

How to buy . . .

not its owners and don't insult the owner by voicing criticism about his home.

Don't pretend disinterest in a house your member has shown you and then try to make a transaction directly with the owner. You are doing yourself and the owner a disservice because he has legal obligations to the member with whom he has listed his house for sale and who has brought it to your attention in the first place. In addition, you have lost his services as a negotiator. He is experienced in this type of transaction and knows the desires of both parties. It is in his interest to work out an agreement that is mutually satisfactory to all parties.

So even though you may know the difference between a Gambel roof and a Mansard, you will find your member can be invaluable. Not only by making buying a home easier, but with his help you are assured that your money will be more wisely spent and the house you buy will be one in which your family can live happily.

Keep a Record of the Houses you See

Once your member takes on the assignment of finding you a home, he will probably show you several. If you don't take notes, you might forget what house is where, how big it is, what shape it's in and how much it costs. It is a good idea to keep a record of what you have seen, listing each house as you see it. This is particularly helpful if the wife is looking on her own and the husband only looks at certain houses she thinks are right for the family.

Remember

You are buying a home not a house. The satisfactions of owning a home can be many, particularly if you prepare yourself properly before you start. The most satisfactory and efficient way to find what you want is to walk into the office of your member and tell him what you have in mind. Be open and honest with him. The more he knows about your family, finances and personal tastes, the more he will be able to help.

Trust him. He probably has years of experience behind him, and specific training courses in real estate to his credit. He's interested and active in community affairs and is a member of the local Real Estate Board or Association, the Provincial Association and the Canadian Real Estate Association.

—Prepared by the Canadian Real Estate Association and members of the Brampton Real Estate Board.

Look Ahead



To That House
In Your Future



Saxe

Stephen P. Saxe Limited Realtor

877-2219 or 453-1111 TORONTO LINE

BEGINNER'S LUCK



Great Starter Home \$42,900

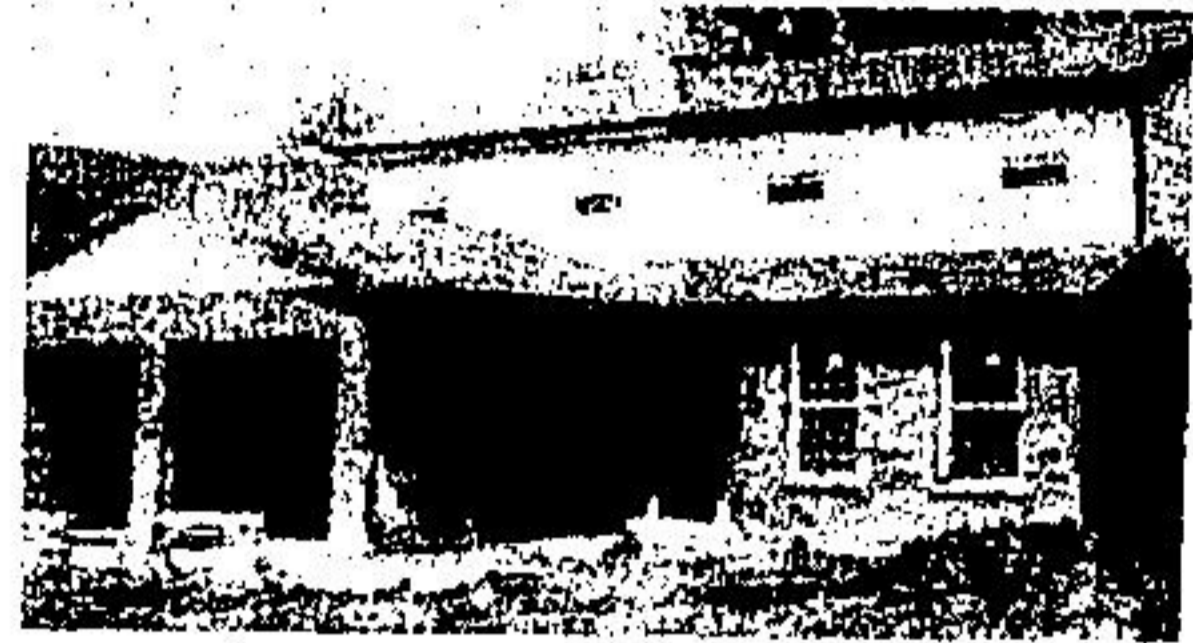
3 bedrooms, living room, kitchen, good size lot located in Village of Glen Williams. Call Rozetta.



155 Prince Charles
\$58,900

Finished recreation room with wall to wall fieldstone fireplace, 3 bedrooms, living room, laundry room, beautifully decorated throughout, broadloom, paved drive, detached garage. Call Robin Fischer to view.

TALL PINE ESTATES



NEW MODEL HOME

9 HAROLD STREET

OPEN SATURDAY, JUNE 10th

11 a.m. to 3:30 p.m.

A favorite plan . . . adaptable to any family situation . . . this home offers exceptional "curb appeal" as well as a host of well thought out interior amenities. The large rectangular kitchen projects to the rear greatly increasing wall and window areas, adding to cupboard space and overall brightness of the room. A curving oak staircase leads to the four bedroom upper level. Features finished family room with fireplace, ground floor laundry room. Call Robin for your personal inspection.

INCOME & INVESTMENT



Surprisingly Spacious

Wanted: 2 families for 2 living rooms, 2 dining rooms, 2 kitchens, 2 baths, in other words two separated homes under one roof. Priced at \$70,900. Find a friend to half the cost. Interested? Call Rozetta.



If first impressions count then this 3,000 square foot brick and cedar bungalow is a must for you. Features are indoor pool, attached 30 x 50 red cedar extension, stone fireplace floor to ceiling, 4 bedrooms, sauna, professionally finished recreation room. For appointments call John Caton.



Need Help?

Well then here it is. Rent one apartment and live in the other to make it easier on your pocketbook. This home has 2 apartments, 2-4 piece baths, and is located close to all amenities. Call John for more details. \$56,900.

97.5 ACRE CENTURY FARM



\$92,500

Rolling countryside with a view for miles, located just west of Acton. Has large pond, some wooded acreage, restorable house. Call Norm Sinclair.

Country Bungalow

\$87,500

Just 10 minutes north of 401 south of Acton, we have a three bedroom bungalow on 1 1/2 acres. There's a ground floor family room with fireplace and walkout, a combination living-dining room, eat-in kitchen and finished rec room. Call Don McMillan for more details 854-2436.

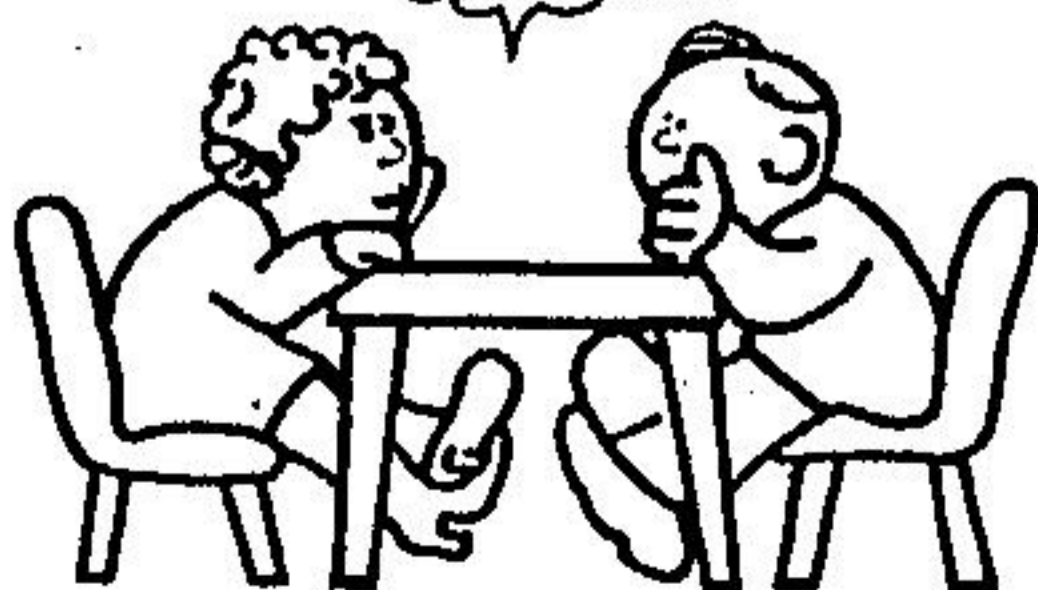
"Campers - Take A Look"

10 acres with a small cabin and a bit of bush at rear of property. Call Norm for more details.

Orangeville Tired of City Life?

Then this location is just right for you. Five minutes to town and shopping plaza, large lot for gardening. Priced at \$52,900. Call John for all details.

SAXE!
SIGN!
PLACED!
&
SOLD!



Stephen P. Saxe Limited, Realtor
170 Guelph Street, Georgetown, Ontario

Tom Cooper
John Caton

877-9620
877-6564

Norm Sinclair
Howard Caton

877-6050
838-2708

Rozetta Stolp
Don McMillan
Wendy Saxe
Robin Fischer

877-2180
854-2436
877-2984
877-7194