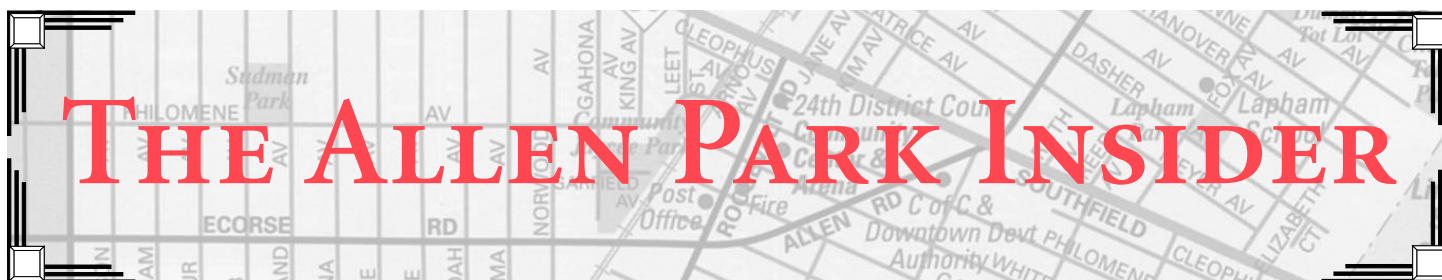


LYNN KETELHUT
Broker/Owner

313-382-2300 - Office
313-673-9640 - Cell
website: www.lynnketelhut.com

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Greetings to all and welcome to this issue of **THE ALLEN PARK INSIDER**! It's been quite a while since this newsletter has made its way to your doorstep. Computer savvy readers, who have kept up-to-date by reading my website, already know the great news I have to share with you. For me, it has been a dream come true! After twenty years working the Allen Park market, a major change has taken place. First, let's talk a little bit about Allen Park. Don't you just love the new pocket park on Allen Road next to the **PARK COVE**? Just in time for our fantastic Street Fair. On the same block, **TINA'S PLACE RESTAURANT** also celebrated their grand opening. One more block away, **KIDS KINGDOM**, which specializes in organizing children's parties, and **LA-DI-DA CHILDREN'S BOUTIQUE** have opened. The face of Downtown continues to change.

Had a great idea and thought we would watch the Detroit fireworks from the top of the big hill where the new mall is located. Expected no one would be there, but was totally wrong. When we got to the parking lot of **TARGET** (who sponsored the fireworks) the place was jammed. People were tailgating and had set up lawn chairs! So much for me coming up with an original idea. The view was great, and the fireworks were framed by the Ambassador Bridge! Next year, I think

this will really be the place to go. Speaking of the mall, have you been up there lately? Seems like a new business opens up there every week and we have no shortage of shopping in Prosperous Allen Park!

Remember the article I wrote a few issues ago about Marie, who had lived in the same home for over 60 years? Believe it or not, at least a half-dozen folks called to tell me that was nothing! Got all the way up to 66 years in the same home and the calls stopped coming in. Well, turns out, the cell phone rang one more time and you won't believe the story on the inside of this issue.

On the back page, there is an interesting evaluation of the first six months of the market in Allen Park. All I can say, is if you know of anyone interested in buying a home, please have them call me...NOW IS THE TIME!!!! Anyway, I started out by teasing you with a major change that has taken place in my life. No, I didn't win the lottery. Actually, almost the opposite, as I have drained every savings account I have and borrowed thousands more! Read more about this big change on the second page of this publication. Thanks for reading, and as always, if you know of anyone thinking of buying or selling in our area, please refer them to me. I'd really appreciate it! Thanks, Lynn

Allen Park Realtor Opens Own Firm!

My Dad smiled and said it was about time! After twenty years in the business, I finally took the plunge and bought a small office building at 6838 Park Avenue and moved my desk & files over there. Located two doors North of Cleveland, right next to **FLOWERS ON THE AVENUE** is where you will now find me (Same block as the **HUNGARIAN STRUDEL SHOP**). For the past couple of months I have been very busy fixing up the building and getting ready for business. Painting, carpeting, stripping wallpaper, installing a new furnace & central air, adding new concrete, electrical upgrading, plumbing, new front & back entry doors, new drop ceilings, glass block windows, replacing interior doors, planting flowers in the front and a million other details have been occupying every spare moment I had. Also, besides all the work on the building, there were a myriad of other details that needed to be taken care of. Thanks to the help of my Attorney and Accountant I was able to stumble through the Incorporation process. Had to order new cards, stationery, signs, telephone service, utilities, DSL internet, errors & omission insurance, building insurance, join two Real Estate Boards and MLS services, and set up new checking accounts.

I have to thank Ken Lieber for all his support throughout this entire process. We have been working together almost 13 years at **LIEBER CORPORATION** and I am going to miss seeing him and his sister Linda every day. He is a class act and I learned a lot from him on how to run a business! My parents also need to be

thanked for their support. I couldn't have done this without them. I also have to thank Roxanne for letting me go crazy for the past couple of months focusing on this project. Last of all, I have to thank all the hundreds of people who have supported me throughout the past twenty years, selling, buying or referring your friends to me to do business. Now that I am totally broke, I really need your help!

I am basing my new company, **PARK AVENUE REALTY**, on two important and relevant principles. Number One: Helping homeowners keep as much of their hard earned equity will be my top priority. Commission rates can be negotiated and I can now guarantee having the lowest rate, and the same great service, because I own the Company! Call anyone else, then call me and let me show you how my marketing plan can work to your benefit.

Number Two: I want to help other Agents save money on high Broker fees, so I am offering a fantastic commission split that will help them make more money and lower the cost of doing business dramatically. Stop in and let me explain this concept if you are an experienced Agent.

Feel free to stop by anytime and say hello. Many of you already have, giving me a welcome break from the backbreaking work on the building. I am very excited about this new endeavor and as always, promise to work hard to get you the most money for your home with the least amount of problems.



The new Park Avenue Realty office at 6838 Park Avenue.



Bertha and Rose in the Late Forties, Early Fifties. (The houses behind them face Park Avenue)

Seventy-Six Years and Counting!

The Summer of 1930 had been so hot and dry that even the devil wouldn't vacation here. A tiny drop of sweat slowly traced a meandering path down Rose's forehead as she lay in her bed looking out at the dusty gravel road that her new home had stood by for the past three years. Her husband Andrew had built the home from the ground up back in 1927. They had bought the property from Augustus Backus when they moved to Allen Park and he had helped them dig the basement. The tidy brick bungalow stood on what used to be the Backus farm. The Backus homestead was located on what is now Park & Englewood and is the current site of the Allen Park Historical Museum (Built in 1886). In those days, Allen Park was mostly fertile farmland and thick woods.

The sun had risen to the heat of the day and you could see how hot it was by the heat waves rising from the sweltering ground. Expectation quickly turned to excitement when Rose knew it was time. The Doctor was called and soon a baby girl was brought into this small country berg. Bertha was born on that hot summer day, July 14, 1930, and hasn't lived anywhere else since.

Sitting in the **SILVER SPOON RESTAURANT** pick-

ing at a salad, Bertha told me that Doctors made house calls back then, and she even had her tonsils removed at home. Her brother was brought into this world seven years later in the same bedroom. Can you imagine a Doctor coming to your house to deliver a baby or perform minor surgery? She told me what it was like to grow up in Allen Park in the early days. Her family owned a cow and sold the milk to neighbors. She would deliver the milk in glass bottles and pick up the empty ones every day as part of her chores. A small garden filled the empty lot alongside the house. Fresh eggs came from a couple of chickens that were always pecking around the yard! Bertha made many trips into town to get bread at the many small grocery stores. She remembered when **Ashcraft's Party Store** was called **Brook's** and told me it was called **Barnie's** before that. Bertha is still sharp as a tack, and I often see her still walking around Allen Park, keeping in great shape.

So, there you have it! Bertha has thrown down the gauntlet to the rest of you Allen Parkers. Anybody think they know of anyone who has lived in the same house longer than 76 years? If so, I'd love to meet them, take them out to lunch, and hear their story.

Allen Park Sales Report

Sales results trickled in for the first six months of 2006...not very encouraging. Average sales price dropped to \$142,861.00 (Almost 2002 levels). Average sales price was calculated by taking Downriver MLS sales price statistics and factoring in the cost of Seller concessions. I've talked about this before. Average prices in the metro Detroit area have been taking a beating and the cost of Seller concessions usually hasn't been factored into those figures. In Allen Park, during the first six months of 2006, 127 homes sold for an average sales price of \$145,937.00 (Still the lowest mark in three years). 73 deals had an average of \$5,351 given to the Buyer at closing. Factoring in that number reduced the average sales price by \$3,076.00! Average time on the market for homes that did sell leapt up to 77 days, and that's not including how many times they expired and got re-listed. Only very well-priced homes are selling. Total number of sales is also on track to be at the lowest level in the past twenty years.

Economics experts predict that things will get better by 2007. By that time, hopefully Ford, GM, Chrysler, Northwest Airlines, Delphi and countless other businesses will get back on track and Buyers will regain confidence to make that big purchase. Personally, I see sales prices continue to fall as they adjust to the lower incomes being generated by Union and worker concessions. Everything has a way of leveling out and we have nothing to fear. Work hard at your job. Do an honest days work for an honest days pay. Watch your budget, cut out wants and focus on needs.



The new "Pocket Park" next to Park Cove, Downtown.

