

Real Estate Times

*Real Estate One, Inc. 1988

Renovated Bloomfield Hills office



Real Estate One was awarded the "Best of Real Estate Office Interiors" award from the National Association of Realtors monthly magazine *Real Estate Today*. It was one of only five national award winners in the country. This expanded office now has matured into a premier showcase office for REALTORS in Oakland County.

Real Estate One renovated and expanded its Bloomfield Hills residential sales office. This massive 6,700 square foot facility includes

At left, Real Estate One's Bloomfield Hills office at 4136 Telegraph Road

three conference rooms, a number of semi-private offices and an entirely new "English Hunt Club" decor done exclusively for Real Estate One by Michigan's famous interior design specialist, Dan Clancy of Parmenter Freiwald Inc.

"We were proud to have the recognition of our facility. Quality design and settings are important in this marketplace."

—Richard S. Elsea
President

The full-time professional associates, led by manager Roxanne

Walsh, always provide the highest quality buyer and seller service to Bloomfield Hills and surrounding communities.

If you are in the area, please drop into this beautiful office. It's on the west side of Telegraph Road just south of Long Lake Road. You will be assured of the most professional REALTOR® services offered anywhere in the nation. Bigger offices and more sales associates mean more possible buyers for your house. As Michigan's largest real estate company with 29 metro area offices, Real Estate One can help with your housing needs.

Two brokers finesse a move in Michigan

When Brian and Penny Anderson accepted a transfer with Kelsey-Hayes in Romulus, Michigan, they knew how to let their Cleveland home — Ron Kish from Real Estate One. Because Ron had sold them their home, the Andersons decided they were their own best references for selecting an agent to market their house.

Ron had another service to offer them, too. He recommended the

Free referral service

If you are transferring to anywhere in Michigan or to any place in the entire country, including Alaska, Real Estate One has a free service for you. Call any of our offices listed below and we will have a top real estate associate in your destination city call you that same day. You pay nothing; yet automatically receive information on housing, neighborhoods, and even specific listing information on homes in your destination city. If you are moving anywhere, anytime, call 651-2560 and ask for Maureen or Theresa.

Advertisement represents newspaper

Real Estate One has purchased this entire page to tell our story. We want to look like newspaper advertisements, because we treat our information as consumer information not advertising. We want you, the people of Oakland County to know as much about our services as possible. We sell more homes in Michigan, because we think we have the best trained and most professional people to help you. We have just about every conceivable service for our customers. Whether it's an advanced equity, home protection policy, up-to-date mortgage rates and terms, or just keeping in touch — we do it. If you call us we will help you now.

7 1/2% to 10 3/4% loans available now

Real Estate One professionals have a list of almost 60 different lenders in the metro Detroit area. These lenders have the largest variety of home mortgages that have ever been offered. It wasn't too many years ago that consumers obtained either F.H.A., V.A., or conventional 30-year loans. Now the Real Estate One associates are quoting 7 1/2% for one year loans.

where we are

Administration	851-2600	Livonia	261-0700
Commercial	353-4400	Milford	684-1065
Training Center	356-7111	Northville	348-6430
Allen Park	389-1250	Plymouth	455-7000
Ann Arbor	995-1615	Rochester	652-0500
Birmingham	646-1600	Royal Oak	548-9100
Bloomfield Hills	644-4700	St. Clair Shores	298-0010
Brighton	227-5005	Sterling Heights	979-5860
Dearborn	274-8911	Taylor	292-8550
Dearborn Heights	565-3200	Trenton	675-6900
Detroit - 7 Mile	532-6600	Troy	528-1300
Detroit - Gr. River	532-3400	Union Lake	363-1511
Farmington	477-1111	Waterford	623-7500
Farmington Hills	651-1900	West Bloomfield	681-5700
Latino Village	659-2300	Westland	326-2000
		Wyandotte	284-8262

Ask for the Real Estate One C.M.A. folder

Real Estate One, Michigan's largest real estate company, has developed an entirely new competitive market analysis folder. It is designed to present you with the most complete consumer-oriented written evaluation of your home. It takes the information about your home and compares it to all similar properties in your area. This new folder has a separate page to compare your home to homes which

have already sold. Another page compares your home to properties which are currently on the market. Finally another page compares your home to homes which were on the market but did not sell during the listing period. Another sheet reviews the actual not proceeds you would receive based on a market price. An additional page explains our own action plan. This newly developed

C.M.A. (Competitive Market Analysis) folder is compiled with your particular home's details. The folder is given to every home owner, free of charge, who is considering selling their house. It is in addition to our 22-page marketing kit which shows sellers all of the stops in the home selling process.

This is just one more new service offered to our customers and clients. The best and the biggest cost no more, yet our quality of service to you is the best. Call for more information.

22-page Marketing Kit



Real Estate One's West Bloomfield office sales associates

The Durbin Company, Realtors merges with Real Estate One

The Mel Durbin E.R.A. Reaby Company has merged with Real Estate One. The Durbin West Bloomfield office is relocating to Real Estate One's West Bloomfield office at Orchard Lake and Lone Pine Roads. Fourteen top full-time professional associates from Durbin have joined Real Estate One. The four million dollar associate, Fran Miski,

from Durbin has become the Real Estate One West Bloomfield manager. "It's an outstanding merger," says Dick Elsea, president of Real Estate One. "Mel's company is exceptionally fine. Seven of his associates are million dollar associates or more. They are professional people and Mel's company style fits perfectly with our own company. We feel privi-

leged with the addition of Fran Miski as our new West Bloomfield manager. She is respected in our industry, and the appointment also can help her grow within our management team."

Division President Genny Conrad, who organized the merger, added that these two teams of Durbin and Real Estate One salespeople are terrific together.

—Richard S. Elsea
President

New week-long pre-license course

During the week of June 16-22 and July 14-20, Real Estate One Training Center will offer its one-week state-approved Real Estate Licensing Course. "We have offered this course three days a week, three hours a day, in either morning or evening classes," said Claude Cauley, Vice President of Education for Real Estate One. "We now see a

new community need for an intensive 40-hour, week-long course." Cauley mentioned that the evening course will continue as usual.

"We're proud that we offer the

course at a reduced rate of \$99, including all books, tests, etc. We have a long history of high grades and our students are prepared for the state exam," Cauley stated. "It is

subsidized by Real Estate One.

"We are also offering three-

week, four days a week course begin-

ning May 31 and a four-week, three

night a week course beginning May

23."

Inquiries can be made by calling

any

Real Estate One, Inc. office or the

Training Center at 356-7111. The

course is open to the general public.

Sign up now

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