

Home buyers look for the extras

If you have your home up for sale or are planning on putting it on the market in the near future, here are some things to consider seriously.

The competition out there is as great or greater than ever before. Many homes are on the market and potential buyers are looking, inspecting and comparing.

Every buyer is looking for the most for the least. In today's market, and with the economy the way it is, most people can barely afford at best to "move in." After down payments, mortgage payments and taxes, they have little left over for luxuries.

Today, even furniture might be considered a luxury as opposed to a necessity and people will "make do" for longer with what they bring with them.

That's why they take a long, hard look at a house they like. Buyers want to know how much they will have to spend after they have moved in.

THE BUYER WILL, of course, place priorities on the condition of the roof, furnace, hot-water tank, plumbing and other permanent fixtures. But, after all of these have passed inspection, he will look at other things.

Aside from the roof et al, what else is left to inspect in the sale of the house? The floors and all floor covering such as tile, carpets and linoleum, are certainly worthy of consideration. Windows and window covering such as drapes and / or blinds and shades are left behind with the house along with walls, paint and wallpaper. Before selling, ask yourself about the condition of these so-called furnishings.

If your home is prepared properly for a buyer and has appealing carpeting, that is considered money in the bank for a buyer.

If the walls are freshly painted or papered, you will increase the interest of a potential customer. With a small investment on your part in new drapes or carpeting, you could acquire an interested customer. Your home becomes unusual for many of the others up and down the same street may have the same floor plan, the same number of bedrooms and baths, but they may be in shabby condition while yours shines.



design
Gloria Cohen

Visualize for a moment what your home will look like when you move your furniture out. Pretty good or pretty awful? Here are a few tips if you decide to give your home a quick face-lift.

WHEN PAINTING WALLS, choose a soft off-white or eggshell color that is desirable and creates a pleasant, warm background. Don't paint any rooms yellow, pink or blue. The potential buyer looks at these colors in terms of money he will have to spend to redo.

When you change the wallcovering, bathrooms, kitchen and foyer should come first. Choose a small pattern or no pattern at all.

Keep in mind that others will have furniture that is different in color and pattern from yours. There are so many textured papers on the market that choosing something subdued, but very attractive is simple.

When replacing carpeting, consider that nylon has a nice plush feel and looks and wears well for the money. Choose a neutral shade such as beige, camel, gray or bone. Stay away from white — people think it is too hard to keep clean. Most folks can live comfortably with soft, neutral shades and coordinate any of their other colors with them.

The ads say "move right in" and what's that it means — to move right in without having to tear the place apart. Entice your customer with furnishings you will leave behind that he or she can't wait to get.

You can replace, re-hang, redo and repaint for an amount of money that will come back to you with a quick sale. No one wants to buy a mess.



DAVID AND IDA SCHWARTZ

Couple receive Negev Award

David and Ida Schwartz of Southfield will receive the state of Israel's "Negev Award" at a 6 p.m. Sunday, Nov. 2 dinner at Congregation B'nai Moshe in Oak Park.

Also designated as "Couple of the Year" at B'nai Moshe, the Schwartz are both active in Jewish communal affairs.

Schwartz is a life-long member of B'nai Moshe, having been born into a founding family. He is treasurer of the synagogue's Men's Club and was honored last December for 50 years of service as a B'nai Moshe usher. In addition, he has been active in

B'nai B'rith, Scottish Rites, Shriners, and is a past treasurer of the Great Lakes Region of the Federation of Jewish Men's Clubs.

Ida Mendelsohn Schwartz has been the recipient of awards from the City of Hope for fund raising efforts. She is active in Hadassah and the B'nai Moshe Sisterhood.

Dinner co-chairmen are Bernard Klein and Abe Pasternak.

Israel Amital, Israeli producer, director and writer of television and radio public affairs programs will speak. He is the former editor of Davar, one of Israel's most influential newspapers.

Amital served in the Haganah, and in World War II was in the regiments organized by the Jewish Agency in cooperation with the British government.

In 1948 he fought in Israel's War of Independence, achieving the rank of Captain in Israel's Defense Forces (IDF).

Presently, he is in television production and has produced and directed more than 1,000 television programs on public affairs, the arts, culture and education.

For dinner information or reservations, call the bond office at 557-2900.

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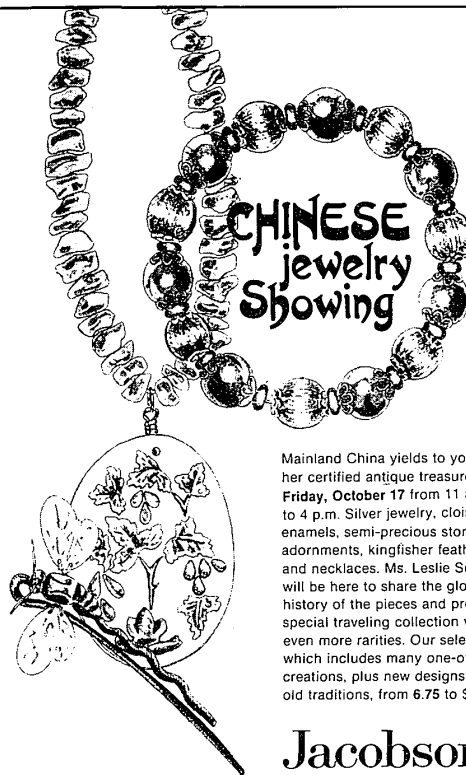
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Mainland China yields to you her certified antique treasures on Friday, October 17 from 11 a.m. to 4 p.m. Silver jewelry, cloisonne enamels, semi-precious stones, hair adornments, kingfisher feather pins and necklaces. Ms. Leslie Schweitzer will be here to share the glorious history of the pieces and present a special traveling collection with even more rarities. Our selection which includes many one-of-a-kind creations, plus new designs true to old traditions, from 6.75 to \$285.

Jacobson's
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Armenian college founding celebrated

The 25th anniversary of the founding of Haigazian College in Beirut, Lebanon, will be celebrated at a banquet at 7 p.m. Saturday, Oct. 18, in the social hall of the Armenian Congregational Church of Greater Detroit, 28210 12 Mile, Southfield.

The college is university level institution emphasizing programs in arts and sciences, teacher education, Armenian studies and business administration. Church related, it has its roots in the Armenian Missionary As-

sociation of America and the Armenian Evangelical Union of the Near East.

To be honored at the event will be Alex Mangian, benefactor of the college and Armenian philanthropist. College president Dr. John Markarian will speak.

Tickets are \$15 for adults, \$10 for students. They can be obtained by contacting Grace Benglian at 626-8434, or 851-5055, or Rose Janigian at 626-6513. No tickets will be sold at the door.

EVE STILLMAN

Collection Show

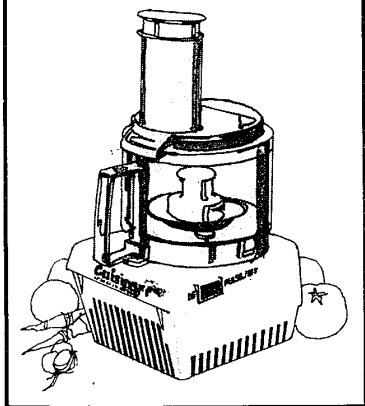
Friday, October 17
10:30 a.m. to 5:00 p.m.
Formal show at 2:00

What comfort on long evenings at home, when falling temperatures call for warmly elegant Eve Stillman gowns and robes. Lovely satins or brushed nylon detailed with appliques or Schifflie embroidery, rucking and froths of lace. The detailing and soft washes of color that call to the feminine heart. See the collection informally modeled.



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Cuisinart will present a demonstration lecture in Jacobson's Kitchen Shop to show you how easily their remarkable processors will do so many of your food preparation chores in a minimum of time.

Saturday, October 18,
1:00 to 3:00 p.m.

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