

Family Trust honors top agents

SUSAN GROBER

Tempted by bacon, eggs and steaming coffee, the top real estate agents of Family Trust's head office in Markham turned up at a breakfast held in their honor at Cullen Country Barns last Friday morning.

"These folks are the hardest working people in real estate," regional manager Betty Webber said in an interview.

More than 40 agents gathered in the Milliken Room to applaud their fellow workers who won the Family Trust President's award of excellence.

For the award, president Gerry McGoey recognized Rodeen Antrobus (with \$1,414,000 in real estate sales in January), John Hawco (with \$2,301,500 in sales), Joanne Bond and Linda Hawco as their co-workers cheered on.

"Our secret is teamwork," said Webber afterward. "They cheer and they holler and they hoot for each other. We all work together for Family Trust."

Honored as rookies of the year were Gloria Rodrigues and Wendy Bell. Webber warned them that "once you've been here six months you're no longer considered a rookie — then you've become a full-fledged real estate agent with hands-on training."

"We don't have a product to sell," she said. "We have to go out and get a house listed. Our real product is our service."

"We're one of the biggest local success stories in Markham, and a lot of the credit is due to our real estate agents," said Webber. "If they don't get listings, we don't get market share."



Family Trust Corporation Realtor President Gerry McGoey (left) stands with some of the top real estate agents in the Markham office. From left Joanne Bond, Linda Hawco, Rodeen Antrobus, John Hawco and regional manager Betty Webber were treated to an appreciation breakfast at Cullen Country Barns. Photo/BILL LANNING

New home sales on the rise

Sales of new homes totaled 2,646 in January, the highest level since March, 1987.

"I'm encouraged by this strong performance," said Gordon Thompson, president of the Toronto Home Builders' Association, in his monthly report of activity in the Greater Toronto area. "While it's too early to predict a major trend, buyer confidence, mortgage rate stability, and a broad range of quality new homes on the

market give cause for optimism."

Housing Data Report, prepared by Brethour Research Associates, stated that the 2,646 sales consisted of 1,857 freehold homes and 789 condominiums.

The west region led the way in freehold sales with 930, followed by north 439, east 392, and central 96.

In December 1,479 new homes were sold — 1,001 freehold and 478 condomini-

niums.

"The contents of Federal Finance Minister Michael Wilson's budget speech reinforce our belief that the healthy economic climate currently enjoyed in the Toronto area will continue, which bodes well for home buyers," said Thompson.

President of J. Perez (Toronto) Corp., a prominent development and homebuilding firm, Thompson said he is also pleased with

the apparent rejuvenation of the resale market, a factor that will lead to sales in the new home sector.

The Toronto Home Builders' Association was established in 1921 and has more than 850 member companies representing Builder/Renovator/Developers, Financial, Professional, Supply/Service and Sub-Contractors and is the largest affiliate of the Ontario and Canadian Home Builders' Associations.



LINDA PAYNE



JUST LISTED \$216,900

Prestigious lakeview home less than 2 yrs. new. 3-bdrms., master ensuite & w/i closet, kitchen/family rm. combo with f/p & w/o, loaded with extras. Don't hesitate. Call Linda Payne 640-2082.



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This is the time - \$89,000 for 10 treed acres. N.E. Uxbridge. Kathy Clulow 640-2082.



COMMERCIAL INVESTMENT

Uxbridge — \$188,500. Ideal as a professional building. Good location. Call Kathy Clulow 640-2082, Res. 852-5142.



ABSOLUTELY UNIQUE

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TRY \$15,000 DOWN

Starter home in the heart of Stouffville. 3 bdrms., maintenance free exterior, huge lot. Call Wayne or Gila Keeler 640-2082.



588 MILLARD ST. STOUFFVILLE \$234,900

Listings needed! We have clients who wish to locate in this area, if you are thinking of selling, please call for a confidential evaluation. Wayne or Gila Keeler, 640-2082.



INCOME BOOSTER - \$189,900

3 bdrm. bungalow, potential in-law apt with a sep. entrance, double car garage. Act quickly! Wayne or Gila Keeler 640-2082.

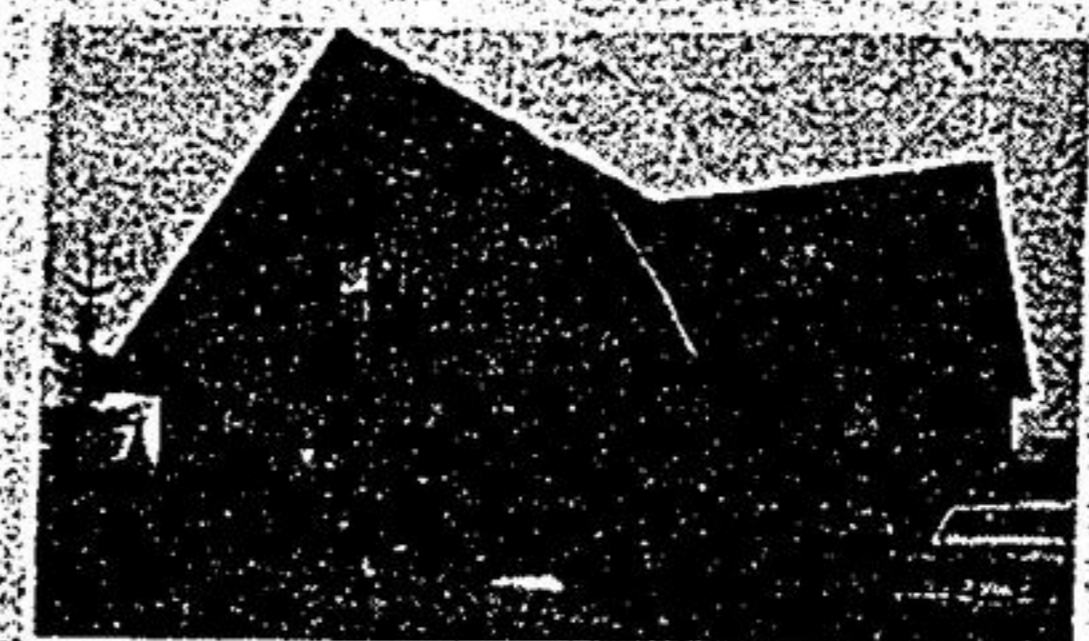
CUTE AS A BUTTON
Just listed \$174,900. 2 bdrm. bungalow on a 1/2 acre, main fl. laundry, garage. A must to see. Call Wayne or Gila Keeler 640-2082.



Country Lane

Keith Puckrin Broker

Phy. 7A High St., Port Perry, Ontario Res. 985-2489



36 ACRE HOBBY FARM

1 1/2 storey 2700 sq. ft. contemporary home in excellent condition, large kitchen with oak cabinetry, main floor family room with woodstove, 24' x 16' master bedroom with balcony. Must be seen to appreciate. Listed at \$215,000.00.



30 ACRE COUNTRY ESTATE

Located just 5 minutes from Port Perry - 4 bedrooms 3 baths - main floor family room and laundry room - spacious rec room with walkout to nicely kept garden setting - 48' x 30' hip style, coloured, steel barn with horse stalls and storage area - very unique property - must be seen to be appreciated - Listed at \$435,000.00.



100 ACRE FARM

with 2-storey brick home - many improvements - SONYA - large banked barn - 85 acres good productive land - hardwood bush and good exterior fences - Listed at \$239,000.00.

KEITH PUCKRIN Res. 985-2489
RALPH FAIRMAN Res. 985-2160
F.R.I., C.R.A. Res. 985-2160
WINDA WALSH Res. 986-4335
YVONNE BURNETT Res. 986-5250
GAIL SCALA Res. 985-9395

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Main St., Stouffville

1100 sq. ft. (could be divided). Ideal for lawyer, dentist, real estate office, boutiques, etc.

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L.Y. Betty Webber, Manager, Family Trust Corporation Markham

294-1372



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