

304 Farmington Farmington Hills
 FRANKLIN KENNELS built - Open Cape Cod, 3 bedrooms, 2 1/2 baths, large living room, formal dining room, finished garage, very carpet & more. \$129,900. Call 855-6570.

GRANDER SPRINGBROOK RANCH!
 3 bedrooms, 1 1/2 baths, large living room, formal dining room with built-in place, beautiful lot, 2 car attached garage, desirable pool. A must see! Call Heppard - Van Acker Realty 855-6570.

ONE-OF-A-KIND
 Beautiful colonial in the most beautiful lot, 114 x 134, with circular drive, 2nd side drive, attached garage, family room with fireplace, 3 full baths, pool. This is the builder's new home with all the extras set up for immediate sale. In the 3100 sq. ft. colonial, you'll find it was built for you. \$119,900. Call for more info.

BILL PALMER
 Century 21 Gold House Realtors
 420-2100 464-8881

304 Farmington Farmington Hills
 OPEN SUN. 1-4
 1334 N. LAFAYETTE - 1/2 of 18 Acs. E.E. Farmington. Walk to the community center and downtown Farmington. Beautiful lot. Large well kept ranch on private lot. A beautiful 3 bedroom estate. \$119,900. Call for more info.

JOANNE
 Century 21 Gold House Realtors
 478-4860 261-4700

OPEN SUN. 2-5
 CUSTOM CONTEMPORARY
 1154 VALLEY FORDS/115196
 1154 Valley Ford, 7700 sq. ft. 4 bedrooms - high style. Large master bedroom with walk-in closet. Large kitchen with granite counter tops. Call for more info.

STUNNING RANCHED FRONT!
 Low taxes, very well kept, 3 bedrooms, finished basement, attached 2 car garage. Walk to elementary school and downtown Farmington. Meticulous condition. Call for more info.

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 420-2100 464-8881

304 Farmington Farmington Hills
 ROLLING GREENS - Beautiful contemporary 3 bedroom colonial on corner lot. Professional landscaping. Finished basement. Low taxes. Must see! \$119,900.

SCENIC AREA
 One of Farmington's finest neighborhoods. This is a beautiful 3 bedroom colonial with a large lot. Call for more info.

6 YEARS OLD
 Great Colonial, 3 bedrooms, 2 1/2 baths, large lot. Call for more info.

NEW CAPE COD
 Custom built in North - other word is luxury. Call for more info.

CENTURY 21 SUBURBAN
 349-1212 281-1820

305 Brighton-Hartland South Lyon
 Desirable Area
 South Lyon - 1 bedroom brick ranch, brick front, finished basement, large lot. Call for more info.

DICK RUFFNER
 Century 21 Gold House Realtors
 459-8000

306 Southfield-Lathrup
 LATHRUP VILLAGE - Silver Lake area. 3 bedrooms, 2 1/2 baths, large lot. Call for more info.

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306 Southfield-Lathrup
 BEST COLONIAL BUY IN THE CITY
 This Colonial, 3 bedrooms, 2 1/2 baths, large lot. Call for more info.

STATE WIDE SUMMIT
 BIRMINGHAM SCHOOLS
 Beautifully decorated 4 bedroom 2 1/2 bath colonial with 2 car attached garage. Call for more info.

REDDING
 851-8252

LAND CONTRACT TERMS WITH 20% DOWN
 Available on this well located Southfield colonial, 3 bedrooms, 2 1/2 baths, large lot. Call for more info.

CRANBROOK REALTORS
 LATHRUP VILLAGE - Silver Lake area. 3 bedrooms, 2 1/2 baths, large lot. Call for more info.

KNOW RIDGE
 Beautiful 3 bedroom, 2 1/2 bath colonial with 2 car attached garage. Call for more info.

HARVEY
WOLFE
 474-5700

306 Southfield-Lathrup
 AFFORDABLE CAPE COD
 Conditioned exterior of granite on a well located lot. Call for more info.

306 Southfield-Lathrup
 LEONARD SCHOOLS - First class Colonial in one of the best neighborhoods in the city. Call for more info.

306 Southfield-Lathrup
 SOUTHFIELD 3 bedroom Ranch, 1 1/2 baths, large lot. Call for more info.

306 Rochester-Troy
 BEAUTIFUL WOODS - 4 bedroom colonial, 2 1/2 baths, large lot. Call for more info.

306 Rochester-Troy
 BEAUTIFUL WOODS - 4 bedroom colonial, 2 1/2 baths, large lot. Call for more info.

LOT OWNERS FREE ENERGY PACKAGE 11% Construction Financing FALL SPECIAL

ENERGY PACKAGE
 2nd Exterior Wall
 1-2 Windows
 1-2 Sill Caps
 High Energy (pink) Windows
 1/2" Insulation
 Insulated Foundation
 Must sign before Nov. 15


HOME OWNER PARTICIPATION Available or we can do it all!

Hauser & Baur CUSTOM BUILDERS INC.
 "FOR THE QUALITY YOU DEMAND"
 For an appointment call (313) 832-7500 or (313) 871-7000 or stop in Monday-Friday 9:00 a.m. to 5:00 p.m., Saturday & Sunday 1 p.m. to 5 p.m. or anytime by appointment
 11528 Highland Rd. (at 98) Hartland, MI 48029
 1 mile East of US 23

Heppard - Van Acker & Associates ANNOUNCEMENT

Georgia Heppard is pleased to announce that Al Van Acker has joined the firm of Heppard - Van Acker & Associates. Mr. Van Acker brings 15 years of successful experience in marketing real estate in the suburban communities. They warmly extend an invitation to visit their new offices located at 30004 W. Twelve Mile Road, just East of Orchard Lake Road and directly across from Harrison High School. The entire staff of sincere, service oriented professionals is anxious to meet your real estate needs.

Heppard - Van Acker & Associates 855-6570



the MICHIGAN GROUP REALTORS

Announcing

Linda Beltzman
 Linda has lived in the Farmington Hills - West Bloomfield area for the past six years. She brings to The Michigan Group the same sense of commitment that enhanced her former career as an educator. Linda is definitely people-oriented. Allow Linda to extend to you her professional services so that your next Real Estate transaction is a profitable and enjoyable experience. Call her at 851-4990.

Kathy McCaw
 Kathy McCaw wants to put her energy and enthusiasm into helping you sell your home. New to The Michigan Group she comes recently from Illinois with her daughter Desiree. Kathy has sold over 700,000 in Real Estate in the last 7 months. Come join her happy list of satisfied customers! Call 851-0600.

Vicki Nelson
 Formerly with Real Estate One, Vicki has recently joined The Michigan Group. She brings 20 years of sales and management experience in the travel industry where the highest commitment to customer service is imperative. A marketing degree in Real Estate, Education at Wayne State University & O.C.C., all add to her natural enthusiasm and professional attitude. Remember Vicki for all your real estate needs. Call 851-4990.

Eloise Barnett
 Formerly associated with Real Estate One, Eloise has completed extensive training in marketing, finance and law. She brings her enthusiasm, energy and professionalism to The Michigan Group and will happily assist you with your real estate needs. Call her at 851-0600.

May Roach
 May Roach joins The Michigan Group. She has 7 years experience in the service oriented professions of Dentistry and Cosmetology. She brings to Real Estate, enthusiasm and professionalism. Let May's years of experience in working with people assist you with the many services The Michigan Group has to offer. Call her at 851-4990.

Would you like your picture here?
 To learn about our 100% pay program call Bob Massaron or Pete Orlop at 851-4990.

the MICHIGAN GROUP REALTORS

BRIGHTON OFFICE
 4803 1/2 MIDDLEBELL ROAD WEST BLOOMFIELD (313) 851-4100

ANN ARBOR OFFICE
 1499 MIDDLEBELL ROAD WEST BLOOMFIELD (313) 851-4100

JUST LISTED

LAKEFRONT - 10 ACRES
 21 1/2 Acre Colonial, 4 bedrooms, 2 1/2 baths, study, 1st floor laundry, gourmet kitchen, walk-out lower level, swimming pool, 2 car garage. Call for more info. \$181,900. THE MICHIGAN GROUP 851-4100

COMFORT YOU CAN AFFORD
 92-7A 3 large bedroom Colonial, central air, family room with fireplace, first floor laundry, gourmet kitchen, 2 car garage. Call for more info. \$129,900. THE MICHIGAN GROUP 851-4100

JUST LISTED - OPEN SUNDAY 1-4
 65 AV LATHRUP VILLAGE - Large well maintained semi-contemporary Colonial, hardwood floors, gourmet floor in family room, new wallpaper and fixtures. Large private fenced backyard. Single with maintenance free exterior, neutral color. \$119,900. THE MICHIGAN GROUP 851-4100

WEST BLOOMFIELD
 90 COR LORV 4 Bedroom Frontal built Colonial has all the amenities for gracious entertaining, set on 1/2 acre wooded lot in a fantastic family subdivision. Fresh and neutral decor and 2 bedrooms possession is a bonus! Priced to sell at \$149,500. THE MICHIGAN GROUP 851-4100

NEW
 AV 97 8000s 4 bedroom Colonial with finished basement in beautiful Northville Village. Priced at only \$68,800, come see it before it's gone! THE MICHIGAN GROUP 851-4100

JUST LISTED

47 FO TREES, TREES, TREES
 One year old beautifully maintained and recently decorated 4 bedroom Colonial in great family area of newer homes. 2 1/2 baths, family room with fireplace, formal dining room, Charming brick walk out, finished 1st floor, generous wooded setting. Large southern deck with privacy. Owner transferred. \$129,900. THE MICHIGAN GROUP 851-4100

WEST BLOOMFIELD
 CA. Princeton built Home/Private subdivision, close to schools, buses and all areas. Mature trees. Open separate floor plan with vaulted ceiling in family room. Bright decorator colors. Best landscaping and beach/area privileges. \$72,900. THE MICHIGAN GROUP 851-4100

COUNTRY CHARM
 OL Roof! Look no further. This is the home you have been waiting for. Charming 4 bedroom ranch with history. Primarily finished and newly carpeted. Lovely front porch. 3 bedrooms, 2 1/2 baths, 2 car garage, workroom. Priced to sell! THE MICHIGAN GROUP 851-4100

GREETINGS FROM THE GROUP 100% PAY PROGRAM

COMPARE TO YOUR EXISTING COMMISSION STRUCTURE AND GIVE YOURSELF A RAISE!!

IF YOUR AVERAGE SALE PRICE IS \$110,000.00 AVERAGE COMMISSION @ 3% = \$3,300.00 Gross

VOLUME	GROSS	YOUR COMMISSION	UNITS
1,000,000.00	30,000.00	18,000.00	0
1,250,000.00	37,500.00	22,500.00	11
1,500,000.00	45,000.00	27,000.00	14
1,750,000.00	52,500.00	31,500.00	17
2,000,000.00	60,000.00	36,000.00	18
2,250,000.00	67,500.00	40,500.00	20
2,500,000.00	75,000.00	45,000.00	23
2,750,000.00	82,500.00	49,500.00	27
3,000,000.00	90,000.00	54,000.00	28
3,250,000.00	97,500.00	58,500.00	30
3,500,000.00	105,000.00	63,000.00	32
3,750,000.00	112,500.00	67,500.00	34
4,000,000.00	120,000.00	72,000.00	36

CALL BOB MASSARON OR PETE ORLOP AT 851-4990

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They said "YES" to The Michigan Group
 A sincere Welcome to

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