



DeeDee & Mike Fleming,  
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# REAL ESTATE, RATES AND RECIPES

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*Service With an Old-Fashioned Touch*

## Show Your House in the Right Light

If you're getting ready to put your house on the market you're probably busy painting some of the dingy walls, shampooing your carpet, and clearing the clutter. But be sure you add something else to your list - strategic lighting.

With the right lighting, the look of a room can turn from mediocre to sensational, making it look bigger, airier and more desirable.

The right lighting can enhance your skin tone, allow you to see what you're doing, draw attention to focal points in your décor, and make a big difference in how you feel about your home. And best of all, it's inexpensive compared to other home decorating or remodeling options.

Lighting can also play tricks on the mind and enhance or minimize the physical size of the room. For example, Sadez Friedmann says that if a room is too tall, low luminaries that don't allow light out the top help shorten high ceilings; if a room is too small, visually push one wall open by washing it with light; and if a room is too wide, illuminate the narrow ends of the room. Conversely, if a room is too narrow, illuminate the wide sides of the room.

Some additional lighting tips are as follows:

- **Any room:** Use high-hats or recessed down-lights installed in ceilings with a dimmer control.
- **Bedroom:** In addition to above, add a floor lamp or table lamp and bedside lights for reading.
- **Bathroom:** Angle recessed lighting to bounce light off the walls and ceiling and help reduce glare and shadow. Use wall-mounted sconces or over-vanity lights beside the mirror. Light your shower's interior with uniform brightness.
- **Kitchen:** Task lighting is required here. Group down-lights to focus more light on particular areas.

Today's decorative lamps and fixtures do more than illuminate. You can choose from decorative sconces, chandeliers, and table and floor lamps in a variety of shapes, styles and finishes that take a room from drab to dramatic with the flick of a switch.

"Now, no matter which room a prospective buyer walks into, it will be lit brightly," he says. "And the lighting fixture itself will be modern and attractive."

(Michelle Dawson, Realty Times, 3/5/03)

**OH...BY THE WAY**, we have a nation-wide network of realtors and brokers, so you're never too far away for us to help you. We can match you up with an agent just right for you, *so don't be afraid to call!*

Average Mortgage Rates (Source: FHLMC "Freddie Mac")			
<b>September 23, 2004</b>	30-yr	15-yr	1-yr ARM
<b>Average Rates:</b>	5.70%	5.10%	4.00%
<b>Fees &amp; Points:</b>	.7	.7	.7

### Turtle Bars

- 2 cups flour
- 1-1/4 cups light brown sugar
- 1-1/3 cup butter, softened
- 1-1/2 cups pecan halves
- 1-1/2 cups mini semi-sweet chocolate morsels

Combine flour, 3/4 cup of brown sugar and 1/2 cup of butter in a bowl until crumbly. A food processor may also be used. Press mixture firmly into the bottom of an ungreased 9 x 13 pan. Cover with pecan halves. Set aside.

Over medium heat, melt 2/3 cup butter and 1/2 cup brown sugar, stirring constantly until mixture begins to boil. Continue stirring and boil 1 minute. Pour caramel over the pecans, and spread evenly. Bake at 350° for 18-20 minutes. Caramel should be bubbly and crust a golden brown. Sprinkle chocolate chips over the top immediately. Let cool completely before cutting, or chill.



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