

REAL ESTATE News

Coldwell Banker Schweitzer cites agents

BY JANICE TIGAR-KRAMER

Realtor Neil McCloskey of Coldwell Banker Schweitzer in Livonia spent three days helping a client spruce up her home for sale. Before the first house hunter arrived for a look, the agent washed the basement floor and oversaw furnace repairs and other maintenance. McCloskey earned accolades from the satisfied Livonia seller, and a prestigious President's Service Award from his broker.

The Sterling Heights-based firm honored McCloskey and other top-producing agents Feb. 23 at its 1994 awards ceremony at the Fairlane Club in Dearborn, an event president Paul Schweitzer started in 1962.

Coldwell Banker Schweitzer Real Estate has more than 500 sales agents and 17 offices in southeast Michigan, including branches in Birmingham, Bloomfield Hills, West Bloomfield, Farmington Hills, Troy, Livonia, Royal Oak and Plymouth.

"We made tremendous strides in 1994. Our strength comes from top-producing sales associates who give outstanding results and customer service," Schweitzer said.

The ceremony included speeches by Coldwell Banker's Midwest region director Dave Miller, and affiliate president Bob Rist. The event wound up by noon, so Realtors had the evening free to do what they do best — show and sell property.

"Hard-working Realtors usually work evenings, or whenever their clients need them. This is a fun, rewarding event at the morning turnout is always great," Kathy Schweitzer, director of administration and public relations said.

Honorees from Coldwell Banker Schweitzer offices in Observer & Eccentric communities include: Plymouth — Realtor Chris Knight earned a President's Elite Award for his total closings and gross commission, placing him in the top 1 percent of Coldwell Banker agents worldwide. He was Plymouth's top agent in the

area of gross commission, sold listings and buyer-controlled sales (sold to his own client). Companywide, he had the most buyer-controlled sales, closings and gross commission.

Frank Julian earned a President's Circle Award for his gross commission and closings, placing him in the top 2 percent of Coldwell Banker agents worldwide. The office's other top producers were Lucia Cappichioni and Michael Schneider.

Livonia — Rick Borowice and Neil McCloskey had the highest commission and most listings sold in their office. The branch's other multi-million dollar sellers were Susan Heglin and Steven Patterson, who had the most buyer-controlled sales.

Bloomfield Hills — A President's Circle Award went to Mary Parkes, who had the highest commission, most buyer-controlled sales and most listings sold in her office. Realtor Helga Nisonger ranked 14th in commissions companywide. Sales awards

also went to Lois Axil, Catherine Atolan and Donna Lee.

Birmingham — Rosalee Hill earned the highest commission in her office and ranked 13th companywide. Jenn Colby had the most buyer-controlled sales in the office and ranked 16th in commissions companywide. Other award winners were Mary Fitzpatrick, Joann Kling, Del Moore, Barbara Small and Margo Kory.

Troy — Dan Murphy had the highest commission and most buyer-controlled sales. Anne Gavin sold the most listings in the office. Other Troy award winners were Jean Bechler, Danette Hansen, Chuck Park, Karen Phillips, Patrick Carlson, Paul Louchart, Sharon Markey, Brenda Michaux, Patricia Morris and John Yee.

West Bloomfield — Realtor John Delaney earned awards for highest commission, most listings sold and most buyer-controlled sales in his office. Delaney and fellow Realtor Ed Lavanway were awarded for multi-million dollar sales.

Know non-disclosure, time-share rights



ROBERT M. MEISNER

Q I have just discovered that the management company for our association has been used at another condominium project. The attorney for our condominium is representing the management company in the other project. This has not been disclosed to the board of directors of our association. I am terribly concerned because we are negotiating a contract and the management company plans to have our attorney review the contract.

A It would appear that both the management company and the attorney for your association are in a

conflict of interest and have an obligation to disclose their involvement at the other condominium project to your association.

If the management company is being represented by the attorney for your association in another condominium project, that may preclude that attorney's ability to effectively represent the interests of the association, as it relates to any dealings with your management company. It may effectively preclude that attorney from assisting your association in other matters to the extent that the attorney has an obligation to disclose to the association any irregularities and/or misdeeds on the part of the management company, which comes within his/her knowledge.

You should advise the board of directors of this information and demand it take immediate steps against the management company and the attorney, if necessary, to inquire as to why this information was not disclosed. The board may consider non-disclosure to be clearly a basis to terminate both the attorney and the management company that may not, under those circumstances, have complied with their fiduciary responsibilities to the association.

Q We are interested in buying a time share and visited the site. While the salesman indicated that we had nine business days to decide whether to buy the time-share condo, he told us to sign a promissory note, a closing statement and other documents, as if the contract has been consummated.

A I believe it was inappropriate and unnecessary for you to sign any closing statement, promissory

note or other evidence of a consummated transaction until you agreed to go ahead with the transaction, that is, after you were given an opportunity to review the condominium documents within the nine business-day period.

Obviously, the developer is attempting to psychologically impose upon you the notion that you have consummated the deal when, in fact, you have the right to back out. No one should ever sign a promissory note on any transaction until they are committed to that transaction. I hope you are successful in getting your money back and that, in the future, you will consult with counsel before entering into a contract without determining the legal ramifications of it.

Robert M. Meisner is an Oakland County attorney who concentrates his practice in condominium, real estate and corporate law.

REAL ESTATE LISTINGS

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

TOP PICKS

Anna Peary was named Prudential Great Lakes Realty Sales Associate of the Year for the fourth year in a row. Peary exceeded \$11 million in home sales in 1994. In addition to once again gaining entrance into the Chairman's Circle, Anna received the Legend Award, which places her among the most productive and respected real estate agents in the country.

Peary, Jeanne Thiford of the Troy office and Doug Woodard of commercial/investment, received the Chairman's Circle Award, which honors the top 1 percent of Prudential real estate professionals nationwide.

Less than 3 percent of all Prudential real estate professionals receive the President's Circle Award. They include Judith Ankray and David Hansen of the Birmingham/Bloomfield office, Cecelia Brown and Eleanor Feeley of the Rochester office, Randal Goodson and Mary Williams of the Farmington Hills office, Connie Hacker of the Troy office and Gerlinde VanDriessen of the West Bloomfield office.

Several other Prudential Realtors have been recognized nationwide for exceptional performance as members of the Leading Edge Society. They include: Arlene Birsa, Delores Davidson, Sandra Ducklow and Eike Perreault of the Farmington Hills office, Katherine Combs and Sharon Nijhof of the Birmingham/Bloomfield Hills office, Susan Hancock and Juanita Manzano of the Rochester office and Kathy Nierscher and Marilyn Robbins of the Troy office.

JOINS AGENCY

Pam Stoler, associate broker, has joined the Birmingham office of Max Brock Realtors, Inc. Stoler had \$10 million in 1994 sales.

ON BOARD

Tom Tunney and Greg Wayne have joined the Somerset/Troy/Birmingham office of Jack Christenson Inc. Realtors. Both come to the positions with strong backgrounds in management and sales.

— Becky Burns, special writer

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Deadlines

For Placing, canceling or correcting the ad.
Publication Day: **Monday**
Deadline: **6:30 PM, FRIDAY**
THURSDAY ISSUE: **6:30 PM, TUESDAY**

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