

Your Realtor knows best

Buying or selling your home is a huge decision that plays an integral part in your financial future. When you decide to take what may be the biggest step in your life, the first person you should consult is a Realtor.

A Realtor can give you two things that are invaluable: expertise and experience. A Realtor's skill can guide you through the details of the complicated buying or selling process, and his or her knowledge of the housing market can help you make the best possible choice. Realtors are extremely dedicated individuals whose professional obligation is to serve the best interests of their clients.

Most Ontario homeowners and buyers know this to be true, but few know exactly why using a Realtor is so essential. Why are they so qualified to serve your home ownership needs, and what does it take for these individuals to become real estate professionals?

To become a licensed real estate professional in Ontario, applicants must undergo a thorough training program developed by the Ontario Real Estate Association. The program consists of three phases of progressing difficulty, all of which must be completed before an individual can apply to the Ministry of Consumer & Business Services for a probationary real estate licence.

If approved, the real estate salesperson must then apprentice under the guidance of a broker for the next two years. Three more in-depth courses must also be completed. These 'articling' courses deal with property law, the principles of appraisal and mortgage financing. This extensive training requires dedication and hard work, and makes Ontario Realtors among the most qualified in Canada.

Most real estate professionals in our province are members of the Ontario Real Estate Association (OREA) and only members

of OREA can call themselves Realtors. When you deal with a Realtor, you can expect not only strict adherence to provincial laws, but also adherence to a Code of Ethics. And that code is very important to you because it assures you will receive the highest level of service, honesty and integrity.

It is not training alone that makes a Realtor so valuable—his or her expertise extends into every aspect of home ownership. Realtors know how best to sell or buy a home, and their intimate knowledge of the real estate market will ensure that you get the best price possible. They will gladly clarify any legal terminology or government regulations for you.

For sellers, Realtors develop a marketing plan that can include scheduling open houses, placing advertising if desired and listing your property. They can pre-screen buyers so that only those who are truly interested and qualified view your home.

When it comes time to negotiate a price, a Realtor can act as a mediator between you and the buyer. This will allow you to remain at 'arm's length' during the often stressful negotiation process.

In addition, only Realtors have access to the Multiple Listing Service (MLS) which provides details on a wide range of properties. Assistance in evaluating financing options and mortgage rates is also yours for the asking.

Realtors strive to know exactly what you want in a home, and will go to extraordinary lengths to meet your needs. You can expect a level of honesty and integrity unmatched in any profession. As the relationship between you and your Realtor grows, a strong sense of loyalty often develops. In fact, a large proportion of homeowners use the same Realtor for each new house they purchase, whether they move across the street or across the province.



NEW \$399,000

Beautiful Bungalow

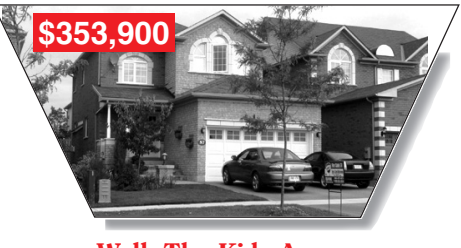
This beautiful bungalow has loads of curb appeal and sits on a large fully fenced lot in a quiet neighbourhood. The home features 3+2 bdrms, 2 bthrms, 2 gas FPs, large greenhouse-style eat-in kit., hrdwd flrs, trayed ceilings, mn flr laundry, great rec rm and large wrkshp. Call Tony* or Carol* to view.



NEW \$214,900

Oshawa

L.L rec room, 17.5 x 8 ft spacious, well maintained backsplite on quiet crt close to schools & shopping. Beautiful upgraded Oak kit w/ceramic flors, good size principle rms, CAC, gas heat, nicely landscaped & fenced yard. Huge in-law suite in lower level with fireplace & separate entrance & upgraded bdrm window. Included in price are 5 appliances up & 4 down.



\$353,900

Walk The Kids Across The Street To The Park

This 3 bedroom, 3 bathroom, 2 storey home is in the friendliest neighbourhood and offers a gas fireplace, finished rec room, nicely landscaped & fenced yard, double car garage & paved drive and it's only 3-1/2 years old. A great family opportunity.



NEW PRICE \$295,000

Beautiful Four Bedroom Sidesplit...

on huge private lot. Close to park, shopping, rec centre and schools. Flooring, roof cover and windows have just been replaced. Priced at \$299,000. Call Tony* or Carol* to view.



CAROL & TONY* WALRAVEN**
**Broker *Sales Representative

905-877-5211

RE/MAX REAL ESTATE CENTRE
Brokerage Inc.



Carol & Tony Support The Children's Miracle Network

THOUGHT FOR THE DAY

"Life is a tragedy for those who feel and a comedy for those who think!"
Jean DeLa Bruyere



Jennie Stanhope

*Sales Representative

RE/MAX Real Estate Centre Inc., Brokerage
178 Alma St., Unit 3
Rockwood, ON N0B 2K0

Office: 1-866-616-0210

Local: (519) 856-0135
Fax: (519) 856-0594
Email: stanhopes@sympatico.ca
www.jenniestanhope.com



\$329,900

TWO YEAR OLD BUNGALOW

Beautiful, mature & private treed lot in the village of Rockwood. Spacious 3 bedroom bungalow has master bedroom with ensuite and walkout to deck. Large eat-in kitchen with centre island. Formal living/dining room and main floor laundry. Finished basement with 4th bedroom, huge family room and bathroom. Immaculate condition with paved drive. Bigger than it looks!! Call Jennie* quickly to view.



NEW PRICE \$428,900

SMALL TOWN LIVING AT ITS BEST!

This 4 bedroom home is backing onto conservation land. With cathedral ceilings in the kitchen, living & dining rooms this will make this home larger than life. Beautifully renovated to enhance this already stately home. Enjoy entertaining with the help of the included beautiful stainless steel fridge and stove.



NEW

\$299,900

Open plan updated bungalow with huge eat-in kitchen to rear deck. Main floor laundry & full finished basement, with huge rec room with big windows & 3 piece bathroom. Beautiful landscaped yard with inground pool, heater and 2 level deck. Call Jennie* quickly to view.



TOTALLY RENOVATED BUNGALOW ON HUGE LOT

Open plan living, dining and kitchen with beautiful light wood floors and custom slate flooring. Ensuite bathroom with two person shower and walk through closet. Single garage and huge lot on mature street. All work is done, ready for you to enjoy. Call Jennie* now to view.



OWN A CENTURY HOME

This century all brick home is located in a quiet neighbourhood. Great location, great yard size, close to shopping and schools. This is the perfect home for the growing family. Place this home at the top of your must see list. Call Jennie* today for your personal viewing.



COUNTRY LOT \$349,900

Gorgeous half acre lot on dead end street overlooking pond and towering pine trees. Lovely stone bungalow with 4 bedrooms, ensuite, family room, office and open plan living, dining and kitchen. Relax on your private deck or curl up by the cozy wood fireplace. Call Jennie* quickly to view.



CENTURY CHARMER ON HUGE PRIVATE LOT

Beautifully renovated three bedroom home with deep baseboard and wide plank flooring. Relax on back veranda or interlocking patio overlooking mature treed lot. Entertain family and friends in main floor family room or formal living/dining rooms. Lots of space in updated eat-in kitchen. Main floor laundry and two piece. Lots of closets and ensuite bathroom. A real gem! See it and fall in love. Asking \$324,900. Call to arrange your viewing.



NEW \$204,900

SUPER SEMI ON LARGE LOT

Immaculate home with three bedrooms with walk-out to deck & large windows. Spacious living/dining rooms & eat-in kitchen. Three bedrooms and full bathroom on 2nd level. Large master bedroom has walk-in closet. This lovely home was only built in 2001. Call Jennie* quickly to view.