

Education makes Ontario Realtors among highest qualified anywhere

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.

In fact, 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 evaluating 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.

Certificate Program

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.

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



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Broker/Owner

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Associate Broker



TIM DOBSON
Sales Representative



BEVERLY MORELAND
Sales Representative



FRANCINE CROSS
Sales Representative



DOUG BUTSON
Sales Representative



RON TWISS



ANGELA BAILEY



AL BURNES

PRIDE AND PERFECTION
\$174,900
It's magic how good you'll feel in this 3 bedroom home! Whether in the sun-brightened living room, the glorious fenced backyard or the two romantic fireplaces, the feeling is there! Audrey and Chris Newell respect the demands on your time by helping you with each step of the exciting home ownership process.

SUPER STARTER
\$168,900
3 bedroom 2-storey, finished rec. room, c/w fireplace, walkout from kitchen to new deck, plus central air and you have the perfect house. Call Ron Twiss at 878-4056.

SPRING SUNSHINE
\$132,900
Beautiful kitchen, flooring and dazzling lighting fixtures reflect the charming spirit of this well kept home. Set a new standard of living in this wonderful condominium nestled in a friendly family neighbourhood, close to schools and shopping. Please call Chris Newell.

TWO FOR ONE DEAL
Asking \$259,900 for the home pictured here PLUS a second house earning \$800/mo. income. Main house rebuilt in '95, new kit., sunroom, LR, DR, baths, wiring (200 amp), roof, plumbing, windows and more. Backs onto vacant land & stream. Call Al Burnes.

COUNTRY SIDESPLIT
\$189,900
3 bedroom, bright sunny living room, finished family room w/fireplace, 1/2 acre with mature trees. Call Collin Stewart to view.

LOOKING FOR SOME PRIVACY
Call Bill Currie to view this 4 bdrm. family house 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.

DREAMING...
of country living. Dream no more. Come and see this unique 4 bedroom home located on a very scenic road just minutes to town. Many upgrades in recent years. Asking \$259,900. Call Francine Cross for more details.

150 YEAR OLD STONE HOME
\$649,000
Situated 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. Sam Nadalin.

SPRING IS HERE
\$163,900
3 large bdr./w/ens. a plethora of perennial flowers, professionally fin. m. floor & basement studded & wired. Close to schools & parks. Al Burnes.

IS ENTERTAINING IMPORTANT
\$279,900
Then you'll be proud to share your five bedroom home with your guests. Four bathrooms, finished rec room with wood burning stove, sauna, living room and dining room have hardwood floors, main floor family room and much more. Call Joan Tattrie-Hollings.

HAS ALL THE "I WANTS"
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 130x230 ft lot. Asking \$259,900. Contact Bill Currie.

SET IN THE HEART OF MILTON
Bright and cheerful, this cozy two-bedroom gem is completely renewed and remodeled windows, shingles, carpeting, flooring and doors. Enjoy the convenience of living a quick jaunt to schools and shopping, and bus route. Asking only \$128,900. Contact Chris Newell to view.

NEW PRICE
With the warm days of summer 1996 approaching this central air conditioned home is just the one for you! Or step outside the patio doors to enjoy your summer relaxing on your private deck. Let this spacious three bedroom home offer you the grace and convenience you are looking for. Listed at \$169,900. Call Audrey Newell to view.

SENSATIONAL SEMI
IDEAL HOUSE
SUN. MAY 8-13 PM
881 MCCOLL CRT.
Ideal court location. Many upgrades include: bay window in kit. & LR, W/O from DR to ing. deck. Eat-in kit. overlooks deck & pond in fenced backyard. Close to schools & shopping. \$159,900. Bev Moreland.

AS HOBBY FARMS GO
This one has everything including 10 acres, barn, potential kennel/vet. clinic. Four bedroom farmhouse and more. Call Wayne Casson.

ALL DRESSED UP AND WAITING
\$285,000
Call Bill Currie to see this quality 3 bedroom bungalow in Campbellville. You'll be impressed with the oversized family room w/ensuite, garden kitchen with view, sep. dining room, living room w/ fireplace and unspoiled basement. \$285,000. All this on an exceptional one acre lot.

GOING-GOING-GONE
Three bedroom bungalow with upgraded windows, roof, 6 months old, eat-in kitchen, fully fenced backyard and much more. Asking \$157,000. Call Joan Tattrie-Hollings.

READY WILLING AND...
\$139,900
Waiting for your approval is this well priced detached three bedroom home with a fenced rear yard. Call Wayne Casson to view.

REALIZE YOUR DREAM
\$184,900
This corner lot home on a quiet tree-lined street, offers the perfect blend of comfortable living, choice location and affordable price. Enjoy a walk up the interlocking brick path as it curves gracefully to the covered porch as you journey into your new home of summer. Please call Audrey Newell to arrange your appointment to view.

CHARM AND CHARISMA
\$118,400
Gain valuable collateral without making your landlord rich. Yes, that dream is possible with this affordable priced condominium. With three spacious bedrooms, this home is ready for you if it is time for you to enjoy the comfort and security of home ownership, this home is well worth seeing. Contact Chris Newell to arrange to view.

COMPARE OTHER SEMI'S
\$149,900
Call today for your appointment to view this three bedroom semi complete with finished rec. room. Downtown location. Call Wayne Casson.

A PARK-LIKE SETTING
\$174,900
You won't want to leave. This immaculate split level offers 3 bedrooms, washrooms, upgraded eat-in kitchen, combo living room & dining room, huge family room with fireplace & walkout to deck, den or office, 4th bedroom in lower level, central air plus oversized lot with inground pool in private back yard. Yours for \$242,500. Ask for Bill Currie.

RETAIL SPACE
NO MORE HOMEWORK?
Ground level offices for rent in busy plaza. Please call Chris Newell.
DOWNTOWN MILTON
FOR SALE:
Store with apt. above.
\$259,900.
Please call Audrey Newell

VACANT LAND
1.4 acres at Moffat.
\$109,900
Call Audrey Newell for directions.
VACANT LAND
6 acres on the Escarpment.
\$299,900
Call Audrey Newell.

CLOSE TO SHOPPING
\$119,800 - This three bedroom townhouse has eat-in kitchen, separate dining room and living room, master bedroom has two piece ensuite and much more.
UPGRADED TOWNHOUSE
\$131,800 - Includes renovated kitchen, five appliances, air conditioning, finished rec room, three bedrooms and available June 1/96. Call for your preview.
VACANT LOT
Half-acre lot, close to main highways, good access, ready for building.
Call Joan Tattrie-Hollings.



JOAN TATTRIE-HOLLINGS
Sales Representative



BILL CURRIE



WAYNE CASSON



LES BUNKER



LINDA MCHUGH



COLLIN STEWART



ROSS CESCON