

Putting the right price on your home

What your house is worth is not necessarily what you think it is, or what the buyer might think it is. Its true value is determined by its location, the general economic climate, the current local real estate situation, the age of the property and the wear and tear it has seen.

Overpriced listings are a major reason why some properties don't sell within a reasonable period of time; and if and when they finally do sell, it's usually for less than the property would have brought had the listing price been more realistic in the first place.

A member is experienced in real estate evaluation. It is part of his job. He is in constant touch with the market, knows what homes are selling and at what prices. It is in his interest and yours that he put the right price on your home, one that is fair to you and fair to the buyer.

He will take into consideration any improvements you might have made. He will know which, if any, add to resale value. You may think money spent for a new hot water tank should bring you a higher selling price. But your member knows that it will add no more to the value than drapes or carpeting would. Capital improvements such as an extra room, garage or patio are the kind of things that add value and your member knows how to evaluate them. Once he has helped you arrive at the proper selling price, accept his recommendation. If you take his advice your home should be sold within a reasonable length of time.

Ways to make your house more saleable

It is your member's job to sell your house but there are a lot of things that you can do to help which could make for a quicker sale at a better price. They are all little things that cost you little or nothing, but they can make a big difference in the prospect's first impression.

Start outside. Be sure your lawn is mowed. The flower beds neat and the property free of trash. If it's winter, keep the walks free of ice and snow. Replace loose tiles and bricks or shingles. If the paint on your house is beginning to peel, get out the paint brush.

Now check inside. If walls and woodwork are dirty, consider washing them. If marred, repaint where needed. Fix leaking faucets, loose doorknobs, sticking drawers, creaking floors and warped cabinets. Clear the clutter out of closets, corners and basements. Pick up clothes and toys and put them away.

Pay special attention to bathroom and kitchen. Make them spotless. Don't leave dishes in the sink, nothing makes a better impression than a home with a well-cared-for look. There are countless other things you can do and nobody knows better what they are than your member. Take his advice. If you don't, don't blame him if your house sits instead of sells. There is nothing he can do to change the first impression a run-down, shabby property makes on a prospect. But with a little help from you he can present your home at its best for a quicker sale (and sometimes a more profitable one).

877-0155

Century 21

Jon Zorge Real Estate Inc.

MEMBER BROKER

457-2624



HOT OFF THE PRESS

3 bedroom raised bungalow with large games room and paneled rec room. Custom built unique design has cathedral ceilings in living and dining rooms. All drapes and broadloom included. Call Jon Zorge right away to see this "one of a kind." Asking \$65,500 326



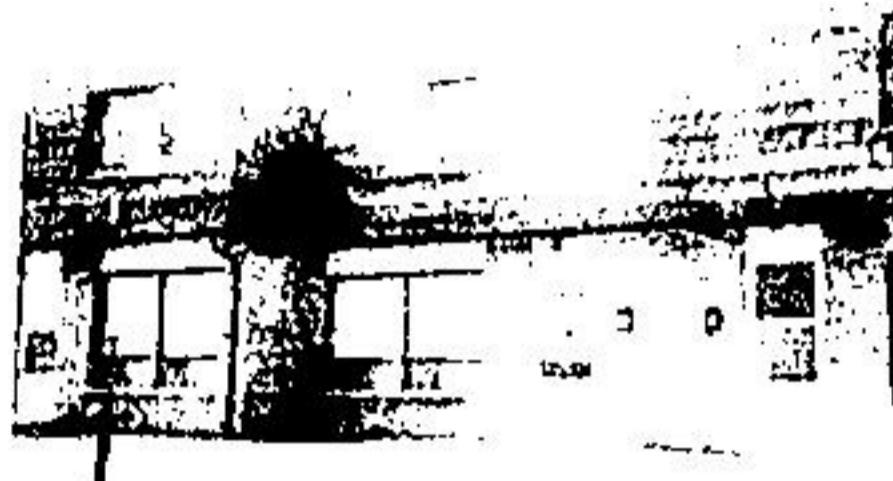
SPECIAL OF THE WEEK SMALL TOWN LIVING

is what you'll find in this quaint village setting. 1.2 acre lot, mature trees with older home. Apartment upstairs for extra income. Barn 20 x 30' with loft. A great spot for commuters. \$74,900. Call Arlene Shortill 327



SEEING IS BELIEVING

3 bedroom brick bungalow in tip top shape, complete 1 bedroom suite downstairs, a fantastic buy at \$56,900. Contact Jon at home 877-5345 or office 877-0155 328



OUR THREE "R's" TOWNHOUSE

Roomy kitchen for mom. Really neat rec room for the kids and the Right price for dad at \$43,900. Includes lots of extras. Call Audrey Davies for viewing. 331



COUNTRY SECLUSION IN TOWN

Nestled on almost 3 tree acres on the edge of town just minutes from GO Train and plaza. Finished and decorated to perfection, top grade broadloom. It's a must to see for those who appreciate this lovely older sophisticated property. Asking \$152,000. Call the office right away for more info. 332



EXTRA - EXTRA - EXTRA

What a great start! 3 bedroom townhouse built by famous Victoria Wood Corp. This Model home, the last of its kind carries for only \$296 per month with AHOP assistance. What a bargain, call Dave McNally 334



GIVE ME LAND - LOTS OF LAND

is what you'll be singing with this 27 rolling acres. A beautiful hillside custom built home to go along with it. Some of the features are 4 bedrooms, formal living room, spiral staircase, 2 fireplaces, inground pool, quality broadloom and some appliances. Let Anne Peto show you this lovely home with its scenic view. \$139,900. 335



LIGHT UP YOUR LIFE

with this 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. Call Sally quickly. 336



WHY NOT!!!

take a look at this large older home on a lovely treed lot, interior needs some decorating but exterior is maintenance free aluminum. Only \$51,900. Give Audrey Davies a call. 341

BARGAIN HUNTING

You can still have economy living nowadays in this 4 room mobile home. Quiet park setting with large lot, all appliances, only \$19,500. Call Sally Reed on this little number. 329

THE PRICE IS RIGHT

40 yrs. young in super shape, a great beginner's home, a real fireplace in living room, new furnace in 1978, all in all a pleasure to show for only \$44,900. Call Audrey Davies for more details. 330

MULLEN PLACE

HOMES OF DISTINCTION

Now under construction off Mountainview Road N. Call our office to cheque about available lots, plans & layouts. Outstanding features:

- Double Size Lots
- Paved Cul de Sac
- Town Water
- Country Atmosphere
- Top Quality Material & Workmanship
- Extra Heavy Insulation

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LISTED LOTS & LAND

Beautiful hillside lot with fantastic river and valley view, 2 miles north of town \$39,900. 337

50 acres investment property, 20 minutes from town \$53,900. 338

lovely large street townhouse (no maintenance fee) in Brampton, reduced to \$51,500. 339

Call the office about these and more properties we have listed.

HEY - LOOK ME OVER

An ideal 4 room home for new beginnings on an oversized country lot. Just minutes north of Erin on paved highway, low down payment, recently reduced to \$38,000. Call Arlene Shortill to see this one. 340

We're the Neighborhood Professionals.™

Century 21

Jon Zorge Real Estate Inc.
MEMBER BROKER

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