

PENNY EXPRESS

Selling Hundreds of Homes in Kingston East

PENNY EXPRESS IS A FREE NEWSLETTER FROM REALTOR PENNY BLAKE OF REMAX REALTY CONCEPTS.



Buyers' Market

With real estate prices and interest rates rising, there's never been a better time to buy a house in Kingston.

"Housing prices have been on the rise for a few years," says Re/Max Realty Concepts realtor Penny Blake, "but they've levelled off and now they're adjusting."

If you've been waiting for ideal market conditions before taking the plunge and buying your first home, Blake says there's no time like the present. "There are some very good deals to be had," she says. "It's an excellent time to buy." The good deals span every segment of the market, from rural to urban to suburban, and every size and price range.

According to the Canadian Real Estate Association, sales are down 14 percent from this time last year. Of course, that's not to say that all homes are selling slowly. "Trends tell an important part of the story, but there will always be exceptions," says Blake. "Some properties are so special or so well-kept or well-decorated that they can withstand any market conditions and sell immediately." Still, experts are warning sellers to expect to see their houses stay on the market for as long as 120 days.

If you're ready to take advantage of these changing market conditions and join the ranks of Kingston's homeowners, call Penny today at 544-3325.



There She Goes Again -- Committed to Your Neighbourhood

Penny Blake doesn't just sell homes in Kingston East, she understands Kingston East. That's because it's been her neighbourhood for 30 years. She knows the people, she knows the places, and she's proud to lend her support to important Kingston East causes, like the Fort Henry Gymnastics Club.

Vital Statistics

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Born and raised:
Kingston

Lived in Kingston
East: 30 years

Selling homes since
1989 - 17 years

Selling 100's of
homes in City East

Registered with DND
Relocation Services

Hundreds of military
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across Canada



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PENNY BLAKE

Q: When preparing for an open house, should you purge your home of all personal effects or should you leave a few personal touches behind?

A: While you can't underestimate the importance of keeping your home clean and clutter free, I believe that there is such a thing as taking the concept too far. Getting rid of all of your photos and trophies and other personal touches can leave a buyer with a cold, empty feeling.

I'm not saying you need to overdo it, but I believe that a few personal effects in the right places will leave buyers feeling as if someone lives in your house, which is just what you want them to think. Remember, they're thinking about living there too. So while you don't want to bombard them with personal details, a few well-placed photos might just help them make the right decision.

LILI KRAMIL-MARCUS

Q: What kinds of legal problems can a seller look forward to?

A: Because of the mountain of paperwork that sellers usually have to wade through, it seems like we're working harder for the seller than we are for the buyer. Actually, the opposite is true. Even though sellers have a lot of papers to sign, they don't have to worry about title searches or due diligence like buyers do.

Tasks we perform for a seller include making sure the mortgage is discharged and making sure you cancel your utilities. They are almost always straightforward, problem-free tasks. The most common problems we face with sellers have to do with disputes with neighbours over fences and property lines and so forth. But even those problems are rarely serious. In fact, I would say that 99.9 percent of the time those problems are cleared up and the transaction closes smoothly.

Lili Kramil-Marcus is a Kingston-based residential real estate lawyer. Her office is located at The Woollen Mill, 4 Cataragui Street, Suite 21, 613-542-0404.

What Homebuyers Want:

A Journey into the Mind of the Home Buyer

Putting your house up for sale is as easy as calling a realtor, getting your house in show shape and waiting for the right offer to come in. So why do some houses sell faster than others?

The reason has nothing to do with the seller and everything to do with the buyer. Think back to when you were house shopping. You didn't want to plunk down hundreds of thousands of dollars on a house that was anything less than exactly what you wanted, did you? So why should your buyer be any different?

The key to selling your home quickly lies in your ability to connect with a buyer. If your old home is their dream home, you'll make the sale. But how can you possibly know if your home has what it takes to turn browsers into buyers?

While there will never be a way to predict individual tastes, a couple of recent surveys (conducted by home design firm Associated Designs and the National Association of Home Builders) shed a little light on what buyers from across Canada and the U.S. are looking for in a home. So how closely does your home align with their dreams?

- Most Popular Home Style: Traditional
- Least Popular Home Style: Mediterranean/Spanish
- Number of Storeys: 1
- Size: 2,000 – 3,000 square feet
- Average Cost: \$241,000
- Materials: Brick/Stone
- Bedrooms: 3
- Bathrooms: 2.5
- Most Popular Optional Rooms:

- Office; Family Room Den/Library
- Kitchen Amenities: Walk-in pantry; Island
- Most Popular Interior Extras: Walk-in closets; Fireplace/woodstove; Window seat
- Least Popular Interior Extras: Computer centre; Wet bar
- Most Popular Exterior Extras: Deck/Patio; Front porch
- Least Popular Exterior Extras: Fireplace; Water feature

Open House Checklist

As the legendary Will Rogers once said, you never get a second chance to make a first impression. That's why I can't underestimate the importance of the open house. While a few of the people who drop by will have been through your house before, for the vast majority of them, the open house and the first impression are one and the same.

I've heard more than my share of horror stories about sellers who didn't make sure their house was looking its best on open house day and paid for it, as their house sat on the market for weeks and months, its resale value dropping with each passing day.

The key to getting the price you want is to sell quickly. That's why I recommend spending as much time as possible getting ready for your open house. And so I've put together a checklist that you can keep on hand to make sure that you do everything you can to help your home make a good first impression.

Outside

Take It to the Curb

First impressions start the moment the buyer lays eyes on your house. How does your house look? Your first step should be to step outside and give your house a thorough inspection. Pretend you're a buyer. How does your house look now? If it doesn't impress you, you can be sure that it won't impress



many prospective buyers either. Here are a few things to focus on:

- Fix loose roof shingles.
- Clean out clogged gutters.
- Seal your driveway during warm-weather months.
- In the winter keep your driveway and your walkways shovelled.
- Spruce up your entranceway with hanging baskets, container plants or something as simple as a brand new doormat.

Green Acres

When life gets hectic, sacrifices have to be made, and often our front lawns get stuck playing the role of sacrificial lamb. You may find it easy to ignore your lawn, but buyers won't. A smartly landscaped front yard is one of the best investments you can make come resale time.

- Give all greenspace - front, back and side yards - a quick once-over with the lawn mower as close to the open house as possible.
- Replace brown patches with fresh sod.
- Make your yard a weed-free zone.
- Get out your shears and trim all hedges, shrubs and bushes.
- You might even consider getting a professional landscape plan to help the buyer see your yard's potential.
- Don't overlook the indoor greenery. A few well-placed plants will add life to any room. And don't forget to purge your home of all dead and dying plants.

Inside

Colour Me Neutral

Bright colours may be all the rage in the decorator magazines, but when it

comes time to sell, neutral tones are always in style. Remember, most people want a house that will work well their furniture, and most people tend to decorate in muted shades. You'll still be able to express yourself to your heart's content – in your new house. For now though, you're not decorating for you; you're decorating for your buyer.

- No matter what your walls look like, spruce them up with a fresh coat of neutral-toned paint.
- Strip away any old, worn or outdated carpeting and – depending on what the floor looks like underneath – refinish it or cover it with a new, neutral carpet.
- Repair any damaged woodwork, torn wallpaper or areas suffering from water damage.
- Hide any exposed wires.

Don't Be a Clutter Bug

Ask anyone house shopper and they'll tell you that clutter is - without question - their single biggest turn-off. Think about the stores that you shop in. They display their wares neatly and smartly. Well, when your house is for sale, it's like a store. People are going there to shop, and if they like what they see, they're going to spend a lot of money. So why not create an atmosphere where they can feel comfortable?

- Remove any signs of clothing, paperwork and books.
- If something has a proper place, put it there. If you can't find a place for it, make one.
- Remember, people will be opening closets and peeking behind closed doors, so it's not enough to stuff your stuff into a closet or cabinet and forget about it. If you can't find a place to store something inside your

house, either store it somewhere else or get rid of it.

Go Deep

By now I'm sure you've figured out that clean is in. But I don't just mean surface clean. I'm talking about deep down clean, clean enough to impress the head chamber maid at a five-star hotel.

- Start with the obvious stuff: sweeping, mopping, dusting and scrubbing. Then go the extra mile.
- Rent a steam cleaner and suck every last speck of dirt from your carpets.
- While you've got that steam cleaner, run it over your curtains and upholstery too.
- Don't forget to boldly go where no one in your household has gone before: those oft-ignored spaces such as cabinet interiors, corners and even the top of the refrigerator.
- Pay special attention to the kitchen and bathroom. They're the most popular rooms in the house, but they shouldn't look that way.
- Deep cleaning takes time. If you can't spare the time, consider calling in the cavalry. A professional cleaning service could be the smartest thing you'll ever invest in.

The Nose Knows

No one likes to admit it, but every house has its odours. You may be used to yours, but what smells like home to you may not smell as sweet to a prospective buyer. And while air fresheners may mask an odour, you're kidding yourself if you think they're all you need to fool a sensitive nose.

- Empty all garbage cans right before the open house. Even if it's not garbage day, keep a green garbage bag handy and take the trash out



with you as you leave. And don't forget to wash down the garbage cans while you're at it.

- Don't let dirty laundry pile up either. If you don't have time to put a load in the wash before the open house starts, empty your hamper into a suitcase and toss it in the car. Make sure you air out the hampers too.
- Cooking and smoking are two of the biggest odour-causing culprits. In the days leading up to the open house, make your house a smoke free zone and have your meals in restaurants, or if you must eat at home, stick to take-out.
- Your pets may be members of your family, but many a buyer has backed away from an otherwise perfect house because of pet odours. Clean out the litter box and stash it away. Give your pet's favourite spaces special attention during your clean-up. And take your dog with you when you leave for the day.

Shed a Little Light on the Subject

As the seller, it's your responsibility to show off your home in its best light. That means you'll want to make sure that every light in your house is in working order.

- Enhance your home's bright, airy image by making sure every light is shining brightly. Replace old bulbs with new, high wattage bulbs.
- Make sure all windows are gleaming and all curtains are attractively opened to let the sunlight flood through your home.

Hidden Gems

An open house is your chance to show off all of your wonderful possessions

– for the most part. There are some valuables you don't want people to see. While I've never had a client complain of having valuables stolen during an open house, I still believe it's better to err on the side of caution.

- Make sure your jewellery is safely stowed where it can't be seen.
- Stash your cash, credit cards and ID cards in your wallet before leaving.
- Lock your medications away in the medicine cabinet.
- Take special care not to leave keys, cameras or other easily-pocketed items within reach.
- If you have valuable glass, crystal or other breakables, feel free to display them, but only where they're out of harm's way.
- As a final precaution, you might want to call your insurance agent to make sure that your contents policy is up to date.

What You Need to Know about Real Estate Lawyers

Whether you're buying your first home or moving into the house of your dreams, you're going to have to enlist the services of a lawyer. No one looks forward to spending all that time in the lawyer's office, sifting through mountains of paperwork, signing here, initialing there, but it's an important step in the home-buying process. So what's going on in that office anyway? Kingston-based residential real estate lawyer Lili Kramil-Marcus sheds a little light on the subject with this look at three of her most frequently asked questions.

1. When do I get my keys?

The key exchange is the last part of the transaction. That means you get your keys

once every other part of the transaction is finished. Once the seller has his money and the deed is registered, then -- and only then -- do you get your keys. Unfortunately, this can happen any time until 5:00 p.m. on closing day. Even if the transaction closes earlier, the law allows the seller to retain possession until 5:00 p.m. So even though you may be champing at the bit and ready to move into your new house, I would advise you not to wait in front of the house in a parked moving van first thing on closing day morning. You could be in for a long wait, and you don't want pay for it by the hour.

2. Why am I getting less than the amount of my mortgage?

Believe it or not, this happens all the time. If your mortgage is more than 75% the purchase price value, the lending institution will deduct an insurance premium for what they see as a higher risk mortgage. They will also deduct appraisal fees, discharge fees, and PST. Sometimes they may even ask you to pay a portion of the property taxes up front. These little deductions have a way of adding up, so make sure you know exactly what is being deducted to avoid any unpleasant surprises on closing.

3. What is title insurance and why do I need it?

You have two options for protecting your interest in a new property: a solicitor's title opinion and a title insurance policy. I usually recommend title insurance because it protects you in a way that a title opinion just cannot match. Your title insurance policy will make sure you are compensated for any losses you might incur from a title defect or an illegal use of the property that the title search didn't turn up. While you will have to pay a premium on the policy, it pales in comparison to the cost of all those additional searches that the insurer or the lender would ask for if you decide to forego the title insurance.



The People in Your Neighbourhood

What makes Kingston East such a special place to live? Some say it's the diversity: the mix of rural and suburban living, new developments and historic neighbourhoods. For me, though, it's always been the people. That's why I like to take the time to introduce you to some of the people who make Kingston East such a wonderful place to live.

In this issue, I'm focusing on two more Rideau Town Centre merchants. I'm sure you'll enjoy getting to know them as much as I did.

Angelique Lane: Discovering Her Destiny

Angelique Lane practically grew up in a hair salon, but it took a newspaper story to make her realize that she wanted to spend her adult life in one too.

A lifelong Kingstonian, Angelique spent much of her childhood in the old Kingston Shopping Centre, where her parents owned a salon for seven years.

"It was like my parents lived there," she recalls. "I don't think I actually ever saw them together unless it was at the salon."

While entrepreneurship was in her blood – at least one set of grandparents was also self-employed – Angelique opted for a more stable lifestyle. She trained as a dental assistant and worked in a Kingston dental clinic until a 1991 car crash left her with serious tissue damage which prevented her from doing her job. Instead she went to work as a teacher, training a new generation of dental assistants.

Angelique probably would be teaching to this day if a newspaper article hadn't caught her eye in 1998. "Kingston This Week ran a story about how the Splinter family was opening a new plaza on Gore Road," she says. "It said that they were looking to attract certain businesses to the plaza, and a hair

salon was one of them." Although she had never considered following in her parents' footsteps, the idea suddenly seemed like a natural. "I figured if they could do it, I could do it too," she says. Now in its eighth year in operation, Angel's Hair Design is proof that Angelique was able to keep pace with her parents – and then some. While the old Kingston Centre salon was all about hair, Angelique covers the full aesthetic spectrum.



Valerie, the aesthetician, handles facials, manicures, pedicures and waxing. "She's excellent," says Angelique. "She's the best aesthetician I've had in eight years." They have a pair of tanning booths on the premises that attract a loyal clientele all year long. And for those who want salon quality hair care at home, they sell hair care products from KMS, Goldwell and Uans.

But, like in her parents' day, the hairstylists are the main attraction.

Fortunately, Angelique has four of the city's top stylists on staff. Erin Bond, Jessica Kelly, Christie McBride and Laura Young have all been part of the team for at least two and a half years. "We're a great team," says Angelique. "We work really well together, and I think our customers see that."

While customers come from all parts of the city, most tend to live in Kingston East. "They come here because we're convenient," she explains. "We're easy to reach and we have free parking. But they come back because it's a nice, comfortable place filled with nice, friendly people."

Bryan Milner: Adventures in Pharmacy

When you watch Bryan Milner working comfortably behind the counter at Bryan's Pharmacy, you get the feeling that he's been doing it all his life. And you'd be right.

Bryan has been hanging around in drug stores for as long as he can remember. His father owned the old Thrifty Drug Mart chain and on school holidays, he would set up a Monopoly board behind the drug counter so that Bryan and his brother could amuse themselves without disrupting the customers.

But while drug stores were familiar territory, Bryan didn't see himself going into the family business. "I always wanted to be one of those garbage guys," he recalls with a laugh. "I really liked the way they got to ride around and hang over the edge of the truck and swoop down to pick up the bags. That looked like a lot of fun to me."

As a teenager, Bryan put aside the Monopoly board and stepped out from behind the counter to work part-time in the stores. "I did everything," he says, "box boy, set-up man, delivery man, you name it." He even got the chance to live out his boyhood dream during a



brief stint as the store's garbage man.

While he remained fascinated by the garbage man's lifestyle, when the time came to choose a profession, Bryan decided to follow his father's example. Unfortunately, he wasn't the only one who made that decision. The University of Toronto has Ontario's only pharmacology program, and over 2,000 people applied to it that year. With only 64 spaces available, school officials encouraged applicants to study elsewhere. Bryan ended up in Tallahassee at Florida A&M, where the weather and the wildlife turned a routine university experience into the adventure of a lifetime.

"It was much more of a traditional Florida experience than the glitter and hype you see on TV," Bryan says. For one thing, it was hot. "It would reach 100 degrees Fahrenheit by seven o'clock in the morning," he recalls, "and then it would get really hot. It rained too, nearly every day. When I applied to the school, they told me I'd require an umbrella. They weren't kidding." But the weather was nothing compared to the alligators. "You'd see them all the time in the daytime," Bryan says. "They'd be lying around, sunning themselves on the rocks near the water. As long as you stayed away from them, you'd be fine. At night it was much worse, because you couldn't see them and you didn't know where they were. The number one rule in Tallahassee is don't go swimming at night."

After graduation, Bryan exchanged the adventures of northern Florida living for the adventures of full-time employment, returning home to work in his father's store. He stayed in the family business until 1989, when the senior Milner retired and sold his Princess Street store to Shopper's Drug Mart. Bryan remained in the store until 1993, when he decided to embark on the ultimate adventure and open his own business.

The Bishop and Briscoe pharmacy chain had folded and Bryan bought their Kingston East store. "It was the type of pharmacy I've always wanted," he says. "It's very patient-oriented, very informal and friendly. People just drop by to say hello. They bring their dogs and we always have a dog treat ready."

Among the steady stream of visitors who enjoy dropping is a man who's no stranger to the world of pharmacy. Bryan's father, now long retired, comes by to check up on his son at least once a week. And Bryan always appreciates the visits. "He has a lot of ideas to keep improving the store," he says. "Once a businessman, always a business man, I guess."



In Our Neighbourhood

Fall Events

The kids may be back in school, but that doesn't mean you have to hibernate for the winter. Between the fairs, festivals and artist tours, you're sure to find a few exciting new ways to celebrate autumn in Kingston.

Autumn Leaves Artists' Studio Tour

September 30, October 1, October 7-9

Take this free self-guided driving tour and explore the studios of 15 of the Thousand Islands region's most intriguing artists.

Pumpkin Fest

October 29th

MacLachlan Woodworking Museum

This harvest celebration includes pumpkin carving, candle making and other fall fun for the whole family.

Important Telephone Numbers

Kingston City Police: 549-4660

Kingston Ambulance Service: 544-6047

Kingston General Hospital Emergency Room: 548-2333

Hotel Dieu Hospital Emergency Room: 546-1240

After-Hours Medical Clinic: 546-5506

Poison Control: 1-800-367-1373

Tele Health: 1-866-797-0000

Kingston Humane Society: 546-1291

Assaulted Women's Help Line: 1-866-863-0511

Child Find: 1-800-387-7962

Bell Canada Customer Service: 310-BELL

CFB Kingston Switchboard: 540-5010

City of Kingston: 546-4291

Utilities Kingston, 24-Hour Emergency Line: 546-1181

Hydro One: 1-800-434-1235

Relocation Destination

If someone you know is planning to relocate to Kingston, they're going to need a place to stay while they're house hunting. You won't find many better places than the Ambassador. With amenities including a new dedicated business floor, a family-friendly restaurant and an indoor water park complete with a 100-foot, two-storey waterslide, the Ambassador Conference Resort is the next best thing to home in Kingston. Call Doug Thorne at (613) 548-3605 for more information.



810 Cat. Woods



1208 Greenwood



69 Schooner



23 Howe Is Road



948 Ringstead



2 Bay - 403

Professional Partners

Selling a house is hard work. With so many details to tend to, you need a wide range of skills to pull it off. You need the artistic flair of a decorator, the know-how of a contractor and the education of a lawyer. And that's just for starters. While some people may try to handle all of the details themselves, I prefer to put together a talented team of professionals to make sure you get the service you deserve. Here are a few of the partners I turn to every day to help turn For Sale signs into Sold signs..

Lili Kramil-Marcus

Barrister & Solicitor
The Woollen Mill
4 Cataragui Street, Suite 21
(613) 542-0404

Steve Marshall

Mobile Mortgage Specialist
Bank of Montreal
(613) 384-5634
(613) 561-5433
stephen.marshall@bmo.com

Investors Group Financial Services

Lorne Matthews Glasspoole
Financial Consultant
(613) 384-8973
lorne.matthewsglasspoole@investorsgroup.com

First Impressions Beauty

Beautify Your Home for Living or Selling
Valerie Cummings, Owner
(613) 545-0525

T & A Painting

Tim Bond, Owner
(613) 561—9972

Villa Gardens Limited

Landscape Architects and Contractors
Alex J. Mut, B.L.A., O.A.L.A., C.S.L.A
Landscape Architect, President
villagardens@bellnet.ca

Stephanie Milligan, BA, CLU, CFP

Certified Financial Planner
621 Norris Court, Unit 5
Kingston, Ontario K7P 2R9
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stephanie.milligan@cogeco.ca

BCM Computer Technologies Inc.

Brian Monroe, President
805A Bayridge Drive
(613) 389-1289

Properties Currently for Sale



574 Braeside Crescent

CUSTOM BUILT EXECUTIVE WITHIN WALKING DISTANCE OF CAT TOWN CENTRE, LIBRARY AND PARKS. 4 BEDROOMS, 3 1/2 BATHS, 2ND FLOOR DEN OVERLOOKING FORMAL LIVING ROOM, FINISHED REC ROOM, FIREPLACE PLUS WOODSTOVE, NEW EFFICIENCY GAS FURNACE AND AIR (06). INGROUND SPRINKLER SYSTEM, UNDEVELOPED AREA UNDER 2 CAR GARAGE WITH WALK DOWN, CIRCULAR DRIVE, MANY RECENT UPGRADES.



\$369,900



32 Kapyong Crescent

CHECK OUT THE VIEW FROM YOUR NEW DECK, HOME OFFERS 2 BEDROOMS, 1 BATH WITH LARGE WALK-IN WHIRLPOOL TUB. SITUATED ON BASE, MUST BE PURCHASE HOME. "DO THE MATH", BUYING IS LESS THAN RENTING, ON THIS ONE. PADS 1 MONTH.

SOLD



\$63,000



899 Jasmine Street

VALUE PACKED ON THIS CUSTOM BUILT 1492 SQ.FT. 2 BEDROOM BUNGALOW IN GREENWOOD PARK, FULL JACUZZI ENSUITE WITH SEPARATE SHOWER, MAIN FLOOR LAUNDRY, EXTENSIVE USE OF HWD AND CERAMIC, HARDWOOD STAIRCASE, R20 WALLS, GAS FP IN LR, LOW E WINDOWS, CENTURY STONE FRONT, COLONIAL TRIM PACKAGE, POT LIGHTS, CENTRAL AIR AND HRV, FULLY INSULATED BASEMENT, WITH ROUGH IN ATTACHED 2 CAR GARAGE.

\$299,900



1951 Ormsbee Road

PEACEFUL, QUIET SETTING, A SHORT DRIVE TO TOWN, THIS 6 YEAR OLD COUNTRY BUNGALOW SITS ON A 1 ACRE LOT. VERY WELL DECORATED, OFFERING OPEN CONCEPT LIVING, DINING AND KITCHEN WITH PATIO DOORS TO REAR DECK OVERLOOKING YARD. MASTER WITH ENSUITE, 2 CAR ATTACHED GARAGE, INTERLOCK WALKWAY. \$1000.00 CLOSING BONUS TO BUYERS

\$239,900



190 Belmont Avenue

THREE PLUS 2 BEDROOM BUNGALOW, 2 BATHS, CERAMIC FLOORS IN KITCHEN, PARQUET HARDWOOD, FINISHED REC ROOM, CENTRAL AIR, ROUGH-IN CENTRAL VAC, SPACIOUS FENCED YARD, PLUS SEPARATE FENCED AREA FOR PETS, NEWER CIRCUIT BREAKER AND PANEL, GREAT NEIGHBOURHOOD WITH IMMEDIATE POSSESSION AVAILABLE.

\$197,000



Penny Blake

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RE/MAX
REALTY CONCEPTS CORP.

Properties Currently for Sale



409 Briarwood Drive

WONDERFUL FAMILY HOME IN AUDEN PARK OFFERING 4+1 BEDROOMS, 4 BATHS, SPACIOUS LIVING ROOM WITH FORMAL DINING ROOM, OPEN CONCEPT KITCHEN/FAMILY ROOM WITH FIRE PLACE. PATIO DOORS OPEN TO MULTI-TIERED DECKING WITH HOT TUB AND INGROUND POOL, 140' LOT IS FENCED AND PRIVATE. BASEMENT PROFESSIONALLY FINISHED (05), REC ROOM, GAS FIREPLACE, BAR, WINE CELLAR, BEDROOM AND BATH. NEW FLOORING ALL 3 LEVELS..



\$397,900



532 Magnolia Drive

BRIGHT AND SPACIOUS 3 BEDROOM HOME 2 FULL BATHS, OPEN CONCEPT KITCHEN, FAMILY ROOM WITH GAS FIREPLACE, DOOR TO DECK AND VERY LARGE FENCED YARD. LOWER LEVEL OFFERS AN ABOVE GRADE REC ROOM, BEDROOM AND BATH. GLEAMING HARDWOOD FLOORS, VAULTED CEILINGS, WALK-IN CLOSET. OFFERS MANY FEATURES - A MUST TO VIEW.



\$234,900



430 Fieldstone Drive

LOCATED IN CITY'S EAST END RIVERWALK, THIS 3 BEDROOM HOME OFFERS 1455 SQ FT, 3 BEDROOMS, 2 1/2 BATHS, MASTER BEDROOM HAS A FULL ENSUITE, MAIN FLOOR OPEN CONCEPT GREAT ROOM WITH VAULTED CEILINGS, LARGE BRIGHT WINDOWS OVERLOOKING A FENCED YARD, LARGE DECK OFF DINETTE AREA. LOWER LEVEL OFFERS FINISHED REC ROOM, LAUNDRY AREA, STORAGE AND ROUGH IN FOR FUTURE BATH. \$2500 EARLY CLOSING BONUS TO BUYER.



\$242,000



85 Schooner Drive

STUNNING, SPACIOUS, FAMILY HOME, IN A WONDERFUL NEIGHBOURHOOD, 3 BEDROOMS, PLUS A MAIN FLOOR DEN, GLEAMING WOOD FLOORS. OPEN CONCEPT GREAT ROOM/ KITCHEN, UPGRADED CABINETS, CENTRE WORKING ISLAND AND EATING BAR, GAS FIREPLACE, OVERLOOKING PRIVATE FENCED YARD. MASTER BEDROOM OFFERS 4PC ENSUITE BATH, LOWER LEVEL FINISHED WITH FAMILY ROOM, BATHROOM AND 4TH BEDROOM. CLOSE TO DOWNTOWN, RMC, AND BASE.



\$274,900



16 Barker Drive

WONDERFUL FAMILY HOME, 3 BEDROOMS, 2 BATHS, GLEAMING HARDWOOD FLOORS IN LIVING ROOM AND DINING ROOM. BRIGHT SPACIOUS PARTIALLY COVERED DECK WITH GAZEBO. NICELY LANDSCAPED, PRIVATE FENCED YARD. LARGE MASTER WITH WALK IN CLOSET AND BATHROOM ACCESSORIES. LOWER LEVEL FINISHED REC ROOM + LAUNDRY ROOM. ROUGH-IN BATH. ROOF 2006.



\$184,900



382 Quarry Pond Court

READY AND WAITING, JUST MOVE IN, 1 YR OLD 2800 SQ FT OF FINISHED LIVING SPACE. SPACIOUS KITCHEN OPENING TO LARGE DECK. BRIGHT LOWER LEVEL FULLY FINISHED WITH A REC ROOM WITH FIREPLACE, BEDROOM AND BATH. MASTER BEDROOM OFFERS A FULL ENSUITE. HOME HAS CENTRAL AIR, DRIVEWAY IS TO BE PAVED BY BUILDER. \$5000 CLOSING BONUS TO BUYER



\$269,900



543 Weston Crescent

THIS 1 YEAR OLD FOUR BEDROOM CUSTOM 2135 SQ FT WINDSOR MODEL OFFERS CHERRY CABINETS IN A SPACIOUS, BRIGHT KITCHEN, 3 BATHS, MAIN FLOOR FAMILY ROOM, FORMAL DINING ROOM AND LIVING ROOM WITH FIREPLACE. MASTER BEDROOM HAS FULL ENSUITE AND 3 MORE BEDROOMS. OAK STAIRCASE AND CERAMIC TILE. ALL THIS LOCATED IN PRESTIGIOUS COBBLESTONE RIDGE CITY CENTRAL/WEST. CLOSE TO PARKS AND SCHOOLS.

\$314,900



Penny Blake

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