



## MLS Now Open To Public – CREA Agreement

by Mike Holman on November 1, 2010

The recent agreement to open up the MLS real estate database to agents working for a flat fee, means that it will be lot easier for people to sell their homes without hiring a commissioned agent.



Previously, sellers without commissioned agents couldn't list their homes on MLS which made selling without an agent, a lot more difficult. From my experience, most buyers use MLS as their exclusive search destination when looking for potential houses.

### Benefits for sellers

This change allows home owners to sell their house without paying an agent up to 2.5% for the privilege of listing on MLS. Even if they pay a buying agent up to 2.5%, they can still save quite a bit of money.

It will be interesting to see if the standard 2.5% for the buyer's agent continues or if that gets changed to a fixed fee as well. What would make more sense to me, is for buyers to pay their own agent for services rendered. Maybe buyers should pay for each house viewed?

### Benefits for buyers

This might make it easier to buy a house without an agent. However, since the invention of dual-agency status (otherwise known as double-dealing) this benefit might not be very significant since it's pretty easy to buy a house without an agent.

### Give me access to MLS sales data

At one time I had full access to the MLS sales data, due to the generosity of a friend. As I was changing houses at the time, this information was invaluable. I would hate to pay an agent a huge chunk of money just to get access to comparables, but it might just be worthwhile.

What I'd love to see is an option for someone to pay for an MLS login. If I was in the process of buying or selling my house, I would have no problem paying \$50 per month to be able to look at relevant sales data.

So how about it CREA? Sell your data before Zillow starts doing it.

### Will this result in lower real estate fees?

No. In the US, this change happened a few years ago and commission rates for real estate agents have not gone down. The only difference is that people who want to sell their home on their own have an easier time doing it.

This is analogous with the Canadian investment industry. At one time, there were no do-it-yourself cheap options for investors. Now we have discount brokerages, cheap ETFs and index funds. Has this lowered the price for the "full-service" investment model? No, all it means is that if you are willing to do it yourself, you can save a bundle of money. Most investors choose not to do that.

## How To Make Progress, Not Excuses



Is getting more exercise one of your 2010 goals? We all know we should exercise, but many of us have what seem like pretty good reasons to avoid it. Here

are some of the most common, along with some common-sense responses:

**“I don’t have any spare time.”** The truth is that we make time for what’s important to us. Schedule exercise into your day like any other appointment.

**“Exercise is boring.”** The key is finding something you like. Look for team sports, group activities, or interesting surroundings to keep your mind as well as your body occupied.

**“I’m too out of shape.”** Just don’t overdo it at first. Check with your doctor for suggestions, and start with low-impact activities such as swimming or bike riding.

**“I’m not fat.”** Good! But exercise is about more than losing weight. You want to maintain your health, and also control cholesterol and prevent heart disease – both benefits of regular exercise.

**“I don’t like going to gyms.”** If the gym scene isn’t for you – or it’s too expensive – look for an exercise routine that doesn’t call for a lot of equipment, like running or lifting a few weights at home. A brisk walk helps, too.

## Let’s Recycle Large Appliances

Did you know that about 95 percent of a refrigerator can be salvaged or recycled? Here’s a list of materials that can be saved in a typical large appliance:



Steel; glass shelves; liners  
copper and

aluminum components; polyurethane foam insulation; compressor oil; and CFC refrigerants.

## HOME FINDER

If you are starting to look for a new home and you want to find out about New Listings as soon as they come on the market, ask about our FREE Home Finder System.

Our computers will search and match your exact wants and needs with all of the new homes that come on the market each day.

**For more information, just call me at 416-562-6062 or e-mail at [dolam@trebnet.com](mailto:dolam@trebnet.com)**

## FIND A LOCAL BUSINESS THAT GIVES PROVIDES OUTSTANDING SERVICE.

Each month we feature a small business that has a proven track record. Let us know if there is company you recommend. *This month it's:*



[www.beaulieubistro.com](http://www.beaulieubistro.com) Tel. 647.345.5525  
59 Ossington Ave. Toronto, ON M6J 2Y9  
Fantastic French Restaurant in re-vitalized Ossington area.

**JUST SOLD!****136 Bartley Dr.**

Beautiful and bright freehold townhouse in a very good location! Features rare guest suite on the ground floor, powder room on the main floor and 2 full washrooms on the top floor.

**MARKET WATCH****See and interesting home?**

No need to wonder about the price. No need to call a high-pressure sales agent who will just make you feel obligated. My computers can send you the information quickly and easily for any house, listed or sold, anywhere in town. Just ask me!

**It's all part of my FREE, no-obligation Market Watch Service.**

Leave the address on my voicemail **1-800-788-5982 205#**, anytime, 24 hours a day, and I'll fax, mail or email all the information on that listing within 24 hours.

**Welcome New Clients!**

Here are some of the new clients who became members of our "Real Estate Family" this past month. Welcome and best wishes!

*Carol Valles & Rajeev*

*Mony Mok*

We love giving recognition to our new friends and our wonderful existing clients who are kind enough to refer their friends, family and neighbors to us.

**RICHMOND HILL**  
SUBARU

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**Find Us a Home**

- 1 Bdrm - Yonge & Finch. \$235-\$250K
- 1 Bdrm - Sheppard & Bayview. \$270K
- 1+1 Bdrm - Mississauga-Etobocoke - New \$235-\$260K

If you have a property that may be suitable, **give Donna a call at 416-562-6062.**

**GO GREEN:  
RECYCLE THIS NEWSLETTER!**



After you've enjoyed my newsletter, please recycle it by passing it along to a family member, friend, neighbor or coworker.

*cheering to your success*

## Kind Words From Clients Over the Past Year

“Donna took the time to fully and intelligently understand my situation and requirements and was able to pick out properties that were both within my budget and the scope of what I was looking for. This minimized the amount of time and effort it took to find my home and made the whole experience enjoyable.”

*Bill Maniatakos, Happy Home Owner and Client*



“If you are reading this to get a sense if Donna Lam is the right realtor for you, we are going to tell you that she not only meets all the criteria that a Good realtor should have, but exceeds them. Her patience and understanding were greatly appreciated. She was always very helpful with different suggestions and meeting with our requirements. Adding extra service!

My wife and I were like most home buyers...a bit overwhelmed and apprehensive, but Donna was always there to guide us through buying our first home in a very hot market. “

*Remigio & Jua (Kids as well!!)*



“We would like to take this opportunity to say “Thank you!” We wanted to list our house and buy another one. We were able to do both within 10 days!!!! You are professional, punctual, trustworthy, delivers on your promises, and always there to lend a hand.

Having three children under 2.5 going to look at houses on a snowy day is not a small task, but you were able to make it a breeze!! We were able to get all the info ahead of the showings so we were able to make our decisions very fast! Thank you once again!!!”

*Tony, Linh, Helena, Valentin and Nicholas*

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