

# First-time buyers can take advantage of low prices

While the recent downturn in housing prices has some homeowners humming the "housing market blues," many first-time buyers are finding it's just the break they've been waiting for.

With prices down 10-15 per cent over last year the number of first-time buyers is increasing. Meanwhile, interest rates appear to be on a downward trend making the outlook for first timers even better!

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Comparisons between today's economy and the recession of the early '80s are inevitable yet we're still way ahead on the interest rate front: Even at 14 per cent the prime bank rate is much lower now than during the last recession, when it hit a high of 22.75 per cent.

Fortunately, interest rates fluctuate. In 1987, for example, rates hovered at the 9 per cent mark for months before beginning the erratic climb of current rates.

Chances are they'll drop again — stay tuned for changes.

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The Real Estate Board launched a new awards program this fall to honour area

## Property Lines with ANELL FRANCIS

high school students who are a credit to their community.

The Citizenship Award, which includes a cheque for \$200, was presented to 25 graduating high school students from 13 area high schools. This year's award winners included:

Thanh Nguyen, Colleen Stone — Acton District High School;

Paul Baqumler — Appleby College;

Stephen Mangotich, Anna Hollett — Bishop Reding Roman Catholic Secondary School;

Sarah Coen, Garrick Webster — Thomas A. Blakelock High School;

Michelle Fiebig, Reese Lewis — Ernest C. Drury High School;

Sue Barton, Steve Holloway — General Wolfe High School;

Norene Hood — MacLachlan College and Preparatory School;

Kathy Prescott, Marc Radar — Milton District High School;

Mary Jane Farrish, David Sweetin — Oakville Trafalgar High School;

Grace Pereira, Assim Khan — Perdue High School;

David Hinton, Natalie Hawes — Queen Elizabeth Park High School;

Joel Montminy, Jennifer Reid — St. Ignatius of Loyola Secondary School;

Caroline Hales — St. Mildred's Lightbourn School;

Geoffrey Wignall, Sandra Colavecchia — White Oaks Secondary School;

In establishing the awards program, the board hopes to encourage in our young people the qualities that make our area a "better place" to live.

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Right now, in the Oakville/Milton area selling time for a house ranges from two to five months — as long as it's properly priced.

How do you ensure the "price is right"? Consult an accredited member of the Oakville, Milton and District Real Estate Board. They're in touch with property values in your area and can guide you through the

complicated process of selling your house.

As a further selling guide, a board member can also give you ideas on how to give your property an edge in today's competitive market. Your salesperson will ensure your home is listed in the board's computerized Multiple Listing Service (MLS) book, which means all 690 salespeople in the Oakville/Milton area know your property is for sale.

By the way, most experts agree: selling your property yourself in a tight market is tough. Trust an expert — consult a real estate salesperson.

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Congratulations to the real estate board's Long-Range Planning Committee for its excellent work in helping move us into the 21st century. Mark Mallalieu and his committee have recommended several new strategies including: updating the board's computer system, improving public communications; increasing the number and type of educational programs offered to board members and finding ways to maximize space at the Board office.

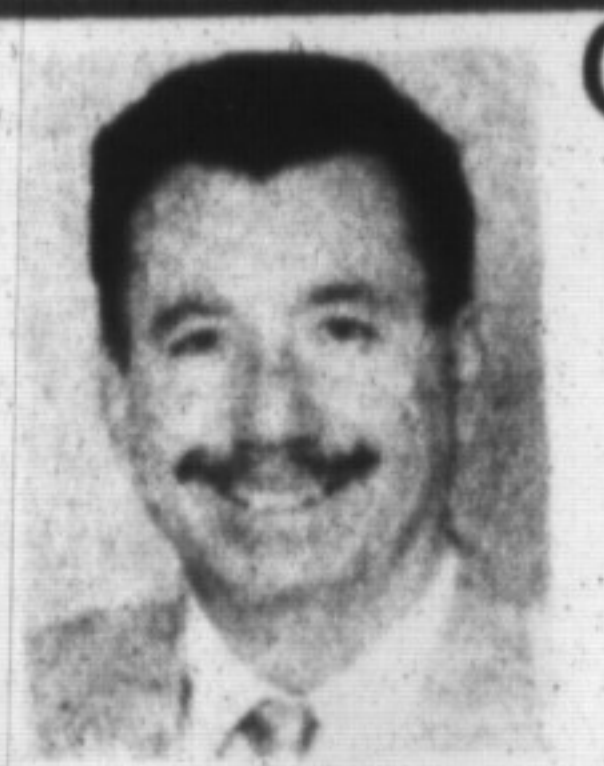
□ Anell Francis is president of the Oakville, Milton and District Real Estate Board.




**LINA WARNER**  
Sales Rep

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or  
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**WAYNE WARNER**  
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I'll bet not, because a townhome of such superior quality is very hard to find. The exceptional 3 bedroom, 2 bath interior is upgraded throughout and deserves your personal inspection. You'll also find the convenient location and the use of rec. centre and pool great bonuses with this purchase. Call Gary for an appointment today!! **\$154,500.**

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This beautiful backsplit is totally finished from top to bottom. Double car garage, air conditioning, upgraded carpeting, 2 fireplaces, walk-out to patio. **\$199,500.**



**IN TOWN, BUT OUT OF THIS WORLD!!**

A private 2 acre wooded ravine lot is the beautiful backdrop for this executive stone and cedar residence. A heated solarium, double decks and huge inground pool invite you to enjoy the surrounding nature. Five bedrooms, 4 bathrooms, family room, rec. room, 3 fireplaces, security system and numerous other fine features provide the luxuries you require. Contact Gary Thomas for more information. **\$449,500.**




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**DEER AT YOUR DOOR**

Picturesque 25 acres, 2 streams, sunken living room, skylights, solarium, large bright kitchen, triple car garage. Easy access for commuters. **\$499,900.**



**COME TO THE COUNTRY**

Enjoy the country life but still be close to town and have easy commuting access to 401. Live in this 4 bedroom, 2 bath home with living, dining and family rooms. Includes fireplace, dishwasher, freezer and garage door opener. Relax on the sun deck and reflect on your almost half acre property. Make this scenario a reality. Call Gary Thomas. **\$269,900.**

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**BARGAIN!**

Simply put, it's the Price that makes this 3 bedroom, 2 car garage home very noticeable. Not to mention the new high efficiency furnace (August, 1990), new central air (August 1990), family room, living room & breakfast area. To view more closely call Ron MacNeil. Reduced in price to **\$204,900.00.**



**ALL BRICK BEAUTY**

Tastefully decorated, this large immaculate backsplit features 4 bedrooms, upgraded kitchen, large family room, 2 car garage, huge private yard with heated inground pool. **\$289,900.**



**A PLAN FOR YOUR FUTURE!**

Call today to see the plan for this custom home to be built in a most desirable area of estate homes in Kilbride. The residence includes a luxurious four bedroom floor plan with family room, den, living/dining rooms and all the first class features and finishing you'd expect in a home of this calibre. The builder is ready to discuss the colour scheme and added touches. The lot is waiting for a home. All that's needed is your desire for a dream future. Contact Gary Thomas for the details. Now **\$535,000.**