

Never refuse an offer

By JAMIE JOHNSTON

The presentation of an offer to purchase your home is certainly a major event. It's also probably the most sensitive phase in the selling process.

Expectations are up, and feelings are generally running pretty high. Unfortunately, if a low offer is presented some homeowners react too strongly, and flatly refuse it. You could be the big loser if you react this way.

The most important thing to keep in mind when you receive an offer is that it has opened negotiations. Often, prospective buyers don't really expect their first offer to be accepted.

Try to put aside your emotional attachment to your house and all the work that went into it, and don't take it personally.

Instead, look at the positive side of receiving an offer, even a low one. You've made contact with a prospective buyer who is ready to purchase. Also, bear in mind the buyer prefers your property over any other in your price range. Don't "close the door" on this prospect.

To keep the negotiations going, you should counter-offer. You can even do this by sending the offer back with exactly the same terms as your published listing. All offers must be presented, so that gives the salesperson at least one more opportunity to sit down with the prospective buyers and promote your property.

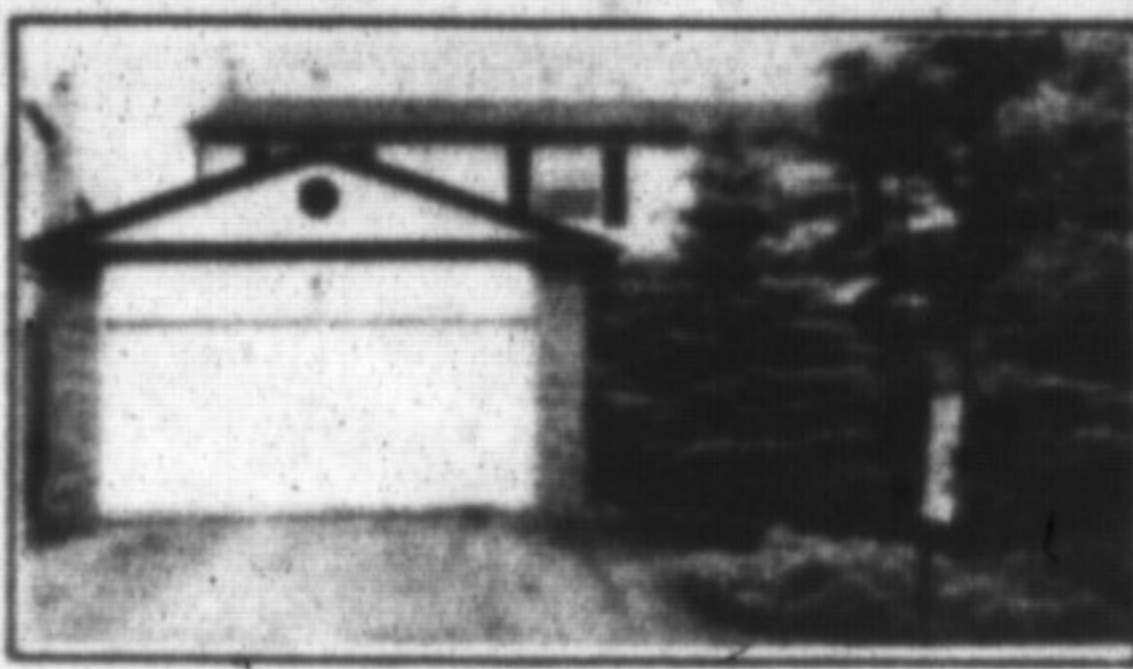
Even if there's some room to move in your price, don't "give away the farm" on your first counter offer (the "sign-back").

Your first sign-back should be fairly modest to start with. That way, you still have room to move if negotiations continue.

Another important point to keep in mind during the sign-back process is that all aspects of an offer have value. Even if you can't move far from your list price, you may be able to offer concessions in other areas such as the features included (fixtures, appliances, draperies, etc.) or the closing date.

The important thing to remember is to keep the lines of communication open.

Canada Trust Realtor



CHARM IN MILTON

\$267,500. Try your offer on this 4 bdrm. family home with 2 walkouts, finished rec. room with wet bar +++. Quick closing. Call Marilyn or Ian Wykes 842-1920 or 844-9859.



MUST BE SOLD

- \$270,000
 - Lovely home on extra large lot
 - Just move into this Dutch clean family home with main floor family room
 - 4 bedrooms, 1 1/2 bathrooms
 - Early possession
- Call JUNE BENNETT 845-2340 (paper)

* Sales Representative

REAL ESTATE

JOYCE SCOTT REAL ESTATE INC. JSR



OAKVILLE CLASSICAL ELEGANT

\$321,900. Close to Upper Middle Road, 3124 sq. ft. Oxford Model, brick 10 room home, 4 bedrooms, master bedroom features beautiful 5 pc. ensuite, central hall plan, capacious sized kitchen 20' x 12' approx., dual purpose fireplace, wood burning or gas. Many more features.



LOOK! IMMEDIATE POSSESSION

Step out from the beautiful kitchen into this lovely sunroom. Feel the tranquility of the professionally landscaped garden with waterfall. Finished and fully furnished rec room, 3-4 bedrooms, master with adjoining sitting room, central vac, entrance porch and interlocking brick driveway, 20 minutes to airport, 5 minutes to GO Train, convenient to shopping & schools. Vendors transferred.

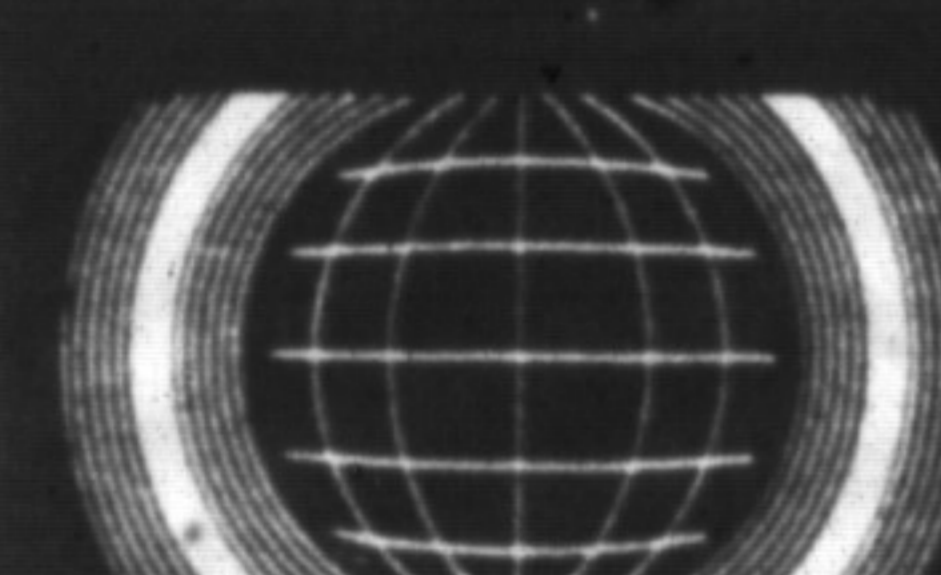
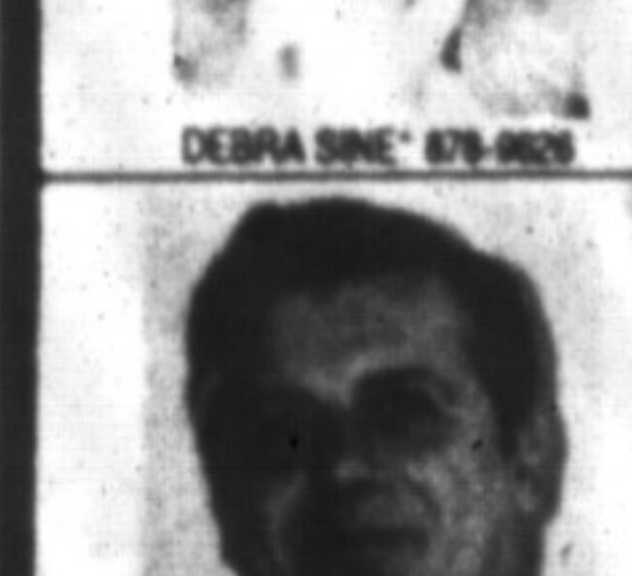
Viewing of these homes highly recommended. Call Joyce for more information.

JOYCE SCOTT
BROKER-OWNER

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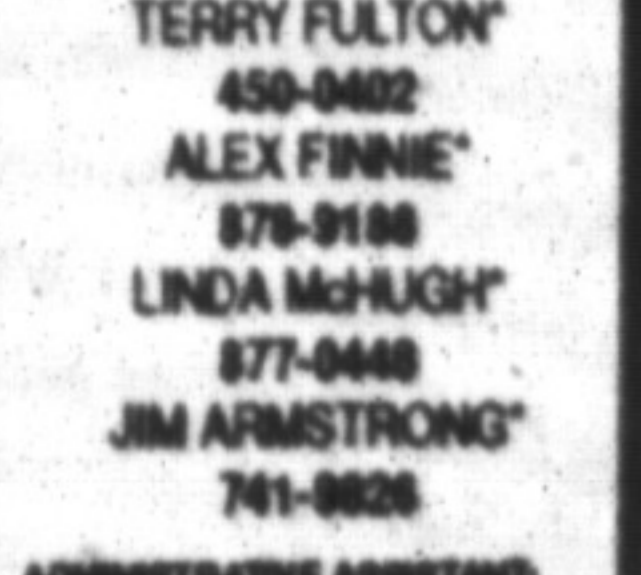
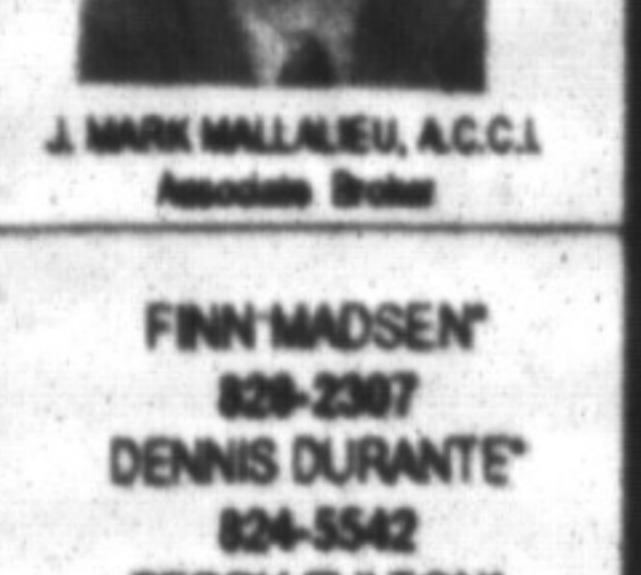
REALTY WORLD

W.J. McCrudden Real Estate Inc.

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*SALES REPRESENTATIVE



EXCELLENT FINANCING AVAILABLE
REDUCED TO \$184,900. Beautiful rural setting, 4 bedroom stone two storey home. 20' x 40' barn/workshop, woodstove in living room will heat whole house for low cost heating. Call Howard Fretz or Jennie Fretz for all the details about #15.



COZY ALL BRICK BUNGALOW
NEW LISTING 3 bedroom home conveniently close to Hwy 401 for commuters. Nicely landscaped 132'x150' lot. Five appliances included. Asking \$234,900. Call Howard Fretz or Jennie Fretz to arrange your appointment to view #93.



ROOMY BACKSPLIT
JUST LISTED 4 bedroom home features an upgraded kitchen with extra cupboards, hardwood floors, main floor laundry and family rooms, neutral decor, fireplace, water softener, double garage and fenced yard. Asking \$249,900. Contact Barbara Mallaieu for your personal inspection of #86.



DRIVE A LITTLE - SAVE A LOT
Just a short drive to Acton to view this 4 bedroom, 2 storey with main floor family room with fireplace, 2 washrooms, large lot & an assumable mortgage of \$138,000 @ 11.34% 'til July '94. If you have \$50,000 as a down payment you may qualify to buy this fully detached home that is available immediately. Call Dick Belford to discuss further. #60



PEACEFUL GLEN WILLIAMS
NEW LISTING Delightful bungalow offers private yard, cozy rec. room with fireplace, 2 car garage plus another single garage and storage shed. Asking \$225,000. Call J. Mark Mallaieu, Associate Broker, for your appointment to view #97.



SUPER STARTER HOME - \$115,900.
2 bedroom bungalow approx. 1/2 an hour drive from Milton. Home features fireplace & hardwood floor in living room, enclosed porch off kitchen leading to large patio, new roof '89 & upgraded wiring in '88. Close to schools, stores, park & public pool. A great buy for investors, first-time buyers or a retired couple. Contact Tracy Kennedy for more details about #92.



EXTREMELY WELL MAINTAINED
This brick/aluminum link features three bedrooms, main floor family room, 1.5 baths, fireplace, full basement and single garage. Asking \$194,900. Call Wendy Costante for your appointment to view #5.



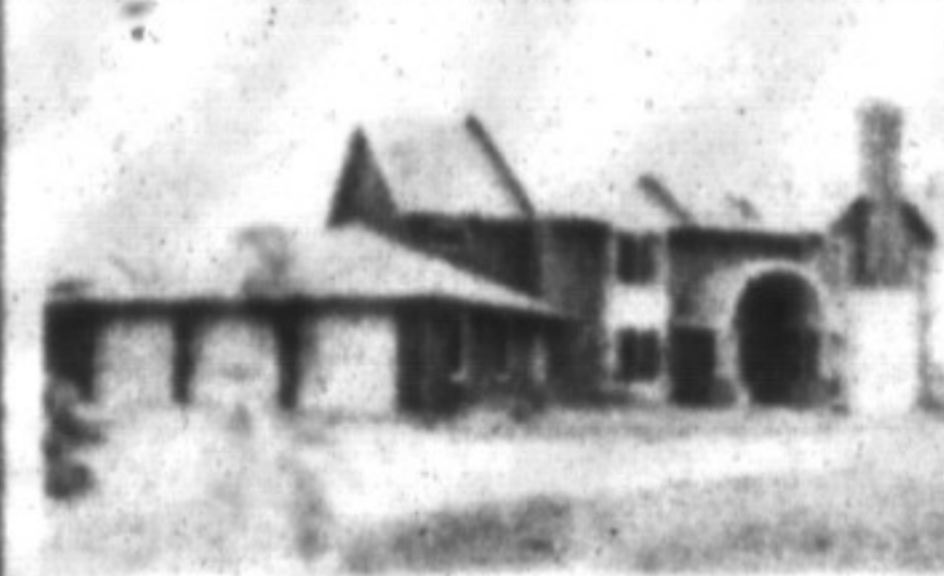
IMMACULATE TWO STOREY
This three bedroom home boasts recently replaced broadloom, ceramic tile in kitchen, two car garage & convenient garage door opener. Listed at \$229,900. For more details or to arrange your personal inspection contact W.J. (Jack) McCrudden, Broker, about #86.



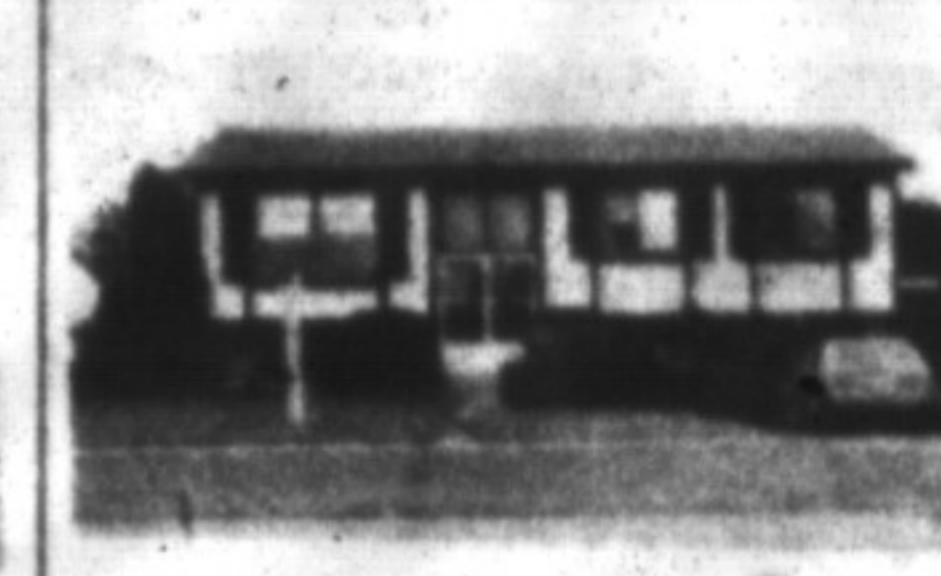
BEAUTIFUL CUSTOM BUILT HOME
All brick bungalow boasts 5,000 sq. ft. of fine living space plus an in-law suite. Open concept, oak millings & wainscoting, fireplace in master bedroom and in-law suite, built-in desk, headboard & night tables in bedrooms, private entrance to deck with outdoor Jacuzzi spa with ozonator, plus much more! Asking \$304,000. Contact T.S. (Terry) Fulton to arrange your personal inspection of #88.



IT'S NOW OR NEVER
EXTRA GOOD BUY! Well kept townhouse, backing onto quiet area. New, upgraded front bath, new living room windows which are easy to clean and a newly finished rec. room. All this for just \$119,900. Contact Howard or Jennie Fretz for more details about #87.



SIDE BY SIDE
Pictured is one of two executive homes in Campbellville. House shown above is approx. 4,800 sq. ft. with 4 bedrooms. Now Listed at \$489,000. The second is ultra modern in design, approx. 3,600 sq. ft. with 5 bedrooms. Now Asking \$279,000. (as is). Both are situated on prestigious 1. acre lots. For details & viewings call Tracy Kennedy about #70.



"A SKIP TO SCHOOLS"
Enjoy the private yard of this raised ranch bungalow. 3 bedrooms up & a 4th on the lower level, comfortable finished rec. room with wet bar, 1.5 washrooms. Close to parks & the GO station. The perfect family home in a desirable neighbourhood. Priced to sell at \$195,000. For your viewing appointment, call Barbara Mallaieu about #65.



CENTURY HOME
Easy commuting distance from Toronto, on a quiet country road, this home offers 3 bedrooms, one and a half washrooms and is surrounded by mature trees. With a country style kitchen, main floor family room and laundry, and two car garage this could be your retreat from the city. Priced to sell at \$319,000. Call Barbara Mallaieu today for your appointment to view #84.



FLAUNT THIS ADDRESS
Campbellville is the place to live & this home is the answer to your dreams. Thoughtfully designed for your pleasure, this home will please the gourmet cook with its Beckerman kitchen, the entertainer with its unique layout of pool, decks & patio, or the family who likes the quiet life. This home has all the features you demand. Priced at a competitive \$488,000. Call Barbara Mallaieu today about #1.



A HOME TO BUILD A DREAM ON
NOW \$369,900. New home with old world charm in a unique setting surrounded by tall trees. Close to all amenities, yet on a country road, this home will fulfill all your needs for entertaining or getting away from it all. 4 bedrooms, ensuite with Jacuzzi and all the modern features desired by the discriminating buyer. For all the details please call Barbara Mallaieu today about #53.



UNIQUE CENTURY STONE HOME
Sited on 94.1 acres with 6,000+ sq. ft. of barn space. 3 bedroom home offers broadloom protected pine floors, wood burning airtight stove, high efficiency oil furnace & recently replaced roof. For more details contact W.J. (Jack) McCrudden, Broker, about #24.