

BUYERS ARE GETTING MORE PARTICULAR

It certainly seems that way in Georgetown and the surrounding area recently.

Buyers want upgraded kitchens and bathrooms. They expect ceramics in the foyer and kitchen areas and hardwood floors. These things are becoming basic requirements in the current market environment. Of course, compromises are possible if the property has a significant appeal because of location such as ravine, greenbelt or just backyard privacy.

Houses with older shingles, furnaces and windows are becoming more difficult to sell because of competition in the market place. It is probably better to update these things when they need it rather than trying to sell in current condition. These homes usually attract

those people who are willing to put their own "sweat-equity" into updating if they can get a bargain price. However, most people are just too busy and prefer homes that do not require work.

"Today's Canadian purchasers are more educated, more sophisticated and more demanding than their predecessors." Says Michael Polzer, Executive Vice President, Re/Max Ontario-Atlantic Canada. "It is now commonplace to see contractors, engineers, or architects reviewing properties on behalf of a purchaser prior to sale or as a condition of sale. A home with 'great bones' in a good location is paramount-the rest is in the details. The possibilities are virtually limitless."

People also recognize and appreciate

good landscaping and place a value on that aspect as well. Appealing front and back yards contribute to that magic first impression or curb appeal as some say.

If you are planning to put your house on the market soon you may be competing with a number of properties in a similar price range. So it will pay to stage your home to present it well - freshen up the paint and reduce clutter and make the yards neat and trimmed. If you are planning to move in several years and your home needs updating you might be well advised to do needed things soon rather than delay them to become the buyer's problem. Your selling prospects will be greatly improved.

We encourage you to send us your questions and ideas for future articles at

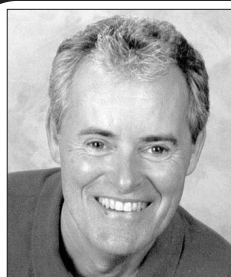
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Lynn and John Drewry

john@lynnandjohn.ca or 905 873-0440.

Lynn and John are with Re/Max Realty Specialists Inc., Brokerage, one of the largest Re/Max franchises in Canada with 5 offices and over 480 sales representatives. Lynn and John work and live in Georgetown and have enjoyed a successful business in real estate during the last 12 years. John is a Broker and Chartered Accountant (FCA).



President - Ext. 2



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ONE ACRE - SOUTH OF GEORGETOWN
FABULOUS COUNTRY RESIDENCE...

you will want to see this better than new country home on one acre in top condition and all kinds of upgrades. Completely finished basement with ground level entrance and plenty of natural light. All set up as a one bedroom in-law suite. 4 level sidesplit. Spacious bedroom area, large custom kitchen, big DR/huge LR with gleaming hardwood floors. Spacious foyer, ceramic flooring, extensive landscaping - large separate, insulated garage/workshop (perfect for tradesman, carpentry or home business. Plenty of paved parking. House set well back from road. Every inch a pleasure to see!! Call Bruce*** or Linda* for viewing. \$599,900. WW-1028



MAKE A GRAND ESCAPE TODAY!
AND BRING THE IN-LAWS!

Stunning home on 10.6 acres, close to town. Above grade inlaw suite is a tidy treasure boasting hardwood, FP, gorgeous maple kitchen complete with island and huge pantry. Floor-to-ceiling windows, french doors open to 44' deck, manicured gardens & bubbling pond. Main home is very airy, crisp & modern. Truly "GREAT" 30' long kit/fam room combo. 18' ceiling, 3 sets of French doors onto tranquil wooded yard and private deck. 4 bdms, dormer accents & pot lights everywhere! Asking \$869,000. Call Linda* or Bruce*** for endless list of features. WW-1041



CALEDON COUNTRY

One acre, 4 bedrooms, 4 bathrooms, open concept living area - custom kitchen has granite counter tops and top of the line cabinets, gleaming hardwood, Florida room. Stunning lower level completely finished. Natural gas heating. Heated garage. Wonderful setting - Caledon Golf Club location. Call now to see - ask for Bruce***. \$679,000. WW-1037



Start living the reality of home ownership in this updated and remodeled 2 storey, 3 bedroom, 2 bath home. Extensively updated with replaced shingles, new and updated bathrooms, windows, exterior paint, wiring, decor, flooring and more! Spa room with 6 person hot tub leads to deck and fully fenced yard with towering shade trees and shed. Great size lot - 54 x 165 feet! Walk to downtown shops and restaurants! Call Jennifer** or Tony* to take your personal tour. Asking \$259,900. WW-1034



FREE STANDING
COMMERCIAL BUILDING

Downtown Georgetown, concrete block construction, 3 levels. 1130 sq. ft on store level plus full basement below. Excellent 2 bdrm apt. on upper floor. Huge rear yard. Private parking. First time offered!! \$399,900. Ask for Bruce***. WW-1043



FIRST TIME OFFERED!!

3 bedroom backsplitted in Acton all set up for inlaw suite. Staircase from garage to basement with oversized windows, rough-in for 2nd kitchen and bathroom. Main floor family room with FP. Terrace doors to rear yard, main floor laundry. Open concept kitchen with breakfast bar and ceramic floors. Central air. Big corner jacuzzi bathtub. Call today for more info. \$364,900. Ask for Bruce***. WW-1044



LINDA ELSMLIE
Sales Representative*
Ext. #3



MARGARET OSTRANDER-FLEET
Sales Representative*
Ext. #7



TONY FITZSIMONS JENNIFER ELSMLIE
Sales Representative* Broker**
Ext. #5 Ext. #4



DIANE (Fobert) WALSH
Sales Representative*
Ext. #6

OPEN HOUSE - SUNDAY, 2-4 PM
7154 Highway #7
Just West of Acton



SLOW MOTION LIVING

Give your heart a break in the serenity that comes with this spacious country bungalow. 3 big bedrooms, huge dining room, big bright sun porch. Central air and full basement. Fabulous 1 acre property backing onto horse farm. Call now...\$274,900. Ask for Bruce***. WW-1039

OPEN HOUSE - SUNDAY, 2-4 PM
12904 Thirty-Two Sideroad
Ballinafad



DO YOUR OWN RENOVATIONS
SAVE THOUSANDS \$\$\$

TRIPLE CAR GARAGE, BALLINAFAD

Quick closing available. Village living on 1 acre of manicured lawns & gardens. Eat-in kitchen, main floor F/R with wood burning F/P and sliding door W/O to huge sun deck!! Entertainment size dining room. Huge master bedroom with ensuite, W/I closet and private office or nursery attached. Make your move to country living. Priced improved to \$509,900. Ask for Bruce***. WW-1008



WAKE UP AND SMELL THE COUNTRY!!

This beautiful 35 acre property, greenbelt protected, just minutes from Downtown Georgetown and 401 offers a private, natural oasis. Cozy frontage follows branch of 16 Mile Creek opening up to a beautiful, unique, custom built one owner home. 3 bedrooms, 3 bathrooms, gorgeous landscaping, sunrises, sunsets, cultivated fields. Enjoy the property as is now and bring your toys or imagine your Dream Horse farm, market garden business etc. Amazing Value in Halton. \$649,900. Ask for Bruce*** or Linda*. WW-1026



SPLISH SPLASH!

You'll find an inground pool in the backyard of this 3 bedroom, 2 bath, 4 level side split in Moore Park. This home is updated with recent roof, windows, kitchen, main bath, decking, and much more! Open living/dining room, excellent working kitchen with lots of cupboards and countertop, very large master bedroom with his/hers closets. Walk out from family room or kitchen to newer deck and rear yard with well maintained inground pool. Wonderful opportunity to own a spacious family home in a great neighbourhood! Asking \$349,900. Call Jennifer* or Tony* to see! WW-1046

Bruce Elmslie is Committed to satisfaction :

When You Purchase Your Home Through Me And You're Not Completely 100% Satisfied For Any Reason ... I'll Sell It For FREE ... It's Just That Simple!!

"QUALITY SERVICE FROM SIGN UP TO SIGN DOWN!!"