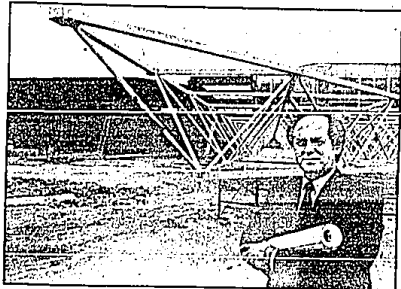


Hills office boom provides food for thought



RANDY BORST/staff photographer

Robert Moon of Morris and Moon Real Estate Group, outside a new office development on Northwestern Highway. It's one of many area projects for which he is handling the leasing.

Continued from Page 1

cessions, but not a Houston," he said of the Hills.

The present, controlled development is good for Farmington Hills, he said, because "it increases the tax base rather markedly."

Comparatively, Houston today has a 25-30 percent office-space vacancy estimated by Kleiman to be worth \$10 million because of the uncontrolled, speculative growth that occurred.

THE HILLS is following growth throughout Oakland County, where about \$4 million in commercial space was leased in 1985, Kleiman said.

There is \$8 million in development either under construction or planned for this year, compared with an average \$1.5 million historically leased

countywide several years ago, he added.

Between developers and the real estate brokers, the growth is strictly controlled, which makes it a positive situation.

"Part of this is self-governing," Moon said.

"Developers are concerned what they are going to do different or better. They're holding back and building in stages," instead of building large office complexes, he added.

"You don't see buildings like the Towne Center going into Farmington," Moon continued. Speculative building is limited to building "enough so he (the builder) has a product to show."

PRIME COMMERCIAL land in Farmington Hills is quickly being filled, officials have said. Kleiman — an Auburn Hills resident — said

this points logically northward to his hometown as a continuing growth target.

The estimated 60,000 jobs coming to the area — including about 8,000 from the General Motors-owned Hughes Aircraft — will probably settle in the Auburn Hills area or in downtown Detroit.

Although the Detroit business market is unique from other metropolitan areas with most Class A office space contained in the suburbs, Kleiman said he believes the situation might change.

"I'm probably in a minority saying this," Kleiman said, "but I think downtown (Detroit) will be recognized for its development potential

in the next two years. It's increasingly fertile for development."

Moon disagrees. "People just don't go in that direction," he said. "Our business is still north and northwest. Just as we moved our homes, businesses are moving this way."

THE EPICENTER will be on the west side predominantly near the Eight Mile and Haggerty intersection, Moon said.

"It's a very, very strong center of absolute major development. It will be a pinnacle of the office market."

Moon views southeast Michigan development as a whole, but also looks at Farmington Hills in segments along the commercial corridors. The city appealed in the past to larger, corporate users whose executives had moved here, he said.

Today, the competition is for service-type companies where customers drive to the business, and which need access to freeways and the airport.

"They have to be able to take their companies where they get the visibility," Moon said.

Hopes and plans for an additional freeway exit are "very critical," he

added.

MOON CALLED western suburban growth, including that in Farmington Hills, "a respite from that terribly congested feeling" in Southfield.

"I guess it's a matter of regret. Are they vacating one building just to fill another?"



FOR A MORE lustrous sheen spread a few drops of lemon juice. Then shine with a wet cloth. For quick results when you want to sell something, try an Observer & Eccentric Classified Ad.

Lloyd Williams

Saks Fifth Avenue - Troy cordially invites you to preview the LLOYD WILLIAMS SPRING '86 SPORTSWEAR COLLECTION in our Somerset Store THURSDAY-SATURDAY, APRIL 10TH-12TH.

Come meet our special representative and see what's new from Lloyd Williams - coordinated separates, perfectly suited to take you from weekdays in the office to weekends off!

Visit our Updated Sportswear Collection and register to win a complete outfit from Lloyd Williams, to be awarded in our drawing on Saturday, April 12th. Refreshments and informal modeling from 11 am-4 pm.

Salute the season ahead with the look of Spring '86 - from Saks Fifth Avenue and Lloyd Williams!

Updated Sportswear, First Floor, Troy

Saks Fifth Avenue

Somerset Mall, Big Beaver at Coolidge, Troy



- A co-educational Catholic High School dedicated to the moral, intellectual and physical development of its student body
- Conveniently located on Beech Daly Road between Grand River and 8 Mile Roads in Redford Township
- Accredited by the University of Michigan
- 30 years in Redford Township
- Grades K-12
- Large enough to offer a complete curriculum
- Small enough for individual attention

OPEN HOUSE

Tuesday
April 8

5 P.M. to 8 P.M.

Please call for further information
532-3317
St. Agatha High School
25707 Pembroke
Redford, Michigan 48240

Balance your spring wardrobe with savings.



Sagebrush®
Clothes You Live In

GALS' POPOVER JACKETS

100% cotton, drawstring collar style in sizes S-M-L. **\$11.99** SAVE \$8.00

GALS' SUPERSTRAIGHT JEANS

5-pocket styling in 100% cotton, sizes 3-15. Save \$8.00 **\$19.99** REG. \$27.99

GUYS' JACKETS

Choose from a large selection of colors and styles in Wild Wheat®. Sizes S-XL. **\$15.99** REG. \$22.99, \$24.99

GUYS' "VICE-LOOK" BLAZERS

100% cotton sheeting in an assortment of colors. Sizes S-L. **\$16.99** REG. \$24.99

GUYS' GREENLINE SEPARATES

Choose from our entire selection of shirts, knits, slacks and shorts in several styles and colors.

25% OFF
REGULAR PRICE

GUYS' CASUAL SLACKS

Season's best styles and colors in twills, tropicals and cotton sheeting styles. Waist sizes 29-38. **\$11.99** REG. \$19.99

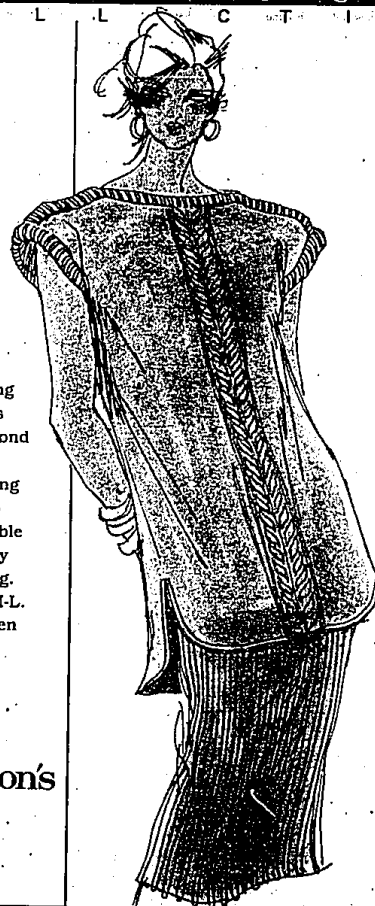
VISA® and Mastercard® accepted. Prices good through Saturday, April 12, 1986.

• TEL-TWELVE MALL • WESTLAND MALL • NEXT TO MEIJER® IN ROYAL OAK • FORD ROAD AT CANTON CENTER • PARDEE AT EUREKA IN TAYLOR

S I G N A T U R E C O L L E C T I O N

Longer, leaner and shaped along simple lines that go beyond classic. A witty melding of linen, rib knit and cable stitching. By Ricky Yeung. Sizes, P-S-M-L. Orchid. Linen shirt tail tunic, \$82. Ribbed knit skirt, \$82.

Jacobson's



We welcome Jacobson's Charge Card or The American Express® Card.

Shop until 9 p.m. on Thursday and Friday
Until 6 p.m. on Monday, Tuesday, Wednesday and Saturday

ANN ARBOR BIRMINGHAM DEARBORN EAST GRAND RAPIDS EAST LANSING GROSSE POINTE JACKSON KALAMAZOO ROCHESTER SAGINAW TOLEDO