

HOMES SOLD IN OAKLAND COUNTY

These are the Observer & Eccentric-area residential real estate closings recorded December 30-January 3 at the Oakland County Register of Deeds Office and compiled by Advertising That Works, a Bloomfield Township company that tracks deed and mortgage recordings in Southeastern Michigan. Listed below are cities, addresses, and sales prices.

Auburn Hills
723 Huntclub Blvd \$158,000
2222 Pinecrest Way \$31,000
180 Rosetta Ct \$150,000

Beverly Hills
17970 Kinross Ave \$195,000
18007 Kirkshire Ave \$155,000

Bingham Farms
24050 Bingham Pointe \$255,000

Birmingham
1664 Cole St \$135,000
435 Linden Rd \$598,000
1628 Penstone St \$158,000
540 S Glenhurst Dr \$350,000
2756 Yorkshire Rd \$119,000

Bloomfield Hills
2752 Colonial Trl \$165,000

5825 Crabtree Rd \$245,000
1867 Get Ridge Dr \$228,000
1026 Greentree Rd \$345,000
4265 Quailon Rd \$234,000

Clarkston
5472 Bristol Park \$320,000
7745 Foster Rd \$178,000
6312 Heron Ct \$158,000
6553 Ridgeview Dr \$158,000
9403 Ute Pointe Dr \$118,000

Commerce Township
1670 Brighton St \$134,000
8011 Flagstaff St \$80,000
3296 Mandrake St \$95,000
3573 Oak Meadows \$166,000
4478 Ravinewood \$215,000

Farmington
36883 Heatherton Dr \$134,000

30042 W 12 Mile # 54 \$125,000
30022 W 12 Mile # 9 \$47,000

Franklin
30957 Franklin Woods Ct \$416,000

Lake Orion
2469 Canoe Circle Dr \$285,000
493 Joslyn Rd \$97,000
677 Laird St \$49,000
280 Lakewood St \$330,000
203 Lakewood Ln \$46,000
207 Lookout Ln \$168,000
2634 Wildwood Ct \$68,000

Novi
48076 Andover Dr \$370,000
25738 Beck Rd \$110,000
24780 Devonport Ave \$239,000
45449 Irvine Dr \$270,000
44676 Mansfield Dr \$108,000

2413 Ranchcroft Best \$227,000
3487 Warwick Dr \$40,000
3571 Warwick Dr \$46,000
736 Woodfield Way \$282,000

Southfield
21755 Beech Rd \$110,000
27030 Belmont Ln \$165,000
27356 Fairfax St \$125,000
29781 Fall River Rd \$100,000
19714 Goldwin St \$113,000
17220 Hilton St \$157,000
27035 Lexington Pkwy \$116,000
17656 Magnolia Pkwy \$89,000
24714 Maryland St \$118,000
25516 Olmond Dr \$65,000
17279 Roxbury Ave \$70,000
30244 Southfield A272 \$51,000
28000 Tavistock Trl \$119,000

1479 N Pontiac Trl \$166,000

West Bloomfield
4906 Cherry Blossom Cir \$259,000
4971 Cherry Blossom Cir \$306,000
3985 Glenview Ave \$159,000
6093 Crosswell Dr \$450,000
5701 Culpepper \$170,000
7350 Danbury Dr \$311,000
7385 Drake Rd \$470,000
8661 E Darlmore Rd \$171,000
5065 Eastman Blvd \$161,000
7355 Millwood Dr \$400,000
4100 Old Dominion Dr \$198,000
8351 Saint James Dr \$150,000
5251 Simpson Lake Rd \$257,000
7693 Whitford Dr \$328,000
7190 Willow Oak Dr \$212,000

Excellence

Enjoy the extras.

"Under promise - over deliver!" That expression gives special meaning to the term "value-added" service, the giving of more services than clients and customers expect to receive.

I strive to provide a full range of real estate services when you choose me and my company, along with some extras I've added. Special attention to detail and attentive listening are two I think you will appreciate. Many more are behind the scenes as I research and provide answers to your real estate questions.

When you call me or come by for real estate information, I will see to it that you receive a double-handful of valuable services. Enjoy the difference with my compliments.

HOWARD NOVETSKY
24 Hr. Voice Mail/Beeper
(810) 317-3399

Real Estate One

Smart home buyers know their options

By **RUSSELL K. BOOTH**, PRESIDENT, NATIONAL ASSOCIATION OF REALTORS

(NAPS) - Let's face it. For most of us, the prospect of buying a home, whether for the first time or the tenth time is daunting. The modern real estate transaction is not only time consuming, it can be confusing. Yet in reality for most of us, this American dream of homeownership is also the largest financial commitment we ever make. Smart consumers know that this is the time we call in the professionals.

When you are looking for help, professional, ethical advice concerning the home buying process, you should know that you have the option of working with a Realtor who specializes in buyer agency. A Realtor, of course, is a real estate professional who is a member of the National Association of Realtors and subscribes to its strict Code of Ethics. And, although buyer's agents might be the "new kids" in real estate in your local area, they bring a wealth of experience to work for you.

Buyer agency isn't exactly new. It's been a long-standing practice in commercial and industrial real estate transactions. More recently, consumers have discovered that buyer agency opens up a whole marketplace of options in residential transactions.

In fact, buyer agency has become such an important trend with today's savvy consumers that the National Association of Realtors has now joined forces with the Real Estate Buyer's Agency Council to provide additional education and accreditation for real estate professionals who work specifically with home buyers.

What can a Realtor who specializes in buyer's agency do for his or her client? Among the most helpful could be negotiating for a smaller deposit, for all closing costs to be paid by the seller or for contract terms most favorable to the buyer. He or she may also help the buyer find legal assistance to review proposed contracts or home inspectors to examine the property. The services provided by a buyer's agent aren't that different from those provided by seller's brokers - they are just offered from a different perspective.

Today's more sophisticated buyers are choosing representation.

COUNTRY MANOR HOME IN THE CITY OF BLOOMFIELD HILLS

Builders own home, located on two secluded acres adjacent to Stonecroft Golf Course. Built in 1980, this fine home features quality commercial grade construction, six bedrooms and nine and one half baths, two gourmet kitchens, a first floor master bedroom with his and her bathrooms, an air pair suite, a heated three car attached garage, a detached two car garage with extra full doors, a gazebo and playhouse, a seventy five foot, short course Olympic in-door pool with state of the art dehumidifying system located in a separate wing of the house. Light transitional decor. \$1,650,000.00.

Call for Further Information
Suzanne Boris Walker
1-810-901-4269

BIRMINGHAM, TROY, ROYAL OAK

1424 S. Woodward
645-2500

Cranbrook REALTORS

BLOOMFIELD HILLS FRANKLIN WEST BLOOMFIELD

BLOOMFIELD HILLS BORDER BUILT home on magnificent 1 1/2 acre site with pond & river. Marble foyer with double oak staircase & dual balconies. Three story atrium, 4 fireplaces and many features too numerous to mention. Call for details. \$2,750,000. 664452CAR

BEST BUY IN BLOOMFIELD - Gracious home on beautiful lot, rimmed with evergreens for complete privacy. Fantastic floor plan with hardwood floors, 3 fireplaces, enclosed porch, patio & a 1st floor bedroom with full bath. Bring all offers! \$425,000. 649577NEW

OUTSTANDING FRANKLIN VILLAGE location! Corner lot with private setting. Home needs TLC and update. Surrounded by very expensive homes. Excellent family neighborhood. Value is in the land. \$200,000. 662628CAR

COZY AND IMMACULATE BUNGALOW in beautiful Royal Oak neighborhood. Get out of the cold into your cozy new home! \$140,000. 669138LAW

BLOOMFIELD GEORGIAN COLONIAL with master suites on 1st & 2nd floor. Great room, 1st floor laundry, lower level maid's quarters, walk-out basement, Florida room, rec. room, central air & deck. One acre lot. \$679,000. 700084DUN

ALL-SPORTS SYLVAN / OTTER LAKE! Gorgeous canal-front contemporary with dramatic cathedral ceilings & extensive lake-view windows. Four bedrooms, 2 1/2 baths - over 3,000 square feet. Three car attached garage, sea wall & dock. \$329,000. 669440DEV

STUNNING COLONIAL HOME close to the heart of Royal Oak. Formal dining & living room, with gorgeous ceiling & mantel. Updated kitchen features all appliances, including washer & dryer. Wonderful private backyard with small garden area & porch. \$151,900. 702369WAS

PRICE REDUCED! A quiet, private setting on over an acre of property. Updated kitchen, 4 bedrooms, 3 1/2 bathrooms and full basement with wet bar. 701666WIG

BRICK RANCH in popular Pembroke subdivision. Open flowing floor plan. Good size room, freshly painted interior, hardwood floors, wet plaster walls, natural fireplace in living room. Finished basement with wet bar. \$199,900. 667511DOR

SOLID FIRST TIME BUY or income property. Brick three bedroom with half bath in basement. 660478BAG

NEW ON MARKET - Spacious contemporary ranch. Private wooded Birmingham setting. Cathedral ceilings, skylights, deck, numerous recent updates include: furnace and central air. \$279,000. 665650ARD

NICELY DECORATED RANCH with open kitchen overlooking family room with fireplace, 3 bedrooms, recreation room and basement office or 4th bedroom. Located on quiet street, close to shopping & entertainment. \$125,900. 664255BGR

FABULOUS NEWER CONSTRUCTION on Indianwood Lakes. Bright, open and white. Cathedral ceiling in living room, large master bedroom with whirlpool tub. Finished walk-out. Family room with fireplace. Andersen windows. \$290,000. 66130ABUS