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**flowers**  
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**FINISHED BASEMENT**

400 Kincardine Terrace  
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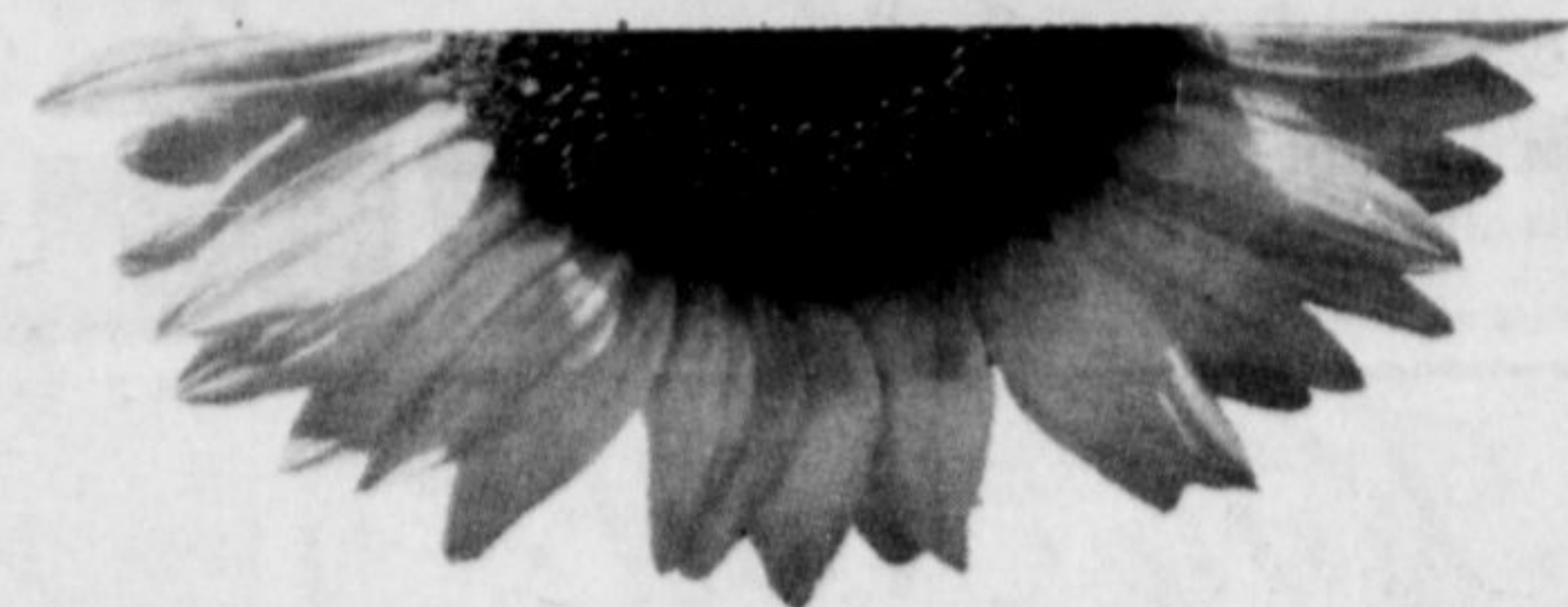
**HOT NEW LISTING**

1588 Cartwright Crescent  
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**STUNNING HOME**

381 Blinco Terrace  
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*thank you!*

**FOR NOMINATING US AS**

**MILTON'S FAVOURITE REAL ESTATE AGENT**

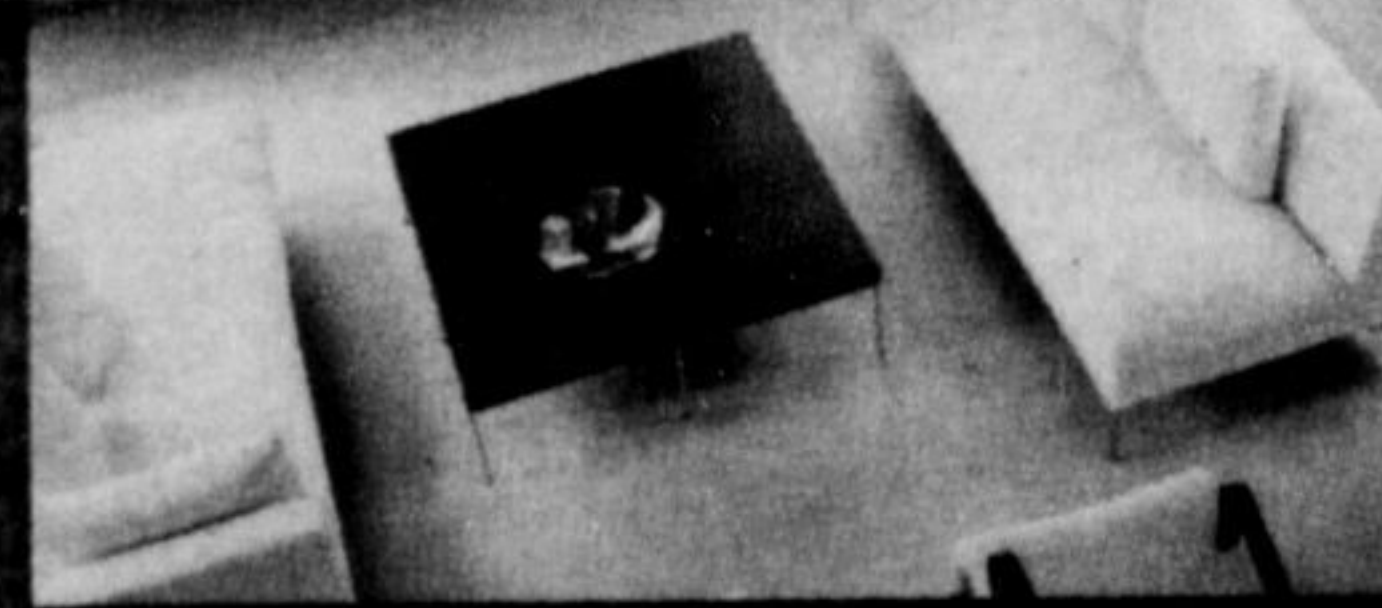
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For full details visit: [www.AmyFlowersTeam.ca](http://www.AmyFlowersTeam.ca)

www.AmyFlowersTeam.ca Amy Flowers\*, Michelle Merritt\*\*, Neil Maxwell\*\*, Christine Tenaglia\*\*, Robin Kerwin\*\*, Jennifer Laliberte\*\* \*Broker \*\*Sales Representative

*Hosting an Open House this Weekend*

**OPEN HOUSE**



**Tips for a successful open house**

Hosting an open house is a valuable exercise in the home selling process, so it is important to do it right, says Costa Pouloupoulos, president of the Ontario Real Estate Association. "Just as visitors are expected to follow certain etiquette when entering an open house, hosts of open houses have their own set of rules to follow."

To leave a good impression with visitors, Pouloupoulos recommends the following tips to homeowners hosting an open house:

**Leave:** Visitors won't feel as comfortable exploring the home with you present. If you can't leave, try to be as inconspicuous as possible to give visi-

tors an opportunity to experience the home.

**No pets:** Cats, dogs and other animals should be out of the house and any pet smells should be eliminated as much as possible. Any visible cages and pet dishes should appear spotless.

**Keep it clean:** A clean home suggests that the home is well cared for.

**Clear the drive:** Give your visitors somewhere to park, especially if street parking is not available or hard to come by.

More information is available at [www.wedothehomework.ca](http://www.wedothehomework.ca).

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**Get to know a little real estate language**

There are many terms you'll hear real estate professionals use during your home buying process. While there are too many to list, these are a few you'll surely hear at least once:

**Amortization:** The number of years it takes to repay the entire amount of a mortgage.

**Buyer Agency Agreement:** Establishes a formal and exclusive relationship between the potential buyer and the broker and its representatives.

**Closing Date:** The date on which the title and keys to the property are transferred from the seller to the buyer, and the money is paid.

More information is available at [www.wedothehomework.ca](http://www.wedothehomework.ca).

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