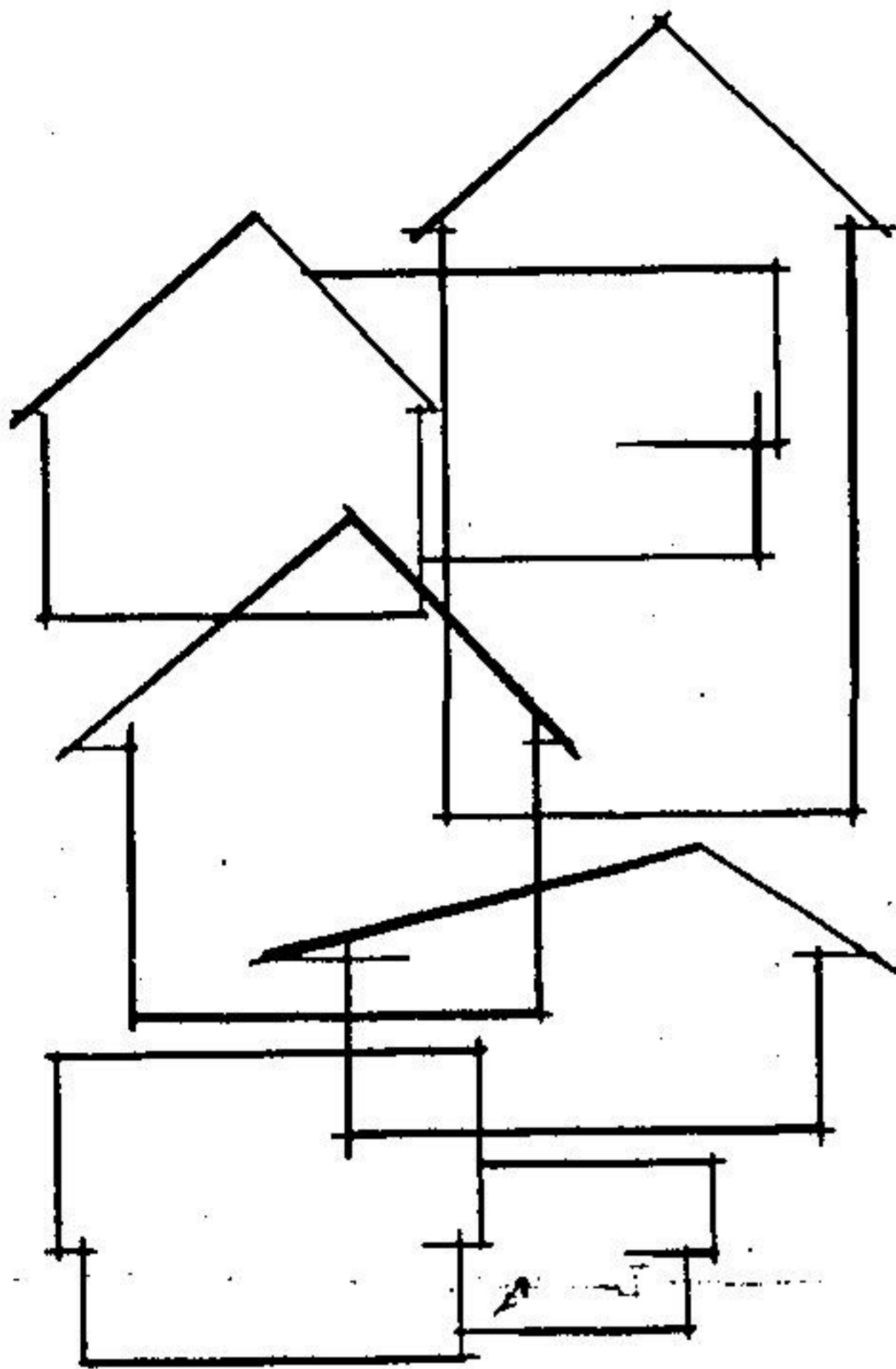


HELPFUL HINTS FOR HOME SELLERS

Follow these simple suggestions to help your
"Realtor" sell your home faster



Clean up - Fix up

FIRST IMPRESSIONS ARE LASTING—a bright and cheery home invites inspection. Keep your lawn trimmed and edged; the flower beds cultivated. Be sure that the windows are sparkling. Remove ice and snow from the walk and verandah in the wintertime.

WATCH THEIR STEP—REMOVE ANY OBJECTS—such as children's toys on the front steps which might cause accidents. Keep the front entrance and stairways clear. Try for an uncluttered appearance.

SPARKLING INTERIOR—clean the walls and floors. Have the counter tops clear and don't leave dishes by the sink. A thorough house cleaning will give your home that well-kept look.

STORAGE AND CLOSET SPACE—the basement is an important feature. Remove all the unnecessary articles that have accumulated. Display the full value of your storage and utility space.

FIX THEM NOW—repair defects that can annoy buyers, such as dripping taps, sticking doors, loose tiles, etc.

BEDROOMS AND BATHROOMS—neat orderly rooms look larger. Tidy up the bedroom for a spacious appearance. Check and double check your bathroom. Bright and clean bathrooms sell many houses.

Showing your home

"THREE'S A CROWD"—More will lose the sale. Avoid having too many people present during inspections. The prospect will feel like an intruder and will hurry through the house!

IN THE SHADOWS—Please do not accompany the prospect and the salesman. He knows the buyer's requirements and can better emphasize the features of your house when alone. You will be called if needed.

LOVE ME, LOVE MY DOG—does not apply in house selling. Keep pets out of the way—preferably out of the house.

SILENCE IS GOLDEN—Be courteous but do not force conversation with the prospect. He is there to inspect your house—not to pay a social call.

BE IT EVER SO HUMBLE—Never apologize for the appearance of your home. After all, it has been lived in. Let the trained real estate salesman answer any objections that are raised. This is his job.

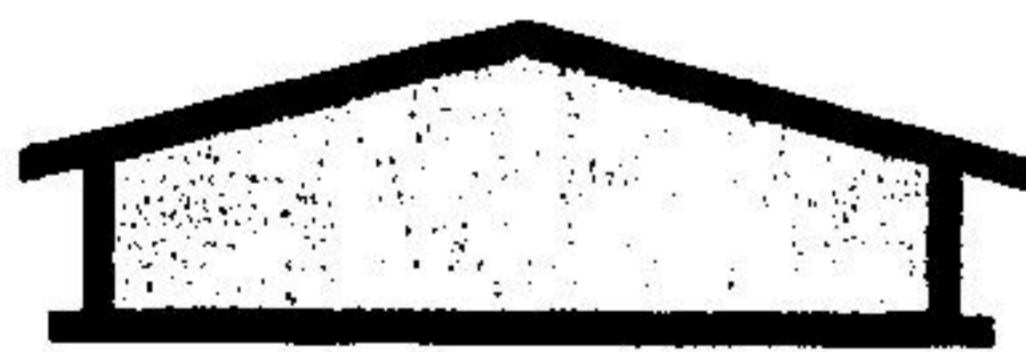
MUSIC IS MELLOW—But not when showing a house. Shut off the TV and radio—they distract. Let the salesman and the buyer talk, free of such disturbances.

A WORD TO THE WISE—It is best not to discuss price, terms, possessions or other factors with the prospective purchasers. Refer them to your Broker. He is better equipped to bring the negotiation to a quick and favorable conclusion.

REACH

From Rockwood to Palermo

From Kilbride to Norval



Real Estate

MARKET PLACE

APPEARING NOW IN

The Canadian Champion The Acton Free Press

878-2341

853-2010

The Independent, Georgetown

877-5266

18,000 COPIES WEEKLY