

from 8:30am to 4:30pm, \$10
ADVANCED Foodsafe. Tues. and Wed. Mar. 17 and 18 from 8:30am to 1:30pm, \$105. (Inquire about possible discount for Level 2). Harbour House Hotel. Call Sheri at 250-537-1883 to register.

GULF ISLANDS Optical. 50% refund on the cost of your eye test when you purchase a full set of frames & lenses. At the Lancer Bldg. 250-537-2648.

HANDYMAN/FINISHING carpenter has openings for small jobs. Call Grant, 250-538-7077.

LOOKING FOR inexpensive pasture or horse board mid-island. Thanks. 250-538-5543.

LOWCOST COLD/FLU Walk-in Clinic, Mon. & Fri. 9-12. Treat your ailments naturally with Homeopathy. As Spring approaches, we welcome allergy sufferers too. Karin Beviere & Tami dos Santos. www.arbutustherapy.ca #5-121 McPhillips. 250-537-4728.

STORAGE TRAILER SPRING SPECIAL Storage at your fingertips, get that reno finally completed, 1/2 price off delivery charges from Mar. to June. Call Bob or Tanya 250-537-8595.

from local business. 537-4063 or Lidia 538-0303.

SEARCHING FOR a cancer healer. Anyone know of any please call Ken at 250-537-1423.

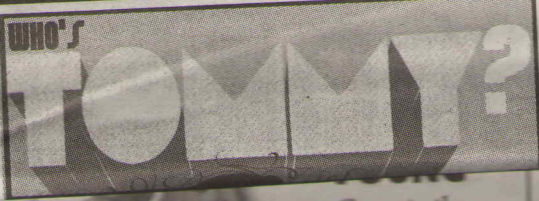
SWIM MEMBERSHIPS AT THE SUMMERSIDE POOL
 Enjoy swimming on your own time! Private, UV filtered, salt-water pool. Open 7 days a week 6am. to 9pm. New reduced rates for 3 / 6 month or 1 year packages. Memberships also include access to our private fitness room. Or come and get energized with our \$7 Drop in Aquafit Classes every Mon/ Wed /Fri 9:30 -10:30 am. or join our low impact walking aquafit classes every Mon / Wed 10:30 - 11:30am. For more info, call Julie at: 250-537-9433.

TRANSITIONS THRIFT SHOP is gratefully accepting donations and helping hands 7 days a week. Open every day from 10-4. 250-537-0661.

www.gulfislandsdriftwood.com

SIMPLY SALTSRING

SIMPLY SALTSRING



Come to the Driftwood office to claim your prize!

328 Lower Ganges Rd. 250-537-9933

(Tickets are held for 2 weeks from the date of publication. Unclaimed tickets will be re-entered to our contest pool.)

Driftwood
 YOUR COMMUNITY NEWSPAPER SINCE 1960

Answer to last week's puzzle "Of Riders and Racers"

S	C	A	M		M	A	P		L	E	N	T
N	O	T	A		A	L	A		O	C	A	S
O	D	O	N	N	E	L	L		N	O	V	A
W	A	P	L	E	S		S	I	G	N	E	R
			Y	E	T		Y	E	D	O		
K	I	P		D	R	Y		R	E	M	A	N
R	C	A	F		O	A	S		N	I	K	E
A	E	S	O	P		M	A	L		C	A	W
			S	O	R	B		F	A	G		
H	A	W	L	E	Y		F	I	L	I	O	N
A	L	O	E		T	U	R	C	O	T	T	E
F	A	R	R		E	N	O		V	E	S	T
T	I	D	Y		S	E	N		E	M	U	S

on the table

BY TOM NAVRATIL

Last month we talked about preparing your home for sale. Soon the lawns will green up, the flowering plums will blossom, it is time to list your home!

With rare exceptions there is no cost to the seller to list his or her property until it is sold, at which point the commission is paid. A Listing Agreement is signed between the owner and the brokerage, and it chiefly contains 1) the listing price, (2) the period of the listing, (3) rate of commission and (4) the mutual obligations. In addition, the listing kit contains the Property Disclosure Statement, information about the agency relationship, and most recently, a

PROPERTY LINES

I would define rates. I would define them as competitive and as the minimum rates at which the full-service-downtown-storefront real estate business can function. One half of the commission is promised to a cooperating realtor, as in most cases it will be other than the listing realtor that will bring the offer.

The Listing Agreement lists the seller's obligations (such as allowing the Listing Brokerage to obtain information on the property and to pay commission when the property sells) and (recently implemented) it stipulates the services that the Realtor/

your listing. Do not be tempted by overpricing your property, as this can become a costly mistake, especially in a slow or declining market.

The minimum tenure of a listing agreement, in order for it to be put on the MLS, is three months. Most listing agreements are signed for longer and can be extended. What is actually MLS? "MLS" is a trademark not only denoting Multiple Listing Service which in Canada is nationwide under one MLS system (the envy of other countries), but it also signifies participation in a professional, effective marketing concept. It is undoubtedly the most important marketing tool in real estate in Canada. The public access is at www.realtor.ca (formerly www.mls.ca).

Working with a Real Estate Agent explains the various agency relationships — a separate topic that we will discuss in another article.

And now the ugly duckling, the FINTRAC form. (FINTRAC stands for Financial Transactions and Reports Analysis Centre of Canada and it has to do with money laundering and terrorist financing detection). As realtors we are now mandated, either when listing a property or at a point of an offer, to formally identify both the seller and the buyer and keep the record on file. It just seems mighty strange on an island like ours. A driver's licence or a passport is sufficient.

Next month we will look at buying a property, also simplified.

The commission is fully negotiable, but there is such a thing as prevailing or market

For feedback or future column suggestions, contact Tom at tomas@islandnet.com.