

# Getting the Full Market Value out of Your Home

If you're considering selling your existing home, an objective and thorough look at your home's interior and exterior will ensure that your home will be sold more quickly and that you will receive its full market value.

First, consider your home's "curb appeal." Is the lawn well-kept and neatly mowed? Has shrubbery been well maintained and nicely trimmed? From the outside, do windows, window screens, entry doors and storm doors appear to be in good condition? Does the

roof appear to be sound? Check walkways and driveways for signs of deterioration. It is imperative that you clear away all rubbish around the structure, including discarded or excess furniture, old tools and equipment, barbecue grills, etc. Either place these items in storage or have them hauled away.

Second, evaluate the interior of your home. The watchwords here are "conservative," "operable," and "cleanliness." Make sure that all lighting fixtures, ranges/ovens, furnaces, air condi-

tioning systems and plumbing are in proper working condition. If you discover problems, call in a repairman.

Take a look at the interior walls, wood trim and floors. If necessary, touch up interior paint and shampoo carpet. Replace any wallpaper and/or paint which does not pass the "Is it conservative?" test. You should be aware that gaudy and/or outlandish decorating will turn off prospective buyers and reduce your chances of receiving the full market value of your home.

Once you have done all that is needed to get your home in "tip-top" shape, remember that your real estate agent will need to show your home to prospective buyers. While your home is on the market, you will need to keep it spotless and ready to "show."

With careful planning and preparation, your home will bring its full market value and you will be on your way to your new home!

*By David Cooper,  
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# Choosing A 15-Year Home Loan Will Save You Money

For many years the standard home loan was set up for 30 years. The main reason for this was that it was possible for the buyer to purchase a home with the smallest possible payment for the amount borrowed. However, with these loans, most of the payment went directly to interest, so the loan balance, or principle, went down very slowly.

Over the last few years, loans with shorter terms have become increasingly more popular, mainly because the lower interest rates which have made housing more affordable.

Perhaps the most popular term today is the 15-year loan. It

saves the borrower a lot of money in interest and pays off the home loan much faster. The example below shows the advantages a 15-year loan can provide.

Note that the rates used in this example are based on Piedmont Federal's current rates. These rates can change weekly and could be higher or lower. They are for example only. The loan amount in both examples is \$50,000.

In the example, the monthly payment for the 15-year loan would be \$91.72 higher than the payment for the 30-year loan. This additional money each month cuts the number of years in half, and

saves \$54,295.20 in total interest paid over the life of the loan.

Another advantage of the 15-year loan is that the loan balance goes down much quicker. More of the payment each month goes directly to the loan balance, which reduces the amount owed

have more equity in the home when he is ready to sell. This means more money to put down on his next purchase.

Piedmont Federal Savings and Loan offers both 30- and 15-year loans, as well as loans for 20 and 10 years. For all the details

## EXAMPLE OF PAYMENT/TERM AGREEMENTS

TERM	RATE	MTHLY PYMNT.	TOTAL PAYMNT
30 years	8.75%	\$393.36	\$141,609.60
15 years	8.25%	\$485.08	\$ 87,314.40

faster. Even a buyer who plans to live in a home only for a few years will find advantages, since he will

and to find out which term best suits your needs, call one of their loan officers at 770-1000.

# The Toolbox — Don't Be Home Without It

From the new homeowner facing those home maintenance chores for the first time, to the experienced do-it-yourselfer, a well-stocked toolbox is a necessity today. And with what repairmen are charging, it pays for homeowners to learn how to do some of the common household repairs.

Tool boxes are not just for the men anymore! More and more single women are buying their own homes and learning to do simple home maintenance repairs.

The initial expense in putting together your tool box is well worth it in the long run by handling minor home repairs and projects.

A stocked tool box makes a great housewarming gift for the new homeowner. Tool boxes for women decorated in bright designs are available at some craft shops and hardware stores.

## Here's a list of tools that no Respectable toolbox should be without:

1. Toolbox (of course). Don't substitute a Tupperware container or G.J. Joe lunchbox for a tool box. Invest in the real thing.
2. Adjustable crescent wrench
3. Claw hammer
4. Dust masks (to use when sanding wood-work or walls)
5. Level (preferably aluminum, 24-inch)
6. Power drill with various-sized bits (the new cordless ones are nice)
7. Pry bar (for pulling up nails)
8. Sandpaper in assorted grades
9. Safety goggles
10. Small flashlight (check batteries, too!)
11. Razor scraper and single-edge razor blades
12. Medium-sized vice grip
13. Masking tape
14. Assorted nails and screws
15. Work gloves
16. Retractable steel tape measure
17. Screw-drivers, both flathead and Phillips head (again, check out the new cordless ones)
18. Channel-lock pliers
19. One-inch putty knife
20. White all-purpose glue
21. Band-aids (remember your Boy Scout oath—be prepared!)