

# YOUR HOUSE YOUR HOME

A WEEKLY GUIDE TO CENTRAL ALBERTA REAL ESTATE | APRIL 14, 2017

Central Alberta's  
**OPEN HOUSE  
LISTINGS**  
inside

**241 Jordan Parkway,  
Red Deer**

Check out this  
**6 BEDROOMS, 2 BATHS, BI-LEVEL!**  
Welcome to this money maker in Johnstone Park! Legal Up/Down Duplex excellent for a long term hold investment property or for personal affordable living! CA0102907

**\$409,900**

*For further info on this multiple listing service home,  
see page 7 or contact a member of the Red Deer Real Estate Board.*



View our complete publication ONLINE at [www.yourhouseyourhome.com](http://www.yourhouseyourhome.com)





# Network Realty Corp. 403-346-8900

3608-50 Ave www.networkrealtycorp.ca



**Alex Wilkinson**

Follow or  
contact me on



403-318-3627



**148 JENNINGS CRESCENT**  
\$289,900 - Perfect starter home. Fully developed bi-level with 4 Bedrooms and 2 baths. Room for a garage. **Call Alex!**



**253 CRIMSON CT, BLACKFALDS**  
\$281,900 Awesome home with single attached garage. Granite kitchen island, bright open plan with 2nd floor convenient laundry. **Call Alex for more information!**



**UNIT 107 - 41 BENNETT**  
Main floor, 2 bdrm condo situated beside the Bower mall. Excellent starter - Just **\$138,000!**



**UNIT 2414 - 128 IRONSIDE ST**  
\$234,000 Top floor 2 bedroom, 2 bath condo. Lots of space, great views. Corner fireplace and 1 underground heated parking stall make this the place to be. **Call Alex**



**39215 RANGE RD 284**  
Gorgeous Custom built large fully finished 2 storey walkout acreage mins to Red Deer or Sylvan Lake. Custom home feat. huge att. garage, 4 bdrms, 5 baths & much much more. **Call Alex to view!**



**88 TIMBERSTONE WAY**  
Large 2 story with double att Garage. This one has 4 bdrms up and family room as well. Backs onto park. **Call Alex!**



**96 OAKWOOD CLOSE**  
\$899,000 Immaculate 2 storey walkout backing onto green space! Call Alex to view this 1 of a kind custom built home!



**5702 SOUTH ST, BLACKFALDS**  
Over 3 acres on the edge of Blackfalds offers triple garage, custom deck and entertainment area. Interior features include theater room, cozy European F/P with stunning views from the deck!



**Garry Raabis**

403-340-6789



**BRIGHT AND SPACIOUS**  
home in Davenport Estates - three beds 2 baths, garage, nicely updated.  
\$179,900 **CALL GARRY** 340-6789



**PENHOLD**  
245 acres, 1 mile river front 6500 sq. ft. Mansion. 10 minutes from Red Deer on pavement  
\$4,900,000 **CALL GARRY** 340-6789



**GULL LAKE**  
Walkout hillside bungalow with gorgeous panoramic view of Gull Lake, with attached garage, man cave, pole shed, horse shelter all on 4.25 acres.  
\$685,000. **CALL GARRY** 340-6789



**RIMBEY**  
Full 1/2 miles from pavement. Large bungalow with bunkhouse, htd 30x40 garage. 110'x30' barn on cement. Cross fenced and great livestock set up.  
\$599,999



**GORGEOUS WALK-OUT BI-LEVEL**  
51 Ackerman Crescent in Aspen Ridge, fully loaded with smart upgrades and custom features, priced to sell at  
\$479,900 **CALL GARRY** 340-6789

www.yourcentralalbertarealtor.com



Text LORI at  
403-350-9700  
Text JEFF at  
403-872-0123

Twitter:  
@JeffTheRealtor

For More Information check out  
www.kevinglover.ca



**\$535,000**  
**PRICE REDUCED**  
- New Windows, extensive renovations  
- Across from a green space  
- Fantastic mature landscaping



**\$189,900**  
**AFFORDABLE**  
- 3 bedroom townhouse in Anders  
- Fenced backyard  
- Low Condo Fees



**\$584,900**  
**MOVE IN READY**  
- Immaculate 5 bedroom home  
- a/c & in floor heat  
- Oversized attached garage



**\$774,900**  
**LIKE NEW!**  
- Custom built, backing onto park  
- Huge island, walk through pantry  
- Separate bsmt entry



**\$214,900**  
- 2 bedrooms + den  
- Southfacing, tons of natural light  
- Tiled Shower in ensuite

Call Kevin, Lori or Jeff for all their **Up-To-The-Minute** Listings at 430-346-8900!



**Doug Wagar**  
403.304.2747



**\$342,500**  
**OPEN HOUSE**  
SUN. APRIL 16 2-4 PM  
**LOVELY LANCASTER BI-LEVEL**  
on a close! 4 bedroom, open plan, hardwood floors. Huge pie lot and a double garage. A must see at \$342,500



**\$414,900**  
**ON A CLOSE**  
Fully dev'd walkout bungalow. Open plan, Brazilian Tiger hwd. A must see at \$414,900



**\$149,900**  
**GORGEOUS BLACKFALDS WALKOUT**  
4 beds, 2 baths, backs onto a pond! Terrific value at \$149,900



**\$229,900**  
**SAVE THOUSANDS-ECKVILLE**  
1258 sq. ft. 4 bedroom home. Hardwood, huge 134x115 lot.

**FOR A FREE MARKET EVALUATION, CALL DOUG WAGAR AT 403.304.2747**

Check Out My Website - geraldldore.ca - or call (403) 872-4505



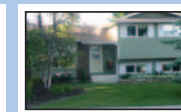
**Gerald Doré**  
403.872.4505



**6210 53 AVENUE**  
Adult Duplex with all the amenities 3 beds, 3 baths, main laundry, open plan, dbl. gar **MLS#CA0098892**  
**Only \$424,900!**



**135 ADDINGTON DR.**  
1388 sq. ft. bungalow in Anders, 3 beds, 3 baths, hardwood, 2 gas f/p, dbl. garage **MLS#CA0101031**  
**\$459,900**



**19 VOISIN CLOSE**  
1520 sq. ft. bungalow 3 beds, 3 baths, loaded with features, triple heated garage **MLS#CA0097590**  
**\$724,900**



**43 HERITAGE DR. LACOMBE**  
2350 sq. ft. 4 level split - amazing family home with many renos. too many features to list. **MLS#CA0098540**  
**\$414,900**



**703 5220 50A AVE. SYLVAN LK**  
2 beds, 2 baths, gas f/p, walking distance to golf and beach! **MLS#CA0100282**  
**\$185,000**



**RR 260** 6.3 Acres near Ponoka & Morningside 1700 sq. ft bungalow 6 beds, 4 baths, loaded with features, fantastic horse property! **MLS#CA0099744**  
**\$724,900**



**132 AND 140 BOWMAN CIRCLE**  
2013 2 duplexes (up/down), 2 beds, 2 baths, great revenue properties priced to sell **MLS#s CA0099307 and CA0099308** each only **\$389,900!**



**26 LAWSON CL.**  
1968 sq. ft. 2 storey, 5 beds, 4 baths, walkout, in/floor heat, bonus rm. **MLS#CA0102577**  
**\$564,900**

# Ask Charles

***I saw an ad saying a real estate professional will buy my house if it's not sold in 90 days. Should I be wary?***

Wary might not be the best word, but you do need to make sure you understand the details of the offer. This type of offer is a guaranteed sales agreement, and while there is nothing illegal or wrong with a real estate company offering this kind of arrangement, it is rarely the best option for consumers.

In a guaranteed sales agreement, a real estate brokerage agrees to buy a piece of real estate from a seller at a previously agreed upon price, if it hasn't sold to someone else before a certain date. Only real estate brokerages can offer these agreements, not individual real estate professionals.

If you're selling your home to buy another one, you may be interested in a guaranteed sales agreement for the home you own now. It could help you avoid owning two homes and paying two mortgages. A guaranteed sales agreement might give you the confidence to proceed with your new home purchase before selling your current one.

What sellers need to keep in mind in these arrangements is that the real estate brokerage wants to minimize its risk.

For example, it's rare that a guaranteed purchase price will be based on the property's listing price or the property's market value. In most cases, the brokerage calculates the guaranteed purchase price using a formula where legal fees, carrying

cost, and commission on the resale are subtracted from the purchase price. This minimizes the brokerage's risk, but it can also greatly reduce how much that seller receives for their home.

Brokerages that offer guaranteed sales programs are required to have policies for those programs. Those policies should include how the brokerage sets the guaranteed sales price and who is in control of the property's listing price during the listing period; it may not be the seller. It's not unusual for a guaranteed sales agreement to include a clause that requires a seller to lower their listing price during the term of the listing. Remember, your real estate brokerage wants to minimize its risk. It prefers to sell your property to a buyer rather than to use the guaranteed sales agreement, and lowering the listing price can sometimes help that happen.

If your real estate brokerage offers you a guaranteed sale agreement, it's up to you to decide whether you're interested. Before you do, make sure you read and understand all of the fine print.

*"Ask Charles" is a monthly question and answer column by Charles Stevenson, Director of Professional Standards with the Real Estate Council of Alberta (RECA). RECA is the independent, non-government agency responsible for the regulation of Alberta's real estate industry. We license, govern, and set the standards of practice for all real estate, mortgage brokerage, and real estate appraisal professionals in Alberta. To submit a question, email askcharles@reca.ca.*



**Network Realty Corp. 403-346-8900**  
**3608-50 Ave www.networkrealtycorp.ca**

**VISIT OUR WEBSITES TO VIEW ALL LISTINGS!**



**Norm Jensen**  
403 346-8900



**Jan Carr**  
403 396-1200  
www.jancarr.ca



**Jack Macauley/ Jacqui Fletcher**  
403 357-4156  
403 896-3244



**Janice Mercer**  
403 598-3338  
www.jjmercerc.ca



**Rick Burega**  
403 350-6023  
www.rickburega@royallepage.ca



**Bob Gummow**  
403 598-7913  
www.bobgummow.net



**Les Anderson**  
403.350.1932



**NEW LISTING!**  
Great value in this 4 bdrm 3 bath 1170 sq ft modified bi level. Bright open plan, vaulted ceilings, FP in living room, great kitchen with upgraded stainless steel appliances. 9' bsmt fully dev'd.  
**\$369,900 OR TRADE**



**HUGE CONDO**  
1580 sq. ft. 2 bdrms plus den. Open kitchen & living area, new counter tops plus granite sink in kitchen. Large entryway, 2 underground parking stalls. Showhome condition. Great building w/ lots of amenities.  
**\$344,900 OR TRADE**



**NEW LISTING!**  
Stunning fully dev'd 2 storey on a quiet green close in prestigious Laredo Avalon built with upgrades beyond compare! 4 bed, 4 baths, open plan. Spacious kitchen, quartz countertops. Top line SS appliances, A/C, vinyl fence, and best of all, 26x26 att'd garage.  
**\$624,900 OR TRADE**



**NEW CANADA WEST**  
1,917 sq. ft. fully developed 4 bedroom, 4 bath, plus bonus room. Absolutely stunning open plan. Chef like kitchen with quartz countertops, huge island, and 6 appliances. Check out the beautiful ensuite. Priced at  
**\$544,900**



**NEW CANADA WEST**  
3 beds, 1224 sq. ft. bi level. Unique spacious open plan. Gorgeous kitchen, lots of maple cabinets, pantry, 4 ss appliances plus washer & dryer, Gas FP. Kitchen opens to large great room. South facing backyard.  
**\$364,900**

**CALL LES AT 350-1932 TO VIEW, OR FOR MORE INFORMATION ON THESE LISTINGS!**





**THE PLACE TO MORTGAGE**  
A FRANCHISE OF **ALBERTA MORTGAGE**



# ATTENTION HOME BUYERS

Come get the information and advice you need at our FREE information seminar before actively searching for your new home. See you there!

**Time Selections:**

**Tuesday April 25**

**9:30 - 10:30am or 6:30 - 7:30pm**

**Location: The Place To Mortgage - 2250 50 Avenue Red Deer, AB T4R 1W5**

**Go to [www.buylikeapro.ca](http://www.buylikeapro.ca) for more info**

## YOUR HOUSE YOUR HOME

A WEEKLY GUIDE TO CENTRAL ALBERTA REAL ESTATE | SEPTEMBER 27, 2017



# YOUR HOUSE YOUR HOME

To advertise  
call **Tanis**  
at

**403-347-9474**

or email **[tanis.mcouat@yourhouseyourhome.ca](mailto:tanis.mcouat@yourhouseyourhome.ca)**

Central Alberta's  
**OPEN HOUSE LISTINGS**

A WEEKLY GUIDE TO CENTRAL ALBERTA REAL ESTATE







# ROYAL CARPET REALTY LTD.



**BRAD  
GRANLUND  
BROKER**



**NADINE  
MARCHAND**



**NICOLE  
DUSHANEK**

**403-342-7700**

SERVING RED DEER  
FOR 40 YEARS

[www.rcrrealestate.com](http://www.rcrrealestate.com)



## BRAND NEW

3 bedroom, 2 bathroom bilevel.  
Vista's Sylvan Lake **\$325,900**  
Call **BRAD GRANLUND 342-7700**



## PENHOLD

Immediate possession on brand new townhouse. 3 bedroom, 2 full baths stainless steel appliances, landscaped yard with vinyl fencing **\$258,900**  
Call **BRAD GRANLUND 342-7700**



**FULLY FINISHED** 3 bedrooms/3 bathrooms 2 storey w/ laminate flooring, fenced yard. Great location! **\$281,900**  
CALL **NADINE 342-7700.**



## WALKOUT BUNGALOW

Backing onto greenspace. 4 bedrooms/3 bathrooms, attached garage. **\$394,900.**  
CALL **BRAD GRANLUND 342-7700.**



**TRIPLE GARAGE** Opportunity to Own a BRAND NEW 2 bdrm, 2 bath home, corner lot on a close, soaker tub, fireplace, laminate, & HUGE TRIPLE ATTACHED GARAGE. New price of **\$424,900**  
CALL **NADINE 342-7700.**



**IMMEDIATE POSSESSION!** 1844 sq ft 3 bedrooms/3 bathroom 24x24 attached garage. partial basement development Shows like new! Sylvan Lake. **\$474,900**  
CALL **NADINE 342-7700.**



## FREE FENCE INCLUDED

Brand new Modern Family Plan from Asset Builders, this gorgeous 2 storey features 3 bdrms, 3 bath, upper floor laundry, fireplace, quartz countertops & windows galore! **\$461,400**  
CALL **NADINE 342-7700.**



**1.0 ACRE LINN VALLEY** 1690 sq ft renovated bungalow with 30x22 detached garage. **\$499,900** CALL **NADINE 342-7700.**



## 4 BEDROOM 4 BATHROOM 2 STOREY

In desirable Clearview Ridge with triple garage. Features granite counter tops. Large ensuite & walk in closet in master. 3 bdrms up. 6 Appliances included. Immediate possession available. **\$499,900.**  
Call **BRAD GRANLUND 342-7700.**



**BUY THIS ULTRA MODERN SHOWHOME!** African mahogany cabinets, granite countertops, Miele appliances, glass railing, white oak Chardonnay hardwood flooring Plus so much more! **\$534,900.**  
Call **BRAD GRANLUND 342-7700.**



## 2 STOREY SHOWHOME

3 bdrm, 3 bath modern beauty, w/family room, micro office & loaded with extras! **\$599,900.**  
CALL **NICOLE 342-7700.**



**LOCATION LOCATION!** 80 acres just 5 mins south of Red Deer. 1893 sq ft Bungalow + loft. 3 bedrooms/3 baths. Detached shop, mountain view. Call for information package **\$1,649,000**  
CALL **NADINE 342-7700.**



## 2 GARAGES!

Executive home on a huge pie lot with 4 bedrooms, and 5 baths, in a great location on trail system. Upgraded throughout. **\$1,099,900**  
CALL **BRAD GRANLUND 342-7700.**



**BRAND NEW** 3 bedroom, 3 bath with main floor laundry. South facing yard w/ room for garage. **\$319,900**  
CALL **BRAD GRANLUND 342-7700.**

## EXCITING OPPORTUNITIES!

### CHECK OUT THESE HOMES! PRICE JUST DROPPED!



## MAIN FLOOR CORNER LOCATION

Superb private location w/south facing deck, close to walking paths, this 2 bdrm Main Floor condo has just received new paint, new carpeting, has hardwood flooring, 6 appliances, Affordably priced @ **\$179,900. BOLT BUS STOP NEAR YOUR FRONT DOOR!**  
CALL **NICOLE 342-7700.**



## FREE FENCE INCLUDED

Brand New 1148 sqft, 3 bdrms on Main floor, 2 baths, stainless appliances, quartz countertops, south facing yard. **Only \$319,900**  
CALL **NICOLE 342-7700.**

For more info on our listings, check out  
[www.rcrrealestate.com](http://www.rcrrealestate.com)

# Choosing the right mortgage: short or long-term?

Not all mortgages are created equal, and the best option for you depends on a variety of factors. For instance, should you choose a short-term mortgage or a long-term loan?

## Short-term mortgage

A mortgage with a term of less than three years is a smart choice if you anticipate needing a new loan sooner rather than later (if you're going to move again in the near future, for instance), or if you think that interest rates might drop. Choosing a shorter term for a closed mortgage could help you avoid a hefty prepayment charge if ever you decide to pay your mortgage off early or cancel your loan.

## Long-term mortgage

If you don't plan on changing your mortgage for several years, you could opt for a long-term loan—five years is the most popular term



in Canada. This option makes budgeting easier because you'll always know how much each payment will cost you. If you get a great deal on a fixed-rate mortgage, a longer term means you'll

be enjoying that low interest rate for quite some time.

**To make an informed decision, seek advice from a mortgage broker or lending institution.**

## Welcome to Exclusive, Luxury Sylvan Lake Villa Living - Westpine Estates



**Become a resident in an exclusive, ten home community and enjoy a fabulous standard of living just moments away from the pristine waters of Sylvan Lake.**

As a resident of Westpine Estates, you will come home to a private, ten unit, Luxury Villa Community whose residents share a fabulous standard of living. Ownership of the private road and other amenities is shared by all owners. Simple Bylaws govern to ensure respect for the common interests of all residents in this fabulous Community. With access to your home via a private illuminated roadway, your luxury walkout bungalow will offer easy access to all the recreational opportunities of Sylvan Lake with its many amenities. Direct access to Highway 11 with four lanes to Red Deer creates a unique mix where small town charm is just minutes away from big city services.

**Open to view next Saturday and Sunday April 22<sup>nd</sup> & 23<sup>rd</sup> 1-4 pm**

Choose from two outstanding floor plans:

- **The Westdale- a 1569 sq. ft. bungalow with immediate possession of two fully finished homes!**
- **The Westfield- a 1549 sq. ft. bungalow starting at \$550,000**

**www.WestpineEstates.ca    Contact: Bob Hollingshead (403)232-3320 • BobHoll@Telus.net**

**Two Gorgeous Homes  
OPEN TO VIEW NEXT  
WEEKEND, SATURDAY AND  
SUNDAY, APRIL 22ND & 23RD  
1:00pm - 4:00pm  
5300- 60th Street, Sylvan Lake**



**Take immediate possession or choose your lot to have a fabulous home custom crafted for you.**





**RealtyExperts**  
GROUP



Call: 403-505-SOLD  
[www.realtyexpertsgroup.com](http://www.realtyexpertsgroup.com)

**Welcome to the family!**



**NOLIN MAURIER**  
Broker



**NICOLE MAURIER**  
Associate



**JOSH REMILLARD**  
Associate Broker

**Feature Home**  
**241 Jordan Parkway**

**\$409,900**



MLS# CA0102907  
6 Bdrm, 2 bath

**118 Rutherford Dr**

**\$354,900**



MLS# CA0101082  
4 Bdrm, 3 Bath

**44 Oliver St**

**\$314,900**



MLS# CA0096617  
6 Bdrm, 3 Bath




**Family Serves...**  
Offering Private Home Showings over the weekend!  
View any home on MLS with us

Hosts: Nolin Maurier, Nicole Maurier, Josh Remillard

**Family Gives...**  
3 WINNERS will win  
2 Admission Passes to Funhaus

Visit our facebook page for a chance to win or view our website for details





**YOUR HOUSE YOUR HOME**

**Your House Your Home is ONLINE!**

View our complete publication online at [www.yourhouseyourhome.com](http://www.yourhouseyourhome.com)

**Wes Wiebe**

info@counterscapes.ca

**403.347.2115**# 9-4608 62<sup>nd</sup> Street  
Red Deer, AB**34 years of  
dedicated experience**

facebook.com/CounterscapesRD

**Renovation Professionals  
Kitchens | Baths | Complete Home**

**ADVERTISE YOUR BUSINESS IN THE**

---

**YOUR HOUSE YOUR  
HOME  
SERVICE DIRECTORY**

**SERVICE PAGE**  
**1/8 PAGE 1/4 PAGE**  
**\$75 \$140**

ONE TIME RATE.  
FREQUENCY DISCOUNTS AVAILABLE

*Call Tanis for more information  
or for advertising space!*

**403-347-9474**  
tanis.mcouat@yourhouseyourhome.ca



# OPEN HOUSE

## CENTRAL ALBERTA'S OPEN HOUSE LISTINGS

### SATURDAY, APRIL 15

### RED DEER

439 6 Michener Blvd.....**2:00 – 4:00 pm**.....Ivan Busenius.....RE/MAX.....**350-8102**.....\$340,000.....Michener Hill  
 56 Dunham Close.....**2:00 – 4:00 pm**.....Len Parsons.....RE/MAX.....**350-9227**.....\$418,500.....Deer Park Estates

### SATURDAY, APRIL 15

### OUT OF TOWN

37218 Range Road 275..**2:00 – 4:00 pm**.....Rob White.....CENTURY 21 ADVANTAGE.....**350-1070**.....\$749,900.....Red Deer County

### SUNDAY, APRIL 16

### RED DEER

12 Alton Close.....**2:00 – 4:00 pm**.....Rob White.....CENTURY 21 ADVANTAGE.....**350-1070**.....\$569,900.....Anders South  
 38 Lanterman Close.....**2:00 – 4:00 pm**.....Doug Wagar.....ROYAL LEPAGE NETWORK.....**304-2747**.....\$342,500.....Lonsdale

View our complete publication ONLINE at [www.yourhouseyourhome.com](http://www.yourhouseyourhome.com)



# Enjoy

Wishing Everyone  
a Safe and Enjoyable  
Easter Long Weekend

## YOUR HOUSE YOUR HOME

# Documents to have on hand when selling your home

Have you decided to sell your home? If so, you're going to have to gather together a few important documents. They will provide potential buyers with all the information they need concerning your property; some of the documents may even be required in order to conclude the transaction. Here are a few that you may need to have:

- A location certificate (also known as a real property report or surveyor's certificate) indicates the boundaries of the property and its status regarding current laws and municipal bylaws.
- A condominium declaration (if applicable) describes how ownership is shared and how the building and funds are administered.
- The lease or leases are required if it's a rental property.
- Invoices for renovations show that improvements have been made to the home. A new roof, for instance, could justify a higher selling price.
- Tax statements and monthly bills (electricity, gas and water) give potential buyers an idea of the expenses they will have if they purchase the property.
- The deed and previous purchase agreement prove that you are the rightful owner of the property you want to sell.

Inspection and evaluation reports may also be useful for buyers who have questions during home visits. The more information you have about your home, the better it is for you and for potential buyers.

*Location certificate, electric bill, renovation bills: do you have all the necessary documents handy?*



## Advantage

21 photos of every property

## Parkland Mall, Red Deer



**Bob  
Wing**  
403-391-3583



**\$274,900**

**3957 - 35 Ave.**  
**SOLID, EASTVIEW BUNGALOW!**  
Quiet location near elementary school:  
3+1 bdrms, 2 baths, lovely oak  
hardwood, new maple kitchen!



**\$210,000**

**1310 Lucina St.**  
Updated in Penhold: 2 bedrooms,  
2 baths - perfect for a starter or  
retired couple. Big eat-in kitchen,  
large fenced yard, RV parking, AC.



**\$525,000**

**4026 - 52 St.**  
PARK-LIKE ACREAGE IN TOWN!  
Charming, upgraded family home  
on a treed, 3/4 acre lot: excellent  
city view, 5 bedrooms & 3 baths.

**For details - call or text BOB WING today! (403)391-3583**



## Bett Portelance 403-307-5581



**#435, 6 MICHENER BLVD**

SIERRAS AT  
MICHENER  
943 SQ. FT.  
CONDO  
1 BDR, PLUS  
DEN, 2 BATH  
HEATED  
UNDERGROUND  
PARKING



**#139 5344 76 STREET**

**JUST LISTED**  
1024 SQ  
FT MOBILE  
HOME  
3 BEDROOMS,  
1 BATH  
\$41,000.

**HELPING YOU MAKE  
THE RIGHT MOVE**

**bett.portelance@century21.ca**  
**www.BettPortelance.com**





See **21 Photos** at [www.brendabowness.com](http://www.brendabowness.com)



**FAMILY FRIENDLY HOME,  
PREMIUM LOCATION!**  
4 Bedroom, 4 Bath  
1,741 Sq.Ft. Two Storey  
**\$439,900**

[www.6asmundsenclouse.com](http://www.6asmundsenclouse.com)



**PENHOLD**  
**GORGEOUS FULLY FINISHED  
HOME, EXCELLENT LOCATION!**  
4 Bedroom, 4 Bath  
1,746 Sq.Ft. 2 Storey  
**\$499,900**

[www.17hendersonclouse.com](http://www.17hendersonclouse.com)



**INNISFAIL**  
**CLOSE TO  
GOLF COURSE!**  
2 Bedroom, 3 Bath  
1,394 Sq.Ft. Half Duplex  
**\$339,900**

[www.6404-elmwoodway.com](http://www.6404-elmwoodway.com)



**WALKOUT BACKING  
ONTO A PARK!**  
4 Bedroom, 3 Bath  
1,224 Sq.Ft. Bungalow  
**\$439,900**

[www.32dentoomclouse.com](http://www.32dentoomclouse.com)



**IMMEDIATE POSSESSION,  
UNIQUE OPPORTUNITY!**  
3 Bedroom, 2 Bath  
1,278 Sq.Ft. Condo Apartment  
**\$169,900**

#111, 80A Kellaway Crescent



**LEGALLY SUITED INCOME  
PROPERTY/MORTGAGE HELPER!**  
4 Bedroom, 3 Bath  
1,190 Sq.Ft. Bi-Level  
**\$399,900**

14-kiddclouse.com



**LUXURIOUS TOP FLOOR  
PENTHOUSE!**  
3 Bedroom, 2 Bath  
1,680 Sq.Ft. Penthouse  
**\$299,900**

[www.411-60lawfordavenue.com](http://www.411-60lawfordavenue.com)



**AFFORDABLE HOME, QUIET  
MATURE NEIGHBOURHOOD!**  
4 Bedroom, 2 Bath  
1,050 Sq.Ft. Bungalow  
**\$309,900**

[www.4416-51street.com](http://www.4416-51street.com)



**PEACE, PRIVACY &  
UNIQUENESS!**  
5 Bedroom, 4 Bath  
1,891 Sq.Ft. 4 Level Split  
**\$519,900**

[www.4320-43street.com](http://www.4320-43street.com)



**SPACIOUS 3 BEDROOM  
CONDO W/ PARK VIEW!**  
3 Bedroom, 2 Bathroom  
1,425 Sq.Ft. Condo Apartment  
**\$272,900**

[www.28c-32dainesavenue.com](http://www.28c-32dainesavenue.com)



**POSITIVE CASH  
FLOW INVESTMENT!**  
2x3 Bedroom, 1 Bath  
2x2 Bedroom 1 Bath  
**\$510,000**

[www.5713-60avenue.com](http://www.5713-60avenue.com)



**GULL LAKE**  
**IDEAL LAKE LIVING, ALL  
SEASON GETAWAY!**  
2 Bedroom, 1 Bath  
1,020 Sq.Ft. Two Storey  
**\$344,900**

[www.345pinestreet.com](http://www.345pinestreet.com)



**IMMACULATE MOVE IN READY  
HOME, EXCELLENT QUIET LOCATION!**  
2 Bedroom, 2 Bath  
660 Sq.Ft. Half Duplex  
**\$209,900**

[www.44-6220orrdrive.com](http://www.44-6220orrdrive.com)



**STYLISH HOME W/  
LEGAL SUITE!**  
4 Bedroom, 3 Bath  
1,147 Sq.Ft. Bi-Level  
**\$389,900**

[www.45inglewooddrive.com](http://www.45inglewooddrive.com)



**EXCELLENT SOUTHSIDE  
LOCATION!**  
5 Bedroom, 3 Bath  
1,548 Sq.Ft. Hillside Bungalow  
**\$474,900**

[www.192ingleclose.com](http://www.192ingleclose.com)



**NEW LISTING**  
**TRIPLE GARAGE, WALKOUT BSMT  
& PREMIUM LOCATION!**  
4 Bedroom, 4 Bath  
2,057 Sq.Ft. Two Storey  
**\$574,900**

[www.119armitageclose.com](http://www.119armitageclose.com)

*On the move with*  
**Team Bowness**  
**BRENDA BOWNESS** **DENNIS BOWNESS**

Call or Text  
**403.350.9509**

Call or Text  
**403.357.8087**



**Advantage**

# Three tips for **selling** in a buyer's market

Longer selling times, fierce competition and low prices: things are tough for sellers in a buyer's market. The homes for sale outnumber the potential buyers, who have plenty of properties to choose from and all the time in the world to do it. How can you, a seller, stand out in this type of environment? Here are some tips to help you sell your property in a buyer's market.

**1. Set a competitive selling price**  
For a real estate transaction to succeed, you have to adapt to the market. When buyers are few and far between, you might choose to lower the selling price a bit or keep a smaller negotiating margin. In other words, you have to advertise an asking price that is more likely to attract potential buyers. You may also have to accept the fact that you'll get less money than you'd hoped for your property. However, that might be better than being stuck with your house, especially if you have already bought another home and you can't pay for them both simultaneously.

**2. Offer an attractive product**  
It's no big secret: to attract potential buyers you need to offer a product that can compete with other similar properties available in your area. It's in your best interest to compete in terms of price and in how you differentiate yourself



## Buying in a seller's market?

When the number of homes on the market is low, you have to be prepared to move quickly because the best properties get snapped up fast. None in on exactly what you want and do everything you can to accelerate your efforts. For instance, consider applying for a pre-approved mortgage; that way, it will take less time to get a loan commitment. In addition, a pre-approved mortgage can play in your favour when you make an offer, as the seller won't have to worry about your financing application being refused.

from other homes in your neighbourhood. Look for what sets your property apart from the others (location, view, pool or fireplace) and emphasize it.

You can also put the odds in your favour by making your property as attractive and welcoming as possible. Do some fix-up work if necessary, and follow home staging guidelines: put extraneous things away, declutter and depersonalize the rooms. Make sure the photos of your home show it off to advantage. Work with a real estate agent to make sure the marketing strat-

egy is satisfactory and that your home has good visibility.

**3. Stay tuned to any changes**  
The real estate market is constantly changing, so you need to monitor the activity in your area on an ongoing basis. If you've taken into account the selling price of recently sold properties in your neighbourhood, you now have to make sure your asking price remains competitive over time. That means keeping track of new homes on the market, as well as their selling prices, so you can adjust your price accordingly.

**COLDWELL BANKER**  
OnTrack Realty

**ONTRACK REALTY**

UNIT G, 2085—50<sup>TH</sup> AVE, RED DEER

[www.coldwellbankerreddeer.ca](http://www.coldwellbankerreddeer.ca)

**343-3344**

**ULTIMATE SERVICE**

We keep our promises, or you don't keep us™



### BUILD YOUR NEW DREAM HOME!

**\$549,900**



#### C & E TRAIL

4.72 acres only 2 miles west of Red Deer. On the C & E Trail south. Has river frontage. Has a 1450 sq.ft. bungalow and 22 x 24 det. garage. (Both in need of major renovations).

**Call DALE 403-302-3107**

### FULLY FINISHED BI-LEVEL IN PENHOLD

**\$259,900**

**NEW PRICE**



#### 4 JOHNSON CLOSE, PENHOLD

On a huge lot. Features vaulted ceilings, 3 bdms, 2 full baths, office, large family room with gas FP, 4 appliances. Has some new carpet & lino.

**Call DALE 403-302-3107**

### LOCATED IN ONE OF THE PRIME AREAS OF LACOMBE

**\$364,900**



#### 12 EBONY STREET, LACOMBE

Located in one of the prime areas of Lacombe. 1318 sq.ft bungalow featuring an open floor plan, hardwood & tiled flooring, 9' ceilings up & down, quality cabinetry, 3 bdms, 2 baths, a lge att fin'd garage, fully fenced & nicely landscaped.

**Call DALE 403-302-3107**

**"DALE OFFERS YOU QUALITY SERVICE AND A VERY COMPETITIVE COMMISSION RATE"**





**BARB MUNDAY 403-598-7721**  
CALL ME "MUNDAY" CALL ME "ANYDAY"  
MULTI-LEVEL COMMISSIONS



**NEW LISTING**



**CAR COLLECTORS!**  
1495 sq. ft. bungalow on 2 acres only minutes from the city. Built in 2001. Open design, 2 fireplaces. BONUS- 3 huge garages (5 doors), and private decks. Great place to store your treasures among many other options. **\$845,000**

**NEW LISTING**



**3 BEDROOM CONDO**  
yes that's right! 1356 sq. ft. adult living. Spacious unit, upgraded building, one underground parking space, one outside parking space, secure building. Features special sunset views. **\$325,000**



**GROWING AND SUCCESSFUL SALON AND SPA**  
Well-established clientele. Price includes all inventory, furniture, leasehold improvements, 4 technician stations for massage and nails, seller will stay. **\$192,000**



**FAMILY HOME SEARCH?**  
Here it is. 1907 sq. ft. two storey located on a pie lot on a quiet close in Anders South. Double attached garage, 3 bedrooms, 3 baths, Special feature-bonus room above garage. Drastically reduced to **\$432,000.**

**NEW LISTING**



**TWO BEDROOM CONDO**  
Bower area- close to bus stops, shopping and other amenities. New windows, roof, and appliances, newer flooring, and new paint. All this and more for **\$159,000.** Call now for an appointment.



**SERVING RED DEER & CENTRAL ALBERTA CALL 587.797.1988**

Go to

**[www.2PercentRealtyRedDeer.ca](http://www.2PercentRealtyRedDeer.ca)**

To View ALL of Our Listings  
Or  
To Get a Free Home Evaluation & To Find Out How We  
Save You Money On The Sale Of Your Home!





**SHANE OPP**  
587-797-1988



**BARB MUNDAY**  
403-598-7721



**CHARLENE MILLER**  
403-598-5388



**LARRY HASTIE**  
403-550-3984



**WENDY HAYES**  
403-350-7555



**SANDY BURTON**  
403-358-8924



**JOHN RICHARDSON**  
403-348-3339



**DALE HOWE**  
403-318-5375



**JIM DULC**  
403-588-7066

## Why use a Realtor?

**Your Realtor can help close the sale of your home**

Between the initial sales agreement and closing (or settlement), questions may arise. For example, unexpected repairs are required to obtain financing or a cloud in the title is discovered. The required paperwork alone is overwhelming for most sellers. Your Realtor is the best person to objectively help you resolve these issues and move the transaction to closing (or settlement).





real estate central alberta

4440 - 49 ave., red deer • 403.343.3020

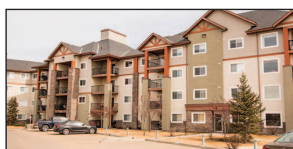
sylvan lake 403.887.2217 • lacombe 403.782.4301 • ponoka 403.783.5007

www.remaxsylvanlake.com www.remaxlacombe.com www.remaxreddeer.com www.remaxponoka.com

..... **RED DEER LISTINGS IN PRICE ORDER** .....

**\$169,900****SENIORS/STUDENTS**

Ground level suite and South facing too! Two bedrooms, in suite laundry. Open design with an island in the kitchen. Extra storage in unit. In-suite laundry. **Better call Kim 403-357-4525.**

**\$221,500****12B Ironside Street #2314****1,000 SQ FT, 2 BED/2 BATH CONDO APARTMENT**

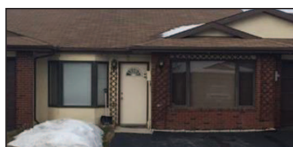
Underground Parking, In Suite Laundry. Lovely home with warm greys & white cabinets & appliances. Bldg: Inglewood Pointe.

**Contact Mitzi Billard for more info 403.396.4005**

**\$227,500****137-6 Michener Blvd.**

**SIERRAS OF MICHENER** A fantastic 40 plus building, and this one bedroom suite is in immaculate condition. Complete with all heated underground parking

this is a great suite at a great price. **Ivan Busenius 403-350-8102, www.ivanb.ca**

**\$259,900****#8, 4240 46A Crescent****2 BED 3 BATH BUNGALOW**

This home is a wheel-chair friendly townhouse. If you are over 55 you are very welcome to this quiet neighbourhood. NO CONDO FEES but you still have lawn maintenance/snow removal (small fee) So close to shopping, clinics, transit, the Rec Centre & Golden Circle. **DON'T PASS THIS UP.** It's perfect for the person/couple looking for convenience & comfort living. CA0099618. **Let Mitzi show you your future home. 403.396.4005**

**OPEN HOUSE • SAT. APR 15, 2-4 P.M.****\$340,000****439-6 Michener Blvd.**

**SIERRAS OF MICHENER** is a 40 plus adult building and this is a premier suite. 4th floor corner unit, 2 bedroom and 2 bathroom, plus heated underground parking. This is a must see. **Ivan Busenius 403-350-8102, www.ivanb.ca**

**\$309,900****BI-LEVEL**

1130 sq.ft with 3 bedrooms on the main floor. Vaulted ceilings, big front entrance, fenced yard. Fully finished basement only

**\$309,900. Better call Kim 403-357-4525.**

**\$354,500****39 Donnelly Crescent**

**4 BEDROOM BUNGALOW**, and a 5th bedroom can be added easily! Rear detached garage, large green space at the front,

hardwood floors, main floor laundry, and fully finished! **Call TIM MALEY 403-550-3533 today for more details and a virtual tour, visit www.timmaley.com.**

**OPEN HOUSE • SAT. APR. 15, 2-4 P.M.****\$418,500****56 Dunham Close****PRIDE OF OWNERSHIP**

Well cared for 5 bedroom 3 bathroom. Home close to schools and playground. Quiet close, mature area. Big backyard, double attached garage. **Your host Len Parsons 403.350.9227**

**\$494,900****18 Lowden Close**

**BRAND NEW QUALITY**, fully finished 2 storey! Wonderful location, 3 beds up and 1 down, fireplace, ensuite, and a great

layout – be the first owner! **Call TIM MALEY 403-550-3533 today for more details and a virtual tour, visit www.timmaley.com.**

**NEW LISTING****\$499,500****14 Windermere Close**

**BEAUTIFUL CUSTOM SORENTO 2 STOREY** 3 bdrms, 4 baths, top floor laundry, Hardwood floors, and front garage. Minutes from

Heritage Ranch in Westlake! **Call TIM MALEY 403-550-3533 today for more details and a virtual tour, visit www.timmaley.com.**

**\$624,900****121 Lalor Drive**

**UPSCALE TWO STOREY HOME** built by Canada West. 3 bedroom 3 bathroom complete with large bonus room, amazing ensuite and stylish kitchen.

Many upgrades inside and out, consider this home on your next search. **Call MIKE SNELL 403-352-9280 today for more details or visit www.mikesnell.ca.**

**\$698,880****50 Tyson Crescent****STUNNING WALK-OUT**

2 storey, 5 beds, 4 baths, custom chef's kitchen and backing on to a pond. Granite counter tops,

stainless steel appliances, upgraded fixtures, upper and lower decks with gas, bonus room, there are many custom upgrades in this home! **Call TIM MALEY 403-550-3533 today for more details and a virtual tour, visit www.timmaley.com.**



# Five open house mistakes to avoid



If you want to sell your home and you decide to have an open house, avoid committing these five beginner's mistakes!

- 1.** Playing salesperson. Let your realtor handle greeting visitors and answering their questions. Your home will speak for itself.
- 2.** Neglecting cleanliness. Indoors and out, everything must be clean—even the inside of closets and cabinets. And finish remodelling before your showings—a room that's under construction isn't pretty to look at.
- 3.** Leaving your pets free to roam around. Your visitors might be allergic or uneasy.
- 4.** Ignoring odours. Nobody likes to linger in a room that smells of cigarettes or cat litter. Make sure to air out your home.
- 5.** Leaving valuables out in the open. Stow valuables and important documents out of sight. You're better safe than sorry!



**real estate central alberta**

4440 - 49 ave., red deer • 403.343.3020

sylvan lake 403.887.2217 • lacombe 403.782.4301 • ponoka 403.783.5007

[www.remaxsylvanlake.com](http://www.remaxsylvanlake.com) [www.remaxlacombe.com](http://www.remaxlacombe.com) [www.remaxreddeer.com](http://www.remaxreddeer.com) [www.remax-ponoka.com](http://www.remax-ponoka.com)

## •• RED DEER CONTINUED ••

**NEW LISTING!**



**\$1,425,000**

**101, 38254 RR 265**

**INTRODUCING THIS EXQUISITE 2-Storey home** featuring over 4300 finished sq ft w/ 6 bdrms, 4 baths, triple

heated garage, situated on 1.9 acres only minutes East of Red Deer's city limits. **Further details at [www.tonysankovic.com](http://www.tonysankovic.com) or to set up your personal showing call/text 403.391.4236.**



**\$1,690,000**

**38019 RR 270**

**A LUXURY CUSTOM BUILT home** on a private 4.50 acres just south of city limits. Home features 2773 sq ft w/ 5 bdrms

& 3 baths. Plus includes a 40x80 heated shop. **Further details at [www.tonysankovic.com](http://www.tonysankovic.com) or to set up your personal showing call/text 403.391.4236.**

## •• BLACKFALDS ••



**\$344,900**

**38 Silver Drive**

**BEAUTIFUL AND BRIGHT** Fully finished with detached garage, hardwood, many updates, 3 bedrooms up and 1 down, family room and rec room!! **Call TIM**

**MALEY 403-550-3533 today for more details and a virtual tour, visit [www.timmaleym.com](http://www.timmaleym.com).**

## •• GULL LAKE ••

**NEW LISTING!**



**\$659,900**

**345 Canal Street Meridian Beach**

**LIVE AT GULL LAKE** full time or as a seasonal retreat! This beautiful 2 Storey home features 2312 sq ft w/ 6 bdrms, 4 baths,

3 living rooms, gorgeous HE wood stove plus a heated detached triple garage. **Further details at [www.tonysankovic.com](http://www.tonysankovic.com) or to set up your personal showing call/text 403.391.4236.**



**\$649,900**

**ACREAGE AT GULL LAKE GULL LAKE BEAUTY!**

2.4 acres and only a short walk to the beach. Swimming, Fishing, boating all at your fingertips. Call me for details on this incredible two storey home.

**Better call Kim 403-357-4525.**



EACH OFFICE INDEPENDENTLY OWNED AND OPERATED.



LISA  
SUAREZ  
REALTY TEAM

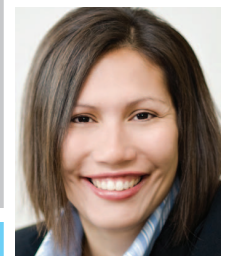


Royal LePage Lifestyles Realty

5820A Highway 2A, Lacombe, AB T4L 2G5

www.familyfriendlyhomes.ca

daveb@royallepage.ca lisasuarz@royallepage.ca



DAVID BARSNESS  
Realtor®

**Protecting Your Best Interests**  
**403-782-3171**

LISA SUAREZ  
Realtor®



Gull Lake

21 BIRCH CRESCENT  
**\$749,900**  
MLS CA#0100276



Blackfalds

132 EASTPOINTE DRIVE  
**\$599,000**  
MLS CA#0099100



Red Deer

3 LANDRY CLOSE  
**\$499,900**  
MLS CA#0092261



Lacombe

40 LAKES CLOSE  
**\$499,011**  
MLS CA#0099664



2.79 acres

4402 50 STREET  
**\$449,000**  
MLS CA#0091140



Lacombe

36 ELIZABETH PARK BLVD  
**\$439,900**  
MLS CA#0098024



Lacombe

41301 RANGE ROAD 263  
**\$425,000**  
MLS CA#0098245



Lacombe

16 PETTICOAT LANE  
**\$419,900**  
MLS CA#0101175



Lacombe

40 ELIZABETH PARK BLVD  
**\$419,000**  
MLS CA#0095242



Lacombe

79 TERRACE HEIGHTS DR.  
**\$379,900**  
MLS CA#0096296



Lacombe

37 WILLOW CRESCENT  
**\$329,900**  
MLS CA#0096307



Lacombe

94 RANCHER'S CLOSE  
**\$325,000**  
MLS CA#0098564



Lacombe

19 SANDSTONE AVE  
**\$299,900**  
MLS CA#0100107



Clive

4720 48 STREET  
**\$279,900**  
MLS CA#0098382



Blackfalds

4929 WESTBROOKE RD  
**\$279,900**  
MLS CA#0097745



Lacombe

41 HANGINGSTONE DR.  
**\$229,900**  
MLS CA#0101336



Lacombe

4718 49 AVENUE  
**\$255,000**  
MLS CA#0098608



Clive

4913 FOX DRIVE  
**\$249,900**  
MLS CA#0100732



Lacombe

5214 50TH ST  
**\$225,000**  
MLS CA#0096754



Alix

4603 LAKE STREET  
**\$209,900**  
MLS CA#0102495



Lacombe

17 GREEN COURT  
**\$189,900**  
MLS CA#0090500



Red Deer

#36-20 JACOBS CLOSE  
**\$179,900**  
MLS CA#0098340



Lacombe

37 ERICA DRIVE  
**\$725,000**  
MLS CA#0101782



Lacombe

61 PARKLAND ACRES  
**\$25,000**  
MLS CA#0087591



Wolf Creek Village

505 DUNES RIDGE DR.  
**\$99,900**  
MLS CA#0086194