

Saxe

Stephen P. Saxe Limited Realtor

HOME OF THE WEEK



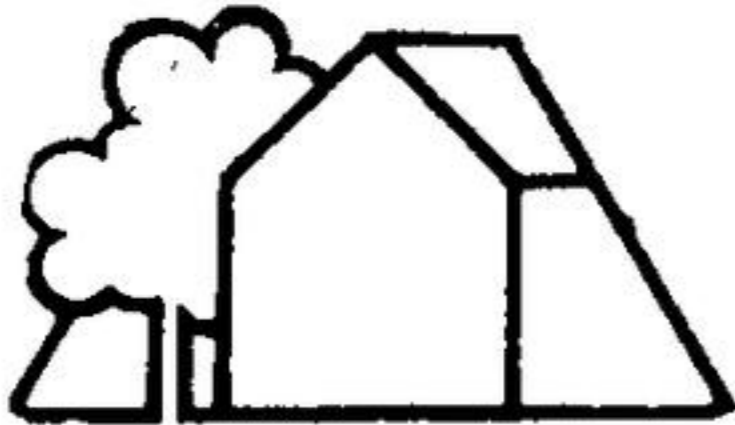
\$69,900.00

Split - Level Best

QUALITY & DISTINCTION at it's split-level best is what you get in this fabulous four bedroom home. Main floor family room with walk-out, garage, superb gourmet kitchen, and even a wine cellar. For exclusive viewing call Sandra Nairn.

453-1111 170 Guelph St. 877-2219

Tom Cooper 877-9620
Wendy Saxe 877-2984
Rozetta Stolp 877-2180
Frank Tyrrell 877-7225
Sandra Hurley 877-1268
877-2219



Glen Williams proudly presents this historic home on almost 3/4 acre featuring over 2,000 sq. ft. of living area. Huge formal dining room and excellent mortgaging are just a few of the extras. For more details call Sandra Hurley today. \$72,900.00

Fabulous Raised Ranch

Offers 3 bedrooms, huge living and dining room, superb recreation room with log burning fireplace, office, and bar room. Quality broadloom is only one of the extras offered in this impeccable home. For immediate inspection call Wendy Saxe. Asking \$63,900.

Twin Comfort

Available in this immaculate solid brick bungalow, the basement has it's own kitchen, living room, bedroom and bathroom. The maintenance free exterior extends even to the double garage. Six appliances are included for only \$59,900. Make your appointment today with Sandra Nairn.

HALTON HILLS PARADE OF HOMES

James M. Robb, of Winnipeg, who first became associated with the real estate industry at 17, was unanimously elected the 31st president of the Canadian Real Estate Association at Canadian Real Estate Association's annual meeting in Quebec City last month. He assumed office Nov. 1.

Robb, a genial, soft-spoken individual when not on the podium, has had a long and distinguished career in real estate, rising from clerk to vice-president of his company, Aronovitch and Leipsic Ltd.

He has been equally outstanding in serving the real estate industry. For 10 years he has had an almost unbroken period of service, beginning with the Winnipeg Real Estate Board where he was director and chairman of the Industrial, Commercial and Investment Division from 1966 to 1968. This was followed by a term as second vice-president of the board in 1969; first vice-president in 1970 and president in 1971. In 1973 he was the board's honorary secretary-treasurer.

At the Manitoba Real Estate Association level he served as a director for four years, as treasurer in 1971 and president in 1972.

His talents were transferred to the Canadian Real Estate Association in 1973 when he was appointed Manitoba's representative on the CREA Board of Directors and chairman of the Ethics and Arbitration Committee. He became a vice-president of the association in 1975 and also chaired the Ad Hoc and Membership Committees. He again served as vice-president this year and also as Membership Committee chairman.

The new president demonstrated his unflappable soon after his election was announced when he was exposed to rapid fire questioning from reporters at a press conference.

During his term of office he told reporters he would like to see a warranty or insurance scheme on resale homes approved. "I think this is one of the greatest strides we could take."

He will also work toward less government intrusion in the free market system. "I have never had it proven to me that government can do a better job than free enterprise and at a cost that is not a burden to the taxpayers," he asserted.

Also among Robb's aims in the year ahead is to give the real estate industry more credibility. Despite the fact the industry has done a good job for the public in the past, consumers are now asking questions about it, he noted, such as the charge for professional services.

In the past the industry has been somewhat aloof in explaining the charges, he said, adding: "I am a great defender of that system because I don't know of any other system which has worked better."

He reiterated that a property owner does not need to use the services of a real estate practitioner when selling as he does a lawyer when a legal problem arises, or an accountant when a tax problem or accounting problem arises.

"I think ours is one of the few industries members of the public could do without if they chose. But they do use our industry," the president pointed out, proving it performs a valuable service. In addition, all services are provided without remuneration unless they result in a sale.

Regardless of the level of service provided, the

real estate industry is dependent on consumer goodwill, Robb observed. If anyone wants to know anything about our industry we are prepared to tell them.

Turning to the market situation he conceded that the market has levelled off but that there is not a feeling of pessimism among real estate professionals.

PRICES REFLECT SHIFT

While housing has proven itself to be the best investment for the individual over a period of time, the fact that prices decline does not make it any less of a good investment, the new president emphasized. "If I have to sell my home for less than I paid, I will also pay less for a dozen eggs and other things. It is really the purchasing power of the dollar that counts." If average house prices decline, reflecting an economic shift, then other prices will also be affected, he noted.

Robb strongly objects to the practice of real estate salespersons accepting listings for homes at prices above market value. For example, if an owner wants to list his home at \$90,000 when in reality it is worth only \$75,000, the salesperson should refuse to accept the listing. If this practice was followed by everyone, then homes would be listed at realistic prices, he said.

In a personal sample he took recently he found that houses were sold on average for a price 15 per cent below the figure at which they were listed.

"People will get sufficient listings if properties are priced realistically," Robb underlined, "bearing in mind that prices fluctuate as the market fluctuates."

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May your home be blessed
with all the joys of the Season!



Start The New Year Right

With this brand new country home on half an acre, featuring 4 bedrooms, Hollywood kitchen, dining room with sliding walk-out, family room with fireplace and much more. Only 6 minutes from Georgetown Go Train. See it today; call Sandra Nairn 877-2219.

Acreage Available

Near Campbellville, 155 acres plus buildings. Asking \$107,725.00. Plus another fine parcel of 77 acres which is vacant land for \$89,000. Norm Sinclair.

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



Norm Sinclair 877-6050
Howard Caton 453-6666
Don McMillan 1-854-2435
Sandra Nairn 877-1380
453-1111



Village location, new ranch bungalow, fireplace, double car garage, 1/2 acre lot, tree-lined, cathedral ceiling, 2 washrooms, family room with walk-out. \$79,900. Wendy Saxe.

Hillsburgh Area

Premiere's this nearly new 3 bedroom bungalow, built into the hillside of this fabulous two acre parcel. You can sit by the fireside and enjoy the view. There's a second roughed-in fireplace in the walkout basement. Come see for yourself - you can see forever! Ask for Sandra. Asking \$74,900.

Nostalgia & Country Air

Blend perfectly to effect this truly unique school day treasure, meticulously preserved since 1905. Solid brick construction and a 6 1/2 acre natural setting - a must to see. Make your appointment without delay. Call Sandra Nairn.



Canada Trust
877-9500

May the road rise up
to meet you
May the wind be always
at your back
May the sun shine warm
upon your face
And until we meet again
May God hold you in the
hollow of His hand.

God be with you always



**JON ZORGE REAL ESTATE INC.,
REALTOR**

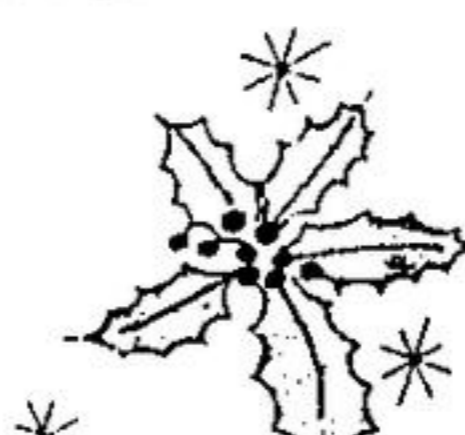
10 Mountainview Rd. South, Georgetown,



WARREN CRAWFORD



JON ZORGE



CORING de PAOLI

Merry
Christmas

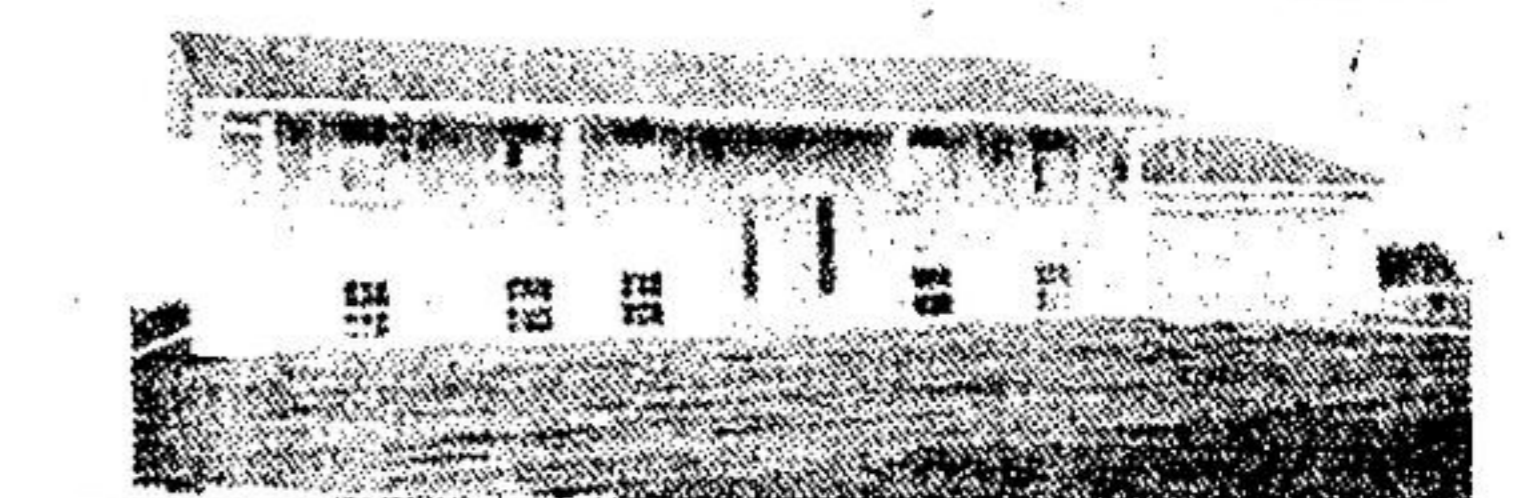
REGARDS AND BEST WISHES
FOR THE HOLIDAY SEASON

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**W. F. HUNTER REAL ESTATE
& INSURANCE LIMITED**
122 Guelph St., Georgetown



PRICE AND PRIDE PREVAIL

The builder of this beautiful colonial bungalow has every reason to be proud of it's appearance and quality and the price is right - if you're considering a country home, this one has family size and very attractive kitchen, L-shaped living and dining room with walk-out to deck, a fourth bedroom if needed, master bedroom with 1/2 bath. We're sure you'll like the rustic family room designed with fireplace. Excellent quality and design in flooring throughout. A large very bright basement area to complete as you wish. This home is situated on over 1/2 acre of land (even the landscaping has been done for you) and very close to main travelled highways. Priced right at ... \$89,900.



EARLY POSSESSION

This 3 bedroom bungalow with extra bedroom in basement has an extra 2 piece bath. Upstairs is a kitchen, living room and dining room while the basement boasts a large recreation room. The building is solid brick and very well kept. In the side yard is a very attractive stand of hardwood trees. Make it a point to see this home - Asking \$55,500.

OFFICE 877-4441 OR 877-5165
IRENE CURRY 877-6616 LLOYD CRICHTON 877-6546
MARJ HUNTER 877-6906
HUGH HUNTER A.A.C.I.
APPRAISAL MANAGER 877-1931