

A career in real estate — there's more than meets the eye

If you have ever worked with a real estate professional, you know that his or her job involves a great deal more than just showing or listing homes. In addition to these functions, he or she must be part-lawyer, part-financier, part-manager and part-public relations expert. So, to be effective in these roles, a real estate professional must possess strong negotiating, mathematical, leadership and people skills— just to name a few.

If you're familiar with the real estate profession, you're probably also aware that most practitioners do not have the luxury of leaving the office at five o'clock and leaving their work behind them as well. In fact, almost all of them work extensive evening and weekend hours, since these are the prime times when home buyers and sellers are available.

In addition, flexibility is a big part of being a real estate professional. They have to be prepared to rearrange their whole schedules if they receive an urgent call from a purchaser or vendor. This commitment to their clients and customers makes it difficult to schedule vacations or make long-range plans.

Real estate professionals also have to adjust to living on commissions — earned when prop-

erties are sold — instead of receiving a regular pay cheque. So, their incomes can fluctuate considerably.

Educational Requirements

Individuals interested in entering the profession must also meet some strict educational requirements. To become licensed, they must complete a series of demanding educational courses. They also have to complete a two-year "articling" period with a real estate broker and consistently upgrade their professional knowledge through ongoing professional development. Ontario's educational system for real estate practitioners has become recognized as one of the most comprehensive in North America.

Consumer Protection

Real estate professionals in Ontario are also strictly regulated by the government. All real estate brokers and salespeople must be registered under consumer protection legislation called the Real Estate and Business Brokers Act (REBBA). A broker is the agent who represents the buyer or seller in a real estate transaction. A salesperson, on the other hand, is the broker's

employee or appointee, authorized by the broker to trade in real estate on his or her behalf. REBBA and its accompanying regulations contain numerous provisions designed to regulate the activities of these real estate professionals.

The act is administered by the Registrar of Real Estate and Business Brokers. The Registrar's office responds to consumer enquiries and complaints. In addition, the Registrar's office can suspend or terminate the licenses of practitioners who violate the Act. If these individuals are prosecuted, they can face fines and jail sentences as well.

Organized Real Estate

To promote higher industry standards, professionalism and organization, groups of real estate practitioners came together to form real estate boards throughout Ontario. Today, there are 48 boards in the province and approximately 85 per cent of real estate practitioners are real estate board members. One of the primary functions of these boards is to operate Multiple Listing Services (MLS) which list properties for sale. Real estate boards also provide public relations programs, professional development opportunities and a host of other services.

Real estate practitioners pay a fee if they would like to join a real estate board. When they join, they automatically become members of the Ontario Real Estate Association and the Canadian Real Estate Association (CREA). Only practitioners who belong to these organizations, and therefore subscribe to a high standard of professional service and to CREA's strict code of ethics, can call themselves Realtors. You can identify whether or not a real estate practitioner is a board member, if he or she uses the "Realtor" or "MLS" trademarks in their advertising. You can also contact a real estate board to find out this information.

Professional Standards Enforced

All real estate boards enforce the code of ethics through their professional standards committees. A consumer or a real estate professional can file a complaint with a real estate board if they believe one of the board's members has violated this code. Boards can impose fines on salespeople or brokerage firms for unsuitable conduct. In addition, they can insist that these members upgrade their education to serve consumers more effectively. They can also suspend or terminate their board memberships.

RE3—The Canadian Champion, Wednesday, March 6, 1996



Chris Newell
Broker/Owner

New All (95) Better
REALTY • REALTOR **Real Estate Homes**
and Gardens

878-4444

cnewell@tor.hookup.net

http://bhg-real-estate.com



Audrey Newell
Associate Broker



DOUG BUTSON



10 ACRES - DARBYVILLE
REDUCED
3+ bedroom backsplitted with walkout from family room. Heat pump, air exchanger, c. vac., water softener, 200 amp, barn, 2 box stalls, pond, 2 padlocks, and even more. Reduced to \$269,900. Please call Audrey for more information.



ROOM TO GROW
3+2 bedrooms, huge lot, completely renovated bathroom, upgrades, fresh neutral decor, warm, cozy family room. \$176,900. Call Collin Stewart to view.



OLD MILTON
Extended home on large lot. 4 bedrooms, eat in kitchen, 2 baths \$158,900. Call Chris Newell.



ENJOY THIS COZY BACKSPLIT
\$189,900
Main floor family room with woodstove, three bedrooms, two full baths, 65 x 120 fully fenced lot, hardwood floors, workshop & much more. Call Joan Tattrie-Hollings.



REDUCED TO \$179,900
Greenleaf builders model has lots of the original features, crown plaster moldings, pillars, glass panels, etc. Approx. 1720 sq. ft. of space plus part finished basement, backs onto a park, near schools. Fireplace in main floor den. Please call Audrey for more.



WAYNE CASSON



FRANCINE CROSS



FOUR BEDROOMS PLUS...
\$193,900
Renovated kitchen, L-shaped living room and dining room, main floor family room, central air - vac., inground pool. Short walk to park & schools. Call Bill Currie.



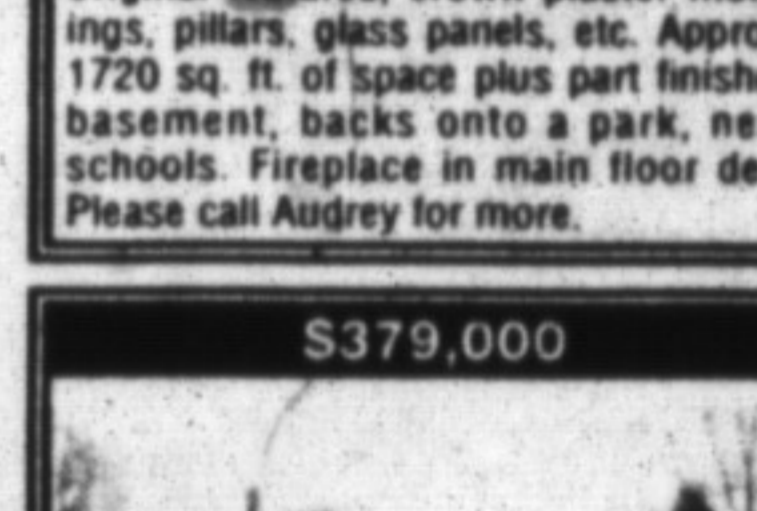
3 BEDROOM BEAUTY
Backsplit with ceramic & hwd. floors, beautiful decor, fully finished. Asking \$174,900. Call Audrey Newell.



HOBBY FARM/KENNEL/VET. CLINIC
Ready and waiting for you, your family, your horses, your dogs. With 10 acres to roam. Call Wayne Casson.



\$179,900
You have to see it to believe it. 3 bedrooms, 2 storey, loaded, central air/vac, gas fireplace and much more. Finished to perfection. Call Ron Twiss.



\$379,000
3,365 sq. ft. surrounded by 20 acres of trees, lawns, a stream and privacy. If you appreciate quality please call Les Bunker for details.



JOAN TATTRIE HOLLINGS



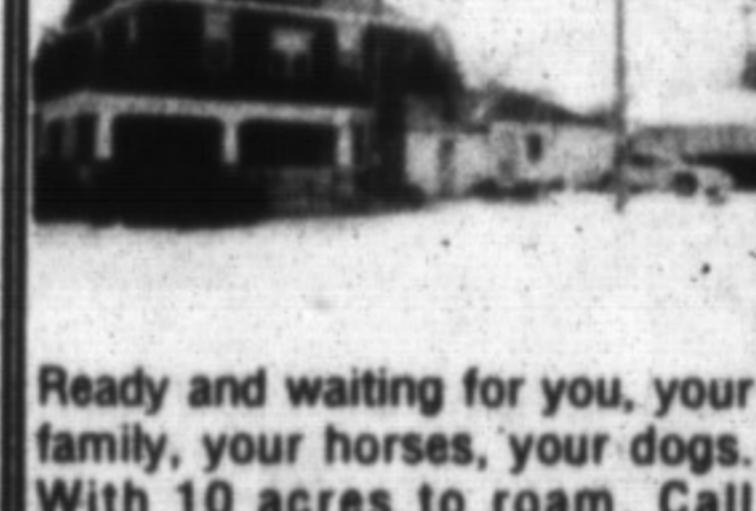
COLLIN STEWART



QUIET LOCATION
Spacious sideways semi with many upgrades. Near schools & parks. Pool, fireplace, central air - covers all seasons. Only \$166,900. Call Audrey Newell.



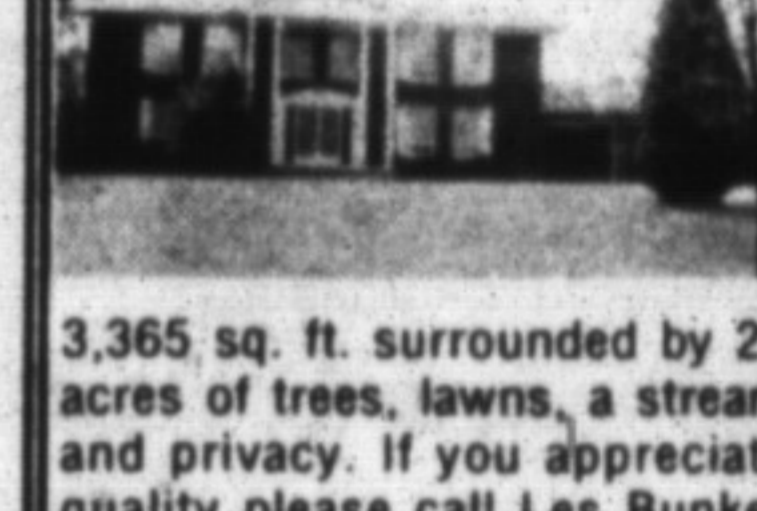
COUNTRY TIME
Enjoy this unique country property located only minutes to town. Recent improvements include oversized double garage, furnace, wood trim throughout and more. For more information contact Francine Cross.



DON'T MISS THIS ONE!
Character, 4 bedroom home with eat in kitchen, L shaped dining room & living room, fireplace, central air and nice lot. Asking \$164,900. Call Bill Currie.



BLATANTLY BEAUTIFUL
\$139,900
Bring your family to their new three bedroom, freshly decorated detached home affordably priced. Call Wayne Casson today.



SUMMER IS COMING
In Dorset park this 3 bedroom + His / Her suite raised ranch shows very well and has an above ground pool in a large back yard. Nice and bright and clean. Lots of oak, parquet floors in several areas, some ceramics. Includes blinds, ceiling fans. NOW \$162,900. Call Audrey.



BILL CURRIE



AL BURNES



LOVELY
Country living close to town. Fronting on Appleby Line this very comfortable home has 4 bedrooms, 3 full baths - one has a whirlpool bath and a bidet, and all rooms are a good size. Could be easily split for in-law suite with separate entrance. Reduced to \$207,000. Ask for Audrey to view.



CIRCULAR DRIVE
\$249,900
Comes with this three bedroom raised ranch home beautifully finished rec. room with wood stove, fourth bedroom or den on lower level as well as a three piece bathroom, double garage, country kitchen and much more. Call Joan Tattrie-Hollings.



JUST MOVE IN
\$117,900
Immaculate 2 storey home offering 3 bedrooms, 2 washrooms, eat in kitchen, combo dining room & living room with walkout, finished rec room & flexible possession. Call Bill Currie to view.



NATURE AT ITS BEST
Call Bill Currie to view this B. C. cedar log home complete with 4 bedrooms, 4 washrooms, exceptional kitchen for entertaining, Living room/ family room with wood stove on main level and a second family room on upper level off spacious master. All this on 18 gorgeous acres. \$579,900.



\$649,000
150 yr old stone home on 24.85 acres. Completely renovated & upgraded with 3-car garage & 2 professional offices. Just N. of Mohawk (Rapeway) & 10 sideroad. Close to amenities. Short drive to 401. Call Sam Nadalin.



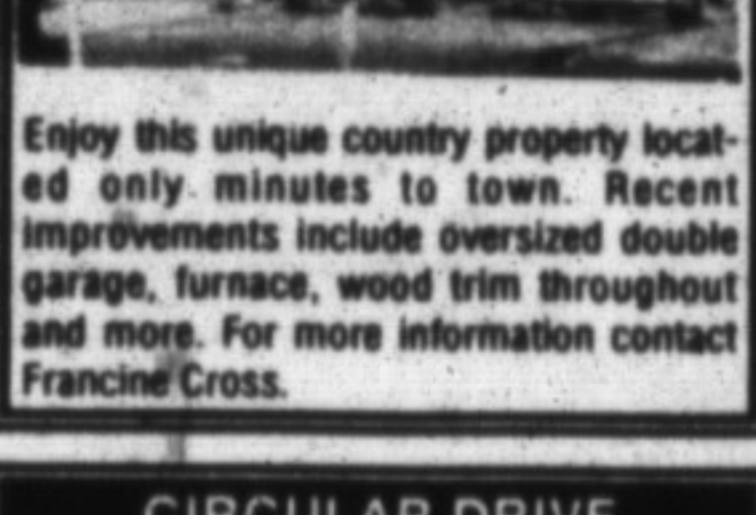
SAM NADALIN



BEVERLY MORELAND



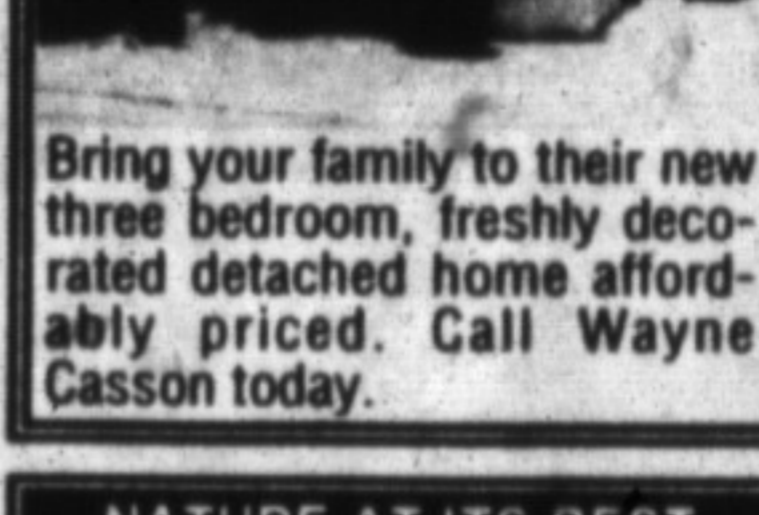
DESIREABLE SEMI
\$156,900
3 bedrooms, finished rec. room, Close to downtown this home is waiting for your approval. Call Wayne Casson to view.



CHOICE OF TOWNHOMES
\$122,900 - 3 beds, main has ensuite, shows well includes 6 appliances.
\$135,000 - 3 beds, many upgrades, lovely garden, finished rec. room.
Call Audrey Newell.



TRY THIS ONE - \$119,600
Eat in kitchen, separate dining and living rooms, master bedroom has two piece ensuite, single garage and much more. Call Joan Tattrie-Hollings.
\$95,400
Half acre lot, good location, close to major highways, vendor willing to negotiate. Call Joan Tattrie-Hollings



RETAIL
• Up to 4200 sq. ft. available in plaza. Newly renovated. \$4 sq. ft.
• Also available 700 sq. ft. retail. \$9 sq. ft.
• Store with apartment over. \$259,900.
Call Chris Newell for details.
VACANT LAND
1.4 acres at Moffat
\$109,900. Audrey Newell.



ON TOP OF THE WORLD
You can see forever from this 5 acres on the Escarpment! Clear, treed and even cliff - certainly landscaped by Mother Nature. Now \$299,900. Please call Audrey Newell.
87 ACRES
Workable land with lots of bush just North of Mohawk. Raceway fronting on 10 Sideroad & 4th Line. \$275,000. Call Sam Nadalin.



ANGELA BAILEY



TIM DOBSON



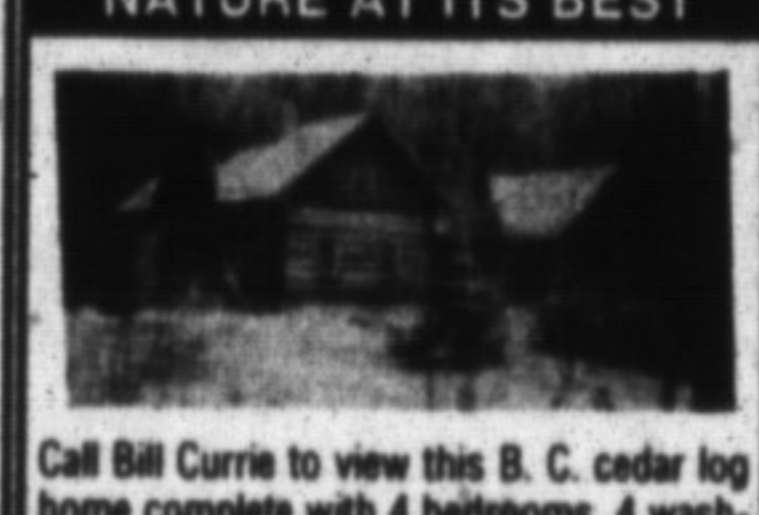
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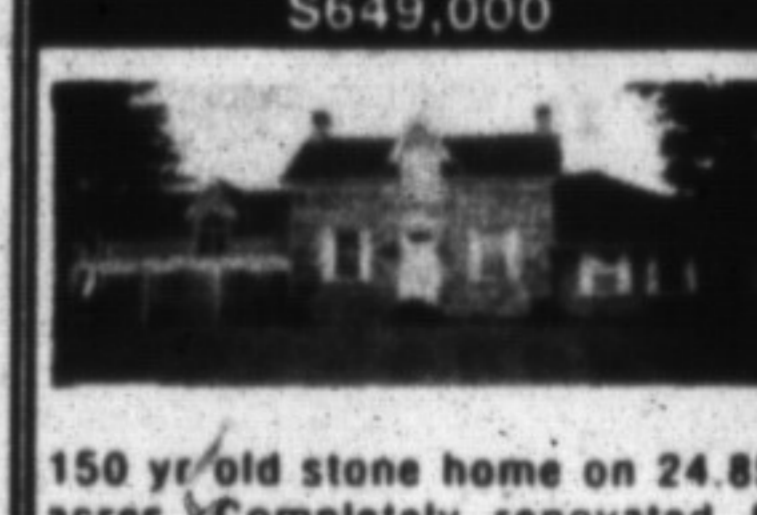
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ROSS CESCON



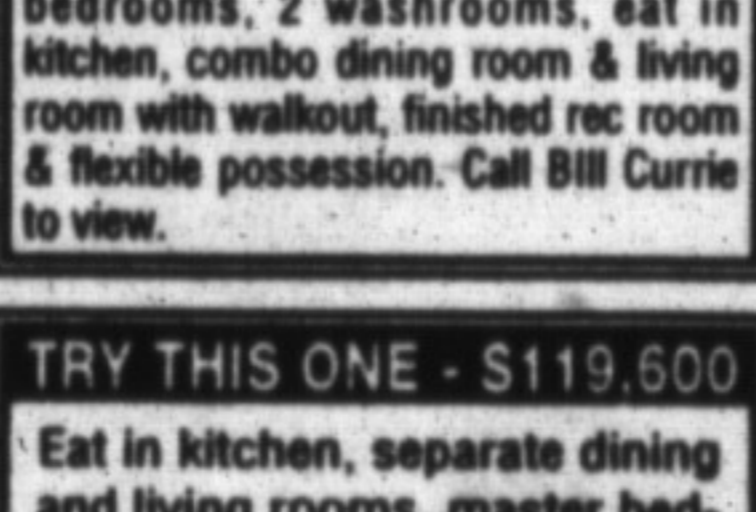
RON TWISS



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LINDA MCHUGH