

REAL ESTATE NEWS

REAL ESTATE LISTINGS

Listings features news and notes about suburban real estate. To list an announcement, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 505 E. Maple, Birmingham 48009. Our fax number is (310) 644-1314.

TOYS FOR TOTS

To bring holiday joy to needy kids, Coldwell Banker Schweitzer Real Estate and the U.S. Marine Corps Reserve are teaming up in the Toys for Tots program for the fifth year.

The Sterling Heights-based real estate company's 17 branch offices will serve as official toy collection centers through Dec. 20.

Center sites include: Birmingham, 534 S. Woodward, (810) 642-2400; Bloomfield Hills, 960 W. Long Lake, (810) 646-1800; and Troy, 901 Tower Drive, (810) 879-3400. Cash donations are welcome. The new Birmingham office opens Dec. 10.

On Sunday, Dec. 11, free pictures with Santa and a Marine, as well as refreshments and kiddie treats, await families that bring a new unwrapped toy to the branches in West Bloomfield (1-4 p.m.), 30300 Northwestern Highway, (810) 737-9000, and Royal Oak (noon to 3 p.m.), 1000 N. Woodward, (810) 399-1400. A string quartet will play holiday music in Royal Oak.

"We want the holiday season to be heartwarming and happy for as many children as possible," said Kathy Schweitzer, public relations and administration director. "We are making an appeal to the caring people of our communities to again lend their support."

FOREIGN SERVICE

Jack Christenson Relocation Group has created an International Relocation Division, designed to serve the needs of corporate transferees in major world cities.

Representatives at Jack Christenson speak several languages, including Dutch, Czech, Russian, Polish, Greek, Japanese, Chinese, Arabic, Spanish, French and German.

The organization has offices in Troy, Farmington Hills and Rochester Hills.

BROKER TIPS

Claydon Crocker, in the real estate business for 21 years and a broker for five years, has joined Real Estate One in Rochester. She's president of the Rochester Area Association of Realtors and is a "Realtor of the Year."

—Compiled by Becky Burns

Shop for new home via Prodigy

By BECKY BURNS

SPECIAL WRITER

Prospective home buyers can now search for the perfect home without so much as even leaving the one they're already in.

For the past year, Electronic Realty Associates L.P., in a joint effort with Homes and Land Magazine, has been hooked up with Prodigy, an electronic bulletin board system. ERA has local offices in Troy, Lathrup Village, Rochester Hills, Farmington Hills, West Bloomfield, Livonia and Canton.

The hookup allows any of Prodigy's 2.5-million subscribers to tap into ERA home listings and look at photographs of houses on the market over their own personal computer screens.

"It's a tremendous, added exposure for our clients," said Ben Skelton, vice president of ERA Rymal Symes Co. Realtors in West Bloomfield.

Skelton's office is linked to Prodigy. People who are relocating to other areas of the state or country especially appreciate being able to have this

information at their fingertips, he said.

"The broader the exposure we can bring, the faster property will sell and the better price it will bring," Skelton said.

In October 1993, ERA became the first national real estate franchise to go on-line with Prodigy, said Jeff Genna, publisher for ERA Real Estate.

Today, it remains the only franchise hooked up to Prodigy, although various individual agencies have also signed on to the electronic bulletin board.

"A benefit of being on Prodigy, obviously, is that you can view homes before you go out to see them," Genna said. "And from a Realtor's standpoint, you have access to show your homes to 2.5-million people."

Information Prodigy supplies details more than 90,000 homes on the market and includes: the size of each house, architectural style, location, the asking price, the number of bed-

rooms and bathrooms and community/home amenities. Prodigy is in the process of adding color photographs to the service.

"It's a whole new information superhighway thing for real estate," Genna said.

After viewing homes on their computers, interested potential home buyers can then call a toll-free number that will put them in contact with an ERA real estate professional in their area of interest within 24 hours.

ERA Account Realty decided to log on to Prodigy after a seminar presented to its office by other ERA officials, said Rita Rooka, a Realtor associate at the Livonia office. She said the extra computer access will help improve the quality of the office's program.

Like the more than 2,500 other ERA branches in the country, ERA Account Realty is also hooked up to the Electronic Home Selling Network, an in-house computer network that allows customers to go into an ERA office and view homes show-

cased locally and throughout the country.

With this network, the broker keys in a list of features the potential home buyers want in a new house and a new area. The computer then compiles a list of homes, from the more than 50,000 in the system, to match the customers' specifications, along with color photos and spec sheets. ERA offices in 16 other countries have not been linked up to the network.

"One goal is to link all of the offices all over the globe to a global network," Skelton said.

"One of the reasons we joined ERA was this kind of thing. ERA is on the leading edge of the technical revolution in business and real estate," he said.

Skelton said ERA's link with Prodigy is in keeping with its Electronic Home Selling Network.

In order for a branch to list homes on Prodigy, it must go through the national office.

Legal advice may be essential; directors can study up

CONDO QUERIES

By ROBERT M. MEISNER



ROBERT M. MEISNER

is a Birmingham attorney

concentrating his practice in the areas of condominium, real estate and corporate law.

You are invited to submit questions by writing: Robert M. Meisner, 20200 Telegraph Road, Suite 407, Birmingham, AL 35243. This column provides general information and should not be construed as legal opinion. To leave a voice-mail opinion for Robert M. Meisner, dial (313) 953-2047, mailbox 1871.

Q. Our complex is currently very small and first phase in the development. The developer owns an adjacent parcel, which is to be developed as Phase II, consisting of approximately 75 units.

Our phase has been sold out for a number of years and our association's transitional control date was three years ago. As of this writing, the developer is still a board member, but does not have any contact with the association.

The developer has had some problems with the law, and state and local municipalities. Many of the co-owners in our phase have unresolved construction problems. When we took over, we were

many thousands of dollars in the hole. Needless to say, we are not excited about the prospect of building Phase II with this developer.

Phase II is basically landlocked without the use of the entrance and our two roads in Phase I.

A. You have a myriad of problems, unfortunately too typically associated with the transition of control from the developer to the association in too many instances.

You need the various audits that are discussed in my booklet, "Condominium Operation: Getting Started and Staying on the Right Track."

Why the developer retains a seat on the board and does not participate is unexplainable. Why your co-owners and the association are not pursuing the developer for construction defects is highly suspect.

Whether the developer has a right to complete the condominium unit or a separate condominium is clear.

Whether the developer has retained easement rights over the roadways of your condominium is also not clear without a thorough review of your documents. You need legal guidance as soon as is possible.

Q. I am interested in buying a condominium, but am concerned about the concept that people who have no experience in running condominium associations end up getting elected to the board.

Is there any way that we can insulate those directors who are enlightened or educated. Are there any classes that are being offered in that regard?

A. One of the major issues in condominium governance that is being debated around the country is the fact that volunteer boards are comprised of only the members of the association, some of whom may not necessarily have any expertise in condominium operation and are placed

in positions of power, without adequate skill and/or training.

Organizations such as United Condominium Owners of Michigan and the Community Associations Institute are designed to facilitate the governance of condominium associations through education of directors.

There are classes that are taught on condominium operation, such as classes being offered through Oakland Community College.

Robert M. Meisner is a Birmingham-area attorney concentrating his practice in the areas of condominium, real estate and corporate law. You are invited to submit questions by writing: Robert M. Meisner, 20200 Telegraph Road, Suite 407, Birmingham, AL 35243. This column provides general information and should not be construed as legal opinion. To leave a voice-mail opinion for Robert M. Meisner, dial (313) 953-2047, mailbox 1871.

CLASSIFIED REAL ESTATE



Observer & Eccentric Community Classifieds

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