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## Moody on The Market

Pat  
Moody

### Red Coach Donuts: New Owner, Few Changes!

Red Coach Donuts in Stevensville is changing owners. This April, after five years of working for Joy Bancroft, Executive Chef Stephanie Harrah will become the new owner, continuing to provide the exceptional Red Coach Donuts experience people have come to love and savor.

Five years ago, Harrah joined Red Coach for what she thought would be a part-time job. From that day forward, she says she has dedicated all her time and energy into making it a great place.

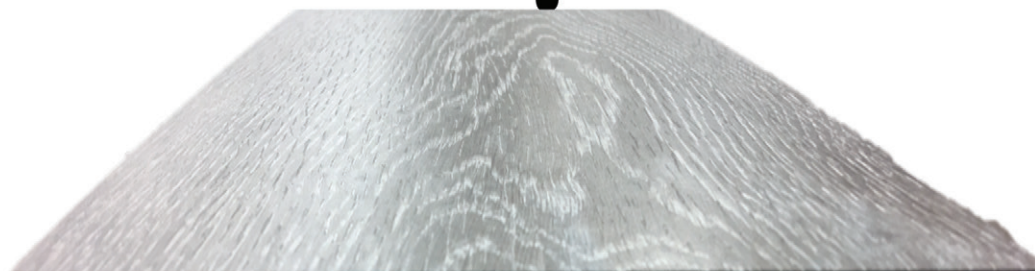
Asked about her approach as the new owner, Harrah says, "It's just making sure we keep the customers happy and keep them coming back. We want to make sure they continue to love us and that we continue to put the love in the donuts. Hopefully we continue on for the next 20 years until we pass it on to the next person after we're done."

Harrah graduated from Lakeshore High School and played softball for Coach Denny Dock, but then left for the Pacific Northwest where she earned a 4.0 from Le Cordon Bleu/Western Culinary Institute in Portland. After three years, Harrah made her way back to Michigan to continue her culinary career.

Harrah says during her time "in the back of the house," she spent half the time cooking and the other half baking. Somehow, she kept coming back to donuts. She says she likes to make them - it's fun for her and she enjoys it. Being back in Southwest Michigan, she's close to where she was raised, close to family, turning 40 years old, and ready to set

*Continued on page 7*

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## Marcy Simpson

Executive  
Director,  
Southwestern Michigan  
Tourist Council

## Fun and interesting things to do in Southwest Michigan

Spring is officially here, and we have a full line up of ways to enjoy and explore Michigan's Great Southwest.

Mark your calendars now for an annual favorite, Lest We Forget, which returns June 17-18. In anticipation of the June weekend the public is invited to attend five sessions on Cold War topics at Lake

Michigan College. There is no registration fee. On Tuesday evenings, March 28, April 11 & 25 and May 9 & 23 at 7:00 p.m. different presenters will discuss the state of political hostility that existed between the Soviet bloc countries and the US-led Western powers from 1945 to 1990.

*Continued on page 2*

## Inserts & Promotions

- ALDI
- CHOW Restaurant Guide
- Family Fare
- Martin's Super Markets
- Save A Lot

*Inserts may vary by Zip Code*

## Simpson *Continued from cover*

Throughout his long and constantly evolving career, musician Tommy Castro has always remained true to himself while exploring, growing, and creating new music. Tommy Castro and the Painkillers will be live at the Acorn Wednesday, March 29 at 7:00 p.m. Ranging from horn-fueled R&B to piping hot blues to fiery, stripped-down rock n' roll, each release is solidly built upon Castro's unshakable musical foundation—a dynamic mix of 1960s-influenced guitar-fueled blues, testifying Memphis-soaked blue-eyed soul and Latin-tinged East San Jose funk, all driven by Castro's grab-you-by-the-collar vocals and passionate guitar work.

The Easter Bunny will make an appearance at the Greater Dowagiac Area Chamber of Commerce Saturday, April 1 at 10:00 a.m. for the Easter Eggstravaganza. There will be children's activities and an Easter Egg Hunt at noon. Dress up and be judged for the "Be a Bunny" contest!

The GhostLight Theatre swings open its doors for the season on Saturday, April 1 at 6:00 p.m. Get ready for an evening of beautiful jazz standards as well as some delicious wines and beers as you celebrate the songs of the Golden Age! Featuring the incredible vocal stylings of Emily Perkins who will be returning to SW Michigan for the first time in many years! Also featured will be the band comprised of Joshua Goines, piano, Dan Maxon, guitar & vocals, as well as Marc Churchill on drums. GhostLight General Manager & Artistic Director Paul Mow will be the host. All pro-

ceeds will benefit the GhostLight Theatre and the 2023 summer season, and every one of the performers is donating their talents to this event!

Make your way to Journeyman Distillery Sunday, April 2 for some Spring fun. Welter's Folly Team Putting Competition offers lots of ways to play (and win) with 9" cups. Cash prizes will be awarded for the top 3 scores, plus a little something for last place. Bring your own putter or use Journeyman's. Show up with your twosome for play at 11:30 a.m., and they will pair you with another twosome. Walk-ins are welcome and encouraged. Field limited to the first 100 teams. Game on—rain, snow, or shine.

Mark your calendar for Tuesday, April 4 at 5:30 p.m. to join The Cheese Lady at Lazy Ballerina Winery in St. Joseph. The Cheese Lady of St. Joe will be teaching you how to make four easy-cheesy appetizers made from all of her products! Watch her demo each app and then create your own! Recipes included to take home for your next party or get-together.

Sarett Nature Center will once again be hosting the Spring Stampede 5K run/walk on Saturday April 8 at 9:00 a.m. The unique 5K run and walk will take advantage of Sarett's nature trails and the funds raised from this event will help Sarett Nature Center continue to provide environmental education programs for over 25,000 school children each year!

If you would like more information on these and many more events and activities in the area, please visit our website at [www.swmichigan.org](http://www.swmichigan.org).

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## Photo of the Week



### Cold Finger

Photo by Lisa Lou

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Photos must be horizontal orientation to be considered for Photo of the Week.

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*Humorist*

## And These Birds Could Sing

Last week, in order to write a dopey column about St. Patrick's Day, I had to press pause on inundating you with more obscure factoids about connections between The Beatles and birds.

As you can tell from this column's headline – playing on the title of a Beatles tune! – I thankfully (well, I'm thankful – you may not be) can resume pursuing that topic further! Although it looked iffy for a while after I sprained my primary typing finger while popping open a can of Guinness.

Now even though you know what a Beatle is, and what a bird is, I daresay you've never heard of the primary subject of this column: The Liverbirds.

I am NOT talking about the liver bird, (fyi – pronounced LYE-ver) a mythical creature that serves as a symbol of The Beatles' hometown, Liverpool, England.

Nor am I talking about the trademark of the Liverpool (fyi – pronounced LIV-er, like the big organ in your bod) Football Club, which includes a liver bird.

I COULD be talking about the personal coat of arms of Sir Paul McCartney, which includes a liver bird holding a guitar in its talons, because that, after all, fits more or less perfectly with the theme of this column. But I am NOT talking about that EITHER!

What I AM talking about are The Liverbirds, an all-female rock-and-roll band created in the wake of The Beatles' astounding rise to global fame. Until I started idly

exploring connections between The Beatles and birds, I had never heard of this group.

The Liverbirds started in – surprise! – Liverpool. One night in 1962, 16-year-old Mary McGlory and her 17-year-old friend Sylvia Saunders went to see The Beatles at the now-famous Cavern Club. At one point, Mary said to Sylvia, "We're going to start a band, and be like them!"

There was only one little problem – neither of the girls knew how to play any instrument. Or read music. Then again, throughout the years, haven't we all listened to bands that were clearly unable to play instruments or read music?

Well, instruments were purchased, and lessons and practice made them competent. After a couple of name changes (they were initially called the Debutones) and personnel changes, the Liverbirds lineup solidified to include Valerie Gell and Pam Birch.

The Liverbirds started with a long-term "plan", according to Mary McGlory: "Play in the group, make a lot of money, and then quit and become a nun." Talk about AMAZING coincidences! – The Beatles had EXACTLY the same dream!

The band never made the charts in the U.S. but did have a minor hit in Europe with a cover of a novelty tune called "Peanut Butter." ("Well there's a food goin' 'round that's a sticky sticky goo [peanut butter!]/It tastes so good but it's so hard to chew [peanut butter!]")

Did the Liverbirds ever meet The Beatles? Mmm, sort of. When they were just starting out, Mary and Sylvia chatted backstage with John and Paul at the Cavern Club. Mary was carrying her guitar case, and says that the young and brash John looked at it and said, "Girls don't play guitars."

Little-known, but crucial, factoid from this anecdote: John, at that moment, couldn't play guitar either – his hands were covered with a sticky sticky goo (peanut butter!).

[TakeFiveT5@yahoo.com](mailto:TakeFiveT5@yahoo.com)



**Glenn  
Rosenbaum**

*Pastor*

## We need water!

*So they quarreled with Moses and said, "Give us water to drink." ~ Exodus 17:2*

Have you ever been dying of thirst? We might use that phrase when we are really parched on a hot summer day, but it's no joke. A hiker ventures out into the desert, not even that far, and if he hasn't carried enough water, he could literally be dying of thirst.

God's people, the Israelites, were led out into the desert by God and through Moses, God's appointed leader. God had just rescued them from brutal slavery in Egypt and was leading them to the Promised Land. But now they had run out of water. Sadly, rather than trusting in God to meet their need, they complained to Moses and God.

God demonstrated his patient love for them. He had Moses strike a rock with his staff, and water flowed! God provided water in the middle of the desert. God quenched their thirst.

God, in his love, quenches thirst. When our physical needs are met, when we have cozy homes, and nourished bodies, when our physical thirst is quenched, it can be easy to stop there and think, "What more could I need." So many in our world are lost in a desert of sin and unbelief and dying of spiritual thirst—thirst for answers, for acceptance, for purpose. The problem is when we look in the wrong places to have that spiritual thirst quenched—the well runs dry. The danger of spiritual dehydration is eternal death.

God provided literal water for thirsty travelers in a miraculous way. In a miraculous way, God quenches our spiritual thirst through his Word. God may not scratch our every curiosity in life, but he does quench our thirsty souls. Our thirst for answers to life's big questions, like "What will happen after this life?" He answers this with an empty cross and empty tomb—Jesus died for you and rose for you; heaven is yours! Our thirst for acceptance is quenched by God's forgiveness and assurance that we are his children. This thirst-quenching, life-giving water doesn't flow from some rock. It flows from God himself, from Jesus Christ, who is true God.

*Prayer: Lord, when all my physical needs are met by your blessing, even then, lead me beside the life-giving waters of your Word and quench my thirsty soul with your love and forgiveness through Jesus Christ. Amen.*

Submitted by Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
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*President,  
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## Reversing Michigan's Momentum

Michigan is on the verge of being the first state in the nation to repeal its Right to Work law, delivering on an early promise made by the Michigan Legislature's new governing majority. The series of bills, which were passed along a strict party line vote in both chambers, are headed to Governor Whitmer's desk and she is fully expected to sign the legislation.

As the *Voice for Business* in Southwest Michigan, we firmly believe repealing Right to Work will reverse Michigan's economic momentum and make us less attractive in terms of both business investment and talent attraction. We are similarly opposed to the concurrent effort to reinstate Prevailing Wage, a policy that harms businesses and taxpayers alike.

Michigan's Right to Work law, which was passed in 2012, was designed to make our state more attractive by eliminating the requirement that workers join a union or pay union dues as a condition of employment. Its passage was a win for worker freedom and made Michigan more competitive from a site-selection standpoint, placing us on a path toward greater job creation and economic success.

Prior to its repeal in 2018, Michigan's Prevailing Wage Law required that construction workers on publicly funded projects be paid union-level wages and benefits, regardless of their individual skill level or productivity. This law artificially drove up the cost of public construction projects and made it more difficult for small businesses and non-union contractors to compete for public contracts.

As a border community, we should be particularly concerned about how a repeal of Right to Work will impact our ability to compete with neighboring RTW states like Indiana for desperately needed economic development projects. Prior to the law's passage in 2012, many out-of-state companies and their site selectors automatically eliminated non-right-to-work states from serious

consideration as a potential location for investment. Our state is now at risk of being screened out of opportunities to compete for jobs once again.

Reinstating Prevailing Wage would be a similar step backwards for Michigan's economy, harming workers, businesses, and taxpayers alike. This law makes it more difficult for businesses to compete for public contracts and artificially increases the cost of public construction projects. This in turn limits the number of projects that can be funded, thereby reducing the amount of money available for other important public services.

According to a recent Small Business Association of Michigan survey, more than 74 percent of survey respondents oppose repealing Michigan's Right to Work laws and 64 percent oppose reinstating prevailing wage laws in the state. A larger SurveyUSA today survey from November of 2022 supported that conclusion, finding 74% of voters also identify as pro-Right-to-Work.

These polling numbers reflect a populace that understands being pro-worker choice and pro-competition does not automatically mean you are anti-union. If a union understands its membership and delivers a valuable service, it should have people excited to join and receive its benefits. If the union isn't providing valuable services, why would we force someone to join as a condition of their employment?

The Southwest Michigan Regional Chamber is committed to supporting policies that promote economic growth, job creation, and worker freedom because we believe hardworking Michiganders deserve to have more choices not less. Repealing Right to Work and reinstating Prevailing Wage only accomplishes the opposite.

Unfortunately each bill in the package includes appropriations to make the legislation referendum-proof, a maneuver that Governor Whitmer has long excoriated and explicitly promised to veto when she took office in 2019. While she has fulfilled that promise to this point, she has seemingly reversed her stance and has said she will sign this legislation with the appropriation in it.

Although it is unlikely, we hope Governor Whitmer will preserve these policies and focus instead on strategies that place us in a position to sway new investments, major expansions, and thousands of good-paying jobs to our state. With the nationwide battle for business and talent more heated than ever, now is not the time to undermine Michigan's ability to compete.

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CONTEST	REFRESHMENTS	TRAVEL
CROWDS	REVELRY	VACATION
ESCAPE	SEMESTER	WARM

# 988

## SUICIDE & CRISIS LIFELINE

**Moody** *Continued from cover*

roots. She says it's very exciting to live out her dream in her hometown.

As for immediate changes, Harrah says there won't be many. She's considering opening an hour earlier (at 5 a.m.) so she can catch the early shift at the Cook Nuclear Plant. She's also considering an afternoon service of donut grilled cheese sandwiches.

But even with the ownership change, Joy Bancroft says she's not going anywhere. "Who doesn't have a good time serving amazing donuts to people? I love being here. I enjoy the people. It's just a really happy atmosphere." Bancroft says in addition to being on-call at Red Coach, she will spend time helping at her daughter-in-law's jewelry shop in New Buffalo and perhaps spend some more time on the golf course.

Bancroft says it was always the plan for her and her husband to build a business where every booth was filled, all the tables filled, and families enjoying the atmosphere. "I'll miss that tremen-

dously, but now we hope to come in, be able to sit amongst and enjoy the fellowship without the stress and the pressure."

Red Coach is located at 5811 St. Joseph Avenue in Stevensville. They are open five mornings a week, Wednesday through Saturday at 6, Sundays at 8... and open "til the donuts run out."

Learn more at their website at [www.RedCoachDonuts.com](http://www.RedCoachDonuts.com) or call 269-281-0276.



Stephanie Harrah and Joy Bancroft

**Lions Club Camp for Special Needs Kids Seeks Volunteer Counselors**

The Lions and Lioness Clubs of Southwest Michigan are now signing up counselors for Camp Leo, an overnight summer camp experience for children ages 10 through 17 with developmental disabilities who live in Berrien, Cass, and Van Buren counties. The clubs have been running Camp Leo for decades with support from volunteers. Camp Leo Director Beth Helm tells us it offers the classic summer camp experience to kids who otherwise might never be able to have it.

"We are at Camp Warner, which has a lake, so there's a lot of watercraft," Helm said. "We have all your typical camp crafting, archery. Fishing is a favorite thing for the kids to do in the lake. There's a big water slide. There's a big annual bubble fight. But the highlight is definitely the Lions Club members come out and do a carnival night for the kids."

Camp Warner is in Grand Junction. Helm says it's an amazing and rewarding

experience to work with disabled children and show them a fun time at camp each summer. They need around ten counselors and a team of volunteers to help. The counselors should have experience working with children with disabilities. Those interested in helping out at the four-day summer camp can apply at its website, [www.campleoswmi.com](http://www.campleoswmi.com). Registrations for the kids this summer will start to be taken in April.

Pat Moody  
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**2022 FORD F-150  
SUPERCREW STX 4X4**

Agate Black Metallic, 2.7 EcoBoost V6 Engine, Trailer Hitch, Carpeting, STX Black Appearance Group, Locking Rear Axle, Running Boards, 20 Inch Gloss Black Aluminum Wheels, Privacy Glass, and Much More! F22269

MSRP.....\$50,450  
SIEMANS DISCOUNT.....- 1,955  
BONUS CASH.....- 1,000

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2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

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(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2023 FORD  
EXPLORER XLT 4X4**

Agate Black, Remote Start, Heated Steering Wheel, Twin Panel Moonroof, Adaptive Cruise Control, Navigation, Sport Appearance Package, ActiveX Seating Material, 20 Inch Carbon Gray 10-Spoke Aluminum Wheels, and Much More! F23068

MSRP.....\$50,020  
SIEMANS DISCOUNT.....- 525

**SALE PRICE FOR EVERYONE \$49,495**

2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

**AS LOW AS \$48,995**

**PLUS 0.0% FOR 36 MONTHS, 4.9% FOR 48 MONTHS, or 5.9% FOR 60 MONTHS** (WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2022 FORD F-150  
SUPERCREW LARIAT 4X4**

Agate Black Metallic, 2.7 EcoBoost Engine, Integrated Brake Controller, 360 Degree Camera Package, Leather Seats, Lariat Black Appearance Package, Power Tailgate, Tailgate Step, B&O Unleashed 18 Speaker Sound System, Twin Panel Moonroof, Navigation, and Much More! F22237

MSRP.....\$69,875  
SIEMANS DISCOUNT.....- 3,380  
BONUS CASH.....- 1,000

**SALE PRICE FOR EVERYONE \$65,495**

2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

**AS LOW AS \$64,995**

**PLUS 0.0% FOR 48 MONTHS, 0.9% FOR 60 MONTHS, or 2.9% FOR 72 MONTHS** (WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2023 FORD  
ECONOLINE E-450 KUV**

Oxford White, Cloth Seats, Remote Keyless Entry, Power Mirrors, Trailer Tow Package, Cruise Control, Rear View Camera, Power Windows and Locks, Limited Slip Rear Axle, 7.3 V8 Gas Engine, Dual Rear Wheels, Knapheide KUV Body, and Much More! F23029

MSRP.....\$41,455  
ADD FOR KNAPHEIDE KUV BODY.....+32,056  
SUBTOTAL.....\$73,511  
SIEMANS DISCOUNT.....- 2,516

**SALE PRICE FOR EVERYONE \$70,995**

2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

**AS LOW AS \$70,495**

(\*MUST QUALIFY)



**2022 FORD  
F-450 4X4 DUMP TRUCK**

Oxford White, Cloth Seats, 6.7 Power Stroke DIESEL Engine, Limited Slip Rear Axle, Power Windows and Locks, Running Boards, Skid Plates, Trailer Brake Controller, VOTH Aluminum Drop Side Dump Body, and Much More! F22297

MSRP.....\$62,245  
ADD FOR DUMP BODY.....+30,064  
SUBTOTAL.....\$92,309  
SIEMANS DISCOUNT.....- 2,314

**SALE PRICE FOR EVERYONE \$89,995**

2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

**AS LOW AS \$89,495**

(\*MUST QUALIFY)



**2022 FORD F-600  
4X4 CHIPPER BODY**

Oxford White, Cloth Seats, 6.7 Power Stroke DIESEL, Power Windows and Locks, Limited Slip Rear Axle, Platform Running Boards, Skid Plates, Trailer Brake Controller, VOTH Aluminum Chipper Body, and Much More! F22276

MSRP.....\$66,960  
ADD FOR VOTH CHIPPER BODY.....+34,786  
SUBTOTAL.....\$101,746  
SIEMANS DISCOUNT.....- 1,751

**SALE PRICE FOR EVERYONE \$99,995**

2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH\* - 500

**AS LOW AS \$99,495**

(\*MUST QUALIFY)

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**2023 JEEP COMPASS LATITUDE 4X4**  
 Laser Blue Pearl, 2.0 Turbo Engine, Blind Spot and Cross Path Detection, Active Lane Management, and Much More! C23060  
 MSRP.....\$34,385  
 SIEMANS DISCOUNT.....- 190  
 NATIONAL RETAIL CONSUMER CASH - 500  
 GREAT LAKES BC RETAIL CONSUMER CASH - 1,000  
**SALE PRICE FOR EVERYONE \$32,695**  
 RETURNING LESSEE BONUS CASH\* - 500  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$31,695**  
 (\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

**2022 RAM 1500 CREW CAB 4X4 BIG HORN**  
 Billet Silver, Sport Appearance Package, 20 Inch Aluminum Chrome Clad Wheels, Anti-Spin Rear Axle, Remote Start System, Touchscreen Radio, Rear Power Sliding Window, and Much More! C22216  
 MSRP.....\$56,580  
 SIEMANS DISCOUNT.....- 2,585  
 NATIONAL RETAIL CONSUMER CASH - 1,000  
 2022 CHRYSLER CAPITAL BONUS CASH\* - 1,000  
 BONUS CASH.....- 2,000  
**SALE PRICE FOR EVERYONE \$49,995**  
 STELLANTIS LEASE LOYALTY BONUS CASH\* - 2,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$47,495**  
 (\*MUST QUALIFY/ MUST FINANCE THRU CHRYSLER CAPITAL)

**2023 JEEP GLADIATOR FREEDOM EDITION 4X4**  
 Firecracker Red, Freedom Edition Package, Trailer Tow Package, Remote Start, Heated Front Seats, Heated Steering Wheel, Navigation, Black 3-Piece Hardtop, and Much More! C23018  
 MSRP.....\$57,060  
 SIEMANS DISCOUNT.....- 1,065  
 GREAT LAKES BC BONUS CASH.....- 750  
 GREAT LAKES BC FEDERAL STATE REGIONAL BONUS CASH\* - 3,000  
**SALE PRICE FOR EVERYONE \$52,245**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$51,745**  
 (\*MUST QUALIFY)

**2022 JEEP GRAND CHEROKEE 4XE**  
 Midnight Sky, Leather Seats, 20 Inch Aluminum Wheels, Dual Pane Panoramic Sunroof, Heated Steering Wheel, Heated First and Second Row Seats, Navigation, Blind Spot and Cross Path Detection, Power Liftgate, Remote Start, Adaptive Cruise Control, and Much More! C22262  
 MSRP.....\$64,150  
 SIEMANS DISCOUNT.....- 655  
 GREAT LAKES BC BONUS CASH.....- 500  
 BONUS CASH.....- 2,000  
**SALE PRICE FOR EVERYONE \$60,995**  
 RETURNING LESSEE BONUS CASH\* - 2,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$58,495**  
 (\*MUST QUALIFY)



**2022 RAM 2500 PLOW TRUCK**  
 Bright White, 6.4 V8 HEMI Engine, Chrome Appearance Group, Trailer Brake Controller, Power Windows and Locks, Remote Keyless Entry, Fog Lamps, Electronic Shift-On-The-Fly Transfer Case, Snow Chief Group, Western 8.5 MVP3 Steel V-Plow, and Much More! C22255  
 MSRP.....\$55,190  
 ADD FOR V-PLOW.....+10,730  
 SUBTOTAL.....\$65,920  
 SIEMANS DISCOUNT.....- 2,925  
 2022 ON-THE-JOB SNOW PLOW UPFIT\*\* - 1,000  
 BONUS CASH.....- 1,000  
 SELL-DOWN BONUS CASH.....- 1,000  
**SALE PRICE FOR EVERYONE \$59,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$59,495**  
 (\*MUST QUALIFY/\*\* BUSINESS OWNERS ONLY)



**2022 RAM 2500 CREW CAB 4X4 LARAMIE**  
 Diamond Black Crystal, Leather Seats, 6.4 V8 Engine, 20 Inch Polished Aluminum Wheels, LED Box Lighting, Anti-Spin Rear Axle, Navigation, Heated Seats, 17 Speaker Harman Kardon Premium Sound, Sport Appearance Package, and Much More! C22215  
 MSRP.....\$72,340  
 SIEMANS DISCOUNT.....- 2,845  
 BONUS CASH.....- 1,000  
 SELL-DOWN BONUS CASH\*.....- 1,000  
**SALE PRICE FOR EVERYONE \$67,495**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$66,995**  
 (\*MUST QUALIFY)



**2022 RAM 1500 REBEL CREW CAB 4X4**  
 Bright White, Leather Bucket Seats, Dual Pane Panoramic Sunroof, 9 Amplified Speakers with Subwoofer, 5.7 HEMI V8 Engine, Heated Front and Rear Seats, Heated Steering Wheel, Parksense Front and Rear Park Assist, Power Adjustable Pedals, Remote Start, Night Edition, Off Road Group, Trailer Tow Group, Wireless Charging Pad, and Much More! C22251  
 MSRP.....\$74,150  
 SIEMANS DISCOUNT.....- 3,155  
**SALE PRICE FOR EVERYONE \$70,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$70,495**  
 (\*MUST QUALIFY)



**2022 RAM 2500 POWER WAGON CREW CAB 4X4**  
 Bright White, Leather Seats, Power Sunroof, Heated Front and Rear Seats, Navigation, Heated Steering Wheel, LED Bed Lighting, 17 Speaker Harman Kardon Premium Sound, Remote Tailgate Release, and Much More! C22256  
 MSRP.....\$76,270  
 SIEMANS DISCOUNT.....- 1,275  
 BONUS CASH.....- 1,000  
 SELL-DOWN BONUS CASH.....- 1,000  
**SALE PRICE FOR EVERYONE \$72,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$72,495**  
 (\*MUST QUALIFY)

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**WAS \$26,886**



**2019 JEEP CHEROKEE  
LATITUDE 4X4  
NOW \$24,919**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 33K Miles, Power Driver's Seat, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, U22182

**WAS \$29,614**



**2018 LINCOLN MKX  
NOW \$25,999**

3.7 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 49K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Climate Control, Hands-Free Liftgate, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Blue Diamond Metallic, F22225H

**WAS \$28,994**



**2020 GMC TERRAIN SLE AWD  
NOW \$25,816**

1.5 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 41K Miles, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Blue Emerald Metallic, U22147

**WAS \$30,806**



**2021 HONDA HR-V EX-L AWD  
NOW \$26,824**

1.8 EFI Engine, 1 Speed CVT Automatic, Styled Steel Wheels, 35K Miles, Leather Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Start, Remote Keyless Entry System, Balance of Factory Warranty! Crystal Black Pearl, C22137C

# MAANA SPEC

**WAS \$14,986**



**2017 CHEVY CRUZE LT HATCHBACK  
NOW \$14,510**

1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 83K Miles, Power Driver's Seat, Heated Front Seats, Power Moonroof, CD-Player, Navigation, Back-Up Camera, Remote Keyless Entry System, Summit White, C22199B

**WAS \$32,806**



**2021 JEEP RENEGADE TRAILHAWK 4X4  
NOW \$30,594**

1.3 TURBO, 9 Speed Automatic, Aluminum Wheels, Only 7K Miles! Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Dual Pane Panoramic Sunroof, Blind Spot and Cross Path Detection, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Silver Glacier Metallic, C23038A

**WAS \$54,569**



**2020 TESLA MODEL 3 LONG RANGE AWD  
NOW \$38,999**

Electric, 1 Speed Automatic, 40K Miles, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Aerial View Display System, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Balance of Factory Warranty! Deep Blue Metallic, C22166A

**WAS \$21,488**



**2016 FORD F150  
NOW \$-**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 100K Miles, Power Leather Heated Front Seats, Power Adaptive Cruise Control, Blind Spot Monitor, Reverse Sensing System, Remote Keyless Entry System

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**2021 JEEP GRAND CHEROKEE-L LIMITED 4X4  
NOW \$47,500**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 3K Miles! Remote Start, Navigation, Memory Power Leather Heated Seats, Heated Steering Wheel, 2nd Row Heated Seats, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Diamond Black Crystal, C22152A



**2017 FORD E-350 SUPER DUTY CUTAWAY BOX TRUCK  
NOW \$34,797**

6.8 V10 EFI Engine, 6 Speed Automatic, Steel Wheels, 100K Miles, Cruise Control, Power Windows and Locks, Black Vinyl Floor Covering, Remote Keyless Entry System, Oxford White, U22185



**2015 HARLEY-DAVIDSON FLHTCU 2 ULTRA TOURING  
NOW \$15,995**

Only 17K Miles!  
Touchscreen Display, F23022H



**2017 JEEP GRAND CHEROKEE-SUMMIT 4X4  
NOW \$33,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 38K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moonroof, Touchscreen Display, Adaptive Cruise Control, Blind Spot and Cross Path Detection, Lane Keeping Assist with Departure Warning, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, C23034A



**2019 FORD F150 XLT SUPER DUTY  
NOW \$-**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 100K Miles, Security Cover, Bedliner, Running Boards, Rear Window Crossbar, Power Sliding Rear Window, Front and Rear Collision Mitigation, Remote Keyless Entry System



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**WAS \$55,255**



**2017 FORD F-250 LARIAT  
SRW CREW CAB 4X4  
NOW \$53,651**

6.2 V8 EFI Engine, 6 Speed Auto, Alum Wheels, 50K Mi, Bedliner, Running Boards, Remote Start, Nav, SYNC 3, Chrome Pkg, Power Leather Heated Front Seats, Power Adjust Pedals, Twin Panel Moonroof, Auto Climate Control, Adaptive Steering, Lane Keeping Alert, Blind Spot Info System, Reverse Sensing System, Back-Up Camera, Trailer Brake Controller, Tow Technology Bundle, Remote Keyless Entry System, Shadow Black, F22294A

**WAS \$25,903**



**2019 BUICK ENCORE  
ESSENCE AWD  
NOW \$23,301**

1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, Memory Power Leather Heated Front Seats, Blind Spot Monitor, Cross-Traffic Alert, Forward Collision Alert, Lane Departure Warning, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Ebony Twilight Metallic, U22169

**WAS \$48,692**



**2021 JEEP GLADIATOR  
HIGH ALTITUDE 4X4  
NOW \$46,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Bed Liner, Running Boards, Navigation, Body Color 3-Piece Hard Top, Leather Seats, Rear Sliding Window, Alpine Premium Audio System, Touchscreen Display, Rear Assist System, Blind Spot & Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Black Clearcoat, C22135B

# SIEMANS SALES

**WAS \$27,574**



**2020 FORD  
ESCAPE SE AWD  
NOW \$25,995**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, U22158



**2019 FORD FLEX SEL AWD  
NOW \$19,828**

Alum Wheels, 90K Miles, Remote Start, Memory Power Windows, Multi-Panel Vista Roof, Auto Climate Control, Back-Up Camera, Power Liftgate, Kona Blue Metallic, F22226A

**WAS \$33,467**



**2019 FORD  
EXPLORER XLT 4X4  
NOW \$30,390**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, SYNC, Power Front Seats, Rear Parking Aid, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Blue Metallic, F22252A

**WAS \$40,995**



**2022 HONDA  
ACCORD EX-L HYBRID  
NOW \$34,665**

2.0 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 14K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Cross-Traffic Alert, Rear Parking Aid, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Crystal Black Pearl, F22039B

**WAS \$46,892**



**2021 JEEP WRANGLER  
UNLIMITED WILLYS 4X4  
NOW \$44,708**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, 3-Piece Black Hardtop, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Sarge Green, U22131

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**2017 FORD F-150  
SUPERCREW 4X4  
NOW \$38,995**

Automatic, Chrome-Like PVD Wheels, 50K Miles, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Front Collision Mitigation, Reverse Sensing System, Ford Certified! Agate Black, U23016



**2020 FORD F-150 XLT  
SPORT SUPERCREW 4X4  
NOW \$44,995**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 33K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Sliding Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Velocity Blue, U23015



**2019 FORD RANGER  
SUPERCREW FX4 ROCKY RIDGE  
NOW \$43,995**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 28K Miles, Rocky Ridge Conversion Package, Security Cover, Bedliner, Step Bars, Remote Start, SYNC 3, Power Leather Heated Front Seats, Power Side Rear Window, Climate Control, Blind Spot with Cross Traffic Alert, Lane Keeping System, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Hot Pepper Red Metallic, C22087C



**2016 RAM 3500 LARAMIE  
LONGHORN CREW CAB 4X4  
NOW \$62,875**

6.7 Cummins Turbo DIESEL, 6 Speed Auto, Alum Wheels, 36K Miles, Dual Wheels Rear Axle, Bedliner, Running Boards, Remote Start & Keyless Entry, Nav, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Power Sunroof, Touchscreen Display, Rear Parking Aid, Back-Up Camera, Trailer Brake Control, Bright White Clearcoat, C22210A



**2018 FORD  
FUSION SE AWD  
NOW \$19,856**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 78K Miles, Remote Start, Memory Power Leather Heated Front Seats, Power Moonroof, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ruby Red Metallic, F22317A

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**2022 TOYOTA CAMRY SE AWD**  
**NOW \$31,769**

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Less Than 3K Miles! Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Silver, C22189A



**2013 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$15,385**

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 159K Miles, Pick-Up Bed Cap, Bedliner, Running Boards, Power Driver's Seat, Heated Front Seats, Back-Up Camera, Remote Keyless Entry System, Ruby Red Metallic, U23000A



**2021 CHEVY SILVERADO K1500 RTS CREW CAB 4X4**  
**NOW \$48,995**

5.3 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 31K Miles, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Shadow Gray Metallic, U230030



**2020 KIA SPORTAGE LX AWD**  
**NOW \$20,943**

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 77K Miles, Power Driver's Seat, Heated Front Seats, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Rear Cross-Traffic Monitor, Blind Spot Collision Warning, Back-Up Camera, Remote Keyless Entry System, Black Cherry Pearl, U23005A



**2022 MAZDA MX-5 MIATA GRAND TOURING RF CONVERTIBLE**  
**NOW \$34,995**

2.0 EFI Engine, 6 Speed Manual Transmission, Aluminum Wheels, Less Than 2K Miles, Power Convertible Hardtop, Navigation, Leather Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Snowflake White Pearl, F23035H



**2020 JEEP GRAND CHEROKEE LAREDO 4X4**  
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3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Power Driver's Seat, Climate Control, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C23045A



**2021 FORD RANGER XL SUPERCAB**  
**NOW \$28,995**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Silver Steel Wheels, Only 13K Miles, Security Cover, Remote Start, SYNC, Chrome Appearance Package, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, F23043A



**2022 CHRYSLER PACIFICA TOURING L AWD**  
**NOW \$44,991**

3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Less Than 7K Miles! Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Chrysler Certified! Granite Crystal Metallic, C23071A

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**NOW \$23,588**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 38K Miles, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Climate Control, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! F23084A



**2022 HONDA CR-V EX-L HYBRID AWD**  
**NOW \$38,995**

2.0 HYBRID Engine, 1 Speed CVT Automatic, Aluminum Wheels, Only 6K Miles! Remote Start, Memory Power Leather Heated Front Seats, Power Moonroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Platinum White Pearl, F23035A



**2020 FORD F-150 XLT SPORT SUPERCAB 4X4**  
**NOW \$39,995**

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 24K Miles, Bedliner, Running Boards, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front Collision Mitigation, Blind Spot System with Trailer Tow Monitor, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Lead Foot, U23034



**2022 TOYOTA TUNDRA SR5 CREW CAB 4X4**  
**NOW \$53,995**

3.4 V6 EFI Engine, 10 Speed Automatic, Aluminum Wheels, Less Than 9K Miles, Bedliner, Power Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Touchscreen Display, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Magnetic Gray Metallic, C22168A

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T-250 LR CARGO VAN  
NOW \$39,995**

3.6 V6 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 73K Miles, SYNC 3, Lane-Keeping System, Front Collision Mitigation, Back-Up Camera, Trailer Tow Package, Trailer Brake Controller, Remote Keyless Entry System, Oxford White, F23015A



**2021 JEEP CHEROKEE  
LATITUDE 4X4  
NOW \$31,577**

3.2 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 15K Miles, Remote Start, Power Leather Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Slate Blue Pearlcoat, F22316B



**2017 JEEP WRANGLER  
SPORT 4X4  
NOW \$28,995**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 56K Miles, Black 3-Piece Hardtop, Deep Tint Sunscreen Windows, Alpine 9-Speaker W/All Weather Subwoofer, Satellite Radio, Remote Keyless Entry System, Rhino Clearcoat, F22153A



**2019 FORD F-150 XLT  
SUPERCREW 4X4  
NOW \$39,650**

2.7 V6 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 44K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U230223

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**2020 FORD F-150 XLT  
SPORT SUPERCREW 4X4  
NOW \$44,489**

2.7 V6 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 32K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Power Sliding Rear Window, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Lead Foot, F22288A



**2022 JEEP WRANGLER  
SPORT 4X4  
NOW \$38,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Black 3-Piece Hardtop, Touchscreen Display, Back-Up Camera, Trailer Tow Group, Remote Keyless Entry System, Jeep Certified! Black Clearcoat, C22253A



**2011 FORD EXPLORER  
LIMITED 4X4  
NOW \$11,893**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 151K Miles, Remote Start, SYNC, Memory Power Leather Heated Front Seats, Power Adjust Pedals, Climate Control, Blind Spot Monitor, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ingot Silver Metallic, F22315A



**2021 DODGE CHALLENGER  
R/T SCAT PACK  
NOW \$47,995**

6.4 V8 SRT HEMI Engine, 6 Speed Manual Transmission, Aluminum Wheels, Only 2K Miles, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Alpine Audio Group, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Granite Pearlcoat, C23022A



**2013 FORD  
ESCAPE SEL 4X4  
NOW \$10,958**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 144K Miles, SYNC, Memory Power Driver's Seat, Leather Heated Front Seats, Panoramic Moonroof, Climate Control, Remote Keyless Entry System, Tuxedo Black, F22303A



**2020 FORD  
EDGE TITANIUM AWD  
NOW \$33,995**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 23K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Iconic Silver Metallic, U23004A



**2020 FORD EDGE SEL  
NOW \$28,995**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 27K Miles, Remote Start, Navigation, SYNC 3, Ford Co-Pilot 360 Assist, Power Heated Front Seats, Auto Climate Control, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Hands Free Power Liftgate, Remote Keyless Entry System, Ford Certified! Desert Gold, F22200A



**2018 GMC SIERRA 2500HD  
DENALI CREW CAB 4X4  
NOW \$59,980**

6.6 V8 DIESEL EFI Engine, 6 Speed Automatic, Aluminum Wheels, 44K Miles, Allison Duramax Transmission, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Power Moonroof, Auto Temp Control, Lane Departure Warning, Front Collision Warning, Back-Up Camera, Locking/Limited Slip Differential, Remote Keyless Entry System, Balance of Factory Warranty! Onix Black, C23052A



**2019 FORD F-150  
XLT SUPERCREW 4X4  
NOW \$38,997**

5.0 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 48K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Power Sliding Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Stone Gray, Ford Certified! U23009



**2017 JEEP WRANGLER  
UNLIMITED SAHARA 4X4  
NOW \$35,995**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, Only 29K Miles, Remote Start, Navigation, Body Color 3-Piece Hardtop, Leather Heated Front Seats, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Chief Clearcoat, C23079A



**2021 CHEVY  
TRAILBLAZER LT AWD  
NOW \$27,688**

1.3 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Only 14K Miles! Remote Start, Power Driver's Seat, Heated Front Seats, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Dark Copper Metallic, U23007



**2018 JEEP GRAND  
CHEROKEE ALTITUDE 4X4  
NOW \$29,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 58K Miles, Remote Start, Navigation, Power Driver's Seat, Heated Suede Front Seats, Heated Steering Wheel, Auto Climate Control, Rear Parking Aid, Rear Collision Mitigation, Power Liftgate, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, M23019A



**2017 FORD F-250 SRW  
LARIAT CREW CAB 4X4  
NOW \$59,995**

6.7 V8 DIESEL Power Stroke EFI Engine, 6 Speed Automatic, Aluminum Wheels, 48K Miles, Bedliner, Power Running Boards, FX4 Off-Road Package, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, Panoramic Moonroof, Auto Climate Control, Adaptive Cruise Control, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ruby Red Metallic, F22022A



**2020 FORD F-150 XLT  
SUPERCREW 4X4  
NOW \$44,500**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 31K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Sliding Rear Windows, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, U23024



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NOW \$18,995**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 89K Miles, Memory Power Leather Heated Front Seats, Panoramic Sunroof, Climate Control, CD-Player, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Glacier White Metallic, C23041B



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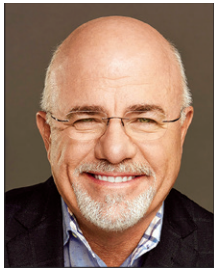
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**Dave Ramsey**  
Financial Expert  
The Ramsey Show

### Dave Says Tips for a First-Time Home Buyer

Dear Dave,  
I'm 20 years old, and I'm planning to buy a home in the next year. Besides having a 20% down payment, what other tips do you have for a first-time home buyer? Also, is there anything I need to guard against when it comes to buying a house?

Jacob  
Dear Jacob,  
I'm glad you're planning on making a down payment of at least 20%. That's a smart move, because it'll help you avoid the added expense of private mortgage insurance (PMI). Also, remember to get a 15-year fixed-rate mortgage loan, one where your payments are no more than 25% of your monthly take-home pay.

Now, the next pieces of advice are for you, Jacob, and anyone else who's planning to buy real estate. Always get title insurance. Always! If you're buying a piece of property that's not a traditional subdivision-type lot, have a survey done. This isn't as much of a worry with a standard subdivision lot, something that's pre-platted and has changed hands three or four times. But you don't want

to buy a piece of land under the impression that it's 3 acres and then find out the hard way it's only 2.25 acres. Get a home inspection too. Unless you happen to be an electrician, contractor or something like that, you're probably not an expert on things relating to home construction.

This last piece of advice may sound funny, but don't buy a house with a great, low price if it looks ugly from the street. I did that with the very first house I bought, and it's a bad idea. No matter what you think, when it comes to houses, you can't fix ugly. You can change out carpet, and you can put up new shutters or gutters and stuff like that. Those things aren't a ton of work. But there's a reason you can get a screaming deal on an ugly house—it's ugly. And the guy you sell it to down the road is going to get a great deal on the house. Why? Because it's just an ugly house.

If you're not careful, you can get a little too excited on your first home purchase. So stay smart, look at everything involved, and don't let a case of house fever push you into a big, expensive mistake!

— Dave  
*Description automatically generated \* Dave Ramsey is an eight-time national bestselling author, personal finance expert and host of The Ramsey Show. He has appeared on Good Morning America, CBS This Morning, Today, Fox News, CNN, Fox Business and many more. Since 1992, Dave has helped people take control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.*

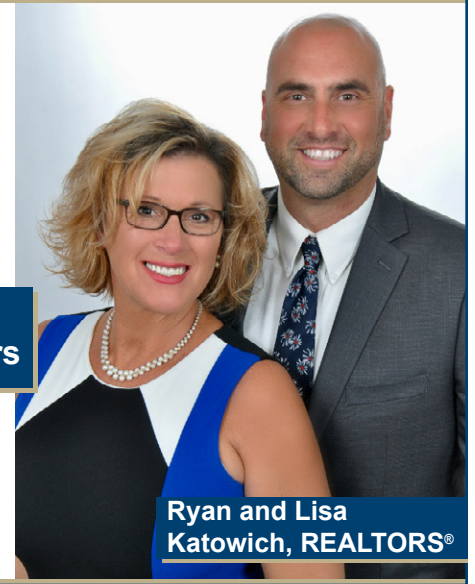
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<p><b>*** NEW LISTING ***</b></p>  <p>#23007722</p> <ul style="list-style-type: none"> <li>• SUITE FOR LEASE</li> <li>• 2127 SF medical office space</li> <li>• Large reception &amp; office areas</li> <li>• Former dental office in Stonegate Medical Center</li> <li>• Covered entrance, plenty of parking</li> <li>• \$3500/month</li> <li>• Call Loren Gerber 269-921-0754 or Dick Donnellan 269-921-0023</li> </ul>	<p><b>*** IMMEDIATE POSSESSION ***</b></p>  <p>#22046572</p> <ul style="list-style-type: none"> <li>• ALL-BRICK 5 BR home in the country</li> <li>• Original woodwork; hardwood floors</li> <li>• Enclosed porch</li> <li>• Huge pole barn (2688 SF) with workshop</li> <li>• Almost 2 ACRES in Sodus Twp</li> <li>• \$259,900</li> <li>• Call Dick Donnellan 269-921-0023</li> </ul>	<p><b>*** FOR LEASE ***</b></p>  <p>#22045468</p> <ul style="list-style-type: none"> <li>• RETAIL/COMMERCIAL SPACE</li> <li>• 851 SF next to Subway on M-139</li> <li>• \$2000 per month</li> <li>• Also available in building:</li> <li>• \$750/month (workshop garage)</li> <li>• Call Earl Misch 269-876-0715 or Dick Donnellan 269-921-0023</li> </ul>	<p><b>*** RETAIL CONDO SPACE ***</b></p>  <p>#21116257</p> <ul style="list-style-type: none"> <li>• FOR SALE OR LEASE</li> <li>• Retail/comm condo in high-traffic area</li> <li>• Approx 2700 SF unit available</li> <li>• In complex of home-improvement businesses</li> <li>• Just north of I-94 Exit 28</li> <li>• \$1550 month lease or \$125,000 sale</li> <li>• Call Loren Gerber 269-921-0754</li> </ul>	<p><b>*** SALE OR LEASE ***</b></p>  <p>#22002236</p> <ul style="list-style-type: none"> <li>• RETAIL CONDO SPACE</li> <li>• 11,400 SF unit – many possible uses!</li> <li>• Includes 3 offices &amp; large plush display area</li> <li>• Plus storage, utility, &amp; extra upstairs bonus area</li> <li>• Access to loading dock</li> <li>• Lease for \$4.85/SF or sell for \$595,000</li> <li>• Call Loren Gerber 269-921-0754</li> </ul>
<p><b>*** FOR LEASE ***</b></p>  <p>#23002744</p> <ul style="list-style-type: none"> <li>• PRIME SPACE FOR LEASE</li> <li>• Lincoln Township</li> <li>• Retail/commercial space</li> <li>• 1540 SF now available</li> <li>• \$900/month</li> <li>• Call Phil Medo 269-449-7325</li> </ul>	<p><b>*** VACANT LAND ***</b></p>  <p>#23000350</p> <ul style="list-style-type: none"> <li>• COMMERCIAL LAND</li> <li>• 225 FT frontage on Red Arrow</li> <li>• 0.78-ACRE buildable lot</li> <li>• Great location</li> <li>• \$36,900</li> <li>• Call Dick Kading 269-313-3719</li> </ul>	<p><b>*** PERFECT SMALL OFFICE ***</b></p>  <p>#22043467</p> <ul style="list-style-type: none"> <li>• FIRST CLASS OFFICE FOR LEASE</li> <li>• 2 private offices + reception area</li> <li>• 858 SF ready for occupancy</li> <li>• Perfect for attorney, CPA, white-collar business</li> <li>• \$575 per month</li> <li>• On Napier Avenue</li> <li>• Call Earl Misch 269-876-0715 or Dick Donnellan 269-921-0023</li> </ul>	<p><b>*** FOR LEASE ***</b></p>  <p>#22005220</p> <ul style="list-style-type: none"> <li>• GREAT COMMERCIAL LOCATION on Red Arrow</li> <li>• Coloma Township</li> <li>• 4800 SF with large showroom area</li> <li>• Includes 2 office areas &amp; storage</li> <li>• Large paved parking</li> <li>• \$4.25/SF</li> <li>• Call Loren Gerber 269-921-0754 or Dick Donnellan 269-921-0023</li> </ul>	<p><b>*** BUILDING SITE ***</b></p>  <p>#19040488</p> <ul style="list-style-type: none"> <li>• LARGE LOT in Berrien Twp</li> <li>• One-third acre</li> <li>• Buildable level site</li> <li>• On cul-de-sac</li> <li>• \$14,900</li> <li>• Call Jim Fisher 269-930-9191</li> </ul>



**Allen Jefferies**

**The Housing Market in Southwestern Michigan**

Southwest Michigan's housing market in February 2023 closed with lower sales and selling prices compared to February 2022, when sales were slightly higher, but selling prices set the record in the year-over-year market comparison that dates back to 2006.

The number of houses sold in February dropped 6 percent from February 2022 (158 vs. 168). The level of sales in February 2023 was the lowest since February 2014.

For the first two months of this year, the market was down 18 percent, with sales at 309 compared to 378 in February 2022. The highest number of sales in February was 471 in 2021.

The inventory of houses for sale increased 27 percent, providing a 3.2-months supply at the end of February (613 vs. 480). This level still needs to be higher for buyers searching listings for sale across Allegan, Berrien, Cass, and the westerly two-thirds of Van Buren counties. For comparison, in February 2009, there were 3099 houses for sale.

In February 2023, the average selling price was \$267,416 compared to \$324,027 in February 2022, a 17 percent drop. Year-to-

date, the average selling price fell 9 percent (\$283,109 vs. \$311,243).

The median selling price in February 2023 increased by \$550 to \$225,000 from \$224,450 in February 2022. Year-to-date, the median selling price stayed the same at \$215,000.

The median price is the price at which 50% of the homes sold were above that price and 50% were below.

With lower sales, the total dollar volume decreased 22 percent in February 2023 (\$42,251,729 vs. \$54,436,579). The year-to-date total dollar volume dropped 26 percent (\$87,480,386 vs. \$117,650,192).

The number of bank-owned or fore-closed homes as a percentage of all transactions was 2 percent (4 houses), the same as in January. The previous low percentage was 3 percent in February 2021 and the highest percentage in February was 75 percent in 2009.

The Freddie Mac mortgage rate in February was 6.50, up from 6.13 in January for a 30-year conventional mortgage. A year ago, the rate was 3.89.

This data reflects home sales across Allegan, Berrien, Cass, and the westerly two-thirds of Van Buren counties and should not be used to determine the market value of any individual property. If you want to know the market value of your property, please contact your local REALTOR®.

**When Selling Your House...**The first thing you should do is pick a REALTOR® to be the coach of your team. You need a coach to do the research that will set up the steps to beat the competition. Your coach will strategize a plan to market your house at the

right price and bring in additional players to help sell your house quickly. Your job on the team is to get your house in prime condition and deeply cleaned to make your home as appealing as possible. From day one, you should start moving out by getting rid of clutter and all the personal things that say you live there. You can also help by making a list of things about your home and the neighborhood that will be of interest to buyers. Remember selling your house is not a game but a serious financial process requiring the coach and team to work together continuously with no time-outs until you sign the closing papers.

**When Buying a Home...**You have three significant financial advantages that you don't have as a renter. First is a steady payment for the life of the mortgage. When you rent, the landlord sets your monthly payment, and you can expect year after year increases.

The second advantage is that you will build equity as you pay down your mortgage and thus increase your financial worth. The third advantage is that every year you can deduct the amount of mortgage interest and property taxes from your income taxes, helping you reduce the amount of taxes that you owe.

There are many more advantages, and the best way to learn about them is to call a REALTOR®. A REALTOR® will help you with the process of making the right financial investment in your dream home.

To view properties that are for sale in your local area, go to [www.swmar.com](http://www.swmar.com) and click on "Search". The Southwestern Michigan Association of REALTORS®, Inc. is a professional trade association for real

estate professionals who are members of the National Association of REALTORS® and ancillary service providers for the real estate industry in Allegan, Berrien, Cass, and Van Buren Counties. The Association can be contacted at 269-983-6375 or through their website at [www.swmar.com](http://www.swmar.com).

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- Updated kitchen w/ SS appliances
- Spacious dining room
- Many new & newer items
- Don't wait, call today!

**\$270,000 (23006501)**



**NEW LISTING**

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- Rock solid multi-level
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- Fireplace in living room
- 2 Car garage
- Must see – call today!

**\$252,000 (23008050)**



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- Guest house
- 24x40 Pole barn
- Hagar Shore Area
- Second home or rental units
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**\$209,000 (23008145)**



**NEW LISTING**

- 2 BD, 1 BA – 860 sq ft
- 2.46 Acres
- Secluded, country setting
- All appliances stay
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- Home needs a little TLC

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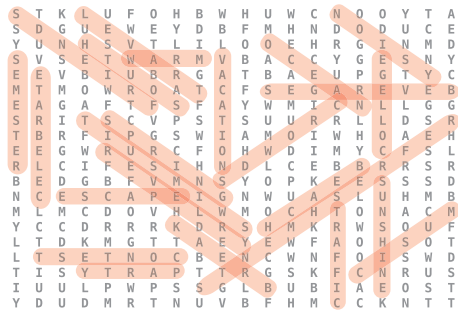
Classified Deadline is Tuesday at 3pm • call 269-934-7522 • fax 269-934-3297 • email [classified@mailmaxonline.com](mailto:classified@mailmaxonline.com)

## SUDOKU ANSWERS FROM PAGE 6

SUDOKU ANSWERS:

2	9	6	7	4	5	3	1	8
7	5	4	1	8	3	2	6	9
8	3	1	9	2	6	4	7	5
5	7	3	2	6	1	9	8	4
4	2	9	8	5	7	6	3	1
6	1	8	4	3	9	5	2	7
1	6	2	5	9	8	7	4	3
9	4	7	3	1	2	8	5	6
3	8	5	6	7	4	1	9	2

WORD SEARCH ANSWERS:



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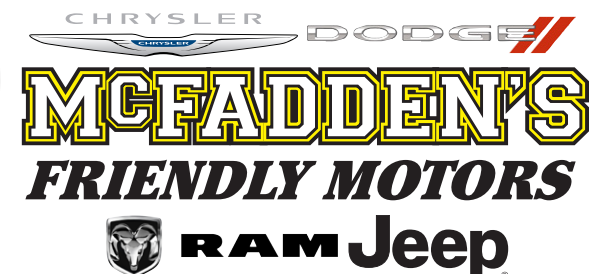


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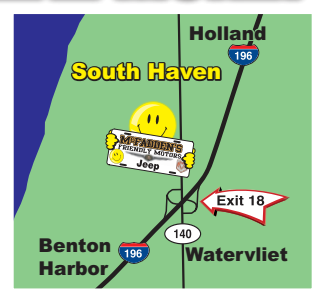
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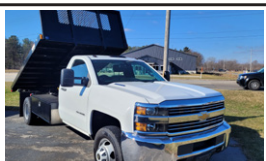
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