## REAL ESTATE NEWS

## REAL ESTATE LISTINGS

Listinge 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.

B NEW MANAGER
Bidcor Property Management Inc.
has named Cynthia M. McDonell
as commercial real estate manager.
She will oversee management and
leasing at Binghams IV and V. each.
177,000 square feet within Bingham
Office Park in Bingham Farms.
Balcor is a division of The Balcor
Co., a wholly owned subsidiary of
American Express.
McDonell formerly was with Kirco Realty & Development.

STUDY UP
Farmington Hills-based Builders Associations 5

Farmington Hills-based Builders Association of Farmington Hills-based Butters association of Southeastern Michigan will sponsor a continuing education seminar for licensed real estate agents and brokers 7:30 n.m. to 2 p.m. Thursday, Dec. 16, at the Rudisson Plaza Hotel, 1500 Town Center, Southfield. Jack Waller of NCI Associates will be the in-structor.

Jack Waller of NCI Associates will be the in-structor.
Attendance fulfills the annual continuing edu-cation requirement for real extate license reals. To register, call 313-737-4477. The fee, includ-ing lunch, is \$40 for BASM members, \$55 for non-traphers. members.

TOP PRODUCER

Stove Cole, an associate broker with RE/MAX executive in Tray, is the RE/MAX Detroit Metro Region's top producer for August and September. A consistent member of the 100 Percent Club since joining RE/MAX in 1987, Cole qualifies for membership in the RE/MAX Hall of Pame. He has served the residential real estate needs of Oakland County for 18 years.

Cole holds the certified residential specialist, certified relocation professional and Graduate Realtors Institute designations.

MEEPING UP

Mary Ann McBroom, Chrls Russo and Doug Whitelouse of Chamberlain Realtors' Birmingham office attended the National Association of Realtors Convention Nov. 10-17 in Miami Beach, Fla.

# World Wide Financial offers home guide

Birmingham-based World Wide Financial Services has acquired exclusive sponsorship rights to its own version of "Buying Selling and Owning Your Home," a full-color, national publication designed to take the guess work out of buying or selling a home.

"It's a cross between a reference manual and a magazine — full of great tips, articles, check sheets and a 20-page workbook buyers and sellers can put to use right now," says Jack Wolfe, World Wide Financial Services president.

vices president.
The 200-page semiannual publica-tion was produced in cooperation

with the National Association of Re-altors. It can be found in bookstores for \$9.95. But Wolfe says World Wide Financial Services will make the books available free to individuals and families planning to buy, sell or relocate.

"About 75 percent of people enter-ing the real estate market feel they don't have enough comprehensive in-formation," Wolfe said. "This is a powerful, informative tool for them."

iormation," Wolfe said. "This is a a powerful, informative tool for them."
The publication addresses a range of real estate issues — from the home search, financing, purchase and move, to positioning, selling and closing the home sale. Homeowners get

expert advice on decorating, improvements and maintenance.

At present, 64 of the nation's leading real estate firms have acquired exclusive sponsorship rights for the magazine in their city or market area, but World Wide Financial is the only financial services company to distribute the publication, Wolfe said.

The fall issue, the first available in this area, has a nationwide circulation of 760,000 copies. World Wide Financial has the rights for the five-county metropolitan area: Wayne, Oakland, Macomb, Livingston and Washtenaw.

Washtenaw. Potential buyers and sellers inter-

ested in receiving a free copy of "Buy-ing, Selling and Owning Your Home" should call World Wide Financial at 313-827-3281. World Wide Financial Services

World Wide Financial Services founded in 1990, is a full-service mortuges lending company with offices a round Michigan, including Bloomfield Hills. Farmington Hills and Troy, as well as in Indiana and Maryland.

Expanding from the four original partners to a staff of 275 employees in three years. World Wide Financial Services recently announced the company's client portfolio exceeds \$1 bills.

## Developer accountable for building woes



I am a member of a board of a hotel condominium. The developer still condominium. The doveloper still owns a number of units and and offectively has control because of the block of votes which he has.

He also has control when the right to do so. He also controls the management company that centracis for management with the association.

The other directors don't want to the control of the directors don't want to the directors don'

The other directors don't want to rock the boat when it comes to dealing with the developer and there are apparently some construction problems which the developer has failed to honor.

How can I convince the other di-rectors to move on these problems?

It would appear that the association is being abused by the developer in that the developer is usurping its prerogatives as a manager and rental agent and isn't meeting its legal responsibilities in regard to the construction defects and defelencies for which it may be liable under various warranty theories.

While the co-owners may wish to avoid a legal confrontation with the developer because they are living in a "hatel" or they own a "hotel condominum" where they aren't on the premises on a regular basis, they still must face the realities of the problems which will no doubt be imposed on the association if these issues aren't resolved in their favor.

I would call a meeting of the entire association to deal with these questions, and, if necessary, engage legal counsel to pursue the developer in behalf of those co-owners in the condominium who recognize the abuses which are apparently taking place, presuming that the board isn't prepared to do so.

The board itself may be liable for

mismanagement in allowing these practices to continue.

Robert M. Meisner is a Birming-

Robert M. Meisner is a Duming-ham attorney concentrating his prac-tice in the areas of condominiums, real estate and corporate law. You are invited to submit questions by writing

Robert M. Meisner at 30200 Telegraph Road, Suite 467, Bingham-Farms 48025. This column provides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert Meisrner, dial 953-2047, mailbox 1871.

## Realtors set challenge to aid needy

The Western Wayne Oakland County Association of Realtors has made a cash donation of S255 to the Salvation Army in support of its efforts to feed needly individuals and families during the holiday season. The Farmington-based organization has challenged other boards and associations of Realtors in the metro area to do the same.

"We have been working with the Salvation Army for several years," said Allisan Nead, WWOCAR's community events subcommittee chairwoman, "and we're very proud of the amount of food and money we have been able to provide to them, expecially since we know it is helping so

many people within our own communities.

One source of the WWOCAR. canned food drive is its free homa buyers and home sellers seminars, held annually, Each attendee is asked to bring a can of food in lieu of any charge for the nonselling informational program, which has been co-spong sored by the Observer & Eccentric Newspapers.

The home sellers seminar will take place Tuesday, Feb. 8. The Home Buyers Seminar is scheduled for Tuesday, March & Both programs will be held in the Holiday Inn of Livonia West; call 478-1700, ext. 241 for reservations.

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Call MAUREEN CHENOT 645-2500 **CRANBROOK ASSOCIATES** 

## **FARMINGTON HILLS**

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Highly desirable upper condo tacing the country wonderfully maintained, loa-cioset space, doorwall off from to balcony, laundry ro just \$79,000, 455,545

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