

Keep Home Improvement List for Future Sales

You may not be ready to sell your home now, but it's a good idea to keep a detailed record of all the improvements you've added.

Many homeowners, in offering a home for sale, neglect to adequately point out the ways they have increased the value of the home over the years.

As a result, many prospective buyers are not convinced that your asking price represents the true worth of the home.



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Have you finished a basement or attic or den? built a workshop? added paneling or built-in in the living room or bedroom? modernized a kitchen or added appliances which will be left behind?

Next, check improvements which may be hidden from view, but which represent substantial investments and tribute to comfort.

For example: Have you added insulation in ceiling or side walls? installed an underground sprinkling system? put in new plumbing or heating equipment?

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A CHAIN OF HEARTS—A valentine-bedecded ribbon was cut on Valentine's Day to symbolize the opening of the new office of Detroit Bank & Trust at Grand River and Middlebelt. State Senator Raymond Dinnel (left) and Farmington Township Supervisor Curtis Hall (center right) snipped the ribbon together with President Charles H. Hewitt (center left) of Detroit Bank & Trust. Manager Kenneth Melcher stood by waiting to officially greet the threesome.

Observer HOME IMPROVEMENT

Do-It-Yourself • Decorating • Remodeling

Page ★ 10B, PRF 5B, GCN 7A Wednesday, Feb 23, 1966

Flower, Garden Show To Open At State Fair

The third annual Flower and Garden Show of Michigan, with the State Fair Authority producing it for the first time this year, will be held in the State Fair's Coliseum and Dairy buildings March 28 through April 3.

This is the largest industry show in Michigan with practically all flower and garden trade groups participating in this strictly horticultural event.

All efforts again will be directed at helping the average homeowner or amateur gardener. The focus is on education particularly for the "do-it-yourself" gardener. For example, all flowers and plants will have identifying signs.

The Michigan Department of Agriculture and the Michigan State University Extension Service are joining the various show participants including the Metropolitan Detroit Landscape Association, the Allied Florists of Metropolitan Detroit and members of more than 250 garden clubs and other groups in the area.

Show hours will be 11 a.m. to 11 p.m.

President of the show is William Mihelich II, of Mihelich & Son Nursery, Warren. Billy M. Olsen, of Detroit, head of a landscape maintenance firm, is show chairman.

Garden supervisor is Herbert Taylor, of Taylor Landscaping, Detroit, who is president of the Michigan Association of Nurserymen. Landscape architect is Harand Hampikian, of Detroit, and garden club coordinator is Mrs. Frieda Bottom, of Detroit.

Show managers are Gerald Lacey and Richard Schehr, of Michigan State Fair staff. Sales manager is Harold Bottom, of Detroit.

Black Paint Wiped Lends Wall Drama

If your living room gets plenty of natural daylight and if you like strong color tones in furnishings, try this idea for walls. Paint them with flat grain, tongue-and-groove western hemlock boards.

Next, brush on a coat of black paint, wiping off the paint a minute or so after it has been applied. This method leaves just enough paint to highlight the grain pattern in the wood and add a hint of color. The effect is dramatic, but delightful to live with.

Two-Tot Closet

In a bedroom for two tiny tots, build a low cost divider with a hanging rod that the wee ones can easily reach themselves. As they grow, the unit can be used for blouses or skirts, or shelving can be installed inside to convert it to a cupboard. Use a pretty wood like incense cedar or Idaho white pine and the storage divider will please the children through many years.

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Phone in Car Helps Realty Salesman's Sales

Jay Hughes, of Mercury Realty, has found a new and unusual way to give his clients "instant personal service." Recently, he installed a radio-telephone in his car to enable buyers and sellers to reach him on the spot.

Judging from his early success with his radio phone, Hughes' sales volume should even increase over 1965, when he topped Mercury's sales staff with nearly \$1,200,000 in sales. This was the second consecutive year that Hughes has reached a million dollars or better.

A big part of successful selling, observed Hughes, is a full and accurate knowledge of the market. One must keep well informed on new trends in real estate, keep up to the minute records on sales and offerings, and have a thorough knowledge of financing.

Hughes, a member of the Mercury staff for the past 13 years, estimates that he personally sells about 90 per cent of his own listings, most of which come from personal recommendations.

Hughes has been an associate member of the Detroit Real Estate Board for the past several years. In addition, he is active in numerous civic, professional, and charitable groups.

Cedar Superior Inside Carport

Do you have a carport that's open on one or two sides? For best appearance and resistance to weather exposure, panel the interior with western red cedar siding.

Resawn cedar siding boards can be installed without finish to blend them into walls.

The favorite is one-by-four inch tongue-and-groove siding but any of the other standard siding patterns may be used as easily.

Right Nails

Planning to remodel the exterior of your home with new siding? Don't take the chance of rust-staining the wood by using the wrong kind of nail. Recommended are the aluminum nail or a galvanized nail zinc plated by either the mechanical plating process or the galvanizing process. Electroplated nails have lower resistance to corrosion.

Remodeling the master bedroom? Plan to include a full-length, mirrored door which makes a pleasing wall and save yourself steps when pressing dresses and lowered pine closet doors.

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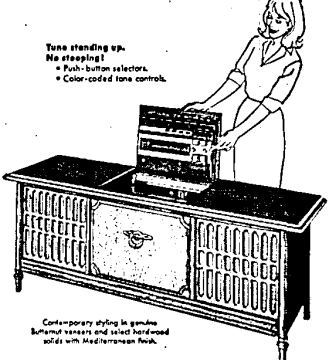
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