

VOLUME XV NUMBER I

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## OLD DOG, NEW TRICKS

It doesn't seem possible I started this journey as a salesman over 57 years ago. Growing up in the small town of Garden City Michigan is just a fuzzy dream today, but it's where I learned to be a self-employed entrepreneur. Sold everything you could imagine and learned new things all along the way. As a ten year old little league baseball player (catcher) we had to raise money for uniforms and equipment. We were all given a case of chocolate covered almonds to sell. I would put on my uniform and go door to door asking all of my neighbors to buy a couple boxes. When I had sold that case, I went back to my coach and got a second. Walking home with my case of candy, a thought occurred to me as I walked past the corner bar. I snuck into the dark, smoky room with my wares and asked who wanted to buy some candy. Ten minutes later I had an empty case and a pocket full of cash.

During the Winter, I would look out the window during school and gleefully watch the snow fall from the sky. After the bell, I would rush home, shovel our walk, then go hit the streets. I would come home hours after dark totally exhausted, but with a pocket full of dollars. Summertime meant yardwork. I had a steady stream of customers who were happy to have me take care of their lawns and yardwork. After most jobs were completed the little old ladies would give me some milk and cookies and we would sit and talk for a little while.

We sold Christmas Cards for my school. Again I would make the rounds of my neighborhood with an order form. I swear they started pulling the drapes when they saw me walking up the driveway! When I got old enough I had a job at a local party store and worked my way up from bottle boy, to cashier, to deli meat cutter, to doing deliveries. My mentor back then was a retired police officer named Perry Dunlap. One valuable lesson I learned from Perry was if I wanted a raise, I had to ask for it. He never offered. It was an invaluable experience learning to ask for what you wanted and explaining why you deserved it.

Worked at Michigan Bell Telephone and sold phones and residential service. Learned how to file, follow up on appointments and cold call. Even did some collections. I sold the Prince of Saudi Arabia twenty some custom phones for his home in Ann Arbor while I was a service representative at Bell. First time I ever spoke with a Billionaire.

Played in several bands during the seventies and eighties and learned how to manage practices, book jobs and following up with thank you notes for said jobs (If I had any musical talent, I would still be playing). Following that stretch, I felt it was time to get a real job and I worked at Hudson's Men's Store. Dealing with people on a one on one basis turned out to be one of my most important lessons. Moved on to MCI Long Distance and sold service to large commercial accounts in the mid-eighties.

Bought a house in Allen Park during that time period and things were going pretty smooth. Sadly MCI closed up shop and moved out of the area. Got a large severance pay check and the State of Michigan supported me for six months with unemployment checks. That was all I needed to get started in this business. Took the 40 hour Real Estate Class and jumped into the game. Continued my education and earned my Brokers License and I haven't had another job since. I am still learning new things on a daily basis.

In 2022 I will be seventy years old and will be eligible for the maximum social security check. I cannot imagine not working and plan on forging ahead until I either lose my marbles or my knees give out (I still keep a large bowl of marbles in the office lobby in case anyone thinks I have lost them). I would miss the day to day routine and still love talking to people. Grandpa Ahrens told me if I found something I loved doing for a living I would never work a day in my life. Turned out he was right. Thank you all for helping me live my dream!

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\*\*\*\*\*ECRWSS\*\*\*\*

Residential Customer  
Allen Park, MI 48101

PRESORT STD  
ECRWSS  
U.S. POSTAGE  
PAID  
EDDM RETAIL



**LYNN KETELHUT**  
Broker/Owner



221

Tel. Carlo Hone  
Lumpkin 3-7343

Residential  
7529 Park  
E. bet. Thomas  
& Markese  
Brick-1½ story  
Paved street  
Lot: 53x105  
approx.  
Dist: 6 yrs.  
Built: 1946  
Excell. condition  
CB basement  
FA Gas heat  
Gas auto. water  
heater  
Vinyl floor in  
kitchen  
Tile sink  
Incinerator  
Drapes not included.

8/10/52 Sold by Allen Park Realty, Inc.

BLDG: 26x34  
Rms. 1st: 5  
Brs. 1st: 2  
Rms. 2nd: 1  
Brs. 2nd: 1  
LR: 15'8x12'8  
Dn-Kit: 15'6x10  
BR: 12'6x11'3  
BR: 12x9  
BR: 20x9'10  
Attic-finished  
-plastered  
Tile bath-1st  
Fireplace  
Vestibule  
Rec. room w/tile  
floor & bar  
Near schools, &  
shopping.

Price: 10,200.00  
Dn: New Mtge.  
Encum: None  
Taxes: 240.00  
1½ masonry garage  
Alum. storms,  
screens, S&S  
doors.  
Some venet. blinds  
Front porch  
Landscaped  
Key: Next door  
on each side.  
Outdoor grill  
Fenced yard  
Carpeting in LR  
& hall  
Upstairs has oak  
floor

OWNER: JOHN BAKLARZ WA 8-3576 17--DU 3-0073  
By appointment only.



AP



Cool stuff always seems to find its way to my office on a regular basis. This month, a nice lady sent me a photo of her Mother's house and the Real Estate Sales Card that went along with it when they bought it. Realtors used cards to store information on listings for sale. One black and white photo and the information typed on a card was all you got. Today you have as many color photos that you like. I stopped by my old friend Ken Lieber's office to ask him a few questions about those days. Ken has been in the business longer than anyone I know of in Allen Park. He started selling real estate in 1972 and has been at it for 47 years.

Ken told me that Realtors used the card system up until the early seventies. At that point, they switched to printing an inch thick book with all of the listings available. Every two weeks Realtors would receive the book delivery with all of the new listings. Today, once I download all the photos and create a description of the house it is transmitted to the entire planet via the world wide web within seconds.

Let's go back even further. We became a Village in 1927 and a lot of plans for development were proposed. Walking around the neighborhood today, you can easily spot houses built in this era. I have some aerial photos of Allen Park in my office showing the sidewalks laid out alongside the dirt roads and open drainage ditches. October 1929 slowed everything up for the next 15-16 years until the end of World War II got us back into the thick of development again. Check out the ad for veterans, urging them to use their VA Loan Benefits. It is fun to walk or drive around your neighborhood and try to pick out the older homes. Ken's Uncle, Ed Lieber, was the first President of the Downriver Board of Realtors and had the 1st MLS Board at the Lieber Corporation Office on Ecorse Road in Allen Park. He did a lot of developing in Allen Park back in the day. He would organize some investors who would buy a farmers land and then subdivide the property into our typical 1/10th of an acre lots for which to build our homes.

**New Homes—Old Regulations**  
For Veterans

IN  
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2-BEDROOM MODEL AT 15815 BELMONT

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**GAS HEAT**

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- LARGE LOTS • FULL BASEMENT

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I have included another photo of Thomas Street facing East. Photographer would have been standing on Thomas between Allen Rd. and the railroad tracks. You can see a newer subdivision of neat and tidy bungalows lined up in the rear right background. In the foreground are two 1927 era homes standing in what was open fields at the time. I am sure you will recognize the old school building in the center of the picture.



## ALLEN PARK SALES RESULTS

### 2018 ALLEN PARK SALES RESULTS

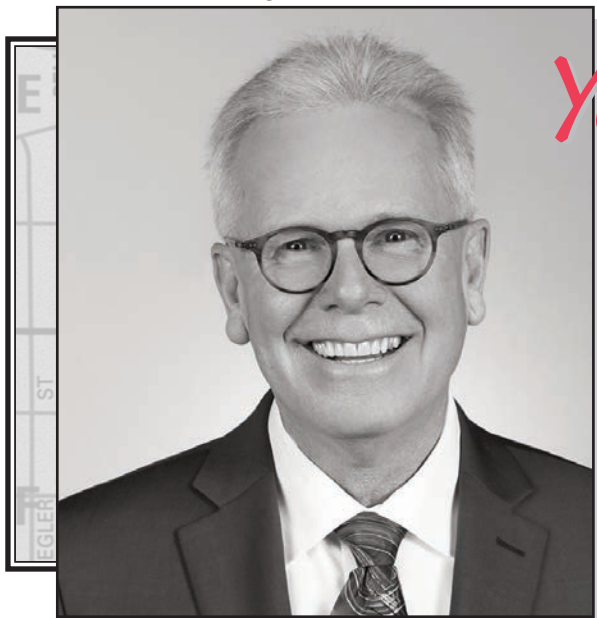
YEAR	# OF HOMES SOLD	AVERAGE SALES PRICE	PRICE CHANGE
2005	330	\$150,392.00	+\$1,660.00
2006	251	\$138,681.00	-\$11,711.00
2007	246	\$127,360.00	-\$11,321.00
2008	310	\$103,691.00	-\$23,669.00
2009	349	\$73,680.00	-\$30,011.00
2010	341	\$69,993.00	-\$3,687.00
2011	376	\$66,187.00	-\$3,806.00
2012	422	\$68,543.00	+\$2,356.00
2013	470	\$80,827.00	+\$12,284.00
2014	450	\$93,405.00	+\$12,578.00
2015	445	\$105,309.00	+\$11,904.00
2016	510	\$114,129.00	+\$8,820.00
2017	483	\$126,390.00	+12,261.00
2018	470	\$139,285.00	+12,895.00

### WE ARE ALMOST THERE!!!

Prices increased \$12,895.00 last year moving our average sales price in beautiful Allen Park up to \$139,285.00. Take a peek at the handy chart above and you will notice that we hit our all-time average sales price of \$150,392.00 in 2005. If we keep up our current pace, we will finally hit that mark later this year. If you would have told me back then that it would have taken fourteen years for us to go all the way to our bottom of \$66,187.00 and then work our way up again I would not have believed it.!

We have seen many big changes in our City the past twelve months. Little by little we are “fixing the damn roads”. New Police and City Hall offices were completed. Hampton Inn and Holiday Inn Express are now open for business on Southfield Road. Directly behind them, the construction of a new wind tunnel is progressing nicely. The old City Hall has been demolished and a retail strip will be built on the Southfield frontage. Right behind that, if you take a drive by on Southfield, you will see the third hotel already in progress. Allen Park is an ideal location conveniently located half-way between Lafayette Coney Island and Metro Airport. Access to I-94, I-75 and Southfield Freeway makes it easy to get here from anywhere.

If you know of anyone thinking of buying or selling in our area, please mention my name. I promise to take good care of them! Have a great Summer!



*You can count on me!*

**Call Lynn Ketelhut,**

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**Park Avenue Realty, Inc.**

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