

Last-minute appointments

(NC)—Once you have listed your home with a real estate broker, you, naturally, expect them to do their best to sell your home as quickly as possible.

During the listing period, most salespeople arrange appointments to show your home with sufficient lead time and at times that are convenient to everyone. That's what we'd all like.

However, sometimes a salesperson tries to make a last-minute appointment. That's because his prospect/client is on a tight schedule. Should you be annoyed? NO! In fact, last-minute appointments are usually the best ones.

Why? These are usually buyers from out of town moving into your area. They are short of time. House-hunting trips are usually only a couple of days. So, they don't have the luxury of time when trying to squeeze in several houses in a single day. Moreover, they want and need a house now—not in a year. Hence, this type of buyer is

REAL ESTATE AND YOU

Jamie Johnston

also more likely to make an immediate offer to buy.

In contrast, someone who already owns a home in the area, but would like to buy a bigger one can take their time. They can look for months and never make an offer.

So, if you are really interested in selling your home, approach the last-minute appointment as an opportunity. Even if you have to scramble to organize your home, remember, this could be your buyer!

For a free copy of "How to Sell Your Home", please contact the Canada Trust/Realtor office nearest you.

The electronic air cleaner. A must in an energy efficient home

(NC)—In these days of high energy prices most homes—even older ones—are fairly "tight". This means air does not pass easily in and out when windows and doors are shut. This conserves energy by preventing the escape of air that has been centrally warmed in winter or centrally cooled in summer.

A problem that arises from this is that pollutants can't escape—dust, pollen, animal dander, bacteria, tobacco and cooking smoke, to name a few. This interior air, therefore, should be cleaned.

In the winter some cleaning effect is achieved by the air's passing through the furnace's filters. This is not especially efficient. An electronic air cleaner is 10 to 15 times more efficient than a standard furnace filter. It uses an electrical charge to "zap" dirty air particles and capture them. An electronic air cleaner is effective even on particles so small an electronic microscope would be required to see them. Tobacco

smoke, for instance, is made up of particles that small.

Electronic air cleaners have permanent aluminum cells that can be re-washed in a dishwasher or laundry tub and reused almost indefinitely.

In addition to giving you cleaner air to breathe the electronic air cleaner helps your heating and cooling system function more efficiently.

This is a good time of year to consider adding an electronic air cleaner to your home's comfort system. During the cold months ahead windows have to be kept shut, and the air cleaner will clean and freshen the air you breathe. When summer comes again it's in place to work with your central air conditioner, if you have one, or with your furnace's fan.

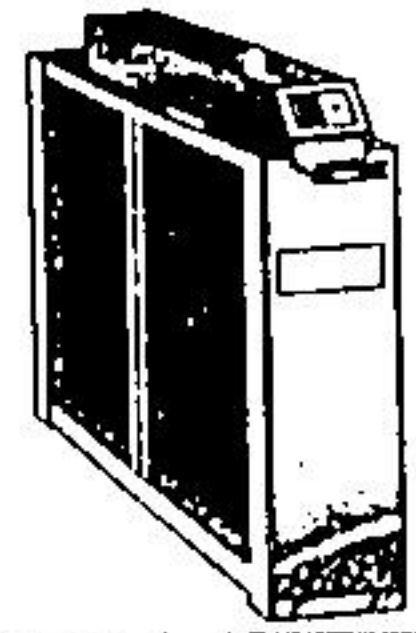
One of the electronic air cleaners on the market that meets with the approval of most experts is the ICG Purifier. This product traps up to 95% of airborne contaminants, including dust,

Home Comfort News



smoke, grease and dirt. It's easy to maintain and the dependability of the design is well-proved.

For all your home comfort solutions contact your local ICG Heating & Air Conditioning Dealer, or, for your nearest dealer, call 1-800-387-1300.



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WIGGLE YOUR TOES...
In the "barefoot broadloom" in this Park District home. Family oriented with eat-in kitchen, spacious bedrooms, fireplace in the family room, plus a guest bedroom and den. View all this for \$249,900 with Glenda Hughes or John Hill NRS-8144

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