

How to sell your home

By Darcy Warner
A. E. LePage

When you decide to sell your home, there are many things you can do to make it sell faster and often for a higher price.

First impressions are all-important. Real estate sales people will tell you that purchasers make up their minds almost immediately when they find the house they want.

Walk out to the street and take an objective look at your house. Is the driveway in good repair? It doesn't cost very much to seal it. If it's not paved, could it use a relatively inexpensive load of fresh gravel? Does the fence need repainting? Has your lawn been fertilized lately? It should at least be given a good cut and trim. Consider planting a few more flowers or shrubs.

The first really close look prospective buyers get of your house is the front porch. It would be a shame if they stumbled over a weak or wobbly front step. And no purchaser wants to be greeted at a front door that

sticks or needs painting. A gallon of paint on the front door and windows is a small investment that can pay dividends.

Consider repainting the entire house. Ask your listing sales person for advice about larger jobs like this. He or she usually has a good insight into the type of improvements you should undertake.

Inside the house, bear in mind that dark or unusual colors don't help your sale. You may want to repaint in light, attractive tones. If your rugs are frayed, it may be better to remove them and go with hardwood floors. At least ensure the carpets are well vacuumed.

It's important your home is well lit. Some people like a quiet, dark study, but that's a one-room situation. Make your home look bright and airy by turning on the lights and cleaning the windows, inside and out.

Spend some time tidying up and unclut-

tering your home. Urge your children to keep their rooms neat and clean.

Avoid cooking overly spicy foods. Don't take the risk that a potential buyer will be turned off by strong food odors.

Improvements can pay. Most of these improvements are relatively inexpensive things you can do yourself. However, if they enhance the saleability of your house, they're well worthwhile. You'll probably be able to sell your home much faster (an important factor when the real estate market is relatively slow), and you may well get a higher price.

In addition, the extra value such improvements add is tax free. When you sell a principal residence, you don't have to share the profits with the taxman.

Some homeowners think making small improvements is a waste of time if they're planning to move. After all, the new owners will want to make their own changes. But remember that most of the buyers are looking for their dream home - a house that's in move-in condition, not one that needs a lot of work.

Making big changes. When it comes to major renovations, some things are much better investments than others. Consider fireplaces, for example. With high fuel prices, Canadians have become very energy conscious. Adding a fireplace with a heater will make your home more saleable because of both the popular appeal and the energy savings of such a unit.

The same logic doesn't necessarily apply to air conditioners, which consume energy while providing comfort for only a few months of the year.

As two-income couples become more common, families spend more time in their kitchens. A bright kitchen with lots of cupboards will almost always make your home more desirable and attract a higher price. For the same reason, the convenience of a main floor powder room or an ensuite bath makes them good investments.



TO TRADE

You Get: 100 acre farm - 10 landscaped, 12 sided barn, noted in Ontario Heritage, a basement room in farmhouse mentioned "Where to eat in Canada". Stock & furniture, fixtures & equipment of barn. Dining room very tastefully outfitted & decorated. A very faithful following. You will own farm in 10 years by its own income generation. Ideal as second income - seasonal.

We get: \$150,000 The Round Barn, Thessalon, Ont. P.O.R 110 705-842-3341.



OPEN HOUSE
SUN. NOV. 18
1 - 5 PM
ON TOP OF TORONTO

Two-storey brick home offers a splendid scenic view of Toronto skyline. All on one full acre of privacy in Richmond Hill. Living room, separate dining room, kitchen with access to breezeway, den, 3 bedrooms + master bedroom with ensuite & walk-in closet. Rec. room with fireplace. For more information call 475-8083 or 884-0545



Economist & Sun

The Tribune

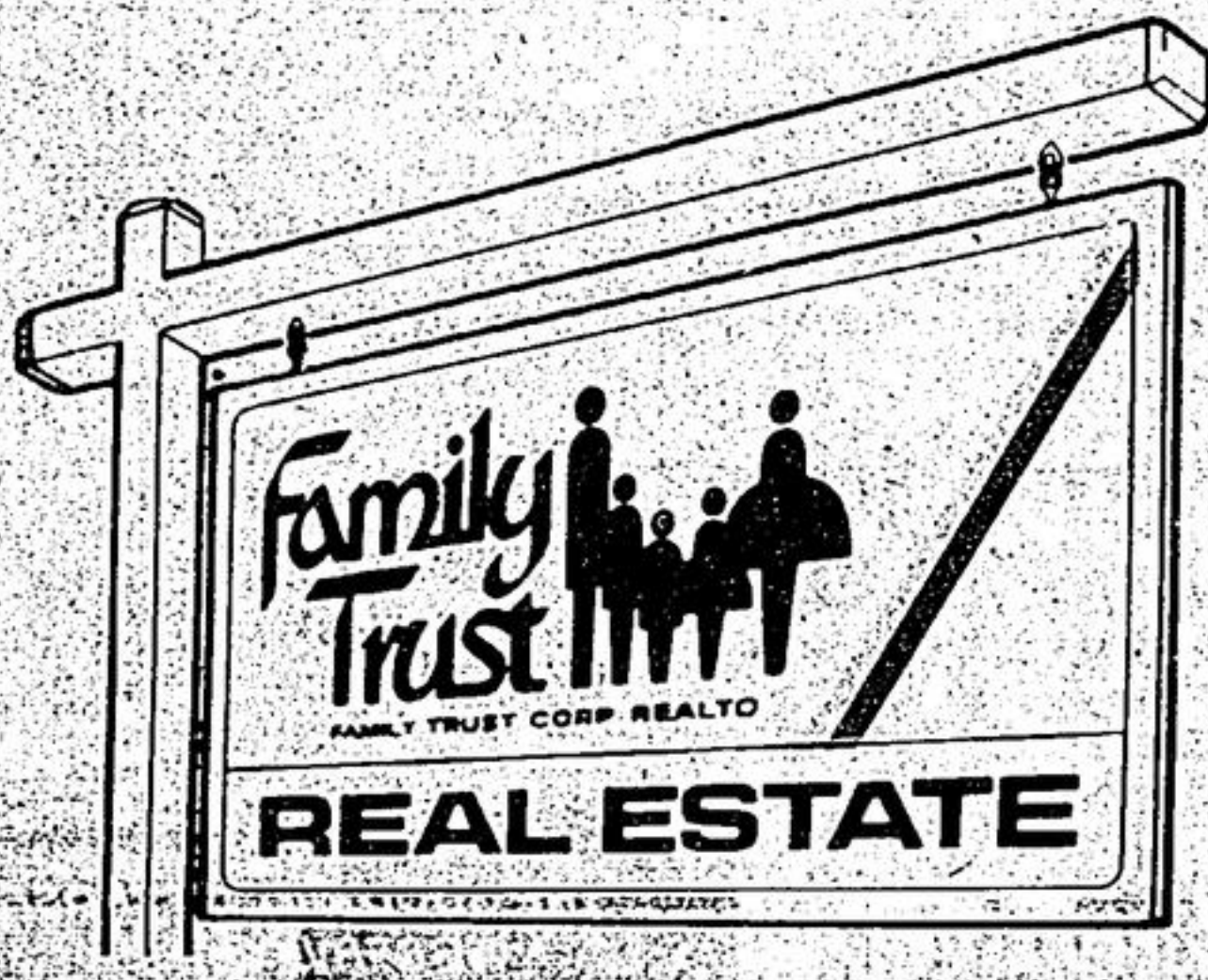
For information, call

294-2200
640-2100



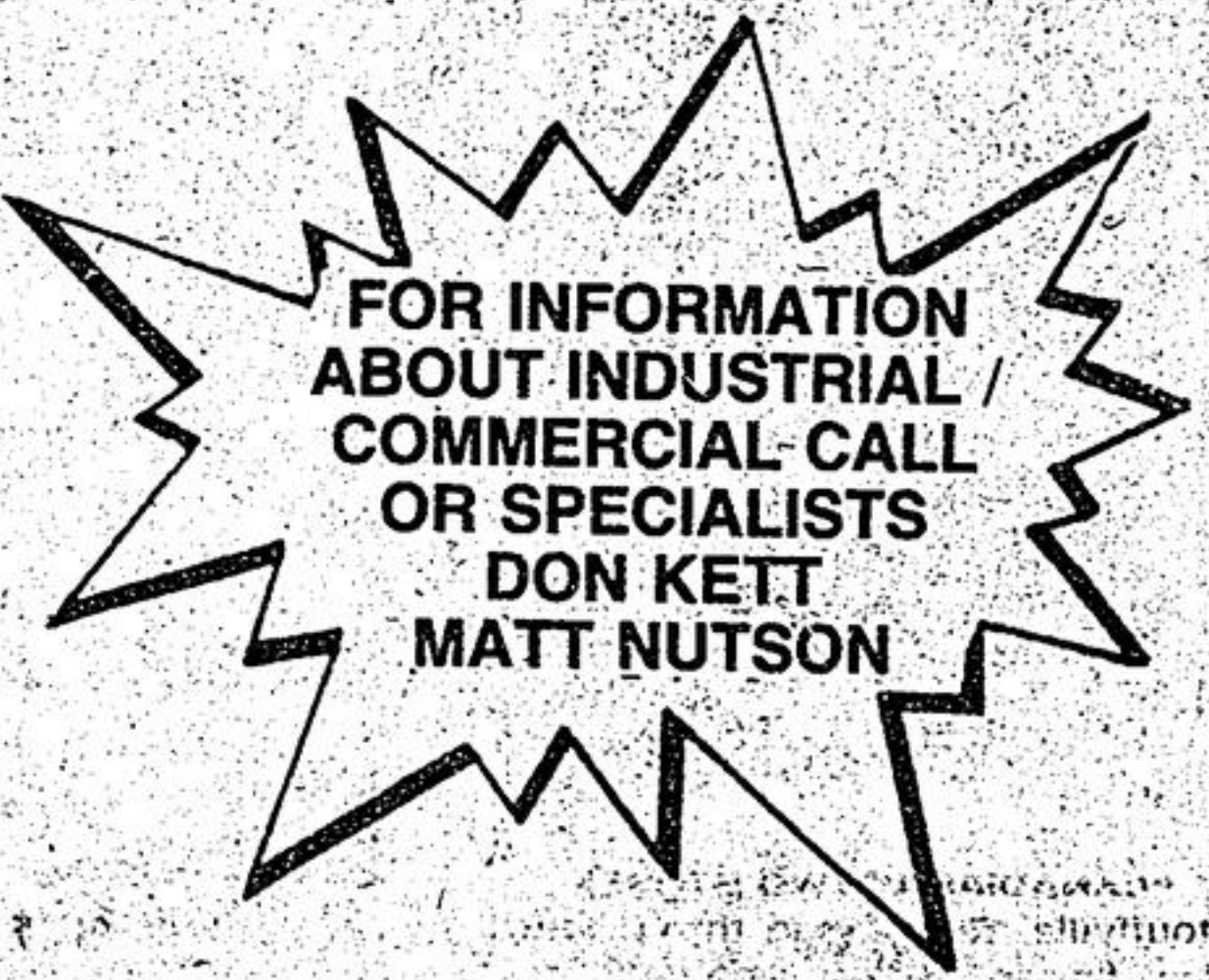
STOUFFVILLE - COMMERCIAL
Open your new business here. Old fashioned design. 3 rooms & bath. Separate apartment - appliances. Rent cuts overhead! Paved parking. Good condition. Excellent location. Listed \$112,900. Call Fran Sainsbury 640-3131 or Res. 640-1142.

LISTINGS WANTED
If you are considering a move, please call FRAN SAINSBURY 640-1142 for a competent, confidential appraisal! Office 640-3131.



FAMILY TRUST YORK REGION'S NO. 1

REAL ESTATE BROKER IN SALES



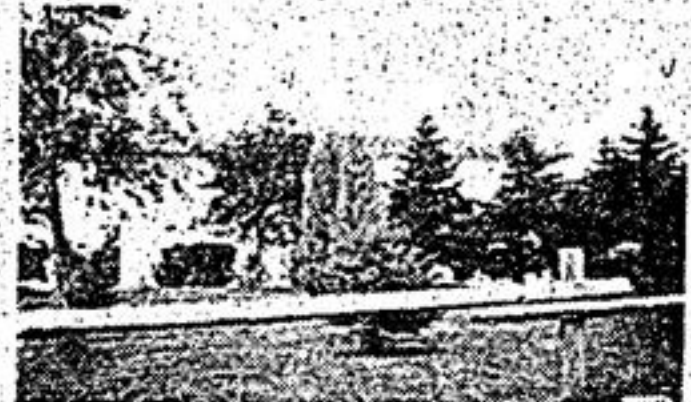
GOODWOOD AREA
1+ ACRES
Lots of features for just \$39,900. Barn, trees, heated garage plus charming bungalow all add up to good value. Anne Powell 640-2082.



SOMETHING FOR EVERYONE
Huge country kitchen for Mom, workshop for Dad and an enormous yard for the Kids. Charming older home in move-in condition. Stouffville. \$94,900. Anne Powell 640-2082.



2 STOREY STOUFFVILLE
Ideal family home. Main floor family room, 4 bedroom, broadloom throughout. Fenced yard with inground pool. \$109,900. Mary Jean Sider 640-2082.



COUNTRY YET CONVENIENT
Large custom bungalow on 1/3 acre right in town. \$147,500. L. Cavender 294-1372.



LUXURY & QUALITY YOU DESERVE IT
Stouffville 5 yr old sidesplit on 1/2 acre. 4 bedrooms, master ensuite, separate dining room, eat-in kitchen, walk-out main floor family room with fireplace and walk-out. Sewing room den & more. \$149,900. Derek Thornton 640-2082.



REDUCED TO \$149,900 VENDOR WANTS AN OFFER
Goodwood 7 yr old sidesplit on 10 acres. 4 bedroom, master ensuite, eat-in kitchen, walk-out, huge family room with fireplace and walk-out. 3 car garage, central air conditioning, inground pool, barn, pond. Derek Thornton 640-2082.



24 ARROWFLIGHT
I now need another similar property. Thinking of moving? Call Steve Tar 294-1372.



11 STARGELL CRES
Leslie Cavender & Rose Tomassini 294-1372.



98 SENATOR REESORS
Steve Tar 294-1372

OPEN HOUSE
McCOWAN 1 KM. N. OF STOUFFVILLE RD
SAT. 2 - 4:30
Near century home, 1 acre backing on springlake country club, Pool. John Hawco 294-1372

CHRISTMAS DELIGHT
\$139,900 wrap up this beauty for your family. Cozy main floor family room. Four bedrooms, fireplace. Enchanting staircase. Neutral. Diane Stewart Nigh 294-1372.

JUST LISTED
Large 3 bedroom home with main floor family room, 2 walk-outs to fenced lot. Close to all amenities. \$109,900. Carolyn London 294-1372



COUNTRY CLASS
Winter wonderland - 2 acres. Ginny Carmichael, Lloyd Coxworth. 294-1372.



AFFORD-A-BILITY
Family home/Family priced. Ginny Carmichael 294-1372



MAIN ST. MARKHAM
Lot 66' x 132' \$168,000. George Crompton 294-1372

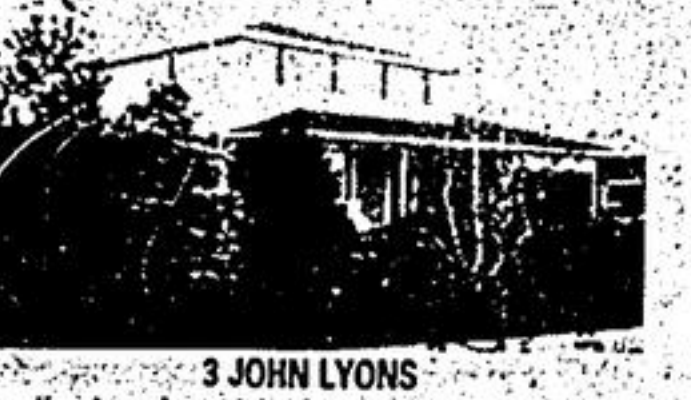
BUNGALOW STOUFFVILLE
Immaculate! Eat-in kitchen, 3 plus 1 bedrooms, beautiful rec. room with bar. Extra kitchen and 4 pc. bath downstairs. \$95,900. Mary Jean Sider 640-2082.

BEAUTIFUL SHERWOOD ESTATES
4 bedrooms, great neighborhood \$152,000. Babs Collier 294-1372

EXQUISITE HOME
Old Unionville. Sauna & pool! Carolyn London 294-1372



BETTER THAN NEW
Plus 8 1/2% 1st mortgage! Immaculate! Carolyn London 294-1372



3 JOHN LYONS
Quality location, 4 bedrooms, \$134,900. Linda Hawco 294-1372



VICTORIA SQUARE
Minutes from 404. 1/3 acre. \$114,000. Linda Hawco 294-1372

EXECUTIVE LOCATION
One acre - 3,300 sq. ft. Luxury - Carolyn London 294-1372

GEORGIAN QUALITY
New mortgage up to \$100,000 @ 12% 3000 sq. ft. \$199,990. L. Cavender 294-1372

COUNTRY CLASSIC
1 1/2 acres. Separate workshop. \$199,500. L. Cavender 294-1372

\$169,900
Custom executive home, located on a completely private R-A-V-I-N-E lot. Huge formal living room, separate dining room, family room with fireplace. Gabrielle Poschar 294-1372.



A-1 MORTGAGE
Open House, Sat. 1 - 4, 39 Knightsbridge, Huge bedroom, super lot. Call Charlie Barnett 477-1270 \$73,900

WRAP IT UP IN TIME FOR CHRISTMAS
Maintenance free bungalow. Perfect starter/retirement. \$92,000. Johanna Parker 477-1270

HOME OF THE WEEK

MARKHAM'S BEST BUY
REDUCED! REDUCED! REDUCED!
Don't delay! Come see this super executive 2500 sq. ft. home before it's too late! Value packed with central air, fireplace, 3 baths, built-in oven, mature trees, plus exciting design features. Priced to sell at \$146,900! Judy Beatty 477-1270.

JUST LISTED FIREPLACE!
Quiet, desirable complex backing to park-like setting. \$92,900. Judy Beatty 477-1270.

BETTER THAN NEW
Great location! Walk to school. \$133,000. John Hawco 294-1372
ROCK BOTTOM PRICE
\$145,900!
Elegant 2 storey on exquisite crescent, 60 ft. frontage. Large deck off greenhouse kitchen, walk-out basement. Owner transferred. Ruth Sharpe 294-1372.

SELLING? LET US DO YOUR HOME WORK
CALL TODAY FOR A FREE MARKET EVALUATION
MARKHAM 294-1372 UNIONVILLE 477-1270 STOUFFVILLE 640-2082