

NEW HOMES

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SUNDAY, MARCH 6, 1997

Delcor provides mix and match options

Choice prevails at Lake Forest Village, a planned residential subdivision off Pontiac Lake Road between Hospital and Airport roads in Waterford.

Call it a la carte construction. Buyers can include or exclude such elements as family rooms, finished upper levels and larger basements when choosing among the six basic floor plans offered by Delcor Homes, the developer/builder.

"We make houses so people on a tight budget can at least get in a house," said Cathy Deig, Delcor's sales manager.

"We offer hundreds and hundreds of options for people," said Kevin M. Wilson, vice president of construction for Delcor. "If someone wants something done, most of the time, we'll work something out."

"We are very much customer-driven," said Luana Winkel, sales consultant. "We do accommodate our clients. We want to make their dreams come true."

Prices at Lake Forest Village range from \$134,900 for an 1,100-square-foot Cape Cod with two bedrooms and two baths to \$148,900 for 1,600-square-foot colonial with three bedrooms and 2-1/2 baths.

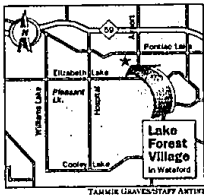
However, a family room and extended basement can be added to the Cape Cod for an additional \$11,900 and a third bedroom with walk-in closet and full bath for \$6,500.

On the colonial, additional living space can be added with a family room and extended basement for \$12,900, a fourth bedroom for \$6,900.

Other optional features include a fireplace and air conditioning, each \$2,990, and skylights, \$890-\$1,780 depending on size.

Delcor is the rare builder that offers a quad-level floor plan.

The Canterbury has been built



as a model/sales office.

Visitors walk up several steps to the front door and mid level, which features a living room and kitchen/dining area on either side of a cathedral ceiling.

The lower level features a family room, laundry and half bath and, below that, a finished basement with wet bar.

Three bedrooms are upstairs. The master with cathedral ceiling has a built-in entertainment center and shelves, a walk-in closet, shower, and dressing/make-up area.

The other two upstairs bedrooms and a full bath also have sloped ceilings.

The model, some 1,800 square feet with upgrades, carries a price of about \$179,000. The standard plan, about 1,600 square feet with roughed-in family room, laundry and half bath and unfinished basement, goes for \$140,900.

Delcor's other on-site model, the Kensington, also includes some of the bells and whistles buyers may select.

The Cape Cod features a great room with cathedral ceiling, kitchen/dining area, master suite with sloped ceiling, shower and walk-in closet, a second bedroom, a second bath with combination tub/shower, and a laundry, all on the first floor.



Kensington model: This house at Lake Forest Village situates two bedrooms on the main floor; a third bedroom and full bath upstairs.

An optional third bedroom, bath and walk-in closet have been finished upstairs.

Base price of the Kensington is \$134,900. The model with all the upgrades is priced at about \$195,000.

A two-car garage, basement and dishwasher are standard elements included in all floor plans at no extra cost. Vinyl siding is the exterior material.

Lake Forest Village is serviced by Waterford's water and sewer system. The sub has sidewalks and is within the Waterford school boundaries.

Prospects may be enticed by a couple of nature preserves on the site totaling about 26 acres, plus access to a small, passive recreational lake with beach and picnic area.

"The location is great," Winkel said. "We're close to M-59. People can get to their local shopping and major entertainment and business needs."

"Visitors are impressed with the spaciousness of the homes, the high ceilings," she added. "They're very impressed with the quality of the homes for the price."

The property tax rate currently is \$27.36 per \$1,000 of state equalized valuation, half of market value. That means the owners of a \$150,000 house would pay about \$2,050 the first year.

Trash removal is extra. The monthly association fee to maintain the common areas is \$18.

Jeananne and Brian Trebil bought a ranch.

"It just seemed like we got a lot more for our money for what we looked at," Jeananne said. "It just had everything we needed — three bedrooms. It has a smart layout, very efficient, vaulted

ceilings, design, architecture. It seems a lot larger than it actually is."

Karen Oertel bought a quad.

"I liked that site the best. It was woody, it has some trails," she said. "I love the house — the high ceilings ... lots of room. It's open. It's really a comfortable house."

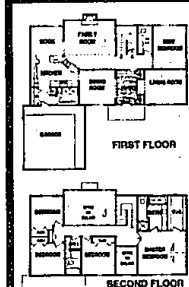
The sales office at Lake Forest Village, (810) 698-4888, is open 1-6 p.m. daily, closed Thursdays.

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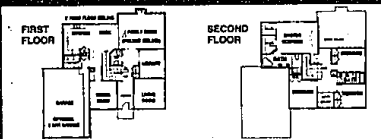
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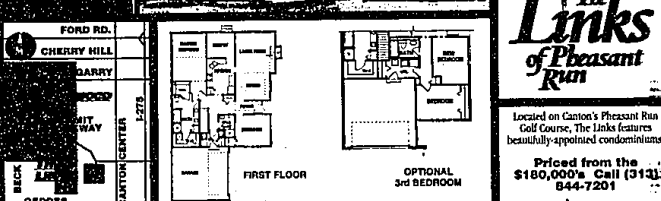
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