

State watercolor tour set

The 47th annual exhibit of the Michigan Watercolor Society is scheduled to open March 12 through May 3 at the Denno Museum Center on the Northwestern Michigan College campus in Traverse City.

About 40 paintings will travel to 11 museums, universities and art centers throughout Michigan on a tour that will begin in May and run through March 1994. The tour schedule includes the Oakland County Galleria in Pontiac in June (858-0415) and the Wayne State University Community Arts Building in July (577-2423 or 577-7980).

This year's exhibit includes 89 works of a broad cross section of artists throughout the state. The pieces were chosen from more than 400 entries by William Weege III, professor of art at the University of Wisconsin-Madison.

Most of the paintings will be for sale at the Denno Museum Center or on the traveling tour. For more information, call the museum at 616-922-1055. For information on becoming a member of the Michigan Watercolor Society, call Frances Waring at 643-8038.

This year's awards will total about \$5,000 and will be presented at a ceremony and reception 6-8 p.m. April 3 at the Denno Museum.

Among the participating artists are V. Janus Benda, Edee Joppich, Marcel Kitch and Henryka Olbrot of Farmington Hills; Prudence Bernstein and Iris Czajkowski of West Bloomfield; Barbara Caponigro of Bloomfield Hills; Sandy Gerling and Tina Syversen-Cole of Rochester Hills; Carole Hadley of Rochester; Christina King and Donald Mendelson of Southfield; Ann Loveland of Orchard Lake; Pamela McDonnell and Fran Nicolson of Birmingham; Sonia Molnar and Karen Van Gamper of Troy; Alice Nichols and Donna Vogelheim of Farmington; and Tracy Scott of Bloomfield Township.

Elvis art rocks Rochester Hills

Several Rochester Hills residents were reportedly all shook up when they saw the home of Jim Jeffries, local sculptor and muralist.

It was only after Mr. Presley failed to stung any requests did these responsible citizens realize they were looking at a lifesize sculpture of the King, created by Jeffries.

The sculpture was commissioned by Mark Roman for Woolly Bully's, a vintage '50s style restaurant opening in Northville. Until Elvis took up permanent residence there, he was a house guest of Jeffries.

"It's not often you entertain someone of this magnitude," said Jeffries, whose murals, paintings and sculpture also adorn the Townsend Hotel in Birmingham, Salvatore Scallapini in West Bloomfield and The Gardens in

Palm Beach, Fla., to name a few sites.

Elvis, Jeffries said, is the perfect house guest. He doesn't hog the shower, never ties up the phone, and doesn't even brag about his first-class stamp. There's only one catch: "Now my wife wants to keep him."

Elvis sighted: This lifesize sculpture of Elvis Presley was created by sculptor and muralist Jim Jeffries of Rochester Hills. The work was commissioned for a '50s style restaurant in Northville.



Landscape group show slated

The Metropolitan Detroit Landscape Association will have its sixth annual Convention and Trade Show this month at the Novi Expo Center at Novi Road and I-96 in Novi.

The event will take place 10 a.m. to 7 p.m. Wednesday, March 17, and 9 a.m. to 5 p.m. Thursday, March 18.

Information, call 646-4992 or 1-800-354-MDLA.

Signup for BBAA spring classes starts Monday

Registration for spring art classes at the Birmingham Bloomfield Art Association will begin March 15 for members and March 22 for the general public.

The term will run April 5 through June 12. Classes will be offered in pottery, drawing, jewelry, fibers, painting, printmaking, calligraphy and sculpture for both

the beginning and advanced student.

The BBAA is at 1516 S. Cranbrook Road in Birmingham. It is open 9:30 a.m. to 4:30 p.m. Monday-Saturday. For more information, call 644-0866.

Art history students will focus on "That Magical Quality: Sculpture in the 20th Century." In the

popular fabric painting class, students will experiment with painting eyes on silk and learn new techniques using resist and thickened dyes to make scarves, blouses and silk purses.

Sergio De Giusti will return to the BBAA to teach a class in advanced figure drawing.

Workshops will include a vari-

ety of offerings, including painted furniture, experimental basketry, monotype and "Using Beads to Make Jewelry."

Also offered will be youth classes for the preschooler through high school student in pottery, mixed media, drawing and cartooning.

1st Metro MORTGAGE

30 yr. FIXED - 7 1/4%
15 yr. FIXED - 6 3/4%
1 Year Arm - 3 7/8%

0 Closing Cost Loans Available
\$200 OFF Closing Costs With This Ad

CALL LOU BOUDREAU • 851-3440
 5635 W. MAPLE • WEST BLOOMFIELD

"MAJOR" MORTGAGE CORP.

(Serving Michigan Statewide)

Refinance **NOW** while rates are low.

THAT'S ALL WE DO!!!

SPECIAL-SPECIAL-SPECIAL F.H.A.

MORTGAGE STREAMLINE REFINANCE -

AT NO COST!

Subject to plan Requirements. Other plans available

**LOWER YOUR RATES!
 LOWER YOUR PAYMENTS!
 LOWER MORTGAGE INTEREST COSTS!**

Remember for Professional Service, come to a Mortgage Company...

FOR MORE INFORMATION CALL NOW 425-7800

Some Masterpieces Were Created to Look at and Others to Live In!

HILLS OF REGENCY CONDOMINIUMS

CHIRCO ENTERPRISES HAS COMBINED YEARS OF EXCELLENCE AND QUALITY IN PRESENTING AN ELITE UPSCALE CONDOMINIUM COMMUNITY WHERE LUXURY AND PRESTIGE SURROUND YOU AND BECOME YOUR LIFESTYLE.

From **\$155,500***

Sales by: New Homes By Chirco, Inc. Model: (313) 652-7230 Office: (313) 739-0050

Weekdays 1 to 6 Sat/Sun 1 to 6 Closed Thursday

* Located in Shelby Township (15 minutes in Southwest Robert - on Parkdale) 5 minutes to Stony Creek Park • 15 minutes to Lakeside Mall • Detroit City Ward • 15 minutes to U-Turn Community School • Top-Notch Homes

Brokers Welcome Office (313) 739-0050

*\$1,000.00 in options with purchase of a condo on or before April 15, 1993. (This ad. does not include ad. per purchase). Excluding prior sales.

PRESTIGIOUS GILBERT LAKE. New England Estate, 4+ wooded acres on Gilbert Lake with wonderful courtyard entrance. Two story foyer boasting 2 of the 8 fireplaces. 2 kitchens, maids quarters, totally remodeled kitchen and bath. Heated detached garage. Incredible old world charm and ready to move into. Sand volleyball and swimming area. \$899,000 BBS-480 QUA

Call ED RISDON For Appointment 645-2500

Cranbrook REALTORS

REAL ESTATE IN 1993

Homeowners are falling in Love with the 2% commission homeselling system

ADVERTISEMENT

Southfield - It took eight years of research and development and two million dollars to perfect the 2% commission homeselling system. Homeowners and homebuyers alike are falling in love with this dynamic 2% commission homeselling system. And, there is good reason for all this excitement and enthusiasm. Homeowners are selling their homes and are saving \$2,000 to \$40,000 in real estate commissions on homes valued from \$50,000 to \$1,000,000 and more.

The 2% commission homeselling system is extraordinarily effective and often results in a faster sale. Eugene and Linda McMillan were thrilled when their \$284,000 home sold in less than sixty days because by paying only 2% commission at closing, they could afford to be more flexible with their buyer. The McMillans accepted \$278,000 instead of the \$280,000 they had wanted. The McMillans still saved \$1,200 by paying 2% commission and not 6% commission. With only 2% commission to pay at closing,

homeowners neither lose good offers from qualified buyers nor absorb a heavy personal loss by having to pay an extra 2% commission homeselling system was originated in 1985 by J. R. Paine, President and CEO of Home Marketing of America, Inc. (HMA). HMA was formerly known as HHS. HMA is to real estate what Charles Schwab, Oldie, Walmart, K-Mart, Office Max, F & W, and McDonald's are to their respective industries. Buyers from all walks of life and in all income groups are keenly interested in cost-cutting and in stretching their rapidly shrinking dollars.

HMA is an association of licensed real estate brokers, agents, realtors and legal, advertising, mortgage and title experts. HMA provides every professional real estate service any homeowner needs to sell and close a home. HMA sells homes throughout Oakland, Wayne and Macomb counties. HMA's inventory includes homes valued from fifty thousand dollars to three million dollars. HMA also sells homes in

Washtenaw, Livingston, and Lapeer counties. Homeowners come to HMA's centrally located offices in Southfield from as far away as Traverse City. The 2% commission for complete professional services is too appealing to too many homeowners throughout the state.

For a \$299 good faith retainer and 2% commission at closing, homeowners get:

- Licensed real estate professionals working 7-days-a-week to answer buyer calls.
- Advertising Specialists to write ads and reach all major buyer markets including the relocation market nationally.
- A Distinctive red, white and blue HMA lawn sign to attract buyers.
- Financing experts to assist buyers secure a mortgage loan.
- Skilled negotiators to bring the highest possible sales price.
- Licensed staff to write the Offer to Purchase and to advise and counsel the homeowners.
- Title experts to prepare title commitment.
- Attorneys to examine the full closing package.
- Licensed professional to represent the sellers at the closing table.
- Experienced professionals to look after all the details from start to finish.

With HMA's 2% commission homeselling system, HMA finds the buyers, and the homeowners walk the buyer through their own home. HMA maintains a 24-hour Buyer Hotline and is available to discuss offers with buyers around-the-clock. When asked why buyers prefer to have the seller show the home, Paine said, "Walking through the home with the owner who knows where the light switches are, where the basement door is, who the neighbors are, and other morsels of information only an owner knows is extremely soothing for buyers. Buyers are thrilled when they and the realtor have to discover the home together and when the realtor answers even simple questions with 'I'll find out and let you know.' It makes no sense for homeowners

to pay an agent \$300 an hour to walk a buyer through their home and say, 'This is the bathroom and this is the kitchen.'"

Paine also explained that it at times the homeowners are unable to show their home, HMA will show the home at no additional cost.

Paine said that Realtors are professionals and render extremely valuable services to homeowners when it comes to finding the buyer, negotiating the offer, giving advice and counsel to sellers, assisting the buyer with the buying and mortgage process and pulling dozens of details together for the closing of the sale. Having the Realtor use his professional time for work the Sellers are best qualified to do is as senseless and costly as having your physician fill your prescriptions at the pharmacy and then deliver it to your door.

Now, the homeselling season is here. Homeowners from Bloomfield Hills, Birmingham, Franklin, Farmington Hills, Royal Oak, Oakley, Southfield, Rochester Hills, Troy, Clarkston, West Bloomfield, Commerce Township, Waterford, Livonia, Canton, Novi, Northville, Plymouth, Aston Park, Romulus, Ann Arbor, Shelby Township, Clinton Township, Warren, Sterling Heights, Madison Heights, Grosse Pointe, Dearborn, Dearborn Heights, Westland, and dozens of other cities and towns are calling HMA, Michigan's 2% commission brokers.

HMA's clients include attorneys, accountants, corporate executives, teachers, technicians, engineers, physicians, police officers, media celebrities, presidents, preachers and people from all walks of life.

HMA's offices are located at 25222 Telegraph Road in Southfield, just south of Eleven Mile Road. HMA is open seven days a week. Homeowners are warmly invited to stop by for a no-obligation, free consultation or call 353-7170 for a free brochure.

HMA's 2% homeselling system is an idea whose time has come. It is an idea with which homeowners have fallen in love.