


## W. A. Clement, Jr. Appointed

## Assoc. Admin. For MSBA



IMPROVEMENT CAN BE COSTLY
You can make a million mistakes trying to sell your own You can make anem is making the wrong improvements.
home. And one of the
Many times, an expensive adddition or repair can be the kind of Many times, an expensive addit than you get back
thing that'll cost you far more then thing that the house should present a favorabie appearance. mowed lawn, trimmed shrubs, and no obvious indications of
neglect, but 'tt's rare when a large financial undertaking will neglect,
bring more than its cost in the final selling price.
There is always the financial risk of miscalculation too. Home repair costs frequently end up a oot highert han originally. anticipated. You may end up with a aster sale and less incon-
venience if you lower the selling price an equivalent amount. venience if you lowert the seiling price an equivalent amount.
Instead of guessing. as to how much, if any, repair work to Instead guen a Realtor. He can tell you what to do to make
yodertake, see more salable. And what not to do so you won't undertake, see Resable. And what not to do so you won
your home more salable
lose money.
undurama



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