

**ERIN HEIGHTS!** ★  
**NEW HOMES!** ★  
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**ERIN HEIGHTS!**

FOUR SENSATIONAL FLOOR PLANS FEATURING

- ★ FIRE PLACES
- ★ TOP FINISHING
- ★ BIG VILLAGE LOTS
- ★ DOUBLE GARAGES
- ★ EXCEPTIONAL LOCATION

DROP OUT AND SEE THE MODEL HOMES THIS WEEK END OR CALL US FOR A LEISURELY INSPECTION ANYTIME

TAKE DUNDAS ST., W. OFF MAIN ST. IN ERIN AND WATCH FOR THE SIGNS.

**JOHNSON CARNEY**   
877-5261



Canada Trust  
877-9500



**CENTURY HOME**  
Would make a beautiful boutique. You enter this beautiful home with a spacious foyer and it's open stairway that leads to three interesting bedrooms. This estate home needs someone to bring it back to life with its formal dining room, living room with marble fireplace, 2 kitchens, den, fenced yard, and detached garage. Could be income property or commercial. Asking \$69,000.

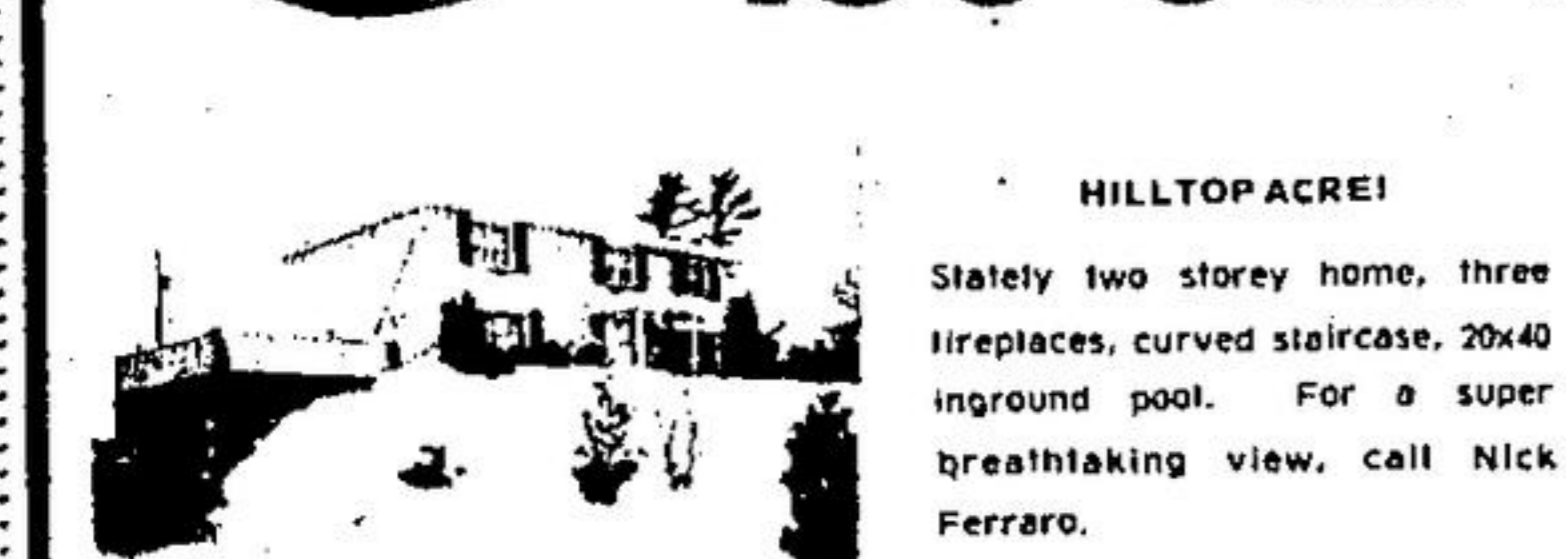
**NEED MORE ROOM?**  
You can't afford it? Guess again. This 4 bedroom beauty is priced at only \$62,900. It features 1 1/2 baths, dining room, eat in kitchen, full basement with rec room, attached garage, fenced yard. Want to see it? Please give us a call.



**RANCH BUNGALOW**  
We are offering country living at its best. New ranch bungalow on scenic lot. This home features a beautiful cheery kitchen that puts the end to household doldrums. Beautiful main floor family room with woodburning fireplace. This is a real family man's home. Priced at \$129,000. If you are looking for country property now is the time to give us a call at 877-9500.

**JUNIOR EXECUTIVE**  
Let's talk business. You do a great deal of entertaining, or you would like to, but you haven't got the room - then take a look at this 4 bedroom right side split. Very large, comfortable living room, main floor family room with 2 piece bath and walk out. Rec room in basement, large fenced yard, double paved drive, attached garage and it is in Georgetown. Priced at only \$69,900.

**POLZLER REAL ESTATE LTD.**  
**453-8454**



**HILLTOP ACRE!**  
Stately two storey home, three fireplaces, curved staircase, 20x40 inground pool. For a super breathtaking view, call Nick Ferraro.

**MILTON DETACHED WITH SUPER DEEP LOT 338 FT.**  
Great retirement home, double paved drive with garage, completely finished. See it today with Carl or Karyn Seguin.

**TREES! TREES! TREES!**  
40 acres, \$49,900. Estate sale, just north of Georgetown. Build your own custom home. Call Nick Ferraro.

**WOULD YOUR 4 CHILDREN LIKE TO HAVE A BEDROOM OF THEIR OWN?**  
If so, this 5 bedroom home on 2 acres with ground level family room and ultra modern Hollywood kitchen might just be what you are looking for. Call Rudy Cadieux 877-8244 or 453-8454.

**LOOKING FOR SOMETHING IMPRESSIVE?**  
2,000 sq. ft. or more, with land, close to town. Not too much over \$100,000. Call Rudy Cadieux 877-8244 or 453-8454.

**BUNGALOW IN THE MID \$40'S WITH LOADS OF EXTRAS**  
To name a few: Garage, cedar deck, lovely landscaping, gorgeous rec room, fireplace, bar, why not see for yourself. Call Rudy Cadieux 877-8244 or 453-8454.

**Century 21**  
**Jon Zorge Real Estate Inc.**  
MEMBER BROKER  
10 MOUNTAINVIEW RD. S. GEORGETOWN  
MATT TODD 877-4590 AL CURRIE 877-4133  
JON ZORGE 877-5345 CLAUDETTE LAGRANDEUR 877-7427  
**877-0155 457-2624**

YOU SEE OUR SIGNS ALL OVER

**THIS WEEKS FEATURE HOME**



**BEST OF BOTH WORLDS**  
Municipal services plus large, edge of town lot, on quiet court, reasonable price, 3 bedrooms, modern kitchen, family room with walkout, plus gorgeous inground pool for the coming summer. 795  
**\$67,900.00**

<p><b>SUPER STYLE SUPER LOCATION</b></p> <p>From the split rail fencing around the yard to the immaculate interior decor this backsplit model shows good taste through and through. Featuring a family room, large master bedroom, and garage, this sunny home with lots of trees out back is a must to see. 796 <b>\$54,900.00</b></p>	<p><b>SOLID BRICK BUNGALOW</b></p> <p>The way they used to build them. Needs some decorating, but has extra bedroom and bath facilities downstairs. Vendor will take back sizable mortgage for attractive new financing. Asking 797 <b>\$56,900.00</b></p>
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 <p><b>COZY AND WARM</b></p> <p>Older home, ready to move in. Extra rooms in basement with walkout. This home, with FOUR bedrooms has great potential and.....the price is right. 798 <b>\$39,900.00</b></p>	 <p><b>EXCEPTIONAL</b></p> <p>Two storey 4 bedroom home with 3 bathrooms and beautiful, almost new broadloom, completely fenced backyard, patio and garage. Available with a 10% percent mortgage. Listed at \$72,900.00. 799 <b>\$72,900.00</b></p>
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<p><b>SOMETHING DIFFERENT</b></p> <p>3 bedroom home with split level entrance situated on large pie shaped hillside lot with lots of privacy. Panelled family room with fireplace next to kitchen for that quiet homey atmosphere. Detached 2 car garage or workshop and open financing to suit your budget. Call Jon for this one. 800 Priced at <b>\$71,900.00</b></p>	<p><b>SUPERCLEAN AND SOLID</b></p> <p>Featuring a separate dining room, 3 bedrooms, built-in dishwasher to help you with the dishes and water softener to help you save on soap, plus good financing. Come and see it with Matt Todd. 801 <b>\$61,900.00</b></p>
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 <p><b>TRANQUIL CHARM</b></p> <p>You'll enjoy watching nature, surrounding this clean oversized hillside bungalow. The extra 4th bedroom plus another 4 piece bath downstairs will come in handy. Large rooms with extra big kitchen for the active family, all for a moderate price. Claudette will show you. 802 <b>\$69,900.00</b></p>	 <p><b>\$106,850.00</b> <b>NEW MODERN DESIGN</b></p> <p>Large 3 bedroom home. Family room, kitchen, large dining and living room with fireplace, all on one floor. Call today and we'll show right away. 803</p>
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<p><b>CAPTURE THE SUN</b></p> <p>Hillside building lot. Southern exposure. Ideal for solar power. Approved for building permit. 804 <b>\$39,900.00</b></p>	<p><b>BUILD YOUR MINI FARM</b></p> <p>10 Acres, just north of Terra Cotta. Must Sell. Asking only 805 <b>\$41,500.00</b></p>
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● HOMES ● TOWN HOUSES

● RENTALS ●

● CONDOMINIUMS ●




**CONSULT THOSE IN THE KNOW**

# PARADE OF HOMES HALTON HILLS & AREA

## 'Tips' on Selling Your House

So, you're moving. Selling your house. Your HOME. Whether you have agonized over the idea, or accepted it with alacrity, the decision has been made.

Selling your home does NOT HAVE to be traumatic experience, even for the uninflated. Not if you establish some guidelines, personal and financial, at the outset.

For instance. Once the decision to sell has been made stop thinking "home." Think "house". Objectively is essential. Try to see your property as coldly, critically and dispassionately as the prospective buyer will. Don't let happy memories cloud your view.

Poke and probe and really look, as if YOU were the buyer. As you go from room to room, from attic to basement, then tour outside, take notes. Next, make a checklist of necessary improvements.

Major decorating is NOT a must. It's not even advisable. The new owners will have their own color preferences. But a touch of paint can work wonders in dingy closets, on badly marked surfaces, or on scarred steps.

Since the entrance provides a first impression, be sure porch steps are in good repair and that exterior lights function. If you have been intending to replace those rusted house numbers now is definitely the time.

Eaves troughs should be cleaned, gate hinges and latch oiled and the fence made secure.

Of course the grass will be cut and hedges trimmed so that potential viewers are tempted to do more than drive by.

A garage or a carport is an important selling point. It is also a natural habitat for junk. Discard. With enthusiasm.

Okay. The outdoors is taken care of. Now, bring that checklist inside.

A basement can be an asset. Especially if it is tidy and if there is easy, unimpeded access to fuse boxes and heating system.

Remember the less cluttered a closet is, the more spacious and desirable it appears.

The hard-to-open window, sticking lock and creaky door that is a minor irritant to you could be seen as a sign of poor maintenance by a wary buyer and thus be a major obstacle to a sale. These flaws can be easily eliminated.

Plumbing is sure to be checked. Shiny taps and clean sinks and tubs will be noted. So will leaky faucets, running toilets and loose tiles.

Chandeliers and other fixtures that you intend to take with you should be replaced. If that is not possible be sure to note that they are not included with the house.

Exterior and interior have been checked and put in order. Now the house is ready for sale. Selling a house is a major business venture. The expertise of a professional can help you avoid pitfalls.

You will save a lot of time if you state a realistic price at the outset. A realtor has up to date knowledge of current market values and can give you accurate advice about pricing.

Decide whether you are willing to take back a second mortgage and check into the current financing of the house to find out what terms can be offered to the purchaser. If the buyer wants to arrange a new mortgage, and the term of your mortgage hasn't expired, will you be faced with an advance-payment penalty? If so how will it be handled? A realtor can find the answers to these and other questions quickly and help you come to a financially beneficial decision.

All the decisions have been made. The house is ready. If you have chosen a realtor you can be assured of adequate market exposure. Now all you have to do is sit back and welcome prospective buyers, right?

Wrong.

As unfriendly as it may seem your presence as hostess or host is NOT required when the house is being shown by a realtor. As a third party the realtor is more able to negotiate with a buyer and is adept at separating browsers from buyers, and at escorting these strangers through the premises. If you must be on hand, fade into the furnishings. Keep the children under control and the pets out of the way. NEVER comments. NEVER point out any feature. Tastes differ. Your "treasured" plate rail might be a "dust catcher" to the viewer. Don't draw attention to it.

Be stoic.

Just light the lamps, or pull up the shades, to make rooms look inviting; aim for odorless cooking or, better yet, eat out, and repeat to yourself "this is a HOUSE.... just a HOUSE," while you envision the delights of the HOME you'll soon be moving in to.