

Donald Henkelman Co. Opens Farmington Office

COMBINE EFFORTS OF TWO OFFICES

With their present office at "WE'RE EAGER TO HELP YOU" 20366 Grand River and now the opening of their new office at 30768 Grand River plus a competent staff of over twenty people, 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 begins in used home marketing where most companies leave off.

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 homes are displayed through photographs and classified ads in the Detroit News, five Suburban newspapers, the Home Photo Guide and WWJ-TV. A weekly com-

bined circulation and viewing audience of over 1,327,000 people.

MEMBERS OF THE AMERICAN INSTITUTE OF MARKETING SYSTEMS

Donald Henkelman Co. utilizes an entirely new and fresh approach to used home sales... a step-by-step procedure in marketing and merchandising. A break-away from the old fashioned horse and buggy methods of used home sales, the AIMS program embraces personalized sell-mates, a sound and slide film, individual brochures, not only for specific areas but for individual homes. Definitely another plus item in sales if you are contemplating

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

Recently the Henkelman Company has been appointed as franchise brokers for the Real Estate Finance Corporation, a part to create network of Real Estate Brokers combining their services and efforts for that particular family on 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 alone. Employers have come to realize in recent years that they must offer a good deal of assistance to their personnel. Truly an important phase of home marketing whether it be a family coming into your area or if you are contemplating a transfer to another city. Another modern method of preventing your home!

IMPORTANT MEDIA

Each and every week the Donald Henkelman Company presents fifteen homes on WWJ-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 service offered to our clients."

NEARING \$4,000,000 IN SALES FOR '64

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 "West Sides Most Progressive Name in Real Estate."

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 Realty Association, The Detroit Real Estate Board, National Association of Real Estate Boards, Better Business Bureau, American Institute of Marketing Systems, Relocation Finance Corporation, qualified F.H.A. and VA 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 confirmed in their minds 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 grand and substantial community. Farmington has all this plus more to offer.

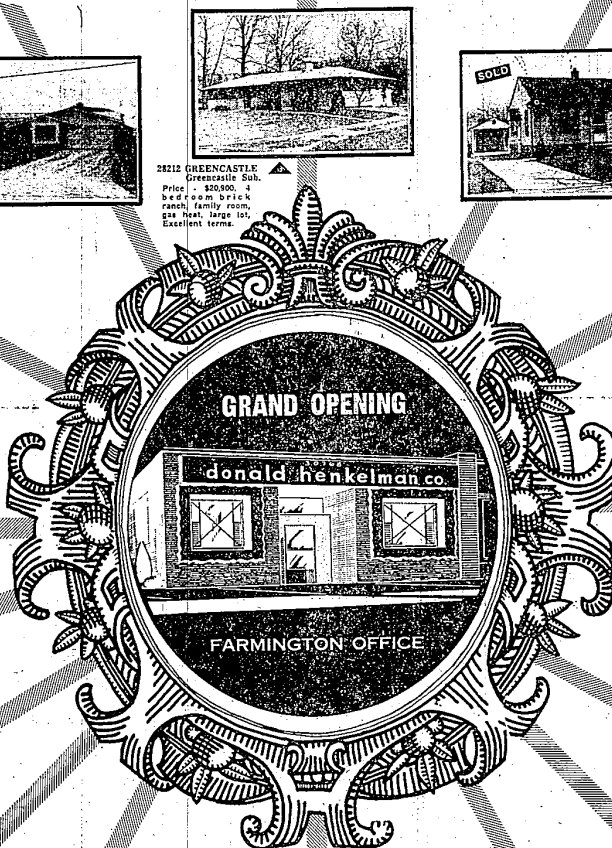
JUST PLAIN PROUD

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.

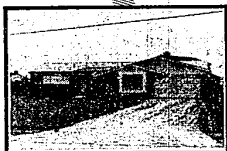
Not entirely as a stranger in FARMINGTON!

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 salesmanager 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.



28115 MIDDLEBELT
Kimberly Sub.
Price - \$21,900. 3 bedroom antique ranch, 2 full baths, kitchen built-ins, \$1,500 down F.H.A.

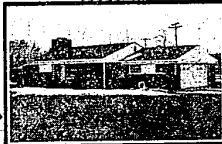


28212 GREENCASTLE
Greencastle Sub.
Price - \$20,900. 4 bedroom brick ranch, family room, gas heat, large lot. Excellent terms.



28236 VIOLET
City of Farmington
Price - \$11,500. 2 bedroom asbestos shingles, ranch, carpeting, large lot, \$400 down F.H.A.

28455 GREENMEADOW CIRCLE
Greencastle Sub.
Price - \$17,900. 3 bedroom brick ranch, beautiful corner lot, 1 1/2 baths, excellent terms.



28350 COLCHESTER
Bel Aire Hills
Price - \$13,900. 3 bedroom brick ranch, 1 1/2 baths, reconditioned, \$450 down F.H.A.



28215 GREENMEADOW
Greencastle Sub.
Price - \$25,900. 4 bedroom brick ranch, family room, 2 natural fireplaces. Excellent terms.



21759 FOLKSTONE
Bel Aire Hills
Price - \$12,990. 3 bedroom brick ranch, carpeting, through gas heat, \$490 down F.H.A.



23861 ARGONNE
Normandy Hills Sub.
Price - \$23,900. 3 bedroom brick ranch, 2 full baths, family room, perimeter heat. Excellent terms.



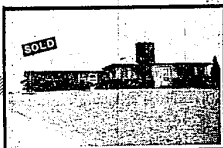
28092 TIERNY BRAE
Kendallwood Sub.
Price - \$22,900. 3 bedroom brick ranch, recreation room, 1 1/2 baths, carpeting, 2 car attached garage.



28092 COLCHESTER
Bel Aire Hills
Price - \$16,500. 3 bedroom brick ranch, recreation room, 1 1/2 baths, gas heat, \$500 down F.H.A.



27541 STANSBURY
Forest Hills Sub.
Price - \$18,900. 2 bedroom brick ranch, 1 1/2 baths, one acre hillside. Excellent terms.



27831 KENDALLWOOD
Kendallwood Sub.
Price - \$24,900. 3 bedroom brick ranch, 2 full baths, carpeting, gas heat. Excellent terms.



32161 LEE LANE
Bel Aire Hills Sub.
Price - \$15,900. 3 bedroom brick ranch, recreation room, 1 1/2 baths, carpeting, \$500 down F.H.A.



24891 FENROSE DRIVE
Woodbine Sub.
Price - \$17,900. 3 bedroom masonry ranch, attached 2 car garage, 260x120 lot, 10% down. Cash. Ventilation.



donald henkelman co.

30768 GRAND RIVER
FARMINGTON

REAL ESTATE

GR. 6-6161

