REAL ESTATE LISTINGS

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

FREE SCHMAR
Philip Lang, broker/owner of Red Carpet Kelm
Superior Inc., will hold a free seminar entitled
"Real Estate and You the Career," 7-9 p.m. Tuesday, Nov. 15, at 27340 Southfield Road, Lathrup
Villago.
This seminar is open to everyone. Call (810)
559-7470 to reserve a spot.

SOTH ANKIVERSARY

ESOTH ARRIVERSARY
Thomas Goobel of Tepee Realty in Plymouth attended the Michigan Chapter No. 1 Realtors Land Institute's 50th anniversary ociebration Oct. 13-20 in Grand Rapids.
Goobel is the 1954 president of the Michigan Chapter, the first state chapter chartered by the organization 50 years ago

M RYALTOR GUTLOOK

The Michigan Association of Realtors will offer one cleas of membership for brokers and salespersons effective Jan. 1, 1995.

All members will be known as Realtors and will have voting privileges and a voice in all board matters.

In Michigan, there are few boards left with both Realtor and Realtor-Associate members.

So reports Outlook, a publication of the Bloom-field Hills-based Professional Association Ser-vices, which represents the Birmingham-Bloom-field, Rochester Area and South Oakland County Boards of Realtors.

These three boards have instituted a task group plot strategy for merging by May of next year.

The new board, tentatively called the Metropli-tan-Oakland Association of Realtors will serve the 2,800 members now comprising the three boards.

... Task group members are: BBBR, Nita Anderson, Prudential Great Lakes; Robert Taylor Jr., son, Frudentia Great Lases; nobert Layinr of Chamberlain, RAAR, Caroline McGuire, Re/ Max Professional; Carol Shelton, Real Estate One, SOCBOR, Bob Corbett, C-21 Campbell Realty; James Sands, Standard Federal Bank.

Mary Jo Carlson chairs the Professional Association Services board of directors. Presidents of the three boards that make up the group are: Mary Savole-Huff (BBBR), Gladys Corbin (RAAR) and Jame Griffin (SOCBOR).

REAL ESTATE NEWS

RE/MAX communicates by satellite

RE/MAX took an early plunge into the 21st Century when it became one of the first real estate organizations in the world to launch its own satellite

At least of the 26 RE/MAX offices

At least of the 26 RE/MAX offices in Oakland, Wayne and Maccomb counties tuned in Nov. 1 for the kickoff of RSN — the RE/MAX Satellite Network.

"The main thrust of it is to get to the sales associates, who are the backbone of the business," said Jeanette Schneider, regional administrator for the RE/MAX Detroit Metro Region.

Jeanette Schneider, regiona summis-trator for the RE/MAX Detroit Metro Region.

The network hopes to accomplish this by providing programming that covers computer and high-tech train-ing, formal continuing education, business and personal financial plan-ning and motivational and sales training.

Although RSN, which was ca-signed exclusively by and for RE/ MAX, is grared toward real estate agents, it is also designed to benefit office managers and administrative support staff.

"It's a great educational opportunity without having to travel all over the country to hear good speakers," and Crystal Helley, broker/owner of RE/MAX 100 Inc. in Novi and RSN

aubscriber.

"It's all right there and it's easier for them to use, " said Eric Stark, communications coordinator for the

communications coordinator for the region.

RE/MAX intends to link its offices through the satellite network by providing interactive programming two Mondays each month during its broadcast time. Viewers in different offices can participate in networkwide or regional exchanges via telephone or the real extate organization's online computer system. The first networkwide video conference is scheduled from 10 a.m. to 2 p.m. Monday, Nov. 14.

Most likely, the RE/MAX Detroit Metro Region will not invest in video equipment because it does not need to participate in regional interactive programming. Schneider said. Offices in the region are in close proximity to one another, making it casy for real estate agents to come together and meet face to face.

Interactive programming will benefit regions that are more spread out. Schneider said. "These people probably don't get to see each other often and exchange ideas." she said. "I think when you see each other and talk to each other, it makes you feel more that you are part of a team."

For an office to plug into the net-work, its owner must sign a five-year contract with Broadcast Internation-al, the company RE/MAX contracted with to handle servicing and installa-tion. The monthly rate billed to the owner depends on the size of the off-ice's staff, not on how much of the programming is viewed.

On average, the monthly cost for an office to subscribe to the network runs about \$230 to \$250, Schneider said. That includes \$60 a month for the actual satellite dish, an optional \$40-a-month maintenance fee and about \$130 to \$150 a month for the actual programming, depending on the size of the staff.

At least 730 RE/MAX offices in

Unlike Halley, who signed up for ... network services as soon as she found ... out they were being offered, Joe Dur-2 so, broker/owner of RE/MAX West in ... Livonia, decided to walt and see for himself what the network is all about ...

Durso called it a good idea. "But I want to see it functioning first and I want to weigh the value of it."

RE/MAX Satellite Network will air

for an average of 80 bours a month between 10 a.m. and 2 p.m. Monday through Friday. After the first of the year, plans are to expand to 120 hours a month of programming.

A similar network, the Real Estate-Television Network, started up Aug-1 in California. Unlike RSN, this net-we k is not affiliated with just one real estate organization and any office: can subscribe to it.

Apply bylaws evenly; look for best lawyer



Q. Could you address the problem of recalcitrant commers who flagrantly violate the condominium and association bylaws and refuse to cease and desist? I have been serv-

ROBERT M.
MISSION
In fave been seving on an association bear for seving problem in the area as the circl rights laws continues to roolve.
A. If the condominum association, through its directors, discharges its legal and fiductury responsibilities, it will enforce the restrictions and rules and regulations in a uniform and consistent fashion.

If it does so, it will no doubt be able to thwart any claims that it is somehow discriminating against any co-owners, either in the manner in which it enforces the documents, or based upon some prohibited classification such as race, color, creed, sex, marital status are:

such as race, color, creed, sex, maritial status, age, etc.
Co-owners who refuse to live by the bylaws should be dealt with by the sasociation through the proper procedures as embodied in a written procedural document prepared by the association's counsel for distribution to the co-owners. This bylaw enforcement procedure has proven over the years to encourage associations to follow a uniform and consistent policy. Certainly, associations and their boards must be mindful of not violating any civil rights laws.

However, recourse by co-owners

who refuse to live by the rules to civil rights threats should not be a source of intimidation against condominium boards that are not discriminating and are doing their job properly.

Q. I am a member of a board of directors and we are considering retention of a lawyer for our con-dominium association: Unfor-tunately, the board has been delay-ing this decision for several months when there are pressing le-

gal needs.

The attorney I have in mind is well respected and very knowledgeable. Others on the board are shopping for less-expension of the control of the

sive attorneys.

How can I impress upon the board the need to get legal counsel as soon as possible and to get the

best lawyer that we can?

A. While it is not a frequent top-thought of board members of condominium associations, it should be remembered that if they do not hire the best lawyer they can, that same lawyer could end up in position to be their adversary by representing individual co-owners and/or contractors who deal with the association, potentially in an adverse situation.

Simply put, you want the best law-yer on your side. Moreover, delay in Simply put, you want to a seek your on your side. Moreover, delay in retaining legal counsel may be an excuse on the part of the board to not want to expend monies on legal counsel and/or to never retain legal counsel.

sel.
Robert M. Meisner is a Birming-ham-area attorney concentrating his practice in the areas of condomini-ums, real estate and corporate law.

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