Marketing Your Home

(CREA)—Open houses—There are two types:

An agent's open house, where sales representatives from the listing company will be invited to view your house. If you have signed an MLS® agreement, other real estate agents may also be invited. Remember, each of these real estate agents may have a prospective buyer.

A public open house, where members of the public are invited to walk through your home and have a look. It's an efficient way to show your home to many potential buyers at once.

The listing agent will act as host, answering any questions. You and your listing agent will pick the time and buyer talk in peace.

date for an open house. In order to give the agent access to your home, you may wish to keep a key at his or her office or in a lockbox. It's a good idea to leave before the open house begins and to return after it ends, and put away any valuables in secure locations.

But you may wish to stay behind. If you do stay, be

- keep out of the way.
- don't make excuses. This only draws attention to the house's faults
- turn off any TVs or radios to let the agent and the
- if you have a dog, put it outside or otherwise restrain it . . . pets intimidate some people.
- · politely direct to the listing agent anyone wishing to discuss with you terms or price.

Needless to say, clean counts with open houses. A general rule is that clean, uncluttered and well-lit spaces look larger and more attractive. People will naturally want to buy a house that is clean and well cared for.

Other Tools

Your agent also has other tools at his or her disposal:

The "For Sale" sign on your front lawn. This is how most buyers find homes. Your lawn sign is a "silent" and laws vary from region to region.

salesperson," constantly telling everyone that your home is for sale.

Advertising your home in the real estate section of your local newspaper or in your local real estate board publication. Even though your home may not be shown in every issue, you can count on your agent to always suggest your property to buyers who are looking for a home like yours.

The comments contained here are for information purposes only and do not constitute legal advice. Procedures



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Les Bunker

ANNOUNCEMENT

Jeff Sales, president and owner of Commonwealth Real Estate Services Corporation is very pleased to welcome Les Bunker as an addition to the 560 independent contractors currently licensed through Commonwealth.

Les has been actively involved in all aspects of real estate in and around Milton for over 29 years, and most recently with Main Street Realty Better Homes and Gardens.

Les may be reached through our Milton Administrative office at 825-0415, or at his home at 519-856-4352, and would welcome your call. In his "Semi-Retirement", Les has plenty of time to act as your "Buyer Broker", and he is certainly well qualified!



N ACTON

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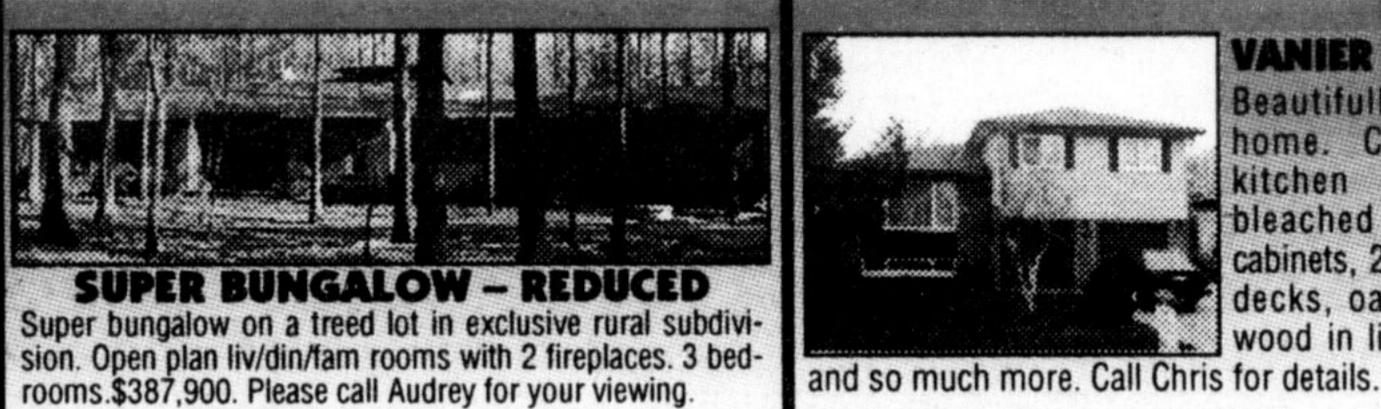
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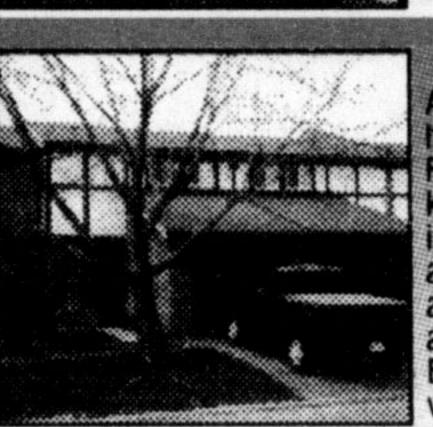
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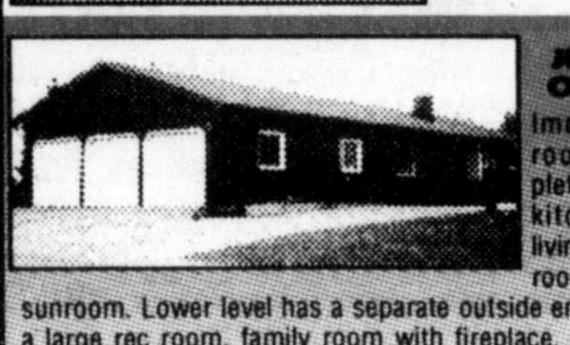
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