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Real Estate Digest

RE/MAX

BLUE SPRINGS
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(Halton) Corp.

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REALTY
(Halton) Corp.



\$181,900

**WALK TO
GO TRAIN**

3 spacious bedrooms (master has huge closet), larger eat-in kitchen, finished basement rec room, single garage. Call Doug*.



\$179,900

Lovely 3 bedroom home with numerous upgrades and features. Newer gas furnace, quality wood-stove, 2 auto garage door openers and dishwasher. Roof reshingled & new eaves all in 1998. Main floor family room. Large double lot suitable for workshop or parking. Will appeal to your family. Call Carol Wood* to see.



\$314,900

Vintage Victorian Reproduction offers the relaxed living of yesterday. From the wraparound porch to the scenic 3/4 acre lot, upgrades have not been spared. Spacious open concept, quality appointments, 4 bedrooms & den. One of the most interesting homes you will see. Call me for a special tour.



NEW PRICE \$174,900

BEAUTIFULLY DECORATED

4 bedroom 2 storey home w/single car garage in great neighbourhood, finished rec room & large kitchen, DR & LR, walkout to deck & fenced backyard. Call Doug*.



NEW

\$122,900

Spacious townhome, walking distance to GO. Features include woodburning fireplace, central air, parquet flooring, broadloom and family room. Parking space is included. Both adorable and affordable. Call Carol* to view.



INDUSTRIAL UNITS AVAILABLE

1320 sq. ft. and 1440 sq. ft. units are available for lease or sale. Excellent terms to own your own unit with no money down. Vendor will apply rents paid to sale price over a 2 year period. Call Carol* for further information.

\$49,900

WANT TO OWN YOUR OWN BUSINESS? Popular retail outlet selling a variety of household goods, toys, gift items etc. High traffic location, turnkey business, all stock & equipment included. Don't pass up this opportunity to BE YOUR OWN BOSS. Call Carol* for details.



**DOUG
MEAL***

*Sales Rep.

877-5211

**CAROL
WOOD***

*Sales Rep.

877-5211



Are you over-priced?

How does a seller know whether their house is listed too high? Of course, a good salesperson will let you know. But sometimes your salesperson may be hesitant to tell you. Here's what to watch for:

The most obvious indication is when there's no action on your house, either calls, showings or offers.

However, there's another situation which may indicate that your house is overpriced. This happens when salespeople of other companies show your house to potential buyers on a frequent basis, yet no offers are ever received.

Why should these salespeople be so anxious to show off your house again and again if no offers result? Well, the answer is really quite simple. They probably have their own listings of similar houses that are listed at a price below yours. After showing your house they then take the buyers through their listing which is priced much more reasonably. In comparison to your house their listing looks like a bargain! So watch for salespeople who are continuously showing your property without bringing you an offer. Chances are they're selling their listing off your house.

If you think this may be happening, ask your salesperson to show you what other listings are for sale in your neighborhood. Compare the list prices of these properties. You, as a seller, are in competition with these listings for potential buyers. If your listing is not competitively priced, you and your salesperson can then decide on the next steps.

Ask for a comparative market analysis of your property before you set the list price. Don't accept a number off the top— demand to see supporting statistics on recent sales and current listings of comparable properties. Just as important, ask to see information on comparable houses that did not sell, so you know what price range the market won't bear.

Choosing the salesperson who proposes the highest list price is often not the best tactic. If your listing is overpriced it will discourage potential buyers, and waste your time.

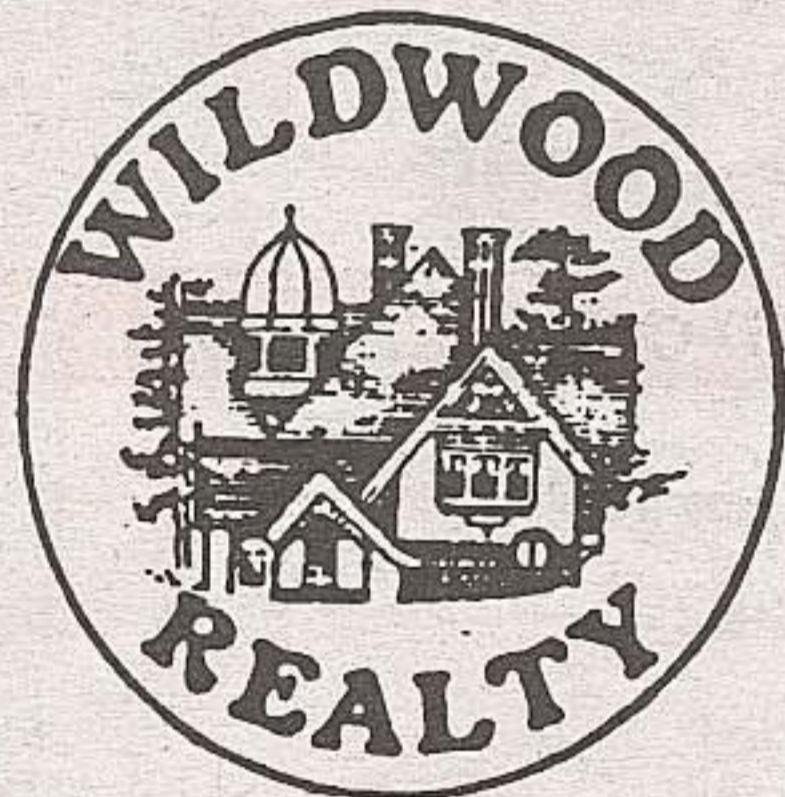
Choose the salesperson who is prepared to support their recommended list price.

Ask your salesperson to back up your marketing plan with a written guarantee of service. While no real estate salesperson can guarantee when your property might sell, or for how much, they can certainly guarantee what service they will provide to help you get results. Any reputable sales professional should be prepared to put their promises in writing.

Househunting reminders

- Look in the price range that fits your financial circumstances and that you're most comfortable with.
- Keep in mind your proximity to work, schools, shopping, recreation facilities, parks, libraries, hospitals and other medical care.
- Consider accessibility to major roads, expressways and public transportation.
- Examine the condition and market value of other homes in the area.
- Find out how property values are changing in the neighborhood.
- Find out about any future plans for the neighborhood and what it is zoned for.
- Determine the availability of public services such as garbage pickup, postal delivery, snow removal, sidewalks, sewers and lighting.
- Assess noise and air pollution levels.

If you'd like more information about home buying, contact CIBC at 1-800-465-2422 or visit its website at www.cibc.com/mortgages.



Wildwood Realty Inc.

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Serving Georgetown Area Since 1970



BRUCE ELMSLIE***
Broker/Owner

**YOUR HOUSE SOLD IN 90 DAYS
OR BRUCE ELMSLIE BUYS IT!!!**

Shop for your new home with a "GUARANTEE SALE" for the one you are leaving behind. (some restrictions apply)
Here's how it works!!

Allow me to appraise your present property and establish a current market value, based on comparable property sales in your neighbourhood.

"MARKET VALUE" is defined as a highest price estimated in terms of money which a property will bring if exposed to the market allowing a reasonable time to find a purchaser, who buys with full knowledge of all the uses to which it is adapted and for which it is capable of being used.

The agreement with me is to sell your property within a specific period of time. If I am unsuccessful . . . I will buy your house for the agreed price we have established. That's how confident I am in the ability to find a buyer. Should we be fortunate enough to obtain a better price than agreed upon, I will rebate the difference to you.

Wouldn't it be a relief to shop for your new home with "ready cash"? That's how you make a better purchase! A pretty "risky" move for me? Not really! It is my business to sell properties and I've got a whole lot going for me . . . powerful advertising programs to market your property correctly, along with the financial connections to assist you when making the move.

"Let me work for you . . . I have specialized in the marketing of resale properties in the Georgetown area for over 26 years. I started my real estate career with Robert Real Estate Ltd. in 1970, received countless awards for "top sales achievements", then moved to Re/max as an associate broker and received "top sales awards" three years running. I established "Wildwood Realty Inc." in 1987 and have been very successful in the sale of properties in and around the Georgetown area since that time.

Please contact me if you are planning a move, you will be delighted with the efficient and courteous service my Real Estate Company has to offer.

"WATCH FOR OUR LISTINGS IN THE WEEKEND PAPER!!"

Bruce Elmslie is Committed to satisfaction:

When Your Purchase Your Home Through Me And You Aren't Completely 100% Satisfied For Any Reason . . .

I'll Sell It for FREE . . . It's Just That Simple.

*** NOTICE ***

If your property is listed for sale with another broker, please disregard this offer and best wishes for a successful sale. This offer is not intended to solicit owners of properties presently on the market.

"I wouldn't sell a house that I wouldn't buy myself"

**CARRIERS
NEEDED**



GEORGETOWN

Delrex Blvd.

Carole Street

Windsor Street

Call Nancy
873-0301

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