

# classified

Etobicoke 252-6371

Mississauga 252-6391

Deadline Tuesday Noon

Cancellations accepted until Monday 12 o'clock

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

1-REAL ESTATE

## Sbrocchi Real Estate

Thinking of selling...?  
**GET "RESULTS,"**  
LIST WITH US  
**239-4361**

**MIMICO—MOVE RIGHT IN**  
\$45,500. Solid brick bungalow, 2 bedrooms, separate living & dining area, private drive, garage, terrific starter home, close to all facilities, call now for this fantastic bargain. J. Hostvedt or L. Fabian, 239-4361.

**IDEAL STARTER HOME**  
Etobicoke — \$7-8,000. down, solid brick, five room bungalow, large living & dining-rooms, excellent bedrooms, bright kitchen, rec. room, garage, excellent financing, call Mr. Gibson or Mr. Mignone, 239-4361.

**KINGSVIEW PARK**  
\$5,000. down, beautiful 2 & 3 bedroom apt., combination living & dining room, large modern kitchen, finished rec. room with bar & open stone fireplace, beautiful back garden, close to schools, TTC, plaza. To inspect call Mr. O'Reilly, 239-4361.

**BRAMALEA DELIGHT**  
8% percent mortgage, solid brick, 2 storey, 4 immaculate bedrooms, huge living room, separate dining room, eat-in kitchen, shag broodroom thruout, rec. room with beautiful bar, games room, appliances. Call quickly, Mr. Gibson or Mr. Mignone, 239-4361.

**ETOBICOKE BACKSPLIT**  
Four bedrooms, on quiet residential cres., close to all amenities, fantastic solid brick home, modern eat-in hostess kitchen, huge closets, finished basement, 2 ultra modern washrooms, fabulous decor, only \$62,900. Call M. Costello, 239-4361.

**FINCH & ISLINGTON**  
\$8-10,000 down. Six room, solid brick detached home with garage, 2 washrooms, finished rec. room, broodroom, stove & fridge, washer & dryer, & many extras included, large lot, asking \$59,900. Don't wait for this one. Call C. Barclay 239-4361.

**ELEGANT—MISSISSAUGA**  
4 large bedrooms, 2 bathrooms, massive living & dining room, broodroom thruout, garage, 9 1/4 percent mtge. fantastic kitchen, only 1 1/2 yrs. old, asking \$56,000. Call Mr. Gibson or Mr. Mignone, 239-4361.

**KIPLING—DIXON ROAD**  
\$20,000. down, solid brick 6 room detached bungalow with attached garage, comb. living & dining rooms, large modern kitchen, finished rec. room with bar & open stone fireplace, beautiful back garden, close to schools, TTC, plaza. To inspect call Mr. O'Reilly, 239-4361.

**KINGSVIEW HEIGHTS**  
\$5,000. down, beautiful 2 bedroom cond. apt., broodroom, stove & fridge, many extras, swimming pool, sauna, tennis court, parking included, early possession. Call C. Barclay, 239-4361.

**RAVINE LOT**  
Almost new, 4 bedroom bi-level solid brick home in fabulous condition, with double attached garage, on quiet court, hollywood kitchen, walkout from huge family room wet bar, 2 washrooms, must be seen, call M. Costello, 239-4361.

**BRAMALEA BEAUTY**  
\$8,000 down, fantastic brick, 3 bedroom backsplitted twin, combination living & dining room, fully broodroomed thru-out, huge modern kitchen, professionally finished family room, beautiful back garden, close to Bramalea City Centre, must be seen to be appreciated. Call Mr. O'Reilly, 239-4361.

**QUEENSWAY BARGAIN**  
Income home, \$10,000. down, solid brick bungalow, 6 rooms + apartment completely furnished, beautiful verandah, garage, lovely gardens, 3 bedroom, huge living room, many extras. Call Mr. Gibson or Mr. Mignone, 239-4361.

**WEST WALL—BURNHAMTHORPE**  
Immediate possession, \$6,000. down, beautiful 3 bedroom apt., combination living & dining room, fully broodroomed thru-out, walkout to balcony, 2 bathrooms, low interest mtge., excellent location, pool, saunas, gym, must be sold as soon as possible. Call Mr. O'Reilly, 239-4361.

**SEEING IS BELIEVING**  
Good financing available fantastic 3 bedroom solid brick home featuring huge eat-in kitchen, extra large rooms thru-out, completely self contained furnished bsmt. apartment, 7 years old, 1 1/2 garages, large lot, quiet street, \$63,900. Call M. Costello, 239-4361.

**LAKEFRONT**  
Brand new, large cosy four bedroom custom built executive home on Lake Ontario, featuring spacious living & dining room, family room with walkout, 2 log burning fireplaces, row your own boat. Call immediately, Edmond Murphy, 239-4361.

**MALTON SIDESPLIT**  
9 percent mortgage, \$12-15,000 down, beautiful 4 bedroom detached sidesplit, double garage, combination living & dining room, sunken family room with open stone fireplace, walk-out to patio, large modern kitchen with eating area, 2 bathrooms, finished recreation, wonderful mortgage. To inspect call Mr. O'Reilly, 239-4361.

**TWO FAMILY HOME**  
South Etobicoke, \$65,000. asking, solid brick bungalow, 6 rooms + 2 bedroom apt., immaculate thru-out, beautiful living & dining room, eat-in kitchen, large bedrooms, 4 garages, private drive, super 10 percent mortgage. Call Mr. Gibson or Mr. Mignone, 239-4361.

**ALDERWOOD—9 1/4 PERCENT MORTGAGE**  
\$15,000. down, solid brick home, 6 + 1 rooms, hollywood kitchen, superbly decorated thru-out, massive living room, separate dining room, spacious bedrooms, fruit trees, many extras. Call Mr. Gibson or Mr. Mignone, 239-4361.

**"BEAT THIS VALUE"**  
\$45,500. — 9 percent mtge., detached 3 bedroom on quiet Etobicoke street, modern kitchen, 130 foot lot, private drive, try your down payment. Call Vincent Sheahan, 239-4361.

**ETOBICOKE—NEW 4 BEDROOM**  
Solid brick 4 bedroom custom built new home, featuring spacious living dining room, 2 washrooms, 2 balconies, walk out to beautiful lot, call immediately, Edmond Murphy 239-4361.

## FABIO CAPOBIANCO

Real Estate Ltd. -274-2511

MISSISSAUGA  
\$3,900.00 DOWN

3 bedroom 1 1/2 storey, plus one bedroom apartment, broodroom, fridge & stove included. Asking price only \$39,900.00, ideal starter home.

ALDERWOOD AREA  
\$65,900.00

Beautiful 6 room brick 2 storey, private drive & garage, finished rec. room, 2 full baths, extra kitchen on second floor. Close to all facilities. \$10,000.00 down.

CLARKSON AREA  
\$9,000.00 DOWN

Excellent 6 room bungalow, three bedrooms, professionally finished basement, lot 82 x 102 ft., 1 1/2 baths, good mortgage, good condition throughout. To view call A. Vecchio.

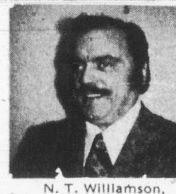
LONG BRANCH  
BAS. APT.

\$4,900.00 down: vendor will hold balance one open mortgage, 3 room detached bungalow in excellent condition, private entrance for bas. apt. Handy to Go train, immediate possession.

APPLEWOOD HILLS  
FIRST TIME OFFERED

Start the new year in this attractive 3 bedroom brick bungalow, Hollywood kitchen, broodroom in living & dining rooms, private drive & garage, fenced lot, first mortgage at 10 percent open. Call J. DeLuca.

IS THE BEST  
SALESMAN  
THE BEST TALKER?



N. T. Williamson, R.E.P.A.

Since there is a lot to explain about a house, it would seem so. If a salesman wants to sell his prospect, what better could he do than keep plugging the good points? A seasoned Realtor, however, knows it is not that simple.

There may well be a time when he should do ALL the talking, explaining the property and terms. He may even have to go over them several times.

But equally, there is a time to remain quiet. This is often the time when the prospective buyer is inspecting the property in the presence of the seller. The Realtor's client is concentrating on the property and weighing in his mind the obvious features his inspection is revealing to him. It may well be best for the Realtor to say nothing while his client thinks and the Realtor has a chance to study his reactions.

Knowing when to remain silent and when to speak, and then WHAT to say, is part of the negotiating skill of a good Realtor. It requires knowledge and training and a high degree of natural talent.

SEE YOU NEXT WEEK.

SOUTH NEW TORONTO  
JUST ARRIVED

\$8,000. down, solid brick, European plan, tastefully decorated, with clear basement, new hot water miniature furnace, extra wide paved drive, steps to everything, vacant, key in our office, seeing is believing. Call now.

LONG BRANCH  
\$255. PER MONTH

\$2,500. down, cute two bedroom bungalow, steps to Go train, clean as a whistle, vacant name your possession, what an investment to rent or see this today.

SOLID BRICK MODERN  
MOVE IN TODAY

\$4,000. DOWN CLEAN

Three bedroom brick, large 50 ft. lot, finished basement, steps to TTC, truly boy of the year, see this today.

YOUNG SOLID BRICK  
2 APARTMENTS—SEPARATE ENTRANCE  
COULD BE THIRD APARTMENT

\$5,000. down, excellent income property, purchaser could finish basement which is now divided, excellent area, have a look at the outside, drive at rear. Address 18-25 St.

**FOR SALE**  
N.T. WILLIAMSON  
REAL ESTATE LTD.  
59-9681

**FOR SALE**  
N.T. WILLIAMSON  
REAL ESTATE LTD.  
59-9681

**SNOWMOBILERS**  
2 acres, 51 miles north of Malton on Airport Rd., 3 bedroom bungalow, fully broodroomed, double car garage, paved drive, small barn, \$37,000. Call 1-705-466-5885 Clayton G. Hogg Realty Ltd.

**ESTATE SALE**  
Private, newly decorated, 3-bdrm. bungalow, on large treed lot, located Royal York-Queensway area. All cash required. After 6, 749-1666, 749-6993.

**Nottawasaga Township**  
186 acres, beautiful hills & valleys, several springs, creek, potential ponds, maple sugar bush, mad river bordering easterly boundaries, view for miles. Excellent bank barn, milk house, two driving sheds, immaculate 3 bedroom 2 storey frame house, features spacious kitchen, knotty pine cupboards, rec room, attached garage, workshop. Call 1-705-466-5885 Clayton G. Hogg Realty Ltd.

## ROYAL TRUST

236-1871

When You Want to Sell...

We Work for You

5 ROOM BUNGALOW \$46,900.

Help beat inflation. Grow your own vegetables in your back yard. Louise Mostert, 236-1871.

ETOBICOKE—SUPER HOMES

\$77,900. 3 bedroom bungalow, attached garage, finished basement. E. Ruffolo, 236-1871.

4 bedroom, 2 storey, professionally finished, air conditioned, immaculate, many extras. Mrs. Ruffolo, 236-1871 or 244-0573.

JOPLING AND DUNDAS—\$52,900.

2 bedroom bungalow near bus stop and shopping centre! Some appliances included in price. Andres Thorne, 236-1871, or 279-4624.

LAKESHORE—BROWNS LINE

Income home—lovely, well built, spotlessly clean, 3 bedroom, 2 storey with basement apartment. Close to all conveniences. Mr. Serniak, 236-1871.

SPACIOUS BUY—CALL ME TO SEE!

3 bedroom, 1 1/2 storey approximately \$40,000. mortgage, good interest rate, excellent monthly payments. Renovated. Call for showing. T. Emmerson, 236-1871.

EGLINTON—EAST MALL

\$76,900. I am an immaculate 4 bedroom sidesplit looking for a nice family to care for me. Immediate possession, 10 percent 1st. Parks surround me. Call, Todd Emmerson, 236-1871.

SOUTH BLOOR—AND PRINCE EDWARD

Super cape cod type on quiet street, 3 bedrooms or den, large family size kitchen with fridge and stove. Good rec. room, fire place in livingroom, sheers drapes and carpeting. Andres Thorne, 236-1871 or 279-4624.

ONLY 3 LEFT

Solid brick 3 bedroom bungalow, attached garage, finished basement. Ask, \$72,000. Martingrove and Princess Margaret

3 bedroom townhouse, separated dining room, 1 1/2 bathrooms, sparkling clean home. Only \$46,500.

\$47,900. 7 room income home 3 rooms rented \$130 monthly, owner occupies main floor. Mr. Iopiak, 236-1871, or 742-3306.

ETOBICOKE—IMMEDIATE POSSESSION

\$66,900. Cozy 3 bedroom bungalow, garage, finished basement. Mrs. Kole, 236-1871.

\$63,900. ROYAL YORK AND MIMICO

Immaculate 3 storey income home, recreation room, furniture, parking. Mrs. Kole, 236-1871.

LAKE FRONT PORT CREDIT

Treed seclusion comes with this architect designed brick 3 bedroom bungalow; 2 baths, 2 open fireplaces, inground pool, panoramic lakeview, new broodroom, newly painted, \$99,500. Elaine Smith, 236-1871 Res. 252-1225.

5 ROOM BUNGALOW AND BASEMENT APARTMENT

\$53,000. spotless, quiet area of Etobicoke, private driveway, garage, spacious garden, close to plaza, schools and transportation. Mrs. Pukats, 236-1871 or 259-4339.

BEST IN ETOBICOKE!

Spacious two storey 4 bedroom home, family room, fireplace and walk-out on main floor, central air conditioning, double garage, terrific financing, close to everywhere. Don't lose a chance! Mrs. Pukats, 236-1871 or 259-4339.

LAKESHORE SOUTHDOWN RD.

Townhouse, 3 bedroom, 1 1/2 washrooms, 4 new appliances, fully broodroomed, walkout patio doors, attached garage, \$48,500. Mohan Sakhuja, 236-1871.

RIVERHEAD BUNGALOW

Quiet street, split entrance, large family kitchen, finished rec. room, attached garage with double driveway. Excellent condition. Asking \$74,900. Vendor will hold mortgage at 10 1/2 percent Mary Rowland, 236-1871.

REXDALE—RAVINE—4 BEDROOM

Bright and cheery this 2 storey solid brick, 2 baths, steps to transportation. Asking \$63,500. with 10 percent mortgage. Mary Rowland, 236-1871.

# Penney

**OAKVILLE**

**MUST BE SOLD**  
Sidesplit on large pie-shaped lot in the west end for only \$54,900.00. Call Fred Schafer, 845-3737 or res 845-6847.

**START THE NEW YEAR RIGHT**  
In a home of your own. Living room, dining room, family size kitchen, 3 bedrooms, rec room with bar all very tastefully decorated. 1 1/2 car garage on a quiet crescent. Asking only \$54,900.00. Call Dawn Stockdale, 845-3737 or res. 274-3210.

**\$40,000. FIRST MORTGAGE AT 10 PERCENT**  
Completely broodroomed and air conditioned 4 bedroom semi in a desirable area near the lake. Priced at \$62,500.00. For details call Yovanka Petko 827-6529 or 845-3737.

**BEGINNER'S LUCK, \$55,900.00**  
The location is perfect—central Oakville—close to shopping, transportation and schools. Excellent starter home, presently divided into two apartments. Live in one and let the other meet the mortgage payments. Call Yovanka Petko, 845-3737 or res. 827-6529.

**\$4,000. DOWN**  
One N.H.A. mortgage for the balance. Attractive end townhouse, quality broodroom through, lovely finished rec. room, 1 1/2 baths, quick possession. Call Bill Eichenlaub, 845-3737 or res. 845-1242.

**F. Penney Real Estate Ltd. Realtor**  
123 Trafalgar Road, Oakville  
849-7179

# ZORMANN

SEE & COMPARE

\$46,850. Asking for this immaculate lovely 3 bedroom detached home in the heart of Mississauga. Huge lot size. The ideal playground for your children. Excellent financing and priced to sell makes this property a real opportunity. Values like this sell fast... so call NOW. Mr. Sasek or Mr. Melzer at 252-3787.

**F. ZORMANN & CO.**  
REAL ESTATE LTD.

PLAN 102	\$59,900
PLAN 101	\$49,900
PLAN 103	\$72,500

From **\$59,900**

**cherry lane hills**

**BOLTON—DETACHED 3 & 4 BEDROOM HOMES**

FEATURING

- Broodroom thru-out
- Family rooms
- Fireplaces
- Walk-outs
- 2-car garages.

COME OUT TODAY or call direct  
364-6693 or 630-3763

We'll be AWOL from the office when we drive you around. It's no rush job—we want to show you the best homes you can buy.

We don't expect a quick yes-or-no when you see a home—it takes a while to walk through, consider this feature and that, try it on for size.

Come in—we'll give you all the time you need!

**L. a. szanto**  
REALTY LIMITED  
606 Burnhamthorpe Road #1 Etobicoke, Ont. • Phone Bus. 621-8200  
Clarkson office—829-3100

looking for a home?

look in these columns

CLASSIFICATION 1

The Advertiser

the etobicoke guardian

The Times

Coast to Coast Real Estate Service

**A. E. LePAGE**  
LIMITED REALTOR

**SERVICE—INTEGRITY—ACTION**

TORONTO  
MONTREAL  
VANCOUVER  
OTTAWA

**\$81,500. 3 bedroom bungalow on Country Club Cres. Lot 100' x 300' inground pool. Priced to sell. Call Don McMillan**

**\$64,900. Brown's Line & Horner. Detached bungalow. Close to all amenities. Property clear. Vendor take back at 10 percent with \$15,000. down. Don Smith.**

MISSISSAUGA OFFICE 278-5273