

# Lynden Tribune

ESTABLISHED IN 1888

OCTOBER 29, 2014

LYNDEN, WASHINGTON • \$1

## Pete Blankers retiring after nearly 40 years in real estate

He takes a people-based approach

By Calvin Bratt  
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LYNDEN — From the start, it was the possibility of a personal touch that drew Pete Blankers into real estate sales, and that priority still is first on his mind at retirement 40 years later.

Blankers decided in the mid-1970s that he wanted more interaction with people, including the chance to share his faith, than he could get being a dairy farmer.

"I wanted to be around people and I wanted a change of industry. I had started helping my dad milk cows at the age of 7," said the 81-year-old at the Muljat Group North offices in downtown Lynden Monday.

Blankers is truly retiring, with an open retirement party this Thursday, Oct. 30, from 4 to 6 p.m. in the Mt. Baker Rotary Building to celebrate the occasion.

The most important thing in this business of helping people buy and sell property is listening to them more than talking, Blankers said. Then the satisfaction comes in getting that young couple in just the right first house for them or helping that farmer transfer his farm to another generation.

"Seeing their goals accomplished," Pete sums up. "An opportunity to help people with their biggest investment in life," adds son Jerry Blankers, who has been nearly a lifetime partner with dad.

Pete started out in January 1975 on the realty side of the Snapper Shuler Kenner firm downtown. In addition to having those original partners still involved, his co-workers in land sales were Joe Entrikin, Glenda Parish, Glenn Terpstra and Bill Robins Sr.

In 1994 the company created a separate new building for real estate, and that's also when Jerry came in fully as the agency broker, reversing roles with Pete. Son Rod is also involved as a sales associate.

The other big change for the Blankers-led company — now at about 25 employees — was to come under the local Muljat umbrella in 2010.

What else has changed across all those years? Much. For one, the number of financing sources available to buyers. For another, the internet as the place people usually start their property searching.

To which, replies Blankers, "You don't actually have a client until you meet face to face."

Through it all, Pete has sought to bring his steady people-based principles of honesty, service and hard work to the business. For a while he ran wise comments on life, in a space called By the Way, along with his advertising of properties for sale.

He says he never expected to have a 9-to-5 schedule or a 40-hour work week. He will do all he can to help people out. "I want them to succeed in what they do. I enjoy being part of that," he said.

Pete notes that, in the Lynden community, he was involved in the establishment of both New Life Fellowship and Faith Community Church.

Personally, he lost his first wife, Tilly, in 1992. He is now married to Gigi.

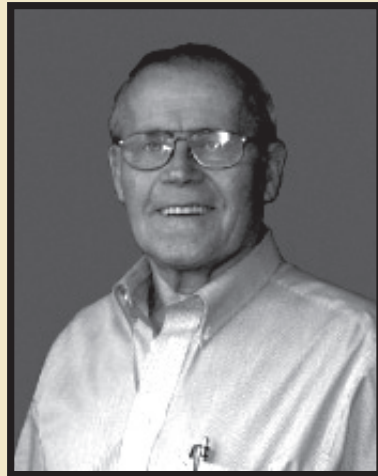
He offered this as a final note he wanted to say: "No man is successful in himself without true faith in God and the full support of his wife and family!"

**RETIREMENT PARTY**  
for Pete Blankers, Realtor  
4 to 6 p.m. Thursday, Oct. 30  
Mt. Baker Rotary Building,  
1775 Front St., Lynden  
Appetizers and refreshments  
to be served



Pete Blankers' sons Jerry, left, and Rod have been with him for most of his years in real estate. (Calvin Bratt/Lynden Tribune)

  
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**PETE BLANKERS**