

Home sales buck national trend

By Doug Funke
staff writer

Professional organizations generally are only as effective as their leadership. And if training, experience and motivation predict success, then members of area realty boards should be well served by their presidents this year.

Incoming presidents share those characteristics as well as an enthusiasm for their work and the ability to communicate to their peers.

The new presidents — Robert D. Gleason, Birmingham-Bloomfield Board of Realtors; Mary Moore, Rochester Board of Realtors; Gilbert L. Holliday III, South Oakland Oakland County Board of Realtors; and Ruth Clevers, Western Wayne Oakland Board of Realtors — also share some goals.

Several mentioned regionalizing multilisting services. Combining forces, if that can be worked out,

could out down agency expenses and better showcase properties, they said.

"I see reorganization as the biggest thing we're going to try to accomplish," Holliday said. "Combining all adjacent boards to a single data base would enable us to work more effectively in constant time."

SEVERAL OTHER objectives were mentioned.

"I'm looking at implementation of a dispute resolution system, enhancing our public image and coordinating education efforts with other boards," Gleason said.

Gleason, 43, president of Snyder, Kinney, Bennett and Keating in Birmingham, has served on his board's arbitration, professional standards and strategic planning committees. He has a GRJ designation — Graduate Realtors Institute — and has been in the business since 1978.

"My theme is Together for Suc-

cess," said Clevers, vice president and sales manager at Ralph Manuel Associates-West, Farmington Hills. "My goal is to encourage more involvement for members, participation in association functions and educational programs. Belonging helps them network with their peers, learn ideas, selling techniques. It's getting to know each other that makes the industry strong."

Clevers, 46, started selling real estate in 1969. Professional designations include Graduate Realtors Institute, Certified Real Estate Specialist, Certified Real Estate Appraiser and Leadership Training Graduate.

SHE'S SERVED on her board's professional standards, strategic planning, multilisting, nominating and Realtor of the year committees.

"I'd like to see more education offerings to give sales people the opportunity to improve themselves, to

become more professional and become more aware of the marketplace," Holliday said.

Holliday, 50, is sales manager and an associate broker at Century 21 Town and Country, Troy.

He's sold real estate for more than 20 years and has served as a director of the Michigan Association of Realtors and the state association's professional standards committee. He's also served on his board's professional standards, executive and bylaws committees.

Holliday is a Graduate Realtors Institute and Certified Residential Specialist.

"I would like to see us continue the very good service we provide for members. That's really the function of a board," Moore said. "Education, professional standards, political affairs, legislative affairs, political action committees — we're quite active in."

O&E Metro MLS home markets

(1991 compared to 1990)

market	1991		1990	
	units	median price	units	median price
Livonia	1,451	\$97,000	1,406	\$94,000
Farm/Farm Hills	1,185	\$137,000	1,208	\$130,000
Westland	843	\$68,000	924	\$65,000
Redford	928	\$62,000	972	\$59,900
Canton	807	\$110,900	711	\$110,000
Southfield	767	\$85,850	765	\$84,000
Plym/Plym Twp.	553	\$114,000	475	\$119,900

Source: Metro MLS

Auction of condos below market value probably legal

I am a senior citizen and am upset that my condominium has been taken over by the bank from the developer when it went broke. Recently we learned that the bank has the units set for auction at a price much below what we paid. No one from the development company or the bank advised us of the auction. Is it legal for this type of thing to happen? Isn't it just a matter of common courtesy or good business to have the bank hold off until the economy improves?

It is more than likely legal for the

bank to auction the units unless there is some restriction on the procedure in the condominium documents or any promises concerning a minimum price under which the units would not be sold.

I would suggest that you embark upon a public relations campaign to ask the bank to reconsider its position as to the auctioning of the units well below what appears to be the market value. I would also have the association hold together to determine whether there are any legal remedies that the association may



condo queries
Robert M. Meisner

have against the bank or developer in regard to what they have done at the condominium project — or not done. This may serve as leverage in your negotiations, concerning the contemplated auction of the units

which is, in the last analysis, a marketing strategy.

My elderly father is living in a single-family house that is beginning to be too much for him. When my husband and I even begin to suggest the possibility of perhaps considering a condominium, he immediately quoted a Condo Queries article, which discussed a particular problem with a condominium project, and that has soured him on condominiums. Do you have any words of advice for him in connection with buying a condominium, as he has friends living in

condominiums and very happy so.

While 'The Condo Queries column on occasion highlights some of the particular problems incident to condominium living, obviously condominium living can be a highly rewarding and beneficial experience for the condominium resident. There are many advantages to living in a condominium and many of the problems that are highlighted in this column are equally applicable to other forms of housing, including subdivisions, apartments, co-ops and the like. Suffice it to say that your father

may well be able to find a condominium that suits his needs. After doing proper investigation prior to the purchase of the condominium, he will gather a thorough understanding of the condominium documents and the financial viability of the condominium association as well as some insight into how well the condominium association is managed.

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

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