

# Using a Realtor to sell your home is the only way to go

Realtors are highly skilled individuals who must complete an extensive training regiment to receive a license. This program is designed by the Ontario Real Estate Association and includes not only an intensive in-class phase, but a two-year 'articling' process that further refines the Realtor's knowledge of the housing transaction.

A Realtor's most valuable asset is the ability to meet your demands and look out for your best interests.

A comprehensive knowledge of the housing market is perhaps the most powerful weapon in a Realtor's arsenal. A Realtor will assess your property and use a sophisticated comparative analysis to determine a fair and workable selling price.

Once an initial estimate has been put forth, a Realtor will offer a number of valuable tips on how to increase your asking price and speed the sale of your home.

Often, minor repairs and fix-ups are all that are needed to make your home a top draw, but small renovations might also give you the competitive advantage.

Your Realtor will help develop an overall 'marketing plan' for your property. This is the

broad strategy that will be employed to expose your home not only to a maximum number of buyers, but to reach the specific kind of buyer that will be motivated to purchase your home.

Advertising in newspapers and real estate periodicals, television coverage, open houses for the public and other Realtors, and listing with the MLS (Multiple Listing Service) are among the options.

Once potential buyers have been located, a Realtor can make life a whole lot easier by pre-screening applicants before the time and effort is spent showing your home.

Once a suitable and motivated buyer is found, the often tedious and complicated negotiation process begins. Here, Realtors can be an immense help.

Now that the price is set and the buyer is ready to close the deal, numerous legal contracts and financial arrangements must be attended to.

The bottom line is that a Realtor will be with you every step of the way. From making your home as attractive as possible and exposing it to

the right buyers, to negotiating on your behalf and closing the sale.

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





## REALTY WORLD

### MILLPOND REALTY INC., REALTOR

500 Steeles Ave., Milton **876-0633**

Surf the Net - visit our web site & view a sample of our listings.  
Email us your comments and requests. <http://www.millpond.on.ca>

 <b>MARK MALLALIEU</b> Broker	 <b>STEWART HADDON</b> Associate Broker	 <b>DICK BELFORD</b> Sales Representative	 <b>BARBARA MALLALIEU</b> Sales Representative	 <b>PIERRE WERY</b> Sales Representative	 <b>DOMENICO MANCHISI</b> Sales Representative	 <b>MICKY GALEKOVIC</b> Sales Representative	 <b>JOE MANCHISI</b> Sales Representative	 <b>ANTONIO VIDIRI</b> Sales Representative
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 <p><b>THREE BEDROOM HOME IN OLD MILTON</b> Oak floors &amp; 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.</p>	 <p><b>SOLID BRICK BUNG. ONLY \$174,900.</b> In old Milton, close to all amenities. 2-2 bedrooms, oversized lot. Lots of extras. Won't last long. Act now! Please call Mickey Galekovic, Sales Rep. at 876-0633 for your appointment today!</p>	 <p><b>FINISHED OFFICE SPACE</b> 2,000 sq. ft. finished office space. 2000 sq. ft. retail/commercial. Available April/May. For more details or to view please call Mark Mallalieu, Broker at 876-0633.</p>	 <p><b>ASKING \$199,900.</b> Great ideal for many trades. Call now and ask the how. You may be able to buy for less than renting. Apartment. We are able to help with the payments. Multiple vendors. For more information or to view please call Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333.</p>
 <p><b>PROFESSIONAL OFFICE</b> Look me over! Asking only \$164,900. Zoning commercial. For more information or to view please ask for Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333.</p>	 <p><b>SECOND FLOOR</b> Cambespit into 2 separate units. Good exposure. Ideal for many professions. For more information or to view please ask for Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333.</p>	 <p><b>VILLAGE PARC ON THE POND</b> Gorgeous condo in Village Parc. Absolutely spotless, close to all amenities. Better hurry! Please call Mickey Galekovic, sales rep. at 876-0633 for your personal showing today!</p>	 <p><b>9+ ACRES</b> Well treed lot, barn with 5 stalls. Large 4 level side split. Privacy plus on this one! Minutes to Keesee 401. Bruce Trail. Asking only \$380,000. For more information or to view please call Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333.</p>
 <p><b>CAREFREE CONDO!</b> Luxurious living in Brampton's finest upscale Bldg. 24 Hr. security. 2 large bedrooms, bright and spacious. Includes all appliances. Great Central location, close to 410 and City Centre. Priced to sell! Please call Mickey Galekovic, Sales Rep. today at 876-0633 or 1-800-731-0633.</p>	 <p><b>TASTEFULLY RESTORED FARM HOUSE</b> Possibility of 5 bedrooms, new 2 car garage, drive shed, fruit trees. 20 acres. ASKING ONLY \$389,900. For more information or to view please ask for Stewart Haddon, Assoc. Broker at 876-0633 or Res. 878-3333.</p>	 <p><b>MAIN STREET EXECUTIVE CENTRE - \$849,900.00!!</b> Prime commercial building in the heart of Milton. Detailed prospectus available. Vendor may assist with financing. Please call Joseph Manchisi, Sales Rep. for your appointment today at 876-0633.</p>	 <p><b>1ST TIME BUYERS!</b> This attractive 2 bedroom bungalow has been recently renovated. Large lot! 2 bedroom in-law suite. Won't last long! Act now! Please call Mickey Galekovic, Sales Rep. at 876-0633 for your appointment today!</p>
<p><b>4 PLEX IN HALTON HILLS - GREAT INVESTMENT</b> Four apartments with separate entrances. Large lot on quiet street. Generates approximately \$22,000. per year gross. Please call Mickey Galekovic, Sales Rep. at 876-0633 for details.</p>			

**OPEN HOUSE SAT. & SUN. 1:30-4**



**6164 FIFTH LINE**

\$325,000. Custom all brick bungalow on 1 ACRE COUNTRY LOT. Eat-in kitchen overlooking family rm. with F.P. & walk-out. 4 large bedrooms, 3 baths. Huge basement with 2 bdrm. in-law suite. North of Britannia Rd., between Hwy 25 & Trafalgar Road.



**DAVID WHITTOCK**  
Sales Rep.  
(905) 632-8888

**JOYCE SCOTT**  
REAL ESTATE INC.

**JSR**



**JOYCE SCOTT**  
BROKER-OWNER  
**878-1526**

**NOW \$60,000!**

Vacant Land was \$94,000. Reduced \$34,000. Property to be sold as is. 2.88 acres. Hydro & water to the lot line. On Townline in Milton Heights. Foothills of the escarpment.

*Professional real estate services just a phone call away.*

**Call Joyce.**

**LISTINGS REQUIRED.**



## MILTOWNE REALTY CORP.

22 Ontario St. S. 878-7777

*Going Above and Beyond For YOU*



**SHARON KERLEY**  
Sales Representative  
Registered Relocation Specialist  
Office  
**878-7777**  
Tor. Line  
**825-4485**



**JUST LISTED** - Cape Cod with inground pool features 4 spacious bedrooms, main floor fam. room with fireplace, eat-in kitchen, 3 1/2 bath and finished basement with in-law suite potential. Call Sharon for further details \$235,900



**4 BEDROOM TOWNHOME** - Two storey, located in one of Milton's nicest townhome complexes. Eat-in kit., spacious L.R., D.R. with w/o, 4 spacious bedrooms and large partially fin. basement with additional 2 piece wash. \$129,900.



**SPACIOUS BUNGALOW ON 2 SPECTACULAR ACRES** - 7 year old bungalow with triple garage and walkout basement. Three generous bedrooms plus main floor den, family room and laundry, sunken living room and large separate dining room. Natural gas heating and central air. Situated on a beautiful 2 acre estate lot with large private pond. Call Sharon for more information.



**scott B PRIOR**  
associate BROKER  
(905) 878-7777 TOR (905) 825-4485

*Just a thought ...*

*Dreams have as much influence as actions.*

**SUPER LOCATION**



Super semi-detached, located in a great family neighbourhood. This 3-bedroom home has been tastefully decorated throughout featuring a combination LR/DR with fireplace, and set on an oversized lot which has been professionally landscaped. This won't last at \$173,900.

**OFF TO GREAT START**



This 3 bedroom townhome is perfect for the first time buyer. Renovated from top to bottom. The home features new hardwood, new vinyl flooring, refinished kitchen and a gorgeous corner gas fireplace for economical heating. Call Scott for further details. Listed at \$124,900.

**BETTER ACT QUICKLY!**



This superb 3 bedroom bungalow is well located. The living room & dining room are complemented by beautiful long hard wood flooring. Kitchen has been recently redecorated and overlooks family room with fireplace, walkout from living room to patio & fully fenced yard. Located close to schools, parks and all amenities. Offered at \$189,000.