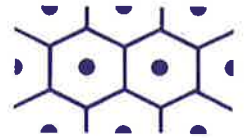

newsletter



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Polish your Professionalism ... do it by the book.



The most comprehensive analysis of residential real estate sales published in Atlantic Canada, Compuval Database is prepared by a *professional firm of real estate appraisers* and is available quarterly, on a subscription basis, to all brokers, real estate sales people and appraisers who are members of the Halifax/Dartmouth Real Estate Board.

With *seventy pages* packed with information on *3,000 sales* in the Halifax/Dartmouth metropolitan area, the March 1981 issue is an invaluable resource tool for listing, selling or appraising residential real estate. Your salespeople are professionals, help them polish their professionalism with Compuval Database's *63,000 items of sales information*.

Listing a Property?

Database's computerized printout enables you to rapidly and knowledgably illustrate to the prospective vendor that you have the facts, analyzed and tabulated, at your fingertips. Knowledge is wealth ... people prefer professionals.

Selling a Property?

Time is money ... not only to you but also to the person wanting to buy a property. The long trail from broker to broker whilst the prospective purchaser attempts to find the ideal property ... or any property ... get a feel of the market ... is a drudgery which no one contemplates with pleasure. Time wasted looking at the wrong properties in the wrong price range, in the wrong areas ... wasted for you and the purchaser. Use Compuval Database to target the neighbourhoods your prospect can afford. Use Database to price his requirements. Establish to out of town purchasers that you have an overview of the *entire metro market* and than you can satisfy his/her requirements.

Appraising a Property?

Database is portable, carry it in your car. Use it to identify comparable sales and establish the property value.

Compuval Database has gone down in price ... up in value

Our first issue of Database contained 136 sales and cost \$15; \$0.11/sale. The March 1981 issue contains 3,000 sales and costs just \$0.03/sale. It contains two years of sales data for Bedford, Cole Harbour/Lawrencetown, Dartmouth, Eastern Passage/Cow Bay, Halifax Mainland North, Sackville/Beaverbank, Westphal, and three years of sales data for Halifax Peninsula.

A Teaching Tool!

Use Compuval Database as a teaching tool to familiarize your new salespeople with property values in the Metro area. With Database, they can quickly identify the prevailing price levels in key areas of the city, using a benchmark, such as a standard three bedroom bungalow.

Don't Just Stand There ... Subscribe!

Simply complete the attached order form: we'll mail you the March 1981 issue of Database ... hot from the press.