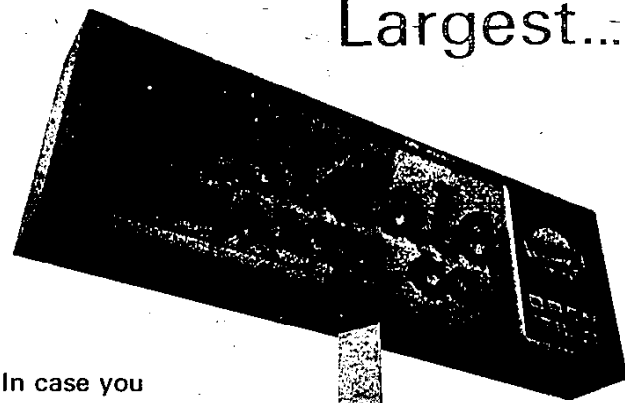


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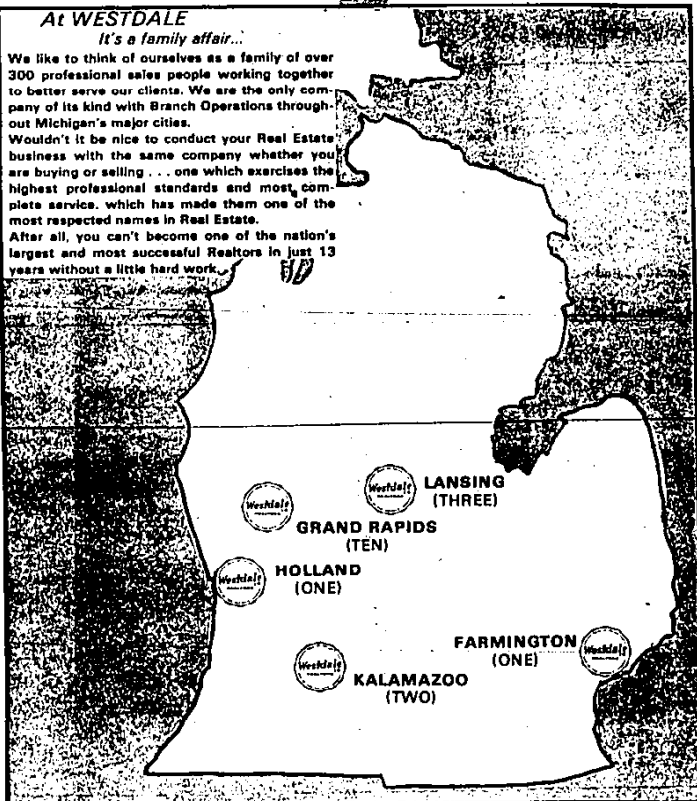
At WESTDALE

It's a family affair...

We like to think of ourselves as a family of over 300 professional sales people working together to better serve our clients. We are the only company of its kind with Branch Operations throughout Michigan's major cities.

Wouldn't it be nice to conduct your Real Estate business with the same company whether you are buying or selling... one which exercises the highest professional standards and most complete service, which has made them one of the most respected names in Real Estate.

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putting the
right price
on your home

What your house is worth is not what you think it is, or what the buyer might think it is. Its true value is determined by its location, the general economic climate, the current local real estate situation, the age of the property and the wear and tear it has seen.

A Realtor is experienced in real estate evaluation. It's part of his job. He is in constant touch with the market, knows what homes are selling at what prices. It is to his interest and yours that he put the right price on your home, one that is fair to you and fair to the buyer.

He will take into consideration any improvements

you might have made. He will know which, if any, add to the resale value. You may think money spent for a new hot water heater should bring you a higher selling price, but your Realtor knows it will add no more to the value than drapes or carpeting would.

Capital improvements, such as an extra room, garage or patio, are the kind of things that add value, and your Realtor knows how to evaluate them.

Once he has helped you arrive at the proper selling price, accept his recommendation. If you take his advice, your home should be sold sooner.

Westland man elected

Realtor Stewart S. Angel, Jr., associate broker with Earl Keim Realty, 505 N. Wayne Rd., Westland, was elected unanimously to the Board of Directors of the United Northwestern Realty Association/Western Wayne-Oakland County Board of Realtors (UNRA/WWOCB) last week at the Directors' regular monthly meeting.

He replaces Glenn A. Tinham who previously

was appointed, as UNRA/WWOCB Director last year to fill the unexpired term of Realtor Richard Funk.

Tinham had submitted his resignation last month due to personal and professional commitments.

The UNRA/WWOCB is the most successful Realtor Board Multiple-Listing Service in the country with 22,000 properties listed and 11,000 sales last year.

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