

HIRING THE WRONG AGENT CAN COST YOU THOUSANDS OF DOLLARS!

Planning to sell your home? How will you find the right agent to represent you? What traits should that person exhibit?

When choosing an agent, expect excellence! That's right - "excellence". A real estate representative will display certain characteristics or traits, all of which add up to real estate excellence.

What are those traits? Commitment, superior knowledge, empathy, enthusiasm, consistency and stick-to-it-iveness are but a few. Here's why they

are so important when selling your home.

Commitment is evidence of the desire to achieve an objective. When you list your home for sale, the objective is a favorable sale. Would you want anything less than your agent's total commitment to that objective?

Superior knowledge is the direct result of two things: 1) Formal education, and 2) Daily contact with buyers, sellers, attorneys, lenders, fellow agents and others directly involved in real estate.

Look for an agent who regularly pursues additional training and who is active in the local real estate market.

Empathy and enthusiasm can be found together in the successful agent. Look for a person who listens carefully to what you say, and responds with energy, a good attitude and a smile. Such an agent will attract buyers too.

Consistency and stick-to-it-iveness can usually be found together also. Look for an agent willing to

repeat the same tasks over and over without quitting. Locating a buyer for your home is not a simple task. It is accomplished through the exercise of determination in the face of rejection. It means not giving up - no matter what.

When choosing an agent to sell you home, ask questions - lots of them. Look for the traits mentioned here, and you can enjoy the benefits of an early sale at a favorable price.

Yvan Desjardins



2500 SQ. FT. + 1500 SQ. FT.

8th Line S. of Georgetown. \$309,000.

RM252-94



NORVAL ESTATE

Ravine lot like a park. \$529,000.

RM325-94



ROYAL TREAT

3160 sq. ft. of pure quality. \$419,000.

RM020-95



IT'S LOADED

8th Line S. of Georgetown. \$359,000.

RM028-95



69 ACRES - LIMEHOUSE

House, barn, drive shed, stream. \$329,000.

RM371-94



STARTER DREAM

Super sharp semi. A true 10++. \$124,900.

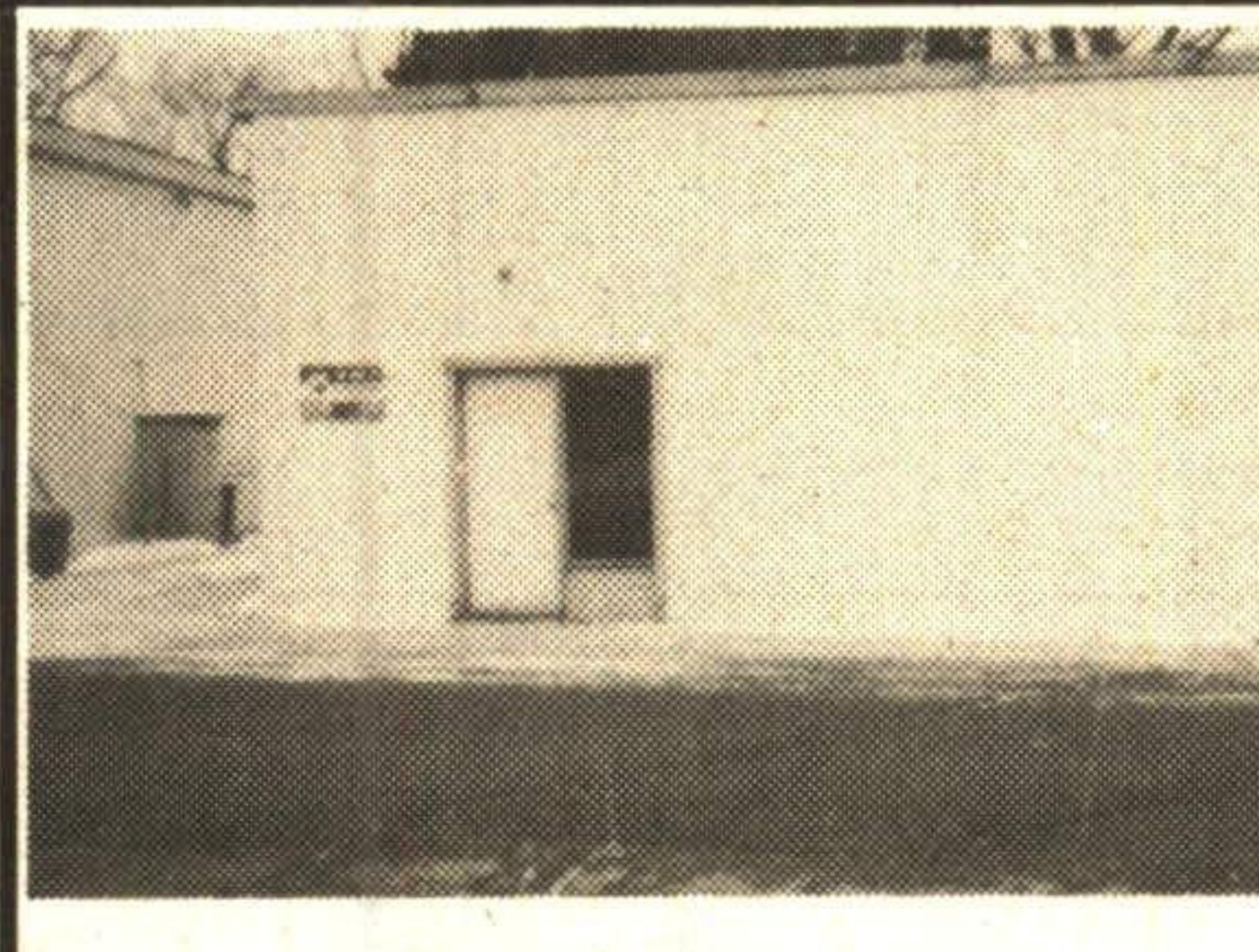
RM016-95



SUPER CLEAN

Finished basement. 1 car garage. \$189,900.

RM029-95



GREAT POTENTIAL

Downtown commercial. 1800 sq. ft. retail/400 sq. ft. storage. \$129,900.

RM030-95

**GEORGETOWN
VACANT
LOT
\$45,000**

RE/MAX SUBURBAN
(91) INC.

905-877-5211
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**YVAN
DESJARDINS***

SALES REPRESENTATIVE



★★ \$239,000 ★★

**TWO
FOR ONE**

Spacious main home with 2 bedroom upper in-law suite plus outbuilding, set on over 2 acres only minutes from Georgetown. Call **Anne Genoe**** for details.

RM304-94



★★ \$149,900 ★★
OLD TOWN CHARM

plus the perfect location, only minute walk to schools, spacious brick home on large lot with detached 2 car garage. Call **Anne Genoe*** 877-5211 or 853-1505.

RM034-95



★★ \$218,000 ★★

30 ACRE HIDE-AWAY

with 4 bedroom bungalow. Call **Anne Genoe**** 877-5211 or 853-1505.

RM367-94



**NEW
PRICE**

★★ \$235,000 ★★

**GEORGETOWN
PARK AREA**

A picture is worth a thousand words. Need I say more? For a personal viewing and feature sheet with details on this home call **Anne Genoe**** 877-5211 or 853-1505.



WHAT A DEAL!

★★ \$168,900 ★★

6 3/4% MORTGAGE UNTIL 1999

for qualified purchaser to assume goes along with this spotless bungalow, done up to the "Nines" and situated on extra large lot in town. Call **Anne Genoe****. RM165-94

****LISTINGS NEEDED****

GET READY FOR THE SPRING MARKET

★★★ FREE EVALUATION CERTIFICATE ★★★

Find out the value of your home in today's market.

Call **** ANNE (DeFOREST)GENOE ****

Associate Broker

Bus: 877-5211 Res: 853-1505 Erin: 833-7117 Tor: 874-3051

Put My Experience To Work For You

RE/MAX Suburban (91) Inc., 360 Guelph St., Georgetown

Some restrictions do apply. Not intended to solicit properties already listed for sale.



ANNE (DeFOREST) GENOE
****Associate Broker**

★★★★ YOUR ★ HOME ★ GUARANTEED ★ ADVERTISED ★ WEEKLY ★ UNTIL ★ SOLD ★★★★★