



REAL ESTATE AND YOU

 Jamie Johnston

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Accepting conditional offers

(NC)—More real estate sales means more offers are being made on properties—and more offers are being accepted. But, for every offer that results in a sale, there are some that do not.

Some offers are just not acceptable to sellers. Other offers are made conditionally. A conditional offer is one where a condition or event must be met first, before the offer is binding on both the buyer and the seller.

If you are trying to sell your property, should you accept a conditional offer? While most of us would like to see only unconditional offers, this is not usually the case. So a seller must learn to deal with conditional offers.

By far the most common condition is one covering financing. A buyer makes an offer, conditional on their being able to arrange financing. As a seller, you should have no problem in accepting this condition providing the financing the buyer wants is reasonable, and the time frame is short—say five banking days or less. This is where your salesperson can advise you so be sure to ask their opinion.

Another frequent condition is one where the buyer offers to buy your house, conditional on the sale of their own house. The buyer may ask for a 30-45 day period to remove this condition. In a buoyant market, accepting such an offer may pose no problem. In a slow market, you may find yourself with an unsold house at the end of the conditional period and your future plans in turmoil.

What options do you have? My next column will discuss this conditional offer in more detail.

For a free booklet write: "How to sell your home", Canada Trust Realtor, 320 Bay St., Toronto, Ont. M5H 2P6. Toll Free 1-800-268-9599.

Owner responsibilities at open house

(NC)—The open house — one of the oldest methods of generating buyer interest — has made a comeback in the last two years. Why? Because open houses work.

And while it's the salesperson who holds or hosts an open house, the homeowner—although not present—plays an even more important role!

First impressions for a potential buyer are critical because that is what triggers an offer. And the person who establishes that first impression is the homeowner, by getting the house ready for a showing.

Make it successful

Here then are some helpful hints for making a successful open house:

- Make your house look bigger; turn on every light, open all the drapes and open all closet doors. If you want to get carried away—remove some furniture.

- Get your house in the mood. Turn off the television set and tune the stereo to background music.

- Create a temperature change from the outdoors. In winter, turn up the thermostat several degrees and have a fire in the fireplace. In the summer set the air conditioning on high.

- Make the house smell like a home. Have baked bread in the oven or have perked coffee on the stove.

- Remove all obstructions from the house. That means put the cat or dog outside and go visit a neighbor or relative for the afternoon.

Some or all of these ideas may sound a little simplistic or ridiculous. But they work and that's the bottom line. Ask your salesperson for further ideas.

For a Free "Moving Checklist", write to Canada Trust Realtor, 320 Bay St., Toronto M5H 2P6. Toll free 1-800-268-9599.

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HELP! — ACTON RESIDENTS

The Historical Society received a letter from Linda Smith enquiring about her grandmother, Margaret Eugenia Lewis, who was born in Canterbury, England in 1880.

Her parents were missionaries who died of yellow fever in China, so Margaret, sister Elizabeth, and a brother were brought to Acton under the sponsorship of the Lutheran Church of Canterbury. They were adopted by the MULLENS family.

If you know of a family called MULLENS or LEWIS, please give me a call or write to Mrs. Smith, 61971 Regional Road No. 24, R.R. 1, Fenwick, Ontario L0S 1C0.

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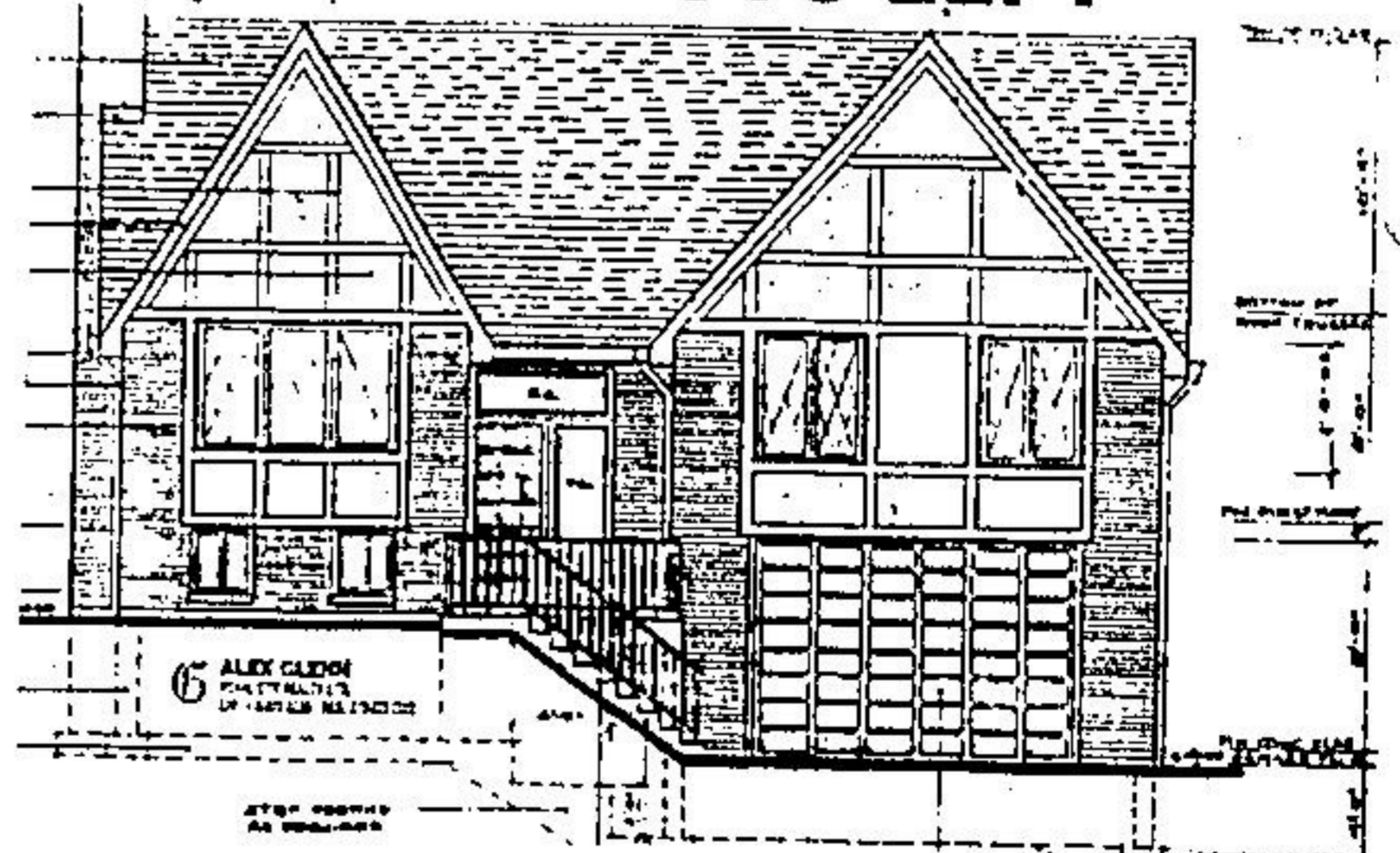
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