

This column highlights promotions, transfers, hirings, awards won and other key personnel moves within the suburban real estate community. Send a brief biographical summary—including the towns of residence and employment and a black and white photo if desired—to: Movers and Shakers, Observer & Eccentric Newspapers, 36251 Schoolcraft, Livonia, 48150. Our fax number is (313)-591-7279.

Sasena joins Robertson



Lori Sasena graduate.

Lori Sasena has joined the Robertson Brothers Group to head sales at Pinewood of Canton. Sasena, who lives in the Phasant Run community, is a Wayne State University graduate.

Rea addresses summit



Linda K. Rea

Linda K. Rea, a Realtor with Real Estate One in Troy, attended a super sales summit in New Orleans where she spoke on self-promotion. Rea emphasized team building. Each member of her staff is licensed and concentrates in a specific aspect of servicing and selling residential real estate so that nothing falls through the cracks. She's a multi-million dollar sales producer.

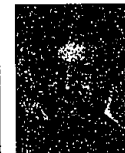
Mahoney is promoted



Timothy Mahoney

Timothy Mahoney, RA, has been promoted to Director of interior architecture at Hobbs+Blacks Architects in Ann Arbor. He will oversee programming, space planning, interior design, furniture and finish selection, construction detailing and documentation for interior architectural projects. Mahoney received his Bachelor of Architecture degree from Lawrence Technological University. He lives in West Bloomfield.

Yatooma joins RE/MAX

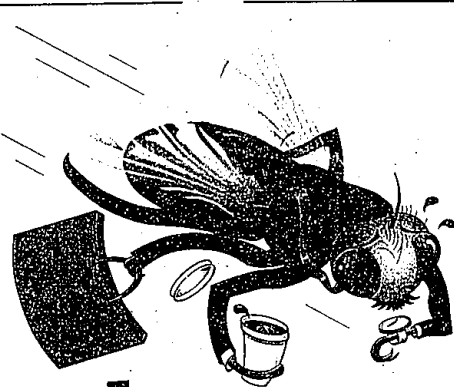


Frances Yatooma

Frances Yatooma has joined RE/MAX Executive Properties in Farmington Hills as a Realtor associate. Yatooma, a Certified Buyers Agent, has a degree in computer science. She lives in Southfield.

REAL ESTATE

THURSDAY, DECEMBER 26, 1996 • PAGE 1 SECTION F



Running into sticky situations

Another round of real estate humor

BY DOUG FUNKE
STAFF WRITER

We did it before, and you asked for more.

Call it real estate follies. These are stories of humorous, bizarre, embarrassing, aggravating and otherwise out-of-the-ordinary events that actually happened to Realtors in the field.

"A lot of situations, even though negative at the time, are funny after a while—like a year later," one said.

The Twilight Zone of Outer Limits has nothing on some of these escapades.

"I was showing a house one time, and the owner had a real extensive gun collection," said John Ruud, a Realtor with Century 21 Town and Country in West Bloomfield.

"As we were going through, the seller commented to the buyer (my client), 'I notice how you're looking at all my weapons.' The purchaser kept nodding and didn't say anything. The seller said that a couple of guns were illegal.

"The purchaser was an Alcohol, Tobacco, Firearms agent," Ruud said. "I was thinking to myself, 'Oh my God, I'm going to be in the middle of an arrest.'"

"The ATF agent was looking for a house. I knew he was an ATF agent. I'd never been in that house before. When we left, he said, 'I'll remember this one,'" Ruud recalled.

Ruud eventually found the agent another house. And the guy with the weapons? "I don't know what happened," the Realtor said.

Jo Anna R. Bradick, an associate broker with Jack Christensen Realtors in Troy, had finished showing a vacant house to her clients, prospective buyers, they had left and she was in the process of locking up.

"I was checking that everything was turned off, and when I went into the garage, the door between the garage and

the house locked behind me," Bradick recalled.

"The main door was an electric opener, but the electricity was off because the house was vacant, and I couldn't release the manual," she said. "I had to force the door open enough to crawl out underneath like a dog with a suit on, heels. I ripped my pantyhose. It was like I was crawling out from under a rock."

"Some little kids were playing, and when they saw me come out, they said, 'Are you the new neighbor?'" I said, "Not quite."

"My purse and keys were still (locked) inside. I had to go to a neighbor, call the office, find the owner, get another key. It was a pain," Bradick said.

John Toye, a Realtor with Remerica Family in Westland, once showed a house that wasn't listed for sale.

How can that be? Let him explain:

"I was going to show a condo. I got a confirmation—it was a now listing—but the lock box might not be on yet and if not, the door will be open, just go on in.

"We went to the property, the lock box wasn't on, the door was open, and I showed the property," Toye said. "The condo wasn't in showing condition. It was just a mess."

"My clients wanted to see more condos, then they wanted to go back to the first one," Toye said. "When we did the next day, we found out it wasn't the right listing. We saw the lock box next door. They had given me the wrong number, yet the condominium door was open."

Toye said he has no idea why that door was left unsecured. "I left a card and they didn't call back and ask, 'Why did you come through my place?'"

Edna Barry, a Realtor with Gold Key in Southfield, recalled the buyer who really wasn't.

"I worked with this customer over a year and a half, and she saw everything. As soon as she would present an offer and

the seller would accept, she would disappear for two or three days. I would page her and her three daughters. No one would return calls.

"Then, she'd call me back and ask, 'Anything new on the market?' She wasn't really concerned about the offer. It was crazy."

Because sellers always added a contingency or slightly countered terms of her client's initial offer, she couldn't be held to the sale.

"I don't think she really wanted to move. She had been in her house 35-40 years," Barry said.

"But all's well that ends well. She finally bought a house—to my surprise—and didn't walk away due to the fact I told her she may not get her deposit back," Barry said. "She's so happy. She's out shopping for things and mentally fixing it up."

So why did Barry put herself through such an ordeal?

"She's one of my dearest friend's mother."

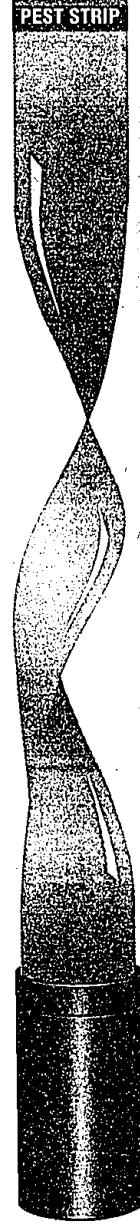
Dorothy Estep, a Realtor with Century 21 Dynamic in Westland, had an experience proving that lightning can, indeed, strike twice in the same place.

"I had customers, buyers, and I was taking them out to see a house. They were following me. When we got there, my car wouldn't start. He took the fan belt off, took me to get the part and put it back on.

"Nine months down the road, in the same neighborhood, with a different car and the same client, the same thing happened," Estep said. "The second time, he fixed it again. He didn't charge me a cent."

Estep was still working with those same people because their interest in buying had cooled, then rekindled between incidents.

"They tell me they won't buy from anyone else. I know they're loyal to me," she said.



TAMMIE GRAVES/STAFF ARTIST

Talk to a lawyer if your property is condemned

Q. I am an owner of some commercial property located in an area which may be condemned in Detroit. While I have a general knowledge of my rights, can you enlighten me in general terms as to the process of condemnation?

A. When commercial property is condemned, the owner of the property is entitled to just compensation for the value of his property, the appraisal fee is to find the value, if it is necessary to be litigated, and for reimbursement of attorney fees up to 1/3 of the increase in value obtained over the original offer of estimated just compensation provided by the condemning authority.

If the owner or tenant conducts a business on the premises, it may be entitled to a variety of relocation expenses, including moving expenses, reestablishment expenses, such as additional rent for a defined period and millings to customers. You, as a business owner, may also be entitled to business interruption expenses, i.e., actual expenses to avoid business interruption, if you can relocate the business or you

may also be entitled to recover the going concern value, which is defined as the intangible value of the business above the tangible assets, if you cannot relocate your business.

If you are a tenant, you may also be entitled to part of the judgment rendered to the owner if, for example, you are the beneficiary of a long-term below-market lease. The determination of the tenant's portion of the court after a judgment is entered. You have various other rights and remedies and you are advised to consult with an attorney at this time, before acknowledging or accepting any offers from the condemning authority.

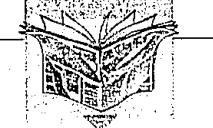
Q. I am interested in buying some property and developing it and am often perplexed by what is deemed a "wetland." Can you give me any insight into what really constitutes a wetland?

A. Under the enabling act that was established to protect wetlands in 1979, wetland was defined as "land characterized by the presence of water at a frequency and duration sufficient to support and that under normal circumstances does support wetland vegetation or aquatic life and is commonly referred to

as a bog, swamp or marsh." The State Department of Environmental Quality has jurisdiction over all wetlands greater than five acres in size and other small wetlands that are contiguous to the Great Lakes or any other water course. What is clear is that the parcel need not actually be "wet" to be designated as a wetland. Rather, it is the statutory phrase "under normal circumstances does support wetland vegetation" that often creates the wetland classification.

If a parcel contains predominantly wetland-dependent species, it will be designated a wetland. Most plant species deemed "wetland dependent" frequently appear in upland areas. Obviously, the whole source of wetland discussion has been muddled by varied interpretations placed upon property by the DEQ, the municipality in question and sometimes the courts."

Robert M. Meisner is an Oakland County area attorney concentrating his practice in the areas of condominiums, real estate, corporate law and litigation. You are invited to submit topics that you would like to see discussed in this column, including questions about condominiums, 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.



Classified Ad Index

CLASSIFICATION	NUMBER	SECTION
Autos	(600-384)	
Employment	(500-524)	
Help Wanted	(500-524)	
Home and Service Guide	(1-299)	
Merchandise for Sale	(700-744)	
Real Estate	(300-372)	
Rentals	(400-436)	