

Royal LePage recommends renovating before selling

Renovating your home can certainly increase its saleability, and sometimes increase its value, but it's best to look before you leap into the refurbishing game, according to Royal LePage.

To start, be aware there is no guarantee that the dollars you spend on redoing your home will be recouped when it comes time to sell your home. In fact, in some cases, you'll be lucky to obtain 50 cents on every dollar spent.

So what makes sense? Investments which promise almost

a 100 per cent return include upgrading your flooring, increasing the attractiveness of your family room, and installing metal doors as opposed to wood on your front entranceway.

A main-floor family room is as good a bet as a new bathroom. Chances are you'll be able to recoup whatever you spend (within reason) on your family room, whether you have to add an addition to accommodate the family room or just change the facing on the fireplace.

If space does not allow for a



family room, consider adding a solarium to your kitchen. A quiet area overlooking landscaped gardens and shrubbery can go a long way in easing tension after a hard day at the office.

Marble, hardwood and ceramic flooring are key in today's renovation circle. Interior designers note that there appears to be a trend back to hardwood for its natural splendour. In kitchens and bathrooms, ceramic floors are the rage, even though high-end vinyl coverings are comparable in price.

The security of metal doors, combined with the advantages of being maintenance-free and providing a better seal, have attracted many a buyer. Although wooden doors are quite beautiful, they tend to need staining and are likely to require adjustments, especially within the first year after installation. For those who would like to compromise, fibreglass doors offer the appearance of wood and most of the advantages of metal doors.

Less promising returns can be expected for finished basements, pressure-treated wood decks and security systems.

Since the need for a finished basement can significantly vary, most home owners shouldn't finish their basements just to increase saleability.

By all means, finish the basement if your family can use the

extra living area, but don't rely on purchasers to utilize the space in the same manner. Purchasers may want basements which include nanny suites, or wet bars, or unfinished laundry and storage areas. So be wise, don't second guess a potential purchaser's requirements.

If the summer months mean backyard barbecues and romantic nights of star gazing, a deck is in order. However, instead of opting for a pressure-treated wood deck, consider cedar. At an approximate cost of \$1 more per square foot, it may be money well spent to achieve a more natural-looking deck.

Although security is a growing concern, only six per cent of Canadian homes have any kind of monitoring or warning system. Clearly, a security system is not a priority for today's buyers. Generally, you can expect to spend at least \$1,000 on a security system. However, they're really not necessarily a cost-effective upgrade for houses less than 2,000 square feet.

One final thought to keep in mind. No matter how much a homeowner spends on renovations, he or she can't expect to get much more than the average price homes are selling for in their neighborhood. So spend wisely and reap the rewards.

Brampton 2nd in construction

The City of Brampton was second on the list of Metropolitan Toronto area communities in terms of new home construction last year, according to a home builders' survey.

Brethour Research Association, which compiled statistics on house sales for the Greater Toronto Home Builders' Association, said Mississauga had the highest number of house sales in 1991 with 3,931, followed by Brampton with 1,424.

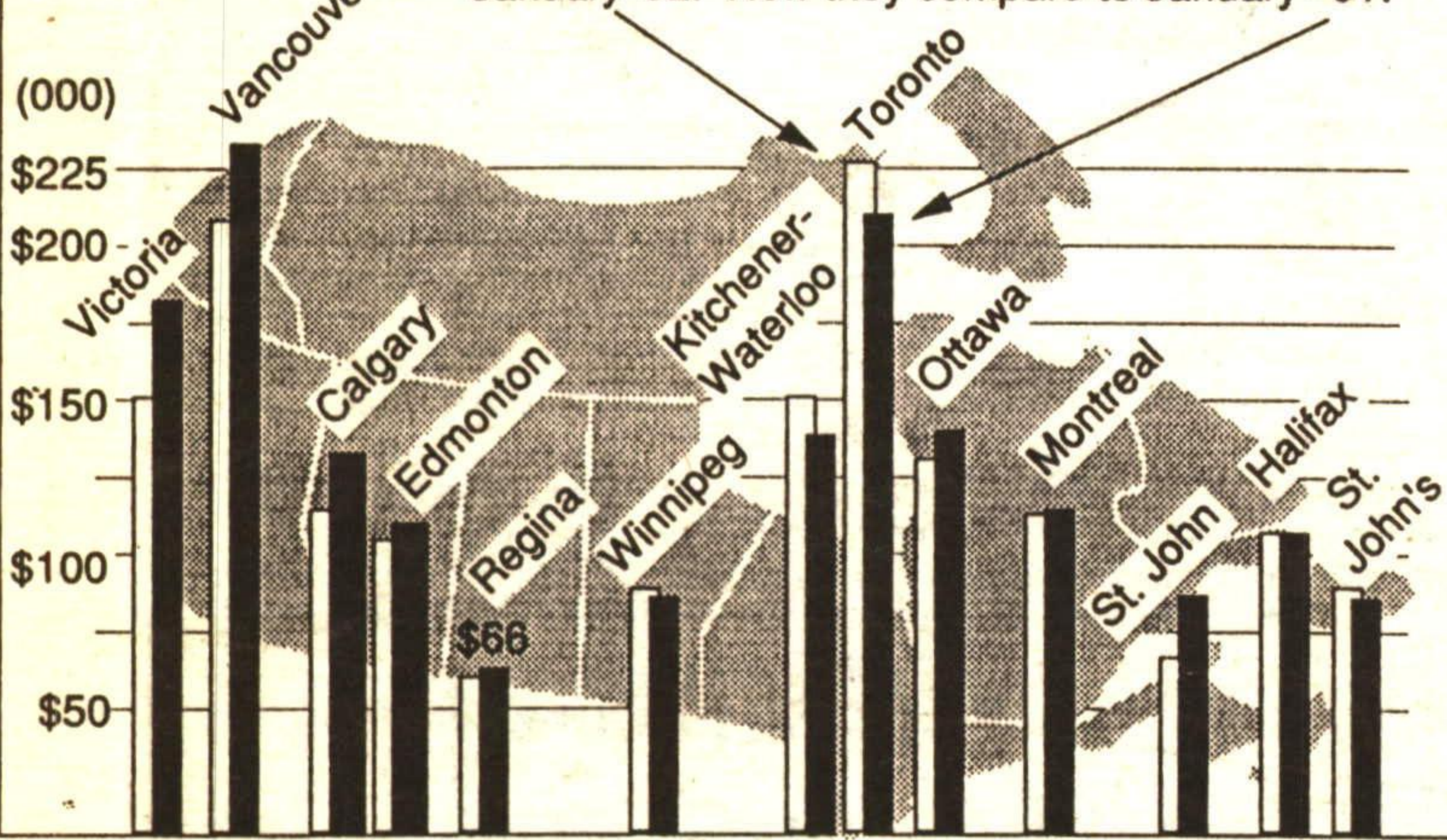
Newmarket had 701 homes sold, while Thornhill was fourth on the list with 691 new homes.

at a glance

by M.F. Wiebe

House prices

Resale house prices in Vancouver climbed higher than Toronto in January '92. How they compare to January '91:



Basic data: Statistics Canada, The Globe and Mail

**GST
PST**

**SALE STARTS MAR. 9TH
AT 10:00 a.m. SHARP
AND ENDS SATURDAY
MAR. 14TH AT 5 p.m.**

PAY NO GST OR PST

KITCHEN SET
\$999 TAX Incl.

SOLID MAPLE KITCHEN SET
2-10" Leaves, 4 Solid Side Chairs All in a Honey Finish.
\$699 TAX Incl.
REG. \$999.00

1 BEDROOM SUITE
Dresser, Oval Mirror, 4 Drawer Chest,
\$2399 TAX Incl.

SOLID OAK DBLE. PEDESTAL SUITE
2-12" Leaves, 6 Windsor Chairs, Buffet & Hutches also available at similar savings.
\$1999 TAX Incl.
REG. \$2539.00

SOFA AND CHAIR
from Love seats and wing chairs also
\$699 2 Pc. TAX Incl.

CRAFTED FROM SOLID CANADIAN HARDWOOD
Beautifully stained in cherry or pickled pine finish. Absolutely no particle. Suite incl.: Large armoire, triple dresser, triple mirror not shown, Queen size Head Board, Footboard, Rails & night table.
\$2499 TAX Incl.
REG. \$3459.00

ch, Harvest Table with 2
n 10 colours. Reg. \$2399

• Double Pedestal Table with 6 Windsor Chairs Reg. \$1999 **\$1299**

THE PRICE YOU PAY!!!

190 Hwy. 7 W. Unit 53-57
BRAMPTON
452-9820



HOURS:
Mon & Tues. 9-6
Wed. to Fri. 10-9
Sat. 10-5



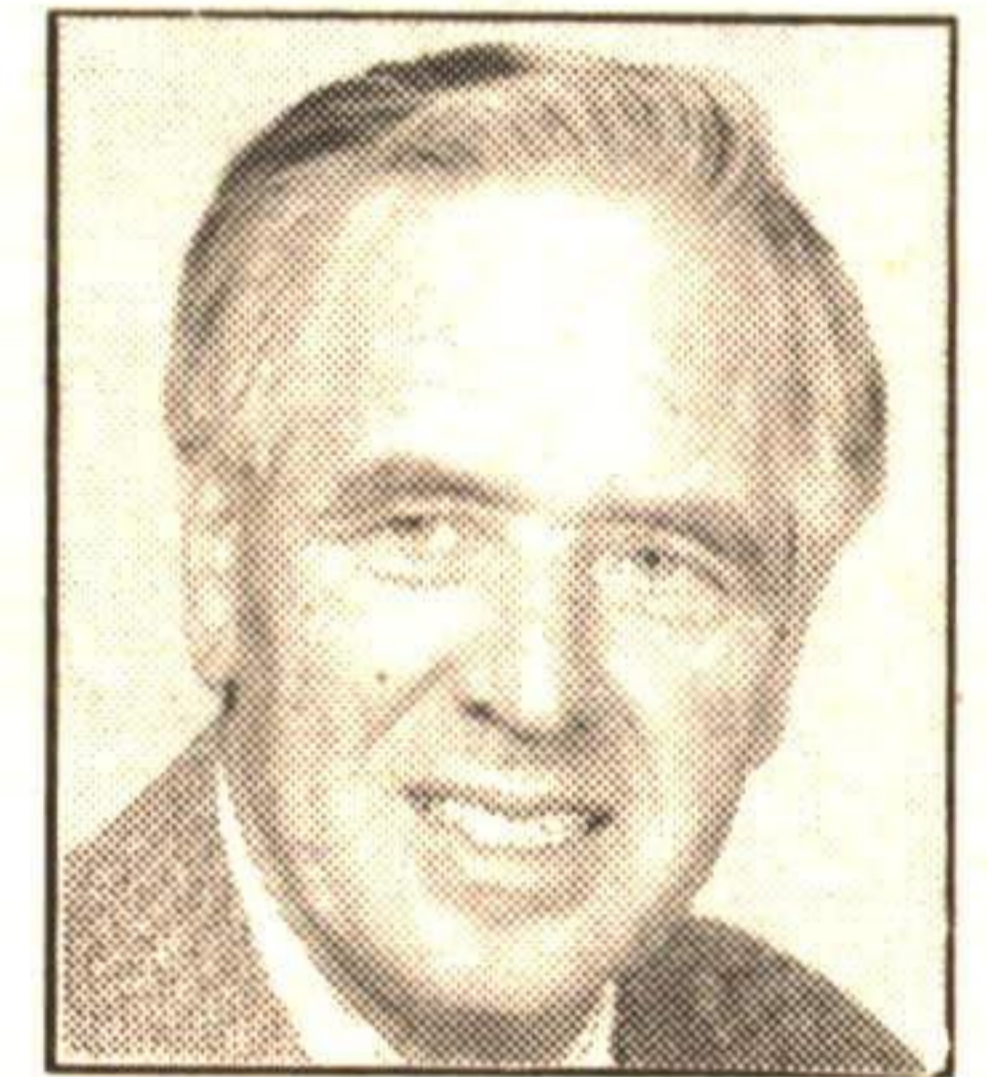
RE/MAX

BLUE SPRINGS

Realty (Halton) Corp.

519-853-2086

519-853-0439 (Res.)



*Sales Rep.

Bill Lamberink*



DARE TO COMPARE!

Reduced to \$229,900. 4 bedroom home in very prestigious area of town. Main floor family room with walkout to large deck. Double car garage. Call Bill Lamberink* for all the details.

RMAC92-17



LOCATION, LOCATION, LOCATION

Beautiful 3 bedroom bungalow only 3 yr. old in Rockwood. Many extras. Large deck, pool and the most gorgeous lot with mature trees and backing onto mature bush. All this at \$234,900. A must to see. Call Bill Lamberink* for appointment now.

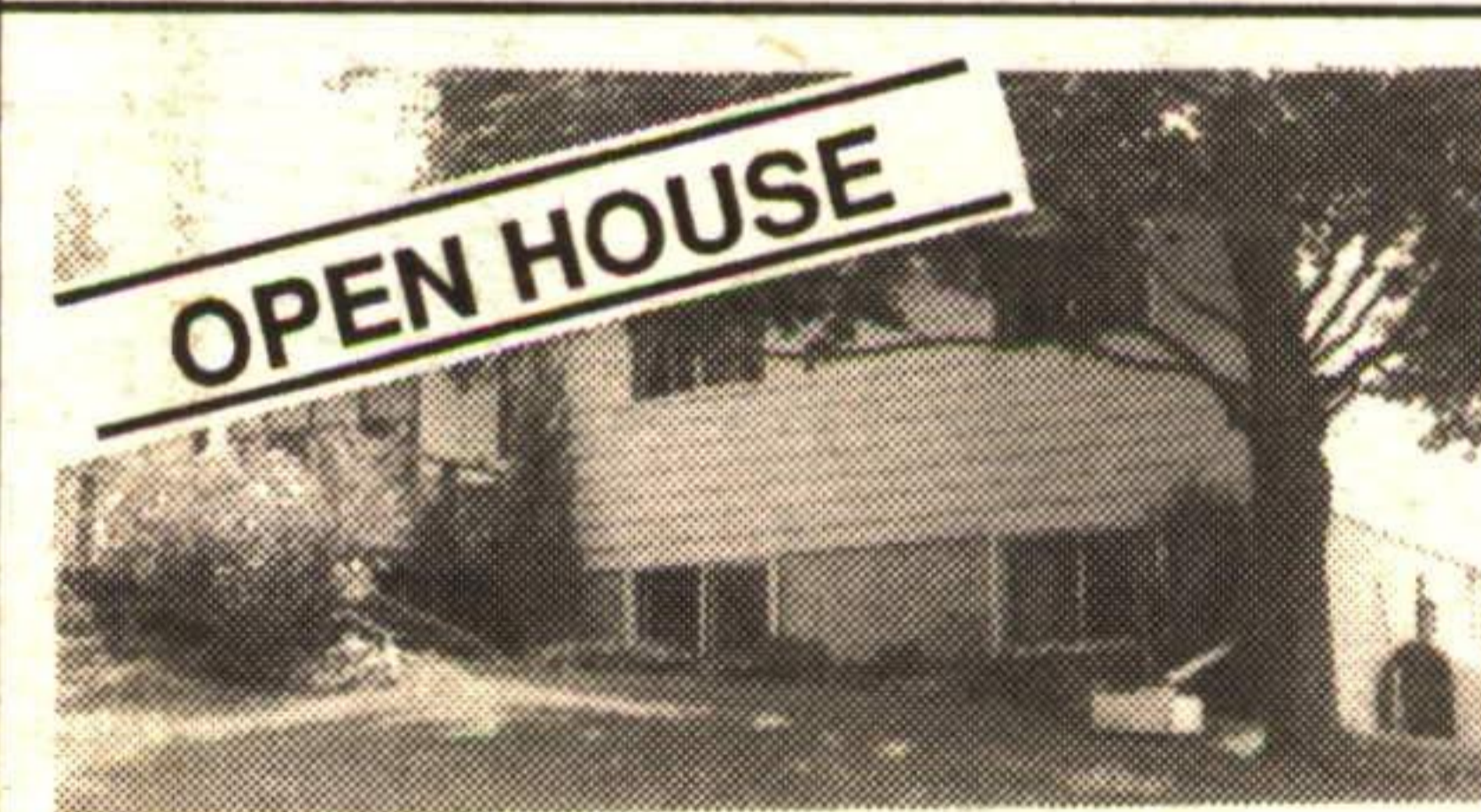
RMAC92-28



DON'T MISS ME!

Three bedroom home on Delrex Blvd. Pie-shaped lot. Very clean throughout. Walkout to sunroom and deck. Large rec room with wet bar. Eat-in kitchen. All this for \$179,900.

RMAC92-31



OPEN HOUSE

**SATURDAY, MARCH 7
1-4 P.M.**

**9260 WINSTON CHURCHILL BLVD.
SPRING IS ALMOST HERE**

Act now on this 8 1/2 acre property - excellent for gardening, landscaping etc., plus a nice clean 3 bedroom home. Walkout from basement. Large deck in front and rear. Reduced to \$395,000.

RMAC92-16



**GOOD BUY LANDLORD
\$152,900**

Very cute two bedroom home. Eat-in kitchen, finished basement with woodstove and extra bedroom. Large lot - 50 x 120 ft.

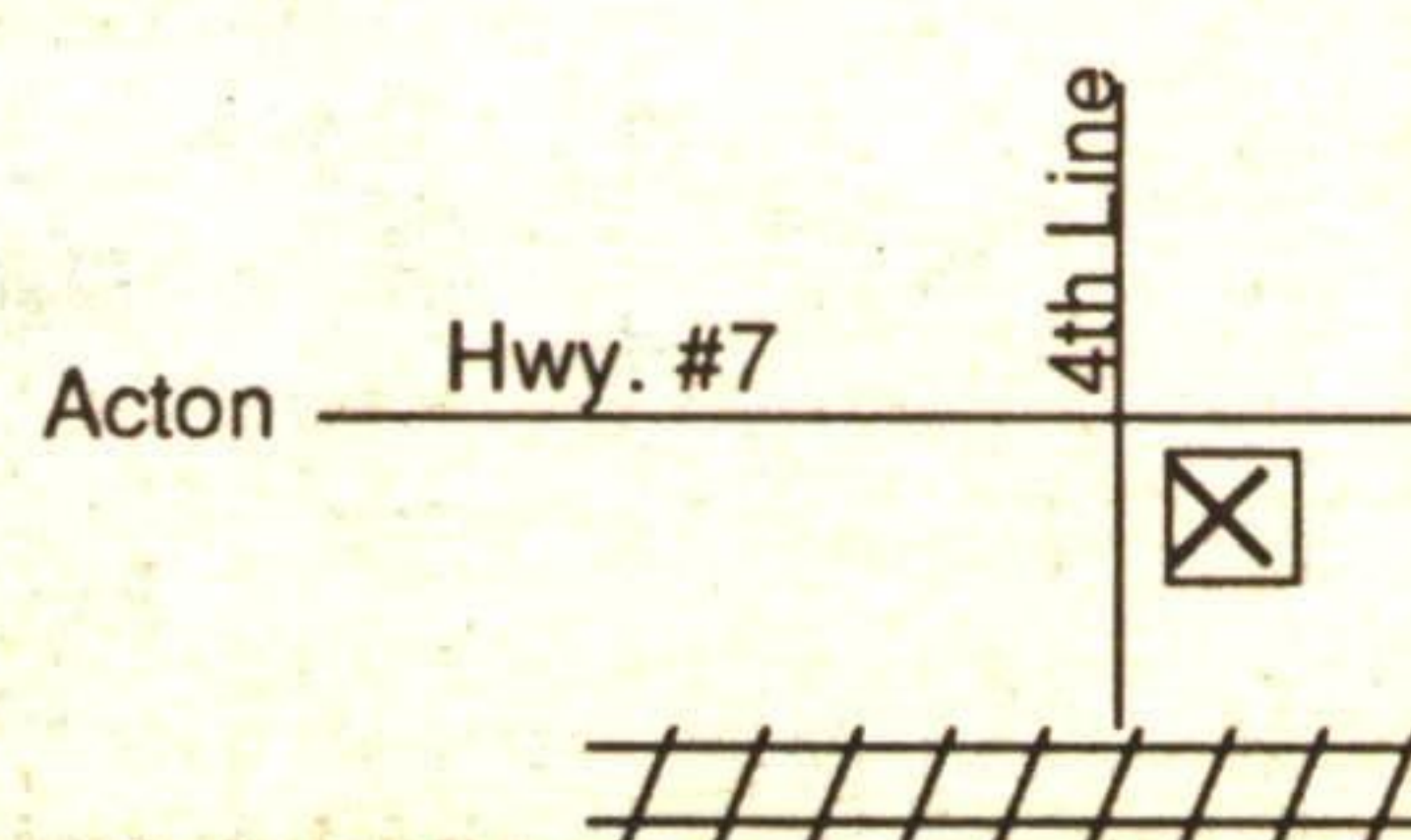
RMAC92-32



LITTLE PARADISE

Will buy you this most beautiful 2 acre property professionally landscaped, 3 bedrooms, large master bedroom with ensuite, fireplace, screened-in patio. Only 10 minutes to 401. Call Bill Lamberink* for inspection.

RMAC92-20



**1/2 ACRE
BUILDING LOT**

Located on 4th Line south of Hwy. #7. All levies paid. Drilled well on property at \$82,500.

RMAC92-33