

ADVERTISEMENT

ADVERTISEMENT

ADVERTISEMENT

Donald Henkelman Co. Opens Farmington Office

COMBINE EFFORTS OF TWO OFFICES

With their present office at "WE'RE EAGER TO HELP YOU"

Mr. Ed Lothamer, Sales Manager of the Farmington Office of Donald Henkelman Co. offers this helpful hint: "This is definitely the right time to sell your present home if you are thinking about buying a new one."

The Donald Henkelman Co. offers the ultimate in Real Estate merchandising. Established by a proven record of their past and present performance in sales, the Donald Henkelman Company's program is unequalled. Donald Henkelman Company is prepared to put all of its entire staff to work to sell

your home for the best possible price. Also, if you are looking for a home in a new subdivision or a used home our facilities are second to none in effectiveness. We welcome your inquiries."

EXPLORING NEW MARKETS

The Donald Henkelman Company has endeavored to offer their clients the most comprehensive sales program available of any one company in the Metropolitan area of Detroit and Farmington. Their home personalized self-sell, a sales approach using radio, television, newspaper classified ads in the Detroit, Michigan, News, five Suburban newspaper areas, but for individual homes, the Home Photo Guide. Definitely another plus item to put in the Home Photo Guide.

circulation and viewing audience of over 1,927,000 people. Also, if you are looking for a home in a new subdivision or a used home our facilities are second to none in effectiveness. We welcome your inquiries."

MEMBERS OF THE AMERICAN INSTITUTE OF MARKETING SYSTEMS

Donald Henkelman Co. utilizes an entirely new franchise approach to used home sales. A breakaway from the old marketing and merchandising methods of used home sales, the AIMS program embraces the methods of used home sales.

selling your present home. At working time necessitated by your disposal without any additional cost to you. Another service offered by the Donald Henkelman Company.

FRANCHISE BROKERS FOR R.F.C.

Recently the Henkelman Company has been appointed as franchise brokers for the Relocation Finance Corporation, a fast to cash network of Real Estate Brokers combining their services and efforts for that particular family in the move.

Problem Widespread

The chief difficulty that arises when an employee is moved from one city to another is the loss of the employee's

working time necessitated by his efforts to find a place for his family to live in the community he is moving to. Often the shift involves not only finding a new home but disposing of the old one in the city he is leaving.

The problem is not the employee's home. Employers have the right to realize in recent years that they must offer a good deal of assistance to their personnel.

NEAHING \$4,000,000

The Donald Henkelman Company is rapidly approaching the four million dollar mark in Residential Sales for 1964. Evidence alone that they have earned the reputation as the "West Side's Most Progressive Name in Real Estate."

IMPORTANT MEDIA

Each and every week the Donald Henkelman Company presents fifteen homes on WJW-TV Channel 4. Sundays 11 a.m. to 12 p.m. The results have proved the time old expression "One picture is worth a thousand words." You might say, "another word's service offered to our clients."

LOCAL AND NATIONAL MEMBERSHIPS

The Donald Henkelman Company has continually strived to uphold all of the highest ethical standards of the Real Estate profession through their association and membership in the following institutions: United Northwestern Real Estate Association, The Detroit Real Estate Board, National Association of Better Real Estate Boards, American Institute of Marketing Systems, Relocation Finance Corporation, National F.H.A. and V.A. approved brokers.

CONFIDENCE AND POSITIVE THINKING

Has led to their decision for

the opening of the Farmington Office. A study and analysis of the population explosion and migration trend toward the Farmington area has convinced the management that this is the area to live. Modern freeways, excellent schools, up to date shopping centers, churches and recreational facilities all sum up to the combined efforts of a sound and substantial community. Farmington has all this more to offer.

JUST PLAIN PROUD

To be a part of this community, and sincerely hope our efforts will be of service to you and your family. We shall look forward to seeing you personally.

Not entirely as a stranger in FARMINGTON!

The Donald Henkelman Co. is not entirely a stranger and most certainly not unfamiliar to the Farmington area. Donald Henkelman, some years ago, as a sales manager took an active role in the original sales and promotion of prominent Subdivisions as Kendallwood, Westbrook Manor, Forest Park, Glenbrook, Twin Valley and Indianwood Subdivision.

In summary, Donald Henkelman not only watched but actually participated in Farmington's growth. A true reason to be proud of the opening of their new office on Grand River at Nine Mile Road. Not as a stranger but a familiar party to Farmington's progress.

GRAND OPENING

FARMINGTON OFFICE

2115 MIDDLEBURY
Kimberly Sub.
Price - \$21,900. 3 bedroom ranch, full bath, kitchen built-in, \$1,500 down, F.H.A.

28212 GREENCASTLE
Greencastle Sub.
Price - \$20,900. 4 bedroom ranch, 1 1/2 bath, family room, gas heat, large lot, excellent terms.

22336 VIOLET
City of Farmington
Price - \$11,500. 2 bedroom bungalow, carpeting, large lot, \$400 down F.H.A.

2155 GREEN MEADOW CIRCLE
Greencastle Sub.
Price - \$17,900. 3 bedroom brick ranch, 1 1/2 bath, corner lot, 1 1/2 baths, excellent terms.

28350 COLESTON
Bel Aire Hills
Price - \$12,900. 3 bedroom brick ranch, 1 1/2 bath, carpeting, \$450 down, F.H.A.

27541 STANSBURY
Forest Hills Sub.
Price - \$16,900. 2 bedroom brick ranch, 1 1/2 bath, one acre hillside, excellent terms.

21811 KENDALLWOOD
Kendallwood Sub. No. 2
Price - \$24,900. 3 bedroom brick ranch, 1 1/2 bath, carpeting, 2 car attached garage.

28211 GREENMEADOW
Greencastle Sub.
Price - \$25,900. 4 bedroom brick ranch, 2 natural fireplaces, excellent terms.

31759 FORESTONE
Bel Aire Hills
Price - \$13,990. 3 bedroom brick ranch, 1 1/2 bath, throughout gas heat, \$490 down, F.H.A.

28511 LEE LANE
Bel Aire Hills Sub.
Price - \$15,900. 3 bedroom brick ranch, 1 1/2 bath, carpeting, \$500 down, F.H.A.

21002 COLESTON
Bel Aire Hills
Price - \$16,500. 3 bedroom brick ranch, 1 1/2 bath, carpeting, \$500 down, F.H.A.

28510 GREENCASTLE
Greencastle Sub.
Price - \$16,900. 3 bedroom brick ranch, fireplace, living room, attached garage, excellent terms.

23801 ARGONNE
Kendallwood Sub.
Price - \$23,900. 3 bedroom brick ranch, 2 baths, perimeter heat, excellent terms.

28092 THORNY BRAE
Kendallwood Sub.
Price - \$22,900. 3 bedroom brick ranch, recreation room, 1 1/2 bath, carpeted garage.

24581 PENNOSE DRIVE
Westdale Sub.
Price - \$17,900. 3 bedroom brick ranch, 2 car garage, 24x20 deck, sunroom, conventional.

donald henkelman co.

30768 GRAND RIVER
FARMINGTON

REAL ESTATE

GR. 6-6161



11 AM - 12 NOON SUNDAYS