

Town OR Country

Real Estate (Halton) Ltd. Brokerage

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CHRIS LIGHTFOOT

SALES REPRESENTATIVE
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5 tips for choosing your Realtor

The Canada Mortgage and Housing Corporation predicts a dip in sales for Ontario's previously owned houses this year. Industry experts recommend sellers spend time finding the right Realtor who can find the best buyer for their property.

"There are over 50,000 Realtors and brokers in the province; though they have all gone through extensive training, owners should find the person whose expertise and knowledge is the best fit for their needs and will help them understand their home's value," says Ron Abraham, president of the Ontario Real Estate Association (OREA).

Abraham recommends asking these questions (from howrealtorshelp.ca) to help choose the right one for you:

1. What's your track record for getting the list price? How long does it take for you to sell a property? A quick sale can mean that the Realtor correctly understood the market and value of the house or condo. Ask about their track record for negotiating a sale that's close to or above the list price.

2. How will you market my home? Find out how the individual plans to get buyers interested, whether through ads, online house tours or open houses.

3. What services do you provide? Realtors can offer a range of services including a competitive market analysis or recommending other professionals such as a lawyer or contractor.

4. What do you know about my neighbourhood? OREA members often specialize in specific areas and will be knowledgeable about nearby schools or transit, which could both attract buyers.

5. Can you provide references? Ask to speak to past clients to learn how well they worked with the Realtor and if they were happy with the service they received.

www.newscanada.com



Vanessa Wilson

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I am please to announce **Diane Wolstenholme** as a certified Digital Advertising Consultant for Metroland. Diane has been with Metroland since 2001 and has always worked hard to provide her clients with the most up to date advertising and marketing solutions. Since becoming certified, Diane is able to help your business with content marketing, digital display ads and HomeFinder.ca.

Diane's passion for digital and her solid understanding of the media landscape, combined with her experience working with print products provides a solid foundation for success in her role.

I encourage all local Realtors to contact Diane for a consultation. She would be pleased to help you grow your business with a successful marketing plan that includes print and/or digital products.

Phone: **905-878-2341** ext 212
Email: dianew@miltoncanadianchampion.com

Katy Letourneau
Director of Advertising
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April 3, 2014



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