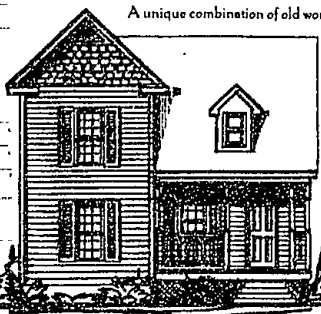


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## House sales from page 2 F

• 4322 Knightbridge Lane \$147,500	• 6559 N Springridge Road \$170,000	• 7318 Silver Leaf Lane \$225,000	• 6043 Village Square Ct \$327,479	• 5630 Windmill Lane \$170,000
• 4870 Lakeview Ave \$129,900	• 2845 Oakbrook Lane \$80,000	• 7376 Silver Leaf Lane \$225,000	• 6680 W Dartmouth St \$139,000	• 7189 Woodcreek Dr \$27,250
• 1835 Lochaven Road \$81,000	• 4116 Old Dominion Dr \$193,000	• 7254 Somerset \$96,927	• 6824 W Dartmouth St \$133,000	• 7422 Westchester Blvd \$215,000
• Lockin Ct \$95,000	• 5330 Park Valley Ct \$219,000	• 3995 Spencer Ter \$117,500	• 5384 W Doherty St \$149,000	• 7299 Westchester \$113,000
• 3645 Lone Pine Road \$83,000	• 3440 Park Forest Dr \$247,900	• 7232 Sturbridge \$139,500	• 4260 Wakefield Lake \$180,100	• 7349 Westchester \$141,000
• Long St \$50,000	• 2163 Peachtree Ct \$270,500	• 130 S Tilden St \$60,000		
• 3945 Maple Blvd \$35,000	• 1745 Revere Ct \$193,000	• 1525 Tenthred St \$85,000	• 2007 Walden \$102,500	• 7464 Wilshire \$137,750
• 1815 Mayblossom Dr \$95,500	• 2226 Rhine Road \$192,500	• 7375 Ten Hill Dr \$57,293	• 5524 Walnut Circle \$149,500	• 7422 Woodcreek Dr \$27,250
• 4435 Middlefield Ave \$79,000	• 7059 Richardson Road \$69,500	• 6801 Tonybrook Circle \$375,000	• 4168 Wetland Dr \$75,000	• 5153 Woodcreek Ct \$221,000
• 5610 Maple Lake Ct \$219,000	• 5663 Springham St \$159,600	• Valerie St \$32,000	• 6220 Westbrook Ct \$105,000	• 5305 Wright Way \$112,000

### Warning—Do Not Sell Your Home Until You Read A Copy Of This FREE Report First!

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South Lyon	52535 Horseshoe Ln.	\$114,500	647-6400
South Lyon	52595 Horseshoe Ln.	\$119,500	647-6400
South Lyon	26781 Johns	\$ 99,500	647-6400

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### Real Estate Facts

by Sandra Ladd  
Max Brook, Inc.

### Buy With Etiquette!

If you want to learn social etiquette, you'd probably contact a book by Emily Post or Amy Vanderbilt. But, how can you learn home buying etiquette?

Surprised to hear there is such a thing as home buying etiquette? There are no books on the subject, so what's it all about?

Over the years, real estate agents have learned that some simple, common courtesies can go a long way towards making the home buying experience more rewarding, and enjoyable, for the buyers. Here are a few suggestions.

First, when planning to purchase a home, contact the agent of your choice before you're ready to look at homes. Plan to spend time in the agent's office discussing your needs and objectives, as well as your financial picture.

Next, be prepared to allow plenty of time when looking at homes. Rarely will you purchase the first home you see. Be prepared to invest from several hours to a full day for the agent in present and review a variety of homes.

Who should be included when you begin looking at homes? Bring only the decision makers who will be paying for and living in the home. Leave the rest of the family or friends at home.

While viewing homes, respect the sellers by not eating or smoking in their home. Allow time for breaks, coffee or lunch at nearby eating establishments.

Bring your checkbook. Begin looking at homes only when you've made a commitment to act. When you find just the right home, be prepared to sign an offer to purchase, with an earnest money deposit.

Real estate agents spend many hours of preparation before the first house is shown. They devote themselves to providing home buyers with plenty of information, and a wide variety of homes. They also appreciate those who practice good homebuying etiquette.

**BUY WITH ETIQUETTE.**  
Improve your buying skills. Call Sandra Ladd at 810-646-1400, or 1-800-844-3900 in Bloomfield Hills.

### Outstanding BLOOMFIELD HILLS HOMES

Wabek Ridge. Showplace! 5 bedrooms, 4 1/2 baths. Contemporary with 1st floor master bedroom suite. 6 baths. 8800 sq. ft. formal living room, dining room, great room with floor to ceiling doorways. Library, atrium kitchen with bleached oak cabinets. Extensive built-ins. Finished walkout with built-in wet bar, exercise and spa room. 3 car attached garage. More!

Knockout Glamour Home on Lake. 6 bedrooms, 4 1/2 baths. Loaded with built-ins, completely updated. Off-white marble flooring in foyer, dining room, white formal kitchen with top of the line appliances. Great room has high ceilings with walk-in wet bar. Master bedroom has 2 dressing areas, Jacuzzi & SS. Finished walkout with family room, 3 bedrooms & 2 full baths. 3 car attached garage. Reduced to \$799,000.

Showplace! Des Rosters designed white brick ranch. Completely updated-like new! 4 bedrooms, 3 1/2 + 3/2 baths. Floor to ceiling picture windows. Open floor plan. New white formal kitchen with sub-zero, Jennie-Air. Master bedroom suite and 2 more bedrooms & library on Main level. Professionally finished walk-in wet bar room. Skylights, high ceilings. More! Reduced to \$719,000.

Please Ask For Sylvia Stotzky  
Residence: 661-9808 or Pager: 452-0437  
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**CLARKETON RANCH CONDO.** 2 bedrooms, 2 1/2 baths, open floor plan with neutral decor. All appliances and wet bar. Oak kitchen, 1st floor laundry, full basement & 2 car attached garage. \$162,900 (OE77CDD) 299-6200

**BEAUTIFUL VIEW.** Comes with this 3 bedroom brick ranch in Oakland Twp. The walk-out basement only enhances the leisure living in this home. Call today! \$164,900 (OE1EAG) 299-6200

**OVER AN ACRE.** 3 bedrooms, 2 bath ranch on over an acre with spring-fed pond, office, newer carpet, kitchen, floor, dishwasher, central air and family room w/ fireplace. \$159,900 (OE27MEL) 299-6200

**SPIC & SPAN 3 bedroom, 1 1/2 bath charmer** snuggled on a large country setting w/ many mature trees and exquisite landscaping. Many updates make this a great first time home. \$109,500 (OE27MEL) 299-6200

**Just Listed!**

**POPULAR TROY SUB.** This ranch has an open floor plan, partially finished basement w/ office, newer carpet, kitchen, floor, dishwasher, central air and family room w/ fireplace. \$159,900 (OE27MEL) 299-6200