REAL ESTATE NEWS

Tips on dressing your home for success

There's a technique to preparing your home for sale.

Where do you start? What should be done?

Before you can get the best price, you must seriously consider dressing your home for success, said William McCullen, a regional director for Century 21 Great Lukes.

"It's estimated that more than half of all houses are sold before the buyers even get out of their cars," he said. "Stand across the street from your house and check its curb appeal."

Perhaps the yard needs trimming or dead plants need to be removed. Remember to keep the

driveway, steps and porch clear of debris.

Then look around inside.

Unclutter each room.

Your goal is to create a roomy, comfortable feeling that will be inviting the prospective buyers, McCullen said. "If a house is cluttered, buyers have trouble imagining themselves in it."

Replace old light bulbs. Tidy garage and storage areas, too.

Make sure that the house is clean.

A clean house gives the impression that it has been well cared for. Buyers react most storagly to kitchens, closets and bathrooms, so it pays to concentrate cleanup

things in your house.

Prospects actually picture themselves living there. Eliminate distracting colors and accessories. It helps buyers concentrate on positive impressions.

Make each room special.

"Look in magazines and catalogs for ideas. Fresh flowers, fresh smells and bath decorations all add up to positive impressions. Kitchen counters should be clear of unnecessary utensils.

"Remember that your house is competing against other houses on the market," McCullen said.

Showtime.
This is the final step. Try making a list of responsibilities for

each family member to do on a daily basis. This keeps the house presentable and makes showings easier on everyone. Keep a small basket of cleaning materials handy in an out-of-theway place for emergencies or inevitable last-minute showing that may occur. Turn on lights throughout the house and remove pets during the tour.

Also, it's a good idea to get out.

Also, it's a good idea to get out of the way and let an agent handle the showing, McCullen said.

Dressing the house for success is just one phase in the selling process. It's just as important to price right for a quick sale.

Sales of previously owned homes continue to ascend

(AP) — Low mortgage rates and affordable prices helped drive up sales of previously owned from 3.61 million. The straight month, and analysts prodicted continued growth for the remainder of the year.

Although sales dipped in the West and rain-seeked Midwest, they rose in the South and Northeast, the National Association of Realtors reported last week. Nationally, sales rose 1.9 per cant, to a seasonally adjusted annual rate of 3.69 million, the Re-

May, according to surveys by the Federal Home Loan Mortgage Corp. They stood at 7.20 percent last week, near a 22-year low.
At the same time, the median price of an existing home was \$108,900, up 2.3 percent from June 1992, the Realtors said. The homes cost more and half cates.

Realtors economist John A. Realtors economist John A. Tuccillo predicted that prices would rise at a moderate rate over

Courts oppose transforming employees into contractors

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ont con-tractors in order to cut costs. I am con-c or n e d about the benefits I ROBERT M. may be MEISNER losing and

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Robert M. Meisner is a

Robert M. Meisner is a Birmingham attorney.

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