

# 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, doorwalls 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, Berkley.

● **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, 165 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.

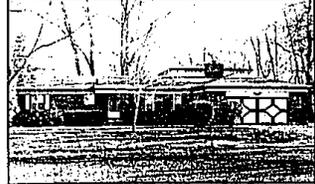
● **WATERFORD COMMUNITY CENTER**  
English Brass Rubbings by Julius Kusey of Rochester are on display in the center in the Waterford Friends of the Arts gallery through May 8. Kusey has spent 20 summers traveling in England to create these unusual works. The Community Center is at Crescent Lake and Highland 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. \$118,000 (H-203) 851-2303



**UNIQUE SOUTHFIELD HOME**  
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