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Very sharp ranch condo, lower 2 bedroom unit, neutrally decorated, light & bright. Just added corner fireplace, manicured lining, moon, luxurious master suite with walk-in closet, Florida foyer, central air, one car attached garage. Tennis, swimming and golf membership available but not included. Nestled Square Lake & E. of Opdyke in the Heathers.

$169,900 FOR SALE BY OWNER (810) 334 2704

HOMES SOLD IN OAKLAND COUNTY

These are the Observer & Eccentric-area residential real-estate closings recorded January 27 - 31 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
4295 Arcadia Dr $289,000
2183 Dexter Rd $95,000
2035 Phillips Rd $81,000
3098 Simmons Ct $67,000
716 Southampton St $115,000

Beverly Hills
31600 Arlington Dr $169,000
16099 Buckingham Ave $170,000
18140 Lochenbie Ave $225,000
32217 Orchard Way Ct $278,000

Bingham Farms
23720 Overlook Cir $285,000

Birmingham
1066 Birmingham Blvd $292,000
444 Chester St # 23 $280,000
2529 Dorchester Rd $140,000
917 Floyd St $272,000
325 Hanna St $236,000
1605 Haynes St $220,000
350 Lakeside Dr $450,000
430 Park St $200,000
1680 Pentstone St $162,000
329 W Brown St $655,000
611 Wallace St $460,000

Bloomfield Township
3635 Forest Hill Dr $290,000
1810 Long Pine Rd $370,000
5588 N Adams Way $180,000
3786 Wabeek Lake Dr E $370,000

Bloomfield Hills
6730 Cathedral Dr $197,000
890 Dursley Rd $258,000
7520 Hiddenbrook Ln $170,000
5845 Lahser Rd $320,000
490 Newburne Pointe $190,000
4550 Pickering Rd $162,000
5820 Roundhill Ct $245,000
236 S Cranbrook Rd $180,000
892 Torton Trl $237,000
6801 Telegraph Rd $160,000
4671 W Maple Rd $215,000
3495 Westchester Rd $205,000

Bloomfield Village
485 N Cranbrook Rd $597,000

Clarkston
8750 Allen Rd $452,000
7157 Bluewater Dr $161,000
7980 Caberfae Trl $180,000
9466 Dixie Hwy $120,000
7177 Glenburnie $185,000
5725 Hummingbird Ln $160,000
5090 Iroquois Blvd $157,000
9810 Oak Valley Dr $40,000

Farmington
20916 Birchwood St $148,000
21410 Chestnut Ln $156,000
24143 Farmington Rd $159,000
33636 Grand River Ave $145,000
32020 Grand River #25 $57,000
20943 Robinwood St $135,000

Farmington Hills
29485 Beau Rdg $165,000
29451 Belfast St $35,000

See HOMES, G5

BY OWNER

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Self *from page F1*

surfaces in associations that hire a manager is whether they're getting the best bang for their buck in contract services.

"You have far better control of money if you self manage," St. Martin maintained. "It's easier to build personal relationships (with service providers). They know you and you know them. They know what you want, what to expect."

"Maybe I'm too particular, I don't know," Martin said of management companies. "I don't think they would be as attentive to detail. This is only my opinion."

A key to self managing, most agree, is to establish specific policies, then follow them to the letter. That way, you don't become a sounding board for chronic complainers.

"At one point in time, we had a collection problem," Godbout said. "We set a policy about when (assessments) were delinquent, when the late fee was due. When people found out we were serious, the problem went away."

Another key is competent people willing to do the work.

But don't overestimate your competency, Meisner warns. Periodic financial, legal, physical and operation audits are necessary.

"They should have a good, experienced condominium attorney and a condominium CPA," Meisner said.

St. Martin and Godbout both admit that it would be more difficult to self-manage larger, attached condominium communities with pools, clubhouses and other amenities.

Whitener, however, believes that the proof is in the doing. It takes know-how and desire, she said.

"All of the people on this board are competent and capable," she said. "I don't do it all myself."

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Golf Course Community
- Estate Size Sites.
- Close To Shopping
- Close To Club House.

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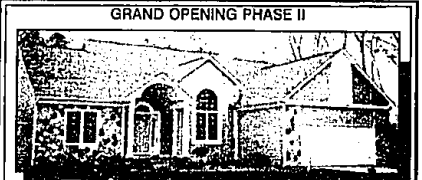
GRAND OPENING PHASE II



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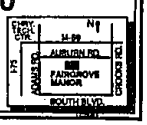

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Observer & Eccentric MORTGAGE MARKET

TERM	RATE	PTS/FEES	DN. PMT.	LOCK	APR	COMMENTS
AMERICAN FINANCE & INVESTMENT						**800-562-5674**
30 yr FIX	7	3/355	5%	45 days	7.38	24 hr Rateline 1-800-689-2562.
15 yr FIX	6.375	3/355	5%	45 days	6.97	Http://www.loanshop.com
7/23 Balloon	6.375	3/355	10%	45 days	7.07	
30 yr Jumbo	7.25	2.375/355	10%	45 days	7.57	
(A) 10306 Eaton Pl., Ste 220, Fairfax, VA 22030						
AMERICAN HOME FINANCE						**800-440-1940**
30 yr FIX	7.625	0/290	5%	45 days	8	Large Apartment buildings.
15 yr FIX	7.25	0/290	5%	45 days	7.63	No Cost Loans.
7/23 Balloon	7.25	0/290	5%	45 days	7.64	No origination
3/1 yr ARM	6.785	0/290	5%	45 days	7	Fee - Sun 10-2.
(A) 39111 W 6 Mile Rd., Livonia, MI 48151						
FIRST ALLIANCE MORTGAGE CO.						**810-433-9620**
30 yr FIX	7.625	2/295	5%	45 days	7.87	Open 7 days a week. Debt
15 yr FIX	7.25	2/295	5%	45 days	7.54	consolidation & Refi for credit
1 yr ARM	5.25	2/295	5%	45 days	5.51	problems, bank turndowns we
1 yr ARM/Jumbo	5.5	2/295	10%	45 days	5.73	make it possible.
(A) 32100 Telegraph Rd., Ste 205, Bingham Farms, MI 48025						
NORTH AMERICAN MORTGAGE CO.						**810-362-8200**
7/23 Balloon	6.875	2/350	10%	30 days	7.38	Purchase express. Free 24 hr Mortgage
5/25 Balloon	6.75	2/350	10%	30 days	7.29	approval with or without a property,
30 yr Jumbo	7.75	2/350	5%	30 days	8.01	common sense underwriting,
7/1 yr ARM/Jumbo	7.5	2/350	5%	30 days	7.99	local decisions.
(A) 900 Wilshire, Ste #155, Troy, MI 48084						

TERM	RATE	PTS/FEES	DN. PMT.	LOCK	APR	COMMENTS
OLD KENT MORTGAGE						**800-792-8830**
30 yr FIX	7.5	2/375	20%	45 days	7.79	Old Kent lends throughout
15 yr FIX	7	2/375	20%	45 days	7.46	the state of Michigan.
1 yr ARM	5.5	2/375	20%	45 days	8.39	We take pride in providing
7/23 Balloon	7	2/375	20%	45 days	7.08	excellent customer service.
(C) 34533 W. 12 Mile Rd., Ste 131, Farmington Hills, MI 48331						
PRIME FINANCIAL GROUP, INC.						**800-448-7179**
30 yr FIX	7.5	2/300	5%	45 days	7.81	24 hr free recording for information
15 yr FIX	6.875	2/300	5%	45 days	7.36	selling your home, credit
1 yr ARM	5.25	2/300	5%	45 days	8.13	problems, refinancing, pre-approval
3/1 yr ARM	6.25	2/300	5%	45 days	6.54	& investment property.
(B) 17187 N. Laurel Park, Ste. 331, Livonia, MI 48152						
STANDARD FEDERAL BANK						**800-643-9600**
30 yr FIX	7.375	2/375	20%	45 days	7.63	Rate lock or lower guarantee. Many
15 yr FIX	6.875	2/375	20%	45 days	7.38	mortgage programs avail. Experts in new
1 yr ARM	5.125	2/375	20%	45 days	6.36	Construction lending. Call 800-643-9600
15 yr Jumbo	6.875	2/375	20%	45 days	7.36	for the office nearest you.
(C) 2600 W. Big Beaver Rd., Troy, MI 48084						
WELLINGTON MORTGAGE CO.						**810-398-9010**
30 yr FIX	7.625	2/300	5%	30 days	N/A	As seen in Money Magazine. Your #1
15 yr FIX	7.125	2/300	5%	30 days	N/A	local mortgage lender. Call now for
1 yr ARM	5.25	2/300	10%	30 days	8.01	personalized service on (810) 398-9010.
1 yr ARM/Jumbo	5.25	2/300	10%	30 days	8.01	
(B) One Ajax Dr., Ste 102, Madison Heights, MI 48071						

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2 PRESS 2 FOR THE MORTGAGE MARKET UPDATE
3 PRESS 1 FOR 30 YR FIXED, 2 FOR 15 YR FIXED, 3 FOR 1 YR ARM RATES

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Jamey Kramer's REAL ESTATE FACTS
The "Original" Real Estate Column

Scout The Territory

Why is a real estate representative so important when selling a home? What can an agent do that homeowners can't do for themselves?

Remember the old TV westerns with the wagon train heading west? They always had a "scout" who went ahead to find the best route and avoid the dangers of the trail. The scout was usually a rugged individualist who knew the territory and had a reputation for protecting the innocent travelers.

On the surface, selling a home may seem like a simple act while, in fact, it is a complex process. At stake is the owners' valuable equity. Protecting that equity is the role of the real estate professional, one who knows and understands the territory to be covered in a real estate transaction.

Consider the steps to be taken. First comes research - determining an appropriate market value which attracts buyers. This is followed by creation of a strategic marketing plan to locate prospective buyers.

Next comes the use of negotiating skills to provide the sellers with the best possible terms of sale, and a written contract which is both valid and enforceable.

Key contacts with mortgage lenders, home inspectors, surveyors, and attorneys are another trademark of the active real estate agent. Knowledge of property taxes and zoning/subdivision ordinances helps round out the information needed to insure a smooth transaction closing.

Why do wise sellers insist on being represented? Perhaps it's because they understand the vital "equity protector" role played by the representative. The agent knows the territory leading to the final destination - a successful sale.

For more information about the Real Estate process, please call me at ReMax 100, Inc. (810) 348-3000 or Call my 24 hour "customer service" line at 1-800-965-SOLD

JAMEY KRAMER, GRI CRS
Associate Broker