

How to buy . . .

Continued from page 2
traipse through the house. Rooms should be large enough to hold your furniture and family comfortably.

How many bedrooms and baths do you need? Is your family complete or could it grow larger? What kind of building material is best? Do you know the advantages of each? What kind of heating system do you prefer? Hot air, hot water, radiant panel, gas, oil or electric? What kind of floors; wood, tile, flagstone or terrazzo? Do you know the advantages and disadvantages of each and the maintenance each requires?

Think about the land. What size lot is best for you? What exposure does it have? Is it level, rolling or steep and which of these best suit your needs? What about the view? When you look out from the inside of the house what do you see?

Because you may have little experience in buying a home, you can save yourself a lot of time and disappointment if you make a checklist of the things you most want in a home.

The Role of Your Member

Now that you have thought about the kind of home you want and how much it should cost, you have to find it. The home buying process is a complex one, and your member is trained and willing to help. If you have never bought a home before, you are not likely to know all you should, and his advice will be more useful than ever.

The member is a real estate specialist. A professional who is expert in his field. To understand fully why he can best help you, you should know who he is and how he earns his fee.

A member is skilled in

saving you time, effort and headaches. Once he discovers what you want, what you need and what you can pay, he will show you homes of the type you want within your price range and do it at your convenience.

He will see that you have plenty of time for a thorough, unhurried inspection. He will inspect homes with you and call attention to improvements and advantages you could overlook and point out any disadvantages you might not notice. He will advise you about neighbourhoods and give you expert advice on complex matters of maintenance, taxes, quality of construction and adequacy of public services.

More than anything else, you will find him invaluable in judging prices and values of homes. He knows the market well, what homes are worth and what they are selling for. Because of his experience and knowledge, he

knows how to evaluate properties properly. He can tell you if a price is realistic and he can act as a negotiator, helping you and the seller arrive at a mutually advantageous agreement.

He can also give you sound mortgage advice and help you find mortgage money. Does he earn his fee? Many times over. Who pays it, you or the seller? Common practice is for the seller to pay the member a fixed percentage of the selling price. But there is the misapprehension that the buyer is really paying the fee because, "it is added to the price the seller wants for the house". Nothing could be further from the truth. First of all, it is against his business ethics to list a house at a fixed price and add his fee on top. Secondly, a member wants to sell the property and no one knows better than he that an over-priced property is difficult, if not impossible, to move.

Responsibility to Your Member

Once you have found your member and ask him to find you a home, co-operate with him. Be frank about your family's requirements and what you are prepared to pay. Keep your appointments with the member and the home owner. Don't make them wait for several hours or not show up at all. Put yourself in their place. You wouldn't want that to happen to you.

Once you have kept an

appointment, don't refuse to inspect the inside of a house just because the outside doesn't exactly measure up to your requirements. Remember the old saying "you can't tell a book by its cover". You have to be flexible when house hunting, and be prepared to make compromises at times.

Don't bring children or pets on an inspection trip and don't regard your visit as a social call. Inspect the house,

Continued on page 5

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Warner 



On 1/4 acre near Highway 25, south of Acton, 3 bedrooms, dine-in kitchen, spacious living room with fireplace, finished basement boasting a very large recreation room with bar and another fireplace. It's a well kept home with new roof, new septic system plus a pony barn at only \$69,500.



WHY NOT MILTON?

\$5,000.00 down will put you in your own 3 bedroom home. This home features a big sunny kitchen with walkout to oversized lot, full basement just waiting to be finished to your taste. Don't be disappointed call today for more details. . . \$57,900.

JUST IMAGINE

A spacious 2 storey brick and aluminum home on 10 acres with 500' fronting a paved road south of Acton for only \$97,500. This 4 year old home requires landscaping and a few finishing touches but it offers you a ground floor family room with fireplace, dine-in kitchen with built-in appliances, separate dining room, 4 large bedrooms, 2 baths and double attached garage.

Land, Lots of Land,
For a building lot
They're really scarce to-day
But this is what we've got;

Space at Speyside - 175 x 182 with well and permits for \$39,900.

10 Acres near Bellwood complete with stream for \$34,500.

For all your real estate needs you can be

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SCENIC VIEW

Imagine this two storey custom built home with 2400 square feet on each floor. 17' wide balcony, with walkouts from the master bedroom and dining room. Two stone fireplaces (floor to ceiling). Huge living room and dining room, study, 4 bedrooms with room for 2 more, large modern kitchen, same floor laundry room, 3 washrooms, 6' wide halls, large open foyer with spiral stairs. Extra rooms for billiards, workshop etc. You can see the beautiful countryside for miles, on 11.6 acres. Paved drive. Barn 35x60, Central Air and many more features. \$149,000.



10 ACRES \$89,900.

Ranch bungalow, featuring separate dining room, living room with fireplace, modern kitchen and 3 bedrooms, Recreation room, with fireplace. Private office. The left wing can easily be converted to a separate apartment for your own special needs or just for those extra additions to your family. The versatile land has both mixed bush and open fields. Bring an offer TODAY.



2 STOREY SOLID BRICK

This home is presently duplexed with an income that would go a long way to pay the mortgage. Ideal for that starter home or can be easily converted to a single family home. \$55,900.00.

PRIVATE PARK

Elegant display of varied landscaping. Mixed forest, gently rolling fenced fields, ponds hidden away to let you enjoy this fantasy in your own privacy. This 3 bedroom home built from brick and cedar must be seen. Fifty-five foot deck with many walkouts, 2 fireplaces, recreation room with bar, 3 washrooms, sunken bath tub, winding staircase, study and many more rooms. 22'x32' barn with loft, four box stalls and automatic water, double car garage, all this stationed on 10 acres. \$145,000.00.



50 ACRE FARM

Your imagination cannot perceive elegance and excitement of this much talked about farm. Gently rolling parcel with many fields, your private pond, grand maple trees arching the driveway. The contemporary home is two storeys with all the modern conveniences, 3 bedrooms and fireplace in living room. The garage could avail itself to three cars and there are two finished rooms above plus a workshop. The steel pole barn is 60'x40' with 5 boxed stalls and silo. Extra garage with car pit and small cabin. Train your horse here. \$165,000.000.



MODERN

3 bedroom sidesplit with ground floor family room, large kitchen and living room. Discriminately decorated, Attached Garage \$62,500.00.



GEORGETOWN SEMI'S

We are offering two semi's in Georgetown of \$35,000.00 each. Please call NOW.

\$39,900.00

3 bedroom, 2 storey condominium Townhouse. Featuring recreation room with walkout, completely redecorated and privately situated.

ERIN 1/2 ACRE

Good starter home. This bungalow has a one bedroom apartment and a two bedroom apartment in excellent condition. Can be converted to one home if desired. \$48,900.00.

NEW HOME

3 bedroom backsplitted, finished family room with fireplace and attached garage. Buy now and order your color of broadloom or hardwood flooring and choice of decorating. Built by one of Halton Hills most reliable builders of fine homes \$65,900.

WE HAVE MANY MORE LISTINGS.
FOR MORE INFORMATION ON PROPERTIES IN THIS AREA CALL US TODAY.