

# NEWS-JOURNAL

# Real Estate

AUGUST 6, 1998



## REALTOR OF THE WEEK

### Albert Velasco

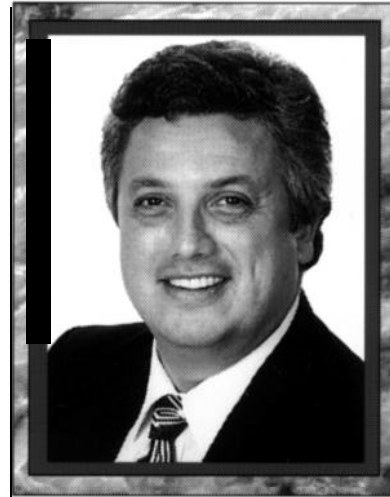


" Prompt and personal service is what I deliver to my clients," says Albert Velasco of Re/Max of Rancho Bernardo.

"Knowing that people need a professional Realtor to find a home in this stressful market is not enough. I take great care to see that each and every person receives my personal attention," he says, remarking that his clients are not treated as "just another transaction."

"I love to talk to the family after the sale of their home or they have moved into their new home. I am often told that it has been a pleasure to have me as their consultant and that I helped them beyond their expectation as their Realtor. My clients ask me to keep in touch," Velasco adds with pride. "I also have the pleasure of having many repeat clients and receiving excellent referrals."

According to Bill Simmons, broker/owner of Re/Max of Rancho Bernardo, "Personable and resourceful are the first thoughts that come to mind about Albert. He has been a great asset to Re/Max of Rancho Bernardo since I brought him on board. His style is professional and to-the-point, and that is what I first liked about him.



ALBERT VELASCO

"Albert's clients have expanded his expertise to many aspects of the real estate market, and he is well versed in consulting in any situation."

Simmons also noted that with Velasco's completion of *all* the necessary educational requirements from real estate law to appraisal of homes and his extensive experience, Velasco is ready to be a Broker.

Velasco advises home buyers, "Be patient to find the home you want, not the home your real estate agent wants for you. I do feel that it is difficult to find a home in this market, but if all the facts about the home are brought to you properly, you will know you have found the right home for your family."

Albert Velasco can be reached at 485-1 700 or by e-mail at [realtor@albertvelasco.com](mailto:realtor@albertvelasco.com). He also has a Web page at [www.albertvelasco.com](http://www.albertvelasco.com).