

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

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 sure to:

- 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 buyer talk in peace.

• 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

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 and laws vary from region to region.



REALTY WORLD
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189 Main St. E., Milton
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FOR SALE
Townhouse, 318 Laurier\$139,900.

FOR RENT
Country Home\$1,500.
Office space.....from \$300.



Immaculate 2 BR Condo With Insuite Bath
Located at 432 Main Street East, Hamilton. Top condition Condo with ensuite laundry, 2 closets in master bedroom, clean and bright eat-in kitchen, C/Air, underground parking, close to 1200 SQ. FT. unit. All for \$87,900. Call Vitus Lui, Sales Rep. for a private viewing.
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905-547-3553

Kerr Realty Management Ltd. 192 Queen Street Milton, Ont., L9T 1K2





Former Town Hall
Varying sizes of office space available in this historic building centrally located in downtown Milton. From \$1,000.00 per month for main floor space. Recently redecorated. Don't miss this opportunity! Call Jim or Lorraine Kerr at (905) 876-0407

RETAIL Retail space available from 706 sq. ft. to 5200 sq. ft. \$8.50 per square foot minimum rent. Carriage Square, Milton. Call Jim or Lorraine Kerr at (905) 876-0407

\$139,900
This 4 bedroom townhome is located in a small, attractive complex. 1 1/2 baths (2 pce. ensuite from master bedroom). Eat-in kitchen, 2-levels plus partially finished basement.
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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!

Les Bunker

Main Street Realty - Realtor **Better Homes and Gardens**
167 Main Street East, Milton
Each firm independently owned and operated

 AUDREY NEWELL Broker	 99 LORNE SCOTS DRIVE Spacious 4 bedroom home with upgraded kitchen L-shaped living room & dining room, family rm., rec rm., 2 washrooms, central air, 2 walkouts to super backyard with deck & above ground pool. Asking \$219,900. Call Bill Currie 878-4944.	 WALK RIGHT IN And enjoy this bright and freshly decorated three bedroom townhouse with a newer kitchen, walkout from kitchen, finished rec room and more. Call Wayne Casson to view. Priced to sell at \$129,900.
 BILL CURRIE Sales Representative	 SUPER BUNGALOW - REDUCED Super bungalow on a treed lot in exclusive rural subdivision. Open plan liv/din/fam rooms with 2 fireplaces. 3 bedrooms. \$387,900. Please call Audrey for your viewing.	 VANIER CRESCENT Beautifully upgraded home. Ceramics in kitchen & entry, bleached oak kitchen cabinets, 2 walk-outs to decks, oak 3/4' hardwood in liv/den rooms and so much more. Call Chris for details.
 CHRIS NEWELL Sales Representative	 GET "STARTED" IN ACTON Cute starter home in mature area. Home features full in-law suite, and that's not all. Includes 2 fridges, 2 stoves, freezer plus washer & dryer. Asking \$149,900. Call Ron Twiss to see. 878-4444.	 SOLD Lovely home has 3 bdrms., eat-in kitchen, rec. room, deck to large lot with above ground pool. "NOW \$185,900." Please call Audrey or Chris for more info.
 CHRIS NEWELL Sales Representative	 A RARE FIND This well maintained home offers 3 spacious bedrooms, 4 washrooms, huge family room with fireplace, eat-in kitchen, L-shaped living & dining room, office space with separate entrance, inground heated pool, and central air. All this near downtown and on a 53'x230' lot. Asking \$229,900. Call Bill Currie at 878-4944.	 WALK TO SCHOOLS Attractive 3 bedroom home in Dorset Park. Features include eat-in kitchen, walkout from living room, finished recreation room, 2 washrooms and great location. Offered at \$125,900. Please call Bill Currie at 878-4944 to view.
 NEW PRICE Contact Bill Currie at 878-4944 to view this three bedroom home offering eat-in kitchen with walkout, combo living room & dining room, rec. room, den, 3 washrooms, central air and above ground pool. Only \$168,500.	 GREAT LOCATION Treat your family to this spacious 4 bdrm. home located in a low traffic area. Features include Garden Kitchen with a walkout to patio, separate living & dining rm, main flr family rm with gas fireplace, main flr Laundry, 3 washrooms, rec room & central air. Call Bill Currie at 878-4944 for a list of upgrades. Offered at \$282,500.	 JUST NORTH OF MCNAMARA Immaculate 3 bedroom home complete with upgraded kitchen, L shaped living room & dining room with walkout to sunroom. Lower level has a separate outside entrance and offers a large rec room, family room with fireplace, den or office and extra washroom. Located just north of 401 on a gorgeous one acre lot. Offered at \$279,900. Call Bill Currie at 878-4944.

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