



AREA Monthly

The eNewsletter of the Alberta Real Estate Association | February 2019

AREA's 2019 Chair in 5 Questions



2019 AREA Chair Jennifer Gilbert

Jennifer Gilbert is a long-time Lloydminster resident with a background in management and a history of leadership. Practicing as a licensed Associate Broker and Property Manager with Coldwell Banker – City Side Realty, she holds several designations and recognitions locally, provincially and nationally. Jennifer is a lifelong learner, and in her spare time volunteers for Alberta Bulldog Rescue.

Why real estate?

Being a second-generation REALTOR®, I had always been interested in real estate, but as a single mom the concept of not having a regular paycheck was scary. Eventually, the idea of continuing to stay inside “the box” was way scarier to me than not having a paycheck. Today, I love that my income and time have no limitations except those I choose.

What is your favourite part of your job?

I truly love working with both first time home buyers and seniors! I enjoy walking with them through the transaction, ensuring they are protected and equipped to be making great decisions. I still get goosebumps when I can find the ‘perfect match’ for them!

What advice do you give to new REALTORS®?

NEVER STOP LEARNING! Education with implementation has been key to my successes. I am a bit of a sponge; give me something to read, a podcast, web-ex, class or motivational speaker and I am there! No one can ever take knowledge away from you. I encourage agents to take designations and classes, get your Brokers’ license, even if you have no intention of ever being a Broker, the knowledge and skill set it raises you to will be invaluable for your clients and for your career.

Why do you think volunteering in organized real estate is an important part of your journey?

I really like to learn and be knowledgeable about everything, but I also like to have the opportunity to complain about things! I feel there is no better place to be heard than to be right in the mix of what is happening in our industry. Having the opportunity to influence change, bringing new ideas and thoughts to the table and having the opportunity for networking with other like-minded leaders from all corners of the industry is exceptionally cool. I have learned so much from the people I have had the opportunity to meet through volunteering and it has added so many layers to my personal and professional growth which I can impart to my clients.

What are your hopes for 2019?

I have simple hopes for 2019: Peace, happiness, good health, puppy snuggles and a bit of sunshine! As if I haven’t brought up education enough already (it is consistent in my life), I will be diving into the SAIT/AREA partnership “Leadership in Real Estate Certificate of Achievement for Brokers” and I intend to complete my Reiki Master Certification... in my spare time. I would truly love to see renewed consumer confidence throughout Alberta return in full force in 2019. In our industry we truly see first hand the suffering that so many have been through over the past four years. I am very much looking forward to a market that has consistent and true upward statistics again!



Market Report

Each month AREA produces a Market Report snapshot of real estate in Alberta.

[Click to view January's report online](#)

Win with AREA Wireless

2019 is off to an exciting start for AREA Wireless!

Sign up for AREA Wireless on or before April 30, 2019 for a chance to win a DJI Mavic Drone (est. value of \$1,100).

Coming March 1, 2019, the much-anticipated Roam Like Home™ will go-live!

Details on both the contest and new Roam Like Home™ feature or to sign-up [click here](#) or call 1-855-793-1717.



Advocacy

The Provincial Government Relations Committee is meeting the week of February 19, 2019. Thank you to all who have applied to participate in the committee, as well as those who serve currently. If you're interested in politics or want more information on how to participate on the committee, please contact advocacy@albertarealtor.ca. Members of this committee apply their knowledge of the sector to aid and contribute to AREA's advocacy efforts, and provincial politics is poised to heat up very quickly.

Forms

The following documents were added to Clause 2(b) of the Exclusive Seller Representation - Residential Condo Property Schedule to match those required from the seller in the condo purchase contract:

- a copy of the condominium additional plan sheet certificate (CADS)
- a copy of any proposed special resolution awaiting a vote
- a copy of any special resolution that has been passed but not yet implemented
- a copy of any easement, covenants and restrictions (ECR) agreement
- a copy a copy of any other building or site report such as a building assessment report, building envelope report, geo-technical report, technical audit, performance audit

Forms or practice questions?

Check out AREA's [forms and practice resources](#) including, explanatory forms with best practices, discussion guides to help you explain contracts to your clients, practice videos, and more. Can't find what you're looking for? Email forms@albertarealtor.ca.

Professional Development

The AREA mandatory course offering is wrapped for another year! To keep the discussion going and the learning fresh, check out [these supplementary materials](#) focused around ethics. The 2019 mandatory course offering will look different than in past years; keep an eye out for the announcement in the next few weeks!

We want your feedback on our Podcast. *In Your AREA* was introduced in August 2018, offering a monthly, bite-sized episode, all about things we heard REALTORS® want to know. The AREA team would appreciate if you take a few moments to answer 5 quick questions to let us know if we're hitting the mark. If we aren't, this is your opportunity to tell us why!

[Click here to take this quick survey.](#)



In Your AREA

The latest episode of In Your AREA are live [here](#) now. This month, we're Going Green! Join host Jennifer Lucas, and the Pembina Institute's Julia-Marie Becker & Saeed Kaddoura to talk efficiencies and greening homes.