

Disadvantages of selling your home yourself

Selling a house is not job for the average home owner. Not only is it time-consuming but it takes effort and the do-it-yourself pitfalls are plentiful.

Some people think all they have to do is put up a "For Sale by Owner" sign and wait for prospects. Or put an ad in the paper and wait for the telephone to ring. This can lead to two things. Unescorted strangers tramping through your home at all times of day and night and your having to answer the telephone at all hours.

And that's just the beginning. How do you know how much to ask for your home? Will you price it above its fair market value? A house that sits for months because of over-pricing seems to sit forever. Buyers begin to wonder what's wrong with it.

What about terms for selling your house? How much money do you want as a downpayment? If you have a mortgage and it's small, are you prepared to finance part of the purchase? Can you help the prospect find mortgage money? How will you know if your prospect is financially reliable? Is your property ready for sale? Do you know how to spruce it up to make the sale faster? Do you know what improvements to make so that you won't lose money? When you find a prospect will you know how to bargain with him? Can you negotiate such things as price, terms and possession and the countless other details involved?

Don't forget that when attempting to sell your home privately, many buyers will automatically decide to save the commission for themselves and reduce their offering price accordingly.

Finding a buyer

Once you have given the right to sell your house to your member, he will make every effort to find you a buyer fast. He already has a carefully screened list of prospective buyers, serious ones. He knows their needs, their desires and financial situation. He knows whether they will be able to buy your home and whether it would interest them.

In most cases, your member will want to place a "For Sale" sign on your property. Some vendors object to this practice, but it is a very important selling tool. In fact, more sales result from "For Sale" signs than any other method. Anyone passing who is seriously interested in your house will call the member to make an appointment through him. He may also want to advertise your home at his own expense in the classified advertising section of the newspaper. He is an expert at writing ads that sell and just as expert at weeding out curiosity seekers and determining real prospects.

When he has found a prospect who wants to see your home, co-operate with him about making appointments. He will try and arrange a time convenient to you. Sometimes, however, prospects are on tight time schedules requiring your member to make last minute appointments. Don't get annoyed. Often the busy prospect is more apt to make an immediate offer than one who has all the time in the world.

877-0155

Century 21

Jon Zorge Real Estate Inc.
MEMBER BROKER

457-2624



LOW COST—LOW DOWN PAYMENT

Lovely end unit, 3 bedroom townhouse close to shopping and school, broadloom thruout. Pick up that phone and dial for dollars, this is a great money saver, only \$42,900. Ask for Jon Zorge 313



SPECIAL OF THE WEEK SEEING IS BELIEVING

Everything in tip top shape, newly redecorated. 3 bedroom bungalow with downstairs in-law apartment newly broadloomed, only \$56,900. Give Jon Zorge a call to see this little beauty. 312



SMALL TOWN LIVING—BALLINAFAD

Large older home on a lovely treed lot, interior needs decorating, maintenance free aluminum exterior, asking \$51,900. Call Audrey Davies for more details. 315



COOL—COZY—COMFORTABLE

Keep cool in the kidney-shaped inground pool and air conditioned house. Stay cozy in the ready to move into condition of this 3 bedroom L-shaped bungalow. Be comfortable with the finished rec room and all appliances. Asking \$66,900. See Anny Drischler about this one. 316



QUIET CRESCENT LOCATION

Lovely treed hillside 4 bedroom home on 1/2 acre pie-shaped lot, featuring a big eat-in kitchen adjacent to a cozy paneled family room with fireplace. Detached 2 car garage. Give Jon Zorge a call. 317



PEACE IN THE COUNTRY

That is what you will find in this lovely 3 bedroom bungalow just minutes from town. It is situated on 5/8 of an acre and has a huge double car garage and fireplace in the living room. Maintenance free brick and aluminum. Priced at \$79,900. Audrey Davies is the one to show you this little number. 318



COUNTRY CLASSIC

1895 fieldstone house, complemented by 50 rolling acres, spring fed ponds and cedar bush. Excellent bank barn, great potential for a horse farm. \$139,900. Call Arlene Shortill about more information 319



11 ACRES—4 MILES NORTH OF TOWN

Beautiful 4 bedroom ranch style bungalow, completely finished basement, 3 baths, oversized double car garage, 3 walkouts, separate formal dining room, a must to see. Asking \$139,000 Call Audrey Davies. 320



THE BEST IS YET TO COME

When you view this lovely 3 bedroom custom built home on a treed lot. Double car garage, 3 baths and a fireplace in a unique semi-circle living room. The Credit River runs thru at the rear of the property. A most beautiful home to see at \$135,000. Jon Zorge will be glad to show you this one. 323

OPEN HOUSE 1.30-4.30 p.m.

Saturday July 15th & Sunday July 16th

Where—46 Mountainview Rd. S.—Unit No. 4

Come and see this immaculate townhouse

Follow signs or call 877-0155 314



BIG & BEAUTIFUL—HOME PLUS LAND

27 rolling acres surround this hillside custom built home which features 4 bedrooms, formal living room, spiral staircase, 2 fireplaces, inground pool, quality broadloom. Let Anne Pato show you this lovely home with its scenic view. \$139,900. 325

ECONOMY LIVING
4 room mobile home set in park like atmosphere, large lot, all appliances, only \$19,500. Give Sally Reed a call. 322

HOMES OF DISTINCTION
Are now under construction, 1 mile north of Georgetown off Mountainview Rd. N. Call our office to check about available lots, plans and layouts. Outstanding features of these homes are:
Top quality material & workmanship
Extra heavy insulation
Double size lots

Paved Cul de Sac
Town Water
Country atmosphere 321

We're the Neighborhood Professionals.™

Century 21

Jon Zorge Real Estate Inc.
MEMBER BROKER

ANNY DRISCHLER 877-9349
AUDREY DAVIES 877-8357
ANNE PETO 877-9258
CORING DEPAOLI 877-7976
DAVID MCNALLY 877-5848
SALLY REED 877-4350
ARLENE SHORTILL 877-6639
JON ZORGE 877-5345

877-0155

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10 MOUNTAINVIEW RD. S.
GEORGETOWN