

REDFORD TOWNSHIP Supervisor Bill Robbins signs a proclamation declaring May 23-29 Realtor Week as officers and local members of the Western Wayne-Oakland County Board of Realtors look on. Standing, left to right, are: Daniel R. Williamson/President; John H. Hussey, Vice-President; Jerry J. Rozema, Treasurer; LeVern Bruce; E. Gordon Sinclair; Joe Norwood and William W. Bowman, Secretary.



GARLINGS

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More buyers are buying and sellers selling through a Realtor in western Wayne and Oakland counties than ever before in history.

First quarter sales and listing figures for 1971 released recently by the United Northwestern Realty Association/Western Wayne-Oakland County Board of Realtors (UNRA/WWOCB) indicate members sold property worth in excess of \$84.4 million during the quarter.

The figure is 60 per cent greater than the first quarter last year, according to Frank L. Crosby, UNRA/WWOCB Executive Vice-President.

March, alone, said Crosby, accounted for \$37.9 million of the total. It was 33 per cent greater than the Board's previous record for a single month of \$28.5 million set in July of 1970.

The soaring increase was attributed to the recent lifting of artificial restraints experienced by the real estate market during the past two years.

"All along we've been tagging our sales results as good despite the restraints of a less than ideal national economy and the financing conditions in 1969-70.

"Now we're beginning to find out what happens without them."

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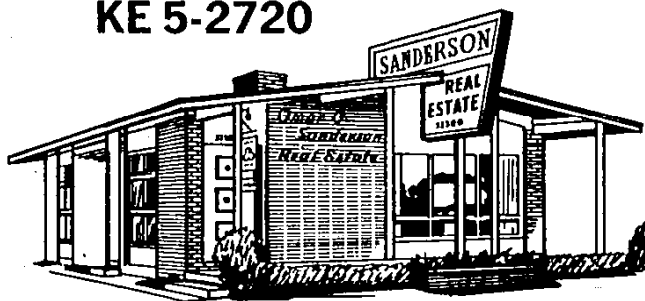
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A first quarter total of 3600 residential units sold through the Board's Multi-List includes 1608 sales completed in March.

The nearest one-month record in number of sales was recorded in May 1968 when 1259 homes were sold by UNRA/WWOCB members.

Owners of more than 6400 homes gave exclusive listings to members of the Board during the year's first quarter.

Nearly 2800 of the total were listed in March. Previous monthly record was set in May 1970 when 2177 listings were taken.

The unusually high first quarter statistics experienced by the UNRA/WWOCB again assures its claim as the country's most successful Realtor Board in terms of the numbers of completed sales and listings.

While not the largest Board in terms of membership, the Board does have approximately 2500 members all of whom subscribe to a strict Code of Ethics.