

Service: Farmington Combines Realtors' City, Country Living Keyword

Realtors contribute to the betterment of their communities in ways additional to their business operations. The real estate business brings the Realtor into contact with just about every segment of community activity.

This contact coupled with his interest in and knowledge of housing and land problems suit him for community service. Through his business, a Realtor becomes intimately acquainted with housing, building and other municipal codes. He knows the problems of zoning and neighborhood development.

Such knowledge and close community contact has led to the appointment of Realtors to posts where they can put their training and experience to work for the overall benefit of the community.

Many members of the UNRA board of Realtors also are serving as members of planning commission, service organizations, Chamber of Commerce, zoning boards, and other groups dedicated to the public interest.

A well-known phrase in real estate states that the three most important factors to consider when buying are—location, location and location. To paraphrase this I believe the three most important factors of being a Realtor are service, service and service.

CONT. ON PAGE 23

All the convenience of the city and comfort of the country are yours if you live in Farmington.

The area's rolling hills and lush landscape are bisected with expressways that provide easy access to all of southeastern Michigan and downtown Detroit.

And you can live any way you want to in Farmington—in apartments or cooperative dwellings, on estates or in contemporary or centennial homes.

Historically, the area is as rich in heritage as any place

in Michigan. The city is marking its centennial year in 1967, 100 years after the formation of the Village of Farmington in 1867.

Five historic one-room school buildings are still standing in the city and township as are several houses cited as centennial homes by the state because they are still occupied by descendants of the original families.

On the outskirts of town stands Botsford Inn that provided a way station in the 1800's

for travelers upstate.

The Botsford facility now includes a gourmet restaurant like many of the fine eating places that can be found in city and township.

Also at Botsford is Botsford Osteopathic Hospital, one of two hospitals serving the community.

It is possible to go from kindergarten to college without leaving the environs. The Orchard Ridge campus of Oakland University will be completed in September. Parochial schools include two Catholic high schools and public schools are high in the academic attributes that mark all-out community support.

All commercial property, city and township, is carefully zoned. Most industry is isolated in an industrial park. Most business is zoned for light industry and does not contribute to air pollution.

Dotted around city and township are regional shopping centers providing the homeowner with most of the wares he needs to maintain property and person.

The hobbyist can find a club to further almost any interest, including gardening, art, bridge, golf, veterans affairs, community, politics, sororities and fraternities, professions.

Improve for Quick Sale

Want to ready your home for quick sale? Then take a tip from real estate brokers, who say sensible improvements can hike your home's resale value and lead to an earlier sale.

The trick is to look at your home through the eyes of the prospective buyer before putting it on the market.

Are there leaky faucets, wall cracks, water stains or peeling paint? They are obvious defects and will make the prospect wonder if he is taking on a headache.

New washers, replastering, insulating of water pipes or a coat of paint may remedy these faults with little effort or cost.

Exterior improvements are highly important. If the house needs a new roof or an expensive paint job, the prospect may not even want to look inside.

On the other hand, if you can offer a buyer long-wearing and low-maintenance extras like heavyweight asphalt shingle roofing or mineral fiber siding, the value will rise accordingly.

Make the improvements realistically worthwhile for both you and the buyer. Although it's good salesmanship to have your house looking clean and tidy, it usually doesn't pay to redecorate inside. The buyer undoubtedly will have his own ideas about decorating which will differ from yours.

Age of Buyers Drops; Boosting Sales in Future

Buying ages are going down, so selling prospects are going up.

Sounds paradoxical, doesn't it? But it is only another way of saying that American people are buying their first home at a much younger age now than in the past, thus creating a great new potential housing market.

The impact of this development, heretofore hidden deep in housing statistics of the federal government, recently was pointed out by Richard B. Morris, Buffalo, N.Y., president of the National Association of Real Estate Boards.

Mr. Morris cited government statistics showing that in 1966 the average purchaser of an FHA home was 31 years of age, and that nearly half of all home buyers were under 30 years of age.

"This means that from now on the average American is likely to buy three or four homes in his lifetime as contrasted with the two or three pieces of property his parents purchased," said Mr. Morris.

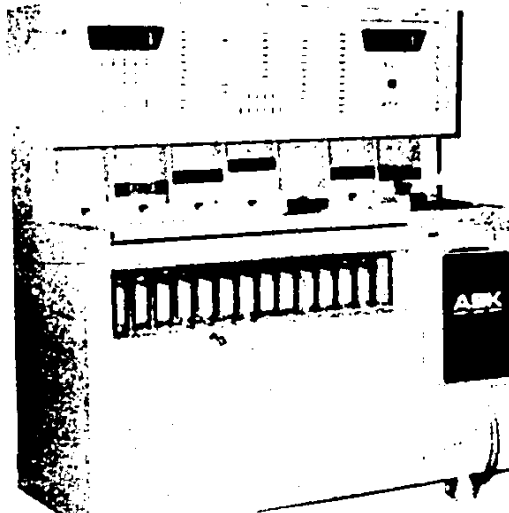
"We can expect that this surprising new development will be a great and continuing force for improvement of home sales in the future," Mr. Morris added.

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