is in the embryonic stage.
Computers must have a phone modem to access the service. ManStar will furnish the software to users for a handling charge of about \$5. Sellers' agents or the sellers, themselves, will pay a percentage of the

listing price to get into the system, Kelly said. It's 0.09 percent if paid up front at listing, or 0.1 percent at closing. That comes to \$96 and \$120, respectively, on a \$120,000 house.
"Wo're lining up real estate agents who would basically approach a seller and offer the service in a listing package," Kelly said. "A real estate agent could pay it out of their own pocket, split it with the seller or what have you.

split it with the sense or was anyou.

"It's not open to for-sale-by-owners now, We don't want to alienate real estate agents. They're our bread and butter, "Kelly said.

Sellers get 10 color shots of the house with a brief descriptive text, including location by community, price and school district. Just enough to spark interest.

The name and contact number of the listing agent is displayed for more information or to arrange for a personal visit.

"We can break information down just like a multi-listing service," said

Daryl Ferkins, vice president of special projects for MaxStar. "But we're not in conflict because the person getting this last' getting the address or street. That way we don't clash." Kelly said be suspects Online Open House will supplement rather than replace advertising in newspapers and magazines in the immediate future.

and magazines in the immediate future.

"Now, I think it's just one more tool," he said. "I would think that in 10 or 15 years, interactive multi-media will replace traditional advertising."

Ted Martin, owner/broker of Red Carpet Keim Westland, has been in the business for 26 years. Agents and prospects greatly value their time today, he said.

"I think it's an interesting concept to get prospective buyers active in the process with their own computers," Martin said.

process with their own computers," Martin said.
"Another way it's useful is to have someone come into your office and look at houses without getting into a

car and going door to door. Typically, half to two thirds of the houses you look at, if you had information, you wouldn't waste your time or the buyer's. Martin said.

David E. Owens, broker/owner of BRA Accent in Livonia, sees the service as especially heightly to transferees who have a only few days to find a new house during a pre-relocation visit.

"The cost, I think, is very minimal for what you get," Owens said. "Poople like to see the inside as well east he outside. It's going to save buyers time, agents time.

"The name of the game is to provide service and products in the "Dos," he said. "That's what we're trying to keep shead of.

"Now, we're offering it to sellers at no additional fee. I don't know where we'll go in the future. — Pass it (cost) on to sellers or provide it as an additional service to give us an odg.

"It's here. People like technology, they like color," Owens said.

## Guard minority's rights; prenuptials enforceable

Q.I read with interest your question regarding a hotel condominium in which the developer had control of the votes because of the number of units he owned and also had control of the votes because of the number of units he owned and also had control or the rental management promen services company. How can we get the association board to call a meeting if, in fact, the officers and the rental company? The value of our units has deteriorated and the nondeveloper controlled owners appear to be in a situation where their hands are tied. What can an individual owner do? Legal fees to pursue this appear to be prohibitive.

A. Of course, the easy way out is to try to sell your unit and disengage yourself from the association.

yourself from the association.
Whether that's feasible or desirable, it appears that as minority members of the association, which is controlled by the developer, apparently long after turnover, you are not getting the benefit of your bargain, namely a condominium controlled by the association members who are not developer affiliated.

developer affiliated.
While you suggest that the cost of legal fees may be prohibitive, that is, of course, subjective in considering the diminution in value of the units which you suparently are suffering, as well as the inability to have any control over the operation of your association and presumably paying exorbitant rental fees, which hure to the benefit of the developer.

I would reconsider the prospect of retaining an attorney who is able to protect the minority rights of the

members of the association so as to address the wrongs which the devel-oper and its affiliates are apparently inflicting on the members of the asso-ciation, and to hopefully recoup dam-ages from the responsible parties.

Q. My wife to be and I are purchasing a condominium. I have been considering a prenuptial agreement. Are they enforceable in Michigan?

Michigan?
A. Recently, the Michigan Court of
Appeals has upheld the enforceability
of a prenuptial agreement although
based on contract principles that the
court will defer to the intent to the

court will defer to the meent to the parties.

Obviously, in preparing a prenuptial agreement, it is important for both parties to fully disclose their assets and to otherwise ensure that there are no fraudulent inducements in connection with the prenuptial

agreement.
If, in fact, all the facts are dis-

closed, the courts seem to be favoring such agreements, but they must be fair, equitable and reasonable in view of the surrounding circumstances and

of the surrounding circumstances and facts.
You are well advised to consult with an erperienced contract attorney to discuss with you all aspects of the prenuptial agreement and how it might best be enforced should that-come into issue.

Robert M. Meisner is a Birming-ham-area attorney 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, 93200 Telegraph Road, Suite 467, Bingham Farms, MI 48025. This column pro-vides general inforpation and should not be construed as legal opinion. To leave a voice-mail message for Robert M. Meisner, dial (313) 583-2047. leave a voice-mail message for Robert M. Meisner, dial (313) 953-2047, mailbox 1871.

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