

# if you're buying a house...

by Jerry Klein

**I**F NEXT week is average, some 20,000 American families will buy houses. Guiding them in making this most important single purchase of their lives is a mission of the Housing Research Foundation of the Southwest Research Institute in San Antonio, Tex.

A nonprofit organization aimed at improving our living standards, the foundation works with architects and builders throughout the country to foster better home construction. Its Home Buyer's Handbook, which is based on this work, offers advice on things to consider before you sign on the dotted line. Here are some of the foundation's suggestions:

#### 1. Should you buy a house?

The answer probably is "no" if you are recently married, have little furniture, are considering employment elsewhere, or are the parents of grown and married children. For most families, however, owning a home is satisfactory and desirable. You may not save money in the long run, but a house gives you pride of ownership plus a secure sense of belonging.

#### 2. How do you go about finding a house?

The advertising section of your local newspaper is one of the best places to start. Your friends also may

give you leads. Most important of all, keep your eyes open as you drive around, but first call a family conference on your requirements—to guide you in your choice. When you go house hunting, be sure to take pencil, paper, and a pocket compass—you'll want to preserve information on room and closet size, and the direction in which rooms face.

#### 3. Should you buy an old house?

In an older house, you'll probably get quite an investment in trees, lawn, and plants. But you may also get considerable trouble. For one thing, you'll

(ADVERTISEMENT)



**SLEEP STAGE 1. DROWSY** ... nerve responses gradually tuned out of your brain ...



**SLEEP STAGE 2. LIGHT** ... skin temperature lower ... heart beat slower ...

## 11-YEAR RESEARCH EXPLORES THE FOUR STAGES OF SLEEP



**FOR 11 YEARS**, people like you went to sleep in laboratory sleep rooms. Young people. Old people. Single-bed sleepers. Married couples in double beds.

While they slept, sensitive electronic equipment recorded their brain waves, heart beats, muscular tension, skin temperatures.

As a result, man's knowledge of sleep has been vastly increased. In this extensive *live* research, leading scientists, doctors, physiologists and technicians were able to fully explore and measure the 4 stages of sleep. Their scientific charts show:

**IN SLEEP STAGE 1**, the drowsy stage, your body and

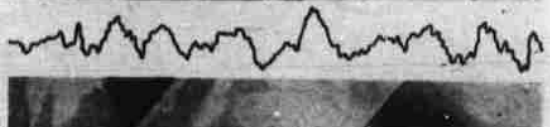
mind have begun to relax. Nerve responses are gradually tuned out of your brain.

**SLEEP STAGE 2** sees relaxation increase. Senses become more dulled. Skin temperature is lower. You have reached *light* sleep.

**SLEEP STAGE 3** reveals less muscular tension, lower blood pressure. This is *moderately deep* sleep—very important because mind and body are getting the recuperative rest that's so urgently needed.

**SLEEP STAGE 4** sees brain activity at a minimum, the heart beat slowed down, the skin cooler. This is the most precious sleep of all—*deep sound* sleep.

Science has discovered how you sleep, and science can show you how to get better sleep, too, simply by the right choice of mattress.



Electronically Recorded Brain Waves Show "Stage 4" Sleep

During this 11-year study, without the sleepers' knowledge, all the leading types of mattresses were rotated through the sleep rooms.

Finally—when all the findings on all the sleepers were put together, a composite box score showed that one make