

JOHNSON CARNEY LTD.

ANNOUNCES
ANOTHER NEW REAL ESTATE SERVICE



The Canada-wide real estate service—
with 350 selected real estate offices in
220 communities across Canada.

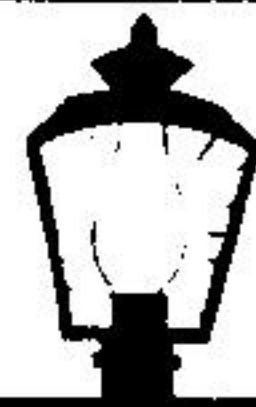
As a member of Relocan, Johnson Carney Ltd., can make that transfer of yours much easier, to almost any community in the country.

As an example, say you are contemplating moving to Vancouver. By calling Johnson Carney Ltd., we can have a Vancouver Real Estate professional in touch with you in hours. Someone who can give you the whole picture on housing areas. Someone who will start the search for the home you want. Someone who can turn a strange city into a friendly city for you.

If you are contemplating moving out of town or you have been transferred by your company, give us a call, we can help.

SERVICE — WE BELIEVE IN IT!

JOHNSON CARNEY LTD.,
232 Guleph Street, Georgetown 877-5261



OFFICE 877-5159 HIGHWAY NO. 7 NORVAL TORONTO 457-1330



THINK SUMMER and the pool will be ready plus a delightful 4 bedroom on a 1/2 acre lot. Large front entrance with a curved oak staircase add elegance to this truly fine home. Main floor family room has a walkout to the pool with a 12' x 20' cedar deck, 3 washrooms, main floor laundry room and many extras you must see to appreciate. Call now.

CHEEP! CHEAP! CHEEP! Hear the birds in your own country home at a bargain price, \$5,000 down. Don't miss this fantastic opportunity to get your start.

Albert Clark
Betty Shave

WE'RE LOOKING FOR
HOMES FOR SALE

If your house were featured here this week
it could be sold now.

LOOK AT THIS 5 BEDROOM HOME \$98,000
Extras 190 Acres. This excellent beef farm is a great investment and your opportunity to get away to the country. Only 60 miles from Georgetown. Call now to inspect.

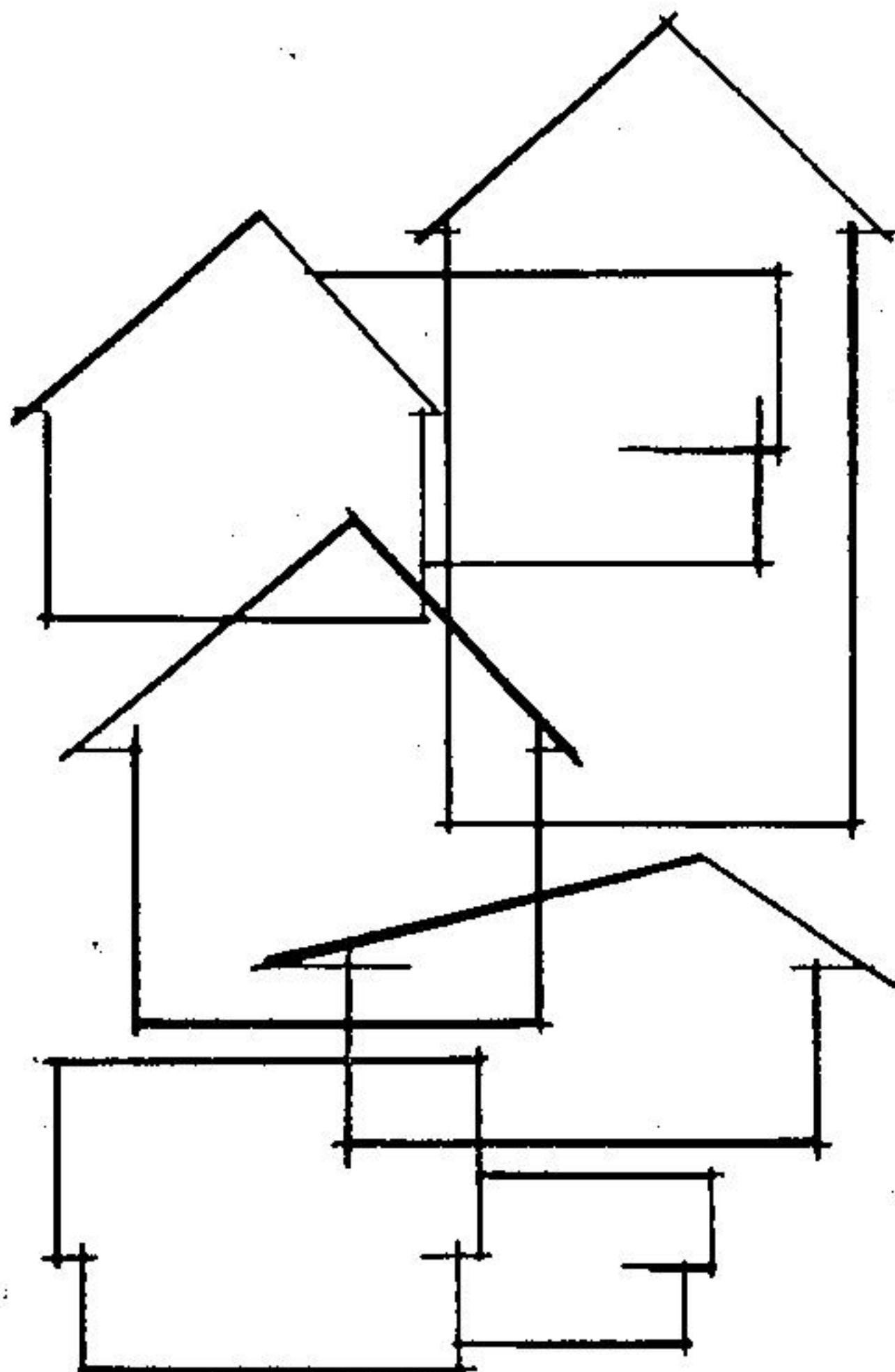
WHY NOT MOVE TO THE COUNTRY?
And get ready to plant your own garden on this one acre lot. Spacious rec room means space for games & parties. The 2 fireplaces are all you'll need for chilly spring & fall evenings in this 4 bedroom country home for only \$69,900.

CAREFREE LIVING—Is yours in this 3 bedroom two storey townhouse. Low down payment. Buy now before Spring Inflation. \$38,900.

Shirley Arnott
Bob Tripp

HELPFUL HINTS FOR HOME SELLERS

Follow these simple suggestions to help your
Real Estate Professional 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.