

Many don't make grade, however

Intensive course prepares realtors for career

A career in real estate offers independence and an opportunity to participate in a business where the financial reward has direct relation to the individual's effectiveness.

On the other side, however, there is no guaranteed income, and the process of becoming a realtor involves a great deal of work.

The statistics tell the story: for every 100 applicants to the real estate course, only 74 will write the exam. Only 52 will pass the course and become eligible to apply for a salesman's licence — and only 43 will still be active in the business after 18 months.

Of those licensed as real estate salesmen, 25 per cent drop out within two years.

While the monetary rewards in a real estate career can be high, a recent survey showed the top 25 per cent of sales people earned 59 per cent of total earnings. The bottom 25 per cent collected only four per cent of total earnings.

The "right" person for a real estate career is one who is willing to work hard. An aptitude quiz is available to help test the individual as to whether he or she has the potential to succeed in the field.

Completion of the pre-licensing course is the first requirement to becoming a real estate salesman. Before applying to take the course, however, the potential candidate should contact a licensed real estate agent for sponsorship. Cost of the course is \$550.

Some real estate companies offer pre-screening tests, plus internal tutorials throughout the course. In this way the applicant is assured he or she has the right qualities for the job, plus the best opportunity of passing the course.

Successful completion of the course and examination does not guarantee licensing, however. General business and personal reputation are considered, along with any record of criminal convictions and charges.

The pre-licensing course takes approximately five and one half

months from its start through to completion of the exam. The 26 lessons are taken through correspondence, and must adhere to a rigid timetable. The course requires 20 assignments and expects students to spend eight to 10 hours on each lesson.

The course covers an extensive list of topics.

Lesson one introduces property as a commodity and outlines how the real estate industry is organized. The second lesson — *Fundamentals of Law* — details the various levels of courts and their functions, plus the legal process and administration of justice.

After completing these background lessons, the prospective realtor learns all aspects of the Real Estate Act and Code of Ethics; types of land ownership; title registration; and land ownership in relation to the law of tort. Strata titles and co-operatives are also examined.

Next comes a section on financial statements, followed by discussions on alternative forms of real estate investments.

The law of contract, law of agency, mortgage law, and local government laws are studied,

'The 'right' person for a real estate career is one who is willing to work hard.'

plus aspects of building design and construction, property management and appraisal principles.

The three-hour exam is usually held within four weeks of submitting the final assignment. If the applicant fails the exam, he or she has the option to rewrite it upon payment of a non-refundable fee. A second failure means the applicant must wait a year before attempting the exam again.



After obtaining a licence, the realtor must immediately complete the post-licensing course. The course, sub-titled *Applied Real Estate Salesmanship*, does not have an examination. Students are required, however, to attend classes once-a week and to complete several hours of home study.

The possibilities for study do not end there, though. After two

years in practice as a salesman, the realtor can apply to take the agent course. Successful completion of this course entitles the individual to operate his or her own company. The agent course offers more intensive training in a number of areas.

The realtor also has the option to train in specialty areas such as appraisal, mortgage financing, commercial sales and leasing,

farm sales, investment real estate, land development, counselling and research.

Tom Hoover, the principal agent at Century 21 in Ganges, does not feel there are too many real estate agents on Salt Spring Island.

"The day there are too many," he says, "is the day you drive around Salt Spring and do not see a for sale sign."

HOME
F·I·N·D·E·R'S G·U·I·D·E

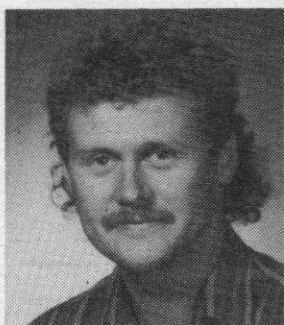
**Your guide to
Gulf Islands properties**

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The staff at Pemberton, Holmes Ltd. is happy to announce that Finn Ronne has joined our team.

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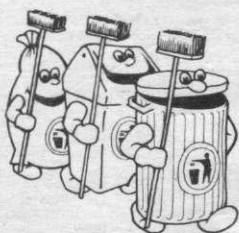
Your 1987 donation helped to:

- * provide two week-long camping experiences for 58 children with a history of cancer;
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- * train 30 volunteers to operate a daily Cancer Information Line, which averaged 400 calls a month;
- * train volunteers in emotional support programs like Reach to Recovery for women with breast cancer;
- * provide financial assistance in transportation, equipment rental and items not covered by Pharmacare;
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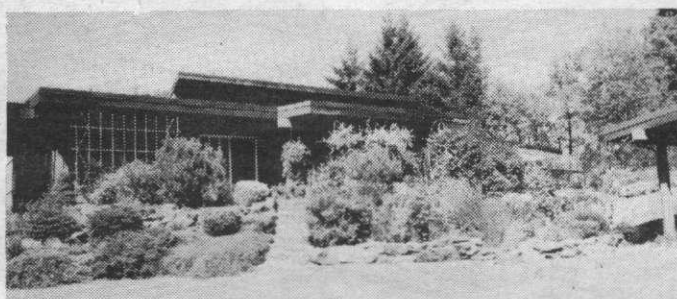
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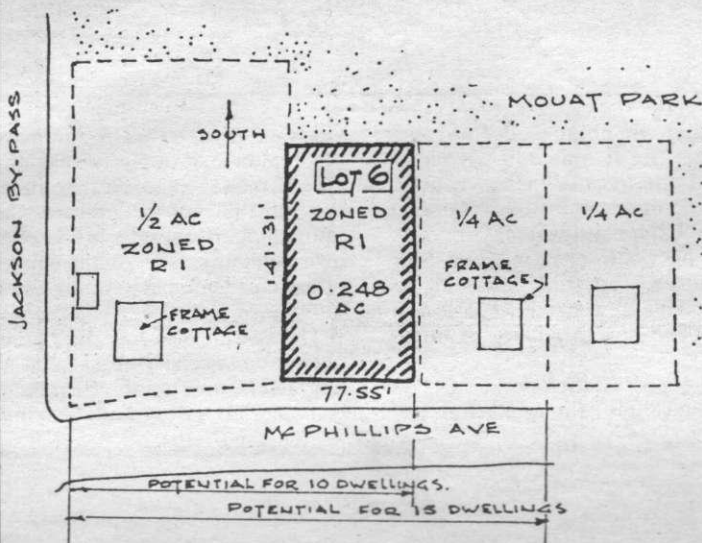
Enjoy views of St. Mary's Lake, Porlier Pass & coast mountains from this delightful architect-designed home. Level entry to the spacious living room with marble heatilator fireplace, large in-line dining room and compact U-kitchen with adjoining cosy family room (with Efel woodstove). 2 large BR's each with adjoining baths. Lower level has large rec room, workshop & storage room. Special feature - 12' x 16' conservatory. Paved driveway and double carport. Sunny and secluded. A pleasure to show. Asking \$149,000 mls.

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This attracting area on the fringe of the village alongside Mouat Park is ideally suited to rezoning for **quality multi-family homes**. M.F. developments require a minimum lot area of 3/4 acre (with sewers). The properties on both sides of Lot 6 have insufficient area to qualify without the cooperation of the owner of Lot 6. Purchase Lot 6 and you would be in a position to control the maximum and best use potential of this entire area on your terms.

Here is a rare opportunity to buy and hold this key property. Lot 6 is offered today at \$48,500. For additional information on this opportunity or the value of other properties with possible MF potential, call:

WYNNE DAVIES
537-5537 or 537-9484

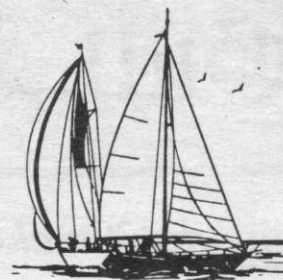
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AN AFFORDABLE HOME THAT CATCHES THE ISLAND CHARACTER

At \$79,900 this home will appeal to almost everyone! It offers generous use of ceramic tile, the floors are beautifully done in pine, there are 2 fireplaces, a large family room, workshop, 2 bedrooms on the main level with room for 2 more down. The lot is .85 acre and drenched with sunlight. There is an excellent garden (fenced) and plenty of room for an orchard. This property is within easy walking distance of St. Mary Lake. Listed at \$79,900 and certainly worth seeing.

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MODERN WATERFRONT HOME IN MARACAIBO

This is a unique, subterranean home situated on 1.29 acres in the most desirable setting of Maracaibo Estates. Clean air perfumed by the ocean and evergreens. The home is 1600 sq. ft. with thermopane windows throughout and good use has been made of oak and maple. The modern kitchen boasts acrylic and oak cabinets, Jennair stove, a marble counter top for pastry baking, eating bar and superb views over Trincomali to Galiano, Mayne, Active Pass and much more. There is also an indoor hot tub room with a large acrylic tub. The two car garage also has workshop space. Peace and tranquility prevail in this very private area. All this and more (tennis, moorage, swimming, etc.) for only \$185,000.



Please call me for an appointment to view
537-5833 KEVIN BELL 537-5537

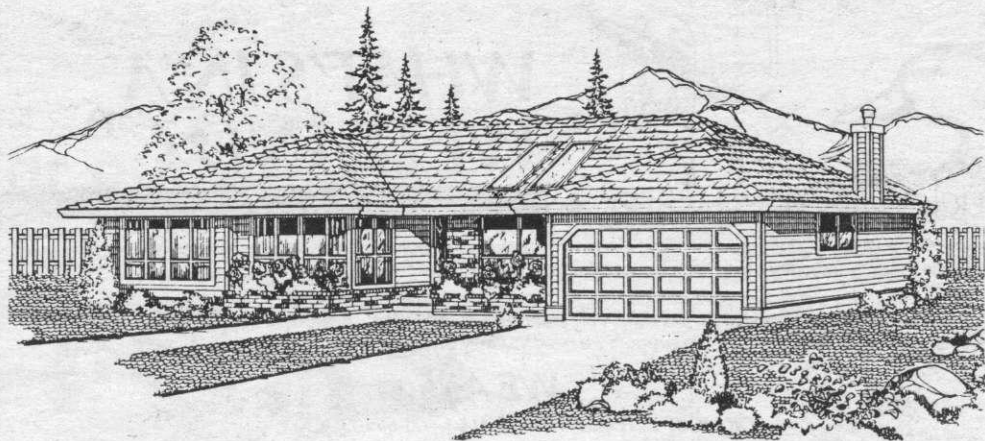
WATERFRONT HOME

- Sandy beach
- Very LOW bank
- Excellent moorage
- Wharf
- 2.21 acres
- 2000 sq. ft. home
- Ocean views from nearly all rooms
- Shake roof
- Well designed
- \$197,500

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Home Plan of the Month



PLAN NO. NB-471

COFFERED CEILINGS RETURN by Fred Tynan

The ceilings in both the sunken living room and the dining room have a built down border of 1½ or 2 feet wide around the perimeter, to give the portion enclosed the appearance of being raised a few inches. The recess formed is called a coffer. Often that part of the lowered portion, next to the wall, is rounded to form a continuous curve rather than a sharp break between wall and ceiling.

The architectural fashions of a previous time often blend very well with modern features such as the soaker tub set in the carousel in the ensuite bathroom or the skylights in the coffered ceiling of the dining room.

Plans for NB-471 may be obtained for \$295.00 for a package or 5 sets of plans, and \$30.00 for each additional set of the same plan. Allow \$12.00 extra to cover the cost of postage and handling. (B.C. residents add 6% tax.)

Our 23rd edition plan book featuring many innovative plans is still available for \$5.95 including postage & handling.

Please make all cheques, money orders and Visa or Master Charge card authorizations payable to Driftwood Home of the Month, 13659-108th Ave., Surrey, B.C. V3T 2K4.

May We Suggest . . .

Create an open, airy kitchen with one of Merit's European models featuring soft coloured laminates with gentle touches of rich oak accent trim.

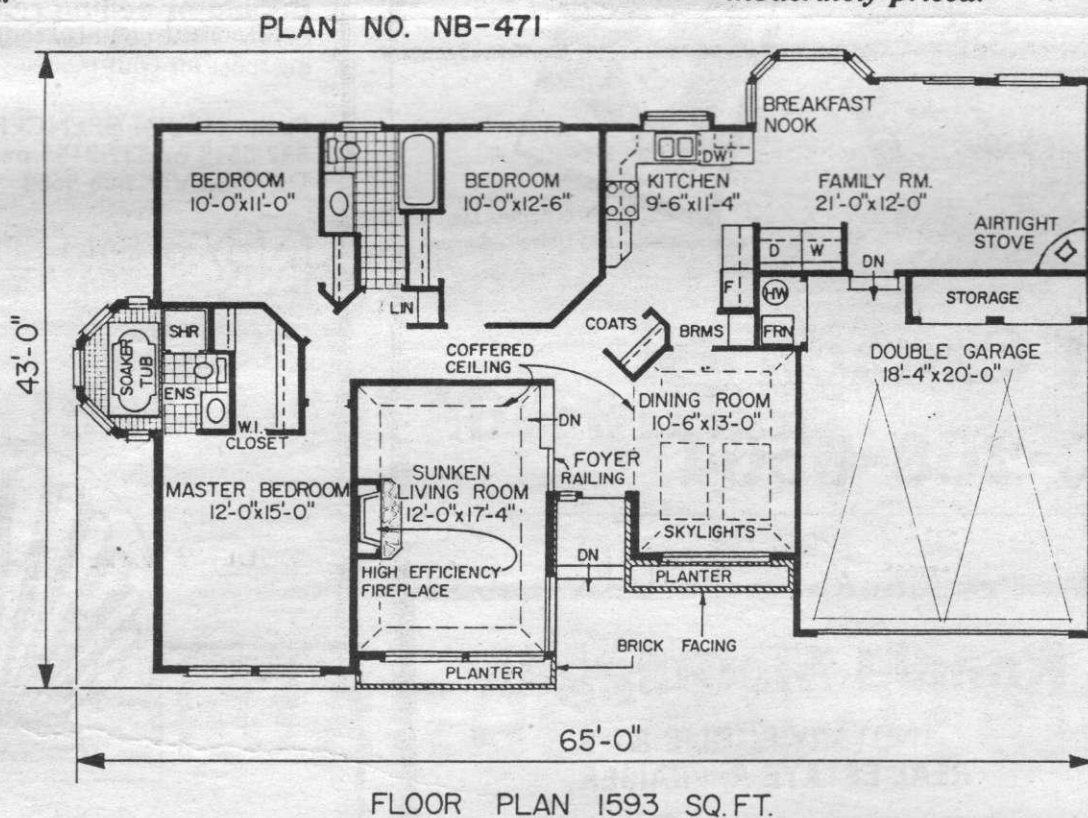
May we recommend the Whirlpool family of quality appliances in harmonizing colours . . . plenty of good choices, moderately priced.

A family favourite will be the jetted deep soaking tub starting at \$895.

We suggest a hi-tech zero clearance airtight fireplace by Security will easily heat this entire floor plan — or how about an attractive Osburn airtight stove in the family room?

Choose a Saxony look carpet in a heavier weight for the living room and team it up with lighter weights in the bedrooms—a neutral tone in the living room leaves opportunity for a more adventurous choice of colour for bedrooms.

Bring this all together with solid oak flooring throughout foyer, dining room, hall, kitchen and family room. The neutral tone allows for unlimited choices of accents.



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WE ARE.

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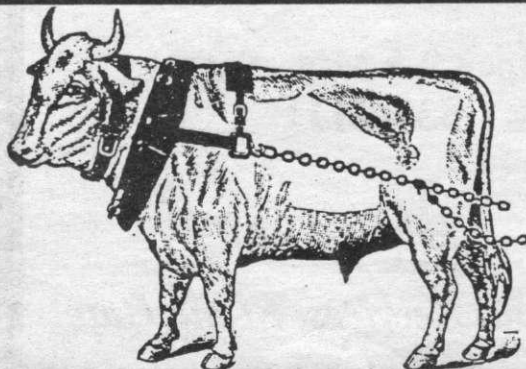
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Tom Hoover: 537-5918
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Watch for our weekly

VISITORS' GUIDE!

**Better still, call and ask about its
potential for promoting your business!**

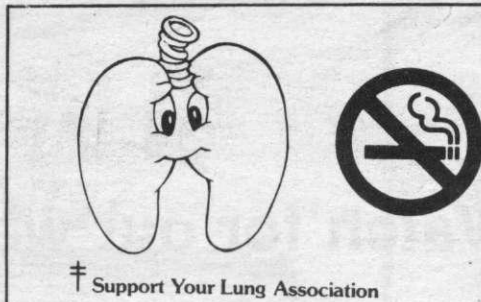
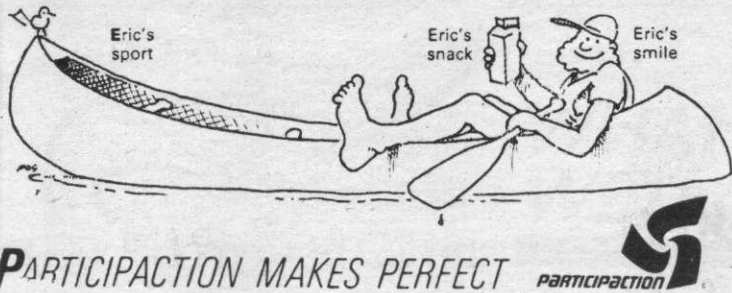
The Visitors' Guide will appear every week in the real estate section along with a map of Salt Spring Island. For as little as \$7.95 per week (on a 20-week contract) your business can be listed by category, making it a convenient directory for tourists.

**CALL JEFF OUTERBRIDGE TO FIND OUT HOW
OUR VISITORS' GUIDE ADVERTISING CAN HELP YOU!**

Gulf Islands Driftwood

YOUR COMMUNITY NEWSPAPER

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Now just \$25,000, nicely treed, 3/4 ac. view lot on a quiet cul-de-sac. Serviced and easily developed.

STEP OFF YOUR LAWN ONTO THE BEACH



Lowbank oceanfront with a brand new 2 BR rancher with all living areas **SOLD** to the water. \$148,000. CALL TONI.

RELAXED SETTING, SUPERB EXPOSURE



You'll enjoy the sunny quiet setting of this delightful island home. 2 or 3 BRs., large studio, separate workshop, large decks and plenty of covered storage. \$85,000. CALL TONI.

WELL-MAINTAINED



2 bdrm., level and sunny home, is located in a quiet residential neighbourhood. Ideal for retirement or starting out. Asking \$73,500 MLS.

PARK, DON'T DRIVE, EXERCISE



And walk to town from this compact 1 bdrm. cottage. Gardeners will enjoy the many fruit trees on this level sunny lot. Asking \$45,900 mls.

HORSE LOVERS & FARMERS

will enjoy this rolling arable acreage. 8.20 acres with year round creek, barn, guest cottage, new house, sun and lots of room for a regulation riding ring. This land can help pay for itself and presently is. Ask for details. 1-plus acre is zoned for industrial 3, assumable mortgage, and vendor will consider trades. Asking \$159,900 MLS.

PLEASE CALL HENRI.

LAKE & FARM VIEW RANCHER



Ideal retirement location! Easy care maintenance and landscaping. IMMEDIATE OCCUPANCY AVAILABLE! (Vendor has made tentative purchase - available at this low price for a short time only — \$79,900).

BRAND NEW WITH NEARLY 180° VIEWS! \$169,000



This single level exclusive 3 BR. home enjoys over 1800 sq. ft. of living space, two full baths (one ensuite). 3 sets of patio doors lead from the M. Br., living & guest BRs, to the spacious deck facing breathtaking Active Pass, Mt. Baker ocean views. Raised cedar ceiling over living areas, and brick fireplace, are just a few of the features. A HOME IN A CLASS OF ITS OWN.

CREEKS, 3 POND SITES — IDEAL HOBBY FARM SITE!

Rarely do you find: arable soil, meadowland, woodlot, timber, parked out areas, creek with 3 pond sites, on 5 acres located just minutes from Ganges. Ideal site for grade-level entry into solar oriented home overlooking "the kingdom". \$55,000.

SEAVIEW BUILDING LOTS:

Enjoy short walk to Rainbow Beach and super views and sunsets.
 1. \$18,900 - sunny, arable, lovely knoll for building site with gracious maple
 2. \$23,500 - REDUCED TO \$19,900 - right next door, lots of room for building and a garden, too. Sunshine plus!

WORKSHOP & CRAFTROOM



This home features Active Pass views, a gracious entry way with bevelled glass oak front door, large country kitchen or kitchen/family combo, energy efficient design & heating, spacious decks and large over-height 2 bay garage/workshop. Excellent value at \$112,000.

FOR FREE CATALOGUE, CALL JAN 537-9894.

THIS ONE'S SPECIAL!



It's a unique underground home with sweeping sea, island and mountain views from its highbank oceanfront location in prestigious and private Maracaibo estates. Required membership provides use of docks, swimming lagoon, guest cottages, tennis courts, trails, parks and beaches. You enter this striking home across a moat and through massive double entry doors. Beyond is a huge sunfilled atrium, a spacious living room and an ultra modern kitchen, both with spectacular views. \$185,000.

ONE OF A KIND ST. MARY LAKEFRONTAGE



Vacant land - almost an acre of totally arable land with some 145' frontage on the West Side of the lake. Gentle slope allows commanding view over entire lake. Enjoys all day sun. \$74,800.

VESUVIUS BAY HOME



There's lots of potential with this older 4 BR. seaview home in the Vesuvius Bay area. You'll be amazed at how much room there is here. Please let me show you around inside. And now the adjoining lot is for sale too! \$69,500 MLS.

VESUVIUS BAY LOT

Right next door to the home pictured above is this .31 ac. seaview property, owned by the same vendor. Priced at \$27,500 but TRY YOUR OFFER ON BOTH.

ESCAPE AND BRING HORSES

Is what you can do at this wonderful private weekend retreat hidden away at the edge of over 1100' of tidal waterfront. Over 14 acres of flat arable acreage plus a year-round stream and a caretaker's cottage. Offers great hobby farm potential. 3 separate titles (9.37 acres of fields, 3.27 acres with houses, 1.73 acres of trees) allows you to immediately sell off surplus land. All for \$170,000 MLS.

PLEASE CALL DAVID ON THESE AT 653-4538.

MAKE YOUR CHOICE FROM THESE VIEWS

VALLEY & OCEAN VIEW \$76,900 MLS.



Immaculate 2 bdrm. home with full height daylight basement on 1.52 acs. Garden and room for animals. Dining area opens to large deck and view. Sunny, bright outlook.

100 HILLS - \$119,000 MLS. SPECTACULAR VIEWS



One of the few remaining view homes in this area. On private 1.36 acs. with 3 BR. house, liv. room with fireplace, patio doors opening onto deck, some appliances included.

QUARRY DR., SPECTACULAR OCEANFRONT PROPERTY



1.31 acre lot with SW exposure looking down Sansum Narrows. Community water, cable, hydro, new listing. \$95,000 MLS.

OCEANFRONT "GEM" SOUTHWEST EXPOSURE \$175,000 MLS.



Located on over 1 1/2 acre. Views to Sansum Narrows in Vesuvius, over 130' frontage, walkway to oceanfront, mooring buoy, oceanside deck, winch & slipway for small boat. Cottage: well built with 1 BR. plus stair accessed loft, fireplace and super large entertainment deck. So peaceful and quiet, must be seen to be appreciated.

SUN — GARDEN — COMFORT



\$69,900 MLS. — A happy combination not often found, this is truly a gardener's delight. Fruit and nut trees, garden plot plus a 3 BR. modular with a 12 x 24 family room equipped with airtight stove, many other benefits such as greenhouse, garage and workshop. Fully serviced property.

SANTY G. FUOCO - 537-2773.

BED & BREAKFAST?



At the end of a circular driveway in a lovely landscaped setting sits this home of 4700 sq. ft. including a self-contained 2 bdrm. & den suite of 1400 sq. ft. The six bedrooms with interconnecting bathrooms, huge lounge/dining area, separate kitchen plus two bedsitting rooms and a cottage attached by a breeze-way lend itself perfectly to B & B or special needs home. Zoning is CCF. Furnished and equipped for \$229,900 MLS.

SUPERB LAKEFRONT

Park like, over an acre sleeping cabin, piped water, very private. **SOLD** \$77,500 MLS.

A DREAM OF A HOUSE!



You'll look a long time to find a property as well kept as this. 2200 sq. ft., 3 bdrms., 2 bathrms., HUGE country kitchen, double garage with loft, greenhouse. Beautiful grounds. Short walk to school. \$129,900 MLS.

LOTS FOR YOUR \$'s

\$23,900 - .60 acre, s. exp., piped water, vendor terms
 \$24,000 - 2.02 ac., s.e., exp., Mt. Baker view, well, hydro
 \$27,500 - .73 ac. lakeview, hydro, piped water
 \$29,900 - .87 ac. potential, oceanview, piped water, hydro, adj. lot available
 \$29,900 - .92 ac. potential, oceanview, piped water, hydro, adj. lot available.
ALL MLS.

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Delightful home on 3+ acres of developed property. A light and airy atmosphere prevails. 10' pine ceilings, Dutch doors open to the sunshine. Stained glass windows and other unique features in this custom designed home. \$123,900. MLS.
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FALL IN LOVE WITH THE VIEW!

You'll never tire of the view from the living areas and yard of this stylish home. Sailboats, islands, sea and hills beyond are yours to enjoy from livingrm., dining rm., kitchen and glass solarium. Well-cared for spacious home & pretty, easy care garden. \$124,000 MLS.
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Take your choice of lakefront/lake access acreages and vendor will finance the first 2 sold at 6%, 2 year term, and 15% down. These lots are ready to go - water in place, roughed in driveways and view building sites. \$41,500 and up.
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THE HOME FOR YOU

Comfortable lakeview home with sunny exposure and your own above-ground pool! Many improvements have already been done to this older home, making it a super choice for your first home or island retreat. Just a stroll to nearby Cusheon Lake beach. \$59,500 MLS.
CALL PAT



MODERN COUNTRY ESTATE

2 BR. home has over 200 sq. ft. of living space which includes a 475 sq. ft. self-contained suite. Some extras are a 2 BR., cabin, barn, pond & newly renovated pumphouse on this 14.98 acres. Asking \$159,000 MLS.
CALL PAT



TRADES ANYONE??

Cosy little 3 BR. home right in Lake Cowichan. Minutes from stores, schools. Parks & swimming only 2 blocks away. Great family starter or retirement home. Asking \$59,900 MLS.
CALL JANET



CLOSE TO THE VILLAGE

This cosy 3 BR. view home is situated only minutes from Ganges Village and is all one-level living. Sunny location, paved drive and lge. garage. Asking \$79,500 MLS.
CALL JANET

OWNER ANXIOUS - PRICE REDUCED!

These 2 - 5 acre parcels have beautiful SW exposure on Sunset Dr. Wonderful views of Stuart Channel & Vancouver Is. On water system. NOW ONLY \$29,500 each. MLS.
CALL JANET



ALMOST PERFECT RETIREMENT OR STARTER HOME

Recently renovated energy efficient 2 BR. rancher on sunny, quiet 1/2 acre, steps from ocean beach. Fruit trees, berry bushes & excellent garden soil. \$89,500 MLS.
CALL ED



SPECTACULAR POST & BEAM DESIGNED HOME

Wrap-a-round glass walls open to forest & ocean views. 1800+ sq. ft. plus guest house located on 5 private acres. 180° Active Pass to Porlier Pass view. \$194,900 MLS.
CALL ED.



RESORT BUSINESS FOR SALE

CEDAR BEACH RESORT - on five wooded acres on beautiful St. MaryLake. 14 rental cabins, 2 BR. owner residence with offices & laundry. Beach house complex with pool & sauna. Sandy beach, dock & float. Good cash flow. \$589,000 MLS.
CALL ED



SEAVIEW HOME CLOSE TO TOWN

Enjoy breathtaking seaview panoramas of Active Pass & the Gulf Islands from this superb 3 BR. contemporary west coast home. Full ensuite family room, spacious living & dining areas plus detached 2 car garage. Minutes from Ganges Village. Fully landscaped, well maintained. \$189,500 MLS.
CALL TOM

BUILD TWO HOMES

This 3 acre property is zoned for a main house and guest cottage. The well is drilled and driveway has been roughed in. Nicely treed property on a dead-end road. Call me and let's look it over. Asking \$39,500 with financing available. MLS.
CALL BRIAN



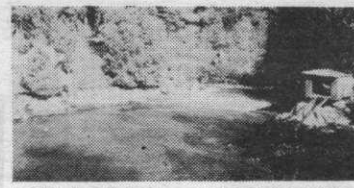
BRING THE FAMILY

Excellent family home with 4 BR., large rec. room, sauna, greenhouse, sundeck, fenced yard. Located near Vesuvius Bay just a short drive from beach, pub, ferry and lake. This double wide is on a perimeter foundation with full height basement. Asking \$79,000 MLS.
CALL BRIAN



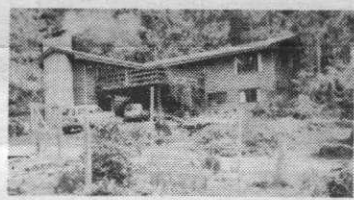
CAPTIVATING WATERFRONT

This charming one level waterfront home is surrounded by a meticulous 0.45 acre of flowers, shrubs, fruit trees and lawn. Perched on the edge of an enchanting sheltered cove with a guest cottage and pool. Island living doesn't get any better than this. Asking \$260,000 MLS.
CALL BRIAN



NEW LISTING - WATERFRONT HOME

Beautiful 2.13 acres with a BEACH in a small sheltered cove. Cosy 2 BR., 1 1/2 bath home with attractive log panelled living & dining room, brick fireplace & lge. sundeck. Fenced orchard & veg. garden, paved driveway, easy care landscaping, private & sunny. Listed at \$269,000 - new MLS.
CALL SYLVIA OR ARTHUR



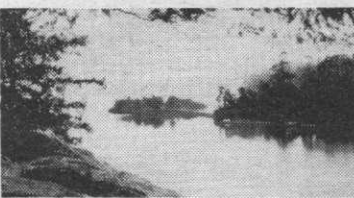
NEW LISTING - SPACIOUS HOME, RUSTIC SETTING

Roomy 2500 sq. ft. family home, completed up & down. 2 baths, 2 fireplaces, limitless firewood. Over 2 acres, well treed, in quiet rural area. Deer and birds abound. Greenhouse and fenced garden plots, chicken house, good drilled well (shared). Asking \$112,000 - new MLS.
CALL SYLVIA OR ARTHUR



EXCLUSIVE GRACE POINT TOWNHOUSES

Plans are well under way for the completion of this exciting waterfront condominium development on beautiful Ganges Harbour. Only 21 homes will be available. For informational brochure or to place your name on the no-obligation reservation list, please call or write without delay.
CALL ARTHUR



MARACAIBO WATERFRONT

Unique south exposed oceanfront strata lot in prestigious Maracaibo. Stunning views, easy access to adjacent beach. Membership provides use of marina, tennis courts, warm swimming lagoon, guest cottages & a host of other amenities. \$135,000 MLS.
CALL SYLVIA OR ARTHUR



GULF ISLAND FARM

Carefully renovated older 3 BR. farmhouse and outbuildings on 20.53 cleared, arable acres fronting on Bullock Lake. Includes orchard, garden pasture & hay meadow. Creek on property. New well to be drilled by vendor. One of Salt Spring Island's original farms. \$195,000 MLS.
CALL ARTHUR OR TOM

ROOM WITH A VIEW

High-bank south west facing waterfront with sleeping cabin offered for sale at \$72,000 MLS.
CALL EILEEN

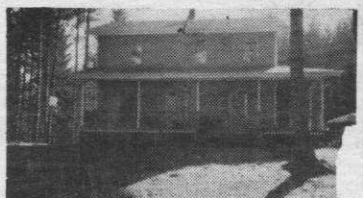


SEMI-WATERFRONT

1.19 acres of arable land with views beyond your wildest dreams. \$44,900 MLS.
CALL EILEEN

HOBBY FARM

2.92 acres of super property complete with 3 BR. home, 500 sq. ft. workshop, 1 bedroom revenue cottage, outbuildings galore. Try your offer to \$162,000 MLS.
CALL EILEEN



DELIGHTFUL 2 YR. OLD FARMHOUSE

Covered verandahs, wainscotting, oak kitchen with sunshine ceiling & tile countertops. Efficient airtight. Pond stocked with Koi. Gazebo woodshed, excellent deer fenced garden, raised beds. Lots of charm. Only \$126,000 MLS.
CALL BECKY



GREAT LITTLE STARTER HOME

1.41 acs. complete with chicken coop, outdoor garden shed & stone root cellar. Located in a peaceful rural setting on the North End of the island. \$67,000 MLS.
CALL BECKY



PEMBERTON, HOLMES LTD.

537-5568

P.O. Box 929, Ganges, B.C.
156 Fulford-Ganges Road

1887-1988 — 101 years as your good neighbour! — 1887-1988

FULFORD HARBOUR

2 BR. chalet style home on a quiet cul-de-sac. Built in 1979, it's on a half acre and an easy walk to school or ferry. Plus there's a large shop with H.D. power for the mechanic or potter. Well built and very nice. \$88,000 MLS.

ALEX REID
537-5568 or 537-9780



SALT SPRING LAKEFRONT

Waterfront property on St. Mary Lake. 1.6 acres west facing, accessible frontage. Large grassy plateau at water's edge for storing your boats. Beautiful evergreen trees flank the winding driveway. One BR. cottage provides cosy retreat with separate sleeping cabin and washhouse. \$115,000 MLS.



APPEALING

Appealing to the pocket book as well as the eye, this cosy 2 BR., no step retirement home near Ganges. Extra large LR with brick FP, full length deck overlooking ocean view of Ganges Harbour, separate workshop. Only \$76,900 MLS.

ANN FOERSTER
537-5568 or 537-5156

RESTAURANT & COMMERCIAL OPPORTUNITY

- Excellent returns
- Includes concrete block building
- 2 BR. owner's suite
- 48 seats
- Additional commercial space in building
- Extra commercial zoned lot
- Downtown Chemainus location
- \$495,000 MLS.

DAVID WILLIAMS 537-5568 or 1-389-7832 (pager)

VIEWS & WARM EXPOSURE

In sunny Vesuvius - can be yours on this beautiful .75 acre, arbutus-clad lot. Located high above Sansum Narrows but within walking distance to ferry and pub. This is one of the few remaining, fully serviced, view lots in this area. \$27,000 MLS.

QUIET LOT NEAR ST. MARY LAKE

If you wish to purchase a fully serviced lot, now, and spend your holidays in a 23' trailer until you're ready to build your home — then this is for you! Just steps to warm swimming and good fishing. Both lot and trailer for just \$24,900 MLS.

LAKEFRONT ON PENDER IS.

One of the few remaining lots on Magic Lake. This lot is level and very easy to build on. Water hook-up charge has been paid, and water line extends right into building site. Even a sewer is available. A great hide-away for a low, low \$15,000 MLS.

WILF BANGERT
537-5568 or 537-5692



HAPPY LIVING STARTS HERE WITH YOUR FAMILY

Passive solar designed home set on over 3 acres of meadow and forest. High quality finishes throughout to ease maintenance and durability. Location and energy efficient construction make this home a real heat miser. A relaxed lifestyle for you and your family. \$144,000 MLS.



NORTH BEACH OCEANVIEW HOME

Close to clams and oysters, this Cape Cod style home sits on a spacious and private, yet easy care lot. The master bedroom has French doors leading to a private sunny garden and the living, dining and kitchen all overlook Trincomali Channel and Galiano Island. \$112,000 MLS.

CLOSE TO TOWN

Sundrenched 3½ fenced acres, with chicken house and large workshop. Newly decorated 3 BR. home has new large 3-car carport. Yard lights and duck pond make this perfect for farm animals.

LOG CABIN HIDEAWAY

New roof and gutters. 2½ acres & 2 bedrooms. \$59,000 MLS.



HAPPY FAMILY LIVING

Come & see this gracious Tudor country home on 5 acres. Attractive woodwork and finishing throughout enhance the spacious rooms. Pond and good arable area. \$112,900 MLS.

RARE PROPERTY SOUTH FACING

This property is special. The main house is over 2600 sq. ft. and architect designed with many extra features including radiant heating system. The cottage which is over 600 sq. ft. is post & beam construction with a massive stone chimney & brick floors. Excellent 800 sq. ft. barn, pastures, forest & privacy make this a very unique property on Salt Spring. \$149,000 MLS.

A WORLD OF YOUR OWN

This beautiful property of over 60 acres of farm and forest land offer complete privacy and seclusion. 1800 sq. ft. log house, guest cabin, barn and outbuildings. Southern exposure. \$395,000 MLS.

CATHIE WILLIAMS
537-5568 or 537-9510



GANGES HARBOUR FROM YOUR EASY CHAIR

Cute and compact and most desirable is this Lindal style house. The property is gently sloping and boasts fruit trees, garden and lawn. This 'retirement special' home is within walking distance of the village and the view is right into Active Pass. See it today! \$64,900 MLS.

LOTS & ACREAGES

* Southend 4.97 acres enjoying views of Outer Islands and Mt. Baker. Property has drilled well, hydro and phone at front lot line. \$59,000 MLS.

* 10 acres with creek frontage close to Blackburn and Cusheon Lakes. Ideal swimming and fishing. Hydro on the road, ready to go. \$55,000 MLS.

* All the hard work is done! Seaview acreage with cleared building site. Sunny, quiet 4.96 acres close to swimming, boating & fishing at nearby St. Mary Lake. Driveway & hydro to house site. \$49,000 MLS.

* Nicely treed lot on sunny south end in area of nice homes. Property has a potential ocean view and is easily accessible from road. Close to town and ferries. \$28,500 MLS.

* All day sun! Great value. Over 5 acres of seclusion and just 5 minutes from Ganges village. Well treed acreage is perfect for hobby farm or hideaway. Zoning R.R.1, \$25,900 MLS.

* Fantastic view acreage - Mt. Baker, Outer Islands and sea. Creek and park at rear of property. Access to beach and waterfront by reg'd easement. \$59,900 mls.

* Acreage with lots of sun and timber! This 3-plus acres has view potential and is easily accessible from road. Close to town and ferries. \$28,500 MLS.

* Ocean view building lot with pleasant views of Ganges Harbour. Gently sloping site has driveway in and building site levelled. There are still lots of trees for privacy and seclusion. \$33,500 MLS.

* Ideal investment lot in commercial core of Ganges. Currently zoned residential but easily rezoned to commercial 1 - \$45,000 MLS.

* Sunny southend 5 level acres. Good arable potential. Hydro at the road. \$37,900 MLS.



YOU TOO COULD HAVE YOUR OWN STORE!

Prime location, commercial 1 zone property on McPhillips Ave. Lot size 66' x 198'. Almost 1478 sq. ft. of space with 908 sq. ft. on main. Close to Ganges bypass. Adequate space at side of lot will provide access to rear of lot for parking. Existing buildings can easily be expanded to provide for more leasable space. \$129,500 MLS.



MOST DELIGHTFUL TO SEE

Cedar and stone enhance this charming easy-to-live-in contemporary design. Arbutus and fir ensure privacy and seclusion on this 10 acre, sunny southwest exposure property. A 56' x 8' lap pool provides all the recreation you could want! Don't hesitate, call today! \$179,000 MLS.



ONLY THE SOUND OF THE BREEZE ...

Nestled in the trees yet lakeviews are yours from this 4-yr.-old Cape Cod. Easy care lot with good garden area. Pine floors and ceilings add warmth. Only minutes from fishing and boating on St. Mary Lake. \$71,900 MLS.



MT. BAKER OCEAN VIEW ACREAGE

Spacious 2 level, 3 bdrm. home enjoys ocean views and has waterfront and beach access. \$174,500 MLS.



CHARACTER HOME IN GANGES CORE AREA

Ideal for commercial-residential mix, this 2 bdrm. house is an ideal holding property. Long frontage on the Ganges bypass. \$115,000 MLS.



PRIVACY WITHOUT ISOLATION

Nestled in the trees, you'll love this beautifully landscaped 1 acre park-like setting. This quality construction, 2-level, 2 bdrm. plus den, 1600 sq. ft. home offers many features. A vaulted cedar ceiling enhances the living room with its zero clearance stone fireplace, wood windows and French doors. Garden shed, large garage and workshop complete the picture. See it today! \$86,000 MLS.



WHERE EVERYONE WANTS TO LIVE ... BUT FEW HAVE THE CHANCE!

Waterfront estate on Pender Island has 496 ft. of southwest facing oceanfront. A Frank Lloyd Wright style architect-designed contemporary home sits on 10 forested acres. Detailed brochure available. Offered for sale at \$375,000 MLS.



MOVE IN THIS WEEK!

Owner has bought another house so come and look at this beauty - newly decorated 2 bdrm. plus den, west coast contemporary with views of ocean, lake, mountains and woods. New 'Seefire' glassfronted airtight, large workshop-garage plus a sunny, secluded setting, make this a 'must see'. \$84,900 MLS.



HURRY OUT! IT'S TOO GOOD TO MISS

Delightful hideaway retreat, totally secluded and private. Home overlooks Trincomali Channel and looks through to the mainland. Separate studio-workshop area. Call today. \$73,900 MLS.



WANT LAKEFRONT BUT CAN'T AFFORD IT?

Here's a chance you won't get again - a 3 bdrm. southfacing home which is just across the road from one of the finest fresh water beaches on the island. You owe it to yourself and your family to see this one. \$75,000 mls.

KERRY & ARVID CHALMERS
537-5568 or 537-2182