

HOME

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Savvy selling

What to do now
if you want
to put your house
on the market
this spring

By **ELIZABETH S. BETTS**
Staff Writer

It's standard practice in the fashion and cosmetics worlds, but it's true in real estate, too: frou-frou counts.

It also sells, says local realtor Karen Hoff with Village Real Estate Services.

Houses in magazines look great, not because of their talented and creative owners and designers (although that helps), but because of good styling: The orderly rooms. The fresh flowers. The clean scent and the fresh coat of trim paint.

When it comes to selling your home, area real-estate agents agree that the little things do count: a clean smelling

Heh
Heh
Heh



Paying for a pro

If doing it yourself isn't an option, consider calling in a professional. Ann Myrick, owner of Annitics, will work with what you have and re-style your home — rearrange furniture, rehang pictures, and consult with you about preparing your house for showing.

Prix de Solde, a local company owned by Kelly Watts, will help you assess what needs to be done, and then send their own crews to do the

work.

"We do everything from repairs to painting to cleaning and staging," says Watts.

"In five days we can come in and do it all, including painting, cleaning and landscaping, and bring in fresh flowers on Saturday for a showing."

Prices depend on the size of the home and the amount of work.

— Elizabeth S. Betts