

### Commission vs. service



**REAL ESTATE AND YOU**  
**Jamie Johnston**

(NC)—In other columns I have talked on how owners of "For Sale By Owner" properties rarely save the real estate commission. Yet many owners still get upset at paying large commissions for what they perceive is little effort on the part of their salesperson.

But what the owners should really be concerned with is getting full value for the commission they pay when they deal with a real estate company and a salesperson!

What should a salesperson and a company do to earn the commission? As an owner, you should insist on the following:

Ask for a comparative market analysis of your property before you set the list price. Don't accept a number off the top — demand to see statistics on recent

sales and current listings of comparable properties.

Ask for a marketing plan. What will the salesperson and company do to expose your property to potential buyers? Ask about open houses. These should be held for other salespeople, as well as the public.

When offers are presented, insist that your salesperson be present. If conditions have to be removed let the salesperson do the work.

Remember as the seller, you, not the purchaser, are paying the total commission even if they have their own salesperson. They don't get paid until you accept the offer.

And if you accept an offer just a day after listing, don't get upset about the commission. Your salesperson has done his job well in preparing your property for sale and in achieving your goal.

For a free booklet "How to sell your Home," write: Canada Trust Realtor, 320 Bay St., Toronto, Ont. M5H 2P6. Toll free, 1-800-268-9590.



This home has it all! Location, extras, decor, and priced to sell at \$219,900. Located on one of Georgetown's nicest crescents, this home will be a star with all the members of your family. Call Glenda Hughes, Sales Rep. for an exclusive viewing of this beautiful property. 873-0300 or 877-8402

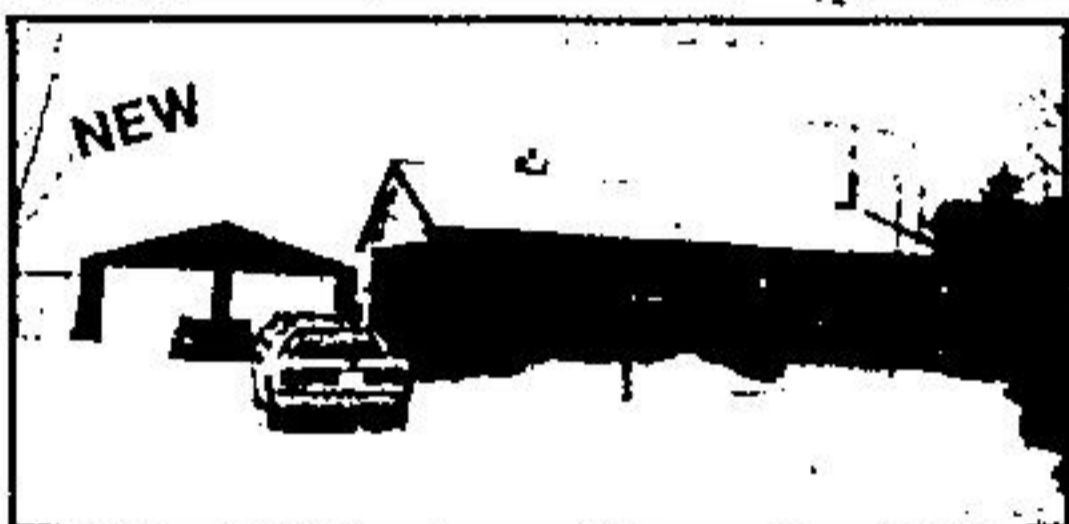
**NRS NATIONAL REAL ESTATE SERVICE**

NRS Brand Realty Inc., Realtor

BUS: 873-0300 RES: 877-8402



GLENDIA HUGHES  
 Sales Rep.



BRUCE ELMSLIE  
 Associate Broker  
 454-8706

### NEW COUNTRY LISTING

South of Georgetown on nicely landscaped 1/2 acre lot. Maintenance free brick and aluminum home with large covered deck and 24' x 24' insulated and heated garage. Excellent water supply. Priced for quick sale at \$185,000.



**BRUCE ELMSLIE**  
 BROKER/OWNER  
**454-8706**

... Back on the market, 18 Chapel Street — \$159,900

## OPEN HOUSE

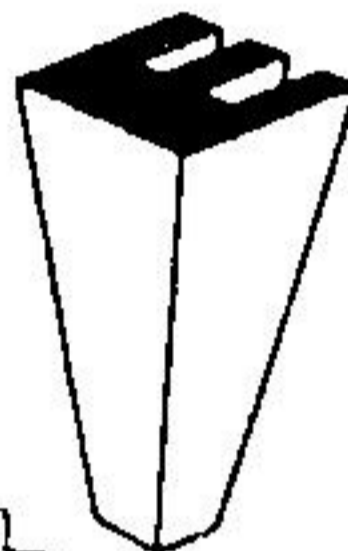
18 CHAPEL ST., GEORGETOWN

Sunday, February 28, 1988

11:00 a.m. to 3:00 p.m.

Unique 2,200 sq. ft. custom built 3 bedroom home with Jacuzzi spa room.

\$159,900  
 MLS



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 Bill Pshyk  
**877-6702 or 453-0114**

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**RE/MAX**

Suburban Realty Inc., Realtor  
 360 Guelph St., Georgetown

BUS: 877-5211 RES: 877-7071

CAR PHONE: 1-587-3028

This certificate entitles you to a professionally accurate estimate of the market value of your home

**Mike Adams**  
 Sales Representative

CONTACT OUR OFFICE TO  
 ARRANGE AN APPOINTMENT  
 Bus: 877-5211  
 RES: 877-7071

It is not our intention to solicit listings from other real estate brokers. Please disregard this offer if your home is currently listed.



**MIKE ADAMS**  
 Award Winning Sales Representative

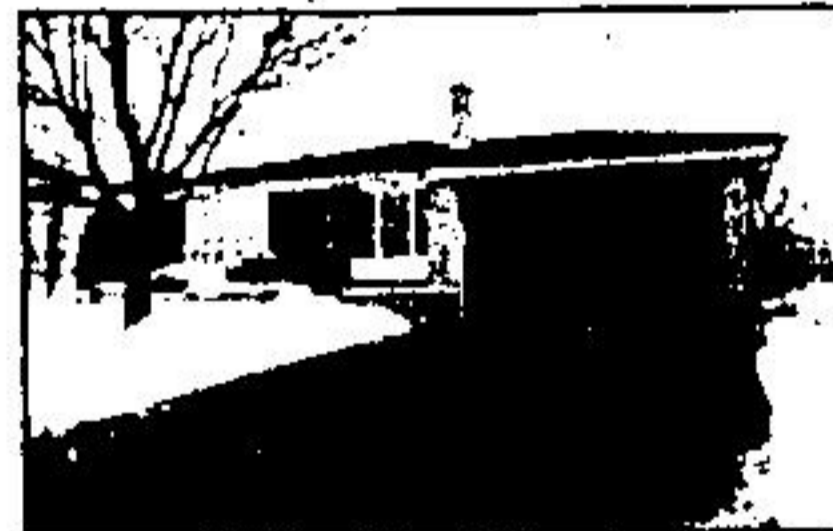


This beautiful two storey brick home is situated on a well-treed one plus acre just west of Mississauga Road on Five Sideroad. The two year old home has a centre hall plan with living room, dining room, greenhouse kitchen, main floor family room with fireplace and built-in entertainment centre and wet bar, powder room and mud room/laundry on the main level. There are four bedrooms on the second floor with one bedroom located over the garage with separate entrance, main bath with whirlpool tub, full ensuite to the master bedroom with whirlpool tub and separate shower. The basement is mostly finished with drywall and wool broadloom, ceramic hearth with woodstove hookup and sliders to the garden plus access to the spa deck. Some of the many extras include: curved oak staircase, sauna, 3 pc. bath in the lower level. Multilevel decks off the kitchen which include the spa deck, 3 car garage, superior broadloom, inground heated pool with cabana, heat pump and air conditioning. For your personal, exclusive inspection call Mike Adams. Sales Representative, 877-7071, 457-1752. Call Mike about times and dates of Open House.



### COUNTRY CHARMER ON EDGE OF TOWN

Beautiful estate setting close to 401, Milton, Georgetown, etc. Inground pool, fully air conditioned, heat pump. This immaculate home is ideal for the family who needs lots of space. 7 bedrooms, main floor family room 1/4 mile North of Steeles & 8th Line. Call Mike Adams 877-7071. RM8038



### COUNTRY SQUIRE

4 bedroom, 2 car garage and full of extras. Call Mike for details. RZM8056



### IN TOWN HOME

Beautiful 4 bedroom home on quiet cul-de-sac. Main floor family room with fireplace, 18' above ground pool, close to shopping, schools, churches. To show is to sell. Great family home in a super location. Call Mike for details. RM8044



### REAL CHARMER

Mature treed lot in the Park district. Close to shopping, downtown and schools, hospital, etc. Huge sunken living room with Franklin stove and walkout to backyard. Original pine wood floors, lots of character in this home. New furnace, wiring, roof, plus many more extras. Call Mike for a personal inspection. 877-5211 or 877-7071. Mike Adams, Sales Rep. Price Reduced! RM8018

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