

Buyer confidence up, builder says

By Corinne Abatt
staff writer

Herb Lawson's right-hand man is his wife, Carol. He's the president of Herbert Lawson Inc. of Southfield and she's vice president. His strength is the business end of residential building and developing. She handles marketing, advertising, sales and works with customers, architects and designers.

They are working on Phase II of Foxpointe condominiums of West Bloomfield, Phase II and III of Walnut Hills condominiums of West Bloomfield and Franklin Hills of Bloomfield (Township) 13 custom cluster homes.

Now that's a lot of bases to cover, but these two veterans of the building business thrive on activity and challenge.

Their condo market is young professionals without children and empty nesters. With a price range of \$138,000-150,000 for the chic, upscale, two- and three-bedroom Foxpointe condos and \$130,000-140,000 for the two-bedroom Walnut Hills residences, they are right on the mark.

Phase I at Foxpointe (79 units) and Phase I (29 units) at Walnut Hills are long gone and about half of Phase II in both is sold. Phase III for both will be under way shortly, if not already.

Lawson said, "The confidence level of the consumer is back like it was in the '70s — that's made a

dramatic effect. People feel confident about purchasing a home."

And these condos have a dramatic effect as well. At Foxpointe, the two models, a two-bedroom ranch with den and the two or three-bedroom colonial with den have two-car attached garages, full basements and private courtyards.

Lawson stressed the advantages of mature plantings around the new construction that softens the raw, fresh look.

Room sizes are certainly ample, but they seem even larger because of the cathedral ceilings in the ranch, angled walls and doorways, doorways that open to decks, gracious foyers and good traffic patterns.

Carol Lawson said they work closely with clients, many of whom want changes to accommodate their particular lifestyle. These condos have many features that are found in units considerably more expensive — ceramic tile in the foyer, baths and showers, fireplace in living room, large first floor laundry, dressing area in the master suite, breakfast nook and separate dining area.

Foxpointe is on the west side of Orchard Lake road, south of Lone Pine. Models are open 1-5 p.m. every day. Walnut Hills is on Walnut Lake road, west of Drake. Models there are open 1-5 p.m. every day, but Thursday.



The living room of one of the Foxpointe models with cathedral ceiling and marble fireplace has a gracious look and a spacious feeling.

exhibitions

Continued from Page 1

● FEIGENSON GALLERY

New work by Diane Carr will be up through May 31. She will lecture at 2 p.m. Saturday, May 3. Hours are 11 a.m. to 5 p.m. Tuesday-Saturday, 310 Fisher Building, Detroit.

● CADE GALLERY

Watercolors and drawings by Diane Postula Levine continue through May 21. Hours are 10:30 a.m. to 7 p.m. Tuesday-Saturday, 214 W. Sixth, Royal Oak.

● DONNA JACOBS GALLERY

Display of ancient glass continues through May 3. There are more than 100 examples of glass from the Eastern Mediterranean, Egypt, the Near East and the Roman Empire. Hours are 11 a.m. to 5:30 p.m. Tuesday-Saturday, 574 N. Woodward (second floor), Birmingham.

● FIELD ART STUDIO

Exhibition of works collected by Shirley Feig on a recent trip to the Himalayan region of Asia. Included are contemporary batik

and traditional Hindi and Tibetan Buddhist paintings done in Nepal. Hours are 9 a.m. to 5 p.m. Monday-Saturday, 2646 Coolidge, Berkeley.

● PARK WEST GALLERIES

Exhibition of 33 works by Eric, the 93-year-old master of Art Deco, will be on display through June 1. Hours are 10 a.m. to 6 p.m. Monday-Wednesday, until 9 p.m. Thursday and Friday, 11 a.m. to 6 p.m. Saturday and Sunday, 29469 Northwestern, Southfield.

● DONALD MORRIS GALLERY

"Wilbert at Morris" is a retrospective, 1961-1986, of the paintings of Robert Wilbert, nationally recognized Detroit artist who teaches at Wayne State University. Regular hours are 11 a.m. to 5 p.m. Tuesday-Saturday, 105 Townsend, Birmingham.

● CRANBROOK ACADEMY OF ART MUSEUM

Exhibition by degree candidates continues, May 3-11 with work from graduates in architecture, ceramics, metalsmithing,

printmaking, photography and fiber. Hours are 1-5 p.m. Tuesday-Sunday, 500 Lone Pine, Bloomfield Hills.

● BELIAN ART CENTER

Architectural ceramic sculpture by James Leacock continues on display through May 14. Hours are 11 a.m. to 6 p.m. Monday-Saturday, 5980 Rochester at Square Lake, Troy.

● DETROIT INSTITUTE OF ARTS

"Solite 17," a mixed-media environment by Edward and Nancy

Reddin Kienholz, continues on display through June 29. Hours are 9:30 a.m. to 5:30 p.m. Tuesday-Sunday.

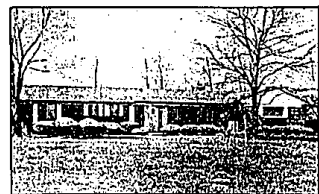
● WATERFORD COMMUNITY CENTER

English Brass Rubbings by Julius Kusey of Rochester are on display in the center in the Waterford Friends of the Arts gallery through May 8. Kusey has spent 20 summers traveling in England to create these unusual works. The Community Center is at Crescent Lake and Highland roads, Pontiac. Hours are 7-9:30 Monday-Thursday.



FARMINGTON HILLS

Lovely colonial on wooded 1/4 acre cul-de-sac lot with neutral decor, 4 bedrooms, 2 1/2 baths, dining room, family room with natural raised hearth fireplace, private study, finished basement and attached garage. \$154,900 (G-281) 851-2303



NORTHWEST LIVONIA

Park-like setting in beautiful Livonia Hills Estates enhances this lovely country ranch on double lot. Features include 3 bedrooms, 2 baths, natural fireplace, Florida room and attached 2 car garage. \$118,500 (H-203) 851-2303

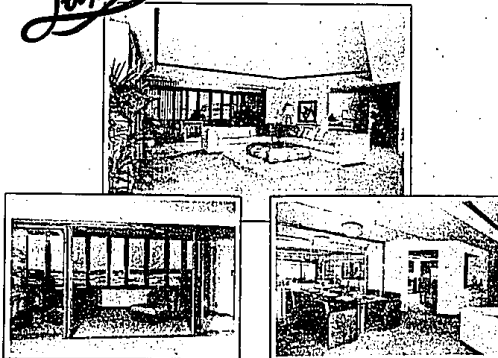


UNIQUE SOUTHFIELD HOME

Large wooded lot on quiet street. 4 bedrooms, 2 1/2 baths, master suite, dining room, family room, updated kitchen with all appliances. Patio, barbecue, 2 car garage with storage workshop. \$79,500 (P-247) 540-6777

GLEN OAKS

Luxurious



MORE THAN JUST A PLACE TO LIVE

Glen Oaks is much more than a place to live, it's a way of life to be savored. Make a move from a place to live to a lifestyle. Make a move to Glen Oaks!

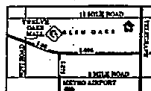
Security, privacy, the ultimate in luxury...all of the things you are looking for in a home are thoughtfully integrated into the design of Glen Oaks, and executed with craftsmanship.

A perfect blend of lush natural beauty in a woodland setting with ponds and streams, and of sleek sophistication — that's Glen Oaks Apartment Community. It's a lifestyle ahead of its time, and it's available to you today.

Among Glen Oaks many beautiful features are:

- 24 hour security system
- Full size washer and dryer tucked into your own utility room
- Complete kitchen — featuring oak cabinets
- Living room with glass doorways leading to a year round sunporch
- Entrance to a formal dining setting
- Core den off of the main living area
- Indoor swimming pool, sauna and whirlpool
- State of the art exercise equipment
- Club room for business or private functions
- Helped for time saving travel

Visit Glen Oaks and experience the ultimate in luxury apartment living.



EXCLUSIVELY
LEASED BY
Chamberlain
REALTORS®
851-2303



BEAUTY/LUXURY/QUALITY ALL IN ONE

Four bedroom Lathrup Village colonial with attached rear entrance garage. Family room, beautifully finished recreation room, patio and a MASTERPIECE in interior decor. \$99,900 (C-276) 557-6700



5 ACRES - TOWERING TREES

Three bedroom tri-level located in Farmington Hills featuring a family room, Florida room, inground pool, horse barn, hay barn, maintenance building and 2 acres of woods with spring-fed pond. \$250,000 (H-286) 547-2000/851-2303



ONE OF A KIND SOUTHFIELD QUAD

BRING YOUR BEST OFFER on this outstanding FOUR bedroom home. Panelled family room, 2 full and 2 half baths, central air plus attic fan. Amenities include: sprinkling system, intercom, screened porch and MORE! \$115,000 (B-102) 557-6700

SOUTHFIELD/LATHRUP
557-6700

ROYAL OAK
547-2000

BIRMINGHAM
540-6777

Chamberlain
REALTORS

WEST BLOOMFIELD
851-2303

ROCHESTER
651-3330

BLOOMFIELD
644-6788

TROY
643-8500

"SINCE 1948"