

Harry H. Jones, President & General Manager of Westdale Co., congratulates the following Salesmen as Award Winners for 1973. The Awards were presented at the Annual Westdale Banquet, held at the Pentland Hotel in Grand Rapids:



VINCE VORNHAGEN
2nd Year with Westdale
Top Office Salesman Award
1st Year Member 500 Club Award



JOHN KARE
A Million Dollar Salesman
from Chicago
1st Year with Westdale
Service Sales Award



G. KIRK WANGBICHLER
Brighton Office Sales Manager
3rd Year with Westdale
2nd Year 500 Club Award



PAUL SUMMERCOTT
Administrative Asst.
Formerly of Westdale Co.
Kalamazoo
5th Year with Westdale
3rd Year 500 Club Award



**OPEN DAILY 9 to 9
OPEN SUNDAY 10 to 5**



WHY LIST WITH WESTDALE?

33 Professional Sales Associates to Serve You;
Equity Loan Program to Assist Your Move;
Largest Advertising Budget to Promote Your Home;
21 State-wide Offices Working Together to Serve You;

Direct Affiliation with Offices on Both the East and West Coasts of Florida;
Multiple Listing Service;
Advanced Real Estate Education for Our Sales Associates to Serve You Better;
Photo State-wide Advertising;
Local Photo Advertising;
National Referral Program to Assist Your Move to Other States.

BOTH SIDES OF INFLATION

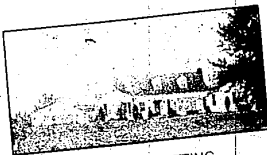
Owners of real estate invariably profit more than other investors during periods of inflation. But to be fair, it should be noted that inflation is a two-headed animal. What inflation gives, it also takes, might be an obvious conclusion. Granted, rising costs tend to push the value of a home upwards. However, the expense of owning and living goes up at the same time. Routine repair and maintenance costs are now climbing 5-10 per cent a year. Property taxes are edging up just as ominously. Insurance premiums increase also with the value of the house. Of course, you can't avoid these costs, whether you own or rent, because these increased costs are passed on to the tenant. Therefore, the only way to protect yourself is to own the property.

Another advantage of ownership, these expenses are offset considerably by the deductions you're allowed for interest and property taxes on your income tax. Then too, you'll be paying off your home mortgage with cheaper dollars, assuming some inflation continues. Inflation can be a great benefactor to the people who are prudently in debt on well located property.

If you have any questions concerning marketing or buying real estate, call one of the professionals at Westdale Co.

IN FARMINGTON

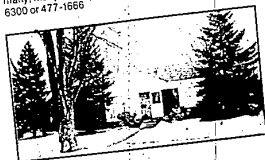
from \$19,900



BEAUTIFUL SETTING
T-017 Beautiful 4 Bedroom, 1 1/2 Story home in lovely area with over one acre of property. Natural Marble Fireplace in Living Room & Family Room. Terrace. Walk-out to Basement. Mud Room. Extra Large Garage. Call for many, many more extras. Harry H. Jones-Westdale 477-6300 or 477-1666



TREES AROUND THIS 5 ACRES
T-015 Eight rooms and over 1800 sq. ft. of Living area on one floor. 4 bedrooms, Finished Rec. Room with Fireplace. Ceramic Baths. Fieldstone Walls in Basement. Loads of trees on a 5 Acre lot. Call Harry H. Jones-Westdale 477-6300 or 477-1666



WARM-SWEET-COZY
L-036 Warm, sweet, cozy are words that really can describe this immaculate 2 Bedroom Ranch with Family Room & fireplace located in Farmington. Close to shopping & schools. Low assumption. Call for information. John Kare-Westdale 477-6300 or 522-6626



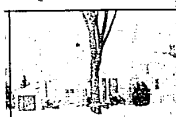
EVERYTHING YOU EVER WISHED FOR
F-012 The home that has everything you ever wished for, 3 Bedrooms, study, hobby room, Family Room, 2 Natural Fireplaces, Rec. Room, in Basement, 2 Car attached garage, 1 1/2 Baths, Beautiful Large Lot. Call Harry H. Jones-Westdale 477-6300 or 353-9441

4 EXTRA LOTS

C-026 Near 2 Bedroom Brick Ranch. New full basement with plumbing for 2nd bath. Close to schools & churches. City Water, 4 extra lots available. Call Shirley Smith-Westdale 477-6300 or 536-4482

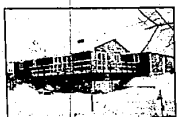
IN OTHER AREAS

from \$18,000



OPEN SUNDAY 2-5 CITY EMPLOYEES

19130 Margaret, Detroit (W of Southfield 1 1/2 Miles S of 7 Mile)
M-041-See this spotless 3 Bedroom, 1 1/2 Story Bungalow with Finished Rec. Room, and Dining Room added on. Carpeting like new. 1 1/2 Car Garage. Beautifully landscaped. Mural Stone Front. Much more. Call Chuck Kine-Westdale 477-6300 or 381-4015



BUILT WITH LOVING CARE

W-034 Nice neighborhood, 3 Bedroom, 2 full baths, full basement, 2 car garage. Walkout deck on two sides of home. Living Room looks out on rolling country. Dining Room has picture window. Call Bob Gray-Westdale 229-2968 or 437-3667



NOVI RANCH

M-036 Sharp 3 Bedroom, Brick Ranch located in a beautiful sub. featuring Formal Dining Room, Attached Garage, 85' foot lot. Transferred owner says "Let's make a deal if you stop by, you'll buy" Call John Kare-Westdale 477-6300 or 522-6626

TOO NEW FOR PHOTO

OPEN SUNDAY 2-5 GOOD ASSUMPTION

21504 Curtis, Detroit (3 bks. South of 7 Mile E of Lathrup)
C-035 Don't miss this 3 Bedroom, Family home in immaculate condition. Spacious 21 foot second floor has new carpeting, possible 4th Bedroom, loads of storage space. Beautifully landscaped back yard. Basement, Garage. Close to schools and transportation. Good assumption. Quick occupancy. Call Vince Vornhagen-Westdale 477-6300 or 522-1258

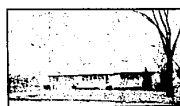
CORNER PROPERTY COMMERCIAL

G-025 High traffic on Grand River terrific potential on this beautiful corner property. There are three buildings, two are being used as offices and the other as a TV repair shop. See list for legal description (D5 Not Disturb Tenants). All showings thru lister. Bring offers. Call John Kare-Westdale 477-6300 or 522-6626

FARMINGTON OFFICE
21023 FARMINGTON ROAD
477-6300

IN REDFORD/WESTLAND

from \$17,000



OPEN SUNDAY 2-5 SPACIOUS RANCH REDUCED

27111 W. Six Mile, Redford Twp. (2 Bks E of Inkster Rd)
S-021 This spacious 3 Bedroom Ranch on the Northwest side of Redford Twp. has a Natural Fireplace, 2 Baths, full Basement and an oversized 2 Car Garage-room for work area. There are also fruit trees and assorted grape vines on the large lot. Good, clean home. Call Steve Gantz-Westdale 477-6300 or 352-7296



BEST BUY IN WESTLAND

C-028 Clean house, 3 Bedrooms, Large Kitchen, Oak flooring, schools close by. New Alum shed on cement. Owner anxious to sell. Call Ted Lutman-Westdale 477-6300 or 531-4151

INVESTOR'S SPECIAL

G-027 Six unit efficiency apts. All furniture and appliances stay except in owners home. Bring offers. Call Steve Gantz-Westdale 477-6300 or 352-7296



OPEN SUNDAY 2-5 YOUNG FAMILY HOME

30501 Steinhauer, Westland (S of Cherry Hill W of Henry Rd)
S-017 Nice, clean family home with 3 Bedroom Brick, Full Basement, Carpeting in Living Room, 3 Bedrooms and Hall. Close to schools and transportation. Call Harry H. Jones-Westdale 477-6300 or 477-1666



OPEN SUNDAY 2-5 SHARP & CLEAN

33128 Cowan, Westland (N of Warren W of Vesper)
C-034 Comfortable, clean living in this 3 Bedroom Brick Ranch, 1 1/2 Baths. Professionally finished basement. Carpet thru-out. 2 Car Garage and much more. Close to schools. Owner moving out of state. Call Jerry Bay-Westdale 477-6300 or 421-5582

GOOD STARTER HOME

N-010 Great starter home for a growing family. 3 Bedrooms, 1 1/2 Car Garage with Work Bench. Storage shed in back yard. Schools and transportation close by. FHA & VA welcome. Call Steve Gantz-Westdale 477-6300 or 352-7296

Westdale People...
good people to know.

Farmington Office

BAY, JERRY 421-6582
GANTZ, STEVE 352-7296
HETT, FRANK 357-0454
KARE, JOHN 522-6826
LUTTMAN, TED 531-4151
NELSON, GLENN 476-4486

Brighton Office

DELORENTE, IRENE 546-1024
GRAY, H. ROBT. 437-3669

Commercial Office

COOPER, DIANA 326-3222

ROUGEVAU, VERN

354-0577
SMITH, BRENDA 624-6285
SMITH, SHIRLEY 538-4482
VORNHAGEN, VINCE 522-1258
WANGBICHLER, DEE 358-3385
JONES, HARRY H. 477-1666
General Manager

MACKIE, DOUG

229-6797
WANGBICHLER, KIRK 356-4228
Sales Manager

HAGMAN, ART

363-9441

IN LIVONIA

from \$45,000



BURTON HOLLOW'S BLUE CHIP

G-029 Livonia's Gold Bug is gonna bite you when you inspect this truly immaculate home, maintenance free, 4 Bedroom, 2 Car Garage, Central Air, Large Lot located in the prestigious sub of Burton Hollow, best schools, close to everything. Call John Kare-Westdale 477-6300 or 522-6626



LT. INDUSTRIAL POTENTIAL

E-010 Excellent land value with 87 Ft Frontage on Eight Mile Road with Light Industrial Zoning. This property has many possibilities. There is also a 3 Bedroom Home with 2 Car Garage on it. Call Steve Gantz-Westdale 477-6300 or 352-7296

LOTS... AND ACREAGES

RV-012 Just over 5 acres of land that are a gardener's delight on Rawsonville Rd. just 6 miles south of I-94. Call Ted Lutman.

RV-013 4 wooded lots in the prestige area of Franklin Woods. Buy at 4 or just 1. Call Harry H. Jones

SV-019 6 acres in Livonia, well suited for development. Call Art Hagman.

EV-009 40 acres of beautiful farmland in Bay City area, close to U.S. 23. Land Contract terms available. Call Shirley Smith

SV-020 Two and 1/2 acres of industrial zoned land on prime Schoolcraft Road

BRIGHTON OFFICE
300 W. GRAND RIVER AVE.
229-2968