### REAL ESTATE NEWS

# LISTINGS

Listings features news and notes about subur-ban real estate. To list an announcement, write: Listings. Real Estate Editor, Observer & Ecoardic Newspapers, 805 E. Major, Birmingham, Mi 48009. Our lax number is (810) 644-1314.

Mary McLood of Century 21 Row, 37172 Six Mile, in Livonia, earned Century 21's Centurion Award for sales achievement and outstanding customer service. The award goes to about 1.5 percent of Century 21's 70,000 sales associates very year. Realtor associate Charlotte Jacunski, also from Century 21 Row, placed in the firm's Top 21 for earning the highest gross closed commissions in July.

McLood



Commissions in July. McLeod

B LEARN COMDO GPERATION

Robert M. Melsmer, a Bingham Farms attorney who writes the Condo Queries column for the Observer & Eccentric, will teach "Advanced Condominium Operation: The Essentials for Success at three locations starting this fall. The class is the sequel to "Condominium Operation: Introduction to the Essentials for Success."

The course runs 7-9 pm. on four consecutive Tuesdays: Sept. 27 to Oct. 18, at Oakland Community Collego Orchard Ridge Campus, 27055 Orchard Lake Road, Farmington Hills; Oct. 25 to Nov. 15 at Starling Heights High School, 1200 Fifteen Mile; and Nov. 22 to Dec. 13 at 30200 Telegraph, Bingham Farms.

The course is for anyone interested in serving on a condominium, co-op or homeowner's association board of directors, including current board members and developers.

Cost is \$100 for one enrollment; \$25 for additional enrollments from the same organization.

To register, call the OCC's Business Technology Center at (810) 471-7729.

BE LARRA BERATULE
Fred Richter, president of Richter & Associates, Inc. in Northville, earned the master property manager (MPM) designation from the National Association of Residential Property Managers.
A real estate broker since 1968, Richter is an accountant and real estate investment instructor at Schoolcraft College in Livonia, Richter & Associates, at 41740 Six Mile, manages nearly 200 rental properties valued at about \$20 million.
Richter is on the National Association of Residential Property Managers board of directors.

## New focus follows Birmingham merger

By JANICE TIGAR-KRAMER

Two real estate firms with atrong marketing presence in many Observer & Eccentric communities recently got

a Eccentric communities recently got atronger.

The merger of Real Estate One in Birmingham with Ralph Manuel's Birmingham agency is a good deal for both firms and for consumers, the

brokers said.

"We're the first broker in the country to consolidate two companies but maintain separate names and identities." and Dan Elsea, Real Estate One metro-Detroit north/east division president. "Our market share will continue to grow and accelerate quicker because of (the consolidation)."

tion)." The merger won't change Ralph Manuel's image, which is largely what appealed to Real Estate One, said Dennis Dickstein, former owner of Ralph Manuel Associates in Bir-mingham. The high-end agency, at

1821 W. Maple, has been a benchmark in the Birmingham-Bloomfield area for more than 30 years. It will continue to be a Ralph Manuel agency although owned by Real Estate One.

One.

"Real Estate One now has a venue to capture and compete in the high-end real estate market and to expand on the Raiph Manuel name in the future," he said.

The deal gives Real Estate One li-censing rights to open additional Ralph Manuel offices from Telegraph Road cast through Wayne and Osk-land counties. Dickstein still owns Ralph Manuel West, at 32961 Middlebelt in Farmington Hills, and has the licensing rights west of Tele-graph Road.

Dickstein said he'll receive residu-als from any new offices opened in the licensee's region. The financial terms were not disclosed.

The consolidation doesn't require

approval from the Michigan Association of Realtors.

Farmington Hills-based Real Estate One, with 20 company-owned offices and 34 franchises mostly in southeast Michigan, offers clients so-phisticated marketing tools. They include Market Power, a computer-generated home marketing analysis for buyers and sellers, and Relocation America, a full-service relocation division.

remerce, a uni-service relocation division.

Real Estate One also is the area's acclusive representative for Genesis, a client referral network.

For now, Real Estate One's biggest challengs is the physical move from its old office at 101 Southleld Road to the Ralph Manuel agency on Maple. They may enlarge the 9,000-square-foot building to accomodate 40 to 50 sates people. The Southfield Road office will be closed after the move.

move.

Sue Kelly, who had managed Real
Estate One in Bloomfield Hills, will

head the Birmingham agency. She supects about 10 Real Estate One agents to transfer to Ralph Manuely others will move to Real Estate One in Bloomfield Hills.

Since sales agents are independent contractors, she said no one will lost a job because of the consolidation.

How will the merger affect buyara and sellers?

and sellers" "We won't attempt to change Ralph Manuel," said Elsea, "but consumers will see increased marketing more presentation pieces and a larger (sales) ataff. We just intend to improve what is already there." The consolidation does not affect contracts that sellers have with Real Estate One agents who have transferred to Ralph Manuel, he added.

Said Dickstein: "This is a good move for Real Estate One and Ralph Manuel. I like being innovative and being part of something that's inno-vative."

## Limits key to allowing dogs; do audit to track defects



Q. I have read about a conde association that encourages dogs to come into the condo project. How would we go about accomplishing that result and do you think it's a good idea?

ROBERT M. MEISNER

ROBERT M.
MEISNER
tion, there are benefits to having a condominium that prohibits dogs ab-

condominium that prohibits dogs absolutely, that allows one or two dogs as a limit, or alternatively that allows any number of dogs. A condo that does not put any limitations on animals has to be prepared to embark upon a very strenuous and perhaps difficult enforcement policy to ensure that the dogs are properly maintained and that they do not cause a problem for the other residents. The article that you are referring to may have dealt with a condo that was

having marketing problems and chose resort to this type of alternative to in-terest purchasers in the condomini-um. It may well backfire. It would also require, depending

upon your documents, amendments to the condominium bylaws requiring sufficient co-owner approval to ac-complish the result intended.

complish the result intended.

Q. We have a series of construc-tion defects with our developer.

What is the process that should be followed to ascertain whether or not we have a claim against the de-veloper?

not we have a claim against the developer?

A The association should embark upon a physical saudit to determine the exact nature of the defects, whether these defects are attributable to the developer or person for whom the developer is legally responsible, what corrective measures need to be taken to correct the defects and what these corrections will cost.

Presumably, this should be done by an architect and/or engineer disciplined in the area of expertise necessary to determine the nature and extent of the defect.

The association should consult with legal counsel as to the various theories of law under which the association can seek redress depending upon the nature and extent of the defects in the condominum project and then make a business decilot as to whether legal action will be necessary to resolve the dispute.

It is important to have a team of consultants, working on behalf of the association, who are experienced and knowledgeable in this area.

Q. How do we ensure that the election of the directors? There also has been an abuse of the "proxy" at our association.

A. Advertise in the newsletter at least aix months before the election regarding the upcoming election. Send a separate call for a nomination letter. Send a followup postcard to interested candidates.

As far as collecting proxiee is concerned, send a reminder notice to the community or building if applicable,

use a postage-paid, pre-addressed post card for proxies or bailota. Send a reminder letter to owners five days after mailing the proxy and accept only a proxy that is in conformity with the bylaws.

Limit the number of proxies that one person can hold and require proof of validity (proper authorized aignature, aignature card kept by the association, etc.) with respect to proxies, if your documents otherwise do not prohibit it.

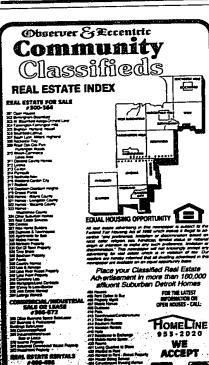
In terms of conducting a fair election, have a neutral party conduct the election and give everyone a chance to run, vote and voice opinions. Give the candidates an equal chance to speak, showing no preference to any one candidate.

Finally, in terms of counting the bailots, have a neutral party count the bailots, count the bailots, count the bailots in the open, not in private, and allow owners to watch the counting process.

Robert M. Meisner is a Birmingham-area automay concentrating his practice in the areas of condominiums, real estate and corporate law.

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