

Families merge to manage commercial property

By Doug Funke*
staff writer

Two families with extensive experience in the real estate business — the McNabnays of Farmington Hills and the Bullings of Bloomfield Hills — have joined forces to attract commercial property management accounts.

The husband/wife teams of David and Kathleen McNabney and Bernard and Jane Bulling are the founding principals of McNabney/Bulling Management Co. in Bloomfield Hills.

'We see a transition from individual owners to institutional owners. A lot of buildings are going back to lenders. There's a need there for more management.'

— David McNabney

"Once a property is built or sold, the management company's responsibility is to be sure the property is run properly and to give the owner maximum dollar return," Bulling said.

"We want to make sure it's maintained, insurance is taken care of, collect rent, pay bills make sure everything is shipshape."

Landscape architects state discipline case

Continued from Page 1

landscape architect, he said, are the pressures of time and budget. On a given project, the decision maker may — in an effort to get a job done quickly and at lower cost — overlook the advantage a landscape architect brings.

Another possibility is the decision maker will rush a job, he said.

Each of the design disciplines plays a different role, Lomako said. The planner steps back and looks at the big picture, while the architect and landscape architect look at a project through a magnifying glass.

"Landscape architecture is really an extension of the building," he said.

The civil engineer, he said, has to face the realities of the real world and make everything conform to the ideas and concepts of the planners, architects and landscape architects.

MICHAEL DUL, president of Dul and Associates in Birmingham, said landscape architects have made inroads in recent years. "I think it's changing," Dul said.

"There are some builders who understand the importance of land-

"We're forming a firm together to manage commercial property — office, shopping centers, industrial," said David McNabney, chairman of the combined operation.

The firm will put the best talents of all the founders to work.

"I run a brokerage business that occupies most of my time," David McNabney said. "They (Bullings) are certified property managers and have 20 years of experience."

"Our main objective is to provide more service to clients we lease and sell for," McNabney said. "We see a transition from individual owners to institutional owners. A lot of buildings are going back to lenders. There's a need there for more management."

Besides, some owners would prefer to hire one firm rather than two or more to lease and manage commercial property, McNabney added.

Bernard Bulling will be president of McNabney/Bulling.

THE BUILDINGS will continue to run Bulling Property Management, which specializes in apartments, condominiums and cooperatives, separately. Ditto the McNabnays with McNabney & Associates Commercial Realtors. All three firms will share office space on Long Lake Road.

"Our goal was to break into the commercial field," Bulling said.

David McNabney said his company had gross sales last year of some \$40 million. Bulling said his firm collected management fees of \$350,000.

David McNabney, president-elect of the South Oakland County Board of Realtors, was that association's Realtor of the Year in 1991. He currently is secretary of the local chapter of the Society of Industrial and Office Realtors.

Bernard Bulling is past president of the Eastern Michigan Chapter of the Institute of Real Estate Management. He was selected Property Manager of the Year in 1991 by that chapter.

Jane Bulling is president-elect of that chapter.

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