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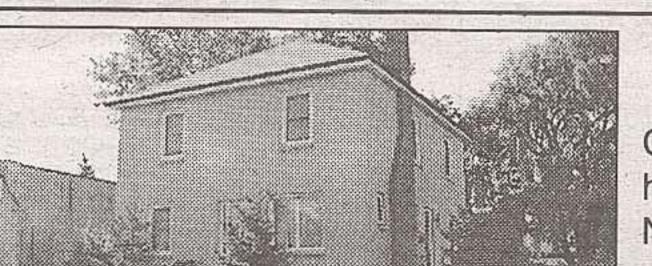
Real Estate Digest

CALL BILL - 877-5165



GUELPH STRIP COMMERCIAL

96 feet of frontage where the Action is! Great exposure for your business! Newly listed at \$299,900. Discuss with Bill Ellis**.



PRIME STRIP COMMERCIAL

C2 zoning on this corner lot for 5 high visibility in uptown location. Newly offered at \$299,900. Get details from Bill Ellis*. 98-427-30

Assoc. Broker

Johnson Associates HALTON LTD., REALTOR



CALL BILL - 877-5165 CALL BILL - 877-5165



BOVIS BEAUTY \$184,900

Well cared for and immaculately kept. 3+1 bed-

rooms, eat-in kitchen with walkout to deck and

private back yard, bay window, hardwood floors,

finished basement. A pleasure to show. Please

call Gord**.

ACTON OFFICE 519-853-2086 ROCKWOOD OFFICE 519-856-4348

TOLL FREE



YEARS OF Michele Dawe **EXPERIENCE**

GIVE US A MINUTE OF YOUR TIME AND WE WILL **GIVE YOU**

Gord Dawe Assoc Broker Sales Rep.



DOUBLE CONSERVATION LOT \$349,000 3400 sq. ft.custom built home

featuring 4 car garage, oak kitchen with sunroom, 4+2 bedrooms, 4 washrooms,hardwood floors, skylights, circular oak staircase. Brick fireplace, walkout, huge deck, finished basement with extra kitchen. Upgrades & quality. Please call



BUNGALOW ON 50'X154' LOT \$144,900

Bright, cosy and affordable. Large lot backing onto open field. 2 bedrooms, hardwood floors, gas fireplace, back deck, main floor laundry & front porch for lazy summer evenings. Please call Gord**

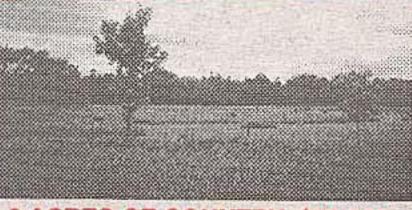


BRICK BUNGALOW \$167,900 Mature lot, quiet area, hardwood floors, plaster walls. Finished basement with gas fireplace, breeze=way, attached garage. Please call Gord** or Michele*.



100 YEAR OLD VICTORIAN **BEAUTY \$224,900**

Stately home in mature area by park, hardwood floors high ceilings, bay windows, beveled glass door, woodstove, main floor family room with walkout to large 17' x 26' deck and private backyard. Many upgrades. Renovated by Peter Zions. Please call Gord*** to view.



2 ACRES OF COUNTRY \$79,900

Scenic Eramosa Township. Beautiful views. Excellent building lot. Vendor will take back mortgage. Call Gord** or Michele*. RMRW97-147



This spectacular Century Stone home was built in 1858 and features a stone

fireplace, exposed stone walls, deep sills, 4 bedrooms, 3 washrooms & large front porch. The picturesque tree lined driveway opens up onto 9+ acres of landscaped parkland with spring fed pond. The Cottage Studio offers a second residence. The unique, historical Stone Barn was built in 1859. Please call Michele* or Gord**.

WELCOME TO

HERITAGE HILL

FARM - \$410,000

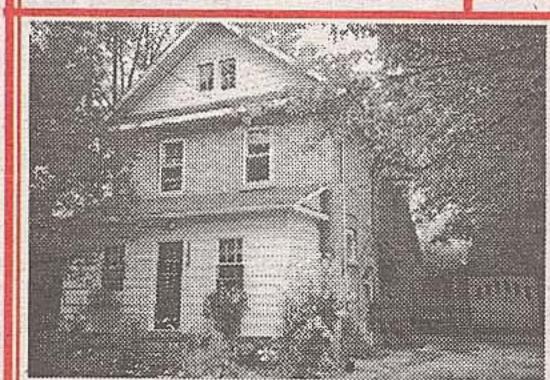


CUSTOM BUILD HOME \$184,900 3 bedroom backsplit (to be built) in mature area backing on to open fields. Great opportunity to choose your own colours and customize your house plans or ask us about our lot in Rockwood

for \$79,900. Please call Michele*.



COMMERCIAL \$249,000 Main downtown location. Approx. 3,000 sq. ft., 400 amps, security system, land for side loading or 2 bedroom apt. Vendor may assist in



OLDER HOME IN **ESTABLISHED AREA** \$174,900

90 year old home nestled in the mature area of Rockwood. Large trees, perennial gardens, large private backyard, large deck, 3 bedrooms plus nursery, separate dining room, main floor family room. Please call Michele* or Gord** to view. RMRW98-072



FAMILY HOME IN ROCKWOOD

Bright sidesplit on mature lot, 3+1 bedrooms, finished rec room, hardwood floors, walkout from kitchen to brick patio. Michele* or Gord**. RMRW98-036



ESTATE 10 ACRES \$189,900

High and dry with wonderful views of the countryside. Fronting on 2 roads. 50 minutes to the Pearson International Airport. Please call Michele* or Gord**. RMRW98-064



RAISED BUNGALOW \$172,000 Bright 3 bedrooms, finished basement (potential in-law suite), family room with fireplace. Parking for 6 cars. Private side yard with 2 tiered deck.

RMRW98-109

Please call Gord**.



10 WOODED ACRES IN ERAMOSA TOWNSHIP Partially cleared, sandy loam soil, potential pond site. \$69,900. Please call Gord** or Michele*. RMAC97-196

Canadian real estate is a good investment bet

Then Tom wanted to diversify his investment portfolio, his dad advised him to look at real estate. "You can never go wrong there," he said. But Tom, remembering the collapse of the real estate market in the early 1990s, was not so sure.

"I'm with dad," says Dennis Epstein, CA, a partner with Toronto-based Horwath Orenstein. "We've been advising clients for years that although real estate values collapse from time to time, these investments are viable for the long term. Now we're seeing exciting new opportunities in Canadian real estate."

Harold Burke, CA, a partner of Price Waterhouse Coopers in Toronto adds that "mortgage rates are low and financial institutions are very anxious to lend money. As a result, people are in a position to make reasonable returns."

Burke explains that we are currently in a "positive-spread investment environment." This means that the more you use debt to finance your real estate purchase, the higher your potential return on the equity portion of that investment.

It works like this. Say you pay \$100,000 for a piece of real estate, perhaps a small office building. Income after all expenses is \$9,000, giving you an annual return on your investment of 9 pe cent. "This is called a cash-oncash return."

"Now, if you borrow \$50,000 at 7 per cent, then you will have \$9,000 income, with a \$3,500 in interest expense, giving you a total return of 6.5 percent. But you've only invest-

ed \$50,000 of your own money, so the cashon-cash return on that is actually 13 per cent. If you took this to the ultimate end and borrowed all the money-which is unlikely you'd still get your \$9,000 and pay \$7,000 interest, leaving you with \$2,000 even though you've spent none of your own money."

Burke warns though, as with any investment, there are risks. "You must be able to identify all the pertinent costs, not just the sale price. The property must be in a good location. The quality of your tenants is a big factor. There are many things to consider before making a real estate investment."

Stephen Thompson, CA, a tax partner with Wilkinson & Company in Trenton stresses that these types of investments are not for short-term gains.

"They are for long-term investors. With raw land, for example, you are looking at least 10 to 15 years, with little potential return on investment likely unless you're looking at developing the land for residential housing. In that case, higher returns are possible."

Before doing anything though, he advises, talk to a chartered accountant. "A CA will help you asses such investments by analyzing the costs, potential risks and return on investment. The CA will also be able to determine current and future tax consequences and help you structure your investment in the most tax-effective way possible. For investors who have patiently waited for the market to stabilize, real estate is once again a very good bet."

—By The Institute of Chartered Accountants of Ontario.



Heather (Whiting) Scotland**

R.L.I., Associate Broker

heatherscotland@yahoo.com

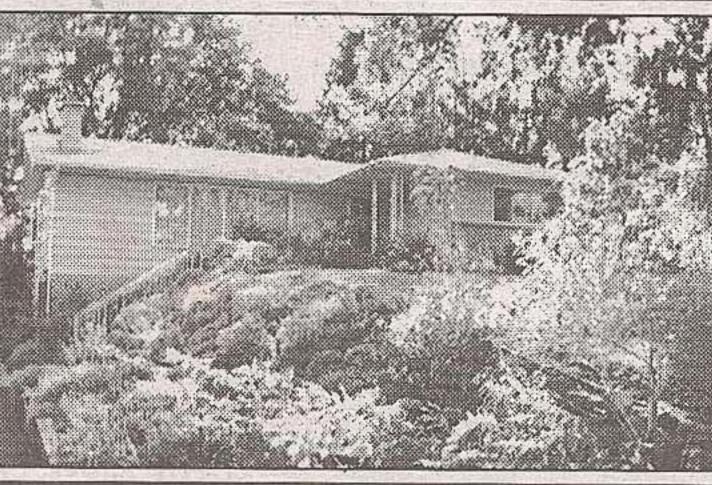
BLUE SPRINGS REALTY (HALTON) CORP.

Residential, I.C.I. and Land Development

Acton Office (519) 853-2086 Toll Free 1-888-833-1945



Leigh Whiting* Sales Rep. leighwhiting@yahoo.com



LOVELY HOME AND GARDEN

Well kept 1400 sq. ft. bungalow on private treed lot with gorgeous garden. 3+1 bedrooms, 2 baths, country kitchen, finished walkout basement, cosy rec room, 2 fireplaces and deck. Asking \$189,900. Please Call Heather Scotland** or Leigh Whiting*.

3/4 ACRE QUAINT VILLAGE LOT \$49,900

This 169 x 192 foot building lot would be ideal for a walkout basement overlooking the babbling brook - surrounded by mature trees and evergreens & just a stone's throw away from the river. Bring your plans or use ours - we can recommend a great builder too!! Please call Heather Scotland** or Leigh Whiting* at 1-888-833-1945.

RMAC97-200



CALEDON ACREAGE -\$279,900

This comfortable 4 bedroom home is set well back from the road on 7.9 gorgeous rolling and treed acres with frontage on Centreville Creek. Features include a main floor fam. room w/3 pc. rough-in suitable for in-laws, country kitchen, 4 pc. master ensuite, double garage and excellent barn/workshop. Please call Heather Scotland** or Leigh Whiting* at 1-888-833-1945.