Realtors Up Aid to Public

sist people in buying and selling years or more of college, and ing, civic responsibility; that real property is increasing each year another 29,7 per cent had some estate is made up not of great as the result of a comprehensive education program.

recent meeting of the Committee on Education of the National Association of Real Estate Boards. Its theme was: "State associations are increasing Realtor competence through Realtor institutes." The growth of the educational program and the tie- of Realtor's Headlines, NAREB ins with colleges and universities

College training for real estate is becoming the rule rather than the exception, the NAREB Deciples. Not the how, but the why; partment of Research has found, In a 1966 study it was shown that the ethics of the profession; the three of every 10, or 31 per cent principles of home ownership, of

university training. The percentage of college graduates in the field has increased markedly That was made clear at the during the past decade, surveys

"The more a Realtor studies real estate, the more he learns, the better he is able to serve his clients," said a participant in the Committee on Education meeting. In a recent magazine section publication, a Realter is reported were underscored at the meeting. 2s saying to college students:

> "You say you want my advice. not the tricks of the trade, but

The ability of Realtors to as- of NAREB members had four amenities, high standards of livsacrifices or duties, but of little things in which smiles and kindnecces and small obligations given habitually are what win and preserve your customers."

> Progress of the Realtor Insti-tutes, the first of which was held at the University of North Carolina in 1948, was slow during the first dozen years, "but has grown tremendously in the past five years," the Education Committee

> Institutes, seminars, special courses, orientation meetings, tutoring, university private training -- all are going forward, In California the state recently announced an ambitious program which eventually will require all real estate licensees to be college trained, although it is not possible to implement this plan vet.

The triannual survey by the Department of Education NAREB, Chicago, is being completed this year.

You can build equity in property faster than you may realize. The "EQUITY" table listed below shows how fast regular monthly payments can add up. The figures in the "Paid per Month" column include both principal and interest. The "Purchase Equity" column shows the capital accumulated. These latter figures do not take into account appreciation of land value, such as is occurring at an accelerated rate in most areas of Michigan. If you have dollars that should be working for you, there's no better time than now to start building equity in a home, land, or income property.

EQUITY TABLE

IF YOU INVESTED YOUR MONEY IN A HOME AFTER 10 YEARS YOUR EQUITY WOULD BE

Paid Per Month	Total Paid in 10 Yrs	*Purchase Equity
- \$100.00	\$12,000.00	\$4,978.00
\$150.00	\$18,000.00	\$7,467.00
\$200.00	\$24,000.00	\$9,957.00

AFTER 20 YEARS YOUR EQUITY WOULD BE

Paid Per Month	Total Paid in 20 Yrs	*Purchase Equity
\$100.00	\$24,000.00	\$14,000.00
\$150.00	\$36,000.00	\$21,000.00
\$200.00	\$48,000.00	\$28,000.00

NOTE: YOUR PAYMENTS FOR INTEREST AND TAXES ARE DEDUCTIBLE FROM YOUR INCOME TAX; THE AMOUNT YOU SPEND FOR RENT IS NOT.

This assumes payment of 6% mortgage interest for the period indicated.

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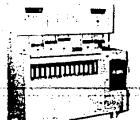


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