essary."

The furnace gets a careful look-over. Then the hot water system—galvanized iron or copper? Does the boiler have a jacket? A close look around the cellar. Any evidences of dampness, bygone floods or leakage? Then the beams—are they solid? Any evidence of termites?

"We tap on the walls to see whether they are plaster or plasterboard—and we like plaster better," she continued. "Are the floors hard wood? Is the bathroom tiled? Is there a work center in the kitchen?"

**TAKE PRACTICED LOOK**

With a practiced eye, the real estate agent takes in the entire house, item by item.

"But after the fundamentals are looked over," Mrs. Winterling continued, "we look for charm, neatness, landscaping—and good housekeeping. It's hard to sell a sloppy house."

Intimate knowledge of the needs of the housekeeper—inclusion of such details as big linen closets, a handy kitchen, a coat

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drawing by Bernard Maybeck

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