

# For Sale By Owner

The Toronto Real Estate Board reports the best month ever for January 2007.

In our market (Halton Hills and surrounding area) the statistics for the sale of detached homes were excellent as well. This January had virtually the same number of listings on the market and exactly the same number of sales as last year. However the average price this year was \$409,841 compared with \$357,778 one year ago, a gain of almost 15%.

We knew the market was strong for properties under \$500,000 but these numbers are proof.

Moving on to "FOR SALE BY OWNER"...

There are no statistics to tell us how successful this strategy is. However, several important factors are known. People selling their own homes are usually very confident people. They should realize that buyers of private sale homes are also very confident people who are looking for a deal.

Most private sellers offer a selling agent the same commission normally paid on a listed property. This is normally half the total commission. In this case we assume that the seller is trying to save the listing commission, which is the other, half. But remember, the buyer is looking for a share of that and usually all of that savings.

Therefore, there may be very little saving or none at all. When using an agent to list and sell your home the following services can bring the highest possible price and sometimes multiple offers.

- Professional representation – expert strategizing and negotiating. All paperwork and follow up done at no charge.
- Marketing – professional marketing exposing your home to the widest possible market through websites and local advertising.
- Computer search – 85% to 90% of buyers start looking for homes on www.mls.ca which

**REAL ESTATE CORNER**



**Lynn and John Drewry**

is not available to private sellers.

- Pre-qualifying buyers to establish that they are financially viable before going through your home.
- Exposure to all members of Toronto Real Estate Board – about 20,000 agents.
- Managing and conducting all showings, but most importantly providing Security to protect your home and contents.
- Professional advice on staging the home and what changes will get your the most money for your home.
- Access to proven professionals; lawyers, mortgage brokers, home inspectors, etc.

These professional services are virtually guaranteed to yield the highest possible price in the shortest amount of time.

People who list their homes for sale with an experienced agent can usually look to making more money with much less work.

We encourage you to send us your questions and ideas for future articles at john@lynnandjohn.ca or 905 873-0440.

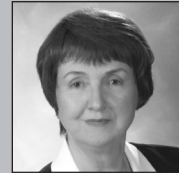
*Lynn and John are with Re/Max Realty Specialists Inc., Brokerage, one of the largest Re/Max franchises in Canada with 5 offices and over 450 sales representatives. Lynn and John work and live in Georgetown and have enjoyed a successful business in real estate during the last 12 years. John is a Broker and Chartered Accountant (FCA).*

## Johnson Associates

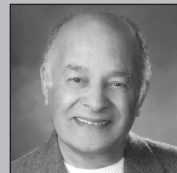
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**OPEN CONCEPT BUNGALOW CLOSE TO TERRA COTTA \$339,000**

Spacious bungalow with 3+1 bedrooms, 2 full bathrooms on a private treed 1/3 acre lot. Updated kitchen, finished lower level with large rec room, and woodstove. Upgraded vinyl windows, 1 1/2 car garage, paved drive, all the work has been done, just move in and enjoy the country living. Call Mary\*, Tony\* or Emma\* for viewing. **MLS#W1068274**



**STUNNING 1420 SQ. FT. SEMI**

This 3 bedroom, 4 washroom home has it all, just move in and enjoy. The kitchen boasts solid maple cupboards, marble backsplash and pot lighting. LR has hardwood floors, corner fireplace and walkout to deck and landscaped garden. Don't forget the finished rec room complete with bar. **\$282,000**



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**Directions & Photos**  
<http://maureen.ca>

**Maureen Plucinsky B.Sc.**

**NEW PRICE**



**Live in unique work of Art**  
Acton: 98 Church St., Halton Hills

"Moorecroft". 1896!! Impressive central hall. LR with hrdwd fl, curved wall & FP. Library with pocket doors, hrdwd fl, b/in bookcase & stained glass! 4+ bdrms. 3 WRs. Bsmt with rec rm, 3pc & wine cellar. I/g pool. 2 car garage Lot: 132ft x 132ft !!

**NEW**



**3.22 Ac walk out LL**  
Halton Hills: 10 Deer Run Crescent

401 at Hwy 25. Highly upgraded: kit with 2 Jenn-air stoves, b/i microwave, centre island, granite counter tops, extra cabinets; Fam rm with FP; fin lower level w games rm, exercise rm; powder rm, play rm & media rm. Prof decoratd. Satellite&hi-speed internet! Cogeco!

**Banquet Hall/DR/Coffee Shop**



**1 Ac Extra Land for Expansion Frontage on 2 roads**

Fine dining 35 km West of Collingwood. Walk to Georgian Bay. Prominent location on Hwy 26. Turn key operation. **Banquet Hall seats 100; DR seats 120; Coffee Shop seats 33. ~5000 sq ft on 1 ac of prime commercial land.** Excellent condition. Well designed kitchen & work area. **Municipal water, natural gas & sewers!** Large paved pkg lot.\$775K

**Meaford: 365 Sykes Street (Hwy 26)**

**\$429,900**

**I/g POOL**



**Open House: Sat 17 Feb 2-5 PM**  
Halton Hills: 13425 Fourth Line

0.5ac:Unique octagonal design. 3+1 bedrooms, 3+washrms, 2 kitchens. LR with FP. Huge rec rm. Fam rm with wood stove. Recent windows, CAC & metal roof. In ground, heated, **cement pool (20' x 40')**, fenced & landscaped. Parking for 9 vehicles. In-law potential. NE corner 7.

**NEW**



**4 Ac walk out LL**  
Halton Hills: 6629 17 Side Rd, H.H.

Lovely 3+1 bdrm, 3 WR, 2 kit on rare, private, **treed, low maintenance 4 ac lot** on quiet rd, min

**~ 10 min to Georgetown & GO**



**~22 Ac 2 DEEDS**  
Halton Hills: 13669 27th Side Road  
**AWESOME LOG HOME + separate 3 car coach house on ~ 22 acres (2 deeds) in mature forest** in NEC backing onto Scotsdale. **Built with wood, stone & granite.** Great craftsmanship. Two independent **geo-thermal furnaces.** Private! Fenced in-ground pool. Beautifully lanscaped.

**Industrial/Res M1**



**SHOP! ~ 1 Ac PARK YOUR TRUCK @ HOME!**  
Rockwood: on Hwy 7: Home + Shop

Zoned Rural Industrial Large, 5+1 bdrm, 3 wash-room home on ~1 acre , W of Acton. New windows, doors, eaves/soffits, deck, attic insulation, natural gas furnace, 200 amp, CVAC & survey. LR with wood burning FP. Large kitchen. Fam rm with w/o to deck, door to laundry room/3 pc & gar. Shop (~ 35' x 17'). Ground prepared for new 4000 sq ft shop. \$499,000

**Outside Storage**

**M2**



**1.77Ac**  
Brampton: 2400 North Park Drive

**Explosion proof** on corner lot, 213ft x 283ft. **Zoned M2. 1.77ac, with fenced outside storage. Approx 8000 sqft:** 6000sq ft industrial & 2000sq ft office. Large lunch rm. Near Airport Rd & 407. **Across the road from Chrysler.**

**75' x 160'**



**Wheelchair accessible**  
Acton: 288 McDonald Blvd. Superb custom built, 11 year old, 3 bdrm, 3 washrm on huge mature

lot, 75ft x 160ft. 8+5 finished rms. ~ 1800 sq ft on main level. Great rm with hardwood floor & gas FP. 3/4" oak hardwood floors in MBR, hallways & sun room. Sun room & solarium! MF laundry. **Finished bsmt with library, den, play rm, WR, computer nook & media rm.** CAC, CVAC & security. Lot line is 57ft beyond rear fence. Landscaped. Park many. Rare find.

**1.4 Ac Zoned Automotive**



**Industrial M1**  
Erin: 2 Hi-Teck industrial facilities, (130' x 80' & 40' x 80'), a total of 14,400 sq ft (~800 sq ft office), **zoned M1 with outside storage.**

Crane rails for 3 ton cranes. **Heated with infrared natural gas radiant heat.** Reinforced concrete floors. R20 in walls, R30 in roof. Fans. **Mercury vapor lights.** 16+ ft clear. 7 drive-in doors, 1 pick-up door, 6 man doors. 3 WRs. Lunch rm. 600 volts, 200 amperes, 3 phase. Drilled well. Septic, 2002. **Paved driveway & pkg lot. Fenced. 2 gates. Security.** 401, Trafalgar Rd N, East on 17 SR, n/s. Adjacent acre, \$85K