In buyer's market, put house in shape

Homeowners anticipating a move as economic recovery improves the housing market are advised to get their present property in top sales condition. With a high number of current listings and a general easing of prices, strong competition and a buyer's market will persit in 1923, according to the Western Wayme Oakland County Board of Realtors (WWOCBR). "Buyers will continue to search for value," said Lloyd Mason, WWOCBR president. "Some will be seeking homes in need of extensive repair that can be bought at rock bottom prices. "But the majority will be seeking homes that won't require any addedultay of funds after downpayment, elouising costs and moving expenses are

met." MASON ADVISES against extensive remodeling that will increase the ask-ing price, but does urge that care be taken to assure everything is in good

working order.

"As time approaches when the home will be listed for sale, the seller should by to look at it from a prospective buyer's view," he sald. "Such a look will be the seller should be seller." likely uncover numerous small items that would cause loss of buyer interest, but would only take minimum cost to

knobs or locks, loose tile or siding, torn screens and leaky faucets.
"Most homeowners can take care of these minor problems themselves," Mazon said, "but might prefer to have carpets and drapes professionally cleaned.

cleaned.

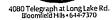
"TIIIS PRE-LISTING period also is a good time to start clearing unneeded items out of basements, garages and closets.

"Items with some value might be disposed of in a yard sale or at a flea market. Other accumulated material can be given away or left for trash pick-up bit by bit over several weeks."

Mason notes that particular attention should be given to fix-up measures that will help cut heating and cooling costs. Much of this type of expenditure can be claimed for income tax credit and receipts should be saved.

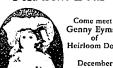
"Recent studies of overall housing costs in major metropolitan areas indisate till, so costs add more than 20 per and utility costs add more than 20 per and interest payments locally, to said. "Sellers who can show they have taken iteps to weatherproof their homes and now utility cost records to prove their iffectiveness will score a big plus with suyers."











Come meet Genny Eyman Heirloom Dolls

11 & 12 12 to 5 pm

Introducing original artist dolls Custom dolls available from \$130.00

1634" Middlehelt • Livonia (Between 5 & 6 Mile)

Daily 10-6; Thurs. Fel. 10-9 Sun. 12-5 261-5220

Christmas

Store Hours

we'll be open

Sunday from 12 noon to 6 pm.

For your Christmas

shopping convenience,

Monday through Saturday from 10 am to 9 pm;

Saks Fifth Avenue

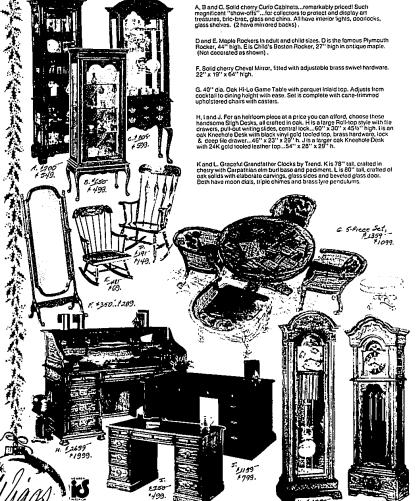
Suppose... Somebody told you that you could buy America's finest furniture, everyday, at remarkable prices. Well, we just told you... YOU CAN BUY HENREDON, SCHOONBECK, ETHAN ALLEN, HARDEN, STATTON, CENTURY AND THOMASVILLE and many other finer quality recognized makers from Wiggs, everyday, at surprisingly low money-savings

And, in addition to the prices, you get the services of a professional interior Designer at no extra charge. You may choose from an inventory on display worth two million dollars. All furniture is shown throughout our acte-and-ahalf of specially designed rooms and display areas.

So, now you don't have to wait 'til we are ready with a Sole Event. We are ready when you are... ready now with money-saving prices' that will make your furniture buying a happy event. Come in now.

*Another big PLUSI 6 % discount from our low prices if you pay cash at time of purchase. (Orders of \$500 or more.)

OPEN **SUNDAY** DEC. 12 12 NOON TO 5 PM



Use your Charge Cards, Wiggs 60-Day Charge or Wiggs Revolving Credit Plan 4080 Telegraph, at Long Lake Road, Bloomfield Hills • 644-7370

Last-Minute Gift Ideas...All Available for Christmas Delivery!

我们有我们的我们的一个一个人的



TWELVE OAKS MALL | LAKESIDE MALL

27472 Novi Road 348-1000-1-2-3