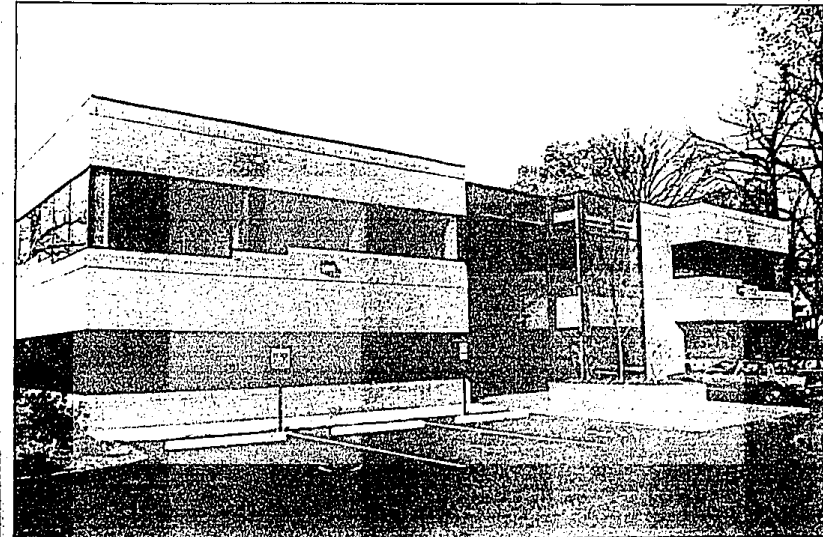


Real Estate Times



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315 S. Woodward, Suite 100, Royal Oak

1988 should be best year yet

If there was ever a year to buy a home, this is the year. Economic experts are predicting that estates will remain a hot item in 1988 for both Oakland and Wayne Counties. Average sale prices have increased in cities of Livonia, Redford, Farmington, Farmington Hills, Dearborn and Canton to name just a few. "We have looked at our 12 different Board of Realtors serving over 30 offices around Detroit and we find the average sale price

has increased in almost every city," says Bill Barrett, Senior Vice President of Real Estate One. "To give just one example, the average sale price in the Farmington/Farmington Hills area increased from \$113,810 in 1986 to \$122,787 in 1987," says Barrett. "What this means to our customers is this — buyers should buy now before prices go up higher and sellers should sell now to capture that same inflation advantage on their next purchase."

Total construction awards set an all time record in 1987 topping \$8.75 billion. It represents 20% over 1986 and 1988 seems even better. At the same time, interest rates have remained constant yet the variety of types of mortgages continue to expand! 1988 is the year to buy or sell. Please call any of the offices listed below and find out more about real estate in today's market.

Free consumer services

If you are even thinking of buying or selling real estate in 1988, call for your free consumer-oriented books, booklets, and kits from Real Estate One. They have a 22-page sellers marketing kit, a "For Sale by Owner" guide, "How to Buy a Home" brochure, and "How to Get the Most Money For Your Home" brochure. Call the nearest office listed below and tell them what you need. It will be sent to you immediately.



22-page Marketing Kit

Local family appreciates great service

Gary and Terese Grondin sold their home in Farmington and bought their new home in Farmington Hills through a Real Estate One senior associate, Marie Krolkowski. Terese wrote in a letter to Marie, "Thank you for all your patience and help in finding us a new home. And, thanks for all the time and work you put into

selling our house. You go above and beyond being a Realtor, because your genuine concern always shines through." We at Real Estate One are proud of Marie, a member of the Million Dollar Round Table, and all of our other associates. They continuously give this kind of caring and service to every home buyer or seller.



L to R: Patrick, Terese, Lindsey, Natalie and Gary Grondin

where we are

Commercial 353-4400	Plymouth/Canton 455-7000
Birmingham 646-1600	Rochester 652-6500
Bloomfield Hills 644-4700	Royal Oak 548-9100
Farmington 477-1111	Troy 528-1300
Farmington Hills 851-1900	Union Lake 363-1511
Lathrup Village 559-2300	West Bloomfield 681-5700
Livonia 281-0700	Westland 326-2000
Novi/Northville 348-6430	

Plus 14 additional offices in the Metro area

New Royal Oak facility continues growth plan of company

Real Estate One has been growing and expanding facilities to the tune of almost \$4 million in the past few years. Royal Oak's new 45-desk facility on Woodward Avenue is just one of more than 20 offices which have been expanded or relocated recently. "We have sought to double our capacity," says Richard S. Elsea, President of Real Estate One, "and we have done it."

In the areas served by The Observer & Eccentric Newspapers, Real Estate One has made renovations to its offices in Birmingham, Bloomfield Hills, Rochester, West Bloomfield, Troy, Farmington, Farmington Hills and Livonia. We have also renovated our offices in surrounding communities, such as the Royal Oak office, Brighton and Waterford.

7 1/2 % to 10 3/4 % loans available now

Real Estate One professionals have a list of almost 60 different lenders in the metro Detroit area. These lenders offer the biggest variety of home mortgages that have ever been offered. It wasn't too many years ago that consumers obtained either a F.H.A., V.A., or conventional 30-year loan. Now the Real Estate One associates are quoting 7 1/2% for one

"We sought to double our capacity, and we have done it."

— Richard S. Elsea
President

rounding communities, such as the Royal Oak office, Brighton and Waterford.

Elsea added that he is absolutely committed to remaining Michigan and Detroit's largest real estate company. "To do that we must grow and expand our facilities and add a number of new professionals to the business," says the Real Estate One President.

Free referral service

If you are transferring to anywhere in Michigan or to any place in the entire country, including Alaska, Real Estate One has a free service for you. Call any of our offices listed below and we will have a top real estate associate in your destination city call you that same day. You pay nothing, yet automatically receive information on housing, neighborhoods, and even specific listing information on homes in your destination city. If you are moving anywhere, any

Advertisement represents newspaper

Real Estate One has purchased this entire page to tell our story. We want it to look like newspaper articles, because we treat our information as consumer information not advertising. We want you, the people of Oakland and Wayne Counties to know as much about our company and services as possible. We sell more homes in Michigan because we think we have the best trained and most professional people to help you. We have just about every conceivable service for our customers. Whether it's an advanced equity, home protection policy, up-to-date mortgage rates and terms, or just keeping in touch — we do it. If you call us we will help you now.

New week-long pre-license course

During the week of February 22-28 and March 21-25, Real Estate One Training Center will offer its one-week, state-approved Real Estate Licensing Course. "We have always offered this course three days a week, three hours a day, in either morning or evening classes," said Claudia Cauley, Vice President of Education for

Sign up now

Real Estate One. "We now see a new community need for an intensive 40-hour, week-long course," Cauley mentioned that the evening course will continue as usual.

Real Estate One had 1,558 people attend their 1987 course. "We're proud that we offer the course at a reduced rate of \$99, including all books, tests, etc. We have a long history of

high grades and our students are prepared for the state exam" Cauley stated. "It is subsidized by Real Estate One.

Inquiries can be made by calling any Real Estate One, Inc. office of the Training Center at 356-7111. The course is open to the general public.