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4 bed brick, with 2 car garage, sep. din. room, family room with fireplace, master bedroom with ensuite. Call Yvonne.



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Nestled on 1 acre with pond. Huge kitchen with ample cupboards and breakfast nook. Hardwood floors & air tight stove. Call Cameron Gall 878-2095 or 876-4532.

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Free real estate book covers all the details of selling your home

If you've ever had to go through the process of selling your home, you're probably well aware of the never-ending stream of details to attend to and options to consider. For most, the whole procedure can be a bit overwhelming.

Don't you ever wish there was an easier way to navigate the pitfalls and to organize the whole affair? Well, help has arrived, and it's absolutely free!

The Ontario Real Estate Association (OREA) has published a book that covers all the angles of selling your home, from A to Z to the unforeseen. It's called, not coincidentally, *How To Sell Your Home*.

The book is a chapter to chapter guide of literally every aspect involved in the most important financial and personal decision you'll make. It contains over 100 pages of indispensable information to help sellers make the right choices and get the best possible price for their properties.

Among others, it describes how to take advantage of your Realtor's experience and knowledge to find the right buyer, how best to market your home, and the all-important issue of closing the sale.

There's even a handy glossary that helps you wade through real estate terminology.

The booklet starts by asking the simple question, "Why do you want to sell your home?" The answer you give will directly impact a host of other decisions.

For example if you're selling to move to a bigger home, you'll have to decide how quickly you need to sell and if you're prepared to buy another house before you actually close a deal on the current one.

Your reasons for selling will also affect your ability to react to cycles and seasonal changes in the real estate market.

How To Sell Your Home then moves to the benefits and advantages of using a Realtor - covering issues such as pre-screening suitable buyers, negotiating the best price, legal requirements from the seller's perspective and much more.

Perhaps the one aspect many first-time sellers underestimate is the enormous amount of time and energy that goes into selling a property. Realtors are professionals whose job and duty it is to put forth whatever effort is necessary. Those who might be tempted to 'go it alone' may discover that their attention is diverted from the main task at hand - to get the best price possible. Realtors, on the other hand, never lose sight of priorities.

Once you've decided to use a Realtor, you'll need to fill out a listing agreement. This document is a legal itemization of all the particulars related to your home, your preferences as to price, minimum deposit and closing date, and the contractual relationship between you and your Realtor. The book describes this in detail.

You can also decide to either list your property exclusively with a real estate brokerage or use of MLS (Multiple Listing Service) to broaden the pool of potential buyers.

When you determine your home's asking price, you'll need to be able to access its expected 'market value'. This is the highest price your property will bring in a fair, competitive and open housing market. Here again, you're Realtor's assistance is invaluable as only he or she has the intimate and current knowl-

edge of the factors that will influence your ability to sell at a given price.

How To Sell Your Home also provides a nifty section on the in's and out's of preparing your home for sale, walking you through the steps you can take to make sure buyers see the best your home has to offer.

Cleaning inside and out is recommended, as is undertaking any repairs you may have been putting off. Handy hints such as 'depersonalizing' your home (so that buyers will better visualize the property with their own tastes and preferences) and weighing the costs of major improvements are offered. A itemized checklist is included to help you in every detail of marketing your home properly.

Finally, all the complex financial and legal issues of closing are explained in language that is easy to understand. Tax concerns, mortgage considerations and the actual sale agreement are all laid out. You'll find out about offers and counter-offers, the common points of negotiation and how to deal with conditional offers.

For a free copy of *How To Sell Your Home*, all you have to do is call OREA at 1-800-563-HOME (1-800-563-4663).

This article is provided by local Realtors and the Ontario Real Estate Association (OREA) for the benefit of consumers in the real estate market.

Getting your home ready to sell

It's almost time for the *For Sale* sign to go up, and time to make sure your house will be looking its best when the first prospective purchasers walk through the door.

A clean, uncluttered house looks bigger and more inviting, so begin by packing away bulky or unused furniture and making the best use of your space. Be ruthless when you go through closets, spare rooms and cupboards.

If you haven't used that bread-making machine for a while, and if you're not likely to need that extra set of china or cutlery in the next few weeks, pack it away. Those knick-knacks on the mantelpiece may have sentimental value to you, but they'll just look like knick-knacks to anyone who comes through your home. Move them out of sight.













You can make a head start on packing by cleaning off bookshelves, clearing clothes, shoes, extra towels and bedding out of closets, and boxing the kids' toys, out-of-season sports equipment and garden tools.

Take a tour of your house and make a note of all those easy-to-miss spots that need a good

• see A MAJOR on page 5

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