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**JOYCE SCOTT**  
BROKER-OWNER  
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## Thinking of selling your home?

Are you thinking of selling your home this fall or winter? If you're one of the many homeowners who choose this time of year to move — whether you're trading up or down, or simply relocating — you're probably starting to prepare your home for the sale.

But before you become overwhelmed by the task, it's a good idea to sit down and try to look at your home objectively. An attractive, well-kept home generally has a better chance of selling quicker. And the old adage "first impressions are lasting ones" is true.

However, if you haven't made any big improvements or changes over the years, it's not a good idea to try to take on major renovation projects simply to sell your home. This can be an expensive and lengthy procedure and there are no guarantees that you'll be able to recover all of your costs.

Instead, try to determine what types of minor cosmetic improvements can be made, like general cleaning, painting, floor refinishing and so on. These projects generally don't require a lot of capital and your home can be greatly improved by them. Consult with your realtor to see what types of improvements make the most sense.

### Start With the Outside

An inviting exterior insures prospective buyers will inspect the interior, so it's important to keep your lawn and hedges trimmed and edged, the flower beds cultivated and your yard free and clear of clutter and refuse.

If you have any loose siding or pavement, it's a good idea to get these items repaired. And if you have any cracked or broken windows, get them fixed as well.

If your driveway is somewhat unsightly, consider applying a coat of driveway sealer. This will improve its appearance.

If you have a garage, make sure the door is clean, attractive and in good working order. Also make sure the inside of your garage doesn't look too jumbled or cluttered.

### Inside

You can do a lot on the inside of your home as well, without spending a great deal of money. Two primary areas to keep in mind are the kitchen and bathroom. These two rooms of your home are generally of prime interest to prospective buyers. Make sure they're clutter-free, bright and spotless.

This applies to kitchen appliances as well — especially if you're including them with the sale of your home.

If the carpeting in your home looks dirty or dingy, you may want to rent a steam cleaner, or hire a professional carpet cleaner. Pet odour can become trapped in rugs, and this can repel prospective buyers.

Also give your home a thorough cleaning and airing prior to showing it. Make sure any wood and tile floors look clean and bright, not dull and dingy.

As well, keep in mind that rooms that are too cluttered will give the impression that they're much smaller than their true size. Try to create a feeling of spaciousness when conducting your "spruce-up." If you have too much furniture, consider removing some of it and storing it with a friend or relative.



# REALTY WORLD™

## W.J. McCrudden Real Estate Inc.

500 Steeles Ave., Milton, Ontario L9T 3P7 & MILTON MALL  
876-1133 24 HOUR ANSWERING SERVICE  
Tor. Line 845-8888 REALTOR

 <p><b>BE IN FOR CHRISTMAS!</b> AVAILABLE IMMEDIATELY. 3 Bedroom brick bungalow, has a good size lot and is close to town. Listed at only \$204,900. Call Joan Tattine-Hollings* for complete details about #107.</p>	 <p><b>2 STOREY CENTURY HOME</b> On 1.45 acres, 5,000 sq.ft. (approx.) of living space includes 1,500 sq.ft. main floor nanny suite, large foyer, library with fireplace, huge 24' x 22.5' kitchen, 6 bedrooms, 3 baths, hot tub, 2 decks &amp; more! Call Ron MacNeil* to arrange to view #105.</p>	 <p><b>READY FOR YOU TO MOVE IN</b> 3 Bedroom townhome with wainscoting in kitchen, bathroom &amp; rec. room, re-carpeted in Sept. '91, sliding glass door from kitchen to fenced backyard, finished basement &amp; single garage. Asking \$132,900 for this neat &amp; clean home. To view, call W.J. (Jack) McCrudden, Broker #106.</p>	 <p><b>\$165,900</b> 3+ Bedroom bungalow situated on a 60' x 120' lot in mature section of Milton. Broadloom protected hardwood floors, finished basement with separate entrance, suitable as an In-Law suite, fenced rear yard and A/G pool. Call W.J. (Jack) McCrudden, Broker to view #89.</p>
 <p><b>BEAUTIFUL DETACHED HOME</b> The exterior appearance, though attractive doesn't tell the whole story! Inside you'll find large bedrooms, new broadloom, central air &amp; a fireplace which all indicate a "must-see" home! Call Arnie Hanenberg* for your exclusive appointment to view #86.</p>	 <p><b>FEEL LIKE GOING HOME?</b> This 4-bedroom polished home features all the extras you deserve. Upgraded oak kitchen cupboards, fireplace with insert in family room and gas fireplace in lower level (possible in-law suite), central air, central vacuum, high-efficiency furnace &amp; in-ground pool with heater. To inspect call Jo-Anne V* about #95.</p>	 <p><b>\$249,900</b> Take a look at this spacious 2 storey, 4 bedroom home located on a quiet crescent in Bronte Meadows. Master bedroom with ensuite, main floor family room with fireplace, main floor laundry room and central air are just a few of this home's features. To view please call Linda Ertzly* about #100.</p>	 <p><b>\$176,500 - COMPACT COMFORT</b> Two good-sized bedrooms. Pleasant L-shaped living/dining room with wood burning stove. Well appointed kitchen. Over-size single-car garage. 45 of an acre park-like lot with mature trees, fruit trees &amp; flower beds. To view or for more details, please ask for Stewart Haddon, Associate Broker, #85.</p>
 <p><b>4.5 ACRES - CARLISLE</b> PLUS a heritage home set on a hilltop with a gorgeous view! 3 Bdrm brick home with add on family room, newer wiring, some original woodwork, 3 outbuildings, 2 box stalls. Call W.J. (Jack) McCrudden, Broker, about #93.</p>	 <p><b>GUELPH AREA TRADESMEN ONLY</b> 1,800 sq.ft. heated workshop, 1,280 sq.ft. storage space, plus other extra income, 1,300 sq.ft., three-bedroom brick bungalow. All this and more situated on 9.72 acres. For more info, call Jennie Fretz* about #96.</p>	 <p><b>CAMPBELLVILLE ESTATE</b> Executive bungalow on 2 acres features 3 fireplaces, Nanny's quarters, pool, tennis court, hot tub &amp; many more amenities too numerous to list. Please call Ron Twiss* for more information or a personal inspection of #21.</p>	 <p><b>ELLIOTT CRESCENT</b> Three bedroom, raised ranch bungalow offers fireplace with air tight insert in living room, deck at rear of home, paved drive &amp; single garage. Re-shingled roof in 1992. Listed at \$174,900. Please contact W. J. (Jack) McCrudden, Broker, to view #83.</p>
 <p><b>TAKE A LOOK . . .</b> and you'll agree that this house has lots to offer. 3 spacious bedrooms, 3 bathrooms, eat-in kitchen &amp; main floor family room with fireplace. Includes appliances, all window coverings &amp; much more. Listed at only \$184,500. Call W.J. (Jack) McCrudden, Broker for complete details. #49.</p>	 <p><b>A BIT OF COUNTRY IN TOWN</b> Three bedroom property located on private setting, balcony off master, Jacuzzi tub, main floor laundry with 3 piece bath, eat-in kitchen and lots more. Listed at only \$185,000, call Joan Tattine-Hollings* for complete details about #66.</p>	 <p><b>EXECUTIVE QUALITY</b> Without the executive price! This totally finished, private home has 3+ bedrooms, 4 washrooms, main floor family room &amp; is just steps away from parks, schools &amp; shopping. \$243,900. To view this lovely home call Linda Ertzly* or Dick Belford* about #75.</p>	 <p><b>Laurier Avenue</b> Large 2 storey home with lots of upgrades. This home features 4 bedrooms, main floor family &amp; laundry rooms, central vac., central air, upgraded carpeting &amp; flooring, fully fenced backyard with IG pool. Home shows well. Call Linda Ertzly* today to view #69.</p>
 <p><b>5 ACRES - 2 STOREY HOME - BARN</b> 4 bdrm home situated on rolling, wooded land with stream. 32' x 60' - 6 stall barn with tack room. Home offers W/O from living room to deck &amp; IG pool, finished basement with wet bar, cold cellar, concrete driveway, 3 - car garage &amp; much more! To view call W.J. (Jack) McCrudden, Broker about #54.</p>	 <p><b>FUTURE INVESTMENT PROPERTY</b> Well maintained bungalow on property very suitable for income generation. Zoned R3 residential. Super investment - excellent site for R-6 development. Contact Joseph Manchia* for more details and to view #76.</p>	 <p><b>CAMPBELLVILLE CAPE COD</b> Enjoy fine country living &amp; advantages of a light-knit community. Spacious foyer, bruce hardwood floor, custom kit. cabinets, breakfast nook overlooks pool &amp; patio, wall-to-wall fireplace in family room, ensuite bath with marble floors &amp; Jacuzzi. 5 bdrms &amp; finished loft. For info. on additional features please call Joseph Manchia* #74.</p>	 <p><b>COUNTRY BEAUTY</b> Situated on just over one acre this home offers many upgrades: eye-catching foyer with beautiful ceramic floor leading to kitchen with bleached oak cupboards, gleaming hardwood floors leading to bedrooms, completely separate apartment, ideal for extended family and more. Call Joseph Manchia* today to view #39.</p>
<p><b>POWER OF SALE</b> This four level Backsplit is pleasantly landscaped with Inground Pool. It features fireplace in family room, two 4 piece bathrooms, finished basement, central vacuum &amp; double garage. Court location. Reduced to \$202,000. Call Galdys Cranford* to view #109.</p>	 <p><b>FOR SALE, LOCATION FOR LEASE, LOCATION</b> Downtown prime corner position, good exposure for many trades. Thinking of owning your own building? The Vendor would consider taking back a mortgage. For more details and for your exclusive appointment to view please ask for Stewart Haddon, Associate Broker, #14.</p>	 <p><b>MCGEACHIE DRIVE</b> Industrial space for lease, \$4.00 per square foot. Building size 16,800 square feet, brick-block construction. Zoned M1, best use light industrial. For complete details contact Sam Nadalin, Associate Broker or Ross Cescon* about #104.</p>	<p><b>\$118,900</b> Picturesque two acre wooded lot on Main St. in Kilbride, just west of town. Property in NEC area, pond on property, well installed and building permit available. Call Don S. Pelz* for more information about #108.</p>

<b>W. J. (JACK) McCRUDDEN, BROKER</b>		*Registered Real Estate Salesperson	
STEWART HADDON Assoc. Broker	878-3333	BERT DAVIS *	878-2908
SAM NADALIN Associate Broker	878-6709	DEBRA SINE *	878-9626
GLADYS CRANFORD *	875-3039	JO ANNE VAN SLINGERLAND *	875-0215
JOSEPH MANCHISI *	875-SOLD	ROSS CESCON *	878-2755
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MILTON

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A METROLAND PUBLICATION  
**IAN OLIVER**  
Publisher

Advertising: Neil Oliver (Manager)  
Retail Sales Rep: Debbie Pells  
Ted Lindsay,  
Who Does It: Belinda Beasley

Published by:  
The Canadian Champion  
at 191 Main St. E.,  
Milton, Ontario L9T 4N9, 878-2341

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