

## HOMES SOLD IN OAKLAND COUNTY

These are the Observer & Eccentric-area residential real-estate closings recorded February 27-28 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**  
4239 Arcadia Dr \$322,000  
2768 E Walton Blvd \$126,000  
2968 E Walton Blvd \$95,000

**Beverly Hills**  
31125 Sheridan Dr \$151,000

**Birmingham**  
500 Bryn Mawr St \$340,000  
444 Chester St #21 \$210,000

552 Hanna St \$442,000  
1382 S Elton St \$349,000  
1968 Stanley Blvd \$278,000

**Bloomfield Township**  
4966 Susans Way \$620,000

**Bloomfield Hills**  
550 E Fox Hills Dr \$71,000  
4647 Hedgewood Dr \$280,000  
1733 Hickory Bark Ln \$364,000  
945 Pine Hill Dr \$168,000  
4019 Quorton Dr \$212,000  
1633 S Hills Blvd \$315,000  
801 W Long Lake Rd F5 \$80,000

**Clarkston**  
6715 Dale Ct \$210,000  
6563 Deer Ridge Dr \$302,000  
9615 Forest Ridge Dr \$40,000

4600 Mountain View Trl \$169,000  
10305 Reese Rd \$1,656,000

**Commerce Township**  
5334 Bridge Trl E \$239,000  
8952 Cynthia Ct \$225,000  
1885 Down Ridge Rd \$149,000  
840 Drakeville Dr \$234,000  
5142 Elkin St \$120,000  
1891 Hoelt Dr \$215,000  
4131 Mallard Ct \$43,000  
1603 Meadowlark St \$123,000  
462 Mulberry Dr \$143,000  
369 N Oak Dr \$142,000  
2725 Pinto Dr \$115,000

**Daventry**  
10814 Big Lake Rd \$215,000  
10173 Creekwood Trl \$421,000

7195 Ormond Rd \$125,000

**Farmington Hills**  
27920 Barrywood Ln#38 \$68,000  
25870 Brookstone Rd \$165,000  
30140 Rubens Gm \$170,000  
26766 Plumgrove Ln \$171,000  
29020 Ramblewood Dr \$215,000  
31769 Stamen Cir \$181,000  
32013 W 12 Mile #208 \$24,000

**Lake Orion**  
3851 Bald Mountain Rd \$130,000  
929 Beardon \$59,000  
678 N Conklin Rd \$65,000  
3740 Wilston Rd \$138,000  
2664 Wildwood Ct \$56,000

**Lathrup Village**  
27918 E California \$159,000

**Novi**  
45500 Addington Ln \$304,000  
113 Bernstadt St \$50,000  
42857 Brookstone Dr \$232,000  
39487 Country Ln \$127,000  
26959 Creek Xing \$195,000  
1326 E Lake Rd \$295,000  
24047 Elizabeth Ln \$307,000  
27219 Emily Ct \$272,000  
23837 N Rockledge \$69,000  
22132 Piccadilly Cir \$134,000  
41450 Reinder Dr \$248,000  
21345 Wheaton Ln \$247,000

**Oxford**  
181 Edith St \$180,000  
2627 Lakeville Rd \$95,000  
3501 Thomas Rd \$163,000

**Rochester**  
449 Baldwin Ave \$69,000  
4124 Bold Mova \$259,000  
118 Cochran Rd \$140,000  
110 E Gum Rd \$55,000  
419 Miller Ave \$65,000  
1022 Pointe Place \$127,000  
115 Walnut Blvd \$220,000  
5803 Woodview Dr \$495,000

**Rochester Hills**  
1343 Autumn Ln \$125,000  
184 Clair Hill Dr \$195,000  
2480 Grand Ave \$103,000  
795 Kentucky Dr \$188,000  
3582 Nesting Rd \$402,000  
2035 Reagan Dr \$240,000  
1665 Riverside Dr #24 \$61,000

667 Rutgers Rd \$208,000  
879 Sea Brook Dr \$224,000

**Southfield**  
25150 Dunbar St \$140,000  
22258 Evergreen Rd \$142,000  
23966 Lee Baker Dr \$127,000  
20500 Melrose St \$153,000  
28089 Selkirk St \$79,000  
25098 Sherwood Cir \$108,000

**Troy**  
3063 Albany Ct \$184,000  
3088 Albany Ct \$43,000  
63 Aspinwall Dr \$97,000  
1185 Boyd Dr \$80,000  
1862 Buckhorn Ct \$54,000  
4957 Butler Dr \$158,000

705 E Lovell Dr \$215,000  
1135 Fairway Blvd \$180,000  
338 Kenyon Dr \$96,000  
94 Larchwood Dr \$175,000  
1939 N Lake \$189,000  
555 Sara Dr \$305,000  
24 Sheffield Dr \$102,000

**West Bloomfield**  
3670 Aeroview St \$122,000  
7118 Brookridge Dr \$177,000  
7223 Danbrooke \$130,000  
6211 Eastbrooke \$175,000  
6650 Fox Hunt Ln \$229,000  
6818 Glenshaw Ct \$355,000  
7514 Greenway Ln \$235,000  
5624 Hillcrest Cir W \$204,000  
7380 Honeysuckle Ln \$176,000

7209 Inlandway Dr \$228,000  
7584 Ulac Ct \$225,000  
7439 Millwood Dr \$339,000  
6187 Northshore Dr \$564,000  
1761 Post Ave \$195,000  
6601 Queen Anne Dr \$324,000  
5571 Stratford St \$300,000  
5570 Sunnycrest Dr \$215,000  
6775 Tamerlane Dr \$197,000  
2249 W Square Lake Rd \$239,000  
7642 Walford Dr \$369,000  
1635 Weymouth St \$80,000

**White Lake**  
500 Pochartrain St \$161,000  
9324 Tull Lake Ct \$125,000

## REAL ESTATE BRIEFS

Real estate briefs features news and notes on professional associations, office activities, upcoming meetings and seminars, new services/products and consumer publications.

Write: Real estate briefs, Observer & Eccentric Newspapers, 36261 Schoolcraft Road, Livonia, 48150. Our fax number is (313) 691-7279.

**Builders show**  
The 79th annual International Builders Home, Flower and Furniture Show, sponsored by the Building Industry Association of Southeastern Michigan, runs Saturday, March 15, through Sunday, March 23, at the Cobo Conference-Exhibition Center, Detroit.

Monday, March 17, is free day with coupons/fliers available at all Home Depot outlets.

On other days, cost is \$6.50 for adults, \$4.50 for senior citizens.

\$4 for children 6 to 12. Family tickets for two adults and accompanying children are available for \$9 at Farmer Jack stores. Parking is extra.

Nearly 400 exhibitors are anticipated.

**Remodeling seminar**  
Fairway Construction presents a free, no-obligation seminar, "Know Your Remodeler," 7-9 p.m., Tuesday, March 18, at the Southfield Civic Center Pavilion, Evergreen between 10 and 11 Mile roads.

Speakers: Glenn Haage, handyman radio personality, and Murray Gula, Michigan Construction Protection Agency.

For reservations, call (800) 354-9310.

**Home buying class**  
Rosa Mortgage presents a free, no-obligation seminar, "What You Must Know When Purchasing

Your First Home," 6:30 p.m., Tuesday, March 18, at the Carl Sandburg Library, 30100 Seven Mile, just west of Livonia Mall.

For reservations, call (810) 968-1800.

**Economic outlook**  
The Greater Detroit Chapter of the Construction Financial Management Association along with the Metropolitan Detroit Chapter of the Surety Association of Michigan presents a dinner program, "Construction Economic Outlook," Tuesday, March 18, at the Detroit Club.

The program is at 5 p.m., dinner at 6 p.m.

Speaker: David Littman, senior economist, Comerica Bank.

Cost is \$35 for members, \$45 for non-members. For reservations, call Brian Pollice at (810) 644-0300.

**Builder's license training**  
Builder's Training Services offers a pre-exam builder's license training program 6-10 p.m. April 1, 3, 8 and 10 at the Clawson Troy Elks Club on Big Beaver Road east of Rochester Road.

Cost for the 16-hour course, which includes a training manual, construction guide, carpentry textbook and testing materials, is \$199. To register, call (810) 436-9610.

**Real estate investing**  
The Real Estate Investors Association sponsors a program on the legal aspects of renting, leases and the basics of landlord/tenant law, 7 p.m., Tuesday, April 1, at the Southgate Holiday Inn, 17201 Northline, one block east of I-75.

Cost for non-members is \$10. Beginning landlords interested in a free introduction package

should call Wayne Koehler on the landlord hot line at (313) 277-4168.

**Crisis management workshop**  
The Greater Detroit Chapter of the Associated General Contractors of America sponsors a "Construction Industry Crisis Management & News Media Workshop" 8 a.m. to noon, Thursday, March 27, at Lawrence Technological University, Southfield.

Cost is \$65 for members, \$95 for non-members. To register, contact Joe Neussendorfer at (810) 948-7000.

**New addresses**  
The Masonry Institute of Michigan and the Mason Contractors Association have moved to the Livonia Trade Center, 12780 Farmington Road, Livonia, 48150.

The institute is in Suite A, the association in Suite B.

Both are just south of the Jeffries Freeway.

**Corvus Real Estate**  
Corvus Real Estate Services of Troy assisted in the relocation of Ticom Corp.'s new 13,200-square-foot research and development center in Westland.

**Signature-ONCOR**  
Signature Associates-ONCOR International of Southfield has been chosen by Sun Life of Canada to act as property manager and leasing agent for the Butterfield Office Center, 112,000 square feet, in Troy and the Southfield Medical Center, 60,000 square feet.

Signature-ONCOR also was selected to manage and lease Lowry Technology Park in Brighton.

# 30-year fixed-rate home mortgage rates rise this week, Freddie Mac says

WASHINGTON (AP) - Thirty-year, fixed-rate mortgages averaged 7.84 percent this week, the second consecutive weekly increase and the highest in five weeks, Freddie Mac said Thursday.

The increase, from 7.65 percent last week, put the rate at the highest since late January, when rates averaged 7.88 percent. Just two weeks ago, the rate hit an 11-week low of 7.66 percent.

On one-year adjustable rate mortgages, lenders were asking an average initial rate of 5.54 percent, up from 5.49 percent last week.

Fifteen-year mortgages, a popular option for those refinancing mort-

gages, were 7.35 percent this week, up from 7.15 percent a week earlier.

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**Jamey Kramer's REAL ESTATE FACTS**

The Original Real Estate Column

**Results Are A Must!**

When selling your home, three steps must be taken to insure a sale. You must offer the home in marketable condition and at a fair price, and your agent must implement an imaginative, effective marketing plan.

You can measure the effectiveness of the marketing plan by the number of prospects who are shown during the home. You will know whether the price and condition of your home are right by the number of buyers who make purchase offers.

If your home is shown with relative frequency, you can be sure your agent is performing effectively. If no showings occur, the reason may range from a high price for too little house, poor condition, or ineffective promotion of the home.

Most showings take place early in the listing period - during the first 30-45 days. If showings are rare during this period, take immediate action!

Ask your agent what changes should be made in the marketing plan. Then, take a closer look at the price and condition of the home. Don't hesitate to make changes. Time will only exaggerate the problem - whatever it is.

On the other hand, if your home is being shown often, but prices are not making a purchase offer, the price and/or condition may be the culprit. Again, don't wait to make adjustments.

Buyers often make full-price offers on homes which offer great value. Make certain your home is one of them.

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

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