

'1970 Will Equal 1969' Predicts Realtor Head

"1969 our best year yet - 1970 should be as good," says Realtor Charles W. Allen, Jr. of Livonia, President, Western Wayne Oakland County Board of Realtors and United Northwestern Realty Association Multi-List Service.

"Our 2,400 Realtor and Associate members have just received a statistical summary of their sales results for 1969 and it shows that despite 'tight money' we sold 11,084 properties totaling \$244. 1 1/2 million dollars in value," said Allen.

"This makes us 'number one' in number of properties sold of all major real estate boards in the United States, although, for example, we have approximately 1,000 less sales associates than the San Fernando Valley, California Board who sold some 9,500 properties during 1969," Allen pointed out.

"Use of a fully computerized photo. Multi-List system has helped us obtain better results for our clients."

"We also credit a compulsory education requirement of at least two college level courses in real estate for all new Sales Associates during their first 18 months in the field, for our improved performance," he emphasized. "A comprehensive week-long Professional Standards Orientation Course is required in addition to being licensed."

"In the 20 years through 1965, we were able to sell a billion dollars worth of properties in the area we serve. Sometime during

1970 we will have sold another billion dollars worth.

"In the past five years we will have accomplished what took four times as long before we computerized our Multiple-Listing system and adopted higher educational criteria."

PRICES FOR HOMES in the Board's Detroit and Suburban marketing area rose from \$20,082 in 1968 to \$21,650 for 1969 according to statistics compiled by the Boards computer. This is slightly under the '69 national average home sales price of \$21,700.

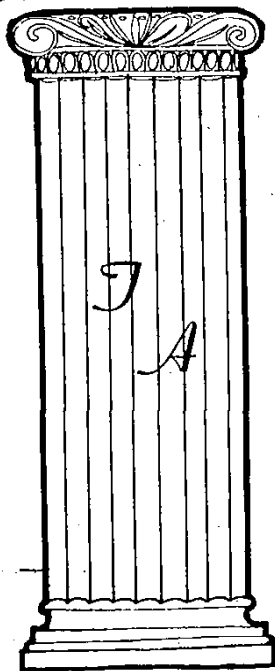
"The adverse influence of credit restraints has deferred the usual increases in sales volume this past year, or our gains would have been much greater," said Allen. "With an anticipated relaxing of what are actually artificial controls, we expect 1970 to be at least equal to last year and a good time to look or list if you are in the market to buy or sell a property."

Commonwealth Declares Dividend

The Board of Directors of Bank of the Commonwealth has declared the regular quarterly common stock dividend of 50 cents per share, payable April 1, 1970, to holders of record on March 18, 1970. There are 3,047,724 common shares currently outstanding.



NATIONAL BLOCK CO. and National Ready-Mix Co., Inc., 39000 Ford Rd., Westland, has recently completed construction on its new administrative offices. The National Block Co. building has incorporated 26 different block patterns and utilizes every standard type of block now manufactured by this firm. Founded in 1946, National has grown continuously and is today the largest combined block and transit mix operation in southeastern Michigan.

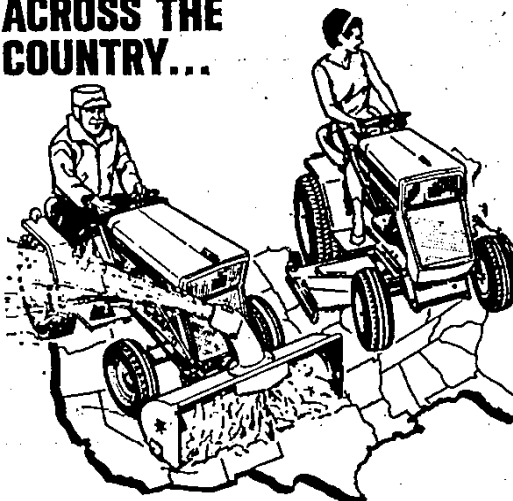


Architectural Hardware
Hollow Metal Doors
and Frames
TUPPER ASSOCIATES
23230 INDUSTRIAL PARK DRIVE
FARMINGTON
477-4411

ROSTER OF ADVERTISERS

COMPANY	PAGE
CHARLES ALLEN	23
ALLEN ELECTRIC	14
ALLIED SUPERMARKET	24
ANCHOR COUPLING	9
AWREY BAKERIES	18
DETROIT DIESEL	22
EATON, YALE & TOWNE	11
EXECUTIVE OFFICE SUPPLY	23
FARMINGTON OFFICE SUPPLIES	3
GARLING REALTY	4
GENERAL MOTORS	17
GOULD INDUSTRIAL PARK	4
GROSSMAN REALTY	8
HICKOX BARNETT	11
INTERNATIONAL HARVESTER	21
KEYSTONE PRINTING	15
KWIKIE DUPLICATING	5
LIGHT WEIGHT AGGREGATE	14
LIVONIA INDUSTRIAL PARK	15
LIVONIA NATIONAL BANK	19
LOF'S ARBOR-LILL	5
NATIONAL BLOCK CO.	7
B. J. RATIGAN	5
SCANS ASSOCIATES	2
SPITLER-DEMME FORD	19
SUN PLASTIC COATING CO.	8
TENNYSON CHEVROLET	16
TUPPER ASSOCIATES	21
WEST BROS.	4
WESTERN ELECTRIC	10
WESTLAND (CITY OF)	6

INTERNATIONAL CUB CADET LAWN AND GARDEN TRACTORS AMERICA'S YEAR AROUND FAVORITE ACROSS THE COUNTRY...



- Five new models—7, 10, 12 hp engines
- Direct drive—no belts or chains
- Regular or hydrostatic transmission (Hydrostatic available with 10 and 12 hp Cadets)
- Instant starts in below zero weather
- Rugged construction
- 36 or 42 inch snow thrower attachment
- Simple, easy operation
- Over fifty attachments for lawn and garden jobs



SALES - SERVICE - RENTALS - PH. 476-0960
INTERNATIONAL HARVESTER COMPANY
31666 W. EIGHT MILE - P.O. BOX 337, FARMINGTON