

Realtors work hard for clients

Buying and selling a property today is a complex undertaking that involves large sums of money, stringent legal requirements and a tremendous depth of knowledge and experience.

Which is why in today's fast-paced world, Realtors don't only have to remain accountable, but must continuously educate themselves.

Real estate licensing changes
Realizing the need for real estate education that emphasizes consumer protection and the development of increased skills and knowledge, a new integrated learning system for real estate licensing education was recently introduced. The new system spear-headed by the Ontario Real Estate Association, recognizes the need to standardize learning and incorporates innovative techniques, new program designs and diverse delivery systems.

Ontario's new system includes the Real Estate Encyclopaedia that integrates all text books and materials into one easy-to-use resource, course changes and a new curriculum. Ontario's new system emphasizes multi-media communication and hands-on learning.

Keeping standards high
The individual receiving his or her real estate license today has been through an intensive process of interactive learning, self study and examination.

There are distinct advantages to having a Realtor who is well educated, knowledgeable, experienced and sincere. A Realtor also has access to an array of services including the Multiple Listing Service which can provide you with instant, thorough and accurate information on properties that might interest you or issues that concern you.

If you are selling, a Realtor will not only fully assess your property, but listen to you and develop a marketing plan that best meets your needs. He or she will give you tips on how to improve the marketability of your home and make a first good impression to potential buyers.

If you are buying, a Realtor will act as an intermediary and help you deal with potential vendors. He or she will assess what you can realistically afford, target appropriate neighbourhoods, provide facts on the costs of running a home and what to look for when considering a particular property.

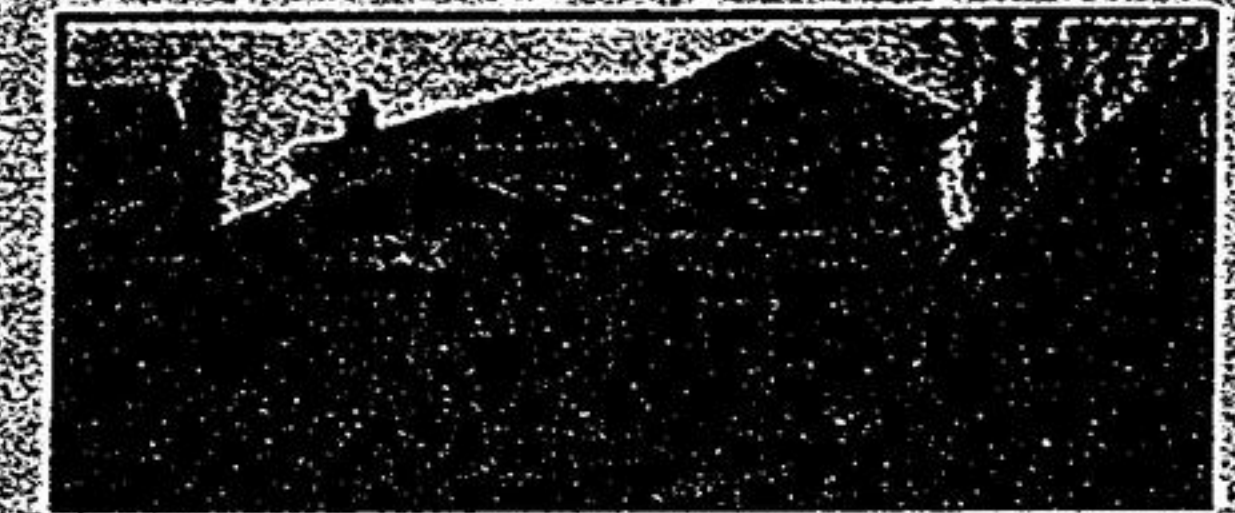
A Realtor can also provide you with a list of professionals whose expertise you may require to complete a real estate transaction. In addition, a Realtor can help you evaluate all the mortgage options available today to help you obtain financing at the most attractive prevailing rates and terms.

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Markham Sidesplit \$228,900

Huge 60x150 foot private lot
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Carries less than rent. With 5% down, spotless 2 bdrm bungalow fireplace in living room, bright eat-in kit. Separate entrance leads to professionally finished rec. room, 3rd bedroom with full 4 piece bath. Hurry on this one.



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GREENPARK 3 bedroom spacious living & dining area - fireplace in family room - large kitchen - Laundry on 2nd floor - side entrance leads to 4th bedroom - rec. room, bath & sauna - fenced 130' lot.



"OLDE MARKHAM" FIND

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- ✓ Inc. approved bldg. lot
- ✓ 3 apt. suites
- ✓ Separate entrances
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- ✓ Hardwood floors



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*Sales Representative **Associate Broker



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Sussex (with retreat) \$235,990



Oxford (Lot 18- with w/o) \$244,990



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