

# NEW HOMES

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## The Glens in Troy has it all, builder says

Robertson Brothers, which last year was its best ever in terms of volume, looks to have another winner with the Glens at Carlson Park in Troy.

Eighteen sold before the model opened in what eventually will be a 153-lot platted sub off Long Lake Road between Crooks and Livernois.

"It's just got it all," said Paul Robertson, the developer/builder.

"It's such a superb location, dead in the middle of Troy. It's the last, good, major parcel left in Troy, the last one of size west of Rochester Road," he said.

Access to I-75 is nearby, but the sub, itself, is bermed along the freeway.

"It's close to schools, shopping," said Lynn Baker, sales consultant.

"An enhanced wetlands park, about 10 acres in the center of the property, is absolutely fabulous," Robertson continued. "It will be a wonderful place. I can just see kids back there, especially boys, with tadpoles and the whole bit. It has a wood-chip walking path."

"Then we have a wetlands mitigating pond that's deep enough to support fish and birds," Robertson said.

"We're in a wonderful price point," he added. "You can't find on the western part of Troy product under \$275,000, \$300,000."

Robertson offers five floor plans at the Glens at Carlson Park.

They range in price from \$224,900 for a colonial of 2,082 square feet with four bedrooms and 2-1/2 baths to \$259,900 for a Cape Cod of 2,435 square feet with four bedrooms and 2-1/2 baths.

Standard features in all plans include fireplace, first-floor laundry, two-car garage, wood or ceramic in the foyer, ceramic tile in all baths, carpeting, range and



The Glens at Carlson Park in Troy

dishwasher and basement.

"It's all complete," Robertson said. "All you need is window treatments and landscaping."

The model showcases a two-story ceiling at the foyer, living room, and dining room off either side of the foyer, and a den situated toward the back of the house.

The family room features a bank of windows and a two-story, sloped ceiling. The kitchen/nook is oriented toward the family room and a breakfast bar is off the front of the sink.

The staircase is built well back from the foyer with windows going down to the basement and up to the second level at the landing. A bridge overlooks the family room upstairs.

The master with cathedral ceiling contains a wall closet and walk-in closet, separate tub and shower and a dual-sink vanity.

Three other bedrooms and a second full bath are upstairs.

The base price of the plan is \$258,900. The model, with upgrades such as a deck, partially finished basement, whirlpool tub, air conditioning and landscaping would cost upwards of \$283,900.

"I think we've done an incredible job of value engineering,"



Glens model: This four-bedroom, 2-1/2-bath colonial features an unusual layout of the staircase, den, living room and formal dining room on the main floor.

Robertson said. "Every place we spent money, we got credit for it from the homeowner. When you bring it in at the right price, you sell a lot."

The Glens at Carlson Park is getting a good mix of buyers - dual-income professionals, singles and empty-nesters, Baker said.

"About two-thirds who bought from us have never built new before. One-quarter are first-time buyers," she said.

"Most people don't want to move in two or three years. They want to stay at least five years."

They're stretching (financially) and feel we're worth it in terms of our reputation as well as the location and price point."

A majority of buyers will bring children with them, Baker projected.

The Glens at Carlson Park will have sidewalks and be serviced by city water and sewers. It's within the Troy school boundaries.

The property tax currently is about \$36.82 per \$1,000 of state equalized valuation, half of market value. That means the owners of a \$250,000 house there

would pay just over \$4,600 the first year.

Anthony Mac, a single, ordered a Cape Cod, his first house.

"I preferred the first-floor bedroom," Mac said. "I don't have family and don't need four bedrooms. The height of the ceilings, when you combine with wood floors, I just like that look."

"The big determining factor was location... and I guess the most value for the dollar in this area, the most house," Mac said. "I wanted to be in the Troy area."

Colleen and Edward Hood,

along with daughter, Olivia, will move into a colonial.

"It offered absolutely everything we were looking for," Colleen said.

"We were interested in a house with a first-floor office and formal dining room, which we don't have in our house now."

"It's very affordable in Troy, and a lot of new construction isn't. I know it's going to be a great investment," she said.

The model at the Glens at Carlson Park, (810) 619-0992, is open noon to 6 p.m. daily.

### Mr. Robertson's Neighborhoods

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