

Real Estate

Home showcase



The Country House in the Willow Farm subdivision features bay windows, a country kitchen, formal dining area and a large family room.

WHISPERWOOD
Whisperwood, overlooking Phoenix Lake in Northville Township, reported more than \$5½ million in sales since the first of the year, according to Dallas Nagy of Impact Marketing.

Ted James, sales manager for Impact, says that of the original 110 home sites in the project less than 40 remain unsold.

Several standard features offered include wood insulated windows, kitchen range and dishwasher, wood burning fireplace and paneled family room.

The lowest priced home is the Brookhaven—a four bedroom, 2½ bath model which includes a family room. Also offered with this home is an optional 10 by 13 foot den which is not shown in the model. Prices start at \$82,900.

The Canterbury has a high ceiling with a skylight and carpeted conversation pit in front of the fireplace. An open staircase leads to the family room. The model begins at \$86,400.

The Nottingham will feature four bedrooms, 2½ baths, family room and den when the model is finished. The builders will custom build floor plans supplied by buyers.

Builders of the project include Landau Homes, Maruziz Builders, Inc. and Bing Construction Co.

The project is located on Five Mile west of Bradner Road in Northville Township. For more details, contact Ted James at 459-1800.



Homes in the Wildwood project begin at \$57,400 and are available in six new designs.

GEORGETOWN
Inc., Maruziz Building, Inc. and Styl-master Building, Inc.

Four new model colonials, which were not offered in phase one of the subdivision, are available in phase two with considerable variation in floor plans and exteriors.

Buyers can also submit their own custom plans.

One of the latest models is the Springhill, a four-bedroom, 2½ bath home with full basement, two car attached garage with roll up door standard. The home is 2,800 square feet and offers a first floor laundry and a den with beamed ceiling. Also included are wood insulated windows and natural woodwork.

Models are open daily 1-8 p.m., Saturday noon to 5 p.m., and Sunday noon to 7 p.m. For further information, call sales director Michael Furnari.

WILLOW FARM
Willow Farm is a single family, luxury home project located in West Bloomfield featuring two new designs starting at \$77,450.

The builder, Edwards and Howell Construction Co., has 20 years experience in the luxury home market.

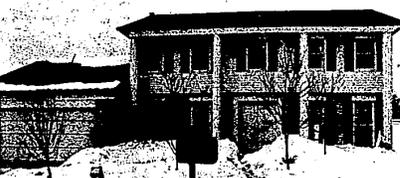
The Country House features four bedrooms, 2½ baths, a traditional formal dining room with optional bay window and a large country kitchen. The family room measures 13½ by 21½ feet. The master bedroom is an 18 by 21½ feet with dressing suite and his and her closets.

The Country Manor is a four bedroom, 2½ bath home featuring a large country kitchen with island counter, a gathering room with dining area and adjoining 12 by 14 foot private study. The 16 by 21½ foot master bedroom features a walk-in closet and dressing room with a natural wood or optional gas burning fireplace.

Willow Farms is the former Lakewood Farm in West Bloomfield. It's located on Willow Road one mile west of Hiller Road near Union Lake.

Sales manager Rita Stockwell says many prospective home buyers coming to Willow Farm are from the Farmington area because of recent higher tax assessments.

Another attraction of the project is a 33-acre bird sanctuary and deer park adjoining the project. Recreational areas and bike paths are a part of the development.



Cost of the Canterbury, located in Northville Township, begins at \$86,400.

WILDWOOD FOREST WEST
The Curtis Building Co., Bobrich Building Co. and Fairmont Homes Co. have opened Wildwood Forest West, a new section of Wildwood Forest subdivision in Livonia.

The project consists of 107 homesites with a standard lot size of 80 by 120 feet with several larger lots available.

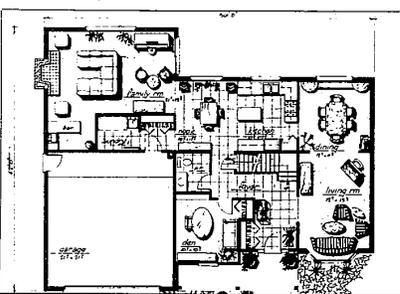
Six new models are offered: Two ranches, two colonials, one quad-level and one tri-level. Buyers may choose from one of the models in the original Wildwood Forest.

Homes are available with three or four bedrooms, 1½ or 2½ baths, full basements and two-car attached garages.

Starting price of the model begins at \$57,400 for the new homes as well as the original designs. Floor plans are available for viewing and more than 20 homes have already been sold.

The project is located on Myrna Road west of Newberg between Five and Six Mile roads. Arthur Savoie is handling the sales and Sylvia McKenzie is the project manager.

For additional information, call 427-1919 between 1-8 p.m. daily and Sunday, and 1-6 p.m. on Saturday. The sales offices are closed on Wednesday.



This is the first level floor plan of the Springhill, a luxury four-bedroom, 2½ bath home with full basement, located in Rochester.

Housing costs soar upward

Buyers of new houses can expect to find "price adjustment" clauses in their purchase contracts.

The culprit is a 15 per cent inflation in the cost of building materials during 1977. Further hikes are expected in 1978.

Materials make up about one-third the cost of a house. Thus, a typical price adjustment clause will say the price may be raised (or lowered) as much as five per cent between the time you sign the contract and closing date.

The clauses were recommended recently (reported March 2 in the Observer & Eccentric Newspaper) by the board of the Builders Association of Southeastern Michigan.

BASM General Consul Irving Yackness said the industrial group has about 1,000 members who put up 85 to 90 per cent of the new houses in the region.

"How can we trust builders to pass on only the actual increases in materials costs, and not use the clause as an excuse to tack five per cent onto the price?" Yackness was asked.

"There's a cap of five per cent in the clauses we're suggesting," said Yackness, noting one sample which said "in no event shall the price be increased for any reason whatsoever by more than five per cent."

A second buyer protection, Yackness said, is that the U.S. Labor Department each month publishes an industrial production commodities index. It would be the guide.

The clause would also allow for price drops to be reflected, he said.

But the builders left no doubt they don't expect prices to drop.

Lumber prices rose 16.5 per cent from January 1977 to January 1978. Plywood rose 12.1 per cent. Millwork rose 12.9 per cent.

In the month of January, lumber rose 3.2 per cent, plywood 2.7 per cent, concrete 3.6 per cent and gypsum (for drywall) 2.3 per cent.

Local labor costs are also rising, but the builders association said these can be estimated, so it is not recommending acceleration clauses to cover labor costs.

Real Estate page marks its debut

Today marks the first edition of the Observer & Eccentric's real estate section.

To keep pace with the rapid growth of the northwest suburbs served by the 12 O&E editions, we'll try to provide home hunters with information concerning new housing projects springing up around the area, helpful tidbits on money saving ideas and interesting items on what's happening in the real estate business.

The scope of this section will cover not only the new home market, but also apartment living, townhouses, condominiums, the resale market and residential offerings.

To keep abreast of what's going on around southeastern Michigan, we need your help, too. If you have a suggestion or question, give us a call. If you are a builder, sales manager or other person connected with real estate and want us to relay information to our readers, feel free to contact us.

Direct your calls to Ron Garbinski at our Birmingham office. His number is 644-1100, ext. 257. The office address is 1225 Bowers Birmingham 48012.

Police, contractors launch crime program

Every year, each Michigan contractor loses approximately \$14,000 to crime.

To help eliminate this problem, 33 Michigan construction industry associations and several law enforcement agencies are joining forces to combat theft and vandalism to expensive construction equipment.

Detroit Police Chief William Hart, Wayne County Sheriff William Lucas, Michigan State Police 2nd District Commander Walter Anderson and a FBI Michigan Office representative III join construction contractors for a news conference March 21 at 10 a.m. at the Detroit Press Club.

During this meeting, the representatives will release plans for a campaign to fight escalating theft and vandalism.

The campaign is the result of comprehensive planning by a state-wide task force comprised of representatives from the various groups.

The campaign's primary weapon will be "Operation Identification." The project encourages construction contractors to identify, inventory, photograph and place a value on their tools, equipment, machines, vehicles and building materials.

Each contractor stamps or marks each item or piece of property with a coded number covered by a protective decal.

Hidden numbers also are added, but concealed for later use during owner identification and recovery.

To assist Michigan construction contractors in the promotion and use of crime fighting efforts, a special 28-page booklet will be provided to those belonging to the sponsoring construction association and law enforcement agencies.

HOW provides construction defect protection

When you're out shopping for a new home, keep an eye open for HOW—it's an important name on the real estate market.

HOW stands for Homeowners Warranty Corp., a national concern that provides buyers with a 10-year warranty protection on new built homes.

The HOW plan combines a warranty, warranty insurance and insurance against major structural defects.

Here's how it works:

- During the first year, the builder agrees to protect against faulty workmanship, defective materials and major construction defects.
- During the first and second years, the builder is responsible for covering major construction defects and for defects in the plumbing, heating, electrical and cooling systems of the house.
- During the third through 10th years, the home is protected against major construction defects through insurance coverage arranged by HOW. That coverage also protects you—the buyer—during the first two years if for the builder can't or won't meet his responsibility.
- HOW's warranty agreement defines a major construction defect as "actual damage to the load-bearing portion of the home (including damage caused by soil movement) which immediately are likely to produce a vital effect on the use of the home for residential purposes."
- The insurance plan which insures against the defects during the third through 10th years is underwritten by the American Bankers Insurance Company of Florida.

The HOW program provides a systematic process for handling disputes. Since the builder is responsible for defects during the first two years, you would contact the builder directly if a claim arises during that time.

You're required to put your complaint in writing so if the builder disputes the claim or denies responsibility, you can then present the claim to the local HOW council.

HOW will provide an arbitrator who will try to help iron out the claim. If this procedure fails, you still have further recourse. You can request arbitration through the American Arbitration Association or a similarly approved organization.

All builders enrolled in the HOW program have agreed to be bound by the arbitrator's decision.

Two important areas of the program are: If the builder of your home has a business failure, you are still protected. If you sell your new home, the warranty is still in effect for your purchaser which is a marketable selling plus for you.

HOW was conceived by the national Association of Home Builders (NAHB) and was started in 1974.

Today, it is offered in 32 states, but an additional 10 states have approved HOW's insurance coverage.

Minnesota mandated that all new home builders offer HOW or an equivalent. Canton Township has also passed an ordinance requiring HOW.

Earlier this year, Pulte Homes of Michigan Corp. announced it would also provide HOW coverage. Pulte is one of the nation's largest builders of single-family homes.

HOW has passed the quarter million mark in the number of new homes enrolled in the buyers protection plan. Builders register with the program through 103 local and state HOW councils. More than 7,000 builders are registered nationally and HOW is registering an average of 14,000 homes monthly.

Add-a-pane helps cope with energy woes

With skyrocketing energy bills facing most homeowners, it's good to know there are products on the market to help keep fuel bills from soaring any higher.

The Thermal-Add-A-Pane is one of those products. It was developed in 1967, but it took an energy crunch before its potential cost savings were recognized.

It's a method of insulating buildings by adding a second or third pane of glass to the existing windows without removing fixed seals or molding.

The materials used are completely flexible, making it possible to insulate glass on site without removing existing glass. It can follow any unusually shaped window. There are no hinged frames or sliding panels.

The new pane of glass is measured and fitted to match the original glass which remains in position. The original pane and the new glass are thoroughly cleaned and the perimeter primed to receive the sealant.

A neoprene seal containing a tiny copper resistance wire is pressed against the edge of the existing glass. Spacers which contain a moisture absorber are installed about the sealant.

Then, the new piece of glass, which has been primed and cleaned, is fitted against the seal over the existing opening.

BY DOING THIS, a cavity of dead air space is formed. By plugging the resistance wire into a special power supply that softens the rubber, an airtight seal is formed by vulcanization.

After 10 minutes of curing, the sealant becomes a rubbery form, impervious to moisture, sunlight and temperature changes.

The installation is usually accomplished from the inside with a minimum of inconvenience. There are still only two surfaces to wash instead of the possible four or six with other insulating methods.

The system allows for the addition of tinted, reflective or special glass for different purposes.

Gallagher Glass, 17315 Sherwood in Detroit, is the lone local distributor for Energy Sealants, Inc., a California-based company which distributes the Thermal-Add-A-Pane.

For more information about this method of insulating, call Jack Grobeck, sales manager for Gallagher, at 365-4220.

The new pane of glass is measured and fitted to match the original glass which remains in position. The Thermal-Add-A-Pane creates a space of dead air which provides an economical method of insulating any building.

