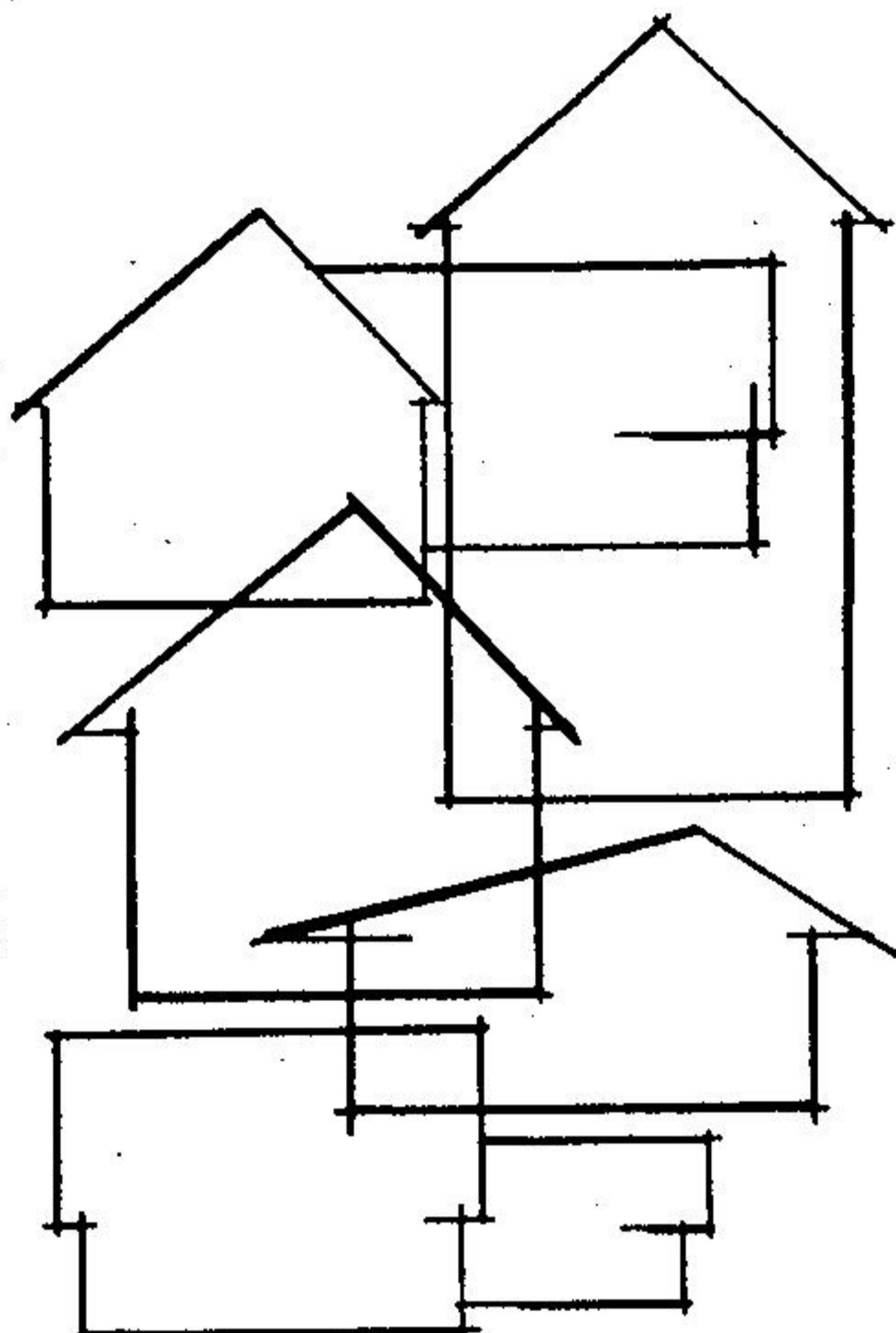


HELPFUL HINTS FOR HOME SELLERS

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.

STARTER HOME in the Village of Rockwood. 2 bedroom completely renovated aluminum bungalow. Including living room, kitchen, bathroom, oil furnace, and located on a quiet street. Priced at \$31,900.

ENJOY CHRISTMAS around the crackling fire in this new custom country rancher. 3 bedrooms, 2 baths, broadloom throughout, ground floor laundry, family kitchen, double garage, and a picturesque country lot close to Acton. Open to offers, \$74,900.

COUNTRY SPECIAL set on half-acre south of Acton. This older 3 bedroom home offers a large kitchen, separate dining room, broadloom, double attached garage, swimming pool, and a convenient location for the commuter. Asking \$51,000.

A PANORAMIC VIEW of the surrounding countryside can be yours from this attractive 3 bedroom brick bungalow set high on a hill and surrounded by 5 rolling acres with 350' of highway frontage, and the price is right at only \$70,500.

CHARMING COUNTRY HOME between Acton, Georgetown and Milton, close to school; fully landscaped half-acre with large garden, 3 spacious bedrooms, broadloomed living and dining room, finished basement including rec room, 4th bedroom and workshop. This home is tastefully decorated, has many other extras, and best of all it's only \$59,900.

COUNTRY LIVING IN TOWN is only one of the outstanding features you'll get with this immaculate 3 bedroom home including living room with fireplace, separate dining room, huge kitchen with new custom cabinets, 2 baths, rec room, garage, and set on a treed half acre in town. Asking only \$54,500.

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