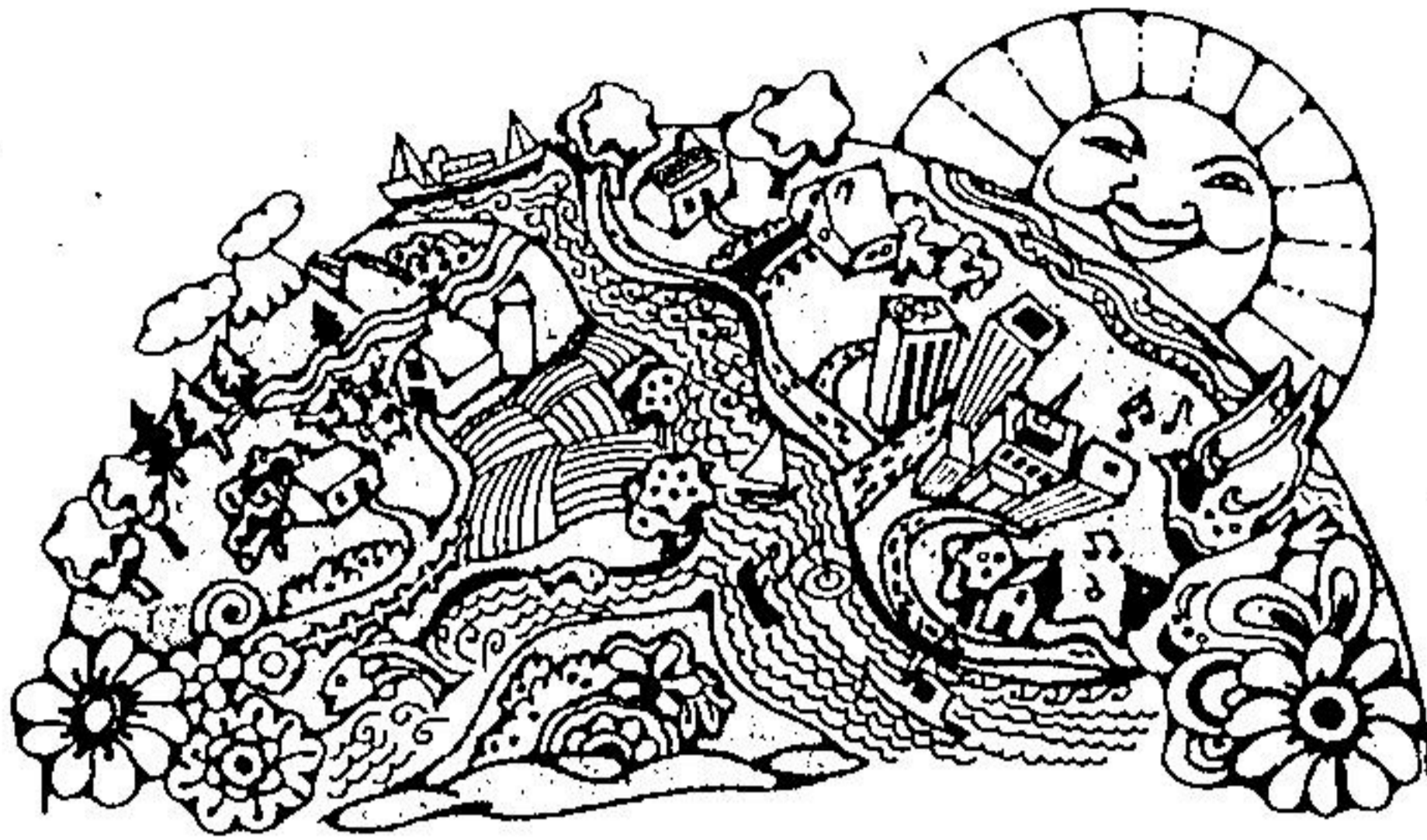


# A New Day is Dawning



Halton Region is a constantly changing region . . . new people, new ideas and a better way of life. Each week Market Place tells Halton's story! It's a complete guideline to current real estate trends. A new day is dawning in Halton Region and Market Place is part of it!

## Real Estate MARKET PLACE

For more information we invite you to contact us at

**THE INDEPENDENT**  
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### W. F. HUNTER REAL ESTATE

& INSURANCE LIMITED  
122 Guelph st., Georgetown



#### YOUR FIRST HOME

This attractive 1 1/2 storey frame house on large quiet lot, 3 bedrooms, living room, kitchen and rec room plus shared garage. In excellent condition and asking \$46,900. Plan to see it now.

#### WELL ESTABLISHED

General store in picturesque village, about 1,000 sq. feet of retail area, plus a modern 4-bedroom apartment. Priced at \$126,000.

#### VACANT LAND

Build your dream home on one of these 2 parcels, each containing 8.45 acres, in an area of estate homes. Can be bought separately or combined to make one parcel of approximately 17 acres. Building permits available. Asking \$30,000 each.

#### VACANT LAND

3/4 acre, minutes from town. Building lot, separated, level and clear, in quiet location. Asking \$28,000.



#### NEW COUNTRY BUNGALOW

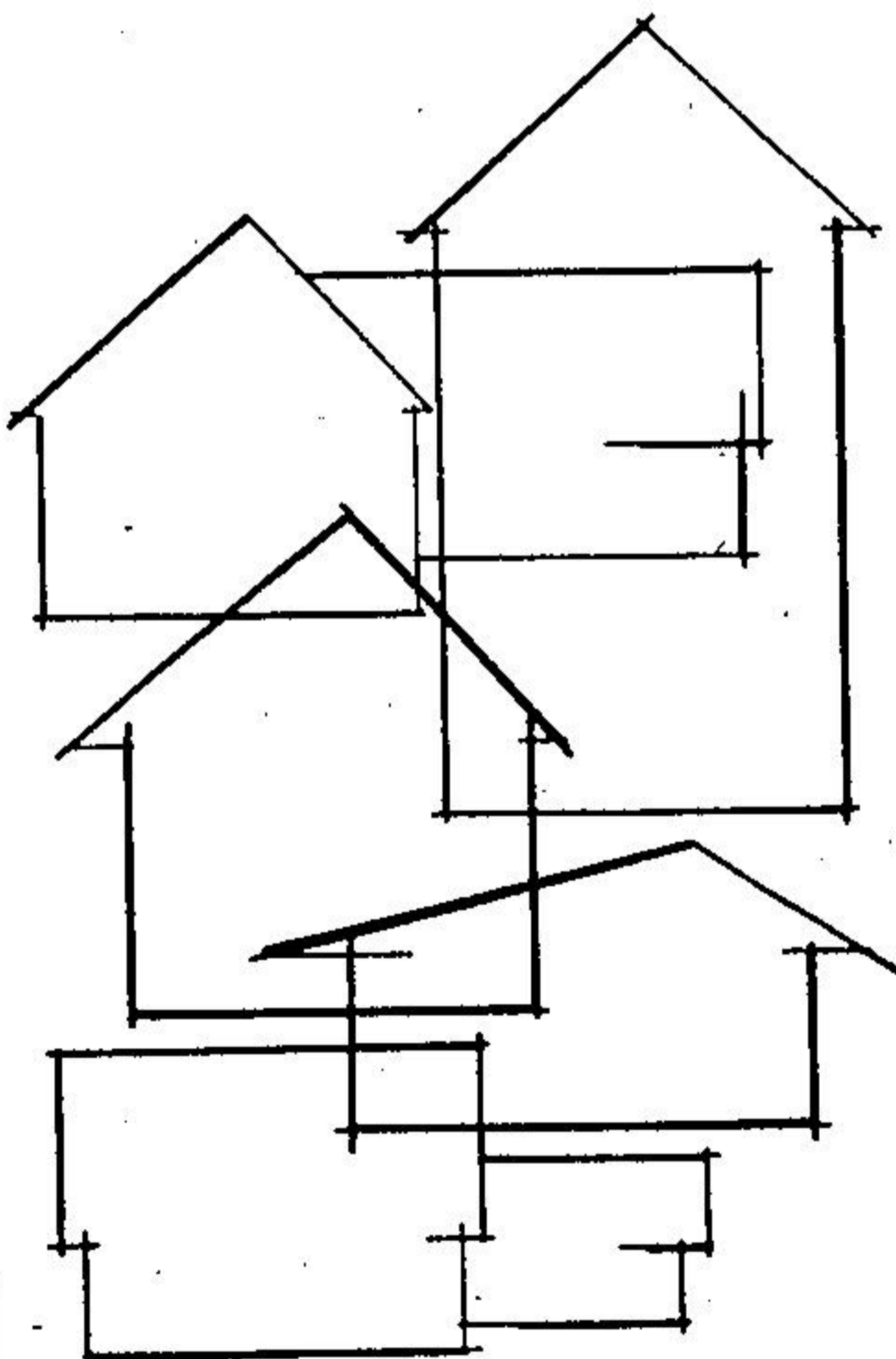
Excellent location for this lovely brick bungalow, 3 bedrooms, 2 baths, spacious living and dining room, attractive kitchen with large eating area. Lovely fireplace to set off your finished family room. A truly well built home. Listing at \$86,500.

OFFICE 877-4441 OR 877-5165  
IRENE CURRY 877-6616 LLOYD CRICHTON 877-6546  
MARJ HUNTER 877-6906  
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APPRAISAL MANAGER 877-1931

### 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 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.