

# Realty agents have a stake, too

Often, dissatisfied buyers and sellers complain about their salesperson.

The argument is that salespeople are paid straight commission — no deal, no pay. So a salesperson will go to any length to make a deal — even if it is not in everyone's best interest! Sure, real estate people are paid on a commission basis, but the criticism is unfair.


A common belief is that a salesperson makes a sale and then never sees his clients again. But, that's wrong. Salespeople are also part of the community and they can't just hide if they offend a customer.

But more importantly, or more selfishly, salespeople can gain additional business if they serve their clients well. While the average homeowner enters

the real estate market only once every 5 or 6 years, they are continuously referring friends or relatives to their salesperson if they were satisfied. And this can be even more beneficial.

Did you know that a top salesperson can generate over half their annual income from repeat and referral business? So you think a top salesperson would risk or jeopardize half their income on making one more deal when someone was unhappy? Rather, the best salespeople are continually looking for ways to cultivate this repeat and referral business. And that means satisfied customers.

So if you are dealing with a successful salesperson, you can be sure they will treat you right.




Residence 621-1468

**Bonnie Devine**

Broker Manager

**ROBERT WOLFE**

**REAL ESTATE LTD.**



**235 BRONTE ST. — END UNIT**

Call for an appointment on this well-kept 5-level townhouse, 2 bathrooms, separate dining room, finished rec. room. Exclusive listing.

**20 Ainslie St. S., Cambridge (519) 621-2740**



**RE/MAX**  
MILTOWNE REALTY CORPORATION  
CALL



**LINDSAY J. MCLAREN**

878-2365 OR 654-2451

878-2020 PG. NO. 374



**"BE THE NEW OWNER" FOR \$112,900**

- Older brick 3-bedroom bungalow
- Mature landscaping
- Finished basement

**LEARN MORE FROM LINDSAY**



**COMMUTER'S COUNTRY** Have a rural type atmosphere but still be close to town, 10 minutes from a major shopping centre, 15 minutes to the airport. Have the best of both worlds at this 3 plus bedroom brick bungalow with fireplace in rec. room. Gorgeous lot with mature trees and a stream. Come to view with LINDSAY J. MCLAREN **\$138,900**




**THINK ABOUT IT!!** Rents for townhomes are on the rise these days. You may just be better off buying! Call to see this 3-bedroom brick and wood unit which will be repainted before you move in. Let's discuss the possibilities. Call LINDSAY MCLAREN **\$74,900**

**VACANT LAND**

**10 ACRES** at Derry & Walkers Line. Would make a beautiful home site with its view from the side of the Escarpment and its open spring. Learn more detailed information from LINDSAY J. MCLAREN **\$106,900**

**FOR RENT — "EXTRA NICE" TOWNHOME — 650 CHILDS DR.**


• 3 bedrooms • 3 bathrooms • fin. bsmt. • backs onto school for deaf. AVAILABLE END JUNE — \$750 MO. CALL LINDSAY J. MCLAREN.



## REALTY WORLD


T. R. COLBECK REAL ESTATE INC. REALTOR

### 876-1133



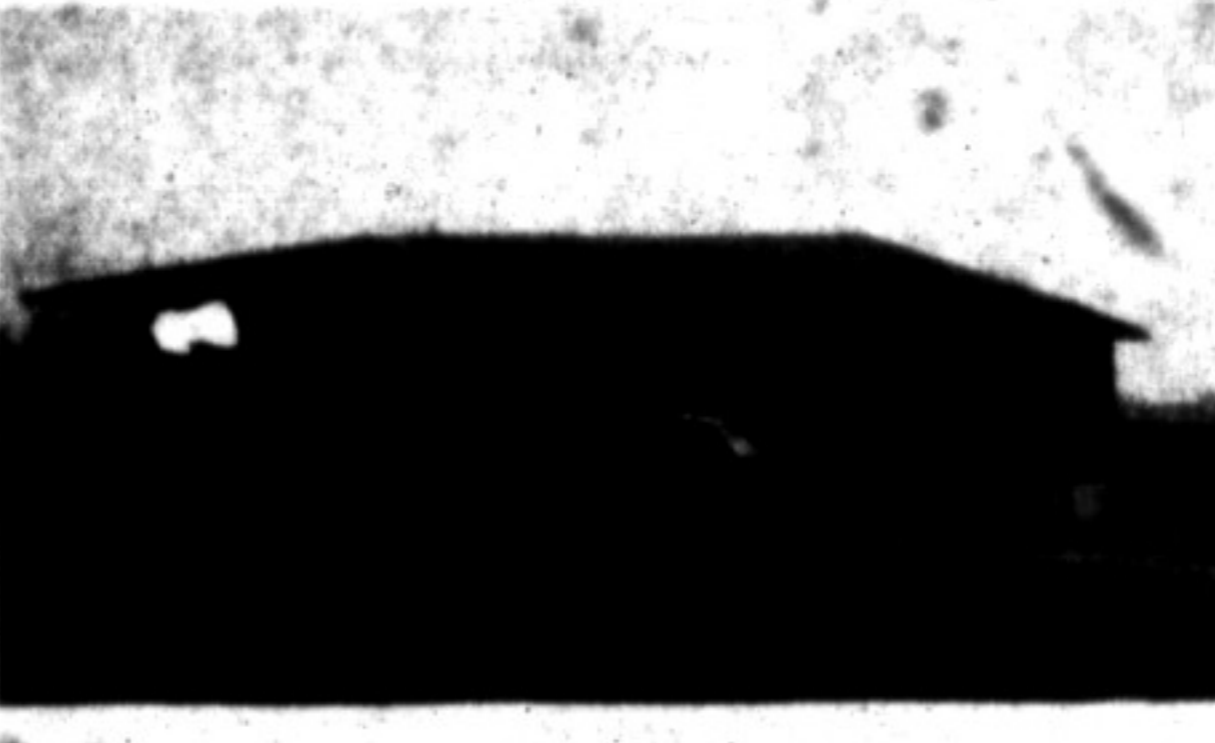
**A REAL GEM**

You'll love this immaculate 3-bedroom semi. Call today to view this lovely home that features eat-in kitchen, finished rec. room, fireplace, and separate dining room all on a handsomely landscaped lot. Just listed \$104,900 **# 62**




**TWO-STORY TOWNHOUSE**

Close to schools and shopping. This 3-bedroom townhome has a professionally finished recreation room, fenced yard, walk-out to patio and more. Call our office today for full details. **\$74,900. # 60**



**QUIET SERENE SETTING**

Enjoy this all-brick bungalow that has 4 spacious bedrooms, large eat-in kitchen, built-in dishwasher, main floor family room and a completely finished basement. Situated on 10 acres. Only **\$150,000. # 41**




**TIRED OF RENTING?**

Then call today to view this fully-upgraded 3-bedroom townhouse. Enjoy the privacy of having your very own fenced back yard. Arrange to tour this townhome today, \$83,900. For full details call and ask for **# 57**

**PRIME COMMERCIAL SPACE**

Available. Downtown Milton area. Store front to Main Street with plenty of parking spaces in front of stores. Call today for more details on this commercial strip plaza soon to be constructed.



**OVER 50 ACRES**

Complete with 1½-storey home, implement shed, barn, and double-car garage. Also, the possibility exists that the new owner of this farm could sever 2 acres from the property, making the cost of this farm even more reasonable at **\$189,000. # 30**

**VACANT LAND AVAILABLE**

Choose from one acre to five acres. Several lots available, just outside of town or in an executive area of Brampton.

**THE RESULTS PEOPLE**



**RE/MAX**  
MILTOWNE REALTY CORPORATION



**LORRAINE RANDALL**

Bus: 878-2365 Pager

Res: 878-7101 1-553-8573

**LISTINGS WANTED**

**We make house calls.**



**CALL LORRAINE FOR A PROFESSIONAL EVALUATION OF YOUR HOME**

**LISTED & SOLD BY RE/MAX**

**WHEN SUMMER COMES** you'll be glad you made the move here! On hot days you'll be able to take a dip in the fenced inground pool on the huge, well-landscaped lot. Indoors you'll enjoy the 4-bedroom, 2-bath layout and the new broodroom in the living/dining areas. Have a look today with LORRAINE RANDALL **NOW \$119,900**



**ANYONE CAN PAY RENT!** but you could stop giving your money away and put it to work! Buy this 2-bedroom vinyl sided home. It has huge renovated kitchen, living/dining combination and mn. fir. laundry. Fully fenced yard. Avoid the monthly fees paid by condo owners. SUPER STARTER HOME!! Call LORRAINE RANDALL **NOW \$79,900**



**PREFERRED AREA!** This spotless, 3-bedroom, 2-storey has a host of fabulous features like ceramic entrance, bay window in living room, suspended ceiling in kitchen, fireplace and walk-out in family room, closet organizers in bedrooms and top quality flooring. It's situated in an area of fine homes, close to schools. Come have a look with LORRAINE RANDALL **\$148,900**



**THE HOME YOU'VE PROMISED YOURSELF SOMEDAY** is now available for your inspection. It has the 4 bedrooms you've wanted as well as 3 baths, main floor laundry, a family rm. with fireplace, a dining room, dishwasher and more. The location near schools and parks provides the convenience you need. Don't miss seeing this with LORRAINE RANDALL **NOW \$148,900**



**13 ACRES AND A PLACE TO PUTTER!** Use your skills to add the finishing touches to this solidly constructed home, built around 1910. The 1,800 sq. ft. farmhouse has 4 bedrooms, family room and air-tight stove. Some updating is already done. Includes a barn and drive shed. Just 20 minutes north of Milton. Ask for details from LORRAINE RANDALL **\$114,500**

