

REAL ESTATE NEWS

Century 21 opens new Birmingham office

By Sue Buck Staff Writer

John Kersten, Century 21 Town & Country president, calls his real estate brokerage company "relocation experts" because his employees assist more than 1,000 transplants annually.

With the Nov. 4 grand opening of a new Birmingham office at 294 E. Brown, his own company can now be counted among the relocated.

The former Chudik's store was remodeled to accommodate 20,000 square feet of training and office space on three levels.

"1993 was a record year with \$500 million in sales and 4,500 transactions in Oakland and Macomb County," Kersten said.

Chudik's, a family-owned business that had operated in that location, closed almost two years ago. Steve Chudik was among the 1,000 guests at the open house.

The Brown Street brokerage is the largest of six metropolitan offices in the Century 21 Town & Country chain, which Kersten owns. Other of-

fices are in Troy, Rochester, Sterling Heights, Shelby Township and Clinton Township.

Century 21 offices are independently owned and operated. The new Birmingham location houses 56 private offices and 34 private cubicles. It has 60 sales agents; 32 relocated from the previous location at Adams and Lincoln.

"When you have a bunch of agents in a bullpen setting, it creates more of a social atmosphere," said Carol Frick, Century 21 Town & Country's Birmingham sales manager.

"This layout creates a more professional, business-like setting," Franklin architect William Finnin, president of Finninco Brownlie, added returns to bring light into the building. "I'm terribly proud," Frick said. "It's a wonderful building."

She describes the building's interior or decor as "quiet, traditional and comfortable."

Frick sees her role as a motivator and support system for the sales agents. She serves as Michigan Association of Realtors director and was recently named the Birmingham-



WILLIAM FINNIN

Opening day: At the grand opening were Bill McCullen (left), Century 21 regional director; Carol Frick, Birmingham sales manager; and John Kersten, Century 21 Town & Country owner.

commodate 90 agents. The time and economy was right to open the new office. "This is a normal, healthy market," Frick said. "Nobody's going crazy. It's not volatile."

Century 21 Town & Country's new Birmingham office is designed to ac-

Ask board for chance to speak

CONDO QUERIES



ROBERT M. MEISNER

I have attempted to attend several HOA meetings, but the board tells me that their meetings are now closed. Is there any way that I can force myself upon the board?

The Open Meetings Act in Michigan applies to public bodies and not to condominium associations. Therefore, the board is within its rights to have closed meetings.

However, the board should allow you to make a presentation to it, pre-

sumably with prior notice, giving you an opportunity to speak before the board for a limited period of time.

I would ask the association to grant you this privilege and, if necessary, show them this article, which hopefully will be helpful.

Robert M. Meisner is a Birmingham attorney concentrating his practice in the areas of condominiums, real estate and corporate law. You are invited to submit questions by writing Robert M. Meisner at 30200 Telegraph, Suite 467, Birmingham Farms 38225. This column provides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert Meisner, dial 953-2047, mailbox 1871.

Red Carpet Keim seeks members

Southfield-based Red Carpet Keim Real Estate Services, a broker-owned real estate network, will increase its membership through an aggressive marketing campaign.

"Our first strategy is to implement a planned reduction in the current membership," said John Kavanagh, president and chief operating officer. "We are disassociating ourselves from selected members whose philosophies are inconsistent with the general membership of Red Carpet Keim."

are natural locations for us because of our presence in the metro market," said Kavanagh. "We expect to double our membership by adding high-quality residential real estate companies whose growth plans are consistent with ours."

Red Carpet Keim Real Estate Services was acquired by its members in 1992.

Since the acquisition, Red Carpet Keim has introduced a variety of cost-saving benefits to its members as well as new and enhanced support programs, including reduced participation fees, formal education programs and a restructured advertising format.

REAL ESTATE LISTINGS

Listings features notes and news about suburban real estate. To list an event, write: Listings, Real Estate Editor, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia 48150. Our fax number is 313-591-7279.

TOP REALTOR

Sharon Camera was named top sales associate for August at Century 21 Town & Country, Rochester. She has been in real estate sales since 1978.

RE/MAX MOVES

Associate broker Nora Langdon has joined the Southfield-based real estate office of RE/MAX Rite Way. She has served the residential and commercial real estate needs of the tri-county area for 23 years.

REALTOR OFFICERS

Newly elected officers of the Rochester Area Association of Realtors are: Gladys Corbin, Carol Shelton, president elect; Caroline McGuire, secretary; Linda Pickett, treasurer; Deborah Louzocky, Velma Taylor, Hon. Stockel, Lori Roberts, directors.

PROPERTY TAX CONSULTING

Add property tax consulting to the list of services available from Terrie Tosta, a Bingham Farms-based commercial and industrial real estate firm. The company created a separate property tax consulting group within its consulting division and hired three professionals with extensive experience in property tax and valuation issues.

CLASSIFIED REAL ESTATE

301 Open Houses AFFORDABLE WESTLAND HOME 3 bedrooms, 2 1/2 car garage, new kitchen, new carpet, new paint, new landscaping. \$178,000. \$181,915.

301 Open Houses ANN ARBOR NEW HOMES FROM \$147,400 HICKORY GROVE Open Daily 1-6pm. 677-4800.

301 Open Houses BIRCH BIRCH MUST SEE! 18921 Devonshire, 5 of 18 lots, 1/2 acre, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement. \$178,500. \$181,915.

301 Open Houses DEARBORN HEIGHTS Open Sun 2-5, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement, new kitchen, new carpet, new paint, new landscaping. \$113,900. \$118,900.

301 Open Houses WESTLAND HOME 3 bedrooms, 2 1/2 baths, 2 car garage, new kitchen, new carpet, new paint, new landscaping. \$178,000. \$181,915.

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Observer & Eccentric REAL ESTATE INDEX REAL ESTATE FOR SALE #300-364

FARMINGTON HILLS OPEN SATURDAY 1-4 9536 N. Halsted, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement, new kitchen, new carpet, new paint, new landscaping. \$119,000. \$124,122.

REDFORD OPEN SATURDAY 1-4 9536 N. Halsted, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement, new kitchen, new carpet, new paint, new landscaping. \$119,000. \$124,122.

GARDEN CITY Great 3 bedroom family home with 2000 sq. ft., 2 1/2 car garage, new kitchen, new carpet, new paint, new landscaping. \$147,500. \$152,122.

DEARBORN HEIGHTS Great investment for handyman! 3 bedroom bungalow with large kitchen, updated bath, 2 car garage, 25' air in nice area near schools. \$47,500. \$49,122.

301 Open Houses LIVINGSTON OPEN SUN 2-5, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement, new kitchen, new carpet, new paint, new landscaping. \$113,900. \$118,900.

Plymouth 455-5880 464-0205

Century 21 SUBURBAN

Northville 349-1212 261-1823

Century 21 J. Scott, Inc. 322-3200

301 Open Houses LIVINGSTON OPEN SUN 2-5, 3 bedrooms, 2 1/2 baths, 2 car garage, full basement, new kitchen, new carpet, new paint, new landscaping. \$113,900. \$118,900.