

**DON HAMILTON**  
 REAL ESTATE AND INSURANCE LTD.  
 132 WALLACE AVE. N. · LISTOWEL  
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 Telephones: Bus. 291-3500, Res. 356-2558

**150 ACRE DAIRY FARM**

With highway location near Listowel, 2 storey home attractively decorated, completely remodelled barn with 40 new ties plus pens, milk house, Imp. shed, owner anxious to sell. CALL JAKE ARENDS 1-519-291-1788.

**100 ACRES**

In Morris township, all new buildings including a three bedroom home, garage, implement shed, barn set up for 700 pigs, 2 steel granaries. CALL IVAN CAMP. BELL 1-519-887-6672

**92 ACRES**

In commuting distance from Kitchener Waterloo, ideal hobby farm, approx. 40 acres in bush, spring stream flows through property, paved road location. 5 room home with modern conveniences, barn 36x50x18x20, steel granary, asking \$69,000. CALL BOB BALLANTYNE 1-519-356-2576.

**2 ACRE HOBBY FARM**

In commuting distance from Kitchener-Waterloo, tidy 3 bedroom home, excellent barn, silo and steel granary, must be sold, \$40,000. CALL DAVE SIMPSON 1-519-291-3458.

**200 ACRE**

Cash crop farm, all systematically tile drained land. CALL ORVAL HARRISON 1-519-291-2927.

SEND FOR FREE FARM CATALOGUE  
 DON HAMILTON  
 REAL ESTATE & INS. LTD.,  
 132 WALLACE AVE. N., LISTOWEL, ONT.  
 519-291-3500 OR IF BUSY CALL 519-291-2130

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home



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PERSONALIZED COAST TO COAST SERVICE  
 Member of the Toronto, Ottawa and Brampton  
 Real Estate Boards  
 A WHOLE SOLD WORLD  
 21 YEARS' CONTINUOUS SERVICE

**GET OUT  
 OF TOWN**

Everyone loves the country and this is your chance to raise your family in a healthy atmosphere. Stop wishing and start moving to get this place of your dreams! Immediate occupancy! Features like 48 acres of scenic rolling countryside perfect for horses, separate dining room, rec room with log burning fireplace and walk-out, games room or 4th bedroom and double garage. Asking \$123,000. Make your offer—we're anxious.

**OWN A PIECE  
 OF CANADA**

There's no better security and peace of mind than owning your own land and here are two fantastic opportunities to invest in your future. —23 acres near Dundalk, Ontario with excellent building site. Priced at only \$22,000.

—100 acres near Peterborough, Ontario with mixed bush, river frontage, saw mill ruins. Only \$15,000.

You don't see prices like these everyday so don't delay call now.

Ring us for Recent Listings

**W. REX COCK  
 OR J. BARRY COCK**  
 Georgetown 877-4267  
 Port Credit 278-5273

**FOR SALE**  
**Royal Trust**  
 THE SIGN  
 THAT SELLS

**REAL ESTATE  
 DIVISION**  
 57 GEORGE ST. S.,  
 BRAMPTON



**APPOINTMENT**

The Royal Trust Company is pleased to announce the appointment of Margaret Clarke to their Real Estate Division servicing the Georgetown area. Margaret asks her many friends and clients to contact her at her Brampton office 457-8900 or at her home 877-4637.

**BALLINAFAD—2  
 ACRES**

This 3 bedroom ranch bungalow is an ideal retirement home. Property has a 2 storey barn, stream running through and 1 acre bush. Floor to ceiling stone fireplace in living room and rec room, 3 walk-outs, central air conditioning, many more extras.

FOR DETAILS CALL  
**MARG CLARKE**  
 457-8900 or 877-4637

**ROBERT  
 LONG**

**REAL ESTATE  
 LTD.**

Mississauga

DELREX BLVD.

3 Bedroom Brick & Stone bungalow, nicely decorated inside, Rec Room is finished, 1 car attached Garage. Heated Pool. Lot is nicely landscaped.

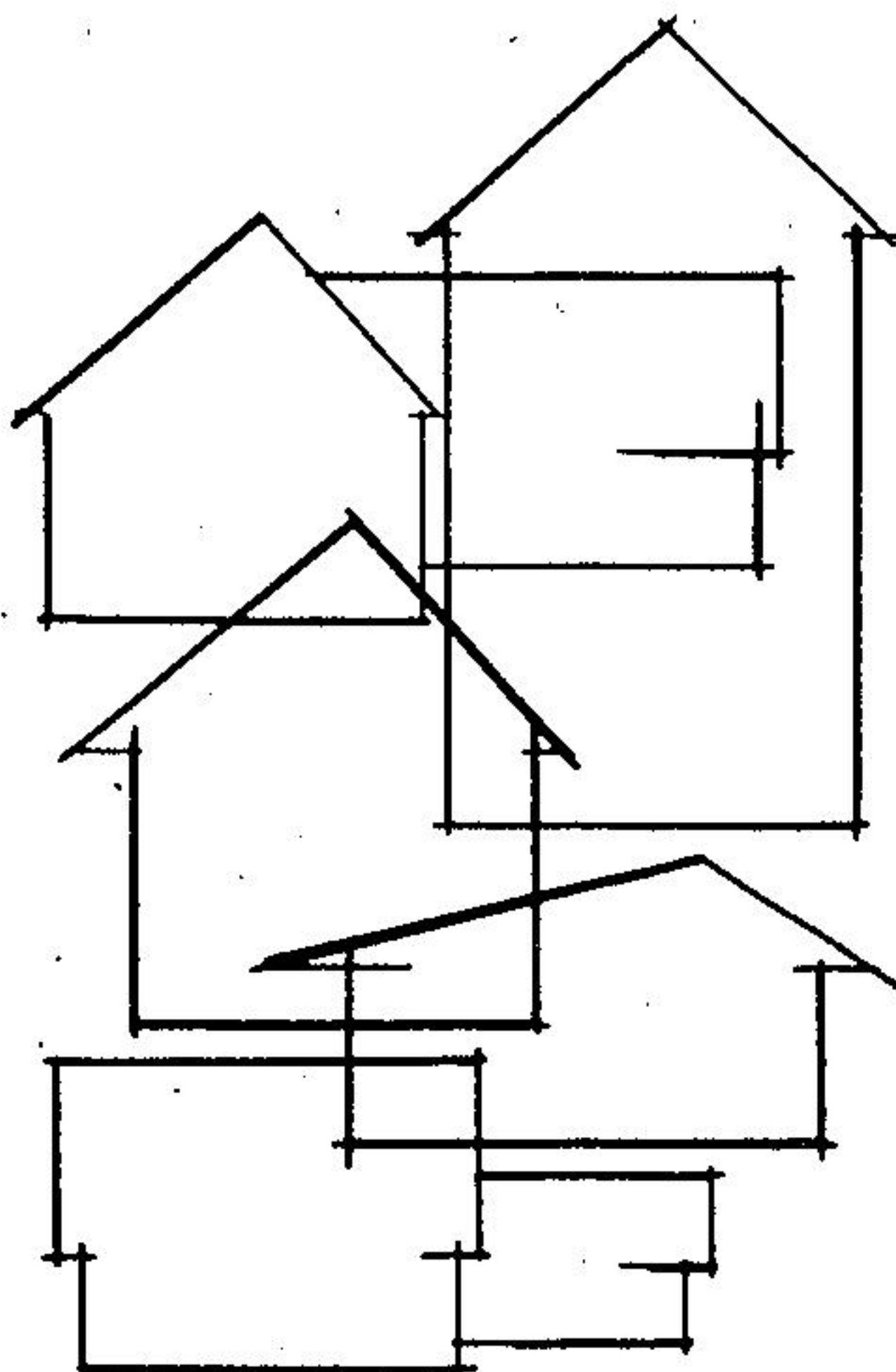
ASKING  
 \$65,300

FOR  
 APPOINTMENT  
 TO SHOW CALL  
**826-2528**  
 MISSISSAUGA

**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.