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Erin Res.



**MARTHA SUMMERS**  
Sales Representative

**CALEDON \$249,000**



NEW  
Recently renovated with bleached oak kitchen, bathroom with pedestal sink, finished loft with dormer, hardwood floors, bright and spacious on 2 acres.  
92-2-495

**MILTON 34 AC - \$699,000**



NEW  
Custom home privately situated with all the amenities: family kitchen, fireplaces, 4 bedrooms, sunroom with hot tub and sauna. 40x60 utility bldg. - PRICED INCLUDING 5 ACRE SEVERANCE. \$699,000. Excellent location.  
92-2-510

**GEORGETOWN - \$179,000**



NEW  
Need help with your mortgage? Charming home with inlaw on lower level with separate entrance. Pine floors, pine kitchen, claw foot tub, separate yards plus large 2 car garage.  
92-2-526

**ERIN - \$239,000**



REDUCED  
Vendors are relocating. Country warmth with pine floors, solarium type kitchen, fabulous master with ensuite complete with marble and skylights. Good country value.  
92-2-281

**CALEDON \$419,000**



REDUCED  
Value for location. 25 acres on King St. West of Hwy. #10 with 715' frontage. Ceramics, whirlpool, country oak kitchen, finished rec room with woodstove and wainscoting.  
92-2-424

**ERIN \$254,000**



REDUCED  
Located south of Erin Village on paved road. 3 bdrms., raised bright living room, country kitchen, finished rec. room, 24x40 barn and good riding country.  
92-2-275

**ROCKWOOD - \$359,000**



74 rolling acres, paved road, treed driveway, barn & 54 x 34 implement shed. Spacious bright home. Stone fireplace, oak kit.  
92-2-474

**CALEDON - \$319,000**



Builder's Value - quality design and construction. Hardwood floors, large deck, oak kitchen, 3 bdrms. and a fabulous ensuite lower level walkout.  
92-2-420

**NEW - MILTON**

5 vacant acres. Fabulous building lot with good access to 401. \$150,000  
92-2-509

**LOOKING FOR AN INVESTMENT?**

Adjacent Mistywood Subdivision on Hwy. #24 at 1st Line East, Caledon. 49 acres with proposal for subdivision. \$1,800,000.  
92-2-390

**WINSTON CHURCHILL LOCATION**

75 acres north of Norval with proposal for 15 lot estate subdivision. Property has pretty views, ravine and stream. \$699,000.  
92-2-374

**ERIN - \$349,000**



Builders own quality - open concept with sunroom and fabulous views. Gorgeous country kit., hardwood floors, finished lower level with walkout, fireplace, washroom & extra bedroom.  
92-2-310

**ERIN - \$589,000**



Run your own business. Indoor arena. 38 stalls, pad-docks, sand ring and 89 acres to ride on. A bonus is the century stone home with 4 bdrms, finished loft, country kitchen with brick fireplace. A must to see.  
92-2-485

**ERIN - \$245,000**



Complete 5 acres south of Village. 5 stall barn, 3 pad-docks, lovely hardwood bush and a pond. Tastefully decorated 4 bdrm home with finished rec room, pine wainscoting in eat-in kitchen. It's all here. \$245,000.  
92-2-397

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**8 BROCK ST. ACTON**  
Thinking Real Estate?  
Call Marvyn Morgan\*\*  
RMAC92-76



**HUGE 5-LEVEL HOME IN  
OUTSKIRTS OF ACTON**  
Backs onto open fields. Two walkouts to lot, family room with fireplace and 2 washrooms, high efficiency furnace and central air conditioning. This home is a must to see.  
RMAC92-95



**HOME WITH HUGE ADDITION  
FOR LARGE FAMILY - \$164,900**

This brick home has 4 bedrooms, 3 washrooms, 2 recreation rooms one with woodstove and wet bar, huge eat-in kitchen, garage. Need to know more? RMAC92-55



**POWER OF SALE  
\$97,500**

3-bedroom semi with family room addition. RMAC92-88

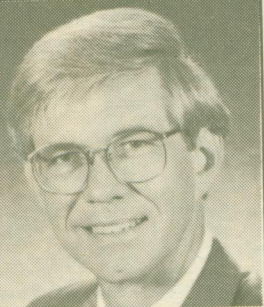
**Marvyn Morgan, Associate Broker Res. 873-2862**

**Making it in  
Real Estate  
Today**

By George Perdue,  
B. Sc. P. Eng.



**Money  
Talk  
with  
George Perdue**



Certainly real estate has declined in value during this recession. In the long term scheme of things, in the past, real estate has always come back to reach new heights. However, this recession seems to be different. The recovery to date is lethargic. Unemployment remains high. Real structural change appears to be happening. So, what will happen to real estate?

The once mighty Olympia and York Developments and a number of lesser real estate investors are suffering a cash crunch. Many have had to liquidate assets in a market awash in excess development just to raise cash to stay solvent. These "fire sales" have eroded prices, and save for a few isolated markets like Vancouver, real estate markets have experienced a broad decline.

Unlike individual pieces of property, real estate mutual funds have protected investors from excessive volatility by diversification. Some have added a policy of income based investing thereby avoiding the

swings associated with speculation. These funds are on average one third as volatile as Canadian common stock funds.

Since real estate has traditionally matched or outperformed the TSE 300, we can expect the long term trend to continue. In the short term the excess capacity will have to be discounted and absorbed in prices. Even so, during the time required for the digestion of the glut the real estate funds offer more than this inflation protection.

Through interest earned on cash waiting to be invested an interest income stream is generated for the investor. Some real estate funds will invest in real estate stock bearing dividends as a second cash stream to investors. This one has the dividend tax credit attached. The third income stream from real estate funds is derived from the rent on properties owned. This income stream is sheltered from taxes through the capital cost allowance mechanism. As long as the investor keeps the shares this tax deferred income can be

spent or reinvested at a very attractive tax rate. Once the shares are sold the appropriate amount of the capital cost allowance is recaptured for tax purposes.

Most people are reluctant to buy-in when the markets are depressed. Some will feel safer with their money invested in treasury bills, mortgages, and bonds. However, the real estate boom of the late 1980's started in the recession of 1991 and 1992 when prices were depressed much like today. The position in the cycle is near right. If the future unfolds as the past, real estate will once again prove its worth. The decision to invest here like all other investments depends on the investors personal investment goals and circumstances. One must consider the position in the cycle - and whether the cycle will repeat as it has in the past.

George Perdue is a Financial Planner, Business Consultant, and Partner in Money Concepts, Halton Hills. He can be contacted at (416) 873-1877.

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