

# Education makes Ontario realtors best qualified

Being a realtor is a demanding occupation. It requires a great deal of flexibility, motivation and dedication. And, most importantly, it demands a high degree of education.

Thanks to high educational standards, registered salespeople and brokers in Ontario are among the most highly qualified anywhere in the world.

If you're seriously thinking about becoming a real estate practitioner, you should know that you'll have to take a series of educational courses.

The first group of courses consists of three phases, known as "Real Estate as a Professional Career."

The first phase is a two-month correspondence course, which will give you a general overview of the benefits and limitations of a

real estate career. It also covers the requirements for registration as a salesperson as well as the mathematical skills necessary to handle typical transactions.

Phase one is offered directly by the Ontario Real Estate Association; all other courses are also offered by 21 community colleges across the province.

Phase two consists of a 60-hour classroom course which will introduce you to the technical aspects of real estate practice such as the federal and provincial statutes that impact the real estate profession.

Phase three is a little longer in duration - consisting of 90 classroom hours. It is essentially a workshop where you will learn the practical aspects of real estate transactions. You'll gain first-hand experience in exercises such as evalu-

ating properties, qualifying purchasers and preparing the offer.

After successfully completing these phases, you'll have up to a year to apply for registration as a salesperson.

Once you receive probationary registration as a real estate salesperson, you'll be required to complete two years of an apprenticeship - known as articling - with a real estate brokerage.

During this first two years, you'll work under the guidance of a broker and be expected to successfully complete three more courses - known as articling courses. These are each 40 hours in duration.

The first, called Real Property Law, is taught by practising lawyers and will assist you in gaining an understanding of the many complex,

common and statutory laws which may effect real estate transactions.

The second, called Principles of Appraisal, will teach you how to accurately appraise property and is designed to develop your ability to evaluate property for listing, marketing and financing.

The third, entitled Principles of Mortgage Financing, explores the legal, mathematical and procedural aspects of mortgage financing.

Throughout all of these courses, you'll discover why accuracy and thoroughness are hallmarks of the real estate profession.

■ This article is provided by local Realtors and the Ontario Real Estate Association (OREA) for the benefit of consumers in the real estate market.



Chris Newell  
Broker/Owner

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**NEW LISTING**  
\$181,900

This great semi in River Oaks has many +s. 4 bath-rooms, 4th bedroom in the basement, fridge, stove, washer, dryer, dishwasher, & all window coverings are included! Plus recent decorating! Plus Great neutral colours. Plus great family neighbourhood. Plus beautiful rose bushes in front yard. Call Chris Newell to view.

**NEW LISTING**  
\$177,900

Popular backsplit has living room, separate dining room, family room with fireplace, eat-in kitchen. Shows well. Call Audrey Newell to view.

**RURAL SETTING - TOWN AMENITIES**

Two homes. \$800/mo income. Main house rebuilt '95, new kit., sunroom, LR, DR, baths, wiring (200 amp), roof, plumbing, windows and more. Backs onto vacant land & stream. Call Al Burnes. \$259,900.

**COUNTRY SIDESPLIT**  
NEW

\$189,900 - 3 bedroom, bright sunny living room. Finished family room w/ fireplace. 1/4 acre with mature trees. Call Collin Stewart.

**A HOME TO BE PROUD OF**  
\$279,900

Quality throughout in this five-bedroom home. Separate living room & dining room w/ oak floors, sauna, finished rec. room w/ woodstove, good sized eat-in kitchen & much more. Call Joan Tattrie-Hollings.

**CLASSY COUNTRY**  
\$395,000

12 rooms plus 30' x 70' heated pool room. Approx 3 1/2 acres, twixt Milton & Georgetown. Call Audrey or Chris Newell.

**REDUCED**

Come see & sigh over this lovely semi-detached home. There is a fireplace, central air & pool, all seasons covered. Audrey Newell.

**LOOKING FOR SOME PRIVACY?**

Call Bill Currie to view this 4 bedroom farmhouse on 77 acres with eat-in kitchen, separate living room & dining room, main floor family room w/ wood-burning stove, main floor laundry, economical ground source heating system. All this for only \$349,900.

**IDEAL LOCATION**  
\$158,900

Close to downtown is only one plus this attractive three bedroom semi detached home has to offer your family. Please call Wayne Casson to view.

**NEW LISTING**  
\$118,499

Condo, escarpment views. Neutral decor. Short closing is available. Call Audrey Newell.

**NOT TO BE MISSED**  
\$189,900

This 3-bedroom backsplit is well decorated and has hardwood floors, main-floor family room w/ fireplace, large yard 65' x 120', fully fenced and 2 full baths. Call Joan Tattrie-Hollings.

**NEW PRICE!**

Come and view this unique country property. Located on a very scenic road, this 4 bedroom home has had many upgrades in recent years. Master bedroom has walk-in closet and great ensuite with whirlpool tub. In the summer time, sit on the deck while watching the children splashing in the above ground pool. Contact Francine for more info.

**\$365,000**

3365 sq. ft., all brick, 5 bedrooms, 5 baths, sauna, air w/ 20 acres, an orchard and stream. Call Les Bunker to view.

**ANYTHING ELSE IS A PROMISE**  
\$285,000

Character bungalow in Campbellville features include 3 bedrooms, 2 bathrooms, garden kitchen with view, living room with fireplace, huge sunken family room with fireplace, many upgrades throughout and situated on gorgeous one acre lot. Call Bill Currie. \$285,000.

**VILLAGE PARC BEAUTY**  
\$165,900

Beautiful luxury condo, 1200+ sq. ft. 5 appliances, many amenities. Discover the lifestyle. Call Audrey Newell.

**CLASSIC**  
\$169,900

This classic 3-bedroom home has lots of bright open spaces for family living. It features a spacious family room with fireplace plus a huge L-shaped living/dining area. There is a cozy eating area right off the kitchen and sliding doors to the backyard from the living room. The master bedroom is 288 sq. ft. with 2-pc ensuite and full-length closets are in each bedroom. Chris Newell.

**HOBBY FARM/ BUSINESS**

This attractive farmhouse is complimented by veterinary clinic offices/operating room/ kennel as well as your own private 10 acres of paddocks for your horses housed in your own barn with box stalls. Call Wayne Casson.

**\$649,000**

150 year old stone home on 24.85 acres. Completely renovated & upgraded with 3-car garage & 2 professional offices. Just north of Mohawk Raceway & 10 Sideroad. Close to amenities. Short drive to 401. Call Sam Nadalin.

**ABSOLUTELY STUNNING**

Located in Brookville, this custom 3 bedroom ranch offers upgraded kitchen, L-shaped living room & dining room, family room with fireplace, games room & super back yard with inground pool. All on .130 ft x 230 ft lot. Asking \$259,900. Contact Bill Currie.

**TOWNHOUSE FOR SALE**  
\$119,600

Three bedrooms, separate living room & dining room, eat-in kitchen, finished basement. For more information, call Joan Tattrie-Hollings.

**PERFECTLY PRETTY**  
\$139,900

Is the Vendors' decorating completing this attractive detached 3 bedroom home made ready for your young family. Please call Wayne Casson for your appointment to view.

**PRIVATE, PEACEFUL & PERFECT**

Situated on 18 secluded acres, just south of Campbellville, this B.C. cedar home offers 4 bedrooms, 4 washrooms, exceptional kitchen for entertaining. Living room/family room with woodstove on main level and a second family room on upper level off spacious master. Offered at \$579,000. Call Bill Currie.

**NEW, NEW, NEW!**  
\$259,000

**IMMACULATE HOME**  
4 bedroom "Acre House" on Morley is 12 yrs. young. Fantastic rec. room, great curb appeal. Please call Chris Newell.

**RETAIL**  
• Up to 4200 sq. ft. available in plaza. Newly renovated. \$4 sq. ft.  
• Individual offices for rent. \$259,900.  
• 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.



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