

CALL FOR NOMINATIONS

# ATHENA North Halton Award

Do you know someone who deserves the ATHENA Award?

Someone who lives or works in North Halton and who has

- Assisted women in achieving their full potential
- Demonstrated professional excellence
- Given back to the community?

It could be a friend, colleague, employer, teacher or someone from your faith community. What better way to acknowledge their contribution, than to nominate them for the ATHENA Award.

Help us honour and celebrate the contributions of individuals who mentor women.

Nomination forms can be downloaded from [www.athenanorthhalton.ca](http://www.athenanorthhalton.ca)

Telephone:

Lana Burchett at 905-875-2275 or [lburchett@athenanorthhalton.ca](mailto:lburchett@athenanorthhalton.ca)  
Val Pakkala at 905-877-5727 or [vpakkala@athenanorthhalton.ca](mailto:vpakkala@athenanorthhalton.ca)

Deadline for nominations is March 1, 2005.  
Nominees need to live or work in Milton or Halton Hills.

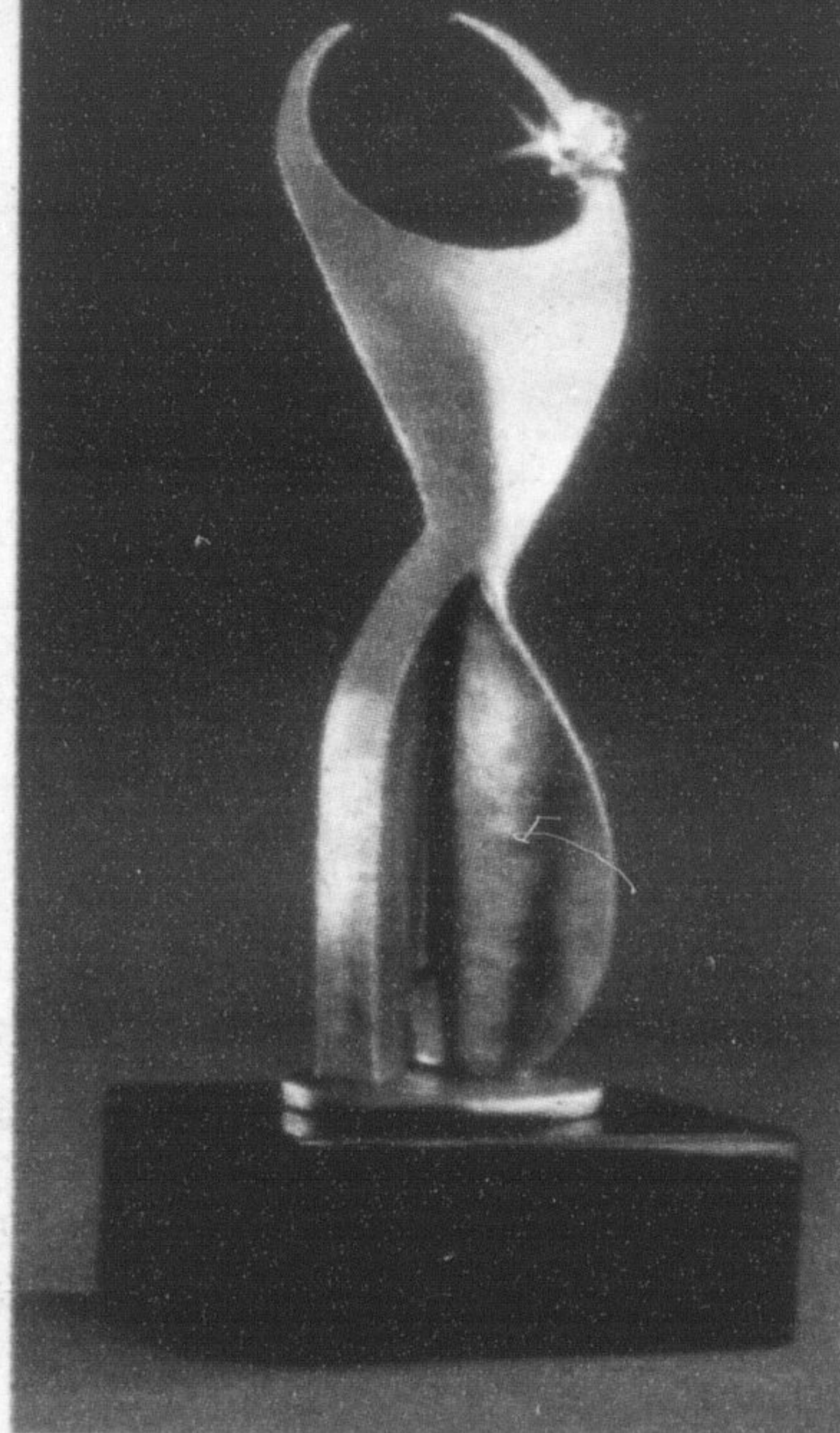


Photo by GRAHAM PAINE

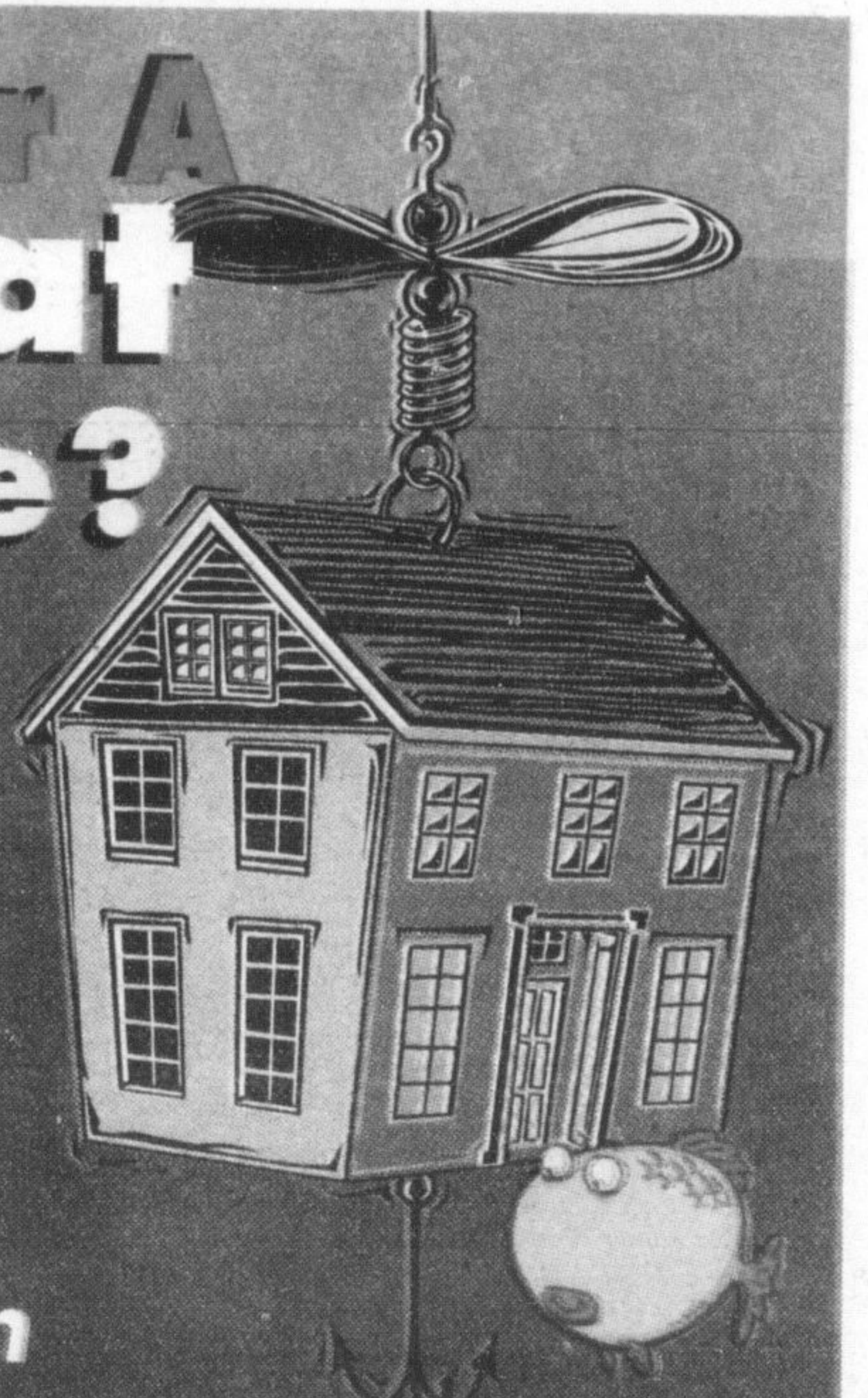
## Piece of history

Miltonian Roger Cunningham shows an original signed announcement of the new Canadian maple leaf flag — which celebrated its 40th anniversary Tuesday. The poster, which was originally owned by his parents, is signed by Queen Elizabeth and Prime Minister Lester B. Pearson.

# Weekend SPOTLIGHT in homes

## Fishing For A Great House?

These Alluring Homes are Waiting for Your Inspection



\$322,500

Mattamy built, approx 1800 SF with single garage and over-sized fenced yard with deck. 4 Br, 2.5 Bath, extensive upgrades include: strip hrdwd, ceramics, mirrored backsplash, 9' smooth ceilings on main lvl, gas fp, C/A, CV, vaulted ceilings in LR + master bedroom. Shows like a model home. Not to be missed! Call David Marshall @ 905-338-9000 PDF Feature sheet available upon request.



DAVID & KORRIE-SUE MARSHALL, SALES REPS. 905-338-9000  
RE/MAX ABOUTOWNE REALTY CORP.



Open House coming up?

Create Traffic! Call Diane to book your listing in the Friday Weekend Spotlight on Homes

MILTON CANADIAN CHAMPION 905-878-2341 X224  
DIANE WOLSTENHOLME, SALES REPRESENTATIVE



Enlist the help of a professional:

## Realtors understand the ins and outs of the real estate market

If you're thinking of selling your home in the near future, you may think that all that's required is a "for sale" sign strategically placed on your front lawn, but any real estate professional will tell you there's much more to it than that.

While a sign on your lawn is of paramount importance to the sale of your home, a well thought out marketing plan is also essential. Your Realtor, of course, is another vital component in the process and one of the first things he or she will discuss with you is a marketing strategy designed to give your home maximum exposure.

Pricing your home at market value is a crucial part of the marketing process. It's important to set the right price. If it's set too high, your home might end up not selling; if it's too

low, you could end up losing a lot of money. Your Realtor will probably do a competitive (or comparative) market value analysis (CMA). Through this thorough, objective evaluation process, he or she will come up with a price range for your home which will reflect the most current market conditions.

Also keep in mind that effective marketing of your home requires a lot of communication between you and your Realtor and there are several things you can do to make sure your home gets the best possible exposure.

You should disclose everything you can about your property and the neighborhood in general. This information will help your Realtor a great deal and he can choose how and

when this information can be related to prospective purchasers.

For example, there may be something about your home or the area you live in that you may take for granted, but that characteristic could be a major selling point for your home, such as its proximity to local schools and recreational facilities.

It's also wise to be candid about any potential drawbacks as well, so both you and your Realtor can be realistic in arriving at a suitable list price. Where possible, your Realtor is likely to have some suggestions as to how these problems can be improved upon.

As well, your Realtor may notice some serious flaws in

your home or even some basic elements that are missing. They may not bother you, but could work to your detriment when it comes to selling your home. As a result, your Realtor is likely to make helpful, reasonable recommendation that will enable you both to market your home successfully. It's important to keep an open mind and follow his advice.

Remember, when selling your home you should keep it very clean and clutter free. A bit of money spent on painting or wallpapering could go a long way in speeding up the sale of your home.

You'll find that a team effort between you and the Realtor, combined with a realistic approach will help you market your home much more effectively.