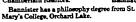
REAL ESTATE LISTINGS

ban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham 48009, Our fax number is (810) 644-1314.

M SOMES RE/MAX
Realtor Gerry Bannistor of Royal Oak joined RE/MAX Executive
at 2025 W. Long Lake, Troy, announced broker/owner Dan
Shanoaki.
He'll concentrate on residential real estate in southern Oakland and
Macomb counties. The 10-year industry veteran had been with
Chamberlain Realtors.



E MAW AGENT
Marcia Swein of Birmingham joined McNabnay & Associates, Inc. New America Network
Commercial Real Estate in Bloomfield Hills.
She'll specialize in lessing and selling office and
medical space throughout metro-Detroit.

She had managed more than 437,000 square feet of space in the Chicago area for Hiffman, Shaffer and Anderson, a New American Network affiliate.

Steve Levitt, a real estate agent since 1978, be-comes sales manager for ERA Banker's Realty in Farmington Hills. He had been a manager for Chambertain Realtors and Coldwell Banker

Levitt has a marketing degree from Wayne State University and a real estate certificate from the University of Michigan. He's earned the GRI des-ignation and has more than 325 hours of real es-tate instruction.

EI TOP PROCEETES

m TOP PROCUCIES

Realtors Edith Jean-Rice Garner and her
partner Lealte Farnet of ERA Banker's Realty,
Inc. at 30038 Orchard Lake Road, Farmington
Hills, were named agents of the month.

The two say their real estate philosophy works:
"We've in the business of giving exceptional service."

REAL ESTATE NEWS

CD-Broker helps Realtors work more quickly

STECLU WHITES

Time is money in the real estate business, so anything to help sales agents work smarter and faster is worth a look.

Interactive Video Inc., a Farmington Hills-based software developer, has a new program on CD-ROM that allows Realtors to quickly access listing information from Realcomp II, the multiple listing service states experience of the serves seven Realter boards in Detroit and suburban Wayne and Oak-land countless.

troit and suburban Wayne and Usz-land counties.

The key is "quickly," since Real-comp's lines can be jammed during peak working hours with agents trying to call up listing information they need to pass on to their house-hunting clients. Realcomp serves some 7,000 Realtor-subscribers and stores 80,000 listings and 30,000 pic-tures.

tures.

CD-Broker, a windows-based program on compact disk, allows brokers and agents to get MLS information with high-resolution color pictures in seconds from a personal deaktop or laptop computer.

Down the road, we see this pro-

"Down the road, we see this program as the industry standard. It's

the MLS brain on a disc," said Timothy Kean, Interactive Video marketing director.

Resitors had been saking for easier access to MLS files, so Realcomp added a server to its mainframe in 1997, making listing files more accessable to software developers like Interactive Video.

"We decided to tear down some historical barriers to make it easier for member Realtors to get their own goods," said Kevin McQuenn, Real-comp's chief executive officer.

CD-Broker offers Realtors several benefits besides quick access to the MLS, among them:

More time outside the office to service clients and sell.

Flaibility to work at home on a personal compouter or in the car with a lastop,

Ability to search for active listings within a square mife.

Ability to de acceptable marketing analysis (either a bar graph or one-line summary) in seconds and create brochures with photos.

Room to store the real extar requirements of the property of the contractive clients.

Ability to update new listings and started and selling the started contractive clients.

Ability to update new listings and started and selling the started contractive clients.

Ability to update new listings and started contractive clients with started and selling and se

solds daily.

When the program catches on, it may even replace the hefty MLS books that Realtors subsectibe to and carry in their cars to house burt, asy Interactive Video president Joe Emerick, a former real estate agent, who two years ago decided the industry needed a more efficient way to harvest listing data.

Emerick brainstormed with Kean, Emerick brainstormed with Kean, emproval to the industry needed a manager George Graner and programmer Rob Skolas the flour opproval to the into the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the MLS, the flour opported to the lost of the

(CD-ROM) technology," said Emeick.

The program is a boon to large offices, who have lots of agents trying to
access the MLS, and to amaller brokers who work at home and use their
office mostly for closings, he added.
Associate broker Carol Boji said
CD-Broker gives her agency a competitive edge over the large franchises.

"We can update information every."

day and keep costs down by eliminating the MLS books. Flexibility is important because 30 percent of our agents are usually on the road or working at home, said Bolt, menser of Notwork Real Estate in Farmington Hills.

Jos Meinik, arsociate broker and manager of Real Estate One in Plymouth-Canton, calls CD-Broker as book on CD-ROM and then some. "It's not the end-all for agents. We still have to show houses and ducate the client, but the program is only limited by the agents themselves —they'll decide if they want to buy a laptop for more flexibility." It see the day we'll have computer

"I see the day we'll have computer terminals in the conference room where people can look through home listings," he said.

listings," he said.

CD-Broker is \$75, plus \$75 a month for updated CDs that are delivered every two weeks. The annual fee for a five-user network runs \$300.

The minimum hardware requirement is a 486/DX33 IBM-compatible microprocessor and a mouse.

For more information, call (810) 851-2060.

Board holds ultimate say but also accountable



handle the situation.

Who is responsible for checking our property for maintenance and enforcement of the bylaws?

enforcement of the bylaws?

A. The association's board of directors is responsible for the maintenance and administration of the condominium project to the extent that

the condominium documents vest upon the condominium association the responsibility for such maintenance, repair and/or replacement. Simply put, the board of directors tells the management company what to do, as opposed to the management company directing the board as to what to do. As to the overseeing of maintenance responsibilities, that should be left to the management company, if delegated to it by the board of directors.

should be left to the management company, if delegated to it by the board of directors.

The board ultimately has the re-sponsibility to administer the con-dominium and, therefore, to oversee the maintenance activities.

Q. I am a member of our finan-cial committee and have learned through another management company that our management

company is apparently somewhat delinquent in paying its personal bills to contractors, service organ-izations and the like.

I am concerned this might have a detrimental effect on our associa-tion. The board members seem to be ignoring this issue because they have a cheap management foe and are sometimes wined and dined by the management company.

A. Write a letter to the board of di-A. Write a letter to the board of di-rectors expressing your concern re-garding the financial integrity on the management firm. Make sure that persons handling the association's monies are bonded and that your management contract, which should have been reviewed for the associa-tion by counsel, protects the associa-tion to the extent possible in the

event of a default by the management company.

Obviously, to the extent that the management company is having cash flow problems or other financial problems, it may adversely affect the ability of the management company to serve the interest of your association, including retaining the type of quality personnel necessary to accomplish the goals expected of it under your management contract.

the goals expected of it under your management contract.

If the board does not react to your concerns, you may wish to make it a political issue at the condominium association or consider alternative legal proceedings to protect the association's interests.

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

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