

REAL ESTATE

LISTINGS

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

TOP AGENT
Jeanne L. Tilford of Troy, top residential sales agent for Prudential Great Lakes Realty-Troy, was honored at the Prudential national convention in San Antonio.



With 10 years' experience in the real estate field, she was recognized as being in the top 1 percent nationwide and the Elite Chairman Circle Tilford Award winner.

She's been in the real estate field for 10 years.

BRANCH OFFICE
Dallas-based Sunbelt National Mortgage has opened its first branch office in Plymouth at 190 Plymouth Road, Suite 2, as a satellite of its Bingham Farms office.

Pamela J. Hall was named branch manager. A lending officer with Sunbelt since July, she has 10 years' experience in lending and finance.

Plymouth's "Old-World charm" and location between Ann Arbor and Detroit has made it attractive to businesses and residents alike, Hall said.

"There is a lot of new housing and a lot of new construction," she said. "There also is a lot of commercial and industrial growth. So it's very competitive here among lenders. We expect this branch to do very well."

Joining Hall in Plymouth is Dick Bone, loan officer, and Lynda Scheel, loan processor. Call (313) 453-5626.

Sunbelt currently serves \$6 billion in mortgage loans.

AWARD WINNERS
Red Carpet Kelm Walker & Associates in Southfield honored three sales associates for 1993. Owner-broker Judy Walker and brokers Marcella Gresham and Gwendolyn Williams were honored for residential sales.

Red Carpet Kelm president John Kavanagh, meanwhile, honored the Southfield office for top residential sales for 1993.

"This office has continued to rank as one of our top offices and will continue to do so under the leadership of Judy Walker," he said.

The network is the nation's largest broker-owned and operated real estate network with 70 offices and 1,000 sales associates in Michigan.

Coldwell Banker Schweitzer lauds achievers

Nearly two-dozen sales associates from local Coldwell Banker Schweitzer Real Estate offices were honored as top achievers in 1993 for the Sterling Heights-based company.

"The strength of Coldwell Banker Schweitzer Real Estate comes from top-producing sales associates like ours who give outstanding customer service and results," said Paul Schweitzer, president.

"For a sales associate to be a success or a top producer, they understand the real estate industry as their own business," he added. "They do extensive personal promotion, which any business would do."

"They have to have organization and provide exceptional service to customers and clients. That means always being in contact with them about what's happening with a sale or listing. The last thing is follow-up after the sale, being in touch," Schweitzer said.

It's an honor to have these sales associates as part of our organization," Here are the honorees:

Plymouth — Chris Knight, who generated total sales volume in excess of \$11 million from 127 transactions, showed the way as that office's top sales associate for gross commission income.

Knight's sales volume was third best in the entire company.

Lucia Capicchioni generated a sales volume over \$10 million, Judy Rumpel and Frank Julian, each over \$6 million, and Mike Schneider, \$3 million.

Birmingham — Rosalee Hill was honored as the top sales associate for gross commission income in that office with a volume of \$6 million from 31 transactions.

Other large producers in the Birmingham office were Pam Davenport, \$4 million, and Jean Colby, \$3 million Hill

'For a sales associate to be a success or a top producer, they understand the real estate industry as their own business.'

Paul Schweitzer, president

Bloomfield Hills — Helga Nisonger, the gross commission income leader in that office, generated total sales volume of \$4 million from 21 transactions.

Sharon Nijhof also generated sales of more than \$4 million.

Livonia — Neil McCloskey and Rick Borowick were recognized as the office's top sales associates for gross commission income. The McCloskey/Borowick team generated sales volume in excess of \$4 million.

Steve Patterson and Genevieve Patterson were both honored for generating a sales volume in excess of \$2 million.

Troy — Pat Carolan, who generated total sales volume of more than \$5 million, was recognized as that office's number-one sales associate for gross commission income.

Charles Page and Dan Murphy were both honored for generating sales volume in excess of \$4 million and Jean Belcher was cited as a member of the \$3 million club.



Strong in sales: Rick Borowick (left) and Neil McCloskey led the way in gross commission income in the Livonia office.

West Bloomfield — John Delaney was recognized as a member of the \$2 million club.

Avoid attorneys with potential conflicts

CONDO QUERIES
Q. Our attorney, who has represented us for three years, recommended a management company to us, which we hired. The management company, because of its size and the personality of the on-site manager, was unable to satisfy our needs and we attempted to terminate the management company before the expiration of the management agreement. The management company has turned around and sued us.

Now our attorney will not represent our association, claiming that he has too many other condominium associations that are represented by the management company and he would feel uncomfortable

in representing the association against it. We feel betrayed, both by the attorney and the management company. What can we do?

A. Obviously, to the extent that you are in need of legal services, you will have to hire another attorney, presumably experienced in condominium representation, to represent the interests of your association.

Perhaps the lesson to be learned from this unfortunate experience is that when you consider retaining counsel, that you specifically ask the attorney whether or not he or she would have any conflict or other problem in representing the association against either the management company or any other contractors who you know are being employed by the association at the time of his or her retention.

Obviously, it is important to have legal counsel who recognizes their fiduciary duty is owed solely to the association client, and no other entity, and that they are prepared to vigorously and independently represent the interests of the association.

It is also important to ensure that the attorney whom you hire, who is presumably independent of any influence from the management company, can objectively evaluate the terms and conditions of any management contract that is submitted to the association for review.

Robert M. Meisner is a Birmingham-area 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, 30200 Telegraph Road, Suite 467, Bingham Farms, MI 48025. This column provides general information and should not be construed as legal opinion. To leave a voice-mail message for Robert M. Meisner, dial (313) 953-0047, mailbox 1871.

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