



## Your home: The most important transaction in your life!

**Île des Sœurs, July 12, 2005** – Real estate transactions are complex and the amounts of money involved are considerable. In fact, selling or buying a house is probably the most important transaction of your life! The real estate agent has the expertise to successfully guide you. Do not hesitate to call on his services.

As established in the *Real Estate Brokerage Act*, the real estate agent must follow 240 hours of training, including basic courses in law, appraisal, mathematics and drafting of contracts. Moreover, he is a skilled negotiator who knows how to deal with every level of the transaction. He masters several tools, such as the S.I.A.<sup>®</sup>/MLS<sup>®</sup> system, and also relies on a wide contact network. Finally, as a member of the Greater Montréal Real Estate Board (GMREB), he is subjected to various controls.

### A versatile professional

When you are selling a property, your agent visits the house, performs a complete market analysis, prepares advertising strategies and, if requested, lists your property in the S.I.A.<sup>®</sup>/MLS<sup>®</sup> system. He also manages visits, offers to purchase, counter-proposals, legal paperwork and accompanies you to the notary.

When you are buying a house, the agent targets in the S.I.A.<sup>®</sup>/MLS<sup>®</sup> system the properties that best match your needs. He also accompanies you during the visits and advises you through every step of a transaction, until you sign the notarial act.

### Harness the power of S.I.A.<sup>®</sup>/MLS<sup>®</sup>

The S.I.A.<sup>®</sup>/MLS<sup>®</sup> system is a powerful work tool reserved to the GMREB members. It is the most comprehensive database for real estate transactions, and is subject to stringent internal quality control. All GMREB agents and brokers can access it. They can select properties that best match their clients' needs.

For more information on this, please read the magazine *Real Estate – Tips on Buying & Selling*, which is offered free of charge by the agents and brokers of the Greater Montréal Real Estate Board.

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