

REAL ESTATE NEWS

REAL ESTATE LISTINGS

High-tech Realtors not office-bound

BY JANICE TIGAR-KRAMER SPECIAL WRITER

Carol Boji of Farmington Hills knows first-hand it's a lot easier now...

baby sitters before finding a competent nanny.

Today, thanks to personal computers and modems that link Realtor-subscribers to the Multiple Listing Service (MLS) mainframe, agents like Boji are no longer office-bound.

quarters to accommodate up to 100 licensed agents, will train in the office with Boji before setting up at home.

Working this way is a win-win situation for the broker and the agent. The broker pays less to run the office and agents pay lower broker fees because they supply their primary office, computer, real estate, fax and other services.

Home-based real estate also is becoming a national trend, says Dan Dressman, Michigan Association of Realtors executive vice president.

"Realtors will be spending less time in their cars and offices because most of their work can be done electronically. Most of the technology that Realtors need to work at home has been created — now we have to determine the applications," said Dressman.

Besides retrieving MLS data from their homes, many agents use supplemental programs to do loan amortiza-

tions, color brochures, comparative marketing analysis and client follow-ups. The Land Data program provides tax information and legal property descriptions from county records.

"Clients who know I have this capability at home call me at night when they're not rushed and I'm not rushed," said Deborah Goldberg of Farmington, an associate broker for Network.

Goldberg's home set-up was a blessing this year after a fall left her house-bound for four months. She wasn't able to show homes, but she listed an sold property from her home by faxing information to her broker's office.

"What's happening in real estate reflects our changing lifestyle. Ten years ago, you had to leave your town with an offer and today you can fax it," she said.

Listings features news and notes about suburban real estate. Special writer Janice Tigar-Kramer compiles it. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 805 E. Maple, Birmingham 48009. Our fax number is (810) 644-1314.

AWARD WINNER Realtor associate Charlotte Jacumal of Century 21 Row, 37172 Six Mile, Livonia, earned the company's Quality Service Award for 1993.



Jacumal

She received the top service award for outstanding client satisfaction.

JOHN McNABNEY Lorrice Gentry joins McNabney & Associates, Inc. New America Network Commercial Real Estate in Bloomfield Hills as assistant to the president. She'll assist David McNabney in the leasing and sale of office and medical space in metro-Detroit.

The Warren resident had been executive secretary for Professional Association Services, which provides administrative services to three Oakland County Realtor boards.

LET'S MAKE A DEAL Cadillac Motors said it has teamed with the National Association of Realtors to provide members with special purchase or lease terms.

Realtors make their best deal with a Cadillac dealer, then receive a \$500 coupon toward the purchase or lease of a new Cadillac, or receive 6,000 additional miles during the contract period of a GMAC Smart Lease.

Cadillac said it's making the offer to NAR members because they are loyal Cadillac buyers who are important to the automaker's success.

"The demographics of NAR members, along with the nature of their profession, are a perfect match for buyers of all our models, but especially our large luxury sedans," said Peter Gerosa, Cadillac general sales and service manager.

The winner of a sweepstakes to be held at the National Association of Realtors convention in Anaheim, Calif., in November wins a 1995 De Ville Concours.

NAR is the nation's largest professional association. It has 750,000 members in 50 states and Guam, Puerto Rico, the District of Columbia and the Virgin Islands.

Avoid small-claims courts; press for tree upkeep

CONDO QUERIES



ROBERT M. MEISNER

A. My general recommendation to condominium associations that I represent is to refrain from going to small-claims court for a number of reasons, among them: the association gives up its right to pursue its lien for nonpayment of assessments, which could result in a forced sale of the unit; a decision of the small-claims court is not appealable; and the rules of evidence are suspended; and the nature of the court, it is not likely at-

torney fees will be awarded against the delinquent co-owner, since an attorney normally is not present in small-claims court.

You are well advised to exercise all of your remedies, which will normally result in a circuit court proceeding.

Q. Various trees in our condominium are overgrown and need pruning. The board of directors is not prepared to take action to maintain these trees, and I'm afraid they will die or otherwise uproot some of the common elements, including sidewalks and driveways.

A. Point out to the board that its failure to take care of the trees may not only create an environmental problem, but also may undermine the common elements of the condominium, literally and figuratively, which could result in an unnecessary expenditure for the association, which translates into mismanagement on

the part of the association's board of directors.

I would write a letter to each association board member, pointing out that unless immediate action is taken, this will be a matter for discussion at the annual meeting. If your letter results in no action being taken, I would consult with an attorney.

Q. Let's assume the Tigers build a new stadium. Is it possible for them to sell off condominium units, perhaps as private suites, within the confines of the stadium? Would it make any sense for a purchaser to buy a condominium unit in a stadium?

A. Any cubicle of space can be "condominiumized," and that would presumably include a suite in a ballpark. Whether or not a ballpark owner would want to sell condominium units in the park itself as suites is debatable because the stadium owner may not want to relinquish control of

the suite area to anyone on a permanent basis.

The idea is somewhat ingenious and has been used at stadiums to the extent of selling parking spaces for a period of years. A condominium can be established in a commercial setting even though the surrounding area of the office building are not condominiumized. That would, of course, apply to a stadium.

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 853-2047, mailbox 1871.

CLASSIFIED REAL ESTATE

Observer & Eccentric Community Classifieds REAL ESTATE INDEX. Includes a map of the Detroit area and a list of real estate services and contact information.

301 Open Houses. Multiple real estate listings with details on properties, prices, and contact information for various agents.

JUST LISTED NORTH WABEEK CONTEMPORARY MASTERPIECE! OPEN SUNDAY 2-5. 1722 LONG LAKE SHORES - No. Long Lake - E. of Middlebelt off WabEEK Lake Dr. W. A White Brick Ranch designed by Lou Des Rosiers. Completely updated! High Ceilings, Skylights, Beached Oak Flooring, 4 Bedrooms, 3 1/2 Baths, Great Room has Floor to Ceiling Picture Windows & Skylights, New White Formica Island Kitchen with Sub-Zero & Top of Line White GE Appliances, Large Formal Dining Room, Library, Finished Lower Level Walkout with Family room, Walk-in Wet Bar plus Bedroom Suite & Large Indoor Reflection Pond! Much More. Asking \$749,000. MUST SEE! Dynamic Gorgeous Home with Pool & Spa. Includes a photo of the property and contact information for Sylvia Stotzyk.