

Al Ring

Century 21 Joe Guy Hagan Realtors

July 1981 to November 30, 1989

**119 Hurstbourne Lane Suite 201
Louisville, KY 40222**

By Al Ring, 2007

In July 1981, I joined Century 21 Joe Guy Hagan, Hurstbourne Office. By November 1 had joined The Kentucky Real Estate Exchanger's, Inc. also.

In 1982, I attended a sales seminar which pushed the use of post cards. I quickly designed my own and became one of the first if not the first agent using them in the Louisville area. Even today they are used all across the country. In April 10 1982, I completed the Century 21 Effective Financing program, VIP Referral/Relocation Training Course 101 was in the Top 100 and won the Century 21 Pacesetter Award.

In 1983, I completed the Century 21 Referral/Relocation Training Course 102, again won Pacesetter Awards and took the final class and received the C.R.S. designation. (Certified Residential Specialist #630.)

In 1984, I won the Pacesetter Awards for 2nd, 3rd and 4th quarters. I was one of the first to buy a computer for the Real Estate business. I bought a Macintosh by Apple, one of the best decisions I made in the business. That first computer was \$3,637.00.

In 1985, I earned more sales awards and on March 1, 1985 I became one of the Managers of Century 21 Joe Guy Hagan Hurstbourne Office. July 29, I designed and taught Century 21 Joe Guy Hagan Computer Education training 101. This was the first course designed and taught on the Louisville Board of Realtors computer hook-up which started in 1984. I continued to teach the course until I left Century 21. Even the trainer from the board used my outline and training material a couple of years later when they started training. I also started working on the designation C.R.B. taking How to Recruit, Train and Retain Real Estate Sales Associates; Leading, Communicating and Motivating The Team To Greater Productivity, from the Real Estate Brokerage Council.

In 1986, I received my C.R.B. (Certified Real Estate Brokerage Manager #6539) designation. I also completed the Century 21 Principles of Sales Management, and became a Century 21 Management Specialist, and earned some more sales awards. I also taught the first Golden Pacer class. (See separate section.) Along with Golden Pacer's, I designed an "Idea Book" for the company. These were copy ready sheets to use in listing presentations and sales situations.

In 1987, I completed CenturyNet Computer training with Century 21. I then started teaching that for the company. I also was involved with 3 joint ventures with Clarice Campbell, Mary Eckler, Jeanne Livingston, and 2 different builders. One of our homes was in Homarama. I also completed the Financial Management course and I joined the Home Builders Association.

1988 started out with me slowly making the decision that I needed a change. (There is no since airing dirty laundry here so I won't. But I felt I needed a change. I do want to say that my Co-Manager Clarrice Campbell, was never the problem. The experience with working with her was one of the best I have ever had. She was professional in every since, a friend and still is, and it was just plain a good experience working with her.) I designed a complete business plan for my own Real Estate Brokerage, discussed a career change with several other Real Estate companies, mainly looking to teaching opportunities. In the end I discounted all of them.

November 30, 1989, I moved my license from Century 21 to Re/Max Properties East.

THE COURIER-JOURNAL, SUNDAY, AUGUST 2, 1981

Announcing



AL RING, G.R.I.

896-4271

now associated with

**AMERICA'S NUMBER 1
TOP SELLER,
CENTURY 21™**

JOE GUY HAGAN, REALTORS
426-3600

Announcing



AL RING, G.R.I.

896-4271

now associated with

**AMERICA'S NUMBER 1
TOP SELLER,
CENTURY 21™**

JOE GUY HAGAN, REALTORS
426-3600



JOE GUY HAGAN, REALTOR®

119 Hurstbourne Lane
Louisville, Kentucky 40222
Business (502) 426-3600
Residence (502) 896-4271



AL RING, G.R.I.
Broker-Salesman



Each Office Is Independently Owned And Operated

PLEASE POST !!!!!!!!!

<p>AL RING REALTY CO., INC. 1000 N. 11th St., Suite 100, Raleigh, NC 27604 Phone: 896-4271</p>	
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PLEASE POST !!!!!!!!!

<p>AL RING REALTY CO., INC. 1000 N. 11th St., Suite 100, Raleigh, NC 27604 Phone: 896-4271</p>	
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Affordable Financing

ASSUME PRESENT FIXED RATE LOAN (VA) 9 1/2% INTEREST WITH \$17,150.00 DOWN
 P. & I. IS \$442.79. P.I.T.I. ABOUT \$523.29

OR

OWNER MAY CONSIDER SOME OWNER FINANCING

SELLER MOVING TO TEXAS, MUST SELL!

AL RING G.R.I. 896-4271
 CENTURY 21 JOE GUY HAGAN 426-3500

Creative Financing

ASSUME PRESENT FIXED LOAN AT 13 3/4% INTEREST WITH ABOUT \$21500.00 DOWN

OR

MOST ANY TYPE CREATIVE FINANCING AVAILABLE, SUCH AS METRO OPTION, ESCROW BOND FOR DEED, ASSUMPTION WITH SECOND, OWNER WOULD LIKE \$10,000 DOWN AND CARRY ADDITIONAL PAPER AS NEEDED AT 12%

AS YOU CAN SEE OWNER WANTS TO SELL, AND IS OFFERING FINANCING

AL RING, G.R.I. 896-4271
 CENTURY 21 JOE GUY HAGAN 426-3600

PLEASE POST !!!!!!!!!

<p>AL RING REALTY CO., INC. 1000 N. 11th St., Suite 100, Raleigh, NC 27604 Phone: 896-4271</p>	
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Fantastic Financing

JUST \$12,650.00 DOWN AN ASSUME PRESENT FIXED RATE LOAN AT 13 1/2%, WITH LOW CLOSING COSTS, AND P. & I. AT ABOUT \$327.00 AND P.I.T.I. AT ABOUT \$381.00.

LENDER WILL ALLOW A SECOND, AS LONG AS BUYER QUALIFIES FOR BOTH PAYMENTS

SELLER HAS BEEN TRANSFERRED AND WANTS TO SELL, PLEASE SHOW!

AL RING G.R.I. 896-4271
 CENTURY 21 JOE GUY HAGAN 426-3600

PLEASE POST !!!!!!!!!

<p>AL RING REALTY CO., INC. 1000 N. 11th St., Suite 100, Raleigh, NC 27604 Phone: 896-4271</p>	
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Creative Financing!

REDUCED TO \$97250.00

ASSUME PRESENT FIXED RATE LOAN AT 12 1/2% INTEREST WITH ABOUT \$24000.00 DOWN

OR

NEW ADJUSTABLE RATE LOAN AT 14 1/2% INTEREST WITH ABOUT \$18000.00 DOWN

OR

MOST ANY TYPE CREATIVE FINANCING AVAILABLE WITH ABOUT \$7000.00 TO \$10000.00 DOWN AT 12% INTEREST.

AS YOU CAN SEE OWNER WANTS TO SELL, AND IS OFFERING FINANCING

AL RING, G.R.I. 896-4271
 CENTURY 21 JOE GUY HAGAN 426-3600



Al Ring 1982 Statistics

Listings:		1981						
#	Location	Name	%	List Price	Sold For	Time	My Commission	Notes
1	8901 La Costa Rd.		7	\$ 69,950.00				Mary Ann & I listed from G.L.
2	6810 Crossmoor		7	\$ 92,500.00	\$ 87,000.00	5 M	\$ 2,131.50	I listed Ben Matthews.
3	2127 Peabody Lane		7	\$ 42,500.00				Met at Gas Lite-Expired.
4	9007 Lyneve Dr.		7	\$ 62,000.00				Co listed with Mary Ann of La Costa, Expired.
5	6607 Tottenham		7	\$ 99,500.00	\$ 89,950.00	2 1/2 Y		Frank & I built-1981.
6	1856 Brownsboro Rd.		7	\$ 32,900.00				Called me-expired
7	141 Tanglewood Trail		7	\$ 97,950.00				Ben Matthews-Expired.
8	9009 Thelma Lane		5	\$ 73,950.00	\$ 73,950.00	1 Y	\$ 443.70	Cross sold
9	Thelma Lane		5	\$ 76,500.00				Crawley--back to Frank.
10	Thelma Lane		5	\$ 59,750.00				Crawley--back to Frank.
11	129 Spring St.		7	\$ 19,900.00				Got from Windy Willow, Withdrawn.
12	8908 Thelma Lane		5	\$ 64,950.00				Back to Frank.
13	11322 Leesburg Place		7	\$ 48,500.00				Got from Melton, Expired.
14	12002 Rustburg Ct.		5	\$ 38,900.00	\$ 38,500.00	10 D	\$ 700.00	My investment.
15	228 Clover Lane		7	\$ 41,750.00	\$ 38,500.00	4 D	\$ 1,886.50	My client, I sold
16	3704 Barbara Ann		7	\$ 89,900.00				Referral from Dave White, Expired.
17	2127 Peabody Lane		7	\$ 41,850.00				Open house--withdrawn.
18	4511 Yagar Lane		7	\$ 68,900.00				From JGH, Expired, re-listed.
19	141 Tanglewood Trail		7	\$ 92,500.00				Will re-list in 1982.
20	8825 Clair Dee Dr.		7	\$ 27,850.00	\$ 27,950.00	3 D	\$ 684.77	Mail out.
21	4416 Murphy Lane		7	\$ 59,500.00				Mail out, Expired.
22	4416 Watterson Trail		10	\$ 115,000.00				Co listed with Julie Higgins.
23	10530 Watterson Trail		10	\$ 40,000.00				Co listed with Julie Higgins.
24	5214 Baywood Drive		6	\$ 41,500.00				Co listed with Julie Higgins, withdrawn.
25	3602 Hayfield Way		7	\$ 86,900.00				Referral from JGH.
				\$1,586,100.00	\$ 355,850.00	\$ -	\$ 5,846.47	

Sales:		1981						
#	Location	Name	Sale Amount	%	My Split	My Commission	Notes	
1	7698 Six Mile Lane	Fisher	\$ 61,500.00	3	70	\$ 1,291.50	Referral from Jim Hytken.	
2	9019 Thelma Lane	Crawley	\$ 71,000.00	2.5	60	\$ 425.00	Co listed with Frank-cross sold	
3	6514 Maravain	Winding I	\$ 31,500.00	3	70	\$ 661.50	Sold to Winding Investments.	
4	2205 Loll Pop	Winding I	\$ 28,750.00	3	70	\$ 603.75	Sold to Winding Investments	
5	5402 Windy Willow W	Liles	\$ 38,900.00	3.5	70	\$ 953.05	My listing cross sold.	
6	9009 Thelma Lane	Crawley	\$ 73,950.00	2	60	\$ 443.70	Co listed with Frank, cross sold.	
7	9102 Vondine Drive	Winding I	\$ 34,900.00	3.5	70	\$ 855.05	Sold to Winding Investments	
8	219 Hemingway	Vanderhoff	\$ 60,000.00	3.5	50	\$ 1,050.00	Referral from Wilks.	
9	8728 Glenwood	Winding I	\$ 29,500.00	3.5	70	\$ 700.00	Sold to Winding Investments.	
10	2511 Aganza Drive	Winding I	\$ 31,500.00	3.5	70	\$ 700.00	Sold to Winding Investments	
11	112-114 Steedly	Ring	\$ 36,300.00				My investment.	
12	8502 Sugar Plum	Mangum	\$ 32,900.00	3	70	\$ 700.00	I sold to Mangum, investment.	
13	12002 Rustburg Ct.	Ring	\$ 38,500.00	3	70	\$ 700.00	I sold, finder fee.	
14	6607 Tottenham Rd.	Ring/FF	\$ 89,950.00				Loss	
15	4525 Pulaski	Kilburn	\$ 44,500.00	3	70		Got off Leesburg.	
16	228 Clover Lane	Wheatly	\$ 38,500.00	7	70	\$ 1,886.50	Friend, I sold and listed.	
17	8825 Clair Dee	Jett	\$ 27,850.00	3.5	70	\$ 684.77	My listing cross sold.	
18	6810 Crossmoor	Matthews	\$ 87,000.00	3.5	70	\$ 2,131.50	Cross sale, Blue sheet.	
19	4026 Richland	Albers	\$ 54,000.00	3	70	\$ 1,134.00	I sold my client, Albers.	
20	10530 Watterson Trail	Thompson	\$ 30,000.00	1/2 of 5	70		Julie & I cross sold.	
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TOTALS			\$ 941,100.00			\$ 14,921.32		

Closings:		1981						
#	Location	Name	Sale Amount	%	My Split	My Commission	Was Listing	Notes
1	709 Drummond	Winding I	\$ 28,500.00	3	70	\$ 598.50	no	Sold to Winding Investments.
2	8823 Clair Dee	Winding I	\$ 31,500.00	3.5	70	\$ 771.75	no	Sold to Winding Investments.
3	3407 Chestnut Wood	Winding I	\$ 31,500.00	3.5	70	\$ 771.75	no	Sold to Winding Investments.
4	7806 Six Mile Lane	Fischer	\$ 61,500.00	3	70	\$ 1,291.50	no	Referral from Jim Hytken.
5	9000 Reinhart Way	Abbott	\$ 60,000.00	3.5	70	\$ 1,470.00	yes	My listing cross sold.
6	9019 Thelma Lane	Crawley	\$ 71,000.00	1/2 of 2	60	\$ 420.00	yes	Co listed with Frank-cross sold
7	6514 Maravain	Winding I	\$ 31,500.00	3	70	\$ 661.50	no	Sold to Winding Investments.
8	2205 Loll Pop	Winding I	\$ 28,750.00	3	70	\$ 603.75	no	Sold to Winding Investments.
9	9102 Vondine	Winding I	\$ 34,900.00	3.5	70	\$ 855.05	no	Sold to Winding Investments.
10	5402 Windy Willow	Liles	\$ 38,900.00	3.5	70	\$ 953.05	yes	Former client.
11	8728 Glenwood Cir.	Winding I	\$ 29,500.00	3.5	70	\$ 700.00	no	Sold to Winding Investments.
12	9009 Thelma Lane	Crawley	\$ 73,950.00	1/2 of 2	60	\$ 443.70	yes	Co listed with Frank-cross sold
13	219 Hemingway	Vanderhoff	\$ 60,000.00	3.5	50	\$ 1,050.00	no	Referral from Wilks.
14	2511 Aganza	Winding I	\$ 31,500.00	3.5	70	\$ 700.00	no	Sold to Winding Investments.
15	112/114 Steedly	Ring	\$ 36,300.00				no	I bought investment.
16	8502 Sugar Plum	Mangum	\$ 32,900.00	3	70	\$ 700.00	no	I sold investor.
17	12002 Rustburg Ct.	Ring	\$ 38,500.00	3	70	\$ 700.00	yes	I sold, finder fee.
18	182 Tottenham	Ring/FF	\$ 89,950.00				no	Lost money.
19	Referral	Vanderhoff				\$ 193.20	no	I referred.
20	4525 Pulaski	Kilburn	\$ 44,500.00	3.5	70	\$ 934.50	no	Called on Leesburg.
21	8825 Clair Dee	Jett	\$ 27,850.00	3.5	70	\$ 684.77	yes	JGH agent cross sold.
22	228 Clover Lane	Wheatly/Alb	\$ 38,500.00	7	70	\$ 1,886.50	yes	I sold my listing.
23	4026 Richland	Albers	\$ 54,000.00	3	70	\$ 1,134.00	no	I sold my client.
24	6810 Crossmoor	Matthews	\$ 87,000.00	4%	70	\$ 2,131.50	yes	My listing cross sold.
25								
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TOTALS			\$ 1,062,800.00			\$ 19,661.02		





INDIANA - KENTUCKY

NEWSLETTER



FIRST QUARTER 1982

▷▷ CENTURY 21 JOE GUY HAGAN - TOP REGIONAL COMPANY IN 1981 ◁◁

CENTURY 21 Joe Guy Hagan Realtors received the prestigious "TOP COMPANY" award for Century 21 of Indiana and Kentucky for 1981. We salute the four offices and sales associates of this Louisville-based company for a job well done!

Each office of this company has a full-time professional sales manager: Mr. Bill Ruck, 119 Hurstbourne Lane; Mr. Charles Ballard, 4033 Taylorsville Road; Mr. Ron Eckler, 7425 Third Street Road; and Mr. Bill Hardt, 4233 Bardstown Road. Joe Guy Hagan maintains his office at the newly-constructed Hurstbourne Lane office building which recently opened and is the pride of CENTURY 21 Joe Guy Hagan Rltrs.

A recent conversation with Joe provided the following insights:

INTERVIEWER: Congratulations, Joe, for your 1981 award... I have to ask, to what do you attribute the success of your company?

JOE GUY: No doubt we would not be in this position today if it weren't for a solid staff of professional sales people and a dedicated management team. They are the ones who deserve the credit, not me.

INT: Good people make a good company -- is that the bottom line?

JOE: No doubt about it! That's our business, at least I feel that way. As a Broker/Owner, it's my job to create and maintain the culture that attracts and allows people to reach their potential. It's a team effort. Our decision to build the Hurstbourne office is an example of creating an attractive environment.

INT: How does the office change an attitude?

JOE: We made that financial commitment because we felt that being a dominant influence in our market required such a facility -- not just to survive, but to create the culture that would attract good people. Our plans include the same commitment to the Bardstown Road location.

INT: Another new office?

JOE: Yes. We are building a new professional office building and will reserve about 2,000 square feet into which we will relocate the Bardstown office.

INT: Sounds like you are committed and on the move.

JOE: We feel it's a matter of moving ahead. Our business plan also includes bringing a full service commercial department on line and adding an insurance agency capacity to our company this year. There is a lot to do and we are excited.

INT: Joe, where has CENTURY 21[®] been of help to you?

JOE: There are a lot of areas of benefit to us... let's see. I guess the referral area, relocation and V.I.P. exchange have had the greatest impact on bottom line. You know, though, as I think about it, CENTURY 21[®] has helped us achieve a lot of our goals, bottom line, and in the professional growth of our staff. We have, as an example, an outstanding Board program in Louisville; but the CENTURY 21[®] training has added a lot of the finishing touches... the finance calculator course is a super program, as is 2&1... then when I think of the things I could never do by myself... I just saw the investment ad in Business Week. Now there is something I could never afford, yet we benefit. It really is outstanding. There are a lot of resources available if we will just use them.

INT: Good point, Joe!

JOE: Hey, it's like you said, when I first bought my franchise, CENTURY 21[®] is no panacea - we need to work it and sell it.

INT: What do you mean -- "sell" it?

JOE: If there is one thing I am guilty of -- probably most of us are -- we don't recognize the power and live the potential of the position we hold. We need to sell ourselves, each other, the competition and everyone. The fact is, because of our image, the majority of the public is already sold!

INT: You sound like a salesman, Joe.

JOE: That's right! We need to always sell. It follows, if you accept the responsibility of owning a business. It doesn't mean we quit selling; it just means we sell different things to different people... I am still a salesman. Like 2&1 -- that is probably the greatest course around, but you must "drill for skill" and work on it in-house. It won't work any miracles for you by just going to class. Drill for skill; practice; work at being better... that's got to be sold...

INT: Now I've got it! As the Broker, you see that as your responsibility.

JOE: Yes, sir!



TOP 100 SALES ASSOCIATES - FIRST QUARTER 1982



BEIRIGER, DON
 PERRY, THOMAS R
 MINNEMAN, RICHARD
 RASMUSSEN, LARRY
 SHANKS, BEVERLY J.
 SCHEETZ, MICK
 RUPP, JACK T.
 TAYLOR, JOE
 DICK, JOHN
 SCHERER, JO ANN
 SCHROEDING, LINDA
 PRIEST, STANLEY
 HARKLESS, BOBBIE
 SPINK, CARLOS
 KOCH, KENNETH
 WALK, DARRELL
 FOUST, JOAN
 SHAW, RICK
 HEDLEY, LOUISE
 CARMEN, GERALD
 COMLEY, GRACE
 SMITH, MARJORIE
 LACY, DEBORAH
 MC LAUGHLIN, BOB
 VOELPEL, RAY C.
 WHITE, JOHN
 ROSS, TOM
 LYONS, BOB
 KINDER, ZELMA
 SMITH, GEORGE CLYD
 WESTFALL, WES
 LOCKHART, FRANCES
 TRULOCK, DAVID A.
 BROWN, BYRON
 HARDIE, KEVIN
 WILSON, DALE
 LEE, RALPH
 BALLARD, CHARLES
 MAYO, FRANK F.
 WOOD, PETE
 VESTER, RAY
 VEY, PAT
 KETTERER, KATHY
 MOLDENHAUER, EARL
 BROWN, GEORGE F.
 CRANDELL, SKIP
 MC COLLUM, BRENDA
 DUNFEE, JIM, JR.
 POLK, LUCIAN "VAL"
 CORBIN, LARRY W.

CENTURY 21 MC COLLY RLTRS. (MERRILLVILLE)
 CENTURY 21 TOM FERRY RLTY CO. (BY-PASS RD.)
 CENTURY 21 SCHEETZ CO., INC.
 CENTURY 21 RASMUSSEN CO., INC.
 CENTURY 21 JOE GUY HAGAN (HURSTBOURNE)
 CENTURY 21 SCHEETZ CO., INC.
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 DALE WILSON REALTY (DANVILLE)
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 JOE GUY HAGAN (HURSTBOURNE)
 CENTURY 21 SCHROEDING REALTY
 CENTURY 21 S.O. PRIEST CO., INC.
 CENTURY 21 GOLD KEY, INC. (INDIANAPOLIS)
 CENTURY 21 JOE GUY HAGAN (BARDSTOWN RD.)
 CENTURY 21 PROGRESSIVE, INC.
 CENTURY 21 A. BARRON CO.
 CENTURY 21 BRADLEY REALTY INC.
 CENTURY 21 EDELEN & CORSO INC. RLTRS
 CENTURY 21 JOE GUY HAGAN (THIRD ST.)
 CENTURY 21 CARMEN REALTY CO.
 CENTURY 21 BILL JONES REALTORS
 CENTURY 21 HERITAGE CO. (MERRILLVILLE)
 CENTURY 21 A. BARRON CO.
 CENTURY 21 SKILLMAN CO., INC.
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 GRAMMER & MOORE RLTY
 CENTURY 21 STINE & WOOD RLTRS
 CENTURY 21 BILL JONES REALTORS
 CENTURY 21 M. A. TETER, RLTRS.
 CENTURY 21 DESLOOVER & ASSOC. (RICHMOND)
 CENTURY 21 WESTFALL REALTY
 CENTURY 21 JOE GUY HAGAN (HURSTBOURNE)
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 BYRON BROWN RLTRS
 CENTURY 21 CHEEK AND ASSOC. RLTRS
 CENTURY 21 DALE WILSON (DANVILLE)
 CENTURY 21 RALPH LEE AGENCY
 CENTURY 21 JOE GUY HAGAN (TAYLORSVILLE)
 CENTURY 21 MAUPIN & ASSOC.
 CENTURY 21 STINE & WOOD RLTRS.
 CENTURY 21 CHARLESTON
 CENTURY 21 THOMAS COMPANY (GREENWOOD)
 CENTURY 21 MENNEN REALTY, INC.
 CENTURY 21 BEATY REALTORS & AUC. (HUNTINGTON)
 CENTURY 21 HEIGHWAY-STUDY REALTY
 CENTURY 21 PORTER COUNTY REALTY, INC.
 CENTURY 21 BILL JONES REALTORS
 CENTURY 21 JIM DUNFEE REALTY
 CENTURY 21 THE REISERT COMPANY, INC.
 CENTURY 21 JOE GUY HAGAN (BARDSTOWN RD.)

CLICK, GOETTE
 WELLS, EVANS
 DELLON, JACK
 WRIGHT, ANITA
 RING, AL
 CHAPMAN, WILSON
 ROSTANKOVSKI, JOHN
 REDMOND, EMOGENE E
 BROCK, TOM
 NICHOLAS, JOYCE
 HAGAN, HARRY
 RUSSELL, NEWTON
 LLEWELYN, BETTY CA
 SEEGLITZ, EMMA
 HARTFORD, LEWIS
 ZAIKOVSKY, RICK
 MAY, GEORGE L.
 WELLS, PEGGY
 HILL, JANELL
 HUMPHREY, STAN
 JENKINS, GARY
 HERENDEEN, SHEILAH
 LONG, PORTER
 YEAKLEY, PENNY
 JOHNSTON, JUDY
 MONSOUR, STEVE
 LARSEN, LYN
 WALKER, DOYLE
 DOORNBOS, GAYLE
 ECKMAN, ROSEMARIE
 STEVENSON, DONALD
 HOJCK, LEO
 CHESTNUT, JACK
 BRYANT, BARBARA
 DANIEL, EASTER
 ROGERS, DONNA
 DALY, JOAN
 VITKUS, JAMES
 KRUS, JAMES
 SKILLMAN, DON
 WEAVER, HAROLD
 KEYTON, MIKE
 SELF, KATHY
 BALLARD, JIM
 COUCH, PATTI
 STADLER, HENRY
 MC LAUGHLIN, WALT
 KISSELL, BONNIE
 ALTEPETER, DANIEL
 SANDEFER, MARTY

CENTURY 21 MENNEN REALTY, INC.
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 SCHEETZ CO., INC.
 CENTURY 21 TOWN & COUNTRY RE & INV
 CENTURY 21 JOE GUY HAGAN (HURSTBOURNE)
 CENTURY 21 BILL JONES REALTORS
 CENTURY 21 MC COLLY RLTRS. (MERRILLVILLE)
 CENTURY 21 DICK VREELAND & ASSOC.
 CENTURY 21 HIGGINS & CO.
 CENTURY 21 ALL SEASONS RLTRS.
 CENTURY 21 JOE GUY HAGAN (TAYLORSVILLE RD.)
 CENTURY 21 THE REISERT COMPANY, INC.
 CENTURY 21 THOMPSON-KIRCHNER RLTY.
 CENTURY 21 MC COLLY RLTRS. (MERRILLVILLE)
 CENTURY 21 ST. JOSEPH REALTY
 CENTURY 21 RALPH LEE AGENCY
 CENTURY 21 DICK VREELAND & ASSOC.
 CENTURY 21 BUDDY ADAMS & ASSOC
 CENTURY 21 MONSOUR REALTORS
 CENTURY 21 JOE GUY HAGAN (TAYLORSVILLE RD.)
 CENTURY 21 MENNEN REALTY, INC.
 CENTURY 21 BUDDY ADAMS & ASSOC
 CENTURY 21 ESTEL REALTY, INC.
 CENTURY 21 LORETTA JOBS, RLTRS
 CENTURY 21 MONSOUR REALTORS
 CENTURY 21 GOLD STAR REALTORS
 CENTURY 21 WALKER REALTY
 CENTURY 21 BRADLEY REALTY INC.
 CENTURY 21 GOLD KEY, INC. (INDIANAPOLIS)
 CENTURY 21 MENNEN REALTY, INC.
 CENTURY 21 MAUPIN & ASSOC.
 CENTURY 21 AGNEW-ROGERS REALTY
 CENTURY 21 DRIFTWOOD VALLEY INC.
 CENTURY 21 BROOKS WELLS ENT.
 CENTURY 21 ACCENT INC., (PLAINFIELD)
 CENTURY 21 CONCEPT REALTY, INC.
 CENTURY 21 ADVANCE REALTY (BAMOND)
 CENTURY 21 REALTY GROUP I, INC.
 CENTURY 21 SKILLMAN CO., INC.
 CENTURY 21 SANDS REALTY CO
 CENTURY 21 CHEEK AND ASSOC. RLTRS
 CENTURY 21 BOYD & THURSTON REALTY
 CENTURY 21 EDELEN & CORSO INC. RLTRS
 CENTURY 21 ST. JOSEPH REALTY
 CENTURY 21 THE STADLER GROUP
 CENTURY 21 MC COLLY RLTRS. (MERRILLVILLE)
 CENTURY 21 SHIPLEY AREA RTTY. (N.WESTERN)
 CENTURY 21 PROGRESSIVE, INC.
 CENTURY 21 SKILLMAN CO., INC.



*** SALES ACHIEVEMENT AWARD ***
 \$1,000,000/\$30,000



GROSS CLOSED COMMISSIONS
 TO THE OFFICE

DON BEIRIGER
 CENTURY 21 McCOLLY REALTORS, INC.
 MERRILLVILLE

AMERICA'S NUMBER 1
 TOP SELLER, CENTURY 21SM



TRYING TO SELL!!

IF YOU CAN'T MAYBE I CAN!

CALL ME AND LET'S DISCUSS HOW I CAN MARKET YOUR HOME AND GET THE MOST MONEY FOR YOU IN THE LEAST AMOUNT OF TIME, WITH THE LEAST AMOUNT OF AGGRAVATION TO YOU!

This card good for a **FREE MARKET EVALUATION** of your home, or a **FREE QUALIFYING COUNSELING SESSION** for buying a home. **JUST CALL!**

AL RING

CENTURY 21 Joe Guy Hagan Realtors
426-3600 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers.

DON'T GIVE UP!!

HOUSES WILL AND ARE SELLING

IF HOUSES ARE MARKETED PROPERLY, THEY WILL SELL! ! LET'S GET TOGETHER AND SEE WHY YOUR'S HASN'T SOLD AND WHAT WE CAN DO TO SELL YOUR HOME AND GET THE MOST MONEY FOR YOU IN THE LEAST AMOUNT OF TIME, WITH THE LEAST AMOUNT OF AGGRAVATION TO YOU!

PLEASE GIVE ME A CALL!

AL RING

CENTURY 21 Joe Guy Hagan Realtors
426-3600 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers.

I HAVE JUST LISTED FOR SALE

THE HOME AT _____

THIS IS YOUR CHANCE TO CHOOSE WHO YOU WOULD LIKE FOR A NEIGHBOR. IF YOU KNOW SOMEONE WHO MIGHT BE INTERESTED IN THIS HOME, OR IF YOU MIGHT BE INTERESTED IN SELLING, PLEASE JUST GIVE ME A CALL!

This card good for a **FREE MARKET EVALUATION** of your home, or a **FREE QUALIFYING COUNSELING SESSION** for buying a home. **JUST CALL!**

AL RING

CENTURY 21 Joe Guy Hagan Realtors
426-3600 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers.

**YOU'LL BE SEEING NEW FACES
IN YOUR NEIGHBORHOOD**

BECAUSE I JUST HELPED SELL THE HOUSE

AT _____

IF YOU HAVE BEEN CONSIDERING SELLING YOUR HOME OR PURCHASING A NEW HOME, THEN PLEASE GIVE ME A CALL!

This card good for a **FREE MARKET EVALUATION** of your home, or a **FREE QUALIFYING COUNSELING SESSION** for buying a home. **JUST CALL!**

AL RING

CENTURY 21 Joe Guy Hagan Realtors
426-3600 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers.

TIRED OF APARTMENT LIVING ????

We find most people want a home and CAN AFFORD a home, they just don't know it.

**INTEREST RATES ARE AFFORDABLE
NOW IS THE TIME TO BUY**

Let's get together and we'll see if you are qualified to buy a home. Professional help at no cost to you, with no commitments.

AL RING

CENTURY 21 Joe Guy Hagan Realtors
426-3600 896-4271

If your property is currently listed with a Real Estate Broker, please disregard this offer. It is not our intention to solicit the offerings of other Real Estate Brokers.

TOP 100 SALES ASSOCIATES - As of Sept. 30, 1982

Listed in descending order based on gross closed commissions to the office.

- RASMUSSEN, LARRY**, CENTURY 21 Rasmussen Co. Inc.
BEIRIGER, DON, CENTURY 21 McColly Rltrs. (Merrillville)
MINNEMAN, RICHARD, CENTURY 21 Scheetz Co. Inc.
SCHEETZ, MICK, CENTURY 21 Scheetz Co. Inc.
PERRY, THOMAS R., CENTURY 21 Tom Perry Rlty. Co. Inc.
DICK, JOHN, CENTURY 21 Realty Group I. Inc.
RUSSELL, NEWTON, CENTURY 21 The Reisert Company, Inc.
WOOD, PETE, CENTURY 21 Stine & Wood Rltrs.
KINDER, ZELMA, CENTURY 21 M. A. Teter, Rltrs.
WELLS, PEGGY, CENTURY 21 Brooks Wells Ent.
SHANKS, BEVERLY J., CENTURY 21 Joe Guy Hagan Rltrs. (Hurstbourne)
STADLER, HENRY, CENTURY 21 The Stadler Group
SCHERER, JO ANN, CENTURY 21 Joe Guy Hagan Rltrs. (Hurstbourne)
RUSSELL, MARGARET, CENTURY 21 Bradley Realty, Inc.
HARNED, BILLY FRANK, CENTURY 21 Maupin & Assocs.
OSBORNE, DICK, CENTURY 21 Sands Realty Co.
LEE, DON, CENTURY 21 Don Lee Realty, Inc.
SCHROERING, LINDA, CENTURY 21 Schroering Realty
CARMEN, GERALD, CENTURY 21 Carmien Realty Co.
LYONS, BOB, CENTURY 21 Bill Jones Realtors
ROSS, TOM, CENTURY 21 Stine & Wood Rltrs.
WILLS, BEN, CENTURY 21 Concept Realty, Inc.
DUNFEE, JIM, JR., CENTURY 21 Jim Dunfee Realty
PRIEST, STANLEY, CENTURY 21 S. G. Priest Co. Inc.
HOUCK, LEO, CENTURY 21 Maupin & Assocs.
LEE, RALPH, CENTURY 21 Ralph Lee Agency
DANIEL, EASTER, CENTURY 21 Brooks Wells Ent.
SHAW, RICK, CENTURY 21 Edelen & Corso Inc. Rltrs.
IRKPATRICK, KEVIN, CENTURY 21 Realty Group I. Inc.
JEEGLITZ, EMMA, CENTURY 21 McColly Rltrs. (Merrillville)
MOLDENHAUER, EARL, CENTURY 21 Beaty Realtors & Auc.
LOCKHART, FRANCES, CENTURY 21 Joe Guy Hagan Rltrs. (Hurstbourne)
TETER, JOHN, CENTURY 21 M. A. Teter, Rltrs.
KELLY, LINDA, CENTURY 21 McColly Rltrs. (Merrillville)
KOCH, KENNETH, CENTURY 21 Progressive, Inc.
JOSEPH, JUDITH, CENTURY 21 The Stadler Group
MEDLEY, LOUISE, CENTURY 21 Joe Guy Hagan Rltrs. (Third St.)
BROCK, TOM, CENTURY 21 Higgins & Co.
CARMIN, RITA, CENTURY 21 McColly Rltrs. (Highland)
SMITH, LARRY, CENTURY 21 Sands Realty Co.
SMITH, MARGE, CENTURY 21 McColly Rltrs. (Merrillville)
DONER, SHARON, CENTURY 21 Scheetz Co. Inc.
MCLAUGHLIN, BOB, CENTURY 21 Skillman Co., Inc.
COHEN, LEE, CENTURY 21 All Seasons Rltrs.
EDELEN, MIKE, CENTURY 21 Edelen & Corso Inc. Rltrs.
VOELPEL, RAY C., CENTURY 21 Realty Group I. Inc.
BRYAN, W. W. JR., CENTURY 21 Town & Country RE & Inv.
LUNDY, JANET, CENTURY 21 E. H. Roeding & Co.
TRULOCK, DAVID A., CENTURY 21 Realty Group I. Inc.
HEREDEEN, SHEILAH, CENTURY 21 Mennen Realty, Inc.
- MIDDLETON, LARRY**, CENTURY 21 Middleton Company, Inc.
RUPP, JACK T., CENTURY 21 Realty Group I. Inc.
LACY, DEBORAH, CENTURY 21 A. Barron Co.
McCOLLUM, BRENDA, CENTURY 21 Bill Jones Realtors
TAYLOR, JOE, CENTURY 21 Dale Wilson Realty
CRAFTON, SHARON, CENTURY 21 Dozier-Fazenbaker, Inc.
SYLVESTER, RAY, CENTURY 21 Charleston
DELLON, JACK, CENTURY 21 Scheetz Co. Inc.
WAHL, DARRELL, CENTURY 21 A. Barron Co.
RUDOLF, ROSEMARY, CENTURY 21 Aboite Rltrs., Inc.
NICHOLAS, JOYCE, CENTURY 21 All Seasons Rltrs.
HORNER, LEE, CENTURY 21 McColly Rltrs. (Highland)
MAIN, CARL, CENTURY 21 Sands Realty Co.
STEVENS, ERNIE, CENTURY 21 Stine & Wood Rltrs.
ROSTANKOVSKI, JOHN, CENTURY 21 McColly Rltrs. (Merrillville)
HUMPHREY, STAN, CENTURY 21 Monsour Realtors
LARSEN, LYN, CENTURY 21 Gold Star Realtors
BOYD, JACK, CENTURY 21 Boyd & Sons Rlty.
GRASSER, JANE, CENTURY 21 Joe Guy Hagan Rltrs. (Taylorsville)
DAMPIER, JOAN, CENTURY 21 Dampier Real Estate, Inc.
SIMMONS, DORA LEE, CENTURY 21 Scheetz Co. Inc.
SHARPE, CRAIG, CENTURY 21 Dimensions in Real Estate
HAGAN, HARRY, CENTURY 21 Joe Guy Hagan Rltrs. (Taylorsville)
STRANGE, DAVE, CENTURY 21 Concept Realty, Inc.
MAYO, FRANK F., CENTURY 21 Maupin & Assocs.
DANZER, DEBRA, CENTURY 21 Brooks Wells Ent.
WELLS, EVANS, CENTURY 21 Realty Group I. Inc.
JOHNSTON, JUDY, CENTURY 21 Loretta Jobs, Rltrs.
DALY, JOAN, CENTURY 21 Concept Realty, Inc.
EDMISTON, MARILYN, CENTURY 21 Dozier-Fazenbaker, Inc.
GLICK, ODETTE, CENTURY 21 Mennen Realty, Inc.
YATES, VINCENT, CENTURY 21 M. A. Teter, Rltrs.
CORNELIA, MONICA, CENTURY 21 Aboite Rltrs., Inc.
RING, AL, CENTURY 21 Joe Guy Hagan Rltrs. (Hurstbourne)
KETTERER, KATHY, CENTURY 21 Mennen Realty, Inc.
COBB, RAY D., CENTURY 21 Town & Country RE & Inv.
LIVINGSTON, JEANNE, CENTURY 21 Joe Guy Hagan Rltrs. (Hurstbourne)
LORD, SANDY, CENTURY 21 Scheetz Co. Inc.
ZAIKOVSKY, RICK, CENTURY 21 Ralph Lee Agency
MARKER, AUDREY, CENTURY 21 All Seasons Rltrs.
CLARK, TONY, CENTURY 21 Bill Jones Realtors
SWART, DORIS, CENTURY 21 Joe King Realtors
RICHARDSON, JEAN, CENTURY 21 Concept Realty, Inc.
LONG, PORTER, CENTURY 21 Buddy Adams & Assoc.
THOMAS, PHILLIP L., CENTURY 21 Mennen Realty, Inc.
WRIGHT, ANITA, CENTURY 21 Town & Country RE & Inv.
FOUST, JOAN, CENTURY 21 Bradley Realty, Inc.
O'HARA, MARK, CENTURY 21 Realty Group I. Inc.
DICKINSON, ALAN, CENTURY 21 Dickinson Realty
EDELEN, GLENN, CENTURY 21 Edelen & Corso Inc. Rltrs.

We have room at the top for you.

**AMERICA'S NUMBER 1 TOP SELLER,
CENTURY 21.™**

CENTURY 21 REAL ESTATE OF INDIANA INC
CENTURY 21 REAL ESTATE OF KENTUCKY INC
3901 W 86th St Ste 121
Indianapolis IN 46288
(317) 872-4021

★★★★★
CENTURY 21.

AWARDGRAM

AMERICA'S NUMBER 1 TOP SELLER

67-21--21214224421221 0 1/21/83 award 21
0210 Indianapolis In 1/21/83

CONGRATULATIONS!

You have qualified for the Sales Achievement Award.

Recognition of the Award winners will occur at the
"New Dream Dawning" Affair at the Galt House in
Louisville on February 11, 1983.

Please plan to arrive at 11:00 A.M. (EST) to prepare
for the award ceremony. Call Carol Webb at the
Regional Office by February 7th to confirm your
attendance for awards purposes and lunch reservations.


If you have not mailed your pictures for the Awards
ad on February 13th, send them TODAY!

Sincerely,


Darrell Gibson
Regional Training Director

THIS CERTIFIES THAT


AL RING



HAS SUCCESSFULLY COMPLETED
VIP REFERRAL/RELOCATION TRAINING
COURSE 101 and has agreed to maintain
a standard of excellence in the handling of all
referrals as exhibited by the signing of the
COMMITMENT TO VIP STANDARDS




Richard Cooper, President



Registered Director

April 1982
Date



Each office independently owned and operated

SALES ACHIEVEMENT AWARD - INDIVIDUAL

Based on \$30,000 in Gross Closed Commissions to the Office.

COUNCIL 1A

- KEVIN KIRKPATRICK, CENTURY 21 Realty Group I
- BEN WILLS, CENTURY 21 Concept Realty, Inc.
- DORA LEE SIMMONS, CENTURY 21 Schweitz Co., Inc.
- EVANS WELLS, CENTURY 21 Realty Group I, Inc.
- JACK T. RUPP, CENTURY 21 Realty Group I, Inc.
- JOHN TETER, CENTURY 21 M. A. Teter, Rlts.
- DAVID A. TRULOCK, CENTURY 21 Realty Group I, Inc.
- BOB McLAUGHLIN, CENTURY 21 Skillman Co., Inc.
- JACK DELLOM, CENTURY 21 Schweitz Co., Inc.
- RAY C. VOELPEL, CENTURY 21 Realty Group I, Inc.
- DAVE STRANGE, CENTURY 21 Concept Realty, Inc.
- JOHN DALY, CENTURY 21 Concept Realty, Inc.
- BARBARA SCHMIDT, CENTURY 21 Schweitz Co., Inc.
- SANDY LORD, CENTURY 21 Schweitz Co., Inc.
- DAVID HARLING, CENTURY 21 Gold Key, Inc.
- DICK RICHWINE, CENTURY 21 Realty Group I, Inc.
- MARK O'HARA, CENTURY 21 Realty Group I, Inc.
- DENNY THOMAS, CENTURY 21 Alexander & Associates (Plainfield)
- VINCENT YATES, CENTURY 21 M. A. Teter, Rlts.
- MARTY SANDERFER, CENTURY 21 Skillman Co., Inc.
- MARLYN COCHRANE, CENTURY 21 Realty Group I, Inc.
- BARB STEINBERGER, CENTURY 21 Schweitz Co., Inc.
- BUD VAN DYNE, CENTURY 21 Schweitz Co., Inc.
- JEAN RICHARDSON, CENTURY 21 Concept Realty, Inc.
- DIANNA GRINDEN, CENTURY 21 Arnold & Associates, Inc.
- SORJA WESSER, CENTURY 21 Arnold & Associates, Inc.
- ROBBIE HARKLESS, CENTURY 21 Gold Key, Inc.
- ROSS HUBBARD, CENTURY 21 Realty Group I, Inc.

COUNCIL 1B

- KENNETH KOCH, CENTURY 21 Progressive, Inc.
- SHEILAH HERENDIEN, CENTURY 21 Mennen Realty, Inc.
- LEE COHEN, CENTURY 21 All Seasons Rlts.
- ERINIE STEVENS, CENTURY 21 Stone & Wood Rlts.
- ODETTE OLICK, CENTURY 21 Mennen Realty, Inc.
- KATHY KETTERER, CENTURY 21 Mennen Realty, Inc.
- PHILLIP THOMAS, CENTURY 21 Mennen Realty, Inc.
- AUDREY MARKER, CENTURY 21 All Seasons Rlts.
- JOYCE NICHOLAS, CENTURY 21 All Seasons Rlts.
- LLOYD CHEEK, CENTURY 21 Cheek & Assoc. Rlts.
- KEVIN HARDIE, CENTURY 21 Cheek & Assoc. Rlts.
- DOYLE WALKER, CENTURY 21 Walker Realty
- DANIEL ALTEPETER, CENTURY 21 Progressive, Inc.

COUNCIL 1C

- RALPH LEE, CENTURY 21 Ralph Lee Agency
- JUDITH JOSEPH, CENTURY 21 The Stadler Group
- WAYNE COLLINS, CENTURY 21 The Stadler Group
- JUANETA BROWN, CENTURY 21 The Stadler Group
- RICK ZAIKOVSKY, CENTURY 21 Ralph Lee Agency

COUNCIL 2A

- JOHN ROSTANKOVSKI, CENTURY 21 McColy Rlts. (Merriwell)
- RITA CARMIN, CENTURY 21 McColy Rlts. (Highland)
- WALT McLAUGHLIN, CENTURY 21 McColy Rlts. (Merriwell)
- LINDA KELLY, CENTURY 21 McColy Rlts. (Merriwell)
- LEE HORNER, CENTURY 21 McColy Rlts. (Highland)
- HAROLD KIRK, CENTURY 21 Kirk & Schneider, Rlts.
- DORIS FESI, CENTURY 21 McColy Rlts. (Merriwell)
- PAUL DIPADLA, CENTURY 21 Heritage Co., Inc.
- SANDY HERNANDEZ, CENTURY 21 Kirk & Schneider, Rlts.
- ALAN DICKINSON, CENTURY 21 Dickerson Realty
- AUDRY KENNEDY, CENTURY 21 McColy Rlts. (Highland)
- JOYCE STEGMAN, CENTURY 21 Kirk & Schneider, Rlts.

COUNCIL 2B

- GERALD CARMEN, CENTURY 21 Carmien Realty Co.
- JIM DUNFEE, JR., CENTURY 21 Jim Dunfee Rlts.
- LARRY SMITH, CENTURY 21 Sands Realty Co., Inc.
- CARL MAIN, CENTURY 21 Sands Realty Co., Inc.
- TOM BROCK, CENTURY 21 Higgins & Co.
- LARRY MIDDLETON, CENTURY 21 Middleton Co., Inc.
- ALICE FARRINGTON, CENTURY 21 House of Realty
- HAROLD WEAVER, CENTURY 21 Sands Co., Inc.
- ROBERT KRAMER, CENTURY 21 Higgins & Co.
- PAUL WEAVER, CENTURY 21 Weaver

COUNCIL 2C

- MARGARET RUSSELL, CENTURY 21 Bradley Realty Inc.
- EARL MOLDENHAUER, CENTURY 21 Realty Rlts & Auc.
- RAY SYLVESTER, CENTURY 21 Charleston
- RANDY L. HARVEY, CENTURY 21 Charleston
- DORIS SWARTZ, CENTURY 21 Joe Guy Realtors
- MONICA CORNELIA, CENTURY 21 Apple Rlts., Inc.
- GAYLE DOORNBOS, CENTURY 21 Bradley Realty Inc.
- JUDY MILLER, CENTURY 21 Apple Rlts., Inc.
- JOAN FOUST, CENTURY 21 Bradley Realty Inc.
- CAROLE DELP, CENTURY 21 Shipley Area Realty (Warsaw)
- JAMES POWELL, CENTURY 21 Realty Rlts. & Auction
- ANDREA PEASE, CENTURY 21 Charleston
- JON CHARLESTON, CENTURY 21 Charleston

COUNCIL 3AB

- BEVERLY SHANKS, CENTURY 21 Joe Guy Hagan (Huntsbourn)
- LOUISE MEDLEY, CENTURY 21 Joe Guy Hagan (Third St. Rd)
- MIKE EDELEN, CENTURY 21 Edelen & Edelen, Inc. (Huntsbourn)
- FRANCES LOCKHART, CENTURY 21 Joe Guy Hagan (Huntsbourn)
- FRANK F. MAYO, CENTURY 21 Mason & Assoc. (Huntsbourn)
- LYN LARSEN, CENTURY 21 Gold Star Realtors
- JANE GRASSER, CENTURY 21 Joe Guy Hagan
- HARRY HAGAN, CENTURY 21 Joe Guy Hagan (Taylorville)
- STAN HUMPHREY, CENTURY 21 Monour Realtors
- GLENN EDELEN, CENTURY 21 Edelen & Edelen Inc.
- DOT MILLER, CENTURY 21 Rick McGinsey Realty Inc. (Taylorville)
- MARTHA S. HARROD, CENTURY 21 Joe Guy Hagan Rlts. (Taylorville)
- JOYCE WOLFE, CENTURY 21 Joe Guy Hagan Rlts. (Third Street Rd)
- JEANNE LIVINGSTON, CENTURY 21 Joe Guy Hagan Rlts. (Huntsbourn)
- GARY JENKINS, CENTURY 21 Joe Guy Hagan Rlts. (Taylorville)
- FRANCES THOMAS, CENTURY 21 River Valley Real Estate
- SUE WILSON, CENTURY 21 Rick McGinsey Realty Inc. (Taylorville)
- THE W. G. CARMEL, CENTURY 21 Joe Guy Hagan Rlts. (Taylorville)
- AL RING, CENTURY 21 Joe Guy Hagan Rlts. (Huntsbourn)**
- DORIS CUNIFFY, CENTURY 21 Joe Guy Hagan Rlts. (Huntsbourn)
- JOANN THOMAS, CENTURY 21 Adrian Steves Realty
- JIM BELL, CENTURY 21 Rick McGinsey Realty
- RICHARD NIX, CENTURY 21 Dick Vreeland & Assoc.

(Continued on Page 7)

Nov 2 1982

al

This is "just-a-note" to say Thank you for your contributions to our office - "Top 100" and "Pace Setter" awards do not say it all. We appreciate your support in meetings - tours - etc etc.

Thank you!

Billie Ruck

Al Ring, 1982 Statistics

Listings:		1982						
#	Location	Name	%	List Price	Sold For	Time	My Commission	Notes
1	4511 Yager Lane		7	\$ 64,950.00	\$ 83,000.00	5 M	\$ 1,323.00	Re-listed J.G.H.
2	2627 Rockford		10	\$ 83,500.00				From Julia Higgins, expired.
3	403 Cambridge Station		7	\$ 92,500.00	\$ 88,200.00	6 M	\$ 4,296.34	Former client.
4	4416 Murphy Lane		7	\$ 57,950.00	\$ 56,000.00	6 M	\$ 1,176.00	Re-list J.G.H., FSBO
5	141 Tanglewood Ln		7	\$ 87,500.00				Re-listed, expired
6	4062 Massie Avenue		7	\$ 41,500.00	\$ 371,000.00	6 M	\$ 1,236.73	Former client.
7	2605 Colonel		7	\$ 62,500.00	\$ 61,500.00	30 D	\$ 645.75	Open house
8	11307 Roden Ct.		7	\$ 48,500.00	\$ 45,700.00	6 W	\$ 1,066.39	From Julia Higgins.
9	198 Crescent Ave		7	\$ 29,700.00				Mail out.
10	13919 Brush Run Rd.		10	\$ 19,320.00				Investment
11	6906 Bohannon		7	\$ 325,000.00				Listing with Julia.
12	4519 Accomac		7	\$ 65,950.00	\$ 62,000.00	1 M	\$ 1,519.00	Referral from office.
13	4349 Accomac		7	\$ 83,950.00				Call from post card
14	708 Marquette		7	\$ 49,950.00	\$ 47,000.00	2.5 M	\$ 1,151.50	Referral from office.
15	4035 Massie Avenue		7	\$ 47,500.00	\$ 47,000.00	2.5M	\$ 1,151.50	Friend call me.
16	5002 Winding Springs		7	\$ 59,500.00				Referral, withdrawn.
17	2506 Rhett Ct.		7	\$ 65,500.00				FSBO post card.
18	4507 Yager Lane		7	\$ 71,500.00				Post card.
19	4416 Culpepper		7	\$ 51,500.00				Referral.
20								
21								
22								
23								
24								
25								
				\$ 1,408,270.00	\$ 841,400.00	\$ -	\$ 13,566.21	

Sales:		1982						
#	Location	Name	Sale Amount	%	My Split	My Commission	Notes	
1	10630 Waterson Trail	Raatz	\$ 90,000.00	10	80	\$ 2,700.00	Listed with Julia, I sold.	
2	3113 Fairmeade Rd.	Unthank	\$ 76,750.00	3.5	60	\$ 1,611.75	My client, I sold.	
3	112 Steady Avenue	Ring	\$ 37,900.00				My investment house.	
4	4511 Yager Lane	Stein	\$ 63,000.00	3.5	80	\$ 1,323.00	Cross sold.	
5	4416 Murphy Lane	Spates	\$ 56,000.00	3.5	60	\$ 1,176.00	FSBO mail out.	
6	2875 Brookdale	Liles	\$ 54,000.00	3.5	66	\$ 1,239.32	My client, I sold.	
7	2605 Colonel	Mogor???	\$ 61,500.00	1/2 of 3	66	\$ 645.75	C-list with Julia, cross sold.	
8	11307 Roden Ct.	Centrell	\$ 47,500.00	3.5	66	\$ 1,066.39	My listing.	
9	403 Cambridge Station	Bretz	\$ 88,200.00	7	86	\$ 4,292.34	My listing I sold.	
10	4062 Massie Avenue	Walling	\$ 37,100.00	5	66	\$ 1,236.73	My listing, cross sold.	
11	130 Bonner Avenue	Walling	\$ 52,000.00	3	66	\$ 1,040.05	I sold my client.	
12	4519 Accomac	Fischer	\$ 62,000.00	3.5	70	\$ 4,519.00	Cross sold.	
13	902 Falgate Ct.	Brack	\$ 61,650.00	3	70	\$ 1,294.65	Office?	
14	4035 Massie Avenue	Kaelin	\$ 47,000.00	3.5	70	\$ 1,151.50	My listing cross sold.	
15	708 Marquette	Conky	\$ 47,000.00	3.5	70	\$ 1,151.50	Cross sold.	
16								
17								
18								
19								
20								
21								
22								
23								
24								
25								
26								
27								
28								
29								
30								
TOTALS			\$ 881,650.00			\$ 24,447.98		

Closings:		1982						
#	Location	Name	Sale Amount	%	My Split	My Commission	Was Listing	Notes
1	Waterson Trail	Girts	\$ 90,000.00	10	80	\$ 2,700.00	yes	Co listed Julia Higgins.
2	112 Steady	Ring	\$ 37,900.00				yes	My investment house.
3	10630 Waterson Trail	Elte	\$ 90,000.00	10	80	\$ 2,700.00	yes	Co listed Julia Higgins.
4	3113 Fairmeade Road	Unthank	\$ 76,750.00	3.5	60	\$ 1,611.75	no	I sold my client.
5	4511 Yager Lane	Stein	\$ 63,000.00	3.5	80	\$ 1,323.00	yes	Cross sold, JGH got listing.
6	4416 Murphy Lane	Spates	\$ 56,000.00	3.5	60	\$ 1,176.00	yes	FSBO post card
7	2605 Colonel Drive	McGarin	\$ 61,500.00	1/2 of 3	66	\$ 645.75	yes	Co list with Julia, cross sold.
8	2835 Brookdale	Liles	\$ 54,000.00	3.5	66	\$ 1,239.32	no	My client, I sold.
9	11307 Roden Ct.	Centrell	\$ 47,500.00	3.5	66	\$ 1,066.39	yes	My listing, cross sold.
10	4062 Massie Avenue	Walling	\$ 37,100.00	5	66	\$ 1,236.73	yes	Former client, friend.
11	130 Bonner Avenue	Walling	\$ 52,000.00	3	66	\$ 1,040.05	no	Sold my client.
12	403 Cambridge station	Bretz/Noble	\$ 88,200.00	3.5	70	\$ 4,292.34	yes	I sold my listing.
13	4519 Accomac	Fischer	\$ 62,000.00	3.5	70	\$ 4,519.00	yes	Cross sold.
14	902 Falgate	Brack	\$ 61,650.00	3	70	\$ 1,294.65	no	Referral 20%
15	11382 Marquette	Conway	\$ 47,000.00	3.5	70	\$ 1,151.50	yes	Referral, cross sold.
16	Massie	Kaelin	\$ 47,000.00	3.5	70	\$ 1,151.50	yes	Friend, cross sold.
17								
18								
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29								
TOTALS			\$ 906,950.00			\$ 21,697.98		

13951

Kentucky Real Estate Commission

1982-83

No. **073183**

Hereby grants a REAL ESTATE BROKERS SALESPERSONS LICENSE

To **ALAN D. RING**
 Firm Name **CENTURY 21 JOE GUY HAGAN R. E.**
4033 TAYLORSVILLE RD.
LOU., KY 40220

Broker **JOSEPH G. HAGAN, JR.**

who has complied with the provisions of Chapter 324 of the Kentucky Revised Statutes IN WITNESS WHEREOF, we have caused the official seal to be affixed and attested for the year shown above.



JACK H. NEELY, CHAIRMAN
 ROBERT A. MALKIN
 JAMES H. HUFF
 ROBERT D. MASSEY
 NEAL E. TURNER



THIS LICENSE EXPIRES JUNE 30, 1983. LICENSE MUST BE CONSPICUOUSLY DISPLAYED

Be it known by these presents that

ALAN D. RING



has completed the Leadership Management, Inc. program

the Dynamics of Personal Leadership


and has accordingly been awarded this certificate with all the honors, rights, and privileges belonging thereto.

Given under the seal of Leadership Management, Inc.

this 24 day of MARCH, 1983

PRESIDENT OF LMI

 Leadership Management, Inc.

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REALTORS, National Marketing Institute®

OF THE NATIONAL ASSOCIATION OF REALTORS®
PRESENTS THIS *Course Certificate* FROM
THE RESIDENTIAL COUNCIL TO

ALAN D. RING

upon attendance of 16 clock hours and successful completion of
Residential Sales Course 101



"ADVANCED LISTING PRACTICES" IN
THE MONTH OF MAY, 1983

Carl E. Farney
President 1983

Mary Det Kloek
Vice President,
Residential Council 1983

From **KENTUCKY ASSOCIATION OF REALTORS®**
2348 Nicholasville Rd., Lexington, Ky. 40503
Phone (606) 277-1102

Date: 5-24-83

This is to certify that the individual whose name appears below has successfully completed the RS 101 Course of the KENTUCKY ASSOCIATION OF REALTORS® and obtain a passing score. This course consists of 15 classroom hours.

┌ Alan D. Ring
Century 21, Joe Guy Hagan
119 Hurstbourne Lane
Louisville, KY 40222

└ Retain this copy for
your records.

└

└

REALTORS NATIONAL
MARKETING INSTITUTE®
of the
NATIONAL ASSOCIATION OF REALTORS®

By election of the Board of Governors has designated

Al Ring

as a

CERTIFIED RESIDENTIAL SPECIALIST

Carl D. Loney
PRESIDENT RNMI

November 13, 1983

Mary Dot Klock
VICE PRESIDENT RS COUNCIL



CERTIFICATE NO. 630

This certificate is the property of the REALTORS National Marketing Institute® and must be returned to the Executive Vice President upon termination of designated membership.

THIS CERTIFIES THAT

AL RING



HAS SUCCESSFULLY COMPLETED
**VIP REFERRAL/RELOCATION TRAINING
COURSE 102** and has agreed to maintain
*a standard of excellence in the handling of all
referrals as exhibited by the signing of the
COMMITMENT TO VIP STANDARDS*

Richard Loughlin
Richard Loughlin, President

[Signature]
Regional Director

JULY 15, 1983
Date



Each office independently owned and operated

REALTORS NATIONAL MARKETING INSTITUTE®
430 North Michigan Avenue, Chicago, Illinois 60611
Telephone (312) 440-8514

November 23, 1983

Alan D. Ring, CRS
C-21/Joe Guy Hagan
119 Hurstbourne Lane
Louisville, KY 40222

Dear Alan:

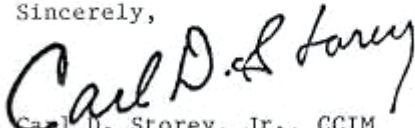
The REALTORS NATIONAL MARKETING INSTITUTE® is proud to announce that on November 13, 1983, in Las Vegas, Nevada, the Board of Governors of the Marketing Institute awarded you full designated status as a Certified Residential Specialist. You are now authorized to use the designation initials, CRS, after your name in signing letters, on personal letterhead, business cards, and in articles or books for publication, as set forth in the CRS Rules and Regulations.

Your official CRS designation certificate will be sent to your local board with a request that a special presentation be made to you at a meeting of your fellow members. Please allow approximately three months for the delivery of your certificate. A sample news release, for your use in promoting your designation, as well as camera-ready copies of the CRS emblem (for your use in advertising, printing business cards, etc.) are enclosed. A CRS pin is being sent to you under separate cover. I know you will display these evidences of your professional designation with great pride.

Because our membership is large, designees often feel that they can have little impact upon the Institute. I hope, however, that you will continue to be interested and involved in the Institute and the future of the CRS program. We would always welcome your advice, input, and continued involvement, at either the chapter or national level.

Congratulations for your significant personal achievement, a milestone in your real estate career. Allow me to personally welcome you to the ever-growing roster of qualified residential real estate specialists who are pledged to maintaining the knowledge, understanding, and expertise required in our profession.

Sincerely,


Carl D. Storey, Jr., CCIM
President

CDS/mj
Encls.




REALTOR® is a registered collective membership mark which identifies real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics.

You Can't Beat This!!

9 1/2%
FHA

9828 TITAH WAY



No Balloon
12%

PROPERTY TAXES	12.09
ESTIMATED TAXES	12.09
ESTIMATED INSURANCE	11.00
APPROXIMATE MONTHLY PAYMENT	3389.66

1495 Sq. Ft. HIGH FAMILY ROOM AND MASTER BEDROOM WITH LARGE LOT,
BUY MOST OF ALL ——— TERMS!

Only \$5000. Down! PPI approx. \$390.

Look How We Do It!

Assume 9% FHA LOAN with about 26 years to go	\$249.73
Owner carry second for 10 years, <u>NO BALLOON 12%</u>	96.84
Estimated Taxes	12.09
Estimated Insurance	11.00
APPROXIMATE MONTHLY PAYMENT	3389.66

CENTURY 21 Joe Guy Hagan, REALTORS
426-3400 AL RING 896-4271

Century 21
JOE GUY HAGAN, REALTORS
Independently owned



**the Company
Service built
update**

896-4271 426-3400

AL RING
Your Real Estate Professional

Greetings!

Just thought I would take the opportunity to thank you for the help you have given me in the past. Since I have talked with you last, I have completed the requirements for the designation of CERTIFIED RESIDENTIAL SPECIALIST, (C.R.S.).

In addition, I hope to periodically provide you with an update on Real Estate related interests.

Presently, interest rates have decreased to the 12 to 13 percent range, which has stimulated the market. Our hope is that these rates will decrease even further, enabling more people to purchase homes. However, I feel we will see a small increase until the budget issue is settled.

On the reverse side, I have listed a few of the properties I presently have listed for sale. Please share this information with anyone you feel may be interested, or may need my assistance in selling their property.

Likewise if I may personally be of service to you, please give me a call.

Sincerely,
Al Ring

*9/27 to 10/10
Call Al Ring 1982*

MAKING HOMES AFFORDABLE


Pacesetter Award

PRESENTED TO



AL RING

FOR OUTSTANDING SALES ACHIEVEMENT
AND PERFORMANCE

SECOND QUARTER 1983



CENTURY 21 Offices Serving Greater Louisville Area

 Rick Shaw CENTURY 21 Edelen & Edelen	 Newton Russell CENTURY 21 The Reisert Co.	CENTURY 21 Monsour Realtors Louisville (502) 245-2171 CENTURY 21 S.G. Priest Co. Louisville (502) 368-1607 CENTURY 21 Rich Renn Realtor Louisville (502) 447-3676 CENTURY 21 The Reisert Co. Jeffersonville, IN (812) 288-6631 CENTURY 21 River Valley, R.E. Madison, IN (812) 273-1234 CENTURY 21 Roby & Wigginton Shepherdsville (502) 955-7255	CENTURY 21 Jerry Schlosser Rity. Leitchfield (502) 259-4697 CENTURY 21 Adrian Skees Rity. Elizabethtown (502) 765-6191 CENTURY 21 Ken R. Smith Assoc. Louisville (502) 425-9221 CENTURY 21 Dick Vreeland & Assoc. Louisville (502) 968-4175 CENTURY 21 Westfall Realty Louisville (502) 245-2221
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We thank you for permitting us to serve you in 1982.

Agent Winners

 ELEN Y 21 Edelen	 LYN LARSEN CENTURY 21 Gold Star Altrts.	 JANE GRASSER CENTURY 21 Joe Guy Hagan (Taylorsville Rd.)	 DOT MILLER CENTURY 21 Rick McGimsey Rity.	 MARTHA HARROD CENTURY 21 Joe Guy Hagan (Taylorsville Rd.)	 HARRY HAGAN CENTURY 21 Joe Guy Hagan (Taylorsville Rd.)
 THELMA CARNEY CENTURY 21 Joe Guy Hagan (Taylorsville Rd.)	 AL RING CENTURY 21 Joe Guy Hagan (Hurstbourne Ln.)	 DORIS CUNDIFF CENTURY 21 Joe Guy Hagan (Hurstbourne Ln.)	 JOANN THOMAS CENTURY 21 Adrian Skees Rity.	 JIM BELL CENTURY 21 Rick McGimsey Rity.	 RICHARD NIX CENTURY 21 Dick Vreeland & Assoc.

Club Winners



S AFFORDABLE
R 1, CENTURY 21™

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 Real Estate Corporation. Printed in U.S.A. Equal Housing Opportunity

Jim Bell, CENTURY 21 Rick McGimsey Rity.; Carrol Cunningham, CENTURY 21 Hall, Powell & Roberts; Adrian Skees, CENTURY 21 Adrian Skees Realty; Newton Russell, CENTURY 21 The Reisert Co.; Emogene Redmon, CENTURY 21 Dick Vreeland & Assoc.; Louise Williams, CENTURY 21 The Reisert Co.; Gary Jenkins, CENTURY 21 Joe Guy Hagan (Taylorsville); Dot Miller, CENTURY 21 Rick McGimsey Realty; Frances Thomas, CENTURY 21 River Valley, R.E.; Rick McGimsey, CENTURY 21 Rick McGimsey Realty; Kenneth Wilkins, CENTURY 21 Dick Vreeland & Assoc.; John Knightly, CENTURY 21 Rick McGimsey Realty; Ken Meyer, CENTURY 21 Joe Guy Hagan (Taylorsville); Richard Vreeland, CENTURY 21 Dick Vreeland & Assoc.; Don Dubrock, CENTURY 21 Westfall Realty; Vicki Kitterman, CENTURY 21 Champion R.E.; Lyn Larsen, CENTURY 21 Gold Star Realtors; Janet Brinkman, CENTURY 21 River Valley R.E.; Betty Cooke, CENTURY 21 Edelen & Edelen.



the Company Service built

896-4271

426-3600



AL RING

Your Real Estate Professional

EDUCATION AND TRAINING

(C.R.S.) Certified Residential Specialist
(G.R.I.) Graduate Realtor Institute
Attended Eastern Kentucky University
Presently attending Jefferson Community College Real Estate
Associate Degree Program
Former Sales Manager with CENTURY 21 Franklin Florence
Presently Broker-Salesman with CENTURY 21 Joe Guy Hagan Co.
Successfully completed all CENTURY 21 Training in Residential
Sales, Financing and Investing

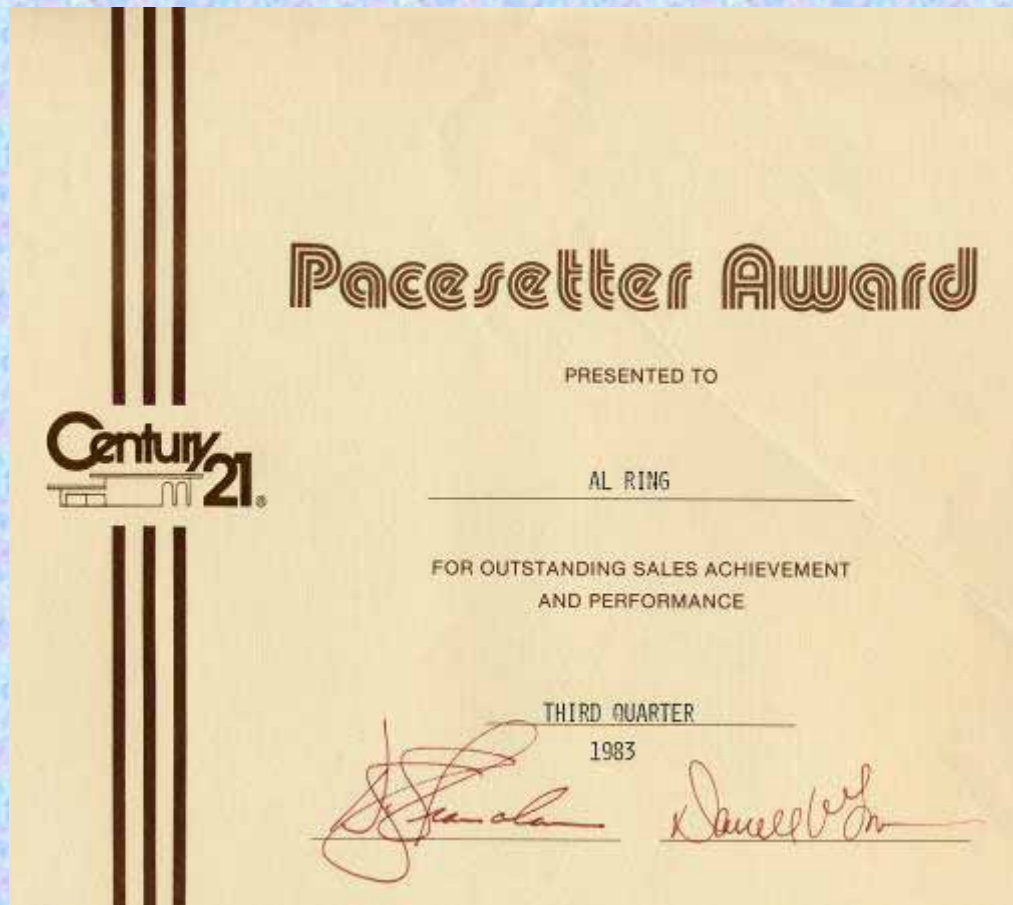
BUSINESS INTERESTS AND ACHIEVEMENTS

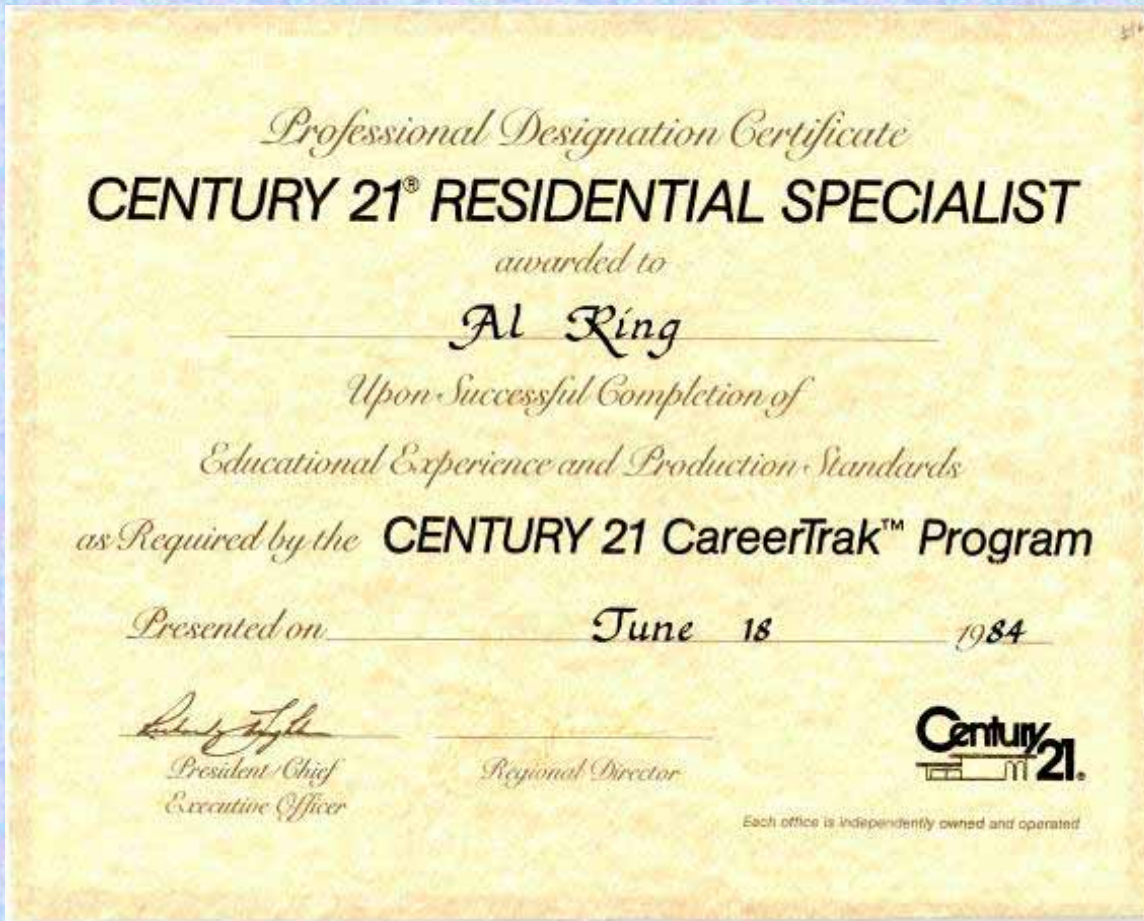
Owned and operated successful retail business in St. Matthews for
12 years, winner of many local and national Beautification Awards.
Member of (K.R.E.E.) Kentucky Real Estate Exchangers
President of Al Ring Builders
General Partner in Real Estate Limited Partnership
Received 1974 Community Service Award and Business Man of the Year
from St. Matthews and East Jefferson County Business Association
Million Dollar sales every year of real estate career
1982 CENTURY 21 Sales Achievement Award winner
Certificate of Appreciation from Jefferson County Government

CAREER AND COMMUNITY AFFILIATIONS

Past member of Demolay
Kentucky Colonel
Knight of St. Matthews
Nineteen year active membership of St. Matthews Volunteer Fire Dept.
achieving the rank of Major.
Past president of Firefighters, Inc.
Present member of the Board of Directors of the St. Matthews Volunteer
Fire Department

MAKING HOMES AFFORDABLE



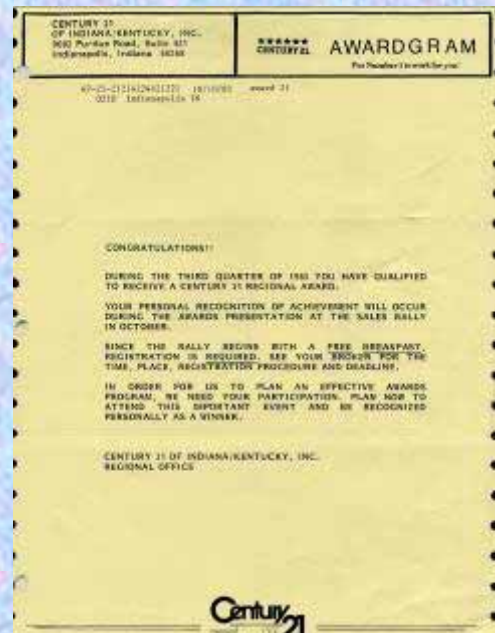
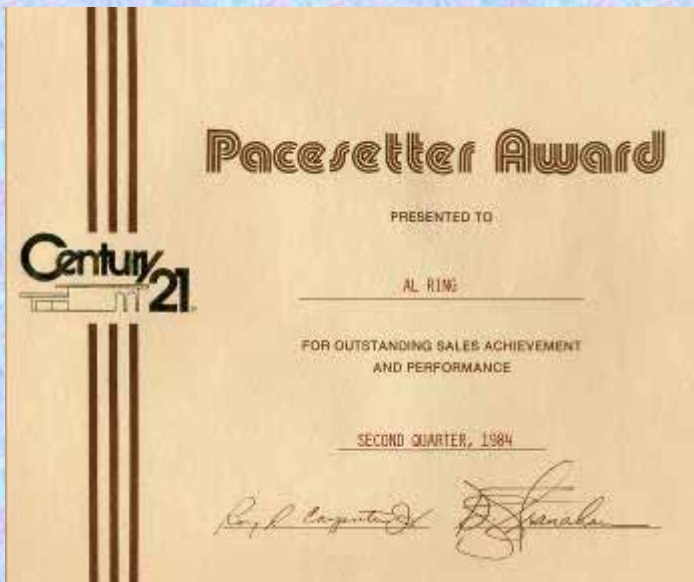


Al Ring 1983 Statistics

Listings:								1983			
#	Location	Name	%	List Price	Sold For	Time	My Commission	Notes			
1	3912 Gilman Avenue		7	\$ 53,950.00				Called me-I called mail out, line department.			
2	4349 Accomack		7	\$ 79,500.00	\$ 74,000.00	1.5 Y	\$ 1,788.21	Re-list, mail out.			
3	5501 Mosswood Lane		7	\$ 44,950.00	\$ 4,300.00	3 M	\$ 992.10	Referral from Buddy McCord.			
4	2836 Titan Way		7	\$ 36,900.00	\$ 36,691.77	4 M	\$ 770.53	Former client, cross sold.			
5	1905 Garris Avenue		7	\$ 63,950.00	\$ 61,800.00	1 Y	\$ 1,015.28	Office referral, cross sold.			
6	2930 Reikling Rd		7	\$ 86,950.00				Former client, expired.			
7	10702 English Oak		7	\$ 66,500.00							
8	4613 Astor Road		10	\$ 75,000.00				Co list Patie Morganti			
9	11319 Brush Run		10	\$ 16,500.00				Expired			
10	10312 Whiggs Mill		7	\$ 45,900.00	\$ 44,000.00	2 M	\$ 770.00	Cross sold by janet Forbes			
11	11111 Brookline		10	\$ 29,900.00				Referred to me, expired.			
12	8408 Farnham		7	\$ 45,500.00	\$ 43,500.00	10 D	\$ 913.50	Referral from Carly, cross sold.			
13	512 Marquette		7	\$ 39,500.00	\$ 37,000.00	3 M	\$ 863.38	Cross sold			
14	198 Crescent		7	\$ 28,900.00				Withdrawn			
15	11307 Leesburg Place		7	\$ 59,500.00				Withdrawn -home equity			
16	2508 Rhett Ct.		7	\$ 63,500.00							
17	4513 Lunenburg Drive		7	\$ 48,500.00	\$ 45,000.00	8 M	\$ 1,102.50	Direct referral telephoning.			
18	109 Colonial Drive		7	\$ 39,750.00	\$ 38,250.00	3 D	\$ 1,806.50	Mail out, I sold.			
19	4310 Cherry Lane		7	\$ 55,500.00				Personal referral, Morganti			
20	252 E. Market		10	\$ 38,500.00				Patie Morganti, withdrawn			
21	4532 S. Second		7	\$ 39,500.00	38000	6 M	931	Personal referral, cross sold.			
22	3807 River Oak Cir.		7	\$ 51,900.00							
23	108 Steebler Avenue		7	\$ 37,500.00	\$ 35,000.00	2 Y	\$ 816.71	Cross sold			
24	3603 River Oaks Lane		7	\$ 64,950.00				Office referral, Expired.			
25	814 Fountain		10	\$ 8,500.00				Withdrawn			
26	4421 Culppepper		7	\$ 55,900.00	\$ 53,000.00	3.5 M	\$ 1,298.50	Cross sold			
27	2814 Rio Rita		7	\$ 46,950.00				Co list with Kelly			
28	531 Camp Street		7	\$ 21,900.00				Referral from Kelly			
29	4307 Shenandoah		7	\$ 48,900.00				Mail out, I sold.			
30	4304 Accomack		7	\$ 56,000.00				Bill Ruck referral -I withdraw			
31	2806 Six Mile Lane		7	\$ 73,950.00				Former Client.			
				\$1,521,100.00	\$ 500,541.77	\$ -	\$ 12,868.21				

Sales:								1983			
#	Location	Name	Sale Amount	%	My Split	My Commission	Notes				
1	4507 Yagar Lane	Johnson	\$ 68,750.00	3.5	60	\$ 1,443.75	Cross sold referral.				
2	116 Colonial	Barry	\$ 38,000.00				Lost contract.				
3	4416 Culppepper	Judson	\$ 48,000.00	3.5	55	\$ 806.40	My listing cross sold.				
4	11111 B-?????	Garry	\$ 26,000.00								
5	5948 Farnham	Jeff	\$ 43,500.00	3.5	60	\$ 913.50	Cross sold.				
6	5501 Mosswood	Jenett	\$ 43,000.00	3.5	66	\$ 992.10	Cross sold.				
7	9413 Plumwood	Cooley	\$ 43,750.00	3.5	60	\$ 916.75	Referral from Gar Davis.				
8	9828 Titan way	Osborne	\$ 36,750.00	3.5	60	\$ 770.21	Cross sold.				
9	10312 Whiggs Mill	Moore	\$ 44,000.00	3.5	30%	\$ 770.00	Cross sold.				
10	2930 Riedling	Hanschen	\$ 78,000.00	3.5			Fell through.				
11	109 Colonial	Justice	\$ 38,250.00	3.5	60	\$ 1,806.50	My listing I sold.				
12	517 Marquette	Martin	\$ 37,000.00	3.5	66	\$ 863.38	My listing cross sold.				
13	2508 Rhett	McCrawley	\$ 59,000.00				Contingent.				
14	7905 Lydgate	Wehder	\$ 48,000.00	3.5	60	\$ 1,008.00	I sold.				
15	1005 Clear Creek	Caver	\$ 77,000.00	3.5	66	\$ 1,796.76	My client.				
16	108 Steebler Avenue	Bader	\$ 35,000.00	3.5	66	\$ 816.71	My listing cross sold.				
17	4905 Garris Lane	Simon	\$ 51,800.00	3.5	70	\$ 1,015.28	Cross sold.				
18	4310 Cherry Lane	Cashman	\$ 50,000.00	3.5			Cross sold, lost.				
19	4349 Accomack	Blanos	\$ 74,000.00	3.5	66/70	\$ 1,788.21	Cross sold.				
20	5407 Chestnutwood	Ring	\$ 30,300.00				No commission, Winding Investments				
21	3807 River Oaks Cir.	T???	\$ 47,000.00	3.5			Cross sold.				
22	4538 S. 2nd St.	Kittle	\$ 38,000.00	3.5	70		Cross sold.				
23	4513 Lunenburg	Klepper	\$ 45,000.00	3.5	70	\$ 1,102.50	Cross sold.				
24	4421 Culppepper	Irvin	\$ 53,000.00	3.5	70	\$ 1,298.50	Cross sold.				
25											
26											
27											
28											
29											
30											
TOTALS			\$ 1,153,100.00			\$ 17,910.56					

Closings:								1983			
#	Location	Name	Sale Amount	%	My Split	My Commission	Was Listing	Notes			
1	Yagar	Johnson	\$ 68,750.00	3.5	60	\$ 1,443.75	yes	Cross sold.			
2	Culppepper	Judson	\$ 48,000.00	3.5	55	\$ 806.40	yes	Cross sold.			
3	Farnham	Jeff	\$ 43,500.00	3.5	60	\$ 913.50	yes	Cross sold.			
4	Titan	Osborne	\$ 36,691.77	3.5	60	\$ 770.53	yes	Cross sold.			
5	Whiggs Mill	Moore	\$ 44,000.00	3.5	60	\$ 913.50	yes	Cross sold.			
6	Plumwood	Cooley	\$ 43,750.00	3.5	60	\$ 916.75	no	Gar Davis referral.			
7	Lydgate	Wehder	\$ 48,000.00	3.5	60	\$ 1,008.00	no	I sold.			
8	Mosswood	Jenett	\$ 43,000.00	3.5	66	\$ 992.10	yes	Cross sold.			
9	Colonial	Wadher/Jus	\$ 38,250.00	7	60	\$ 1,806.50	yes	I sold.			
10	Clear Creek	Caver	\$ 77,000.00	3.5	66	\$ 1,796.76	no	I sold.			
11	Marquette	Martin	\$ 37,000.00	3.5	66	\$ 863.38	yes	Cross sold.			
12	Steebler	Bader	\$ 35,000.00	3.5	66	\$ 816.71	yes	Cross sold.			
13	Chestnutwood	Ring	\$ 30,300.00					My investment			
14	Accomack	Blanos	\$ 74,000.00	3.5	70	\$ 1,788.21	yes	Cross sold.			
15	Garris	Simon	\$ 51,800.00	3.5	70	\$ 1,015.28	yes	Cross sold.			
16	Lunenburg	Kappel	\$ 45,000.00	3.5	70	\$ 1,102.50	yes	Cross sold.			
17	S 2nd. Street	Kittle	\$ 38,000.00	4%	70	\$ 931.00	yes	Cross sold.			
18	Culppepper	Irvin	\$ 53,000.00	3.5	70	\$ 1,298.50	yes	Cross sold.			
19											
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26											
27											
28											
29											
TOTALS			\$ 855,041.77			\$ 18,533.67					



INDIVIDUAL **PACE SETTERS CLUB** **COUNCIL 30A**

Based on \$7500 Gross Closed Commissions to the Office

COUNCIL 30A

Edelen & Edelen	020287	21	Edelen & Edelen Inc.
Edelen & Edelen	020288	21	Edelen & Edelen Inc.
Edelen & Edelen	020289	21	Edelen & Edelen Inc.
Edelen & Edelen	020290	21	Edelen & Edelen Inc.
Edelen & Edelen	020291	21	Edelen & Edelen Inc.
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Edelen & Edelen	020352	21	Edelen & Edelen Inc.
Edelen & Edelen	020353	21	Edelen & Edelen Inc.
Edelen & Edelen	020354	21	Edelen & Edelen Inc.
Edelen & Edelen	020355	21	Edelen & Edelen Inc.
Edelen & Edelen	020356	21	Edelen & Edelen Inc.
Edelen & Edelen	020357	21	Edelen & Edelen Inc.
Edelen & Edelen	020358	21	Edelen & Edelen Inc.
Edelen & Edelen	020359	21	Edelen & Edelen Inc.
Edelen & Edelen	020360	21	Edelen & Edelen Inc.
Edelen & Edelen	020361	21	Edelen & Edelen Inc.
Edelen & Edelen	020362	21	Edelen & Edelen Inc.
Edelen & Edelen	020363	21	Edelen & Edelen Inc.
Edelen & Edelen	020364	21	Edelen & Edelen Inc.
Edelen & Edelen	020365	21	Edelen & Edelen Inc.
Edelen & Edelen	020366	21	Edelen & Edelen Inc.
Edelen & Edelen	020367	21	Edelen & Edelen Inc.
Edelen & Edelen	020368	21	Edelen & Edelen Inc.
Edelen & Edelen	020369	21	Edelen & Edelen Inc.
Edelen & Edelen	020370	21	Edelen & Edelen Inc.
Edelen & Edelen	020371	21	Edelen & Edelen Inc.
Edelen & Edelen	020372	21	Edelen & Edelen Inc.
Edelen & Edelen	020373	21	Edelen & Edelen Inc.
Edelen & Edelen	020374	21	Edelen & Edelen Inc.
Edelen & Edelen	020375	21	Edelen & Edelen Inc.
Edelen & Edelen	020376	21	Edelen & Edelen Inc.
Edelen & Edelen	020377	21	Edelen & Edelen Inc.
Edelen & Edelen	020378	21	Edelen & Edelen Inc.
Edelen & Edelen	020379	21	Edelen & Edelen Inc.
Edelen & Edelen	020380	21	Edelen & Edelen Inc.
Edelen & Edelen	020381	21	Edelen & Edelen Inc.
Edelen & Edelen	020382	21	Edelen & Edelen Inc.
Edelen & Edelen	020383	21	Edelen & Edelen Inc.
Edelen & Edelen	020384	21	Edelen & Edelen Inc.
Edelen & Edelen	020385	21	Edelen & Edelen Inc.
Edelen & Edelen	020386	21	Edelen & Edelen Inc.
Edelen & Edelen	020387	21	Edelen & Edelen Inc.
Edelen & Edelen	020388	21	Edelen & Edelen Inc.
Edelen & Edelen	020389	21	Edelen & Edelen Inc.
Edelen & Edelen	020390	21	Edelen & Edelen Inc.
Edelen & Edelen	020391	21	Edelen & Edelen Inc.
Edelen & Edelen	020392	21	Edelen & Edelen Inc.
Edelen & Edelen	020393	21	Edelen & Edelen Inc.
Edelen & Edelen	020394	21	Edelen & Edelen Inc.
Edelen & Edelen	020395	21	Edelen & Edelen Inc.
Edelen & Edelen	020396	21	Edelen & Edelen Inc.
Edelen & Edelen	020397	21	Edelen & Edelen Inc.
Edelen & Edelen	020398	21	Edelen & Edelen Inc.
Edelen & Edelen	020399	21	Edelen & Edelen Inc.
Edelen & Edelen	020400	21	Edelen & Edelen Inc.

OFFICES

COUNCIL 30A

CENTURY 21 Joe Guy Hagan Realtors (Hurstbourne)
 CENTURY 21 Joe Guy Hagan Realtors (Taylorsville)
 CENTURY 21 Edelen & Edelen Inc., Realtors
 CENTURY 21 McGimsey Realty, Inc. (Radcliff)

COUNCIL 30B

CENTURY 21 The Belmont Company, Inc.

THE



HORSE RACE

IS ON, AND THANKS TO

AL RING
1985 PACESETTER

THE

HURSTBOURNE OFFICE

IS ON IT'S WAY TO BEING

|| 1 ||

REAL ESTATE BROKERAGE COUNCIL


(FORMERLY MARKETING MANAGEMENT COUNCIL)

OF THE REALTORS NATIONAL MARKETING INSTITUTE®
 OF THE NATIONAL ASSOCIATION OF REALTORS®

PRESENTS THIS *Course Certificate* TO:

AL RING

upon attendance of 30 clock hours and successful completion of
 Marketing Management Course 304



*HOW TO RECRUIT, TRAIN AND RETAIN
 REAL ESTATE SALES ASSOCIATES;
 LEADING, COMMUNICATING AND MOTIVATING
 THE TEAM TO GREATER PRODUCTIVITY*
 IN THE MONTH OF AUGUST, 1985

James B. ...
 President 1985

...
 Vice President,
 Real Estate Brokerage Council 1985



Re: thanks for Al King's
professional services

Mr. & Mrs. Vaughn L. Irwin
4421 Culpepper Circle
Louisville, Kentucky 40222
January 7, 1984

Director
Century 21
Joe Guy Hagan, Realtors
119 Hurstbourne Lane
Louisville, Kentucky 40222

Dear Director, Joe Guy Hagan, Realtors:

It is a new year full of promise for the Irwin family, thanks to Joe Guy Hagan, Realtors, and staff. We listed our home in Fincastle West at 4421 Culpepper Circle, on August 8, 1983. On November 8, 1983, we had our contract for sale, and on December 29, 1983, we closed on our home. Now, the Larry Smith family is excited to start the new year in their new home.

Why write to you at all? Surely, when you have two satisfied clients (Mary Eckler's, the Smiths and Al King's, the Irwins) you see the smiles and hear the appreciative thank-yous and then you go on to further business. However, Vaughn and I feel that our realtor, Al King, was the

2.

reason we had our sale. We want you to know that in our estimation he is one of the finest realtors in Jefferson County. He came to our attention by way of word-of-mouth from another satisfied client — i.e. the W. F. Judsons who listed and sold through him. Now, it is we who are recommending Al Ring.

In working with Mr. Ring, we have found Al to be:

- friendly — always a smile, even on off-days
- concerned — empathized with our situation
- punctual — kept appointments
- available — to answer questions and to reassure
- informative — able to talk and communicate real estate to non-speakers
- patient — able to ride over difficulties
- optimistic — saw contract as flexible with motivated buyers and sellers
- persistent — interested in buyer and seller enough to find alternatives
- in-touch — always kept us up-to-date on the market, and our situation
- experienced — has knowledge of the business
- a salesman — of himself, his business, his firm, and of good ethics
- professional — because of all the above

3.

Our home may not have been a high-commission sale, but we certainly were treated as such. Therefore, we desired to let your company know how much we appreciate Al King's services.

We wish Joe Guy Hagan, Realtors - Century 21, a happy and prosperous new year filled with sales and satisfied clients such as we. Thank-you.

Sincerely,

Vaughn and Carol Irwin

Al - Thanks, again.

Thought you'd like a copy for your file.

We're temporarily at 9200-7 Blossom Lane 40122.
til we know where we're transferred.

Best luck!

AL RING LISTINGS, 1984

NO.	SOURCE OF LISTINGS	1982		1983		1984	%
1	MAIL OUTS	5	16%	6	20%	8	22.86%
2	OFFICE REFERRAL	6	19%	4	13%	5	14.29%
3	CO LIST, AGENT REF.	2	6%	4	13%	4	11.43%
4	FARM	10	32%	13	42%	12	34.29%
5	OPEN HOUSE	2	6%	2	6%	1	2.86%
6	OTHER PROSPECTING	7	21%	2	6%	5	14.29%
		32		31		35	100.00%

1	CHIMNEY ROCK LANE	CLOSED		6	1	\$73950.00
2	4310 CHENNY LANE	CLOSED		4	1	\$53500.00
3	2407 NAPOLEON BL.	CLOSED		4	1	\$47500.00
4	6018 SHEAN CT.	WITHDRAWN		4	1	\$49500.00
5	3807 RIVER OAKS CIR.	CLOSED		2	1	\$47500.00
6	4111 NORTHUMBERLA	OPEN		4	1	\$43500.00
7	325 BRUNSWICK RD.	CLOSED		4	1	\$67950.00
8	9003 LOCH LEA LA.	EXPIRED		6	1	\$60950.00
9	3002 CURRAN ROAD	CLOSED		5	1	\$54900.00
10	531 CAMP STREET	EXPIRED		3	1	\$21500.00
11	3908 CHARTER OAKS	EXPIRED		2	1	\$32900.00
12	8503 RHETT BUTTLER	CLOSED		1	1	\$57500.00
13	6707 KINGSLOCK CT.	CLOSED		6	1	\$78950.00
14	4040 MASSIE AVE.	CLOSED		4	1	\$47950.00
15	2405 STEEPLECHASE	CLOSED		4	1	\$59900.00
16	3416 WARRNER AVE.	CLOSED		4	1	\$52900.00
17	3719 KLONDKKE	CLOSED		4	1	\$42000.00
18	8804 MOUNT EASTES	EXPIRED		3	1	\$64500.00
19	9312 TIVERTON WAY	CLOSED		2	1	\$69900.00
20	11911 HEATHSVILLE	CLOSED		3	1	\$49900.00
21	11503 DEHAM DR.	WITHDRAWN		3	1	\$42950.00
22	1723 MILLGATE RD.	CLOSED		2	1	\$43500.00
23	12102 STROLL CT.	CLOSED		1	1	\$53900.00
24	814 CHAMBERRY DRIVE	CLOSED		1	1	\$79900.00
25	119 SOUTH GALT AVE	EXPIRED		1	1	\$74500.00
26	9000 LANTERN LITE	OPEN		4	1	\$77950.00
27	9304 MARSE HENRY	OPEN		1	1	\$54950.00
28	EDSEL LANE	CLOSED		5	1	\$33950.00
29	CREEK VALLEY DR.	OPEN		2	1	\$59950.00
30	8912 WALTLEE ROAD	OPEN		1	1	\$64950.00
31	8917 WALTLEE ROAD	OPEN		1	1	\$58900.00
32	228 CLOVER LANE	OPEN		4	1	\$44500.00
33	1687 MERCER STREET	OPEN		6	1	\$39500.00
34	1607 WASHINGTON	OPEN		1	1	\$37500.00
35	119 SOUTH GALT	OPEN		6	1	\$67500.00
AVE					35	\$1911550.00

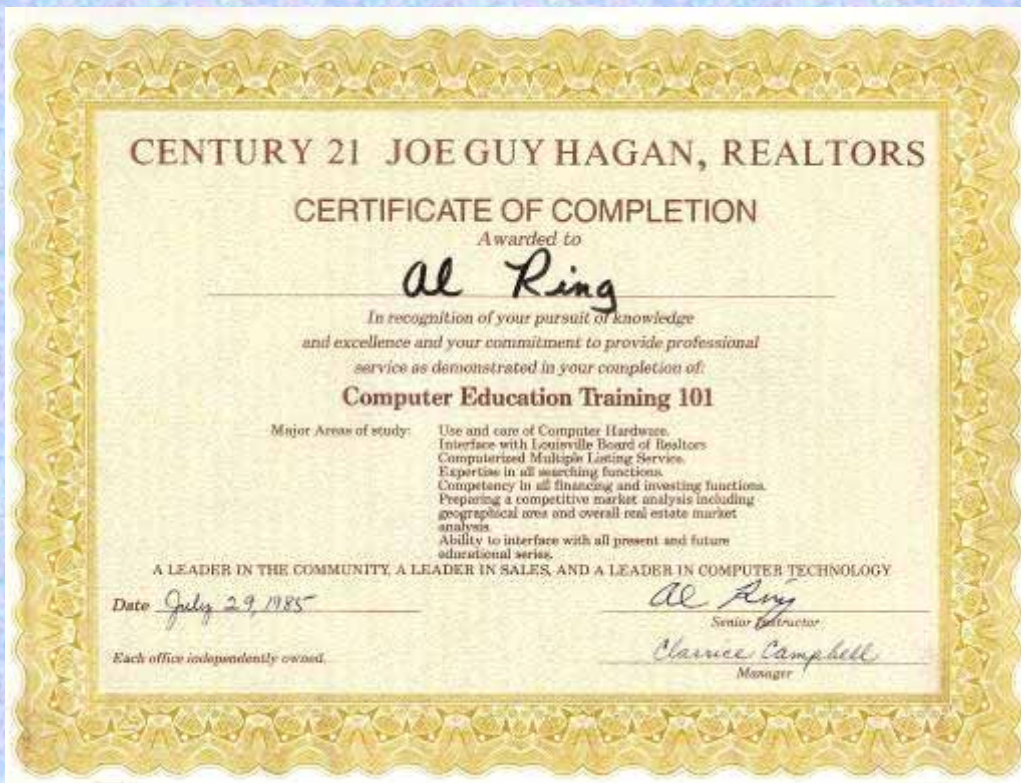
AL RING SALES, 1984

NUMBER	ADDRESS	STATUS	FROM	AMOUNT	#	AVERAGE
1	NAPOLEON BLVD.	CLOSED	LISTING	\$45,500.00	1	
2	CHIMNEY ROCK LANE	CLOSED	LISTING	\$69,300.00	1	
3	RIVER OAKS CIRCLE	LOST	LISTING	\$47,500.00	1	
4	CURRAN ROAD	CLOSED	LISTING	\$52,500.00	1	
5	CHENNY LANE	CLOSED	LISTING	\$53,500.00	1	
6	LINN STATION RD.	CLOSED	CLIENT	\$74,000.00	1	
7	KINGSLOCK RD	CLOSED	LISTING	\$75,300.00	1	
8	CREEKWOOD RD.	CLOSED	LISTING	\$70,000.00	1	
9	RHETT BUTTLER CT.	CLOSED	LISTING	\$56,000.00	1	
10	WARRNER AVE.	CLOSED	LISTING	\$49,000.00	1	
11	CLERKENWELL RD.	CLOSED	CLIENT	\$62,000.00	1	
12	BRUNSWICK RD.	CLOSED	LISTING	\$65,000.00	1	
13	MASSIE AVE.	CLOSED	LISTING	\$46,000.00	1	
14	RIVER OAKS CIRCLE	CLOSED	LISTING	\$45,500.00	1	
15	KLONDIKE LANE	CLOSED	LISTING	\$16,000.00	1	
16	WOODHURST CT.	CLOSED	CLIENT	\$148,000.00	1	
17	STEEPLECHASE DR.	CLOSED	LISTING	\$55,500.00	1	
18	WILLOWOOD WAY	CLOSED	CLIENT	\$78,000.00	1	
19	MILLGATE RD.	CLOSED	LISTING	\$40,000.00	1	
20	ECHO BRIDGE RD.	CLOSED	CLIENT	\$57,000.00	1	
21	TIVERTON WAY	CLOSED	LISTING	\$66,000.00	1	
22	MARSE HENRY	CLOSED	CLIENT	\$56,000.00	1	
23	HEATHSVILLE	LOST	LISTING	\$47,000.00	1	
24	WALTLEE	CLOSED	CLIENT	\$58,500.00	1	
25	HEATHSVILLE	CLOSED	LISTING	\$47,000.00	1	
26	VONDINE	CLOSED	CLIENT	\$32,424.64	1	
27	EDSEL LANE	CLOSED	LISTING	\$32,050.00	1	
28	CHAMBERRY	CLOSED	LISTING	\$65,000.00	1	
29	STROLL COURT	CLOSED	LISTING	\$53,400.00	1	
				\$1,662,974.64	29	\$57,343.95

AL RING CLOSINGS, 1984

NO.	#	ADDRESS	CLOSE PRICE	TOTAL COMMISS.	MY COMMISS.	VOLUME COMMISS.
1	1	NAPOLEON BLVD.	\$45500.00	\$1592.50	\$955.00	\$898.17
2	1	CURRAN ROAD	\$52500.00	\$1837.50	\$1102.50	\$1036.50
3	1	LINN STATION RD.	\$74000.00	\$2590.00	\$1554.00	\$1460.76
4	1	CHIMNEY ROCK L.	\$69300.00	\$2425.50	\$1455.30	\$1367.98
5	1	CHENNY LANE	\$53500.00	\$1872.50	\$1123.50	\$1056.09
6	1	KINGSLOCK CT.	\$75300.00	\$2635.50	\$1581.30	\$1486.42
7	1	WARRNER AVE.	\$49000.00	\$1715.00	\$1114.83	\$1053.09
8	1	BRUNSWICK RD.	\$63600.00	\$2226.00	\$1514.42	\$1425.38
9	1	RHETT BUTTLER	\$56000.00	\$1960.00	\$1306.73	\$1228.33
10	1	CREEKWOOD RD.	\$70000.00	\$2450.00	\$1633.42	\$1535.42
11	1	CLERKENWELL RD	\$62000.00	\$2170.00	\$1519.00	\$1427.86
12	1	RIVER OAKS CIRCLE	\$45500.00	\$1592.50	\$1114.75	\$824.91
13	1	WOODHURST CT.	\$148000.00	\$5180.00	\$3626.00	\$3408.44
14	1	MASSIE AVE.	\$46000.00	\$1610.00	\$1127.00	\$1059.38
15	1	STEEPLECHASE RD	\$55500.00	\$1942.50	\$1359.75	\$1278.16
16	1	MILLGATE ROAD	\$40000.00	\$1400.00	\$980.00	\$725.20
17	1	WILLOWOOD WAY	\$78000.00	\$2340.00	\$1638.00	\$1539.72
18	1	KLONDIKE LANE	\$15000.00	\$750.00	\$525.00	\$493.50
19	1	ECHOBIDGE	\$57000.00	\$1995.00	\$1396.50	\$1312.71
20	1	TIVERTON WAY	\$66000.00	\$2310.00	\$1676.49	\$1275.47
21	1	MARSE HENRY	\$56000.00	\$1960.00	\$1470.00	\$1381.80
22	1	VONDINE	\$32424.64	\$0.00	\$0.00	\$0.00
23	1	HEATHSVILLE	\$47000.00	\$1965.00	\$1233.75	\$1159.72
24	1	WALTLEE ROAD	\$58500.00	\$2047.50	\$1535.63	\$1443.49
25	1	EDSEL LANE	\$32050.00	\$1121.75	\$841.31	\$790.83
26	1	STROLL CT.	\$53400.00	\$1869.00	\$1401.75	\$1317.64
27	1	CHAMBERRY	\$65000.00	\$2275.00	\$1706.25	\$1603.87

AVE.	27	\$58002.76	\$1566074.64	\$53832.75	\$36492.18	\$33590.84
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8917 WALTLEE ROAD

SPECIAL FEATURES

CHARMING BRICK RANCH	FULL BASEMENT PARTLY FINISHED
NEW OUTSIDE PAINT	GREAT CURB APPEAL
HUGE YARD	1 CAR GARAGE
3 BEDROOMS	LARGE FORMAL LIVING ROOM
COUNTRY KITCHEN	HARDWOOD FLOORS
NEW CARPET, PAINT, & KIT. FLOOR	STORM WINDOWS & DOORS
EARTHTONE COLORS	ATTIC FAN
NEW SUMP PUMP	SOME FENCEING
SEWERS	GAS HEAT
CENTRAL AIR	QUICK POSSISSION
LOTS OF STORAGE & CLOSETS	FIREPLACE
PAVED DRIVEWAY	PRICED TO SELL
FINANCING AVAILABLE	QUIET NEIGHBORHOOD

THIS OUTSTANDING PROPERTY IS OFFERED FOR SALE AT

\$58,900.00



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Office: 426-3600

AL RING
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COUNSELOR - - REAL ESTATE
BROKER SALESMAN
896-4271



SALES ACHIEVEMENT INDIVIDUALS

Based on \$30,000 Gross Closed Commissions to the Office - Listed by Council

COUNCIL 2B (Continued)

- Jack Hoadler, CENTURY 21 House of Rts.
- Lane Northern, CENTURY 21 Sarah Realty
- Larry Middleton, CENTURY 21 Middleton Co
- Craig Corfield, CENTURY 21 St. Joseph Rly.
- Jim Dutton, Jr., CENTURY 21 Jim Dutton
- Shirley Bismans, CENTURY 21 Manor Rly.
- Kenny Kent, CENTURY 21 House of Rts.
- Margaret Hudson, CENTURY 21 Manor Rly.
- Wilbert Kramer, CENTURY 21 Hagan & Co.
- Larry Mathis, CENTURY 21 Abbey Rly. Co.
- Eleazar Serrano, CENTURY 21 St. Joseph
- Jarvis Bebeck, CENTURY 21 House Rly.

COUNCIL 2C

- Willadele Hetzer, CENTURY 21 Bradley Rly.
- Roy Sylvester, CENTURY 21 Charleston
- Bill Gething, CENTURY 21 Charleston
- James Wain, CENTURY 21 Pro-Staff
- Joan Foust, CENTURY 21 Bradley Rly.
- Jon Charleston, CENTURY 21 Charleston
- Monica Camella, CENTURY 21 Abotts Rlys.
- Bernice Eckert, CENTURY 21 Beary Rlys. (Huntington)
- Carlene Samczyk, CENTURY 21 Abotts Rlys.
- Berbane Graber, CENTURY 21 Charleston
- May Rose Carrasco, CENTURY 21 Bradley Rly.
- Paul Telle, CENTURY 21 Beary Rlys. (Huntington)
- Ann Lohm, CENTURY 21 Bradley Rly.
- Linda Stark, CENTURY 21 Abotts Rlys.
- Sherry Sanders, CENTURY 21 Bradley Rly.
- Ellen Hantel, CENTURY 21 Charleston
- Fredric Schaefer, CENTURY 21 Beary Rlys. (Sydney)
- Tom Priddy, CENTURY 21 Beary Rlys. (Sydney)
- Jack Covett, CENTURY 21 Charleston
- Darlene Kille, CENTURY 21 Charleston
- Pamela Powelson, CENTURY 21 Bradley Rly.
- Mark Beck, CENTURY 21 Pro-Staff
- Graet Russel, CENTURY 21 Kigore Rlys.
- John Hagan, CENTURY 21 Charleston
- James Hoelle, CENTURY 21 Charleston
- Kin Charleston, CENTURY 21 Charleston
- Beuze Ann, CENTURY 21 Charleston
- Randy Harvey, CENTURY 21 Charleston
- Sandy Brooks, CENTURY 21 Abotts Rlys.
- Carl Rose, CENTURY 21 Bradley Rly.

- Erwin Kigore, CENTURY 21 Kigore Rlys.
- Jean Meyer, CENTURY 21 Bradley Rly.
- Dora Lyon, CENTURY 21 Kigore Rlys.
- Pauline Rainer, CENTURY 21 Bradley Rly.
- Jim Leggett, CENTURY 21 Charleston
- Brenda Gilpin, CENTURY 21 Bradley Rly.
- Jan Sebenick, CENTURY 21 Charleston

COUNCIL 3AB

- Leo Fouck, CENTURY 21 Joe Guy Hagan (Bardtown)
- Bill Frank Harned, CENTURY 21 Joe Guy Hagan (Bardtown)
- Jeanne Livingston, CENTURY 21 Joe Guy Hagan (Hartstown)
- Louise Madley, CENTURY 21 Joe Guy Hagan (Third St.)
- Dave Cudoff, CENTURY 21 Joe Guy Hagan (Hartstown)
- Charlotte Ruth, CENTURY 21 Joe Guy Hagan (Third St.)
- Step Humphrey, CENTURY 21 Manor Rlys. (Albion), CENTURY 21 Joe Guy Hagan (Hartstown)
- David Metzger, CENTURY 21 Eden & Eden
- Beverly Shanks, CENTURY 21 Joe Guy Hagan (Hartstown)
- Denise Adams, CENTURY 21 McGimsey (Radcliff)
- Helen Jones, CENTURY 21 Joe Guy Hagan (Hartstown)
- Charly Cooper, CENTURY 21 Joe Guy Hagan (Taylorville)
- Mike Edelen, CENTURY 21 Edelen & Edelen
- Arthur Yutz, CENTURY 21 Moscow
- Beverly Shamaal, CENTURY 21 Manicou
- Bill Buzan, CENTURY 21 Joe Guy Hagan (Hartstown)
- Harold Daugherty, CENTURY 21 Joe Guy Hagan (Taylorville)
- Sara Carpenter, CENTURY 21 McGimsey (Radcliff)
- Jan Bell, CENTURY 21 McGimsey (Radcliff)
- Erinogee Reardon, CENTURY 21 Dick Woodland
- Lisa Raphaelmer, CENTURY 21 Joe Guy Hagan (Taylorville)
- George May, CENTURY 21 Dick Woodland
- Gary Jenkins, CENTURY 21 Joe Guy Hagan (Taylorville)
- Debra Stewart, CENTURY 21 Mike Skees (Elizabethtown)

Continued on next page.

* Qualified for Sales Achievement Award First to Fourth Quarter

TOP 100 SALES ASSOCIATES IN 1984

Listed in Descending Order Based on Gross Closed Commission to the Office

- | | | |
|-----|--------------------|---|
| 51 | MARGARET RUSSELL | CENTURY 21 Bradley Realty Inc. |
| 52 | ROSS HUBBARD | CENTURY 21 Realty Group I, Inc. |
| 53 | VALERIE FADUL | CENTURY 21 McColly Rlys., Inc. (Memphis) |
| 54 | RONALD ARD | CENTURY 21 Higgins & Co. |
| 55 | GAYLE DOORNBOS | CENTURY 21 Bradley Realty Inc. |
| 56 | NEWTON RUSSELL | CENTURY 21 The Reiset Co., Inc. |
| 57 | DOT MILLER | CENTURY 21 McGimsey Realty, Inc. (Radcliff) |
| 58 | SHARON CRAFTON | CENTURY 21 Decker-Fussnaker, Inc. |
| 59 | JOHN DAVES | CENTURY 21 Action Realtors |
| 60 | MARK O'HARA | CENTURY 21 Realty Group I, Inc. |
| 61 | BILLY FRANK HARNED | CENTURY 21 Joe Guy Hagan Rlys. (Bardtown) |
| 62 | MARILYN EDMISTON | CENTURY 21 Dexter-Fleming, Inc. |
| 63 | TOM WELCH | CENTURY 21 Stone & Wood Rlys. |
| 64 | JEANNE LIVINGSTON | CENTURY 21 Joe Guy Hagan Rlys. (Hartstown) |
| 65 | BILL STRECKER | CENTURY 21 The Stadler Group |
| 66 | WILLIAM D. KRAMER | CENTURY 21 Realty Group I, Inc. |
| 67 | GERALD CARMEN | CENTURY 21 Carmen Realty Co. |
| 68 | KATHY KETTERER | CENTURY 21 Memmen Realty, Inc. |
| 69 | LEO HOUCK | CENTURY 21 Joe Guy Hagan Rlys. (Bardtown) |
| 70 | WILLADELE HETZER | CENTURY 21 Bradley Realty Inc. |
| 71 | BEVERLY WARD | CENTURY 21 Don Lee Realty, Inc. |
| 72 | RAY SYLVESTER | CENTURY 21 Charleston |
| 73 | KATHERINE ENGLAND | CENTURY 21 HomePlace Realty |
| 74 | JUANEETA BROWN | CENTURY 21 The Stadler Group |
| 75 | RUTH BAKER | CENTURY 21 Brooks Wells Enterprises |
| 76 | KEVIN KIRKPATRICK | CENTURY 21 Realty Group I, Inc. |
| 77 | JOE HALBURNT, JR. | CENTURY 21 Bundy & Associates |
| 78 | ERNIE STEVENS | CENTURY 21 Stone & Wood Rlys. |
| 79 | RAY C. VOELPEL | CENTURY 21 Realty Group I, Inc. |
| 80 | LOUISE MEDLEY | CENTURY 21 Joe Guy Hagan Rlys. (Third St.) |
| 81 | JOHN ELLING | CENTURY 21 Dampier Real Estate |
| 82 | BILL GETHING | CENTURY 21 Charleston |
| 83 | JAMES C. WREN | CENTURY 21 Pro-Staff, Inc. |
| 84 | JOAN FOUST | CENTURY 21 Bradley Realty, Inc. |
| 85 | ANITA WRIGHT | CENTURY 21 Town & Country R.E. & Inv. |
| 86 | BEVERLY BOWEN | CENTURY 21 Rhoads, Inc. |
| 87 | JON CHARLESTON | CENTURY 21 Charleston |
| 88 | DORIS CUNDIFF | CENTURY 21 Joe Guy Hagan Rlys. (Hartstown) |
| 89 | RITA CARMIN | CENTURY 21 McColly Rlys., Inc. (Highland) |
| 90 | BERNICE ECKERT | CENTURY 21 Beary Realtors (Huntington) |
| 91 | CARLENE SAMCZYK | CENTURY 21 Abotts Realtors, Inc. |
| 92 | DAVID FREEMAN | CENTURY 21 Action Realtors |
| 93 | BRENDA MCCOLLUM | CENTURY 21 Bill Jones Realtors |
| 94 | DORA LEE SIMMONS | CENTURY 21 Schwab Co., Inc. |
| 95 | MONICA CORNELIA | CENTURY 21 Abotts Rlys., Inc. |
| 96 | JACK BAGOSY | CENTURY 21 M. A. Teter, Rlys. |
| 97 | AL RING | CENTURY 21 Joe Guy Hagan Rlys. (Hartstown) |
| 98 | DEBORAH BUGAY | CENTURY 21 A. Barron Co. |
| 99 | FRAN SAKES | CENTURY 21 Heritage Co., Inc. (Memphis) |
| 100 | CHARLOTTE RUTH | CENTURY 21 Joe Guy Hagan Rlys. (Third St.) |

Working Together

**YOUR HOUSE IS
AS GOOD AS . . .**



**We'd like to sell
yours for you.**

Al Ring

PUT NUMBER 1 TO WORK FOR YOU

**We've been
helping people
find just the
right home
since 1963 . . .**



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Employee Relocation Council, Inc.
Century 21 Investment Society

**We know the
market, the best
financing and
your housing
needs . . .**

**the Company
Service built**

**LOOKING FOR A
PROFESSIONAL REALTOR
DOES NOT HAVE TO BE
A DIFFICULT TASK!!!!**

BUYING

SELLING

COUNSELING

**REAL ESTATE
INVESTMENT**

MY GOAL

TO BECOME YOUR PROFESSIONAL REALTOR, AND REPRESENT AND COUNSEL YOU IN ALL YOUR REAL ESTATE NEEDS, RATHER THAN HELP YOU BUY OR SELL JUST ONE TIME. IN DOING SO, I WILL COMBINE THE EFFORTS OF THE ENTIRE CENTURY 21 ORGANIZATION; MYSELF; AND YOU, THE CLIENT; TO OBTAIN THE BEST PRICE IN THE LEAST AMOUNT OF TIME WITH THE LEAST AMOUNT OF INCONVENIENCE TO YOU.

Al Ring

**WHY NOT
PUT NUMBER 1
TO WORK
FOR YOU!!**

In Century 21 We . . .

- SELL A HOUSE EVERY MINUTE OF THE DAY
- SPEND OVER 24 MILLION IN ADVERTISING
- HAVE AN INTERNATIONAL REFERRAL SYSTEM
- HAVE OVER 6500 OFFICES
- HAVE OVER 65,000 REAL ESTATE PROFESSIONALS
- KNOW HOW TO NEGOTIATE TO YOUR ADVANTAGE
- HAVE THE FINEST MARKETING SYSTEMS
- DO THE PAPERWORK
- HAVE TEAM EFFORT
- HAVE THE BEST TRAINING
- HAVE LOCAL ADVERTISING
- ARE NUMBER 1 IN RECOGNITION
- HAVE A DISTINCTIVE COLONIAL POST SIGN THAT INCREASES CONFIDENCE AND SALES
- ARE NUMBER 1 IN PREFERENCE (GALLUP POLL)
- HAVE MORE EXPERIENCE
- HAVE THE FINEST SELLING TOOLS
- ARE TOPS IN LISTING
- ARE TOPS IN SALES VOLUME
- WE ARE INVOLVED IN 1 OUT OF EVERY 9 REAL ESTATE SALES

**RESULTING IN "AMERICA'S
NUMBER 1 TOP SELLER"**

AL RING
G.R.I., C.R.S.
COUNSLER - - REAL ESTATE
BROKER SALESMAN



896-4271

426-3600

EDUCATION AND TRAINING:
(C.R.S.) CERTIFIED RESIDENTIAL SPECIALIST
(G.R.I.) GRADUATE REALTOR INSTITUTE
CENTURY 21 RESIDENTIAL SPECIALIST
CENTURY 21 VIP SALES ASSOCIATE
Attended Eastern Kentucky University
Presently attending Jefferson Community College
Real Estate Associate Degree Program
Former Sales Manager with Century 21 Florence
Presently Broker-Salesman with Century 21 Joe
Guy Hagan Co.
Completed all Century 21 Training

BUSINESS INTERESTS & ACHIEVEMENTS:
Owned and operated successful retail business in
St. Matthews for 12 years
President of Al Ring Builders
Received 1974 Community Service Award and
Business Man of the Year
Million Dollar sales every year of real estate career
Century 21 Pacesetter Achievement Award winner
Certificate of Appreciation from Jefferson County
Government

CAREER & COMMUNITY AFFILIATIONS:
Past member of Demolay
Kentucky Colonel
Knight of St. Matthews
Twenty year active membership of St. Matthews
Volunteer Fire Dept. achieving the rank of Major
Past president of Firefighters, Inc.
Present member of the Board of Directors of the St.
Matthews Volunteer Fire Department, and a
Trustee

**TECHNIQUES FOR
MARKETING YOUR
HOME**

- Century 21 Gold Post Yard Sign
- Multiple Listing Service
- Full cooperatin with my fellow agents
- Century 21 Joe Guy Hagan Company Home Tours
- Personal Computerized financing options
- To constantly look for the best possible methods of marketing your property
- Pre-qualify when possible all prospective buyers
- Follow-up on all showings when possible and report to your their response
- Complete access to Century 21 Joe Guy Hagan full time Relocation Coordinator to widen our marketing area
- Personally maintain current knowledge of all aspects of Real Estate Marketing
- A personalized fact sheet on your home
- Distribution of handbills to other real estate professionals
- Mailing of postcards to your neighboring area in order to provide them the opportunity to choose their new neighbor
- Establish and maintain contact with other real estate professionals with listings in your area so they may help sell your home
- Personalized ads in the bi-weekly HOMES MAGAZINE publication
- Constant prospecting for an inventory of qualified buyers
- Personal presentation of your property to my company's fellow agents at our weekly "Havers & Takers" session
- Sunday "Open House"
- Personalized ads in Courier Journal & Louisville Times (although it has been our experience that this form of advertising has provided the least amount of prospective buyers, therefore, the emphasis will be placed on the above marketing techniques with a minimal amount of newspaper advertising)
- Represent your interests in all contracts and help in negotiating the best possible price & terms for you
- Deliver your check at the closing



ESPECIALLY PREPARED FOR:

*EDWARD & MARIE ARNN
505 COUNTRY LANE
LOUISVILLE, KY 40207*

FROM:

**AL RING
CENTURY 21 JOE GUY HAGAN
G.R.I., C.R.S.
BROKER - SALESMAN
COUNSELOR - REAL ESTATE
MANAGER - HURSTBOURNE OFFICE
426-3600 896-4271**

THROUGH THE USE OF OUR MLS SERVICE, AND MY COMPUTER I HAVE GATHERED SOME INFORMATION I FEEL WILL BE OF HELP IN ESTABLISHING THE FAIR MARKET VALUE FOR YOUR HOME. ENCLOSED IS AN AREA GUIDE AND COMPUTER CODE SHEET SO YOU WON'T HAVE ANY TROUBLE UNDERSTANDING THE OTHER ENCLOSED MATERIAL, AND SEVERAL REPORTS. THIS IS PART OF THE INFORMATION I GATHER TO HELP IN THE PROCESS OF ESTABLISHING A FAIR MARKET VALUE FOR YOUR HOME.

1. COMPETITIVE MARKET ANALYSIS
2. INFORMATION ON SEPERATE PROPERTIES
3. ON - LINE MARKET STATISTICS
4. AREA MARKET SURVEY

**SINCERELY;
AL RING**

THOUGHT YOU WOULD LIKE TO KNOW

I HAVE JUST LISTED A HOME IN THE AREA OF ONE OF YOUR LISTING AND THOUGHT YOU WOULD LIKE SOME INFORMATION ON IT. IF YOU OR ANY OF YOUR CLIENTS SHOULD EVER HAVE ANY INTEREST IN THIS PROPERTY, PLEASE LET ME KNOW AND WE CAN ARRANGE A SHOWING. I WANT TO LET YOU KNOW THAT I WILL COOPERATE IN ANY WAY I CAN WITH YOU ON THIS OR ANY OTHER PROPERTY. I ALSO WILL TRY TO HELP SELL THE PROPERTY YOU HAVE LISTED.

I WOULD LIKE TO MENTION ANOTHER SERVICE I HAVE TO OFFER. I HAVE MY OWN COMPUTER WHICH HAS FINANCIAL OPTION DATA STORED IN IT. AT EACH OF MY LISTINGS I WILL HAVE A FINANCING OPTIONS BOOKLET, SHOWING MANY TYPES OF LOCAL FINANCING AVAILABLE. INFORMATION INCLUDED IN THE BOOKLET WILL BE ESTIMATED DOWN PAYMENTS, CLOSING COSTS, PRE PAIDS, AND MONTHLY PAYMENTS. I WOULD BE GLAD TO UPDATE THESE AT ANY TIME FOR YOU, OR MAKE A PERSONALIZED ONE FOR YOU AND YOUR CLIENT WITH THE SALE PRICE EXAMPLE YOU ASK FOR.

THANK YOU

**AL RING
G.R.I., C.R.S.
COUNSELOR -- REAL ESTATE
BROKER SALESMAN**

**CENTURY 21
JOE GUY HAGAN
896-4271 426-3600**

I HAVE INCLUDED SOME INFORMATION ON OTHER LISTINGS WHICH MIGHT INTEREST YOU.



ST CRESCENT AVENUE # 181 \$ 69,900 Date 06/25/85 L# 11736 Map E11-3
 City OF LOUISVILLE
 Co JEFF. Subd FRANKFORT OR BROWNSBOG TO STREET
 Post TBA Ed. 10/25/85

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
3	1	2	1	1	1	1	1	1	1	1	1

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 4890
 St/Co/Y. Rt. 902
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ FA
 W/H/Fuel GAS Gal 40
 Water CITY
 Sewer AND DRS
 Sd/Elem DUNN

Laundry YES
 Land S# 90X120
 Type St PAVED
 Roof COMP.
 Founch PC
 Fr/Den 2 LG.
 Sewer YES
 High BALLARD

Pay To: R T I
 Int Rate: FHA/VA ASM PG 833
 DB 4287

Rmk: SQ. FT. NOT WARRANTED, SOME NEW CPT. AND PAINT, VERY NICE FUL. PLAN
 PRIVATE ENTRANCE, DEEP LOT, STORAGE MUCH MORE, NO APPLIANCES, NEED TIME
 FOR APPT. NO OWNER FINANCING.

Listed By AL RING
 Owner MRS. BROHM
 Lat Realtor C-21, JOE G. HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST WESTPORT TERRACE # 11 \$ 68,900 Date 04/21/85 L# 07100 Map E13-3
 City WOODLAWN PARK
 Co JEFF. Subd WOODLAWN PARK
 Post TBA Ed. 10/21/85

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
6	3	3	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 4890
 St/Co/Y. Rt. 902
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ FA
 W/H/Fuel GAS Gal 40
 Water CITY
 Sewer AND DRS
 Sd/Elem DUNN

Laundry YES
 Land S# 75X172
 Type St PAVED
 Roof COMP.
 Founch PC
 Fr/Den YES
 Sewer YES
 High WAGGENER

Pay To: R T I
 Int Rate: FHA/VA ASM PG 848
 DB 4284

Rmk: SQ. FT. NOT WARRANTED, HERE IT IS FOR ALL THOSE CLIENTS LOOKING FOR A DEAL
 BELOW MARKET FOR QUICK SALE, FIN. BSMT. 3 BR. FENCED MUCH MORE, NEEDS
 TENDER LOVING CARE, AT THIS PRICE YOU CAN AFFORD TO FIX IT.

Listed By AL RING
 Owner MR. BELLER
 Lat Realtor C 21/JOE GUY HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST SHADOW WOOD DR # 6400 \$ 138,800 Date 08/06/85 L# 10916 Map B13-9
 City PROSPECT KY.
 Co JEFF. Subd SHADOW WOOD
 Post TBA Ed. 10/06/85

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
7	3	2	2	2	2	2	2	2	2	2	2

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 1102
 St/Co/Y. Rt. 884
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ FA
 W/H/Fuel GAS Gal 50
 Water CITY
 Sewer AND DRS
 Sd/Elem DUNN

Laundry ROOM
 Land S# BELOW
 Type St PAVED
 Roof COMP
 Founch PC
 Fr/Den 2 LG.
 Sewer YES
 High BALLARD

Pay To: R T I
 Int Rate: FHA/VA ASM YES
 DB 018071102
 DB 6234 PG 896

Rmk: SQ. FT. NOT WARRANTED, PROFESSIONALLY LANDSCAPED AND DECORATED HOME WITH
 2 FAM. RMS. DECK AND PATIO W/ GAS GRILL. LOCATED IN QUIET NEIGHBORHOOD IN
 PRESTIGIOUS AREA, EXCEPTIONALLY NICE CONDITION, WITH MOTIVATED SELLERS.

Listed By AL RING
 Owner DR. AND MRS. ALLEN
 Lat Realtor C-21, JOE G. HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST WATTLEE RD. # 8917 \$ 88,300 Date 02/22/86 L# 02750 Map J15-7
 City GANDYSTOWN OR HURSTBOURNE LANE TO STREET
 Co JEFF. Subd FERN CREEK ACRES
 Post TBA Ed. 06/21/86

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
5	3	1	1	1	1	1	1	1	1	1	1

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 10.5
 St/Co/Y. Rt. 894
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ FA
 W/H/Fuel GAS Gal 40
 Water CITY
 Sewer AND DRS
 Sd/Elem DUNN

Laundry YES
 Land S# 88X306
 Type St PAVED
 Roof COMP.
 Founch CON
 Fr/Den YES
 Sewer YES
 High FERN CK.

Pay To: R T I
 Int Rate: FHA/VA ASM YES
 DB 200221050
 DB 5111 PG 888

Rmk: SQ. FT. NOT WARRANTED, ALL NEW PAINT, CPT. 7 WALLPAPER, HUGE BACK YD.
 PARTLY FENCED, QUIET NEIGHBORHOOD. READY TO MOVE IN AND PRICED TO SELL.
 FENCED UP JUST FOR NEW BUYER, CURB APPEAL AND MUCH MORE.

Listed By AL RING
 Owner M/M GEORGEAN
 Lat Realtor C 21/JOE GUY HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST LYDGATE DR # 7105 \$ 67,500 Date 05/09/85 L# 08486 Map E14 8
 City ST. MATTHEWS
 Co JEFF. Subd FORREST RETREAT
 Post TBA Ed. 11/09/85

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
6	3	2	2	2	2	2	2	2	2	2	2

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 9.75
 St/Co/Y. Rt. 902
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ HP
 W/H/Fuel GAS Gal 52
 Water CITY
 Sewer AND DRS
 Sd/Elem LOWE

Laundry YES
 Land S# 90X120
 Type St PAVED
 Roof COMP
 Founch CONC
 Fr/Den GREAT
 Sewer YES
 High WAGGENER

Pay To: R T I
 Int Rate: FHA/VA ASM YES
 DB 220001089
 Cty Y Rt. 298
 St/Co Y Rt. 902
 DB 5081 PG 293

Rmk: SQ. FT NOT WARRANTED, BEAUTIFUL GREAT FAMILY HOME VAULTED CEILING
 SKYLIGHTS, CREEKSTONE FIREPLACE, BOOKSHELVES, FENCED YARD WITH TREES AND
 PATIO, SEPARATE LIVING ROOM COULD BE DINING ROOM, A SHOW IS A SALE.

Listed By AL RING
 Owner MR. AND MRS. WEST
 Lat Realtor C 21/JOE GUY HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST EVERGREEN ROAD # 410 \$ 31,950 Date 04/11/85 L# 06872 Map F17-8
 City MIDDLETOWN
 Co JEFF. Subd
 Post TBA Ed. 10/17/85

1st Fl Rms	2nd Fl Rms	3rd Fl Rms	4th Fl Rms	5th Fl Rms	6th Fl Rms	7th Fl Rms	8th Fl Rms	9th Fl Rms	10th Fl Rms	11th Fl Rms	12th Fl Rms
3	3	1	1	1	1	1	1	1	1	1	1

Term Leases 30 D/D
 Sec. Dep. 100.00
 Cty/Tax. 9.75
 St/Co/Y. Rt. 902
 1st Mtg. Bal

Gar X Capt: Cars
 Elec YES 220
 Gas YES
 Heat/Fuel GAS Typ SP
 W/H/Fuel GAS Gal 40
 Water CITY
 Sewer AND DRS
 Sd/Elem HITE

Laundry YES
 Land S# 151X280
 Type St PAVED
 Roof COMP
 Founch COM
 Fr/Den YES
 Sewer YES
 High EASTERN

Pay To: R T I
 Int Rate: FHA/VA ASM YES
 DB 289868
 Cty Y Rt. 168
 St/Co Y Rt. 902
 DB 5332 PG 0219

Rmk: SQUARE FOOTAGE NOT WARRANTED, GOOD RENTAL PROPERTY, POTENTIAL COMMERCIAL ZONING, WIRING UPDATED, LOTS OF POTENTIAL. LOAN IS ADJUSTABLE 1 YR & IS ASSUMABLE.

Listed By AL RING
 Owner M/M MCGRATH
 Lat Realtor C 21/JOE GUY HAGAN

Rea Ph 896-4271
 Comm SA 3.5
 # 215 Ph 428-3600



ST SHEAN COURT # 4018 \$ 48,500 Date 04/11/85 L# 06351 Map K15-7
 City Co Subd JEFF. FERN BROOK Bus YES
 Dr BARDSTOWN RD. TO WIMSATT WAY TO STREET Post TBA
 Contd FR. Type 2 STY. Apr SF 1425 + Zp 40291 Ed 10/11/85

1st Fl Rms	3	Brs	Bths	Fr CPT.	Cl A	Basement	Mortg	41,782
2nd Fl Rms	3	Brs 3	Bths 1	Fr CPT.	Cl A	Fin	Pay to FUT. FED.	
3rd Fl Rms		Brs	Bths	Fr	Cl	Unf	Typn CON	12.3 %
Total Rms	6	Brs 3	Bths 1				Mo Pmt	496.00

Gar Y Capt Cars 1 Apr Age 22 + Laundry YES
 Elec YES 220 3 Can Air YES Land Sr 52X105 + FHA/VA YES ASM NO
 Gas A/C Unit Type St PAVED Roof COMP
 Heat/Fuel GAS Typ FA Etl Kit YES Foundn PC
 W/H/Fuel ELC Gal 40 Sep D/R AREA Fr/Den LODGE
 Water CITY Fragic YES Fr/Den LODGE
 Sewer & DOORS Vacant NO Sewer YES
 Schl Elm FERN OK Mid FERN OK High FERNCK Paroc ST GAR.

Remarks: SO FT. NOT WARRANTED. VERY ENERGY EFFICIENT, GREEN HOUSE, STAINED WOODWORK, LODGE RM. PRIVACY IN REAR WITH TREES, SPECIAL FP. VERY MOTIVATED SELLER.

Listed By AL RING Res Ph 896-4271
 Owner MR. BROTHERS Corner SA 3.5
 Lst Realtor C 21/JOE GUY HAGAN # 215 Ph 426-3600



ST OLD HEADY RD. # 5901 \$ 159,000 Date 04/24/85 L# 07446 Map K18 7
 City Co Subd Co JEFF Subd Post Bus
 Dr TAYLORSVILLE RD. PAST WATTERSON TRAIL TO ST.
 Contd REDWOOD/FR. Type RANCH Apr SF 2360+ + Zp 40299 Ed 07/24/85

1st Fl Rms	7	Brs 3	Bths 2	Fr CPT.	Cl	Basement	Mortg	58,784
2nd Fl Rms		Brs	Bths 1LL	Fr	Cl	Fin	Pay to CUMBERLAND	
3rd Fl Rms		Brs	Bths	Fr	Cl	Unf X	Typn ADJ	12.87 %
Total Rms	7	Brs 3	Bths 3LL				Mo Pmt	782.25

Gar Capt Cars Apr Age 22 + Laundry YES
 Elec YES 220 3 Can Air PART Land Sr 37 + FHA/VA YES ASM YES
 Gas W/H/Fuel ELC Typ FA A/C Unit Type St PAVED Roof COMP
 Heat/Fuel GAS Gal 50 Etl Kit YES Foundn PC
 Water CISTERN Fragic 2 Fr/Den LODGE
 Sewer & DOORS Vacant NO Sewer SEPTIC
 Schl Elm T-TOWN Mid CARRITHERS High Paroc J-TOWN

Remarks: SO FT. NOT WARRANTED. BRAND NEW KITCHEN, MASTER SUITE, PLUS LODGE ROOM 20X40 A VIEW YOU WON'T BELIEVE. POND, LAKE, CREEK, HILLS, VALLEY AND FLAT LAND, FENCED AND MUCH MUCH MORE-CALL FOR DETAILS.

Listed By AL RING Res Ph 896-4271
 Owner MR. AND MRS MATTINGLY Corner SA 3.5
 Lst Realtor C 21/JOE GUY HAGAN # 215 Ph 426-3600



St. George Heagy Drive No. 9104 Price \$45,500.00 Date 3-21-84 Lot No. 24337 112C
 City of County J-Town Subdivision WASHINGTON WOODS Bus Service TANC
 Contd Watterson Trail to Lockridge Hwy to St. Post TBA

1st Fl Rm	5	Brs 3	Bths 2	Fr CPT.	Cl A	Basement	Mortg	40,100
2nd Fl Rm		Brs	Bths	Fr	Cl	Unf	Typn CON	12.3 %
Total Rms	5	Brs 3	Bths 2				Mo Pmt	390.00

Gar Y Capt Cars 1 Apr Age 22 + Laundry YES
 Elec YES 220 3 Can Air YES Land Sr 52X105 + FHA/VA YES ASM NO
 Gas A/C Unit Type St PAVED Roof COMP
 Heat/Fuel GAS Typ FA Etl Kit YES Foundn PC
 W/H/Fuel ELC Gal 40 Sep D/R AREA Fr/Den LODGE
 Water CITY Fragic YES Fr/Den LODGE
 Sewer & DOORS Vacant NO Sewer YES
 Schl Elm FERN OK Mid FERN OK High FERNCK Paroc ST GAR.

Remarks: Sq. Ft. not warranted. Fresh & clean, & priced just right, fantastic location, in better than new condition.

Listed for Realtor office by AL RING Res. Phone 896-4271
 Owner Mr. & Mrs. Hambrick



St. George Heagy Drive No. 9111 Price \$42,900.00 Date 10-17-84 Lot No. 24333 013 1
 City of County J-Town Subdivision WASHINGTON HILLS Bus Service YES

1st Fl Rm	2	Brs 1	Bths 1	Fr CPT.	Cl	Basement	Mortg	37,810
2nd Fl Rm		Brs	Bths	Fr	Cl	Unf	Typn CON	12.3 %
Total Rms	2	Brs 1	Bths 1				Mo Pmt	360.00

Gar Y Capt Cars 1 Apr Age 22 + Laundry YES
 Elec YES 220 3 Can Air YES Land Sr 52X105 + FHA/VA YES ASM NO
 Gas A/C Unit Type St PAVED Roof COMP
 Heat/Fuel GAS Typ FA Etl Kit YES Foundn PC
 W/H/Fuel ELC Gal 40 Sep D/R AREA Fr/Den LODGE
 Water CITY Fragic YES Fr/Den LODGE
 Sewer & DOORS Vacant NO Sewer YES
 Schl Elm FERN OK Mid FERN OK High FERNCK Paroc ST GAR.

Remarks: Sq. Ft. not warranted. Priced to sell, ready to move in, VERY affordable, and all types of financing available. Please show.

Listed for Realtor office by AL RING Res. Phone 896-4271
 Owner Mr. & Mrs. Hambrick
 Lst Realtor C 21/JOE GUY HAGAN # 215 Ph 426-3600



ST CREEK VALLEY DRIVE # R24 \$ 61,900 Date 03/28/85 L# 06357 Map F17-3
 City Co Subd Co JEFF Subd CROSS CREEK Bus YES
 Dr EVERGREEN/MARENGO/BROOKGREEN/ST.
 Contd FR. Type TRILEV. Apr SF 1791 + Zp 40243 Ed 08/26/85

1st Fl Rms	3	Brs	Bths	Fr CPT/VYL	O	Basement	Mortg	40,250
2nd Fl Rms	3	Brs 3	Bths 1.5	Fr CPT	O	Fin	Pay to SECURITY P	
3rd Fl Rms	2L	Brs 1L	Bths .5	Fr CPT	O	Unf	Typn CON	
Total Rms	8	Brs 4	Bths 1.5+				Mo Pmt	444.20

Gar Capt Cars Apr Age 11 + Laundry YES
 Elec YES 220 3 Can Air YES Land Sr 75X148 + FHA/VA YES ASM YES
 Gas A/C Unit Type St PAVED Roof COMP
 Heat/Fuel GAS Typ FA Etl Kit YES Foundn PC
 W/H/Fuel GAS Gal 40 Sep D/R AREA Fr/Den LODGE
 Water CITY Fragic YES Fr/Den LODGE
 Sewer & DOORS Vacant NO Sewer YES
 Schl Elm HITE Mid CROSSBY High EASTERN Paroc ST M/M

Remarks: SO FT. NOT WARRANTED. NEW PAINT, CRT. & WALLPAPER, LARGE ROOMS AND ABOVE GROUND SWIMMING POOL & DECK READY FOR SPRING. PRIVACY FENCE AROUND BACK WITH YARD BARN, PERFECT NEIGHBORHOOD FOR KIDS.

Listed By AL RING Res Ph 896-4271
 Owner M/M MAYFIELD Corner SA 3.5
 Lst Realtor C 21/JOE GUY HAGAN # 215 Ph 426-3600



ST HALIFAX DRIVE # 12009 \$ 43,500 Date 02-01-85 L# 01619 Map C17
 City Co Subd Co JEFF Subd WORTHINGTON HILLS Bus Y
 Dr HWY 22 TO LUMENBURG TO ST.
 Contd BR/AL. Type TRILEV. Apr SF 1430 + Zp 40223 Ed 01-01-85

1st Fl Rms	3	Brs	Bths	Fr CPT/VIN	O A	Basement	Mortg	38,250
2nd Fl Rms	3	Brs 3	Bths 1	Fr CPT	O A	Fin	Pay to SEC. PAC.	
3rd Fl Rms	2L	Brs 1L	Bths .05	Fr CPT	O A	Unf	Typn CON	13
Total Rms	8	Brs 4	Bths 1.5+				Mo Pmt	492.10

Gar Capt Cars Apr Age 10 + Laundry YES
 Elec YES 220 2 Can Air YES Land Sr 62X135 + FHA/VA YES ASM Y
 Gas A/C Unit Type St PAVED Roof COMP
 Heat/Fuel ELC Typ FA Etl Kit YES Foundn CONC
 W/H/Fuel ELC Gal 52 Sep D/R AREA Fr/Den YES
 Water CITY Fragic YES Fr/Den YES
 Sewer & DOORS Vacant NO Sewer YES
 Schl Elm TOWN Mid KRAMMER High EASTERN Paroc MGC

Remarks: SQUARE FOOTAGE NOT WARRANTED. LOAN IS ASSUMABLE AT PRESENT RATE. 1% ORIGINATION FEE + CREDIT CHECK-EXCELLENT HOME, FIXED UP REAL NICE, NEW DECK AND MUCH MUCH MORE-PERSONALIZED FINANCIAL DATE PROVIDED.

Listed By AL RING Res Ph 896-4271
 Owner MR. & MRS. JAMES HEADY Corner SA 3.5 %
 Lst Realtor C 21/JOE GUY HAGAN # 215 Ph 426-3600



ST GALT AVENUE SOUTH # 119 \$ 87,500 Date 12/06/88 L# 88768 Map F18-3
 City LOUISVILLE Subd CRESCENT HILL Co JEFF Res YES
 Dr FRANKFORT AVENUE TO STREET Post TBA Est 04/06/85
 Const FRAME Type I.S. App SF 2030 + Zg 40206
 1st Fl Area 4 Bns Bns 1 Fr CPT/DAR C/A Basement Work 15,050
 2nd Fl Area 3 Bns 3 Bns 1 Fr PNECPT C/A Fin Pay to CTR. FIN. 15,050
 3rd Fl Area 3 Bns 3 Bns 1 Fr C/O Liv XXX Type-COM 8.75 %
 Total Area 10 Bns 9 Bns 3 Bns 1 Fr No. Per 227.00 %
 Gas Y Capt Y Cns 2 App Age 877 + Laundry 1st FLR Pl X T X I
 Elec YES 220.2 Can Air YES Land Sc 66X130 FIA/VA YES ASM YES
 Heat/Fuel GAS Typ FA A/C Unit Type St PAVED L#F 150602729
 WH/Fuel GAS Typ FA E/Ki/Kr YES Roof COMP Cpt X R 4951
 Water CITY Sep O/R YES Foundry PC St/Col X R 254
 Sewered YES Typ Int NO Fr/Den LARGE Int 9029 PG 724
 Sch/Elem FIELD Not BARRETT High ABERNETHY Prec St. LEONAR
 Remarks: 50. FT. NOT WARRANTED, SOME OWNER FIN. POSSIBLE, ELEGANT OLDER HOME, LG. FP. DAR FLRS, NATURAL WOODWORK, UPDATED KIT & FM RW. MANY MORE AMENITIES.
 DON'T CURB APPRAISE, COMPUTER FIN. OPTIONS AVAILABLE
 Listed by AL RING Res. Ph 896-4271
 Owner M/M HUGHES Comm SA 3.5
 # 215 Ph 428-3600



ST LANTERN LITE PARKWAY # 6002 \$ 72,500 Date 11/18/84 L# 88162 Map D15-7
 City LOUISVILLE Subd DEVONDALE Co JEFF Res YES
 Dr SIX MILE LANE TO LANTERN LITE Post TBA Est 02/18/85
 Const BR Type RANCH App SF 1585 + Zg 40222
 1st Fl Area 7 Bns 3 Bns 2 Fr CPT/VYL C/O Basement Work 408.45
 2nd Fl Area 3 Bns 3 Bns 2 Fr C/O Fin Pay to C.T.Y. 10
 3rd Fl Area 3 Bns 3 Bns 2 Fr C/O Liv YES Type COM 10 %
 Total Area 13 Bns 9 Bns 4 Bns 4 Fr No. Per 408.45 %
 Gas Y Capt Y Cns 8 App Age 10 + Laundry BSMY Pl X T X I
 Elec YES 220.2 Can Air YES Land Sc 75X120 FIA/VA ASM YES
 Heat/Fuel GAS Typ HP E/Ki/Kr YES Roof NEW Cpt Y R 327/H
 WH/Fuel ELC Typ HP E/Ki/Kr YES Foundry PC St/Col Y R 832/H
 Water CITY Sep O/R YES Fr/Den YES Int 5058 PG 949
 Sewered YES Vacant NO Sewer YES DB PG
 Sch/Elem KLOONIK Mid E-TOWN High J-TOWN Prec St. EDWARD
 Remarks: A REAL CHARMER! LOVELY NEUTRAL DECOR, MOVE IN CONDITION, KITCHEN W/ BAY WINDOW, APPLIANCES, AND JENN AIR, OPENS TO FR. W/ CATHEDRAL CEILING & FP. NEW ROOF, GUTTERS, PATIO, FULL BSMY, 2.5 CAR GARAGE PLUS CARPORT.
 Listed by AL RING Res. Ph 456-5185
 Owner STEVE & LYNN COSLER Comm SA 3.5
 List Realtor CMA REALTY INC. # 202 Ph 423-1234



ST LYDGADE COVE # 716 \$ 96,500 Date 06/28/85 L# 03983 Map F14-8
 City ST. MATTHEWS Subd FOREST RETREAT Co JEFF Res YES
 Dr LAGRANGE RD./MARQUETTE TO LYDGADE DRIVE TO STREET Post TBA Est 11/29/85
 Const Type RANCH App SF 1265 + Zg 40222
 1st Fl Area 5 Bns 3 Bns 2 Fr CPT/VYL C/A Basement Work 38,437
 2nd Fl Area 3 Bns 3 Bns 2 Fr C/O Fin Pay to C.T.Y. 11.5 %
 3rd Fl Area 3 Bns 3 Bns 2 Fr C/O Liv Type AML 11.5 %
 Total Area 11 Bns 9 Bns 4 Bns 4 Fr No. Per 485.00 %
 Gas Y Capt Y Cns 8 App Age 7 + Laundry YES Pl X T X I
 Elec YES 220.2 Can Air YES Land Sc 57X110 FIA/VA YES ASM YES
 Heat/Fuel ELC Typ HP E/Ki/Kr YES Roof COMP Cpt Y R 295
 WH/Fuel ELC Typ HP E/Ki/Kr YES Foundry CONC. St/Col Y R 984
 Water CITY Sep O/R YES Fr/Den LODGE DB PG
 Sewered YES Vacant NO Sewer YES
 Sch/Elem LOWME Mid WESTPORT High WARDEN Prec ST. M/M
 Remarks: 50. FT. NOT WARRANTED, 3 NICE SIZE BRs, NICE LODGE ROOM WITH FP, SLIDING DOORS TO PATIO, HOME SHOWS TENDER LOVIN, CARE, EAT IN EQUIPPED KIT. WITH SEPARATE UTILITY ROOM, PRICED RIGHT.
 Listed by AL RING Res. Ph 896-4271
 Owner M/M MAMERS Comm SA 3.5
 List Realtor C-21, JOE G. HAGAN # 215 Ph 428-3900



ST LANTERN LITE PKWY # 6002 \$ 72,500 Date 11/18/84 L# 88162 Map D15-7
 City JEFFERSONTOWN Subd GASLITE ESTATES Co JEFF Res YES
 Dr SIX MILE LANE TO LANTERN LITE Post TBA Est 02/18/85
 Const BR Type RANCH App SF 1585 + Zg 40222
 1st Fl Area 7 Bns 3 Bns 2 Fr CPT/VYL C/O Basement Work 408.45
 2nd Fl Area 3 Bns 3 Bns 2 Fr C/O Fin Pay to C.T.Y. 10
 3rd Fl Area 3 Bns 3 Bns 2 Fr C/O Liv YES Type COM 10 %
 Total Area 13 Bns 9 Bns 4 Bns 4 Fr No. Per 408.45 %
 Gas Y Capt Y Cns 8 App Age 10 + Laundry BSMY Pl X T X I
 Elec YES 220.2 Can Air YES Land Sc 75X120 FIA/VA ASM YES
 Heat/Fuel GAS Typ HP E/Ki/Kr YES Roof NEW Cpt Y R 327/H
 WH/Fuel ELC Typ HP E/Ki/Kr YES Foundry PC St/Col Y R 832/H
 Water CITY Sep O/R YES Fr/Den YES Int 5058 PG 949
 Sewered YES Vacant NO Sewer YES DB PG
 Sch/Elem KLOONIK Mid E-TOWN High J-TOWN Prec St. EDWARD
 Remarks: A REAL CHARMER! LOVELY NEUTRAL DECOR, MOVE IN CONDITION, KITCHEN W/ BAY WINDOW, APPLIANCES, AND JENN AIR, OPENS TO FR. W/ CATHEDRAL CEILING & FP. NEW ROOF, GUTTERS, PATIO, FULL BSMY, 2.5 CAR GARAGE PLUS CARPORT.
 Listed by AL RING Res. Ph 456-5185
 Owner STEVE & LYNN COSLER Comm SA 3.5
 List Realtor CMA REALTY INC. # 202 Ph 423-1234



St. Maxine Ave. # 1047 Price \$1,500 Date 6/9/84 L# 81030 #11 C
 City of County Jefferson Subdivision Res Service 58.00
 Description: Changeable to 20 sq. ft. Promotions: A/S
 Construction: above and below grade Type: Single Det. Cpt 14 Est. 2/3/85
 Bns 1st Fl. 1 Fin. Inc. Cpt/Fin. Bns/No. 25 E. 14. 0 Imp. Land Size 5,116.4
 Bns 2nd Fl. 1 Fin. Inc. Cpt/Fin. Bns/No. 25 E. 14. 0 Imp. Land Size 5,116.4
 Total Area 2 Bns 2 Bns 1 Fr C/O Liv 300 %
 App. Age 13.5 Foundation Blt. Central A/C gas Heating Fuel gas Cpt 40
 Prop. To Date 2002.2 Roof No. A/C Units 1 Water Heater Fuel gas Cpt 40
 Clean/No. Cleanly 2 Sep. O/R 2222 Gas. In. 400-4124 Sewer Sewer City
 City Tax Rate .6024 Dead Book 1954 Consider FIA/VA No. Payment R 1
 Bld. & Co. Tax Rate .6337h Page No. 124 Sewer Yes Vacant No
 Cns 2 Cns 2 Chances with Mid Saxe Hill High Magness Prec St. T. H. 11
 Remarks: sq. ft. not warranted. One owner home in excellent (revised in 1978) to sq. ft. condition. Wonderful view with paneled walls and fireplace, large screened porch, central air, shows well.
 Listed by Realtor Al Ring Res. Phone 426-1774
 Owner Dr. S. Mrs. Charles Hughes
 Listing Realtor: Hagan, Jones and Hagan Realtor No. 314 Phone 426-6664



ST ARROWWOOD DR. # 7205 \$ 64800 Date 05/27/86 L# 08795 Map D14-3
 City LOUISVILLE Subd DEVONDALE Co JEFF Res YES
 Dr HERR LN. TO BOXWOOD TO ST. Post TBA Est 11/17/85
 Const BRICK Type C. COO App SF 2050 + Zg 40222
 1st Fl Area 6 Bns 2 Bns 1 Fr CPT C/O Basement Work Pay to
 2nd Fl Area 3 Bns 3 Bns 2 Fr CPT C/O Fin Part Type Mo Per
 3rd Fl Area 2 Bns 2 Bns 1 Fr C/O Liv %
 Total Area 11 Bns 8 Bns 4 Bns 4 Fr No. Per 300 %
 Gas Y Capt Y Cns 2 App Age 10 + Laundry BSMY Pl X T X I
 Elec YES 220 YES Can Air YES Land Sc 100X171.1 + FIA/VA ASM
 Heat/Fuel GAS Typ GAS E/Ki/Kr YES Roof COMP SH L#F
 WH/Fuel GAS Typ GAS E/Ki/Kr YES Foundry PC Cpt Y R 261/H
 Water CITY Sep O/R YES Fr/Den YES Int 5058 PG 949
 Sewered YES Vacant NO Sewer YES DB PG
 Sch/Elem WILDHILL Mid KAMMERER High BALLARD Prec ST. ALBANY
 Remarks: SUNROOM W/ BRICK FLOOR AND SKYLIGHT, LARGE TREED LOT, SEPARATE FENCED AREA FOR PGT. APPROX 500 SQ. FT. IN BASE WITH BAR, FRIG IN KIT. NEGOTIABLE.
 12 1/2 BR OLD S.A. ROOF 3 BRK OLD WINDOW TREATMENTS TO STAY, ALARM SYSTEM
 Listed by JAVAN WILGNER/STEVE REICH Res. Ph 456-2333/893-8088
 Owner JACK G. HANSLLEY Comm SA 3.5
 List Realtor C-21/COLEMAN & EDELEN # 831 Ph 488-1817

Office Christmas Party, at Al & Karen's house, 1985



Office Christmas Party, at Al & Karen's house, 1985



Office Christmas Party, at Al & Karen's house, 1985



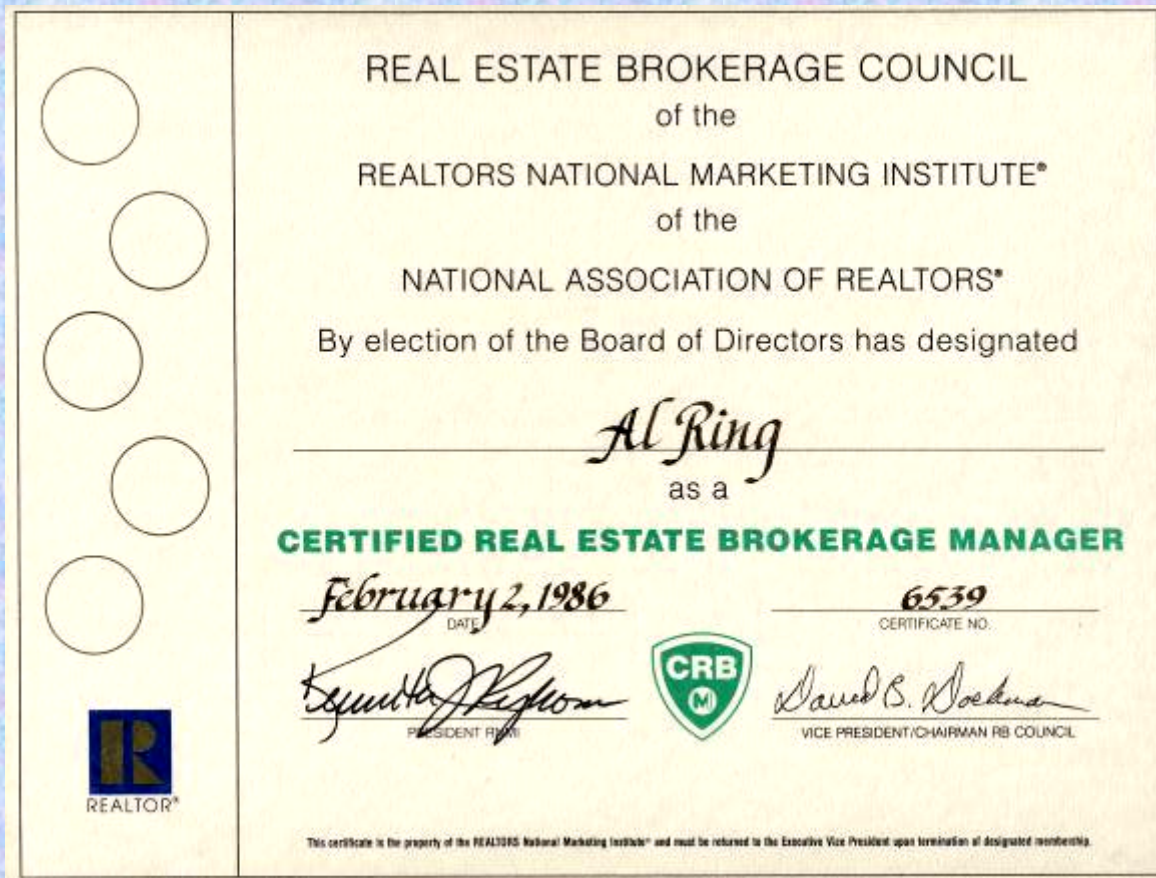
Company Picnic, 1985



AL RING LISTINGS, 1985						
NO.	SOURCE OF LISTINGS	1983	1984	1985	%	DATE
1	MAIL OUTS	6 20%	8 22.86%	3	12.00%	
2	OFFICE REFERRAL	4 13%	5 14.29%	1	4.00%	
3	CO LIST, AGENT REF.	4 13%	4 11.43%	1	4.00%	
4	FARM	13 42%	12 34.29%	15	60.00%	
5	OPEN HOUSE	2 6%	1 2.86%	0	0.00%	
6	OTHER PROSPECTING	2 6%	8 14.29%	5	20.00%	
		31	35	25	100.00%	
1	CHANT COURT	OPEN	4	1	\$63950.00	1/7/85
2	RING ROAD	CLOSED	4	1	\$89900.00	1/7/85
7	NORTHUMBERLAND	EXPIRED	4	1	\$42900.00	1/10/85
8	3912 WALTLEE RD.	CLOSED	1	1	\$64950.00	1/27/85
5	12009 HALIFAX DR.	EXPIRED	1	1	\$43500.00	2/1/85
8	8917 WALTLEE RD.	CLOSED	1	1	\$58900.00	2/22/85
7	205 WOODED FALLS	CLOSED	4	1	\$94900.00	3/6/85
8	824 CREEK VALLEY RD.	EXPIRED	2	1	\$61900.00	3/28/85
9	8804 MOUNT EASTES	EXPIRED	4	1	\$59950.00	3/29/85
10	8823 CLAIRE DEE	CLOSED	8	1	\$31500.00	4/1/85
11	6018 SHEAR COURT	EXPIRED	6	1	\$18500.00	4/11/85
12	410 EVERGREEN RD.	CLOSED	4	1	\$31900.00	4/16/85
13	11 WESTPORT TERRA	CLOSED	4	1	\$56900.00	4/21/85
14	5901 OLD HEADY RD.	EXPIRED	4	1	\$159000.00	4/24/85
15	7103 LYDGATE DRIVE	CLOSED	4	1	\$57500.00	5/9/85
16	406 WENDOVER	WITHDRAWN	6	1	\$69500.00	5/14/85
17	715 LYDGATE COVE	OPEN	4	1	\$55500.00	5/29/85
18	6400 SHADOW WOOD	CLOSED	4	1	\$139900.00	6/3/85
19	2205 LOLLIPOP	CLOSED	6	1	\$28000.00	6/1/85
20	181 CRESCENT AVE.	CLOSED	4	1	\$89900.00	6/25/85
21	505 COUNTRY LANE	CLOSED	3	1	\$140000.00	6/28/85
22	5407 CHESTNUTWOOD	CLOSED	6	1	\$27284.53	11/13/85
23	8728 GLENWOOD	CLOSED	6	1	\$25417.33	11/13/85
24	223 BEECHWOOD RD	SOLO	4	1	\$64500.00	12/4/85
25	9006 WILLOWWOOD	OPEN	4	1	\$63950.00	12/23/85
26						
27						
28						
29						
30						
31						
32						
33						
34						
35						
AVE	\$85644.07		25	\$1641101.56		

AL RING SALES, 1985								
NUMBER	ADDRESS	STATUS	FROM	AMOUNT	#	AVERAGE	DATE	
1	LANTERN LITE	CLOSED	CLIENT	\$68,800.00	1		1/7/85	
2	3947 MASSIE AVE	CLOSED	CLIENT	\$44,500.00	1		1/29/85	
3	8912 WALTLEE RD.	CLOSED	LISTING	\$63,500.00	1		1/27/85	
4	200 BIRCHWOOD	CLOSED	CLIENT	\$78,000.00	1		2/27/85	
5	1706 WASHINGTON	CLOSED	LISTING	\$37,750.00	1		3/2/85	
6	228 CLOVER LANE	LOST	LISTING	\$44,200.00	1		3/5/85	
7	205 WOODED FALLS	CLOSED	LISTING	\$91,500.00	1		4/3/85	
8	8823 CLAIRE DEE	CLOSED	LISTING	\$31,500.00	1		4/1/85	
9	8917 WALTLEE	CLOSED	LISTING	\$55,000.00	1		4/12/85	
10	228 CLOVER LANE	CLOSED	LISTING	\$41,500.00	1		4/19/85	
11	7302 WESBORO ROAD	CLOSED	CLIENT	\$55,000.00	1		4/23/85	
12	221 RING ROAD	CLOSED	LISTING	\$80,000.00	1		5/1/85	
13	WATTERSON TRAIL	OPEN	CLIENT	\$6,000.00	1		5/28/85	
14	7400 CHANT COURT	LOST	LISTING	\$59,000.00	1		5/24/85	
15	2205 LOLLIPOP	CLOSED	LISTING	\$28,000.00	1		6/1/85	
16	410 EVERGREEN RD.	CLOSED	LISTING	\$26,000.00	1		6/3/85	
17	7103 LYDGATE DRIVE	CLOSED	LISTING	\$54,500.00	1		6/22/85	
18	7203 ARROWWOOD	CLOSED	CLIENT	\$84,000.00	1		6/22/85	
19	3922 STEBLER AVE.	LOST	CLIENT	\$46,000.00	1		6/26/85	
20	505 COUNTRY LANE	CLOSED	LISTING	\$133,000.00	1		7/7/85	
21	11 WESTPORT TERR	LOST	LISTING	\$49,900.00	1		8/2/85	
22	11 WESTPORT TERRA	CLOSED	LISTING	\$50,000.00	1		8/8/85	
23	6400 SHADOWWOOD	CLOSED	LISTING	\$125,800.00	1		9/1/85	
24	181 CRESCENT AVE.	CLOSED	LISTING	\$58,000.00	1		9/9/85	
25	5407 CHESTNUTWOOD	CLOSED	LISTING	\$27,284.53	1		11/13/85	
26	8728 GLENWOOD	CLOSED	LISTING	\$25,417.33	1		11/13/85	
27	715 LYDGATE COVE	SOLO	LISTING	\$51,250.00	1		11/18/85	
28	223 BRUNSWICK	SOLO	LISTING	\$61,500.00	1		12/13/85	
29								
				\$1,555,901.86	28	\$55,603.64		

AL RING CLOSINGS, 1985							
NO.	#	ADDRESS	CLOSE PRICE	TOTAL COMMISS.	MY COMMISS.	VOLUME COMMISS.	DATE
1	1	9002-LANTERN LIT	\$68900.00	\$2406.00	\$1605.41	\$1509.09	2/15/85
2	1	3947 MASSIE AVE.	\$44500.00	\$1557.50	\$1038.39	\$976.09	3/15/85
3	1	8823 CLAIRE DEE	\$41500.00	\$0.00	\$0.00	\$0.00	4/1/85
4	1	1706 WASHINGTON	\$37750.00	\$1261.25	\$834.21	\$794.15	4/19/85
5	1	200 BIRCHWOOD	\$78000.00	\$2730.00	\$1820.09	\$1710.88	4/23/85
6	1	8917 WALTLEE RD.	\$65000.00	\$1925.00	\$1283.40	\$1208.40	4/26/85
7	1	8912 WALTLEE RD.	\$63500.00	\$2222.50	\$1481.74	\$1392.84	5/9/85
8	1	228 CLOVER LANE	\$41500.00	\$1452.80	\$988.38	\$910.28	5/24/85
9	1	7302 WESBORO	\$55000.00	\$1650.00	\$1100.06	\$1034.06	5/24/85
10	1	205 WOODED FALLS	\$91500.00	\$3202.50	\$2135.11	\$2007.00	5/30/85
11	1	221 RING ROAD	\$80000.00	\$2100.00	\$1442.32	\$1368.72	6/13/85
12	1	2205 LOLLIPOP	\$28000.00	\$0.00	\$0.00	\$0.00	6/1/85
13	1	410 EVERGREEN	\$26000.00	\$910.00	\$637.00	\$596.70	7/17/85
14	1	7103 LYDGATE DR	\$54500.00	\$1907.50	\$1335.25	\$1255.13	6/7/85
15	1	7203 ARROWWOOD	\$84000.00	\$2940.00	\$2059.00	\$1934.62	6/8/85
16	1	505 COUNTRY LANE	\$133000.00	\$2327.50	\$1629.25	\$1531.49	8/26/85
17	1	11 WESTPORT TERR.	\$50000.00	\$1750.00	\$1225.00	\$1217.50	9/20/85
18	1	6400 SHADOWWOOD	\$125800.00	\$4403.00	\$3082.10	\$2897.17	9/30/85
19	1	5407 CHESTNUTWOOD	\$27284.53	\$0.00	\$0.00	\$0.00	11/13/85
20	1	8728 GLENWOOD	\$25417.33	\$0.00	\$0.00	\$0.00	11/13/85
21	1	181 CRESCENT AVE	\$58000.00	\$2030.00	\$1421.00	\$1335.74	11/20/85
AVE.	21		\$59388.18	\$1247151.86	\$36767.25	\$25098.71	\$23687.84



CENTURY 21®

Awards Program



1986

SALES ACHIEVEMENT INDIVIDUALS

Based on \$30,000 Gross Closed Commissions to the Office—Listed by Council

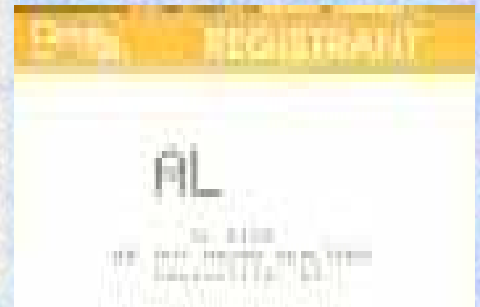
- * Joan Foust, CENTURY 21 Bradley Realty
- * Linda Duesler, CENTURY 21 Charleston (North)
- * James Wren, CENTURY 21 Pro-Staff, Inc.
- * Sherry Sanders, CENTURY 21 Bradley Realty
- * Bill Gething, CENTURY 21 Charleston (North)
- * Louise Mark, CENTURY 21 Kilgore Realtors
- * Berniece Eckert, CENTURY 21 Beatty Realtors (Huntington)
- * Gail Persyn, CENTURY 21 Bradley Realty
- * John Husted, CENTURY 21 Charleston (North)
- * Carl Rose, CENTURY 21 Bradley Realty
- * Ruth Jonas, CENTURY 21 Bradley Realty
- * Carolyn Fowler, CENTURY 21 Bradley Realty
- * Larry Holmes, CENTURY 21 Larry Holmes & Assoc.
- * Marty Flanigan, CENTURY 21 Aboite Realtors
- * Ann Lofise, CENTURY 21 Bradley Realty
- * Judy Miller, CENTURY 21 Aboite Realtors
- * James Bradley, CENTURY 21 Bradley Realty
- * Paul Tellef, CENTURY 21 Beatty Realtors (Huntington)
- * Tom Prickett, CENTURY 21 Beatty Realtors (Syracuse)
- * Randy Harvey, CENTURY 21 Charleston (North)
- * Pam Renner, CENTURY 21 Bradley Realty
- * Joan Meyer, CENTURY 21 Bradley Realty
- * Dick DeBolt, CENTURY 21 Bradley Realty
- * Wendy Pomeroy, CENTURY 21 Charleston (North)
- * Ellen Hartzell, CENTURY 21 Charleston (North)
- * Sharon Melton, CENTURY 21 Charleston (South)
- * James Hoelle, CENTURY 21 Charleston (North)
- * Joyce Thurston, CENTURY 21 Aboite Realtors
- * Jon Charleston, CENTURY 21 Charleston (North)
- * Ross Clark, CENTURY 21 Charleston (North)
- * Patricia Robinson, CENTURY 21 Aboite Realtors
- * Brad Smith, CENTURY 21 Bradley Realty
- * Grant Russell, CENTURY 21 Kilgore Realtors
- * Joanne Clem, CENTURY 21 Aboite Realtors
- * Bruce Amm, CENTURY 21 Charleston (North)
- * Shirley Powell, CENTURY 21 Beatty Realtors (Huntington)
- * Marion May, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * Virginia Gregory, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * Terry Powell, CENTURY 21 Hall, Powell & Roberts
- * Anita Head, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * Harold Daugherty, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * Sara Carpenter, CENTURY 21 McGimsey Realty (Radcliff)
- * Beverly Sherrard, CENTURY 21 Monsour Realtors
- * Jeanne Livingston, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * Paula Rieman, CENTURY 21 Monsour Realtors
- * Karen Helm, CENTURY 21 Dick Vreeland & Assoc.
- * Dionne Higdon, CENTURY 21 Joe Guy Hagan (Third St.)
- * Charlie Cooper, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * David Monsour, CENTURY 21 Monsour Realtors
- * Gill Fuller, CENTURY 21 Monsour Realtors
- * Lee Goren, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * David Meunier, CENTURY 21 Edelen & Edelen (Hurstbourne)
- * **Al Ring, CENTURY 21 Joe Guy Hagan (Hurstbourne)**
- * Bill Bradley, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * Bob Bottomley, CENTURY 21 Rich Ream Realtor
- * Margaret Hunt, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * Lois Kapthammer, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * Carl Elam, CENTURY 21 Joe Guy Hagan (Third St.)
- * Karen Lovellette, CENTURY 21 Ken R. Smith Assoc.
- * Denise Adams, CENTURY 21 Mike Skees Realty (Radcliff)
- * Hannah Thomas, CENTURY 21 Monsour Realtors
- * Olivia Shaheen, CENTURY 21 McGimsey (Radcliff)
- * Bill Clark, CENTURY 21 Edelen & Edelen
- * Ronald Stone, CENTURY 21 Joe Guy Hagan (Bardstown)
- * Ken Meyer, CENTURY 21 Joe Guy Hagan (Taylorsville)
- * Bruce Wood, CENTURY 21 Dick Vreeland & Assoc.
- * Jimmy Longmire, CENTURY 21 Joe Guy Hagan (Bardstown)
- * Doug Robertson, CENTURY 21 Joe Guy Hagan (Hurstbourne)
- * Arthur B. Yuhr, CENTURY 21 Monsour Realtors
- * Betty Maus, CENTURY 21 McGimsey (Radcliff)
- * Stephen K. Hall, CENTURY 21 Hall, Powell & Roberts
- * Emogene Redmon, CENTURY 21 Dick Vreeland & Assoc.
- * Vicki Elder, CENTURY 21 Edelen & Edelen

Continued on next page

Al,
I wrote all the other MMB producers a note of congratulations & signed both our names. Telling them of the \$15 fee paid, etc. But I want you to know I think your selling a million this year was a heck of an accomplishment with all the other stuff you have been doing. I know it wasn't easy, and you deserve this award and more.

As far as our management efforts go, I really appreciate all you have done -- things I never could have done without you. Hopefully we can get back on track -- even if it has to be on a different schedule. The important thing is that somehow you can come to an understanding with others and yourself. Let me know if I can help or listen or whatever.
Clarice

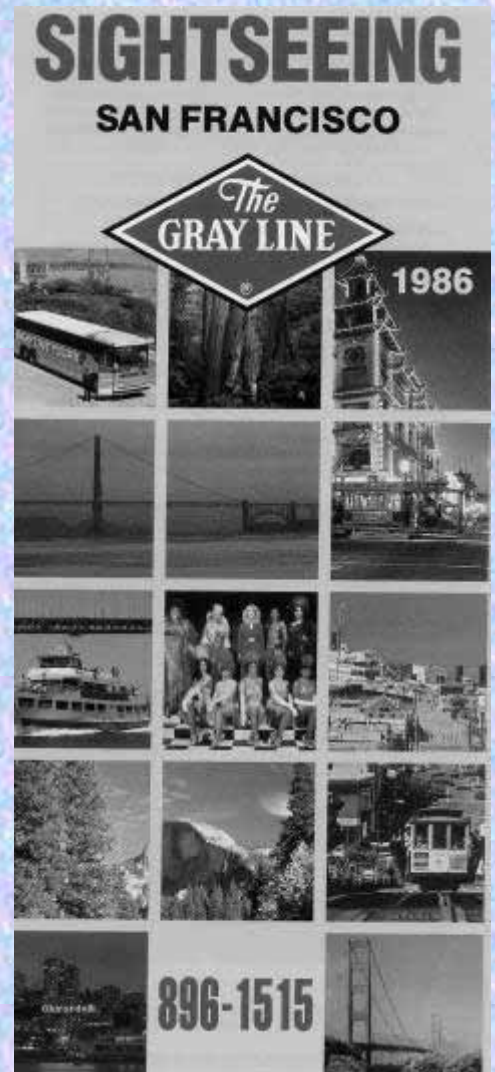
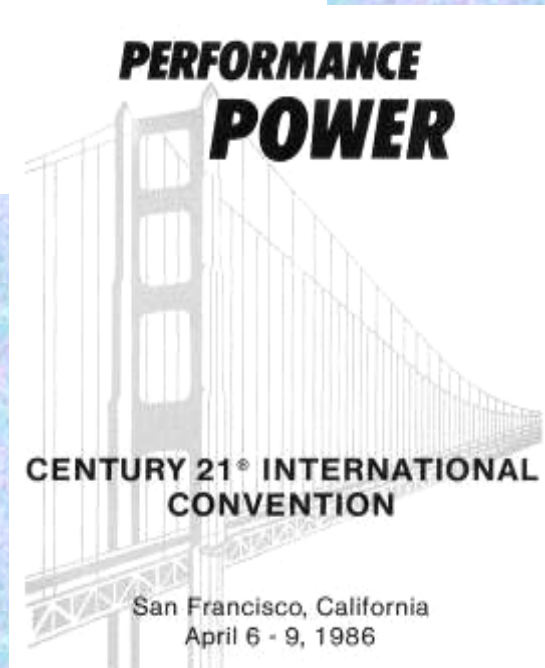
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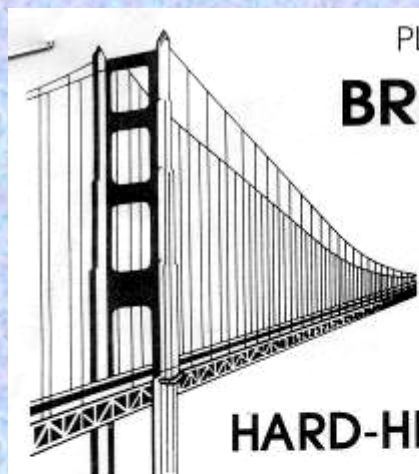


1986 April San Francisco Trip
 Century 21 Convention
 Saturday to Wednesday

I went alone.
 Left Louisville Saturday morning around 10:30 a.m. and arrived in San Francisco around 2 p.m. that afternoon.
 Spent Saturday night and most of Sunday seeing the City. Sunday I took a real good tour.
 Attended the convention Monday, Tuesday and Wednesday morning and then left at 1 p.m. arriving home at 10 p.m. that night.

Air fare	\$298.00
Room per night	\$80.00
Convention	\$190.00
Received from company for selling 1 million. Columbus	\$250.00 8/3/72 at 12:40 a.m.





PLEASE POST ON BULLETIN BOARD

BREAKOUT SESSIONS

APRIL 7-8, 1986

PERFORMANCE POWER

HARD-HITTING, FAST PACED, INFORMATIVE!

BROKERS/MANAGERS



FLOYD WICKMAN
RECRUITING



ALAN JACOBSON
MANAGEMENT



MITZIE BRYANT
SELLING SKILLS



DEXTER MAYWORM
MILLION DOLLAR
PRODUCERS



DANNY COX
HIGH ACHIEVEMENT

SALES ASSOCIATES

CENTURION OFFICE PANEL

GET ANSWERS FROM TOP BROKERS IN THE SYSTEM!

CENTURION ASSOCIATE PANEL

SHARE SECRETS OF SUCCESS!



BROKERS AND SALES ASSOCIATES



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ROGER DAWSON
NEGOTIATING



DR. DICK MC KENNA
PROFITABILITY

POWERFUL NEW IDEAS AND TECHNIQUES



INTERNATIONAL CONVENTION
APRIL 6-9, 1986
SAN FRANCISCO, CALIFORNIA

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Printed in U.S.A.

CENTURY 21 OF INDIANA/KENTUCKY
INTERNATIONAL CONVENTION ATTENDEES

Name	Office Name	Name	Office Name
BARBARA LEWIS	CENTURY 21	JACK RUPP	CENTURY 21 REALTY GROUP INC
C. REX LEWIS	CENTURY 21	JIM KRUG	CENTURY 21 REALTY GROUP INC
DOLLIE CARTWRIGHT	CENTURY 21	CATHY KRUG	CENTURY 21 REALTY GROUP INC
RON FLORENCE	CENTURY 21	SUE STUHLREHER	CENTURY 21 REALTY GROUP INC
DREW HAWKINS	CENTURY 21	MARY ANNE RUPP	CENTURY 21 REALTY GROUP INC
HOLLY MOHR	CENTURY 21	PAUL SCHERRER	CENTURY 21 REALTY GROUP INC
JOHN BOYCE	CENTURY 21	KEVIN KIRKPATRICK	CENTURY 21 REALTY GROUP INC
ROY CARPENTER	CENTURY 21	JOHN FREDERICK PEONI	CENTURY 21 REALTY GROUP INC
INA CARPENTER	CENTURY 21	SUSAN REED PEONI	CENTURY 21 REALTY GROUP INC
DOUG STRANAHAN	CENTURY 21	MARK D'HARA	CENTURY 21 REALTY GROUP INC
BARBARA STRANAHAN	CENTURY 21	SHIRLEY ROMINE	CENTURY 21 REALTY GROUP INC
FRANK HUNTER	CENTURY 21	RUSS ROMINE	CENTURY 21 TATE FOLLOHELL REALTORS
LOIS HUNTER	CENTURY 21	TATE FOLLOWELL	CENTURY 21 TATE FOLLOWELL REALTORS
RANDY MOHR	CENTURY 21	NELL FOLLOWELL	CENTURY 21 TATE FOLLOWELL REALTORS
LARRY RASMUSSEN	CENTURY 21 RASMUSSEN CO., INC.	JOHN FREW	CENTURY 21 TATE FOLLOWELL REALTORS
JACKIE RASMUSSEN	CENTURY 21 RASMUSSEN CO., INC.	DORIS FREW	CENTURY 21 CARTER & ASSOCIATES
TIM HENKLE	CENTURY 21 RASMUSSEN CO., INC.	LIM CARTER	CENTURY 21 CARTER & ASSOCIATES
DAVID SMITH	CENTURY 21 RASMUSSEN CO., INC.	LISA BUCHANAN-CARTER	CENTURY 21 CARTER & ASSOCIATES
JOHANNA SMITH	CENTURY 21 RASMUSSEN CO., INC.	AA CARTER	CENTURY 21 CARTER & ASSOCIATES
DAN CHAPMAN	CENTURY 21 RASMUSSEN CO., INC.	BB CARTER	CENTURY 21 CLEMENTS REALTY
RICK MEYERS	CENTURY 21 BAXTER/MEYERS INC	JUDY CLEMENTS	CENTURY 21 CLEMENTS REALTY
BOB SWISHER	CENTURY 21 BOB SWISHER REALTY INC	DON CLEMENTS	CENTURY 21 SOLID GOLD REALTY INC
BEV SWISHER	CENTURY 21 BOB SWISHER REALTY INC	HAYNE KIRSCH	CENTURY 21 SOLID GOLD REALTY INC
MARTHA ROBERTS	CENTURY 21 HERITAGE REALTY	LINDA KIRSCH	CENTURY 21 EAGLE
C. P. ROBERTS	CENTURY 21 HERITAGE REALTY	PAT WILLIAMS	CENTURY 21 EAGLE
MARY McGIFFEN	CENTURY 21 HERITAGE REALTY	PETE WILLIAMS	CENTURY 21 THE REISERT COMPANY, INC.
DON LEE	CENTURY 21 DON LEE REALTY, INC	CHARLEY REISERT	CENTURY 21 THE REISERT COMPANY, INC.
JACK PRUDEN	CENTURY 21 DON LEE REALTY, INC	DIANA MILLER	CENTURY 21 THE REISERT COMPANY, INC.
JENNIFER SHIPLER	CENTURY 21 CONCEPT REALTY INC	JAN RODGERS	CENTURY 21 THE REISERT COMPANY, INC.
JOAN DALY	CENTURY 21 CONCEPT REALTY INC	BARB MULAC	CENTURY 21 THE REISERT COMPANY, INC.
WALTER DALY	CENTURY 21 CONCEPT REALTY INC	AL RING	CENTURY 21 JOE GUY HAGAN REALTORS
NANCY AUSTIN	CENTURY 21 AT THE CROSSING	JEANNE LIVINGSTON	CENTURY 21 JOE GUY HAGAN REALTORS
JOAN GIESLER	CENTURY 21 SCHRORDERING REALTY	BEVERLY SHANKS	CENTURY 21 JOE GUY HAGAN REALTORS
MARGE SMITH	CENTURY 21 MC COLLY REALTORS INC	EVELYN MOORE	CENTURY 21 JOE GUY HAGAN REALTORS
BRYAN SMITH	CENTURY 21 MC COLLY REALTORS INC	MARVIN CUNDIFF	CENTURY 21 JOE GUY HAGAN REALTORS
KEITH EBERHARDT	CENTURY 21 MC COLLY REALTORS INC	DORIS CUNDIFF	CENTURY 21 JOE GUY HAGAN REALTORS
DIANE CLINE	CENTURY 21 MC COLLY REALTORS INC	JOE GUY HAGAN	CENTURY 21 JOE GUY HAGAN REALTORS
BETTY REISSMAN	CENTURY 21 MC COLLY REALTORS INC	CLARRICE CAMPBELL	CENTURY 21 JOE GUY HAGAN REALTORS
RON MCCOLLY	CENTURY 21 MC COLLY REALTORS INC	CHARLENE KLINE	CENTURY 21 JOE GUY HAGAN REALTORS
JANE BEAVERS	CENTURY 21 HERITAGE INC	KEN MEYER	CENTURY 21 JOE GUY HAGAN REALTORS
FRANK MORIN	CENTURY 21 SANDS REALTY INC	BECKY MEYER	CENTURY 21 JOE GUY HAGAN REALTORS
DICK WISE	CENTURY 21 SANDS REALTY INC	CHARLIE COOPER	CENTURY 21 JOE GUY HAGAN REALTORS
BARBARA CASEY-WISE	CENTURY 21 SANDS REALTY INC	MARTY COOPER	CENTURY 21 JOE GUY HAGAN REALTORS
JOHN SANDS	CENTURY 21 SANDS REALTY INC	MATT BALLARD	CENTURY 21 JOE GUY HAGAN REALTORS
GAIL SANDS	CENTURY 21 CARMEN REALTY CO	MARY MARGARET BALLARD	CENTURY 21 JOE GUY HAGAN REALTORS
GERALD CARMEN	CENTURY 21 CARMEN REALTY CO	DICK VREELAND	CENTURY 21 DICK VREELAND & ASSOC
ROSINA CARMEN	CENTURY 21 BRADLEY REALTY, INC.	SANDRA VREELAND	CENTURY 21 DICK VREELAND & ASSOC
JOAN MEYER	CENTURY 21 BRADLEY REALTY, INC.	PAULA RIXMAN	CENTURY 21 DICK VREELAND & ASSOC
CHESTER BOWMAN	CENTURY 21 BRADLEY REALTY, INC.	CHARLES GRASS	CENTURY 21 MONSOUR REALTORS
ANN LOHSE	CENTURY 21 BRADLEY REALTY, INC.	BEVERLY SHERRARD	CENTURY 21 DOZIER-FAZENBAKER INC
LEO MEYER	CENTURY 21 BRADLEY REALTY, INC.	RUSH DOZIER	CENTURY 21 DOZIER-FAZENBAKER INC
JIM BRADLEY	CENTURY 21 BRADLEY REALTY, INC.	PAT DOZIER	CENTURY 21 A. BARRON COMPANY
LYNDA BRADLEY	CENTURY 21 BRADLEY REALTY, INC.	JO BARRON	CENTURY 21 A. BARRON COMPANY
JOAN FOUST	CENTURY 21 BRADLEY REALTY, INC.	DEBBIE MAY	CENTURY 21 DALE WILSON REALTY &
BOB FOUST	CENTURY 21 BRADLEY REALTY, INC.	BETSY WILSON	CENTURY 21 DALE WILSON REALTY &
CAVLE DOORNBOOS	CENTURY 21 BRADLEY REALTY, INC.	GLENDIA WARREN	CENTURY 21 JOE GUY HAGAN REALTORS
ROY DOORNBOOS	CENTURY 21 BRADLEY REALTY, INC.	LOUISE MEDLEY	CENTURY 21 JOE GUY HAGAN REALTORS
BEVERLEY BOWMAN	CENTURY 21 BRADLEY REALTY, INC.	PAT HARRIS	CENTURY 21 JOE GUY HAGAN REALTORS
VI MILLER	CENTURY 21 JOE KING REALTORS	JOYCE WOLFE	CENTURY 21 JOE GUY HAGAN REALTORS
MARIE SAYLORS	CENTURY 21 JOE KING REALTORS	GARY JENKINS	CENTURY 21 JOE GUY HAGAN REALTORS
JAMES RAMEY	CENTURY 21 JOE KING REALTORS	MARIAN HARRELL	CENTURY 21 JOE GUY HAGAN REALTORS
DEBBIE COBURN	CENTURY 21 JOE KING REALTORS	JUDY JENKINS	CENTURY 21 JOE GUY HAGAN REALTORS
ED NORRIS	CENTURY 21 JOE KING REALTORS	GAYE BOURKE	CENTURY 21 JOE GUY HAGAN REALTORS
CARLENE SAMCZYK	CENTURY 21 ABOITE REALTORS, INC.	JO DUBOSE BOONE	CENTURY 21 JOE GUY HAGAN REALTORS
JOYCE THURSTON	CENTURY 21 ABOITE REALTORS, INC.		
LINDA STARK	CENTURY 21 ABOITE REALTORS, INC.		
B. J. SMITH	CENTURY 21 ABOITE REALTORS, INC.		
KIM CHARLESTON	CENTURY 21 CHARLESTON		
JON CHARLESTON	CENTURY 21 CHARLESTON		
NANCY BEEDY CLARK	CENTURY 21 CHARLESTON		

TOTAL ATTENDEES: 134

Company Soft Ball Team at Realtors Outing, August, 1986



Company Soft Ball Team at Realtors Outing, August, 1986





ST. BRUSH RUN RD. # 13618 \$ 13,800 Date 04/14/86 L# 23634 Map M18-7
 County JEFFERSON City Co. JEFF. Subd Ed. 10/14/86
 Dr. TAYLORSVILLE RD. TO BILTOWN TO SEATONVILLE RD. TO ST. FOREST HILLS Post TBA
 Const. BY Type RANCH Area SF 2200 +/- Zip 40299 Ed. 01/31/86
 ZONING: 1st Bldg 3 Bths 2 Fr CPT/VIN C/A Basement Mortgage 24,000
 Apt 4 Resd 4 +/- Acres 6.44 C/I Fin X C/I Fin X % Pay to FUT. FED.
 Area: Sq Ft 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 Price: \$/Sq Ft 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 # Zoned Acrt # Units 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 Part/Sure Area: 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 Rental: \$ 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 \$ 1st Flr 2nd Flr 3rd Flr 4th Flr 5th Flr 6th Flr 7th Flr 8th Flr 9th Flr 10th Flr
 Ren. Ctr. Opt. Site Sewer XXX
 Equal. Subord. Power
 Pref. Light/Loc. Taxes/Loc. J-TOWN
 Existing Improvements & Risks: SELLER WILL CONSIDER REASONABLE DOWN PAYMENT AND BALANCE AT 8.5 % FOR A PERIOD OF 5 YRS. 60 FT. ROADWAY EASEMENT TO PROPERTY. BEAUTIFUL BLDG. SITE.
 Listed By AL RING Comm. SA 3.5 %
 Owner M/M KAZIE # 215 Ph 426-3600
 Lst Realtor C-21, JOE G. HAGAN



SR ROUTT ROAD # 9421 \$ 129,900 Date 02-28-86 L# 28671 Map N19-7
 City Dr. TAYLORSVILLE RD. TO HWY 156 TO ROUTT ROAD Co. JEFF. Subd Post TBA
 Const. BY Type RANCH Area SF 2200 +/- Zip 40299 Ed. 08-28-86
 1st Flr Rms 8 Bldg 4 Bths 2 Fr CPT/VIN C/A Basement Mortgage 24,000
 2nd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin X C/I Fin X % Pay to FUT. FED.
 3rd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin X C/I Fin X % Typcn CNV 8.5
 Total Rms 8 Bldg 4 Bths 2 Fr CPT C/I Fin X C/I Fin X % Mo Pmt 330.00
 Gar Y Capt Cars 2 Age Age 14 Laundry YES P/X T X I
 Elec YES 220.2 Can Air YES Land Sc 10 BE + FHA/VA YES ASM ND
 Gas Heat/Fuel GAS Typ FA E/I Kit YES Type St PAVED Lst 6120837
 WH/Fuel ELC Typ HP E/I Kit YES Roof COMP Cht Y Rt .33
 WH/Fuel ELC Gal 80 Sep D/R YES Foundn PC St/Cat X Rt .984
 Water CISTERN Fridge 2STOVE Fr/Den HUGE DB 8218 PG 356
 Steward & THERMO Vacant NO Sewer SEPTIC
 Sch Elem WHEELERS Mid KAMMERER High J-TOWN Parc ST EDWARD
 Risk: SQ. FT. NOT WARRANTED. CENTURIAN HOME PROTECTION WARRANTY. BEAUTIFUL ROLLING AND TRED ACREAGE. SPECIAL 30X4 SHOP. HUGE GAR. POOL. W/SPECIAL DECK AND NEW ADDITION W/MASTER SUITE W/LOVELY BALCONY AND 2 BEAUTIFUL FARM SRA.
 Listed By AL RING MUST SEE TO APPRECIATE Rec. Ph 898-4271 Comm SA 3.5 %
 Owner MR. & MRS. SCHENKE # 215 Ph 426-3600
 Lst Realtor C-21, JOE G. HAGAN



SR CHANT COURT # 7405 \$ 69950 Date 07/31/88 L# 14309 Map K6-B
 City Dr. ST. ANDREWS RD. TO WINDEMERE TO CO. JEFF. Subd FOREST HILLS Bus YES
 Dr. ST. ANDREWS RD. TO WINDEMERE TO CO. JEFF. Subd FOREST HILLS Post TBA
 Const. BY Type RANCH Area SF 1650 +/- Zip 40214 Ed. 01/31/88
 1st Flr Rms 6 Bldg 3 Bths 1.5 Fr CPT/VIN C/A Basement Mortgage 25,652
 2nd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin PART Pay to LINCOLN
 3rd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin PART Typcn CNV 8.75 %
 Total Rms 8 Bldg 3 Bths 1.5 Fr CPT C/I Fin PART Mo Pmt 258.88
 Gar Y Capt Cars 2 Age Age 14 Laundry YES P/X T X I
 Elec YES 220.2 Can Air YES Land Sc 80X160 + FHA/VA YES ASM YES
 Gas Heat/Fuel GAS Typ FA E/I Kit YES Type St PAVED Lst 200022880
 WH/Fuel GAS Gal 40 Sep D/R YES Foundn CONC Cht Y Rt .994
 Water CITY Fridge 2 Fr/Den YES St/Cat Y Rt .994
 Steward AND DOORS Vacant NO Sewer YES DB 5004 PG 9
 Sch Elem TRUNKELL Mid LASSITER High DOES Parc ST. PAULS
 Risk: SQ. FT. NOT WARRANTED. DONT CURB APPRAISE. FANTASTIC INSIDE. SPECIAL GREAT ROOM WITH CREEKSTONE FIREPLACE. BEAMS AND MORE - NEW KITCHEN W/BUILT IN MICROWAVE AND TOTALLY EQUIPPED. FINISHED GAME ROOM W/FP DOWN. CALL!
 Listed By LOUISE MEDLEY/AL RING Rec. Ph 95-0011/896-4271
 Owner MRS. OSBOURNE Comm. SA 3.5 %
 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



SR MCKENZIE CT. # 4508 \$ 49500 Date 03/16/88 L# 27630 Map C17-9
 City Dr. WESTPOINT RD. TO NORTHUMBELAND TO ST. WORTHINGTON HILLS Co. JEFF. Subd WORTHINGTON HILLS Bus YES
 Dr. WESTPOINT RD. TO NORTHUMBELAND TO ST. WORTHINGTON HILLS Post TBA
 Const. BY Type R-LEVEL Area SF 1660 +/- Zip 40223 Ed. 09/16/86
 1st Flr Rms 6 Bldg 3 Bths 1 Fr VIN/CPT C/A Basement Mortgage 42,100
 2nd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin C/I Fin % Pay to COLWELL
 3rd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin C/I Fin % Typcn VA 11.5 %
 Total Rms 8 Bldg 3 Bths 2 Fr CPT C/I Fin C/I Fin % Mo Pmt 488.00
 Gar Y Capt Cars 1 Age Age 13 Laundry YES P/X T X I
 Elec YES 220.2 Can Air YES Land Sc 75X160 + FHA/VA YES ASM YES
 Gas Heat/Fuel GAS Typ FA E/I Kit YES Type St PAVED Lst 6120837
 WH/Fuel GAS Gal 30 Sep D/R YES Foundn CB Cht Y Rt .33
 Water CITY Fridge 2 Fr/Den YES St/Cat Y Rt .984
 Steward AND DOORS Vacant YES Sewer EASTERN DB 5181 PG 764
 Sch Elem BOWEN Mid KAMMERER High EASTERN Parc MOC
 Risk: SQ. FT. NOT WARRANTED. CENTURIAN HOME WARRANTY 1 YEAR GOOD CARPET, FENCED YARD, QUICK POSSESSION. CLEAN AND 11.5% ASSUMABLE VA LOAN ABOUT 7,600. DOWN AND LOW CLOSING COSTS.
 Listed By AL RING Rec. Ph 898-4271 Comm SA 3.5 %
 Owner MR. AND MRS. BROOKS # 215 Ph 426-3600
 Lst Realtor C-21, JOE G. HAGAN



SR WILLOWOOD WAY # 5004 \$ 83,950 Date 12/23/86 L# 22407 Map G15-J
 City Dr. JEFFERSONTOWN Co. JEFF. Subd KIRBY ESTATES Bus TAR
 Dr. KIRBY TO CATAMBA TO BIGLAW TO STREET Post TBA
 Const. BY Type /O RANCH Area SF 1705 +/- Zip 40299 Ed. 08/23/86
 1st Flr Rms 7 Bldg 3 Bths 2 Fr CPT/PDT C/I Basement Mortgage 35,000
 2nd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin Pay to CTR/COMP
 3rd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin Typcn 11.5 %
 Total Rms 7 Bldg 3 Bths 2 Fr CPT C/I Fin C/I Fin % Mo Pmt 342.93
 Gar Y Capt Cars 2 Age Age 9 Laundry YES P/X T X I
 Elec YES 220.2 Can Air YES Land Sc 78X150 + FHA/VA YES ASM
 Gas Heat/Fuel GAS Typ FA E/I Kit YES Type St PAVED Lst 2200670
 WH/Fuel ELC Typ HP E/I Kit YES Roof COMP Cht Y Rt .902
 Water CITY Sep D/R YES Foundn PC St/Cat X Rt .206/H
 Steward THERMO Vacant NO Sewer YES DB PG
 Sch Elem J-TOWN Mid KAMMERER High J-TOWN Parc ST. EDWARD
 Risk: SQ. FT. NOT WARRANTED. W/O RANCH. BEAUTIFUL WALK OUT RANCH. VAULTED FARM RM. WINDOW TREATMENTS REMAIN. EQUIPPED KITCHEN. WAT IN THE BAY WINDOW. DRIVE AWAY NEW. FANTASTIC CONDITION. SHOW IT WHILE IT'S HOT. IT'S GOING FAST.
 Listed By AL RING Rec. Ph 898-4271 Comm SA 3.5 %
 Owner M/M ARREGUST # 215 Ph 426-3600
 Lst Realtor C-21, JOE G. HAGAN



SR COPPERFIELD ROAD # 8714 \$ 79950 Date 4/12/86 L# 29546 Map E13-3
 City Dr. WINDY HILLS Co. JEFF. Subd WINDHURST Bus YES
 Dr. WESTPORT ROAD TO AMBRIDGE TO ST. Post TBA
 Const. BY Type RANCH Area SF 1968 +/- Zip 40207 Ed. 10/12/86
 1st Flr Rms 7 Bldg 3 Bths 2 Fr CPT/VIN C/A Basement Mortgage 55,750
 2nd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin C/I Fin % Pay to FIRST NATL
 3rd Flr Rms 2 Bldg 2 Bths 1 Fr CPT C/I Fin C/I Fin % Typcn CNV 11.5 %
 Total Rms 7 Bldg 3 Bths 2 Fr CPT C/I Fin C/I Fin % Mo Pmt 609.42
 Gar Y Capt Cars 2 Age Age 12 Laundry YES P/X T X I
 Elec YES 220.2 Can Air YES Land Sc 72X50X80 + FHA/VA YES ASM YES
 Gas Heat/Fuel GAS Typ FA E/I Kit YES Type St PAVED Lst 9012932
 WH/Fuel ELC Typ HP E/I Kit YES Roof COMP Cht Y Rt .394
 Water CITY Sep D/R YES Foundn PC St/Cat X Rt .984
 Steward AND DOORS Vacant NO Sewer YES DB 8040 PG C589
 Sch Elem DURN Mid KAMMERER High BALLARD Parc FT. ALBERT
 Risk: SQUARE FOOTAGE NOT WARRANTED. CENTURIAN HOME PROTECTION WARRANTY, ONE FINISHED BEDROOM IN FULL BASEMENT. EXTRA NICE FLOOR PLAN, IN THE PERFECT LOCATION CLOSE TO EVERYTHING. NICE SIZE DINING ROOM WITH EQUIPPED KITCHEN.
 Listed By AL RING Rec. Ph 96-4271 Comm SA 3.5 %
 Owner MR. & MRS. SHOUGHRUE # 215 Ph 426-3600
 Lst Realtor C-21, JOE G. HAGAN



ST BONNER AVE # 130 \$ 57,950 Date 01/01/86 L# 23588 Map F13-3
 City ST MATTHEWS Co JEFF Subd ST MATTHEWS MANOR Bus YES
 Dr SHELBYVILLE RD. TO ST. Post TBA Ed. 06/04/86
 Const BV/AL Type CAPE COD Apx SF 1460 + Zp 40207

1st Fl Rms	5	Brs 2	Bths 1	Fv HDW/CPT	C/A	Basement	Morg 32,262
2nd Fl Rms	1	Brs 1	Bths	Fv TILE	C/A	Fin	Pay to COLLATERAL
3rd Fl Rms		Brs	Bths	Fv	C/A	Fin XXX	Typin COM V %
Total Rms	6	Brs 3	Bths 2				Mo Pnc 307.00

Gar Y Carpt Cars 2 Apx Age 434 + Laundry YES
 Elec YES 220 2 Can Ar YES Land Sz 50X160 + FHA/VA YES ASM
 Gas YES A/C Unit 1 UNIT Type St PAVED L#F PHA/VA YES ASM
 Heat/Fuel GAS Typ FA E/I Ke YES Roof COMP Cyl Y Rl 2985
 W/H/Fuel GAS Gal 40 Sep D/R AREA Foundn PC St/Col Y Rl 984
 Water CITY Fr/Den Sewer YES PG 710
 Strwned AND DOORS Vncant NO High WAGGENER Paroc ST/M/M
 SCH/Elm CHENOWETH Mid WESTPORT High WAGGENER Paroc ST/M/M

Rmk: SQ. FT. NOT WARRANTED. MUCH BETTER THAN NEW. UPSTAIRS COULD EASILY BE 2 BEDROOMS MAKING TOTAL OF 4. PAINT, CARPET, KIT. FLOOR ABOUT 2 YRS OLD. BEAUTIFUL FIREPLACE WITH BOOKCASES IN LIVING ROOM. BETTER THAN CLEAN, PERFECT LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST BRUNSWICK RD. # 223 \$ 64,500 Date 12/04/85 L# 21653 Map E13-3
 City BEECHWOOD VILLAGE Co JEFF Subd BEECHWOOD VILLAGE Bus TNC
 Dr SHELBYVILLE RD. TO BRAMPTON TO STREET Post TBA Ed. 06/04/86
 Const BV Type RANCH Apx SF 1180 + Zp 40207

1st Fl Rms	5	Brs 3	Bths 1	Fv CP/HW/V	C/A	Basement	Morg 32,262
2nd Fl Rms		Brs	Bths	Fv	C/A	Fin PART	Pay to CUMBERLAND
3rd Fl Rms		Brs	Bths	Fv	C/A	Unf	Typin COM 9 %
Total Rms	5	Brs 3	Bths 1				Mo Pnc 307.00

Gar Y Carpt Cars 2 Apx Age 284 + Laundry YES
 Elec YES 220 3 Can Ar YES Land Sz 98X120 + FHA/VA YES ASM NO
 Gas YES A/C Unit Type St PAVED L#F 5044705
 Heat/Fuel GAS Typ FA E/I Ke YES Roof COMP Cyl Y Rl 2985
 W/H/Fuel GAS Gal 52 Sep D/R AREA Foundn PC St/Col X Rl 302
 Water CITY Fr/Den Sewer YES PG 710
 Strwned AND DOORS Vncant NO High WAGGENER Paroc ST/M/M
 SCH/Elm CHENOWETH Mid WESTPORT High WAGGENER Paroc ST/M/M

Rmk: SQ. FT. NOT WARRANTED. FURNACE AND AIR 2 YRS OLD. NEW PAINT, WIRED SMOKE DETECTORS, BACJ PORCH, AND MUCH MORE. LOCATION IT HAS + DRY, APPLIANCE LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST MCARTHUR DR # 202 \$ 48,950 Date 01/23/86 L# 24061 Map F13-3
 City ST MATTHEWS Co JEFF Subd ST MATTHEWS MANOR Bus YES
 Dr WESTPORT TO RIDGEWAY TORCHLAND Post TBA Ed. 07/23/86
 Const AL Type RANCH Apx SF 1300 + Zp 40207

1st Fl Rms	5	Brs 2	Bths 2	Fv CPT	C/A	Basement	Morg 22,500
2nd Fl Rms		Brs	Bths	Fv	C/A	Fin	Pay to COLWELL
3rd Fl Rms		Brs	Bths	Fv	C/A	Unf	Typin CNV 9.50 %
Total Rms	5	Brs 2	Bths 2				Mo Pnc 284.00

Gar Y Carpt Cars 1 Apx Age 33 + Laundry KIT. P X T X I
 Elec YES 220 2 Can Ar 4 Land Sz 40X180 + FHA/VA YES ASM
 Gas YES A/C Unit 2 Type St PAVED L#F 010010231002
 Heat/Fuel GAS Typ FA E/I Ke YES Roof COMP Cyl Y Rl 2985
 W/H/Fuel GAS Gal 40 Sep D/R AREA Foundn CRAWL St/Col Y Rl 984
 Water CITY Fr/Den LARGE Sewer YES PG 800
 Strwned AND DOORS Vncant NO High WAGGENER Paroc ST/M/M
 SCH/Elm CHENOWETH Mid WESTPORT High WAGGENER Paroc ST/M/M

Rmk: SQ. FT. NOT WARRANTED. HUGE FAMILY ROOM ONLY 3 YRS OLD. 2 MCE SIZE BEDROOMS, EAT IN KITCHEN, ALUMINUM SINK, FURNACE, ROOF, WATERHEATER WINDOWS, REWIRED, IN LAST 10 YRS. LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST RICHALUN AVE # 4026 \$ 68,500 Date 02/16/86 L# 26329 Map E12-3
 City ST MATTHEWS Co JEFF Subd Post TBA Bus YES
 Dr WESTPORT TO RIDGEWAY TORCHLAND Post TBA Ed. 08/16/86
 Const BV/VN Type 1.5 STY Apx SF 1380 + Zp 40207

1st Fl Rms	4	Brs 2	Bths 1	Fv HDW/CPT	C/A	Basement	Morg 24,175
2nd Fl Rms	2	Brs 2	Bths 1	Fv CPT	C/A	Fin	Pay to COLWELL
3rd Fl Rms		Brs	Bths	Fv	C/A	Unf XXX	Typin PHA 8.25 %
Total Rms	6	Brs 4	Bths 2				Mo Pnc 304.69

Gar Y Carpt Cars 1 Apx Age 38 + Laundry YES
 Elec YES 220 2 Can Ar 4 Land Sz 55X165 + FHA/VA YES ASM YES
 Gas YES A/C Unit 1 Type St PAVED L#F 5044705
 Heat/Fuel GAS Typ FA E/I Ke YES Roof COMP Cyl Y Rl 2985
 W/H/Fuel GAS Gal 30 Sep D/R AREA Foundn PC St/Col Y Rl 984
 Water CITY Fr/Den Sewer YES PG 877
 Strwned AND DOORS Vncant NO High WAGGENER Paroc ST/M/M
 SCH/Elm CHENOWETH Mid WESTPORT High WAGGENER Paroc ST/M/M

Rmk: SQ. FT. NOT WARRANTED. IN LAST 2 YRS OUTSIDE PAINT, SIDING INCLUDING WINDOW, STORM WINDOWS, KITCHEN REMODELED WITH CABINETS, CARPET JANGLE, ETC. ALSO HAS BREAKFAST ROOM, GARAGE UNDER ABOVE GROUND POOL IN BACK W/IL REC. LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST WINDING SPRINGS CIR # 4982 \$ 64,500 Date 02/01/86 L# 24678 Map C15-9
 City COLDSTREAM Co JEFF Subd COLDSTREAM Bus YES
 Dr WESTPORT OR HWY. 22/LUNENBURG TO ANCIENT SPRING TO ST. Post TBA Ed. 08/01/86
 Const BV/SD. Type BL LEV Apx SF 1570 + Zp 40222

1st Fl Rms	5	Brs 3	Bths 2	Fv CPT/VVL	C/A	Basement	Morg 44,800
2nd Fl Rms	1	Brs	Bths DS	Fv CPT.	C/A	Fin XXX	Pay to COLLATERAL
3rd Fl Rms		Brs	Bths	Fv	C/A	Unf	Typin COM V %
Total Rms	6	Brs 3	Bths 2.5				Mo Pnc 620.50

Gar Y Carpt Cars 2 Apx Age 8 + Laundry YES
 Elec YES 220 2 Can Ar YES Land Sz 71X162 + FHA/VA YES ASM
 Gas YES A/C Unit 1 UNIT Type St PAVED L#F 014/02046
 Heat/Fuel GAS Typ HP E/I Ke YES Roof COMP Cyl X Rl 362
 W/H/Fuel GAS Gal 60 Sep D/R AREA Foundn CR St/Col Y Rl 30
 Water CITY Fr/Den Sewer YES PG 783
 Strwned THERMO Vncant NO High BALLARD Paroc MSC
 SCH/Elm NORTON Mid KAMBERGER High BALLARD Paroc MSC

Rmk: SQ. FT. NOT WARRANTED. BEAUTIFUL FAM. RM. WITH FP., EXTRA LARGE BACK YARD, FENCED LARGE GARAGE, A REAL FAMILY HOME IN AREA THATS GREAT FOR FAM. LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST RICHLAND AVENUE # 4048 \$ 68,900 Date 02/24/86 L# 26707 Map E12-3
 City ST MATTHEWS Co JEFF Subd Post TBA Bus YES
 Dr WESTPORT RD. TO RIDGEWAY TO STREET Post TBA Ed. 08/16/86
 Const BV/AL Type CAPE COD Apx SF 1260 + Zp 40207

1st Fl Rms	4	Brs 2	Bths 1	Fv CP/VV/H	C/A	Basement	Morg 33,315
2nd Fl Rms	1	Brs 1	Bths	Fv HDW.	C/A	Fin	Pay to GR FIN.
3rd Fl Rms		Brs	Bths	Fv	C/A	Unf XXX	Typin ARM 8.875 %
Total Rms	5	Brs 3	Bths 1				Mo Pnc 327.17

Gar Y Carpt Cars 1 Apx Age 45 + Laundry YES
 Elec YES 220 NO Can Ar YES Land Sz BELOW + FHA/VA YES ASM YES
 Gas YES A/C Unit 1 UNIT Type St PAVED L#F 12 047-09
 Heat/Fuel GAS Typ GA E/I Ke YES Roof COMP Cyl Y Rl 2985
 W/H/Fuel GAS Gal 45 Sep D/R AREA Foundn PC St/Col X Rl 364
 Water CITY Fr/Den Sewer YES PG 84
 Strwned DOOR Vncant NO High WAGGENER Paroc ST/M/M
 SCH/Elm CHENOWETH Mid WESTPORT High WAGGENER Paroc ST/M/M

Rmk: SQ. FT. NOT WARRANTED. CENTURIAN HME PROTECTION WARRANTY, LOTS OF NEW CPT. PAINT, AND WALLPAPER, DORMER, UP, GARAGE IN BSMT. DOUBLE LOT. SPECIAL FANS AND LIGHTS. LISTED BY AL RING Res Ph 896-4271 Comm SA 3.5 Lst Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST RICHMOND AVE # 4028 \$ 69500 Date 02/10/88 LF 25329 Map E12-3
 City ST. MATTHEWS Co. JEFF Subd
 De WESTPORT TO RIDGEWAY TORICHLAND Post TBA
 Const BV/VIN Type 1.5 STY Age SF 1880 +/- Zp 40207 Ed. 08/15/86

1st Fl Rms	4	Brs 2	Bths 1	Ft HDW/CPT	Cl A	Basement	Mortg 24,175
2nd Fl Rms	2	Brs 2	Bths 1	Ft CPT	Cl A	Fin	Pay to COLWELL
3rd Fl Rms	2	Brs	Bths	Ft	Cl	Fin XX	Typin FHA \$ 25 %
Total Rms	8	Brs 4	Bths 2				Mo Pmt 304.69

Gar Y Capt Cars 1 Age Age 38 + Laundry YES
 Elec YES 220 2 Con Air 4 Land Sc 60X165 + FHA/VA YES ASM YES
 Gas YES A/C Unit Type St PAVED Ltr# 5044705
 Heat/Fuel GAS Typ FA E/I Kt YES Roof COMP Chl Y Rt 2996
 W/H/Fuel GAS Gal 30 Sep D/H YES Founcls PC St/Cot Y Rt 384
 Water CITY Fr/Che Sewer YES DB 6264 PG 0877
 Storm AND DOORS Vacant NO High WAGGENER Parc ST. M.M

Fin: SO. FT. NOT WARRANTED. INLST 2 YRS OUTSIDE PAINT, SIDING INCLUDING WINDOW, STORM WINDOWS, KITCHEN REMODELED WITH CABINETS, CARPET, RANGE, ETC. ALSO HAS BREAKFAST ROOM, GARAGE UNDER, ABOVE GROUND POOL IN BACK WILL MEG.

Listed By AL RING Fax Ph 896-4271
 Owner MR. ALBERS Convn. SA 3.5
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST WINDING SPRINGS CR. # 4962 \$ 64,900 Date 02/01/88 LF 24678 Map C13-9
 City COLDSTREAM Co. JEFF Subd COLDSTREAM Post TBA
 De WESTPORT ON HWY. 22/LUNENBURG TO ANCIENT SPRING TO ST. Ed. 08/01/86
 Const BV/SD. Type 2.5 LEV Age SF 1570 +/- Zp 40222

1st Fl Rms	8	Brs 3	Bths 2	Ft CPT/VVL	Cl A	Basement	Mortg 44,800
2nd Fl Rms	1	Brs	Bths 05	Ft CPT.	Cl A	Fin XXX	Pay to COLLATERAL
Total Rms	9	Brs 3	Bths 2.5				Typin COM Y

Gar Y Capt Cars 2 Age Age 6 + Laundry YES
 Elec YES 220 2 Con Air YES Land Sc 71X182 + FHA/VA YES ASM
 Gas YES A/C Unit Type St PAVED Ltr# 014/082046
 Heat/Fuel ELC Typ HP E/I Kt YES Roof COMP. Chl Y Rt 392
 W/H/Fuel ELC Gal 60 Sep D/H AREA Founcls CB St/Cot Y Rt 20
 Water CITY Fr/Den YES DB 8163 PG 783
 Storm AND DOORS Vacant NO Sewer YES Parc MGC

Fin: SO. FT. NOT WARRANTED. BEAUTIFUL FARM, BLDG WITH FP, EXTRA LARGE BACK YARD, FENCED LARGE GARAGE, A REAL FAMILY HOME IN AREA THATS GREAT FOR FARM.

Listed By AL RING Fax Ph 896-4271
 Owner M/M DENNER Convn. SA 3.5
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST BRUSH RUN RD. # 12919 \$ 13,000 Date 04/14/86 LF 29834 Map M18-7
 County JEFFERSON Co. Zp 40299 E.D. 10/14/86
 De: TAYLORSVILLE RD. TO BELTOWN TO SEATONVILLE RD. TO ST. DEPT Ltr# 80/59/86
 Ltr# 81 4768
 Pg# 9 952
 Bk # 58

ADJACENT TO: Contn. Front. Depth
 Area: 4.44 Acres 4.44 Contn. Land HILLY WOODED
 Price: \$11.5 /AC Delic. Road ND
 Zoned: Agr #100
 Plat/Sav. Avail. Water Sewer Power XXX
 Rent: \$ /Mo. Gas Power XXX
 Har./Op. Det. Bay
 Local Subord
 Prof. Light Use Terms/Use
 Existing Improvements & Finics: SELLER WILL CONSIDER REASONABLE DOWN PAYMENT AND BALANCE AT 8.5 % FOR A PERIOD OF 5 YRS. 60 FT. ROADWAY EASEMENT TO PROPERTY. BEAUTIFUL BLDG. SITE.

Listed By AL RING Fax Ph 896-4271
 Owner M/M KAZE Convn. SA 5 %
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST MCARTHUR DR. # 202 \$ 48980 Date 01/25/86 LF 24061 Map F13-3
 City ST. MATTHEWS Co. JEFF Subd ST. MATTHEWS MANOR Post TBA
 De Const All Type RANCH Age SF 1300 +/- Zp 40207 Ed. 07/23/86

1st Fl Rms	8	Brs 2	Bths 2	Ft CPT	Cl A	Basement	Mortg 22,500
2nd Fl Rms	8	Brs	Bths	Ft	Cl	Fin	Pay to
3rd Fl Rms	8	Brs	Bths	Ft	Cl	UW	Typin CMV 8.50 %
Total Rms	24	Brs 2	Bths 2				Mo Pmt 284.00

Gar Y Capt Cars 1 Age Age 33 + Laundry KIT.
 Elec YES 220 2 Con Air Land Sc 60X190 +
 Gas YES A/C Unit 2 Type St PAVED Ltr# 010010231002
 Heat/Fuel GAS Typ FA E/I Kt YES Roof COMP Chl Y Rt 2995
 W/H/Fuel GAS Gal 40 Sep D/H YES Founcls CRAWL St/Cot Y Rt 384
 Water CITY Fr/Che Sewer YES DB 5005 PG 880
 Storm AND DOORS Vacant NO High WAGGENER Parc ST. M.M

Fin: SO. FT. NOT WARRANTED. HUGE FAMILY ROOM ONLY 3 YRS OLD, 2 NICE BDR BEDROOMS, EAT IN KITCHEN, ALUMINUM SIDING, FURNACE, ROOF, WATERHEATER WINDOWS, REWIRED, IN LAST 1 YRS.

Listed By AL RING Fax Ph 896-4271
 Owner MR. AND MRS. HALEY Convn. SA 3.5
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST CHANT COURT # 7400 \$ 89360 Date 07/31/86 LF 14305 Map K8-5
 City De ST. ANDREWS RD. TO WINDERMERE TO RIDAN TO ST. Post TBA
 Const BV Type RANCH Age SF 1850 +/- Zp 40214 Ed. 01/31/86

1st Fl Rms	8	Brs 3	Bths 1.5	Ft CPT/VIN	Cl A	Basement	Mortg 25,862
2nd Fl Rms	8	Brs	Bths	Ft	Cl	Fin PART	Pay to LINCOLN
3rd Fl Rms	8	Brs	Bths	Ft	Cl	UW	Typin CNV 8.75 %
Total Rms	24	Brs 3	Bths 1.5				Mo Pmt 268.86

Gar Y Capt Cars 2 Age Age 14 + Laundry YES
 Elec YES 220 2 Con Air YES Land Sc 60X150 + FHA/VA YES ASM YES
 Gas YES A/C Unit Type St PAVED Ltr# 200022680
 Heat/Fuel GAS Typ FA E/I Kt YES Roof COMP Chl Y Rt 2995
 W/H/Fuel GAS Gal 40 Sep D/H YES Founcls COMC St/Cot Y Rt 384
 Water CITY Fr/Den YES DB 8004 PG 9
 Storm AND DOORS Vacant NO High WAGGENER Parc ST. PAULS

Fin: SO. FT. NOT WARRANTED. DON'T CURB APPRAISE, FANTASTIC INSIDE, SPECIAL GREAT ROOM WITH CREEKSTONE FIREPLACE, BEAMS AND MORE + NEW KITCHEN W/ BUILT IN MICROWAVE AND TOTALLY EQUIPPED. FINISHED GAME ROOM W/FP DOWN CALL

Listed By LOUISE MEDLEY/AL RING Fax Ph 96-0011/896-4271
 Owner MS. OSBOURNE Convn. SA 3.5
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



ST BONNER AVE # 730 \$ 67890 Date 01/01/86 LF 22868 Map F13-3
 City ST. MATTHEWS Co. JEFF Subd ST. MATTHEWS MANOR Post TBA
 De ST. SHELBYVILLE RD. TO ST. CAPE COD Age SF 1460 +/- Zp 40207 Ed. 07/03/86

1st Fl Rms	8	Brs 2	Bths 1	Ft HDW/CPT	Cl A	Basement	Mortg PRIV.
2nd Fl Rms	1	Brs 1	Bths	Ft TILE	Cl A	Fin	Pay to
3rd Fl Rms	8	Brs	Bths	Ft	Cl	Fin XX	Typin
Total Rms	17	Brs 3	Bths 1				Mo Pmt

Gar Y Capt Cars 2 Age Age 43 + Laundry YES
 Elec YES 220 2 Con Air Land Sc 60X150 + FHA/VA YES ASM
 Gas YES A/C Unit 1 UNIT Type St PAVED Ltr#
 Heat/Fuel GAS Typ FA E/I Kt YES Roof COMP. Chl Y Rt 2995
 W/H/Fuel GAS Gal 40 Sep D/H AREA Founcls PC St/Cot Y Rt 384
 Water CITY Fr/Den YES DB 8399 PG 710
 Storm AND DOORS Vacant NO Sewer YES Parc ST. M.M

Fin: SO. FT. NOT WARRANTED. MUCH BETTER THAN NEW, UPSTAIRS COULD EASILY BE 2 BEDROOMS MAKING TOTAL OF 4. PAINT, CARPET, KIT. FLOOR ABOUT 2 YRS OLD. BEAUTIFUL FIREPLACE WITH BOOKCASES IN LIVING ROOM, BETTER THAN CLEAN PERFECT

Listed By AL RING Fax Ph 896-4271
 Owner MRA AND MRS. WALLING Convn. SA 3.5
 Lt. Realtor C-21, JOE G. HAGAN # 215 Ph 426-3600



St ROCKLEBURG CT. # 4505 \$ 49500 Date 03/15/86 L# 27630 Map C17-9
 City WORTHINGTON HILLS Co JEFF Subd WORTHINGTON HILLS Sub YES
 City WESTPORT RD. TO NORTUMBELAND TO ST. Post TBA
 Const. BY/AL Type B-LEVEL App SF 1660 +/- Zip 40223 Ed. 09/15/86

1st Fl Rms	0	Brs 3	Bths 1	Fv CPT	C/A	Basement	Marg 42,100
2nd Fl Rms	2	Brs	Bths 1	Fv CPT	C/A	Fin	Pay to COLWELL
3rd Fl Rms	0	Brs	Bths	Fr	Cl	Util	Type VA 11.5 %
Total Rms	2	Brs 3	Bths 2				Mo Pmt 489.00
							P I X T X I X

Gar Y. Capt Cars 1 App Age 13 Laundry YES
 Elec YES 220 2 Can Air YES Land Ss 75X160 +/- FHA/VA YES ASM YES
 Gas YES A/C Unit YES Type St PAVED Lnd \$120837
 Heat/Fuel GAS Typ FA E/I Kit YES Roof COMP Cyl Y Rt 33
 W/H/Fuel GAS Typ 30 Sep D/R YES Foundn CB St/Col X Rt 984
 Water CITY Fr/Den YES Sewer YES DR \$161 PG 784
 Stormed Vacant YES
 Sub/Elem BOWEN Mid KAMMERER High EASTERN Parc MGC

Rank: SO.FT. NOT WARRANTED. CENTURION HOME WARRANTY 1 YEAR-GOOD CARPET, FENCED YARD, QUICK POSSESSION, CLEAN AND 11.5% ASSUMABLE VA LOAN, ABOUT 7,400. DOWN AND LOW CLOSING COSTS.
 Listed by AL RING Res Ph: 896-4271 Comm SA 3.5
 Owner MR. AND MRS. BROOKS City 215 Ph 428-3600
 Let Realtor C-21, JOE G. HAGAN

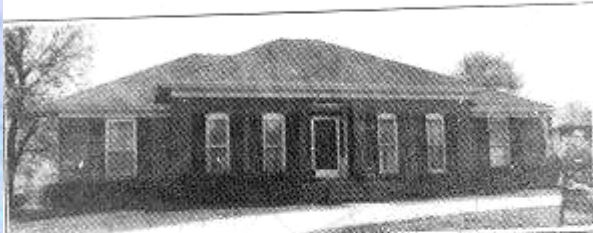


St ROUTT ROAD # 8421 \$ 129,900 Date 02-28-86 L# 24571 Map N15-7
 City TAYLORSVILLE RD. TO HAY 155 TO ROUTT ROAD Subd
 Const. BY/AL Type RANCH App SF 2200 +/- Zip 40259 Post TBA Ed. 08-28-86

1st Fl Rms	8	Brs 4	Bths 2	Fv CPT/VIN	C/A	Basement	Marg 24,000
2nd Fl Rms	0	Brs	Bths	Fr	Cl	Fin X	Pay to FUT. FED.
3rd Fl Rms	0	Brs	Bths	Fr	Cl	Util	Type CNV 8.5 %
Total Rms	8	Brs 4	Bths 2				Mo Pmt 330.00
							P I X T X I

Gar Y. Capt Cars 2 App Age 14 Laundry YES
 Elec YES 220 2 Can Air YES Land Ss 10.68 +/- FHA/VA ASM NO
 Gas YES A/C Unit YES Type St PAVED Lnd
 Heat/Fuel GAS Typ NP E/I Kit YES Roof COMP Cyl Rt
 W/H/Fuel ELC Typ 50 Sep D/R YES Foundn PC St/Col X Rt 984
 Water CISTERN Fr/Den HUGE Sewer SEPTIC DR \$218 PG 308
 Stormed Vacant NO
 Sub/Elem WHEELERS Mid CARRITHERS High 3 TOWN Parc ST EDWARD

Rank: SO.FT. NOT WARRANTED. CENTURION HOME PROTECTION WARRANTY, BEAUTIFUL ROLLING AND TREED ACREAGE, SPECIAL 30X24 SHOP, HUGE GAR. POOL, W/SPECIAL DECK AND NEW ADDITION W/ MASTER SUITE W/ LOVELY BALCONY AND 2 BEAUTIFUL FARM RM.
 Listed by AL RING "MUST SEE TO APPRECIATE" Res Ph: 896-4271 Comm SA 3.5
 Owner MR. & MRS. SCHWME City 215 Ph 428-3600
 Let Realtor C-21, JOE G. HAGAN



St COPPERFIELD ROAD # 8714 \$ 79900 Date 4/12/86 L# 29540 Map 612-3
 City WINDY HILLS Co JEFF Subd WINDHURST Sub YES
 City WESTPORT ROAD TO ABRIDGE TO ST. Post TBA Ed. 10/12/86

1st Fl Rms	7	Brs 3	Bths 2	Fv CPT/VIN	C/A	Basement	Marg 30,750
2nd Fl Rms	0	Brs	Bths	Fr	Cl	Fin X	Pay to FIRST NATL
3rd Fl Rms	0	Brs	Bths	Fr	Cl	Util X	Type CNV 11.5 %
Total Rms	7	Brs 3	Bths 2				Mo Pmt 589.42
							P I X T I I

Gar Y. Capt Cars 2 App Age 12 Laundry YES
 Elec YES 220 2 Can Air YES Land Ss 72X104X40 +/- FHA/VA YES ASM YES
 Gas YES A/C Unit YES Type St PAVED Lnd 00129932
 Heat/Fuel GAS Typ FA E/I Kit YES Roof COMP Cyl X Rt 194
 W/H/Fuel ELC Typ 30 Sep D/R YES Foundn PC St/Col X Rt 984
 Water CITY Fr/Den YES Sewer YES DR 5940 PG 0503
 Stormed AND DOORS Vacant NO
 Sub/Elem BURN Mid KAMMERER High BALLARD Parc ST. ALBERT

Rank: SQUARE FOOTAGE NOT WARRANTED. CENTURION HOME PROTECTION WARRANTY, ONE FINISHED BEDROOM IN FULL BASEMENT, EXTRA NICE FLOOR PLAN, IN THE PERFECT LOCATION CLOSE TO EVERYTHING, NICE SIZE DINING ROOM WITH EQUIPPED KITCHEN.
 Listed by AL RING Res Ph: 896-4271 Comm SA 3.5 %
 Owner MR. & MRS. SHOUBHANE City 215 Ph 428-3600
 Let Realtor C-21, JOE G. HAGAN



St MEADOWGATE LANE # 1901 \$ 94,900 Date 02-03-86 L# 24807 Map E15-9
 City LADYBIRD RD/MELGATE/FRN/ST Subd MEADOWGATE Sub YES
 Const. BY/AL Type RANCH App SF 1400 +/- Zip 40223 Post TBA Ed. 08-03-86

1st Fl Rms	8	Brs 3	Bths 1.5	Fv CPT	C/A	Basement	Marg 30,400
2nd Fl Rms	0	Brs	Bths	Fr	Cl	Fin	Pay to AMER.FLET.
3rd Fl Rms	0	Brs	Bths	Fr	Cl	Util	Type CNV 11.75 %
Total Rms	8	Brs 3	Bths 1.5				Mo Pmt 371.00
							P I X T X I X

Gar Y. Capt Cars 2 App Age 18 Laundry FIRST FL
 Elec YES 220 2 Can Air YES Land Ss 40X115 +/- FHA/VA YES ASM
 Gas YES A/C Unit YES Type St PAVED Lnd \$8628
 Heat/Fuel GAS Typ FA E/I Kit CD. Foundn SLAS Cyl Rt
 W/H/Fuel GAS Typ 40 Sep D/R YES Foundn PC St/Col X Rt 982
 Water CITY Fr/Den YES Sewer YES DR 6138 PG 837
 Stormed AND DR. Vacant NO
 Sub/Elem BOWEN Mid WESTPORT High WAGGEMER Parc MOE G.C.

Rank: SO.FT. NOT WARRANTED. CENTURION HOME PROTECTION PLAN WARRANTY (LAST 5YRS. C/A 3.5 GAR, GUTTERS & DOWNSPOUTS, INSIDE AND OUT PAINT, CPT,PAPER, W/HEATER BONE, COUNTERTOP, FENCE, STORM DR & WINDOW.
 Listed by AL RING Res Ph: 896-4271 Comm SA 3.5
 Owner M/M KAMER City 215 Ph 428-3600
 Let Realtor C-21, JOE G. HAGAN



Rockford Lane #2627-29 Price 85,500 Sub 122888 No. 34201 Map H4-D
 City Louisville Zip 40216 Zoning C-1 F.O. 6-28-82

Stor. Area	20	Permitted	No. 4	Fuel Gas	Bus Service	Good	Est. Mfg. Use 46317.23
Cell in Apt.	YES	Water Mts	No. 4	Fuel Gas	Septic		Est. Mfg. Ass. Per. (P)
4th Br.	1019	Security	Stp. R-100	Roof	Shingle		Permits to PL 1340
Lot No.	1	Acct. Value	Land Imp	Total A/C. Val.			Interest Rate 10%
Production	br & fr	Wood	220	Basement	yes		Est. Mfg. Use 478.74
Insulated	NO	Type	Kt Card	Laundry	hook ups		Annual Pmt.
Insulated	NO	Term	Insul	Parking	spaces ample		Total Area Income 19260
Insulated	NO	Showing	Insul	call agents			Less: Operating Exp.
Insulated	NO	Insul	Insul	Insul			Taxes 844.95
Insulated	NO	Insul	Insul	Insul			Insurance 297.95
Insulated	NO	Insul	Insul	Insul			Interest
Insulated	NO	Insul	Insul	Insul			Gas & Elec
Insulated	NO	Insul	Insul	Insul			Repairs & Maint
Insulated	NO	Insul	Insul	Insul			Other Exp.
Insulated	NO	Insul	Insul	Insul			Total Expenses
Insulated	NO	Insul	Insul	Insul			Net Operating Income

Insulated by owner: Water Heat Air Conditioning Electricity Gas to SA 5%
 # of app. 51, # of each type unit: #03, #04, #05, #06, #07, #08, #09, #10, #11, #12, #13, #14, #15, #16, #17, #18, #19, #20, #21, #22, #23, #24, #25, #26, #27, #28, #29, #30, #31, #32, #33, #34, #35, #36, #37, #38, #39, #40, #41, #42, #43, #44, #45, #46, #47, #48, #49, #50, #51, #52, #53, #54, #55, #56, #57, #58, #59, #60, #61, #62, #63, #64, #65, #66, #67, #68, #69, #70, #71, #72, #73, #74, #75, #76, #77, #78, #79, #80, #81, #82, #83, #84, #85, #86, #87, #88, #89, #90, #91, #92, #93, #94, #95, #96, #97, #98, #99, #100, #101, #102, #103, #104, #105, #106, #107, #108, #109, #110, #111, #112, #113, #114, #115, #116, #117, #118, #119, #120, #121, #122, #123, #124, #125, #126, #127, #128, #129, #130, #131, #132, #133, #134, #135, #136, #137, #138, #139, #140, #141, #142, #143, #144, #145, #146, #147, #148, #149, #150, #151, #152, #153, #154, #155, #156, #157, #158, #159, #160, #161, #162, #163, #164, #165, #166, #167, #168, #169, #170, #171, #172, #173, #174, #175, #176, #177, #178, #179, 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#346, #347, #348, #349, #350, #351, #352, #353, #354, #355, #356, #357, #358, #359, #360, #361, #362, #363, #364, #365, #366, #367, #368, #369, #370, #371, #372, #373, #374, #375, #376, #377, #378, #379, #380, #381, #382, #383, #384, #385, #386, #387, #388, #389, #390, #391, #392, #393, #394, #395, #396, #397, #398, #399, #400, #401, #402, #403, #404, #405, #406, #407, #408, #409, #410, #411, #412, #413, #414, #415, #416, #417, #418, #419, #420, #421, #422, #423, #424, #425, #426, #427, #428, #429, #430, #431, #432, #433, #434, #435, #436, #437, #438, #439, #440, #441, #442, #443, #444, #445, #446, #447, #448, #449, #450, #451, #452, #453, #454, #455, #456, #457, #458, #459, #460, #461, #462, #463, #464, #465, #466, #467, #468, #469, #470, #471, #472, #473, #474, #475, #476, #477, #478, #479, #480, #481, #482, #483, #484, #485, #486, #487, #488, #489, #490, #491, #492, #493, #494, #495, #496, #497, #498, #499, #500, #501, #502, #503, #504, #505, #506, #507, #508, #509, #510, #511, 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Office Christmas Party in Prospect, 1986



Office Christmas Party in Prospect, 1986



Office Christmas Party in Prospect, 1986



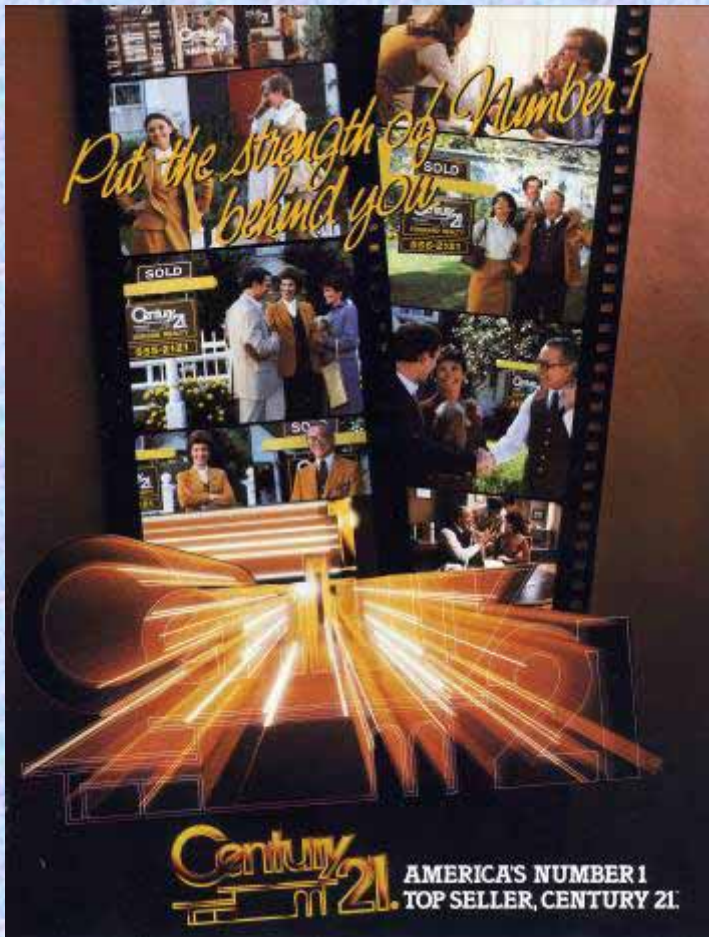
Office Christmas Party in Prospect, 1986



Century 21 Joe Guy Hagan Realtors, Hurstbourne Office, around 1986



Parts of my listing presentation.



Why list with CENTURY 21®?

Because we can sell your house.

- The CENTURY 21 system closes an average of one deal every minute of the day, every day of the year.

Number 1 in recognition.

- The CENTURY 21 system has 99% awareness among homebuyers and sellers.

Number 1 in preference.

- The CENTURY 21 system is preferred 3 to 1 over all of its national competitors combined.

Number 1 in advertising.

- The CENTURY 21 system supports its sales associates with \$24 million in advertising—the largest ad program in the real estate industry.

And more. Much more.

Consumers believe that the CENTURY 21 system:

- has the most professional and best trained sales associates among its national competitors.
- can do more to help buyers and sellers arrange financing than any of its national competitors. (In fact, we have more experience in this area than any other real estate sales organization anywhere.)
- can do more than its national competitors to move you anywhere throughout the country.
- can help you find a small real estate investment property throughout the USA and Canada.



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May Pending Form No. 3029



the Company Service built

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AL RING
Your Real Estate Professional

EDUCATION AND TRAINING

(C.R.S.) Certified Residential Specialist
(G.R.I.) Graduate Realtor Institute
Attended Eastern Kentucky University
Presently attending Jefferson Community College Real Estate Associate Degree Program
Former Sales Manager with CENTURY 21 Franklin Florence
Presently Broker-Salesman with CENTURY 21 Joe Guy Hagan Co.
Successfully completed all CENTURY 21 Training in Residential Sales, Financing and Investing

BUSINESS INTERESTS AND ACHIEVEMENTS

Owned and operated successful retail business in St. Matthews for 12 years, winner of many local and national Beautification Awards.
Member of (N.R.S.E.) Kentucky Real Estate Exchangers
President of Al Ring Builders
General Partner in Real Estate Limited Partnership
Received 1974 Community Service Award and Business Men of the Year from St. Matthews and East Jefferson County Business Association
Million Dollar sales every year of real estate career
1982 CENTURY 21 Sales Achievement Award winner
Certificate of Appreciation from Jefferson County Government

CAREER AND COMMUNITY AFFILIATIONS

Past member of Demolay
Kentucky Colonel
Knight of St. Matthews
Nineteen year active membership of St. Matthews Volunteer Fire Dept. achieving the rank of Major.
Past president of Firefighters, Inc.
Present member of the Board of Directors of the St. Matthews Volunteer Fire Department

MAKING HOMES AFFORDABLE

Four conveniently located offices serving Louisville and surrounding counties

- 119 Thurston Lane 426-3600
- 4035 Taylorsville Road 451-0300
- 4254 Bardstown Road 489-8400
- 7425 Third Street Blvd 367-0202
- Commercial & Investment 423-0124



Corporate Office/Relocation
119 Thurston Lane
Louisville, Kentucky 40228
(502) 426-3670



Member of:
Louisville Board of Realtors
Multiple Listing Service
Kentucky Association of Realtors
National Association of Realtors
Home Builders of Louisville, Inc.
Louisville Condominium Council
International Relocation Consultants
Employee Relocation Council, Inc.
Horse Farms of America



the Company Service built...



AL RING LISTINGS, 1985

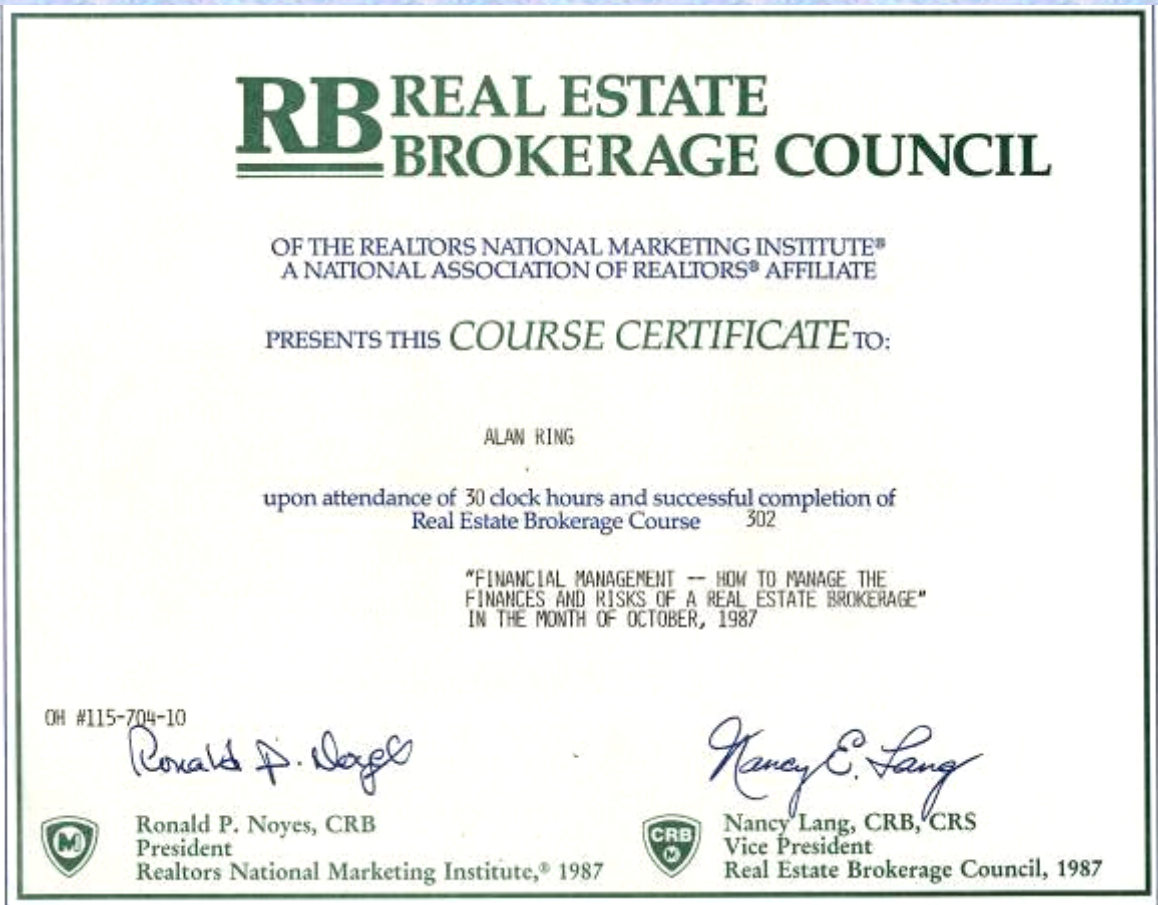
NO.	SOURCE OF LISTINGS :	1984	1985	1986	%	DATE
1	MAIL OUTS	8 22.86%	3 12.00%	3	16.67%	
2	OFFICE REFERRAL	5 14.29%	1 4.00%	1	5.56%	
3	CO LIST, AGENT REF.	4 11.43%	1 4.00%		0.00%	
4	FARM	12 34.29%	15 60%	12	66.67%	
5	OPEN HOUSE	1 2.86%	0 0%		0.00%	
6	OTHER PROSPECTING	5 14.29%	5 20.00%	2	11.11%	
		35	25	18	100.00%	
1	130 BONNER AVENUE	CLOSED		4	\$57950.00	1/1/86
2	202 Mc Arthur Ave.	CLOSED		1	\$48950.00	1/23/86
3	4962 WINDING SPRINGS	expired		4	\$54900.00	2/1/86
4	1901 MEADOWGATE	withdrawn		4	\$54900.00	2/4/86
5	4026 RICHLAND AVE	expired		4	\$68500.00	2/15/86
6	4048 RICHLAND AVE	expired		1	\$58900.00	2/24/86
7	9421 ROUTT ROAD	CLOSED		4	\$129900.00	3/1/86
8	4508MICKLEBURG	CLOSED		1	\$49500.00	3/15/86
9	8714 COPPERFIELD	WITHDRAWN		2	\$79950.00	4/12/86
10	13919 BRUSH RUN	EXPIRED		4	\$13000.00	4/14/86
11	502 KINGLAN ROAD	CLOSED		4	\$84950.00	6/12/86
12	9806 CREEKWOOD RD.	WITHDRAWN		4	\$76900.00	9/1/86
13	11863 RUNNING CREEK	OPEN		4	\$118900.00	9/2/86
14	5004 MARINA COVE	OPEN		4	\$88000.00	10/2/86
15	4015 PLYMOUTH ROAD	CLOSED		4	\$59900.00	10/27/86
16	4510 LUNENBURG RD.	OPEN		4	\$49500.00	10/22/86
17	4713 RUSTBURG PL.	CLOSED		6	\$32696.33	11/7/86
18	4 BLANKENBAKER LN.	OPEN		6	\$6900.00	12/10/86
19						
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35						
AVE	\$63455.35			18	\$1142196.33	

AL RING SALES, 1986

NUMBER	ADDRESS	STATUS	FROM	AMOUNT	#	AVERAGE	DATE
1	9006 WILLOWWOOD	CLOSED	LIST	\$80,500.00	1		1/10/86
2	130 BONNER AVENUE	CLOSED	LIST	\$56,950.00	1		1/30/86
3	314 RING ROAD	CLOSED	CLIENT	\$91,000.00	1		1/23/86
4	202 Mc ARTHUR DR.	CLOSED	LIST	\$46,500.00	1		2/11/86
5	318 LAKE FORREST	SOLD	CLIENT	\$164,000.00	1		3/7/86
6	9421 ROUTT ROAD	SOLD	LIST	\$128,000.00	1		3/16/86
7	EVANS REFERRAL	CLOSED					3/19/86
8	4506 MICKLEBERG	SOLD	LIST	\$45,100.00	1		3/21/86
9	ARBEGUST REFERRAL	CLOSED					4/9/86
10	Claire Dee	CLOSED	PERSONAL	\$27,396.04	1		4/30/86
11	MARIVAN	CLOSED	PERSONAL	\$27,300.00	1		4/30/86
12	AGANZA	CLOSED	PERSONAL	\$24,939.00	1		4/30/86
13	DRUMMOND	CLOSED	PERSONAL	\$25,202.82	1		4/30/86
14	CHANT REFERRAL	CLOSED					6/25/86
15	502 KINGLAN ROAD	CLOSED	LISTING	\$80,000.00	1		9/29/86
16	4015 PLYMOUTH RD.	CLOSED	LISTING	\$58,500.00	1		11/1/86
17	4713 RUSTBURG	CLOSED	PERSONAL	\$32,896.33	1		11/7/86
18	5004 MARINA COVE	SOLD	LISTING	\$81,250.00	1		12/17/86
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33							
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35							
AVE				\$969,334.19	15	\$64,622.28	

AL RING CLOSURES, 1986

NO.	#	ADDRESS	CLOSE PRICE	TOTAL COMMISS.	MY COMMISS.	VOLUME COMMISS.	DATE
1	1	715 LYDGATE COV.	\$51250.00	\$1793.75	\$1076.25	\$1011.67	1/3/86
2	1	223 BRUNSWICK RD.	\$61500.00	\$2152.50	\$1291.50	\$1214.01	1/31/86
3	1	130 BONNER AVE.	\$56950.00	\$1993.25	\$1195.95	\$1124.19	2/26/86
4	1	314 RING ROAD	\$91000.00	\$3185.00	\$1911.00	\$1796.34	2/26/86
5		EVANS REFERRAL		\$535.44	\$321.26	\$301.98	3/19/86
6	1	9006 WILLOWWOOD	\$80500.00	\$2817.50	\$1690.50	\$1589.07	3/20/86
7		CONVENTION			\$250.00		4/3/86
8	1	202 McARTHUR DR.	\$46500.00	\$1627.50	\$1026.98	\$988.39	4/6/86
9	1	ARBEGUST REFERR		\$608.30	\$405.55	\$381.23	4/9/86
10	1	4506 MICKLEBURG	\$45100.00	\$1578.50	\$1052.50	\$989.25	4/16/86
11	1	CLAIRE DEE	\$27396.04				4/30/86
12	1	MARIVAN	\$27300.00				4/30/86
13	1	AGANZA	\$24939.00				4/30/86
14	1	DRUMMOND	\$25202.82				4/30/86
15	1	LAKE FORST	\$164000.00	\$5740.00	\$3887.92	\$3658.31	5/15/86
16		WARRANTY INCOME			\$30.00		6/2/86
17		CHANT REFERRAL		\$364.00	\$254.00	\$239.51	6/25/86
18	1	ROUTT ROAD	\$128000.00	\$3840.00	\$2688.00	\$2526.72	6/27/86
19		WARRANTY INCOME			\$30.00		8/1/86
20		S. CANEDEN REFERRAL		\$549.50	\$384.65	\$361.57	10/16/86
21	1	502 KINGLAN RD	\$80000.00	\$2800.00	\$1980.00	\$1842.40	10/29/86
22	1	4713 RUSTBURG PL.	\$32696.33				11/7/86
23	1	4015 PLYMOUTH RD.	\$58500.00	\$2047.50	\$1433.25	\$1347.25	11/25/86
24		WARRANTY INCOME			\$30.00		12/22/86
25							
26							
27							
AVE	17		\$58872.50	\$1000834.19	\$31632.74	\$20919.31	\$19351.89





1987 August, Hurstbourne Office Declared Itself Top Office In The Company




502 KINGLAN ROAD

BRICK WALKOUT RANCH	FORMAL LIVING ROOM
EQUIPPED EAT IN KITCHEN	FORMAL DINING ROOM
3 BEDROOMS	MASTER SUITE W/ BATH
CENTURION HOME PROTECTION	2 FULL BATHS
BASEMENT	PERFECT QUIET LOCATION
GAS FURNACE	CENTRAL AIR
NEW ROOF	ABOUT 1700 SQ. FEET
52 GAL. WATER HEATER	STORM WINDOWS & DOORS
MATURE TREES	GREAT POTENTIAL
CITY OF WINDY HILLS	CLOSE TO EVERYTHING

This outstanding property is being offered for sale at **\$84,950.00**

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502 BLUE HELEN DR		# 9600	\$ 62900	Date 05/13/87	LS 54117	Map H15-7
JEFFERSON TOWN		Co JEFF.	Subd CHARLENE HEIGHTS			Sta YES
W TAYLORSVILLE RD / COLEGE TO GALENE TO STREET					Post TBA	
Const BV	Type RANCH	App SF 1140	+ Zp 40299			Ed. 11/13/87
1st Fl Rms	5 Bns 3	Bths 2	Fr CPT/HW	Cl A	Basement	Mortg 20800
2nd Fl Rms	4 Bns 4	Bths 2	Fr CPT	Cl Fin		Pay to CUMBERLAND
3rd Fl Rms	3 Bns 4	Bths 2	Fr	Cl Unf X		Typn CNV 8.75 %
Total Rms	9 Bns 4	Bths 2				Mo Pmt 228.04
Gar Y	Capt	Cars 3	App Age 20	Laundry YES FF		PI X T X I
Loc YES	220 2	Can Air	Yes	Land Sz 56X138	+	FHA/VA YES ASM
Gas YES		A/C Unit		Type St PAVED		Ln# 010022014306
Heat/Fuel GAS	Typ FA	E/I Kit YES		Roof COMP		Crnt X Rt .199
W/H/Fuel GAS	Gal 40	Sep D/R	YES	Foundn CRAWL		St/Cnt X Rt .907
Water CITY		Firepic	2	Fr/Den		DB 6239 PG 4
Steward AND DR.		Vacant	NO	Sewer	YES	
Sch Elem HITE		Mid CROSBY		High EASTERN		Postc ST. EDWARDS
Chl Client JEFFERSON		Mid CROSBY		High JEFFERSON		
Rmk: 50. FT. NOT WARRANTED, CENTURION HOME PROTECTION WARRANTY, BEAUTIFUL URB APPEAL, TREED LANDSCAPED BACK YARD, HOME SHOW TENDER LOVING CARE, IN PERFECT LOCATION.						
Listed By AL RING				Res Ph 896-4271		Comm SA 3.5
Owner MR. & MRS. HICKS				# 215		Ph 426-3800
Lst Realtor C-21, JOE G. HAGAN						

BUILDERS BUILDERS BUILDERS

HOME BUILDERS ASSOCIATION OF LOUISVILLE

HOME BUILDING CENTER • 1480 ARTHUR ST. AT BLOOM • LOUISVILLE, KY 40211 • (502) 631-0377

December 19, 1987

Mr. Al Ring
 Al Ring (Century 21 Joe Guy Hagan)
 119 Hurstbourne Lane
 Louisville, KY 40222

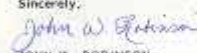
Dear Mr. Ring:

We are happy to inform you that your application for Associate membership in the Home Builders Association of Louisville has been approved by the Membership Committee and the Association's Board of Directors.

Enclosed is your membership dues card, membership certificate (suitable for framing) and an Associate member decal. We urge our members to use this decal on their office or store doors and windows and business cars or trucks. If you need additional decals, they may be purchased for \$1.00 each at the Home Building Center.


Also enclosed is a copy of our 1987 HBAL Directory of members which we are sure you will find useful.

May we take this opportunity to thank you for your interest and support in the continued growth of the home building industry. Your Association is here to serve you by assisting you and all the members of this growing industry in solving whatever problems you might encounter. Your participation in Association activities and programs will prove beneficial to you. If at any time we can be of any help, please do not hesitate to call on any member of your Association's full time staff.

Sincerely,

 JOHN W. ROBINSON
 Executive Vice President

JWR:rd

Enclosures



51 RUNNING CREEK ROAD		# 11803	\$ 118900	Date 9/8/86	LS 39840	Map G17-8
Cty DOUGLAS HILLS		Co JEFF.	Subd DOUGLAS HILLS EAST			Post TBA
Dr WATSON TRAIL, BRUNER HILL TO STREET						Ed. 3/8/87
Const BV	Type 2 STORY	App SF 1600	+ Zp 40243			
1st Fl Rms	5 Bns 5	Bths 5	Fr CPT/PAR	Cl Basement		Mortg 48,875
2nd Fl Rms	4 Bns 4	Bths 2	Fr CPT	Cl Fin		Pay to CUMBERLAND
3rd Fl Rms	3 Bns 4	Bths 2	Fr	Cl Unf X		Typn CNV 8.75 %
Total Rms	9 Bns 4	Bths 2				Mo Pmt 487.00
Gar Y	Capt	Cars 3	App Age 9	Laundry FIRST FLR		PI X T X I
Elec YES	220 2	Can Air YES	Yes	Land Sz 60X214X*	+	FHA/VA X ASM
Gas		A/C Unit		Type St PAVED		Ln# 223239
Heat/Fuel ELC	Typ HP	E/I Kit YES		Roof COMP		Crnt Rt .237
W/H/Fuel ELC	Gal 80	Sep D/R YES		Foundn PC		St/Cnt Rt .984
Water CITY		Firepic 2		Fr/Den 2		DB 5007 PG 993
Steward THERMO & DR		Vacant	NO	Sewer	YES	
Sch Elem HITE		Mid CROSBY		High EASTERN		Postc ST. M.M.
Rmk: SQUARE FOOTAGE NOT WARRANTED, CENTURION HOME PROTECTION WARRANTY, BRAND NEW 2ND FAMILY ROOM (GREAT ROOM) SPECIAL 3 CAR GARAGE W/ OPENER, HUGE SPECIAL DECK, THE PERFECT LOCATION LARGE LOT, AND SO MUCH MORE.						
Listed By AL RING				Res Ph 426-3600		Comm SA 3.5 %
Owner MR. & MRS. HICKS				# 215		Ph 426-3800
Lst Realtor C-21, JOE G. HAGAN						

NO.	SOURCE OF LISTINGS	1985		AL RING LISTINGS, 1987		%	DATE
				1986	1987		
1	MAIL OUTS	3	12%	3	10.57%	0.00%	
2	OFFICE REFERRAL	1	4%	1	5.57%	0.00%	
3	CO LIST AGENT REF	1	4%	0	0%	0.00%	
4	AGENT	15	60%	12	66.67%	60.00%	
5	OPEN HOUSE	0	0%	0	0%	0.00%	
6	OTHER PROSPECTING	5	20%	2	11.11%	20.00%	
			25	18	5	100.00%	
1	208 WOODDED FALLS	CLOSED		4	1	\$115300.00	1/8/87
2	10611 LINN STATION	CLOSED		4	1	\$84900.00	2/25/87
3	2820 DELL BROOK	CLOSED		4	1	\$63900.00	3/6/87
4	9600 Sue Helen	CLOSED		4	1	\$52500.00	5/13/87
5	199 LAKE FORSET	OPEN		1	1	\$229950.00	
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AVE			\$109550.00		5	\$547750.00	

NO.	* ADDRESS	AL RING CLOSINGS, 1987				DATE
		CLOSE PRICE	TOTAL COMMISS.	MY COMMISS.	VOLUME COMMISS.	
1	referral/evelyn	\$0.00	\$217.00	\$217.00	\$0.00	1/8/87
2	warranty comm.	\$0.00		\$30.00		
3	1 5004 Marin Cove	\$81500.00	\$1421.87	\$853.12	\$801.93	2/9/87
4	convention bonus		\$250.00	\$250.00		3/10/87
5	1 11803 RUNNING C.	\$111000.00	\$3885.00	\$2331.00	\$2191.14	5/29/87
6	1 208 WOODDED FALLS	\$112000.00	\$3920.00	\$2352.00	\$2210.88	6/17/87
7	1 2820 DELL BROOK	\$62500.00	\$2187.50	\$1312.50	\$1233.75	6/29/87
8	1 10611 Linn Station	\$81000.00	\$2835.00	\$1760.54	\$1658.48	7/10/87
9	warranty comm. running creek			\$30.00		7/10/87
10	1 619 FOX GATE LANE	\$144500.00	\$4335.00	\$2890.14	\$2716.73	7/15/87
11	warranty comm. wooded falls			\$30.00		7/22/87
12	warranty comm. dell brooke			\$30.00		7/22/87
13	warranty comm. linn station			\$30.00		8/18/87
14	1 9600 SUE HELEN	\$49950.00	\$1748.25	\$1165.56	\$1095.62	9/21/87
15	1 PELLMAN REFERRAL	\$0.00	\$942.00	\$652.90	\$615.22	9/25/87
16	1 Falling Tree Way	\$112500.00	\$1968.75	\$1378.13	\$1295.44	9/29/87
17	ADDITIONAL PELLMAN	\$0.00	\$264.00	\$184.60	\$173.71	10/14/87
18	warranty comm. sue hellen			\$30.00		11/25
19						
20						
21						
22						
23						
24						
25						
26						
27						
AVE	9	\$83883.33	\$754950.00	\$23974.37	\$15527.49	\$13992.90



JOE GUY HAGAN, REALTORS®
119 Hurstbourne Lane, Suite 201
Louisville, Kentucky 40222-4992
(502) 426-3600

MISSION:

TO PROVIDE THE MOST PROFESSIONAL RESIDENTIAL REAL ESTATE SALES SERVICE IN THE EASTERN SECTION OF THE LOUISVILLE BOARD OF REALTORS AREA. MAINTAINING PROFESSIONALS TRAINED TO PROFICIENCY IN ALL AREAS OF RESIDENTIAL SALES AND GENERATING A DESIRABLE GROSS COMMISSION TO THE OFFICE WITH A COMFORTABLE PROFIT TO THE COMPANY. LED BY A MANAGEMENT TEAM AND THEIR SUPPORT STAFF, THIS DEDICATION WILL RESULT IN OUR OFFICE BEING LEADERS IN THE COMMUNITY, LEADERS IN SALES AND LEADERS IN THE REAL ESTATE INDUSTRY.

CLARRICE CAMPBELL

AL RING

We cannot possibly tell you all the good things about our office in this short session. Please call us for an individual appointment to learn further details.

Clarrice and Al

RB REAL ESTATE
BROKERAGE
COUNCIL



430 N. Michigan Avenue, Chicago, Illinois 60611-4092

312/670-3780

July 27, 1988

Alan Ring, CRB, CRS
119 Hurstbourne Lane
Louisville, KY 40222

Dear Mr. Ring:

I am pleased to inform you that your CRB Demonstration Report was approved and accepted as submitted by the CRB Designations Committee Grading Team.

With this successful submission, you have fulfilled all of the requirements for maintaining your CRB designation under the 1985 Prequalification Program.

Congratulations, Alan! I have enclosed for your records your Requirements Chart.

Sincerely,

Owen W. Zimmer
Member Services Manager
REAL ESTATE BROKERAGE COUNCIL

GMZ/1

enc.

The Real Estate Brokerage Council is the professional organization for Brokerage Management of the INSTITUTE* as affiliate of the NATIONAL ASSOCIATION OF REALTORS*

AL.....

We have a Sales Trainer who's second to none!
Just give him a job, and he'll see it gets done!
He's also a Manager and computer "Whiz",
He's convinced us it'll help in the Real Estate "Biz".

He loves the new agents, showing them how it's done,
How to list and to sell and do it -- with fun!
His ability to teach, we are certainly not doubting,
'Cause before Graduation they'll do lots of shouting!

Nothing he does is ever done sloppy,
'Cause of our General Patton -- he's A carbon copy!
He attacks all his challenges with such vigor and zest,
That anything he does just must be the best!

Our Al is a mystery, he can come on so "tough",
But those who really know him are aware it's just a bluff!
For we know he cares deeply, and we also know that...
Down deep in his heart, he's a real "pussy cat"!

He tells of his homelife -- his lovely wife and son,
About the redecorating that's finally all done!
About the Family Room fireplace and gathering of logs,
And he really lights up when talkin' 'bout his dogs!

So, Al, keep on pluggin' and doing your best,
And, one day, the Lord will say, "You've passed the test!"
We're grateful and thankful for all that you do,
So we're sending these thoughts -- along with love, too!

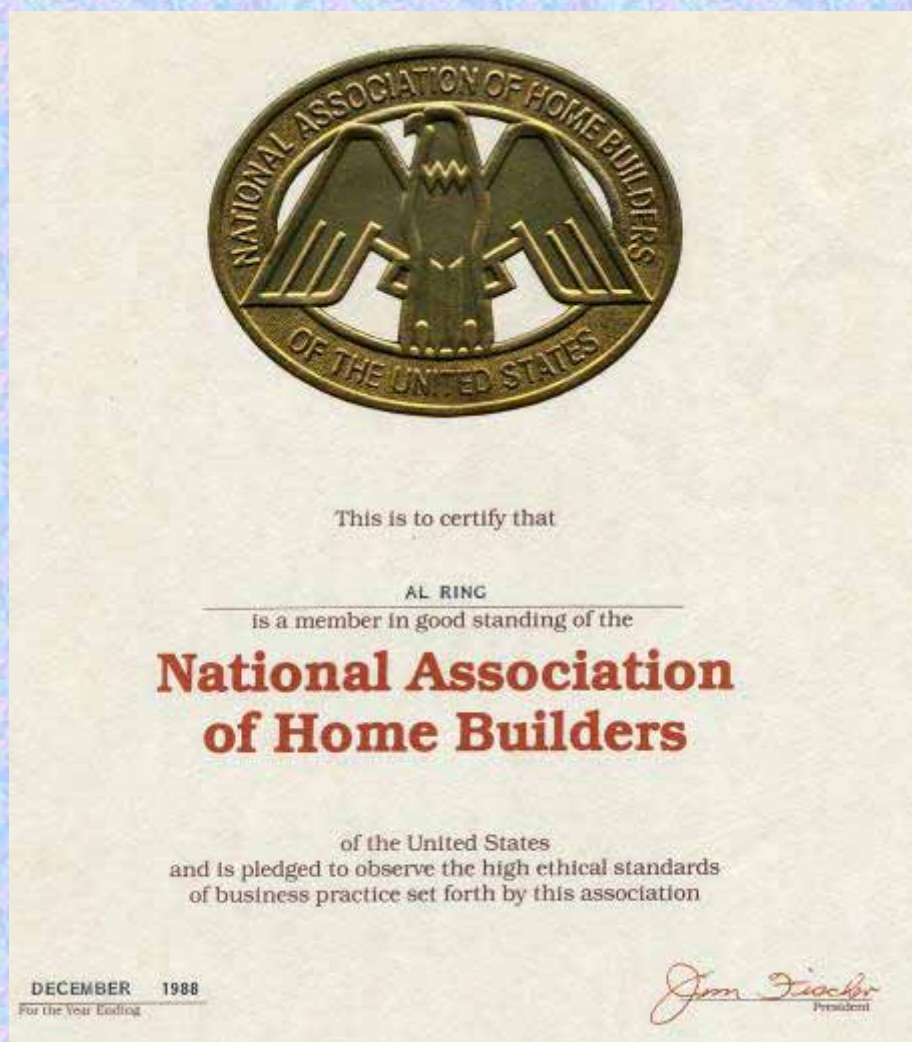
.....Bev Shanks '88

Pat Duncan & Clarice Campbell



THE
MOTLEY
~~MAGNIFICENT~~
THREE . . .





1988 PRODUCTION

LISTINGS:		GOAL	TOTAL:		
#	Location	Status	Amount	Date	Average
1	12505 Echo Bridge Road	closed	\$69500.00		
2	393 Deer Cross	for sale	\$269900.00	4/6/88	
3	199 Lake Forest Park	sold	\$229900.00	4/88	
4	331 Lake Forest Park.	for sale	\$229900.00	5/25/88	

TOTALS \$799200.00

SALES:		GOAL:	TOTAL:		
#	Location	Status	Amount	Date	
1	12505 Echo Ridge Rd.	closed	\$65500.00	2/25/88	
2	199 Lake Forest Park.	closed	\$227000.00	5/25/88	
3	806 Farmingham Rd	sold	\$112000.00	11/4/88	
4	393 Deercross	sold	\$267000.00	11/15/88	

TOTALS \$671500.00

CLOSINGS		GOAL:		TOTAL:			
#	address	close price	gross comm.	my comm.	c21 fee	volume	date
1	#7 Blankenbaker Lane	\$3500.00	\$500.00	\$300.00	\$18.00	\$282.00	2/17/88
2	12505 Echo Bridge	\$65500.00	\$1146.25	\$687.75	\$41.27	\$646.48	3/17/88
3	referral Bev Shanks tiles		\$290.50	\$174.30	\$10.46	\$163.84	4/1/88
4	Warranty, Echo Bridge			\$15.00		\$15.00	5/1/88
5	119 Lake Forest		\$2270.00	\$1362.00	\$81.72	\$1280.28	7/1/88

T \$69000.00 \$4206.75 \$2539.05 \$151.45 \$2387.60

Century 21 Joe Guy Hagan, Nassau Cruise, April 28, to May 1, 1989



Century 21 Joe Guy Hagan, Nassau Cruise, April 28, to May 1, 1989



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Century 21 Joe Guy Hagan, Nassau Cruise, April 28, to May 1, 1989





Al Ring

G.R.I., C.R.S., C.R.B.

Home: (502) 896-4271



JOE GUY HAGAN, REALTORS®

119 Hurstbourne Lane Suite 201

Louisville, Kentucky 40222

Office: (502) 426-3600



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Louisville, KY

the Update

Mortgage Outlook

Mortgage trends and changes in mortgage options will continue to require you to stay on your toes. "There are almost as many mortgage products as lenders out there," according to a senior vice president of the loan division of a Chicago bank.

These observations characterize the mortgage market today and probably tomorrow, too. Because of the variety of products and the variability of the market, keeping up with the latest mortgage information can be difficult. The solution is to read newspapers and business publications and ask



a lot of questions.

Mortgage Products

A real estate broker who speaks nationally on financial trends recently

said, "Lenders are struggling right now because of the decreased volume in loans. Business has dropped off, and lenders are trying to set them-

selves apart. It's a competitive arena."

One change is with the **adjustable-rate mortgage.**

(continued on page 4)



JOE GUY HAGAN REALTORS®

119 Hurstbourne Lane - Suite 201
Louisville, Kentucky 40222
(502) 426-3600

November 30, 1989

Kentucky Real Estate Commission
10200 Linn Station Road
Louisville, KY 40223

Dear Staff:

Please be advised that effective this date, Alan D. Ring, Broker Associate, will no longer be affiliated with this company. We understand that he is transferring to RE/MAX Properties East.

Attached you will find his license.

Yours truly,

A handwritten signature in cursive script that reads "Joe Guy Hagan".

Joe Guy Hagan,
President

dlb

cc: Louisville Board of Realtors
Alan D. Ring
Bookkeeper
File

Letter sent to all Hurstbourne Agents.



JOE GUY HAGAN REALTORS®
119 Hurstbourne Lane Suite 201
Louisville, Kentucky 40222
(502) 426-3600

DEC-19

Dear Marvin:

At this time in my real estate career, I have decided to make a change. I am going back to selling real estate and will be actively pursuing my interest in building. Due to my managing responsibilities, I felt it would be difficult to leave management and return to sales and building while continuing with this office.

I have joined the team at Re/Max Properties East and have started A & K Builders Inc. With these changes, there will come new opportunities for future business together.

Thank you for allowing me to be a part of your real estate career. My hope is that our work together has been positive and that it will continue to be helpful to you in the years to come. You are an important part this company and have the added benefits from two fine managers in Clarrice and Pat.

Best wishes and keep up the good work.

Sincerely,

A handwritten signature in cursive script that reads "Al Ring".

Al Ring
G.R.I., C.R.S., C.R.B.