

REAL ESTATE LISTINGS

REAL ESTATE NEWS

RE/MAX communicates by satellite

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

FREE SEMINAR

Phillip 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 Village. This seminar is open to everyone. Call (810) 659-7470 to reserve a spot.

60TH ANNIVERSARY

Thomas Goebel of Tepec Realty in Plymouth attended the Michigan Chapter No. 1 Realtors Land Institute's 60th anniversary celebration Oct. 19-20 in Grand Rapids. Goebel is the 1994 president of the Michigan chapter, the first state chapter chartered by the organization 60 years ago.

REALTOR OUTLOOK

The Michigan Association of Realtors will offer one class 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 Bloomfield Hills-based Professional Association Services, which represents the Birmingham-Bloomfield, Rochester Area and South Oakland County Boards of Realtors.

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

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

Task group members are: BBRB, Nita Anderson, Prudential Great Lakes; Robert Taylor Jr., 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 Saville-Huff (BBRB), Gladys Corbin (RAAR) and Jane Griffin (SOCBOR).

BY REBECCA BURNS
SPECIAL WRITER

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 network.

At least of the 26 RE/MAX offices in Oakland, Wayne and Macomb 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.

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

Although RSN, which was designed exclusively by and for RE/MAX, is geared 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," said Crystal Halley, broker/owner of RE/MAX 100 Inc. in Novi and RSN subscriber.

"It's all right there and it's easier for them to use," said Eric Stark, 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 estate 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 easy 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 network, its owner must sign a five-year contract with RE/MAX International, the company RE/MAX contracted with to handle servicing and installation. The monthly rate billed to the owner depends on the size of the office'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 North America signed up for the network before the Nov. 1 start date.

There are 2,344 offices in North America, Mexico, the Caribbean and most recently in Europe.

Unlike Halley, who signed up for network services as soon as she found out they were being offered, Joe Durso, broker/owner of RE/MAX West in Livonia, decided to wait and see for himself what the network is all about before committing to a subscription.

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 hours 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 network is not affiliated with just one real estate organization and any office can subscribe to it.

Apply bylaws even; look for best lawyer

CONDO QUERIES



ROBERT M. MEISNER

Q. Could you address the problem of real-estate owners who flagrantly violate the condominium and association bylaws and refuse to cease and desist?

A. I have been serving on an association board for several years and have perceived a growing problem in this area as the civil rights issue continues to evolve.

A. If the condominium association, through its directors, discharges its legal and fiduciary 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, age, etc.

Co-owners who refuse to live by the bylaws should be dealt with by the association 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 of civil rights 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 to sue a condominium association. Unfortunately, the board has been delaying this decision for several months when there are pressing legal needs.

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

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

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Observer & Eccentric Community Classifieds

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EQUAL HOUSING OPPORTUNITY

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302 Birmingham

303 Birmingham

304 Birmingham

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306 Birmingham

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