

Referral networks do the work

In real estate, a Referral involved sending information from one office to another that cannot be serviced by the first office. Information is usually about a potential buyer or about a potential property that can be listed for sale.

The most common Referral Networks involved franchises. While some Independent Brokers are involved in sending referrals, it is on an informal basis. To do the job properly involves strict procedures, controls and necessary documentation.

Statistics show that 70%-75% of



REAL ESTATE AND YOU Jamie Johnston

people who buy a new home are simply "upgraders". That means these people are buying for lifestyle reasons. Transferees, people that are changing houses because of a change in job location, make up the balance of the buyers. So, 25% to 30% of the normal real estate market is directly effected by Referrals.

Even if you aren't moving out-of-town, companies with the best Referral Networks will receive the most out-of-town buyers and therefore increase the likelihood of selling your house. If you have a property to sell, then you want to reach the out-of-town buyer just as much as the in-town or upgrader buyer.

Even though the transfer market is only 25%-30% of the real estate market, these buyers are serious and very often forced to make their purchase with a sense of urgency the upgrader does not.

When people move between

cities they have to buy a home and usually within a particular time frame.

If you want to sell your property quickly, you need exposure to out-of-town buyers. Ask your salesperson about Referral Networks. If the Broker can attract out-of-town buyers than your chances of sale increase greatly.



NRS®

"We Never Sleep"



Glenda Hughes
Sales Rep.*



John Hill
Sales Rep.*

NRS NATIONAL REAL ESTATE SERVICE

NRS BRAND REALTY INC., REALTOR
AN INDEPENDENT MEMBER BROKER

45 MOUNTAINVIEW RD. N., GEORGETOWN

Toronto Line: 874-3048 Fax: 873-2477

873-0300

RESIDENCE 877-8402

\$259,900.



STEP INSIDE

to a big surprise! Fabulous addition with tons of glass, skylights, fireplace and overlooking the greenbelt. All the perks updated - just call Glenda Hughes* for a viewing. 9665

NEW



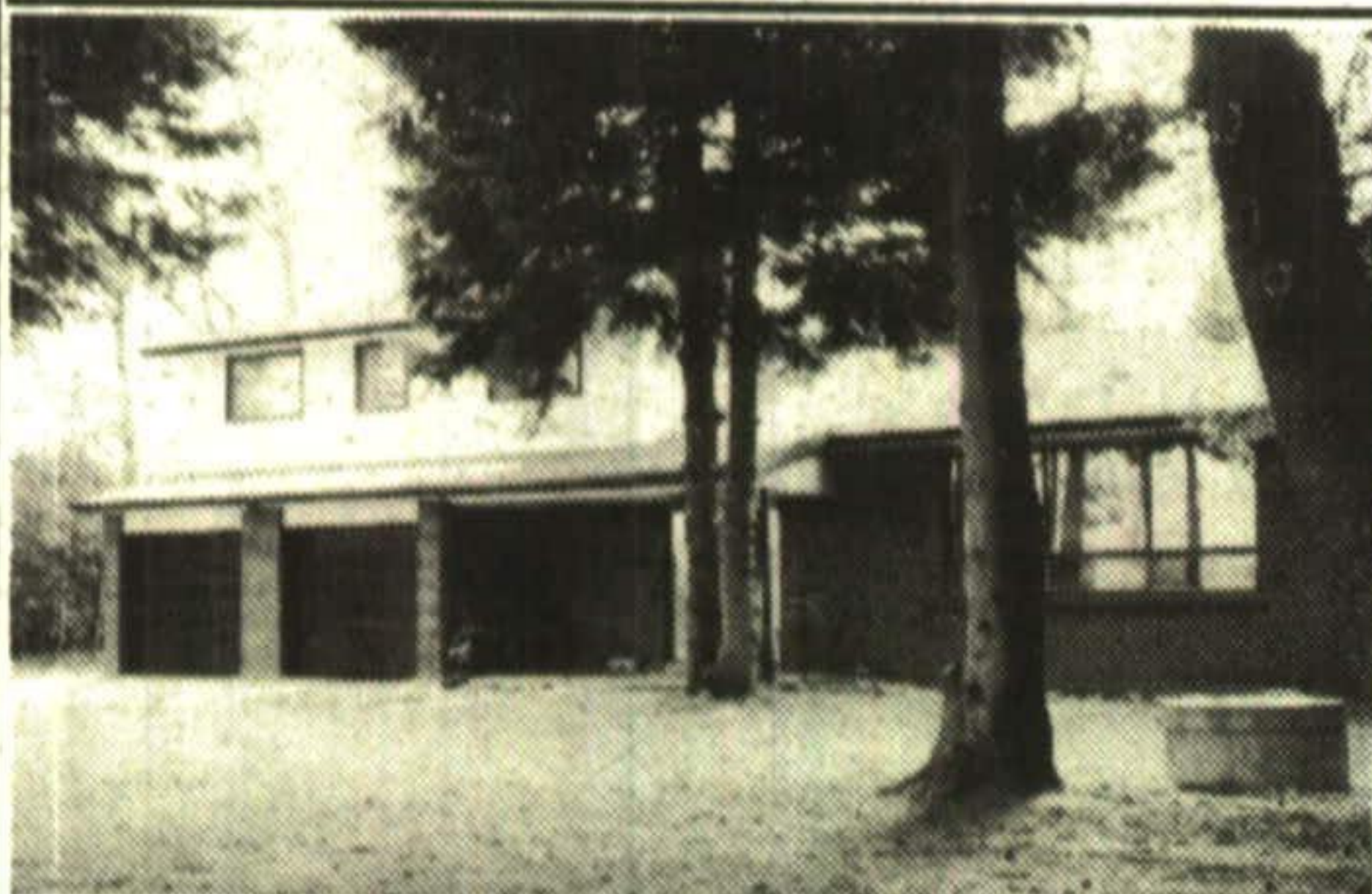
FABULOUS SPLIT-LEVEL!

Brand new listing for only \$179,000! Hillsburgh home that is beautifully decorated and with loads of extras. huge 24' kitchen, French doors, main floor laundry, extra 2 pce. bath. Pool and huge deck facing mature trees and open farmland. Call John Hill. 9746



CHECK THE VALUE!

What a gem! Beautiful family home with 4 bedrooms, gigantic family room, fireplace, ensuite, eat-in kitchen. It's a honey for \$224,900. Call Glenda Hughes* to view. 9690



CALEDON RETREAT!

2000 sq. ft., 4 bedrooms, 3 baths and one acre for only \$239,000!! Fabulous treed lot slopes away into ravine and creek - perfect for nature lovers. Call John Hill* for a personal tour. 9731



\$159,900.

A STEAL!

Pretty home with 3 bedrooms plus in-law suite. Could carry for less than a townhouse. New broadloom, new kitchen and done top to toe! Call hostess Glenda Hughes*. 9735



EASY TO BUY!

Rental income from separate building will carry \$40,000 mortgage on this \$165,000 home. 3 large bedrooms, huge living room, eat-in kitchen and 1-1/2 baths. Extensively updated. Call John Hill*. 9678

Freehold Townhouse For Sale Call Yvan* now!

CW92-002

"FREE"

DETAILED EVALUATION

Call Yvan* now to see how you can save thousands of dollars despite market conditions!



Yvan Desjardins
Sales Rep.*

873-3377

874-3057

873-2618 (Res.)

SOLD



Countrywide ALL-PRO REALTY INC. Independent Member Broker

3 BEDROOM SEMI NEAR DOWNTOWN



Extensive renovations have been done. This home shows very well. Great starter home for only \$124,900. WOW! Call now, Yvan Desjardins 873-3377. CW91-156

2-1/2 CAR GARAGE (BIG)



Country bungalow on the edge of town with new roof, siding, interlocking, finished basement (pine, great work), 1/2 acre. Only \$229,900. Call before it's gone. Yvan Desjardins 873-3377. CW91-177

CHEAP!! CHEAP!! CHEAP!!



2 semis for the price of one. Each unit has 3 bedrooms and 2 washrooms. Needs a little TLC but what the heck. Price only \$159,900. Call now, Yvan Desjardins* 873-3377. CW91-215

COUNTRY BUNGALOW



Close to Georgetown, Brampton, Mississauga. 3 bedrooms, 2 washrooms, modern kitchen, finished basement, all on 1/2 acre. \$239,000. Bring an offer to Yvan Desjardins at 873-3377. CW91-225

INDUSTRIAL WORKSHOP



1 acre just off Steeles Ave. south of Georgetown. 1500 sq. ft. shop, insulated, wired 200 amp. 1-1/2 storey, 4 bedroom house. Good set up for contractor, light business, etc. Only \$399,000. Call Yvan Desjardins 873-3377. CW91-246

2 BEDROOM BUNGALOW GREAT VALUE

Comes on 2 acres and a 2 car garage with 20 x 24 insulated workshop, total is 50' x 20' 2 storey, plenty of storage in the loft. Priced to sell at \$179,000. Call Yvan Desjardins 873-3377.