

## Realtors Release U.S. Book

UNDER ALL IS THE LAND, a unique volume on the United States, is being released this week by Realtors across the nation as part of the 1970 celebration of Realtor Week, May 17-23.

The book, published by the National Association of Real Estate Boards and produced by Quest Travel-books, Ltd., Vancouver, Canada, is the result of many months of travel and

research during which Ted Czolowski traveled more than 100,000 miles and took more than 8,000 photographs of the "many faces of America."

"Life in the United States has a special kind of tempo and it calls for an unusual testimony. So exciting and so vast is this land that it is impossible to record everything let alone put it between the covers of a

book." Author Bruce Ramsey says in the foreword.

SO THE PHOTOGRAPHER set out to capture "the mood" of America. "From the frozen tundra of Alaska to the stifling heat of Death Valley, to silent spots where in the twinkling light of evening it was pleasant to relax after the hustle and bustle of the city."

That was the easy part of the book, he states. The hard part was selecting, from the more than 8,000 pictures, the 225 that would go into the final work.

"The result," he continues, "is UNDER ALL IS THE LAND which we hope will be an invitation to get a heady whiff of all this nation has to offer. Then take three words from the Declaration of Independence to heart, 'pursuit of happiness' and get to know America better."

"The title of this book is taken from the Realtor's Code of Ethics, and as you reflect on the United States, its cities, its heritage, its pastimes and its future, it will be apparent that everything depends on the land."

THE PHOTOGRAPHER, Ted Czolowski, has been a Canadian since 1946. Born in Poland, he was still a student at the College of Architecture in Lwow when the German army invaded his homeland in 1939. For six years he fought as a guerilla in the Polish resistance before joining the Polish army in Italy.

## Mortgage Market Looks Better Today Than A Year Ago

By WILLIAM C. MARTIN  
Martin, Ketchum & Martin,  
Realtors

All homeowners and homebuyers would like to have a crystal ball to tell them what the mortgage market will be like in the next few months and years. It is a fact that mortgage lenders would like to have the same information. In order to speculate about the future let's take a look at the past.

The sixties can provide a hint to us about the future of the mortgage market. From 1960 to 1965 money was very plentiful and it was quite easy to obtain a mortgage, lenders had savings coming in at a rapid rate and were eager to make loans.

IN 1966 the so called "Credit Crunch" occurred and it was the most difficult portion of the sixties to obtain a mortgage loan.

What had happened? Savings were not coming in to savings institutions as rapidly as before and at the same time the demand for loans increased very quickly.

Simply, there were more borrowers than there were savers. At the same time some traditional savings patterns were changed due to certain governmental

regulations. This period was so difficult that a number of lenders simply quit making mortgage loans.

By 1967 the traditional savings patterns mentioned had returned to normalcy and mortgages were again generally available but at higher interest rates as loan demand continued at a high level.

This situation continued into 1969 at which time interest rates nationally had passed our Michigan usury limit and we in Michigan again experienced a period of great difficulty in obtaining mortgages.



**PROFESSIONAL REALTY SERVICE**

Bob Beauchamp

Bob brings with him years of professional services in all aspects of Real Estate.

**Realtor — Builder**

**FOR SALE**

**ROBERT E. BEAUCHAMP**  
REALTOR

**476-4576**

32809 GRAND RIVER

UNDER ALL IS THE LAND

**Realtor Week**

**MAY 17-23, 1970**

REALTOR® A professional in real estate who subscribes to a strict code of ethics as a member of the local and state boards and of the National Association of Real Estate Boards.

The state legislature removed the usury ceiling on mortgages, but by the time they did the demand for loans along with decreased savings flow made it very difficult to obtain mortgages.

At the present time loan demand and savings flow have again made mortgages generally available. It is now possible to obtain conventional mortgages at higher loan ratios than in recent months and also at slightly lower interest rates.

FHA and VA mortgages are also available and at lower discounts than in the recent past.

WHAT DOES the future hold in store for us? If we just wait a little while will interest rates be lower? I don't think they will and this is also the consensus of loan experts today.

One major reason why interest will not drop sharply is the fact that loan demand is still high and will undoubtedly be high all during the seventies.

All present signs point to continued high demand for loans. The population is growing and funds will be needed to provide all types of goods and services for our expanding population.

High loan demand is obviously going to be with us for a long time to come. The high loan demand will in turn mean high interest rates.

## OMAR G. SANDERSON

LEADING FARMINGTON  
IN REAL ESTATE SERVICE  
SINCE 1948

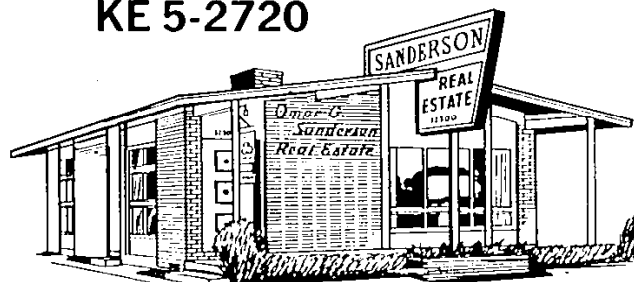
FOR RESIDENTIAL OR COMMERCIAL  
APPRAISALS — OR LISTING SERVICE  
CALL

GR 4-3000

KE 5-2720



OMAR G. SANDERSON — Realtor



32300 GRAND RIVER



MEMBER  
UNRA  
MULTI LIST