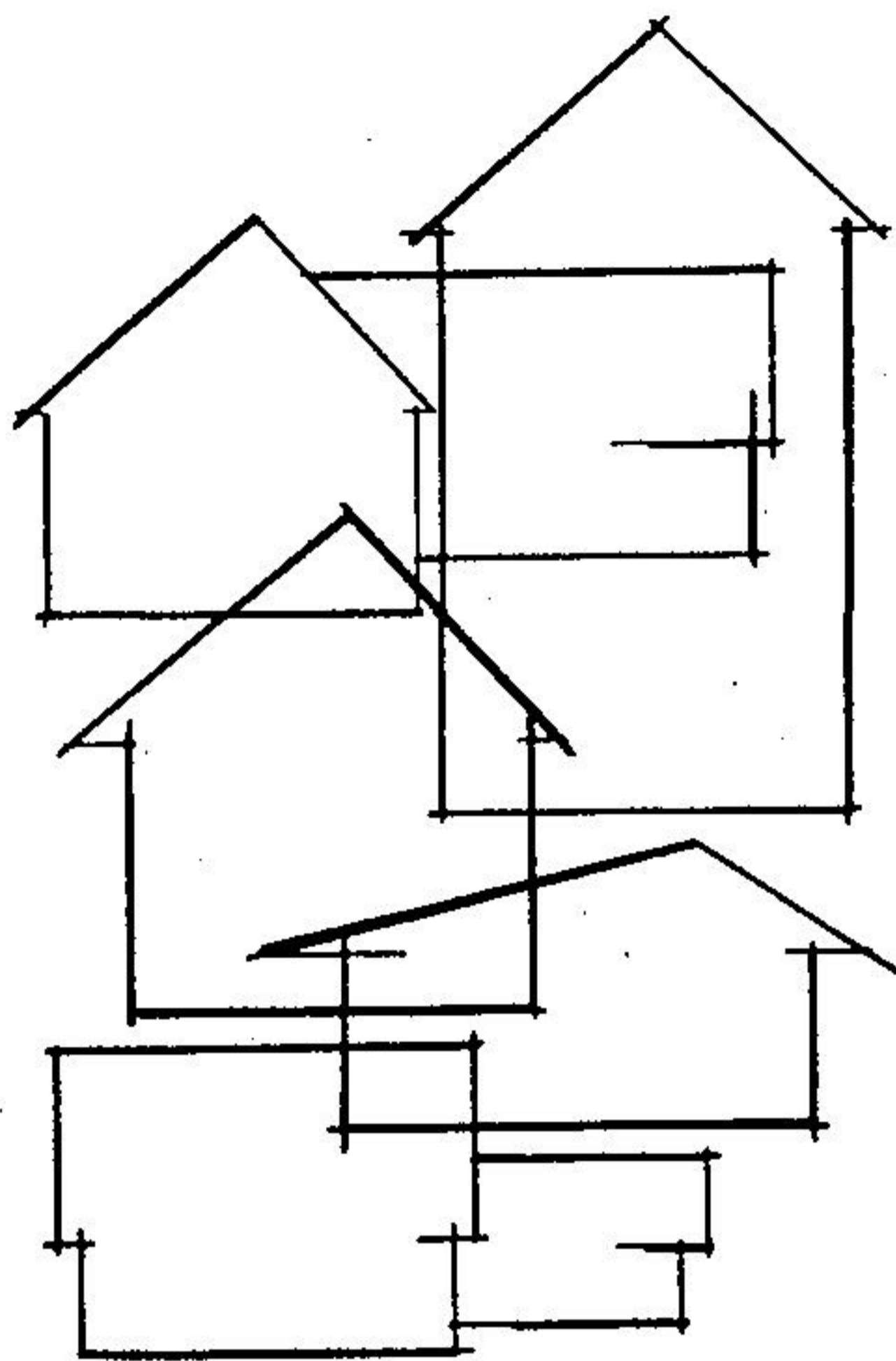


HELPFUL HINTS FOR HOME SELLERS

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 winter time.

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 in 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.



877-1500 453-1111
170 Guelph Street, Georgetown

IDEAL STARTER HOME

This tastefully decorated three bedroom townhouse has three washrooms, a family room that will do you proud when entertaining your friends and a walkout to the patio. All you have to do is move in to enjoy modern living at only \$37,900. This home won't last long. To avoid disappointment call now.

COUNTRY LIVING

A real bargain; this bungalow on 2.3 of an acre. It has 3 bedrooms on the main floor and an extra one in the basement. The spacious kitchen will delight you as will the Franklin stove. For only \$59,900 it can't be beat. Don't miss out, call today.

ALSO

This 5 acre "mini" farm has everything that horse lovers need for their four footed friends, a 3-stall horse barn with a hay loft, a paddock and lots of pasture. Also, room to grow your own vegetables to help fight inflation. With a storey and a half house this only costs \$89,000. To have a look, call today.

ELEGANCE FROM THE PAST

This 15 room home is an ideal setting for your antique collection. Located in the prestigious Park area of Georgetown this 2 1/2 storey brick home draws compliments from all who pass. You can be the proud owner of this home for only \$89,900. This deserves your attention now.

JUST LISTED

3 bedroom home on 1/2 acre lot just outside Georgetown. This bargain has lots of potential, lots of room to grow your own vegetables. There's a family room with a wood burning fireplace and a patio with an eye catching rockery. The price, only \$40,900. See it for yourself - call today.

DON McMILLAN 1-854-2435
WENDY SAXE 877-2984 FRANK TYRRELL 877-7225

Saxe

Stephen P. Saxe Limited Realtor



7 MAIN ST. N., GEORGETOWN



COUNTRY RANCER ON 1/2 ACRE \$71,900

This 3 bedroom ranch bungalow has little extras that give this home added character. Broadloom in living room and separate dining room. Kitchen has separate breakfast room overlooking the solarium. Large rec room with artificial fireplace. Above ground pool. All this and located close to town. Call today.

66' x 150' Lot — \$45,500

2 storey, 3 bedroom older home with character. Broadloom throughout, eat-in kitchen, separate dining room and walk out basement are but a few of the features of this completely modernized home. Conveniently located at the edge of town—close to go train and shopping. Ideal starter or retirement home. Call us today, owner would like to move before the snow flies.

HORSE LOVERS' PARADISE

Just 2 miles north of Hwy. 7. Comes complete with 3 bedroom home, new 40' x 22' barn, and completely insulated workshop—all on 9 acres. Price is only \$86,500. Interested? Call now!



NOW IS THE TIME

For you to make that all important first move. See this immaculate 3 bedroom townhouse. Fully broadloomed, rec room almost complete. Close to schools and shopping. Don't miss it—\$5,000 down will get you started. (Don't forget the government has \$1,500 for you if you take possession this year.)



877-0104



DAVID JACKSON—BROKER
JIM GOUDY 877-3366
BARBARA DUNLEAVY 877-7731
SANDRA HURLEY 877-1268
TENA KROEZEN 877-2722
SANDRA NAIRN 877-1380
PETER THORNTON 519-833-9485



\$10,000 DOWN

Is all you need to get into this beautiful bungalow. Detailed for comfort with 3 bedrooms, floor to ceiling fireplace in living room, separate dining room, family room for all your entertaining, cathedral ceilings, large master bedroom with bath ensuite. Completely broadloomed. Don't delay. Call today.

ONE ACRE COUNTRY LOT WITH GORGEOUS VIEW

Durable aluminum siding bungalow, with Hollywood style kitchen, family room, 3 bedrooms, broadloom throughout. Call us for an appointment to view.

GOOD STARTER OR RETIREMENT HOME

3 bedroom storey and 1/2 frame home with convenient main floor laundry room, large kitchen, and bedrooms, top quality broadloom throughout. The Vendor will assist you in mortgaging.



JUNIOR EXECUTIVE

\$68,500
Tudor style, 2 storey brick and aluminum home. 4 king size bedrooms, 1 1/4 pce. and 2 1/2 pce. baths (one ensuite) Large kitchen, separate dining room. Many other features including swimming pool.