

Wheel and deal

Salesman tells how to make million

By YVONNE B. DEVLIN



AL VAN ACKER

claimed that I wouldn't succeed," he says. At 38, with a wife and three boys, Van Acker feels it necessary to schedule time better though there are certain compromises that must be made.

Sometimes I'm home by 4 or 5 p.m. but then I'll have to leave again at 7 or 8 p.m. to take care of customers," he says. The home-selling market in the Farmington area is quite good, he says. There are a good number of properties on the market and sales aren't following too far behind. If there are too many properties on the market it entails too much competition for the homeowner," says Van Acker.

A number of things may detract from the value of the home and Van Acker says

that not keeping up on maintenance is the number one offender.

Upkeep of the yard and painting the trim and eaves are the small items of maintenance that are necessary to keep up the value of the property, he says.

"The market for homes is on the increase and should continue as such in the future," he says.

"Consumers don't appear to be the ultimate answer since a lot of people find it difficult to adjust from the privacy of their own homes and the convenience of a yard," he says.

Selling a house is easiest in the spring because the properties are presented better when the flowers are in bloom and the trees have leaves, he says.

During the summer people are more concerned about moving in or out in time for school to start," he says.

There are extra touches that someone can add to their home to help it sell faster, he says. Redecorating to some degree in certain places does add value and small repairs can make a big difference.

The exterior of the house is very important, especially keeping the lawn, shrubs and trim orderly. The front door is also necessary to keep up since that is the first thing that the people see when they come up, he says.

FIRST IMPRESSIONS are the most last so let the sunshine into all the rooms, says Van Acker.

"Straighten up the closets for an impression of neatness," he says.

Excess furniture only detracts from the appearance of a room and Van Acker suggests that each room only contain enough furniture to make it look good.

Most things sold today are sold on a picture basis and people have a difficult time imagining how to place furniture. You have to show them," he says.

A photograph print of the house should be available to show the house when it looks the best, preferably a spring photo, he says. Especially if the house is for sale during the winter months.

Low music playing in the background should set a mood for the house," he says.

The owner shouldn't be in the house and gets not underfoot when the customers come to look, says Van Acker.

When the owner is out of the house the buyer can voice objections about the home that the seller can counteract," he says.

Bathrooms and kitchens are the most important rooms in selling a home, according to Van Acker. Both rooms should be spotless since most clients will remember a dirty bathroom as opposed to one that is clean.

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Happy Birthday, Farmington

In order to allow out patients and staff an opportunity to participate in the Farmington Founder's Festival, our office will close at 5 p.m. on Thursday and Friday, July 29 and 30, and will be closed Saturday, July 31st.

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Farmington team hits hard times

Few people could blame manager John Stenson and the members of the Farmington Little Caesars baseball team if they complained about their bad luck on the sandlot circuit this summer.

Little Caesars, a new entry in the Livonia Adrenal League, has struggled up to place in that six-team league with a 5-19 record, including a 3-2 loss to Livonia Griffin Sport last week at Haggerty Field. The out come was "just a pathetic thing," Stenson says.

Caesars had rallied to score two runs in the top of the last (seventh) inning and take a one-run lead. But Griffin Sport scored a pair of runs in the bottom of the seventh to win the game. "We had that game won in the last half of the last inning and then we blew it," Stenson says.

We gave up two runs on no hits in the last inning. It was just a pathetic thing — again. That's four games in our last six that we've lost by one run in the last inning. It's sad how the breaks seem to be going against us."

Farmington, which outlasted Griffin 2-4, was trailing 1-0, going into the top of the seventh. But then Randy Wroten doubled and scored on pitcher Greg White's single. Bill Mathews walked to get runners on first and second. Tim Hammer singled in White to give Farmington a temporary 2-1 lead. The next batter, Ron Silversen walked, but then Jim Vogt struck out to end the inning.

In the bottom of the seventh, Griffin's Schultz bunted and ended up safe on first when third baseman Vogt and pitcher White collided trying to pick up the ball. The next batter, Scarpace, topped a weak grounder down the first base line. Caesars catcher Sherman Stenson overran the ball, and everybody was safe.

Mathews sacrificed the runners to second and third, but White fanned Lippa for the second out. Then White displayed a streak of wildness which lost the game for Caesars. He walked Condon to load the bases, passed Hodges to push home the tying run, and walked Rose to score the winning run.

White had two strikes on each of the last three batters he faced in that game. Stenson said, "I've never seen anything like it. He walked three men in a row. I guess I probably should have pulled him, but then again the kid had pitched a three-hitter and you just pull someone who's throwing that well."

White, who has a 1-2 pitching record, struck out two, walked six and hit two batters. He had a better night at the plate, smacking two hits in three trips. Hammer, a late entry, went two for two. Catcher Sherman Stenson, the manager's son, was another bright spot for the losers. He threw out three Griffin runners trying to steal. Wallace, pitching in relief of Parsons, was the winning pitcher.

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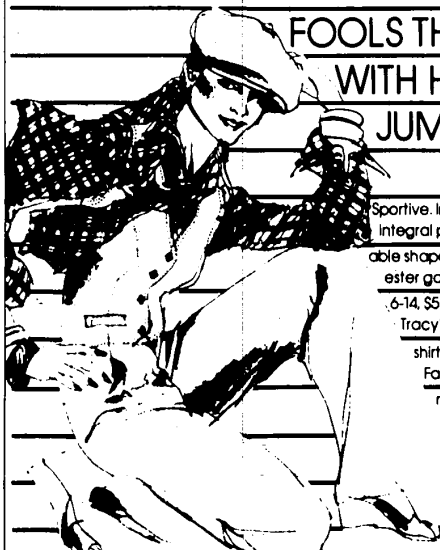
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