

# Tips for selling your house quickly

You've decided it's time to move on, into a brand-new home. You want to sell your existing home quickly, but not before you get the best possible price.

Investing a little effort and a few dollars can make a big difference when you're marketing your home. The Toronto Home Builders' Association offers some tips to make your house more attractive to prospective buyers and keep it from languishing on the resale market.

One of the first places to assess is the front yard. According to many specialists, increasing curb appeal is a priority. This is where potential buyers will form their first impressions of the house. If the house doesn't look inviting on the outside, a potential buyer might simply pass it by.

A coat of paint on the door, polished house numbers, door knob and knockers, a new brass kickplate, neatly pruned bushes and blooming plants will all help to create a positive first impression.

Once you've checked the front of the house, don't forget the sides and the back. Outdoor furniture should be out as long as the weather is appropriate. Gaps in outdoor landscaping can be quickly repaired by adding a few healthy shrubs and plants. Keep the lawn raked and mowed.

If a survey of the scenery inside reveals peeling paint and dated wallpaper, a new coat of paint is in order. Choose premium quality and fill nail holes and crack first. Stick to light, neutral colours and stay away from trendier shades; you want to offend as

few potential buyers as possible — all pluses in the resale market.

A coat of paint and new cupboard and drawer handles are economical ways to breathe new life into a tired-looking kitchen. Make those minor repairs that have been in the job jar all along. Tighten loose doorknobs, fix leaky faucets, replace broken window panes and screens, caulk around bathroom fixtures and replace burned-out light bulbs.

If more extensive repairs or improvements are required, consider the services of an experienced renovator. Contact the Toronto Home Builders Association for the names of renovation firms. Get two or three quotes from professionals in the home improvement business and ask for references.

A home on show must be spotlessly clean. Make sure you clean carpets, draperies and even upholstery. Tidy up the basement and stuffed closets. Reduce the clutter outside too. Be objective in checking the indoor-outdoor appearance — remember that what you don't see any more because you're so used to it might turn off a prospective buyer.

Make sure the windows in all rooms of the house are clean, to let in as much light as possible. A room that is flooded with natural light is considerably more appealing than a dark and gloomy space. Place table and floor lamps strategically to eliminate dark corners artfully.

The house must not only be clean, it must smell clean.

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### Countrywide Campbellville Realty Inc.

TOWN

COUNTRY



**CAMPBELLVILLE ESTATE HOME**  
Approx. 3000 sq. ft., 4 bedrooms, all with walk-in closets, master has full ensuite, huge oak lot, with built-in appliances & main floor den & family room, finished basement, 1 acre lot. Call Sylvia.

**HOT OFF THE PRESS! \$199,900.**  
Nice family home 3 bedrooms, 2 baths on a good size mature lot. Renovated bathroom with ceramic floor and skylight, eat-in kitchen with pine wainscoting will urge you to buy. Call Heather to view.

**COUNTRY CHARM**  
Original pine and hardwood floors, unique windows, pine trim, country kitchen, family room with fireplace and a sunroom combine to make this a warm & appealing home. Asking \$249,000. Call Heather now!

**OLDE WORLD CHARM WITH ALL THE UPDATES**  
A real family home 2700 sq. ft. featuring a special master retreat. Parklike lot with inground pool. Complete picture. Asking \$345,000. View with Heather.

**7375 APPLEBY LINE S. OF 14 S.R.**  
Nature at its finest. Picturesque, sought after location. Spacious 3 bedroom bungalow, family room and breakfast room feature skylights & lots of windows. Pond, waterfall, gardens & trees surround this home. Call Heather to view. 854-2294.

**THE CHARM OF THE COUNTRY**  
Three beautifully treed acres close to Campbellville. 4 bedroom, 3 bath home with new oak kitchen. Separate formal rooms, main floor family room, finished rec. room, interlocking stone patio. Central air, central vac. Asking \$449,000. Call Sylvia 854-0651.

**PRETTY AS A PICTURE BUNGALOW**  
Located on private oversized lot, mature trees, nice neighbourhood, inground pool. Beautifully finished rec. room, 3 bedrooms & hardwood floors. Asking \$202,000. Call Heather.

**JUST LISTED \$179,900.**  
3 bedroom, separate dining room. Walk-out to two tier deck & beautiful flower garden, quiet street, close to schools. Call Sylvia 854-0651.

**FARMSTEAD DRIVE \$259,900.00**  
Immaculate 4 bdrm., 3 bath, fin. basement. Large family kitchen. Walk-out from main fl. family rm. to deck. Double French doors to living room. Central air, new top quality windows & Rolux blinds. Won't last! Call Sylvia.

**BOUGHT AFTER CAMPBELLVILLE**  
Beautiful custom 4200 sq. ft. estate home on wooded 1 acre. 4 fireplaces, 4 bedrooms, huge gourmet kitchen with solid oak cabinets, large library, impressive entrance will put this on top of your list. Asking \$735,000. Call Heather.

**SCENIC 35 ACRES**  
2 houses, barn, driveway, stream. Mins. to Campbellville and 401. Call Teresa or Isabel.

**IN TOWN OF MILTON**  
.78 Acre Estate lot. Secluded in the older part of town, room for pool, tennis court, etc. Asking \$189,000. Call Sylvia 854-2294.

**CAMPBELLVILLE ESTATE**  
1 acre nicely treed lot \$239,000. Call Heather.

**PRIVACY, SECLUSION IN CAMPBELLVILLE**  
This raised Tudor is located on a breathtaking cul-de-sac lot and offers 4 bedrooms, family room with fireplace, custom solid pine kitchen with walkout to huge deck. Put on your "must see" list. Asking \$345,000. Call Heather 854-2294.

**25 ACRE RETREAT**  
River, trees, 3 bdrm. solar design home with finished basement. Approximately 30 mins. N.W. of Milton. Asking \$240,000. Call Teresa Mills.

**ONE LOOK SAYS IT ALL!**  
New European kitchen, new broadloom and flooring, tastefully finished and decorated with 2nd kitchen in rec. room, great for Granny or nanny. Call Heather to view 854-2294.

**LOVE A BUNGALOW?**  
Then this immaculate 3 bdrm. home is for you. Located on a quiet court on an oversized lot. Tastefully finished lower level with 4th bdrm., 3 pc. bath & plenty of storage. View it with Heather Ashbee.

**THIS HOME SAYS "COME IN"**  
You'll feel right at home the moment you step into the 2 yr. old Cape Cod beauty. 3 bdrm., 3 baths, main floor family room on a 2 acre Campbellville lot for \$324,900.00. Call Heather.

**OPEN HOUSE Sun, Sept. 23 2:00-4:00 pm**  
**QUELPH LINE N. OF 401 TO 15 SIDEROAD, WEST TO SIGN**  
Sit on your generous deck, overlook a fully fenced 3/4 acre partly wooded lot. Wisely planned open concept kitchen & family room make cooking & socializing a pleasure. Excellent value at \$299,000.00. Call Heather to view.

**RETIRE TO AFFORDABLE COUNTRY LIVING**  
Brand new 3 bdrm. on 1+ acre mins. to Campbellville. Huge sunken great room, floor to ceiling fireplace. Master bedroom with sitting area. Main floor laundry. Quality thruout. Asking \$324,900. Call Sylvia.

**BETTER HOMES AND GARDENS**  
Would love this 3 bedroom home tastefully decorated, large eat-in kitchen, family room with fireplace, main floor den, hardwood floors... and just a few features. Only \$339,000.00. Call Heather to view.

**CONVENIENT LIVING — LOCATION**  
End unit, well maintained complex, 3 bdrms., 2 baths, finished basement. School across the street. Excellent start to home ownership.

**SYLVIA BURSEY**  
Broker/Owner  
854-2294  
RES. 854-0651

**HEATHER ASHBEE**  
Sales Representative  
854-2294  
RES. 854-0643

**TERESA MILLS**  
Sales Representative  
854-2294  
RES. 878-5898

**ISABELL HOSKINS**  
Sales Representative  
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Res. 854-2131

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