

Open houses provide key role in home buying

RE3—The Canadian Champion, Wednesday, October 30, 1996

If you've ever bought or sold a home, you're probably familiar with open houses and the role they can play in the sale or purchase of a home. Open houses are a marketing tool which can help give a home exposure, allowing several potential purchasers to view properties over the course of a day or two — usually on a weekend.

In addition to holding open houses for the public, real estate practitioners also conduct open houses for other real estate professionals. This gives them a chance to promote their listings with other practitioners who may have suitable buyers who would be interested in these particular properties.

Hints for Vendors — If you're a vendor, your real estate professional will provide you with some helpful hints on how to make your property more marketable.

First of all, your property should be in top-notch condition to create a favorable and lasting first impression with potential buyers. Keep your lawn trimmed and tidy. Also make sure that all trees, hedges and shrubs look neat — not unruly. Trim branches that block the view of your home or hide some of its best assets. Repair any unsightly cracks or holes in your walkway or steps that could prove to be a safety hazard. And don't leave tools and toys strewn around the front or backyards. These detract from your home, making it look like an obstacle course. They could also prove to be hazardous if someone tripped over them.

If your trim or siding looks dirty, wash it using an appropriate cleaning solution. (Your hardware store can probably give you tips on what's best to use.) And if your paintwork is peeling or blistering, it's time for some cosmetic surgery. A little paint can go a long way to enhance the marketability and curb appeal of your home. If you're unable to tackle the job yourself, hire a professional for best results.

Indoors — Indoors, open up curtains and blinds to let in as much natural light as possible. This helps show your home to its best advantage. And be sure to move any clutter out of sight and rearrange furniture that might impede traffic flow.

Rooms should also be thoroughly aired and as fresh as possible — particularly if you have pets or someone in your family is a smoker.

Vacate the Premises for the Day — Your realtor will recommend that you leave the premises during the open house to help make prospective buyers feel as comfortable and relaxed as possible. If you're in the house, purchasers are likely to be more intimidated and reluctant to give your home the thorough viewing it deserves.

You want people to fully appreciate all the attributes your home has to offer — and they

may not feel like opening closets and cupboards or talking about decorating possibilities if you're in the house.

Make arrangements for you, your children and pets to have a day-long outing during the open house. (After all, you don't want Fido jumping on or barking at prospective buyers — and you certainly don't want purchasers to mistakenly let fluffy, your indoor cat, out the back door.)

Secure Valuables — Before you leave, put all personal property like jewelry, medications and fragile items well out of harm's way, in a safe, secure storage place. Don't leave any money lying around. To make sure everything is secure and ready to receive visitors, quickly inspect your home with your realtor just before you leave. Realtors know that it's important to control traffic in and out of open houses and to have a register for all visitors to sign.

If you have any particular concerns about the open house, don't be afraid to talk to your realtor to see what suggestions he or she might have.

Tips for Buyers — On the flip side of the coin, if you're a buyer attending open houses, keep in mind that viewing an open house is a privilege.

Also keep in mind that the realtor on duty is acting as host of the vendor's behalf. The salesperson should be treated with the same respect you would give the vendor.

When asked to identify yourself at an open house, you should sign the guest register. The vendor has the right to request that you sign the register, providing your name, address and telephone number.

It's also important to refrain from wandering through the house without the salesperson present. If the realtor is busy, wait until he or she is able to show you around. After all, the real estate professional will be able to point out the features of the home and answer any questions you may have.

When attending open house, it's also important to clarify up front who you're working with — particularly if you've been viewing homes with another real estate professional.

WANTED



This man wants to list your home.
If you see him, approach him immediately.
He's a nice guy.

Sell With Steve Porter
875-2582



RE/MAX[®]
aboutowne
REALTY CORP.



each office is independently owned & operated

OFFICE: (905)338-9000

18 ACRES. Mixed hardwood & cultivated pines. Central to Milton, Georgetown & Guelph.
\$129,900.

2 ACRE LOT. Beautifully treed and private, well paved road & highway access.
\$99,900.

CHRISTIE & WOODS REAL ESTATE LTD.

189 Main Street, Milton



EXECUTIVE CAPE COD

Executive Cape Cod on 1 acre with pond. 2 1/2 baths, hardwood floors, huge kitchen with breakfast nook, walkout to deck. \$249,900. Call Cameron Gall 878-2095 or 876-4532.



PICTURESQUE

Cosy 3 bedroom bungalow, situated on a secluded 2 acre lot with fish-stocked pond. Asking \$164,900. Call Yvonne 878-2095.



SPECTACULAR VIEW! SECLUSION!!

28 beautiful wooded acres, trails, Milton. Tennis court, guest cabin, 4 bdrm. contemporary home, eat-in kitchen, dining & living room with fireplace, library, office, atrium, indoor pool. Call, Yvonne.

50 beautiful wooded acres with ponds. Good Building sites. Call Yvonne

Yvonne Christie — Broker/Owner
878-2095 — Sales Rep.
Cameron Gall 876-4532 Allan Christie 878-2095
Don Pelz 876-1029

REALTY WORLD MILLPOND REALTY INC., REALTOR

500 Steeles Ave., Milton
876-0633

24 Hour Answering Service

<http://www.globalserv.on.ca/~malalu/index.html>



MARK MALLALIEU
Broker



STEWART HADDON
Associate Broker



DICK BELFORD
Sales Representative



BARBARA MALLALIEU
Sales Representative



PIERRE WERY
Sales Representative

THREE BEDROOM HOME IN OLD MILTON

Oak floors & banister, high ceilings. Character not easily found today. Asking only \$174,900. For more details or to view, please call Mark Mallalieu, Broker at 876-0633. <http://www.mls.ca>

BUY CHEAPER THAN RENT?

\$199,000 — asking 25% down — approx \$150,000. Mortgage at 10% — \$1,400.50 minus the amount of \$675.00 rent — approx \$1,900 per month mortgage. To rent the place \$1,200 per month. Tax is a possibility depending on your credit rating, the mortgage rate, term and amortization. For more info, to view, please ask to Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333 <http://www.mls.ca>

PROFESSIONALS

Lawyer, doctor, dentist, accountant, physician, chiropractor. Asking only \$169,900. For more info or to view, please ask for Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333 <http://www.mls.ca>

OFFICE SPACE

Available on second floor, good exposure. Can be split into 2 separate units. Ideal for consultants, accountants, lawyers etc. For more info or to view, please ask for Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333 <http://www.mls.ca>

QUIET COUNTY — \$339,000

Privacy! Quiet! 401 access! All in one tidy package on 6.2 acres in Campbellville. Excellent drinking water, organic garden, trees, trees, trees. A real joy to view. For more details or to view, please call Mark Mallalieu, Broker at 876-0633, <http://www.mls.ca>

PARADISE — \$385,000

9.8 acres, well wooded, can with 5 stalls, large 4 level, 1.25 sq ft. Plus of this one! Paradise beautiful, bird lover's paradise. Must see! No time to lose! For more info, to view, please ask to Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333 <http://www.mls.ca>

JUST LISTED

Close to town, 1 acre of land and a solid 1 1/2 story home. Fully finished throughout, walk out to a large patio in back. Beautifully maintained and landscaped. 2 bedroom finished basement. Call Mickey Galekovic, Sales Rep. for your appointment today at 876-0633. <http://www.mls.ca>

FINISHED OFFICE SPACE

Starting at \$200. For more details or to view, please call Mark Mallalieu, Broker at 876-0633, <http://www.mls.ca>

EXECUTIVE STYLE TOWN HOUSE IN BURLINGTON

Three bedrooms fireplace. Only \$152,400. For more details or to view, please call Mark Mallalieu, Broker at 876-0633. <http://www.mls.ca>

PRESTIGIOUS GLEN ABBEY IN OAKVILLE \$320,000.

This stunning 2 storey executive home offers over 3,000 sq. ft. of living space. Huge eat in kitchen, beautiful hardwood floors in living and dining rooms. Spiral oak staircase, master bedroom with sitting room and ensuite. Interlock driveway. This home is absolutely spotted! Call Mickey Galekovic, Sales Rep. for your personal showing at 876-0633. <http://www.mls.ca>

INVESTOR ALERT, MAIN STREET EXECUTIVE CENTRE — \$990,000.00!!

Prime commercial building in the heart of Milton. Completely restructured, ceramic floors, atrium in the front entrance. Fully leased! Detailed prospectus available. Vendor may assist with financing. Call Mickey Galekovic, Sales Rep. for your appointment today at 876-0633. <http://www.mls.ca>

Millcreek Adult Community
Affordable Living in a Modular Home Park
One Bedroom Home as low as \$64,900
Two Bedroom, Two Bathroom - Models On Display

Millcreek
(519) 763-1048
Aberfoyle, Ontario

COUNTRY PARADISE
This large 4 bedroom plus bungalow is situated in a beautiful, peaceful park-like setting on nearly a full acre. With a large kitchen, family room with fireplace, this home is perfect for your family. Just 15 minutes from Milton. Call Janis Garel, Sales Representative 853-2086. RMAC96-097

REMAX BLUE SPRINGS (519) 853-2086