How to make the most when selling your home

(NAPSA) – Many do-it-yourself projects can help homeowners save money, but selling your own home may not be one of them.

Answering a few questions may help you decide if you want to sell your own home.

1. Can you assign your home a market value, meaning the price that accurately reflects what a buyer will pay?

2. If your listing price is not in line with comparable properties and market trends, are you prepared to let your home linger on the market?

3. If your For Sale by Owner sign attracts a bargain hunter, as many do, are you prepared to lower your asking price?

4. Are you prepared to show your home to everyone who is interested?

If you don't want to wait, don't *have the time to show your* home and are not flexible about your asking price, you may want to consult a real estate professional.

A recent survey by the National Association of Realtors showed that 80 percent of home sellers in 1999 chose a real estate professional to sell their home – a percentage that has remained fairly constant over the years.

According to Gee Dunsten, president of the Council of Residential Specialists, there are several advantages to using an agent and more benefits to using a certified agent.

First, real estate professionals can walk you through the process of selling your home. Then they can price your home accurately by doing a market analysis, advertise your home for maximum visibility, hold an open house and suggest ways to make your home more attractive to potential buyers.

They can also help you explore alternative financing methods *that may help cement a sale.* They act as your advocate to negotiate the best price and terms, plus they screen prospects so you don't have to open your door to strangers.

Warm Wishes for a Happy & Healthy New Year to You and Your Family

From Our Family at RE/MAX Authorities

FIRST ROW: Teri Weems, Melissa Makl, Laurel Maki, Patricia Gould
SECOND ROW: Linda Harwood, Linda Gaines, Doug Shaw, Jackie Ferguson, Kathy Linstruth, Amy Watts
BACK ROW: Warren Gould, *Jeff Kass*, Bill Ferguson

OFFICE # (248) 526-0099

OAKLAND HOMES SOLD

These are the Observer & Eccentric-area residential real-estate closings recorded the week of Oct. 8-12, 2001, at the Oakland County Register of Deeds office. Listed below are cities, addresses, and sales prices.

Auburn Hills
954 Bloomfield Village Blvd $62,000
954 Bloomfield Village Blvd $58,000
83 Delevan St $118,000
3400 N Squirrel Rd $134,000
Beverly Hills
115 Charrington Ct $65,000
18435 Devonshire St $215,000
17904 Kinross Ave $232,000
Birmingham
1918 Bowers St $193,000
1291 E Melton Rd $215,000
335 N Eton St $108,000
361 N Eton St $109,000
662 Purdy St $210,000
1765 Yosemite Blvd $280,000
Bloomfield Hills
4750 Chaving Cross Rd $350,000
340 Concord Pl $98,000
607 E Fox Hills Dr $105,000
688 E Fox Hills Dr $100,000
6155 E Surrey Rd $650,000
1190 Edison Ave $182,000
5540 Franklin Rd $250,000
1848 Hunters Ridge Dr $288,000
2830 Lamplighter Ln $335,000
1664 Ledbury Dr $211,000
2787 Mackintosh Ln $455,000
3605 Maxwell Ct $793,000
325 N Glengarry Rd $870,000
6580 Oakhills Dr $380,000
6614 Oakhills Dr $370,000
692 Rolling Rock Rd $285,000
539 Sedgefield Dr $256,000
367 Sycamore Ct $900,000
3754 Wabeek Rd $333,000
6393 Worlington Rd $317,000
Clarkston
6671 Andersonville $138,000
9069 Bavarian Way $145,000
8201 Brookstone Ln $505,000
6911 Cranberry Lake Rd $450,000
5951 Flemings Lake Rd $168,000
4532 Hillview Strs $213,000
9772 Kings Vly $99,000
4885 Mary Sue Ave $137,000
5491 Maybee Rd $220,000
6888 Northcrest Way E $158,000
7040 Northwind Ct $350,000
4916 Oak Park $139,000
9850 Oak Valley Dr $73,000
7253 Rabbit Ears Pass $380,000
6624 Ridgewood Ct $400,000
8645 Warmegah Rd $240,000
5241 Woodcreek Trl $190,000
Commerce Township
2221 Applebrook Dr $407,000
2355 Bevin Ct $60,000
5405 Buell Dr $348,000
3160 Cheraa St $120,000
3305 Fox Blvd $165,000
2350 Glenwood Ct $333,000
2567 Ivy Hill Dr $313,000
5391 Lancaster Ln $68,000
2482 Massena St $142,000
2793 Orenda St $180,000
175 Osborne St $98,000
730 W Commerce Rd $160,000
Davisburg
11965 Andersonville Rd $208,000
6555 Arrowhead Ct $73,000
743 Broadway $210,000
11650 Davisburg Rd $184,000
11589 Ember $266,000
6243 Hillsboro Rd $274,000
6100 Ormond Rd $265,000
Farmington
33515 Adams St $173,000
32807 Annewood St $186,000
22146 Hawthorne St $64,000
22146 Hawthorne St $130,000
22801 Lakeway St $195,000
22720 Lilac St $147,000
Farmington Hills
23140 Albion Ave $166,000
32310 Briarcrest Ct $221,000
29239 Chestnut Ct $395,000
31830 Coronet Dr $225,000
38911 Country Cir $156,000
24844 Creekside Dr $163,000
35661 Cross Crk N $380,000
29715 Eldred St $128,000
29152 Forest Hill Dr $318,000
23975 Gill Rd $148,000
28304 Green Meadow $188,000
26385 Greythorne Trl $215,000
26607 Greythorne Trl $252,000
23109 Haynes St $172,000
23122 Haynes St $155,000
26701 Holly Hill Dr $116,000
25333 Liberty Ln $293,000
28654 Lorraine Dr $248,000
22162 Malden St $160,000
26347 Meadowview Dr $265,000
32518 Nestlewood St $262,000
29000 Oak Point Dr $330,000
22121 Ontaga St $167,000
22736 Power Rd $155,000
25414 Skye Dr $286,000
23111 Springbrook Dr $185,000
37871 Thames Dr $255,000
21876 Tulane Ave $125,000
28300 W 12 Mile Rd $280,000
Keego Harbor
3219 Millwall Ave $100,000
3227 Millwall Ave $130,000
2373 Pine Lake $78,000
1757 Sylvan Gln $174,000
Lake Orion
2765 Calais Dr $175,000
690 Central Dr $255,000
115 Detroit Blvd N $170,000
1145 Dutmer Ter $142,000
1196 Dutmer Ter $162,000
230 E Church St $167,000
1117 Ferguson St $184,000
706 Ferndale Ave $101,000
2296 Forest Hills Dr $237,000
206 Four Seasons Dr $273,000
2767 Fox Hollow Ct $102,000
617 Hemingway Rd $91,000
3697 Hidden Forest Dr $334,000
3440 Leewood Dr $220,000
3388 Long Meadow Ln $310,000
2402 Mercury Dr $242,000
2653 Orbit Dr $254,000
3841 Sherstone Pl $186,000
2662 Solar Dr $248,000
3107 Sunnyside Ct $95,000
Novi
25931 Abbey Dr $411,000
42945 Ashbury Dr $475,000
45768 Bristol Cir $439,000
41838 Canterbury Dr $180,000
28071 Carlton Way Dr $220,000
25725 Cody Ln $486,000
39449 Country Ln $172,000
39480 Country Ln $169,000
22500 Devron Ct $410,000
21585 Dunnabeck $60,000
43181 Emerson Way $279,000
22481 Fuller Dr $380,000
47531 Greenwich Dr $500,000
23666 Hickory Grove Ln $322,000
24582 Jamestowne Rd $330,000
24786 Jamestowne Rd $327,000
24741 Naples Dr $324,000
30343 Norwich Dr $449,000
25920 Petros Blvd $263,000
21962 Roxbury Dr $178,000
22617 Shadowpine Way $245,000
46735 W 12 Mile Rd $570,000
42762 Wimbleton Way $365,000
Oakland Township
3570 Magnolia Ct $745,000
3351 Proctor Ln $326,000
1235 Tamarack $249,000
Oxford
211 Brookfield Dr $350,000
25 Carriage $52,000
83 Dennison St $215,000
2531 Elk Vw $240,000
115 Island Lake Cres $50,000
1785 Manalee Ln $333,000
158 Spezia Dr $184,000
491 Thornehill Trl $248,000
Rochester
460 Baldwin Ave $100,000
1711 Clovelly Ave $116,000
1584 Colony Dr $186,000
6643 Cornerstone Ln $1,500,000
511 E University Dr $108,000
3215 Eastern Ave $138,000
2602 Emmons Ave $170,000
1620 Glen Meadow Ct $184,000
218 Glenmoor Dr $335,000
1584 Kings Cove Dr $160,000
312 Knorwood Dr $599,000
768 Loggers Cir $385,000
2665 Longview Ave $163,000
215 Meadow Lane Cir $155,000
430 Miller Ave $132,000
352 Northwood Ave $189,000
627 Oakbrook W $150,000
723 Parkland Dr $205,000
201 Pine St $210,000
1226 Putnam Cir $388,000
1258 Putnam Cir $325,000
1022 River Mist Dr $315,000
1326 Rock Valley Dr $360,000
415 W 4th St $210,000
1808 Willowood Dr $201,000
Rochester Hills
324 Brewster Rd $175,000
3450 Cone Ave $172,000
2862 Corinthia Dr $186,000
1648 Dancer Dr $194,000
551 Harrow Ct $197,000
3361 Henley Ct $229,000
560 Longford Dr $283,000
1855 Ludgate Ct $308,000
3190 Martell St $134,000
1883 Meadowdale Ct $114,000
1482 Morley Ave $182,000
1880 N Livernois Rd $302,000
73 Nevada Ave $310,000
3610 Normandy $270,000
2344 Oklahoma Ave $225,000
2015 Pedal Ct $225,000
2915 Pheasant Ring Dr $675,000
1220 Ruby Ave $268,000
37 Sugar Pine Rd $260,000
3502 Warwick Dr $375,000
Southfield
18123 Dorset St $65,000
27076 Everett St $175,000
28296 Everett St $131,000
26168 Franklin Pointe $151,000
17400 Gateway Cir $197,000
17490 Gateway Cir $212,000
18343 Geo. Washington $160,000
18825 Hilton Dr $156,000
21301 Hollywood St $160,000
21000 Mahon Dr $148,000
18176 New Jersey Dr $168,000
24230 Sargent Ave $118,000
26794 Senator Blvd $75,000
25430 Southfield Rd $108,000
27439 Spring Arbor Dr $175,000
27140 Sutherland St $168,000
19601 W 12 Mile Rd $88,000
19637 W 12 Mile Rd $82,000
18301 W 13 Mile Rd $143,000
29124 Wellington Rd W $131,000
Troy
2650 Binbrooke Dr $350,000
1840 Brentwood Dr $190,000
3040 Cedar Crest Dr $282,000
4159 Chatfield Ln $695,000
2414 Claymont Dr $327,000
5445 Corbin Dr $323,000
6445 Elsey Dr $310,000
6730 Fulton Ct $354,000
4089 Glencastle Dr $439,000
6593 Glendale Dr $335,000
303 Hickory Dr $130,000
1723 Kirkton Dr $200,000
1183 Kirts Blvd $184,000
2522 Limerick Ln $285,000
5806 Northfield Pkwy $193,000
5808 Northfield Pkwy $160,000
828 Norwich Dr $170,000
3904 Old Creek Rd $174,000
2857 Roundtree Dr $111,000
3486 Shakespeare Dr $685,000
Walled Lake
1210 Amarillo St $169,000
2150 Catie Dr $255,000
350 Cherry Grove Ln $306,000
2710 Dufters Ln $498,000
2184 Holly Berry Ln $251,000
1014 Lakeview Dr $315,000
1014 Lakeview Dr $95,000
2171 Newport Ct $211,000
895 S Pontiac Trl $150,000
1896 Swaney Rd $130,000
1217 Voltmers St $150,000
601 Winwood Cir $225,000
2947 Woodlawn St $145,000
Waterford
6097 Andersonville $188,000
1810 Birchcrest St $158,000
2600 Corey St $131,000
5611 Cruse St $126,000
557 Deer Path Trl $232,000
6794 Fox Ln $147,000
4266 Hahirk Dr $161,000
6904 Hatchery Rd $193,000
6942 Hatchery Rd $255,000
3182 Herbell Dr $125,000
3350 Homestead Dr $138,000
3922 Iris $238,000
6417 Lake Meadow Dr $200,000
4219 Lanetta Dr $196,000
37 Linabury Ave $135,000
4681 McAllister St $172,000
7904 Meadow Dr $157,000
4467 N Meadow Dr $164,000
1340 Oklahoma St $140,000
2590 Oragon Trl $179,000
3340 Pontiac Lake Rd $147,000
111 S Josephine Ave $40,000
4358 Sedum Glen St $112,000
4424 Sedum Glen St $140,000
4705 Siebert Rd $128,000
2961 Tuxedo St $185,000
8498 Wilson Dr $165,000
West Bloomfield
7241 3rd St $170,000
6951 Aerovew St $250,000
6470 Alden Dr $15,000
7404 Barrington $180,000
2670 Bay Dr $245,000
3957 Braemore Ave $168,000
4265 Bunker Ave $164,000
2481 Burleigh $160,000
1872 Charrington Dr $277,000
5100 Chestershire Ct $230,000
4284 Claire Ct $245,000
1724 Dawncrest Dr $271,000
6931 E Knollwood Cir $400,000
5410 Fox Ridge Dr $256,000
3865 Lone Pine Rd $127,000
4242 Middlesale Ave $238,000
6233 Northfield Rd $280,000
7477 Pebble Lane Dr $250,000
4012 Pinehurst Dr $270,000
1508 Stauch Dr $285,000
4152 Stoddard Rd $355,000
4271 Stoddard Rd $382,000
2174 Strader Dr $235,000
2846 Trejburn Ln $355,000
White Lake
10211 Cedar Island Rd $177,000
8294 Elizabeth Lake Rd $199,000
9552 Elizabeth Lake Rd $100,000
10130 Elizabeth Lake Rd $285,000
9479 Marina Dr $126,000

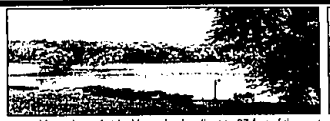
BIRMINGHAM, TROY, ROYAL OAK
33687 Woodward
248-645-2500

Cranbrook REALTORS

BLOOMFIELD HILLS
FRANKLIN
WEST BLOOMFIELD

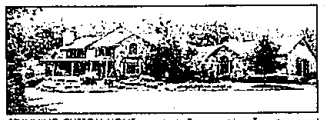
OAKLAND TWP. - 6 ACRES. Custom built home has over 8000 sq. ft. with 2 story great room, family room, dining room, billiard room, cherry wood floors, walk-out finish lower level with recreation room, media room, exercise room, wine cellar, 4 fireplaces, 3 car garage. $1,990,000 21091735GUNN

GILBERT LAKEFRONT. Custom built French Manor Home. Meticulously maintained home has a finished lower level walkout to 97 feet of the most beautiful part of Gilbert Lake. A large dock with swim area includes paddle boat, pontoon boat & sail boat. Beach Association has private island. Three fireplaces, master suite with his and hers dressing area and closets. New furnaces. Large upper level deck across the rear of home. $1,725,000 21083915SHA



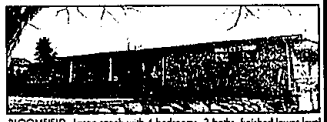
MAGNIFICENT IN-TOWN HOME completed in July 2000 offers everything. Gorgeous design, large layout, luxurious amenities, walkout patio and 3½ car garage. Extensive granite, beautiful upgrades. Www.kurtmitchell.net $1,085,000 21042214PIE

LAKEFRONT WALK-OUT. 1st floor master, Euro-bath including Jacuzzi. Extensive use of marble/granite and hardwoods. Spectacular lakeviews from every window. Three car side entry garage. Kitchen with Bosch appliances and two-way fireplace to great room. $899,900 21095486GOV



STUNNING CUSTOM HOME on private 3 acre setting. Two story great room, dining room, library. Spacious kitchen, breakfast area. Sun room. 1st and 2nd floor master suites. 3½ baths. Three car garage plus Granite, hardwood, appliances. $898,000 21089200OLD

IN-TOWN BIRMINGHAM'S PREMIERE NEIGHBORHOOD! Act now and save on this Dominick Tringali designed home. This is a wonderful in-town condo alternative at a 40% savings and it has all the premium extras. $982,800 20037531FRA



BLOOMFIELD - Large ranch with 4 bedrooms, 3 baths, finished lower level walkout. Gourmet kitchen has granite counters tops, marble floor, double ovens, warming drawer. Brick paver patio and deck. $524,900 21099384SQU

PLEASANT RIDGE. Charming renovated Cape Cod. Four bedrooms, two and one half baths. Hardwood. Use of stained glass. Attached garage, basement. $344,700 21095901OAK

VINTAGE BIRMINGHAM HOME. Updates throughout. Exposed hardwood floors. Spacious kitchen with breakfast area. Three bedrooms, 2½ baths, master suite w/dressing area. New windows. Central air. Basement. 2 car garage. $259,500 21051630RUF

WALK TO TOWN. Elegant fully fur. condo completely renovated. Features Pewabic and slate bath, custom kit. oak cabs, granite counters, slate flr. Bosch appliances. Prefin. decorated including antique beveled French doors. $259,900 21088981SOU

FRESHLY PAINTED UPPER FLOOR UNIT, two bedroom, two full bath condo in Foxcroft Sub. Close to shopping restaurants, and parkways. All kitchen appliances, newer furnace, air conditioning, and roof covered parking. $148,000 21089515BILL

BLOOMFIELD 4 bedroom, 2½ bath custom built Colonial. Master BR has cathedral ceiling & walk-in closets. Kitchen has island, 2 pantries, ceramic tile and all appliances included. 2135 sq. ft. plus 1033 sq. ft. in basement. $369,000 21097440BRI

DISTINCTIVE BRICK TUDOR in N.W. Ferndale. Four bedrooms, two full baths, large deck and fenced in yard. Meticulously maintained. $255,000 21094358MAP

THEY SAY LOCATION IS EVERTHING...Terrific homes located across from a park and a short walk to downtown Royal Oak. This 3 bedroom bungalow has updates galore plus a comfy rear deck. $156,500 21099539MAR

PLEASANT RIDGE. Charming 1920's Bungalow. Two large bedrooms, (was three) fireplace, hardwood floors. Kitchen open to formal dining room. Nice deep basement. Two car garage. $177,500 21083593WEI

3 BEDROOM, 2½ BATH HOME is located on ½ acre of land. Corner lot w/mature trees. 2 car side entry garage. Updates include C/A, furnace, roof. Bfield Hills Schools. Ready for your remodeling ideas. Immediate occupancy. $259,000 21046209WES

DESIRABLE WOODCREEK VILLAGE. Two bedroom, two bath. Beautiful grounds, pool and club house. Newer air, conditioner. Possession at closing. $134,000 21079092MID

UPDATED OAK PARK RANCH with Berkley Schools. New furnace, all new windows. Hardwood floors throughout. Full semi-finished basement. $124,900 21087597LUD

FASHIONABLE FERNDALE yet extremely affordable. Perfect for first time home buyers. Nice house with cozy decorating. Close to schools and access to freeways. Built-ins. Home warranty. $89,900 21069187FIE

ROYAL OAK. True walk to town. Four bedrooms, two full baths. Hardwood floors. Freshly painted. Move in at closing. $159,700 21096789CUR

FOR LEASE: IMMACULATE, UPDATED three bedroom, 2½ bath ranch in Walnut Lake area. 2,200 sq. ft. Lake privileges. Birmingham schools. Open floor plan, fireplace, all hardwood floors. Furnished or unfurnished. No pets/smokers. $2,300 21084472IDL

PLEASANT RIDGE. Immaculate. New windows, paint, plumbing, electric, carpet, flooring, bathroom and kitchen appliances included. Gravity furnace replaced with forced air furnace. $119,500 21094982KEN