

What is M.L.S.?

M.L.S. is an abbreviation for Multiple Listing Service. This service organizes and categorizes all the listings offered for sale through realtors, coast to coast. It categorizes the listings, and then further sorts them into price order. Each province and each real estate board within each province subscribes to this.

The beauty of this program is that the sellers get very extensive coverage, and the buyers get one-stop-shopping, so to speak. If you are a buyer, you can and should decide on one realtor (Please refer to my website. My article #2 is on this subject. It was published in the Morning Star earlier this year.)

The realtors' M.L.S. system sorts the listings by both area and price. For example, assume the buyer wants a home under \$250,000 in the Bella Vista or Coldstream areas. The M.L.S. system automatically produces a list of all available properties, from all real estate offices, with that chosen criteria. Realtors can then relay that information to their current buyers. This system completely eliminates the need for a buyer to check with several real estate companies or realtors in order to be sure to find all the available homes that may suit them in their price range. As a result, the buyer does not need to explain to several realtors what their wants and needs are. They need only to converse with their own realtor.

Of great importance is that the buyers' realtor can actually program their M.L.S. software so that all new listings from all real estate companies automatically pop up with the clients name attached right to them. This happens the moment the new listings come onstream. Of course, this is a completely confidential aspect to M.L.S.

This service has been adopted in Canada and in the United States. Curiously not all countries have followed suit. I predict they will evolve this way eventually only because it makes so much sense.

Try going onto the internet and click on www.mls.ca. You can select any region and any town or city in Canada and get the basic data on any home in the country that is listed on M.L.S. This truly is a wonderful service.

Because this system works so well, realtors, buyers and sellers alike prefer it and this is why one rarely sees an exclusive listing anymore. It is also why it is infinitely easier for buyers to consult realtors when purchasing a home rather than trying to seek out private listings.

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