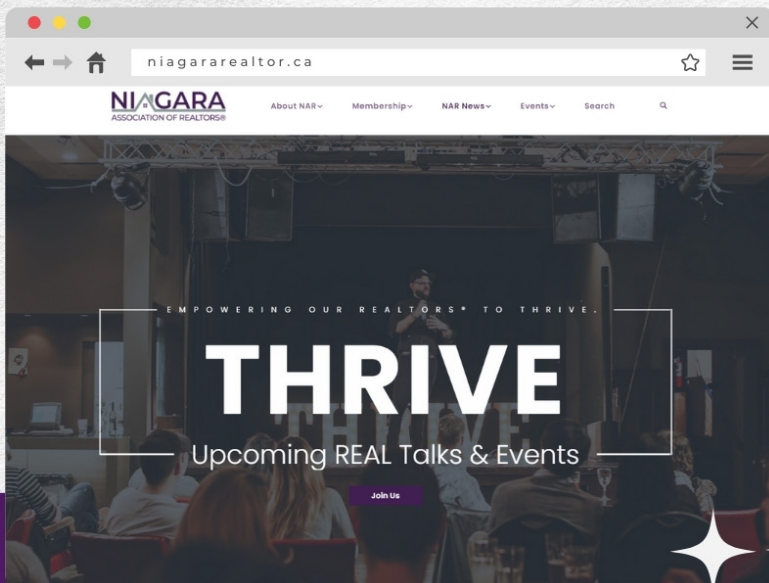


THE FLASH



LIVE JULY 15




CHECK OUT OUR NEW AMAZING WEBSITE



IN THIS ISSUE

President's Message	2
News	3-7
Webinars	8-10
Stats	11-12
Membership Update	13-18
Contact Us	20

GET IN TOUCH

 905-684-9459
 nar@niagararealtor.ca
 116 Niagara Street
 St.Catharines, ON L2R 4L4

Connect with us



 @NiagaraRealtors

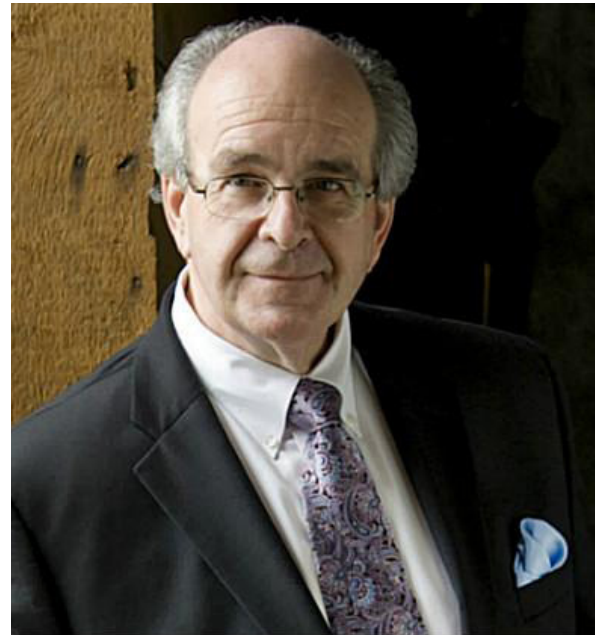
@niagararealtors

PRESIDENT'S MESSAGE

People Don't Care How Much We Know . . .

With thoughts from Theodore Roosevelt, John Maxwell, Tami Bonnell, and Steve Harney

As REALTORS® we sometimes forget we are dealing with real people, with real boxes, and real moving vans. People move because of their circumstances; upsizing or downsizing, getting married or divorced, having children or becoming empty nesters. We as their trusted advisors, and we need to understand and empathize with their circumstances.



In our day-to-day practice we deal with mountains of information, and we use the most up-to-date technology in the hope of wowing our potential clients. But it is not our ability to present this data in bite-size pieces that really matters, rather, it is our ability to relate to people. Our clients buy us first; then what we are going to do and how we are going to get it done.

Before making a listing presentation, we do exhaustive research, pull together comparables and we craft a marketing plan, but how much do we know about the homeowner? What do we know about them and their family? This information is arguably more important than the knowledge we have about the property itself, because it will help us build a personal connection -- it is the caring part of relationship building.

Building a strong connection will allow easier conversation when dealing with contentious issues and during negotiations. We need to understand the difference between reaction and response, between emotion and logic; we need to touch the heart and use data to explain and guide.

No doubt new and revolutionary technologies will continue to impact our real estate practices; our clients expect us to be their go-to resource to help them navigate the information overload and to be their knowledge broker, but most importantly, they need us to be friendly, trustworthy, and empathetic.

People buy us first; they don't care how much we know . . . until they know how much we care.

Doug Rempel
President, Niagara Association of REALTORS®
905-688-4561
homes@dougrempel.ca

News

Committee Corner

June proved to be a busy month for the NAR Committees. The following Committees met in June:

- Public Relations
- MLS®
- YPN

These committees conducted initial introductions, discussions, and set priorities for the upcoming Committee year.

Quarterly Strategic Plan Update

Following our annual BoD Strategic Planning sessions, the 2021/22 Strategic Plan was adopted at the June Board of Directors Meeting.

The Strategic Plan includes initiatives in the following broad categories:

- Raising the level of member professionalism through training, programs and services
- Extend NAR's reach Locally, Provincially and Nationally through extended Government Relations efforts
- Invest in strong Governance and Efficient, Effective Operations

We will provide quarterly updates in the Flash regarding our progress in the above key areas throughout the upcoming year.

Lockbox One-Day Code Reminder

This is an important reminder that SentriLock "One Day Codes" are only to be used in emergency situations, or when all other avenues have failed. They are not to be issued as a default method to grant access for showings as it does not provide the same level of security and information using the App does.

Thank you Board Director Nadia Ali

A special thank you to our own Director Nadia Ali (REVEL Realty Inc., Brokerage) for her participation



as a Panelist on the YWCA Niagara Regions Lunch and Learn session "Feminism, Affordable Housing, and the Real Estate Market."

Nadia provided unique insight as a Niagara REALTOR® into the challenges facing new buyers in today's market, and was a wonderful ambassador for both NAR and all Niagara REALTORS® at this event.

NAR Office Reopening

The Association continues to follow Provincial Guidelines with respect to working remotely, and therefore NAR staff continue to provide services from remote locations.

As always, Store Purchases, Dues Payments and in-person interactions take place on an appointment basis where a staff member will meet our REALTOR® Members at the office at an agreed upon time.

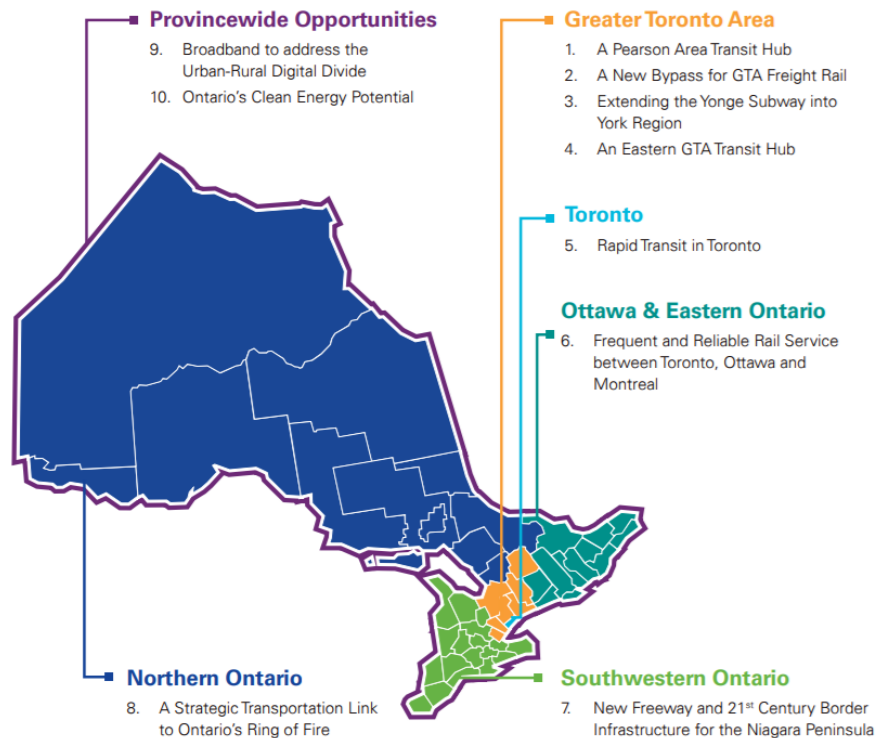
In anticipation of full reopening, preparations are being made in the office both physically and from a policy perspective to ensure that when staff return to the office it is conducted in a safe and compliant manner. More information will be provided as it becomes available.

News

THE TEN INFRASTRUCTURE PROJECTS FOR A MORE COMPETATIVE ONTARIO

... A White Paper by OREA spotlighting big projects that will generate sustained prosperity

As we begin to emerge from the devastating effects of the global pandemic, OREA in concert with KPMG Global Infrastructure Advisory has put together a Top 10 List of “game-changing mega projects that will boost the productivity of our human capital and increase Ontario’s ability to produce and ship value-added goods.”



OREA and KPMG Global consulted with leading minds in commerce, industry and academia; they thought hard about the pandemic and what it means for new ways of working, regional supply chains, and the extraordinary growth of e-commerce. Based on that research the TOP 10 List was created. These are long-term, capital intensive projects requiring both Government and private investment. Delivering these projects will be difficult, but their corresponding benefits will be transformational.

“A robust economy leads to more take-home pay, which can put the Canadian dream of home ownership within more people’s reach. Home ownership fosters vibrant communities which act as magnets for talent which in turn triggers entrepreneurship, business investment, job creation and higher incomes . . . and so on in a mutually reinforcing cycle.

A New Freeway and 21st Century Border Infrastructure for the Niagara Peninsula is Number 7 on the List.

“Ontario meets the United States in Southwestern Ontario – its major border crossings Detroit, Buffalo, and Niagara ensure Ontario’s goods and services can be delivered just-in-time to destinations across the continent. These trade gateways and the Region’s logistical, manufacturing, and agricultural clusters are critical to the entire Province’s competitiveness.”

The Niagara Peninsula is a trade superhighway but congestion on the QEW is a major strategic challenge. In addition, Niagara Region’s

News

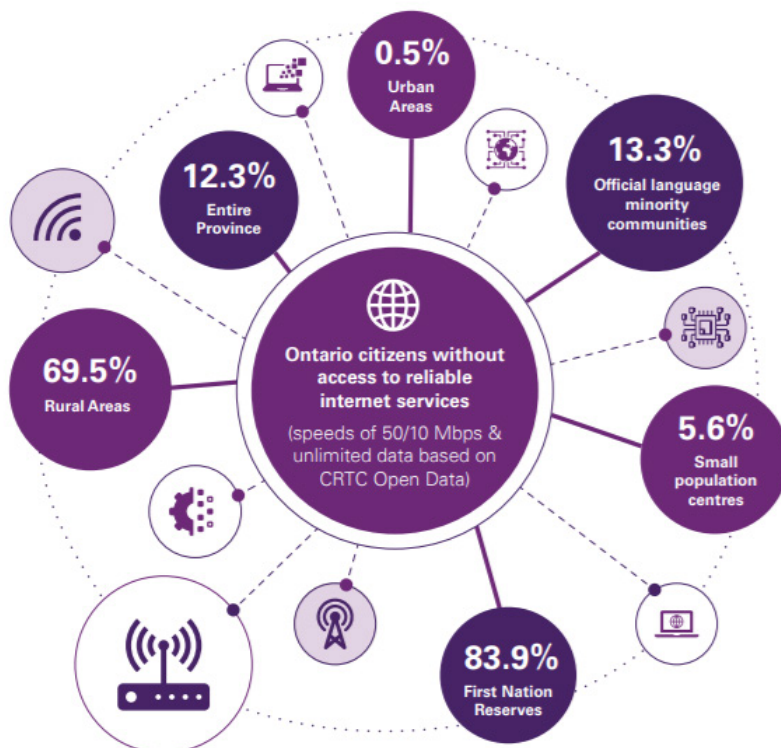
total employment is forecast to swell by 30% over the next 25 years. Niagara's bridges and highways have not kept up – we are living with a pre-NAFTA infrastructure in a post-NAFTA world.

A new freeway often referred to as the Mid-Peninsula Highway would create a supplemental transportation corridor. At its core is a 100-kilometre long route that could extend as far as Highway 403 near Hamilton, Highway 401 near Cambridge, and Highway 407 near Burlington. This project has been studied for more than two decades. A new route is needed and planning for it must resume today.

Page 2

Of course, a new trade corridor will not enhance Ontario's competitiveness without game-changing investments at the border. The Peace Bridge is the primary Canada-US trade gateway on the Niagara Peninsula; it is also a severe bottleneck. A strong case can be made for twinning the crossing; a second bridge would alleviate the boarder bottleneck for goods and people. New border infrastructure will reduce trade barriers and enhance tourism in the Region.

OREA acknowledges that any investment decisions should be based on the best available evidence and strongest value propositions; it is encouraging the development of robust business cases for these and other projects. This report published June 7th, (find all 10 at OREA – The Ten Infrastructure Projects for a More Competitive Ontario), is a “starting point” and is intended to engage a dialogue on how to use infrastructure investment to enhance Ontario's future economic prosperity



News

NAR AWARD WINNERS RECIEVE THEIR PRIZES

Congratulations again to all of our 2021 NAR Award winners!

For the award prizes we were able to support 16 local businesses across Niagara.

The eight recipients were peer nominated for each category.

The winners were:

Angela Higgins
Award of Merit

Amy Layton
Best Slogan

Carlie Smith
Community Involvement

Bill Becskereki
Legacy

Davids and DeLaat Team
Marketer of the year

Andrew Dunlop
Rockstar Rookie

Kate Finora
YPN

Naomi Knight
Social Media



Above: Naomi Knight



Above: Angela Higgins



News

June ITSO Updates

KAREA Update

ITSO is pleased to announce that the Kingston and Area Real Estate Association and their legacy system datasets have been successfully onboarded into the ITSO MLS® System as of June 29th. With KAREA's listing data now in the ITSO MLS® System Database, this is yet another positive step in bringing listing data access from across Ontario to all REALTORS® of our Member Associations.

ShowingTime Update

ShowingTime will be performing routine maintenance on Monday July 12th, 2021 between 11:00pm and 4:00am. During this time, user may experience a brief interruption to the ShowingTime showing services and market stats.



Webinars



ShowingTime is offering a number of learning opportunities in the coming weeks.

July 13 at 10 am EDT: ShowingTime Online Scheduling: [CLICK HERE](#).

July 20 at 10 am EDT: Offer Registration by ShowingTime” [CLICK HERE](#).

July 27 at 1 p.m. EDT: ShowingTime Front Desk Training for Office Staff Members: [CLICK HERE](#).

August 10 at 1 pm EDT: ShowingTime Online Scheduling: [CLICK HERE](#).

August 17 10 am EDT: Offer

Registration by ShowingTime: [CLICK HERE](#).

August 31 10 am EDT: ShowingTime Front Desk Training for Office Staff Members: [CLICK HERE](#).

Our friends at the Peterborough and the Kawartha Association of REALTORS® (PKAR) have extended an invitation to share their upcoming fall training schedule.

September 8: [Winning in the Age of Disruption](#)

October 4: [Safe REALTOR Protection Session 1: Pre-Attack Indicators](#)

October 11: [Safe REALTOR Protection Session 2: Space Management](#)

October 19: [Safe REALTOR Protection Session 3: Social & Anti Social Violence](#)

October 25: [Safe REALTOR Session 4: Asocial Violence & Non Conventional Weapons](#)

November 3: [Safe REALTOR Session 5: Tactical Training](#)

November 24: [Authorized Access Information, Privacy and Security Best Practices Webinar](#)

Webinars

Prospects Mobile Upcoming Webinars

LEARNING OPPORTUNITIES

PAGE: Click [HERE](#)

FACEBOOK LIVE SESSIONS

These popular <15-minute sessions are packed with valuable information and designed for the busy agents out there. Members can attend simply by tuning in through Prospect Mobile's Facebook page.

Where: www.facebook.com/Prospects

When: Every Friday at 3 p.m. (excluding holidays)

LIVE WEBINARS

These are 45-minute to 1-hour live training sessions that cover their most popular features in detail which also include a Q&A session to give members an opportunity to ask questions and provide feedback.

Title: Discover Prospects Mobile!

Date & time: July 08, 2021 at 1 p.m. July 15, 2021 at 1 p.m.
Click [HERE](#).

Title: Create Your Own Branded App with Prospects Mobile!

Date & time: July 22, 2021 at 1 p.m.
Click [HERE](#).

WEBINAR RECORDINGS

These are recordings of past live webinars available for on-demand viewing at the time of members' choice.

Title: Discover Prospects Mobile!

Click [HERE](#).

Title: Create Your Own Branded App with Prospects Mobile!

Click [HERE](#).

VIDEO SPOTLIGHTS

These short videos showcase Prospect Mobile's most popular features and how to take advantage of them.

Three FAST Ways to Look Up Listing

Click [HERE](#).

Create Your Own Branded App:

Click [HERE](#).

Collaborate and Share Listing Info Through Your Branded App:

Click [HERE](#).

Smart Search: Click [HERE](#).

GUIDES

These are guides filled with visual content and practical tips that illustrate the use of the most popular features and how to leverage them fully.

Prospects Mobile: Click [HERE](#).

Prospects Mobile Brand & Share:

Click [HERE](#).

Prospects Mobile Matrix

Integrations: Click [HERE](#).

Webinars

MPAC Upcoming Webinars

MPAC Assessment 101 for REALTORS®

MPAC Assessment 101 webinar has been customized for Ontario REALTORS®. Training provides an overview of how MPAC collects data, measures properties, and instructions on calculating property taxes. We show REALTORS® how to access Assessment, Site, Structural, and Sales Data, within GeoWarehouse, and provide an overview of our Automated Valuation Model (AVM) products customized for REALTORS®.

Upcoming Assessment 101 webinars

Tuesday, July 6 at 1 p.m. to 2:30 p.m. [Register now](#)

Tuesday, July 20 at 10 a.m. to 11:30 a.m. [Register now](#)

Factors Affecting Real Property Value

This webinar is a continuation of the MPAC Assessment 101 webinar series. MPAC takes a more detailed look at the top 5 factors affecting real property value when using mass appraisal techniques. Participants will also learn about other property features that can significantly affect property value. These include elements of primary and secondary structures, site details and locational influences.

Upcoming Factors Affecting Real Property Value webinars

Wednesday, July 28, at 10 a.m. to 11:30 a.m. [Register now](#)

MPAC Automated Valuation Models (AVM) for REALTORS®

This webinar provides an overview of MPAC's real-time market value estimates, used for listing presentations, setting the listing price, supporting an offer, or simply as a second unbiased opinion of value.

Upcoming MPAC Automated Valuation Models (AVMs) for REALTORS® webinars

Wednesday, July 7, at 1 p.m. to 2 p.m. [Register now](#)

Thursday, July 15, at 10 a.m. to 11 a.m. [Register now](#)

Wednesday, July 21, at 1 p.m. to 2 p.m. [Register now](#)

Tuesday, July 27, at 10 a.m. to 11 a.m. [Register now](#)

Commercial Property Webinar

This webinar provides an overview of the methods for valuing commercial and industrial properties. MPAC will also take a detailed view at the data offered in sample reports. Participants will learn about assessment basics as well.

Upcoming Commercial Property webinars

Thursday, July 8, at 10 a.m. to 11 a.m.

[Register now](#)

Thursday, July 22, at 10 a.m. to 11 a.m. [Register now](#)

MPAC Assessment 101 and Working with Public Records Webinar (TRREB members only)

This webinar has been customized for TRREB members and provides an overview of how MPAC collects data, measures properties, and instructions on calculating property taxes. Via a live demo, we show REALTORS® how to get the most out of Public Records, search for comparables, save money on reports, and how to access Assessment, Site, Structural, and Sales Data to enhance your business. MPAC also provide a brief overview of our Automated Valuation Model (AVM) product customized for REALTORS®.

Upcoming Assessment 101 and Working with Public Records webinars

Wednesday, July 14, at 1 p.m. to 2:30 p.m. [Register now](#)

Thursday, July 29, at 1 p.m. to 2:30 p.m. [Register now](#)



Niagara RESIDENTIAL OVERVIEW - June 2021



Total New Listings
1,199



Number of sales
884



HPI BENCHMARK
\$655,200



AVERAGE Dom
18

MARKET REPORT: June 2021

Please note: The monthly statistics criteria has been modified by the Board of Directors to create a clearer picture of the market in Niagara. Moving forward, we will provide residential statistics (including West Lincoln) that include: HPI Benchmark, days on market, number of sales and number of new listings. The Market Comparison will include 2020 vs. 2021 and month vs previous month.

The **2020 vs. 2021** Market Comparison includes all jurisdictions of the Niagara Association of REALTORS®. Number of sales represents firm sales reported on properties listed on the Multiple Listing Service (MLS®) for the Niagara Association of REALTORS® (NAR). A full report and comparison can be found at www.niagararealtor.ca

RESIDENTIAL - year vs. year

	June 2020	June 2021	% Change
Sales	781	884	13.1%
HPI Benchmark	\$468,800	\$655,200	39.8%
Average DOM	41	18	-56.8%

RESIDENTIAL - month vs. month

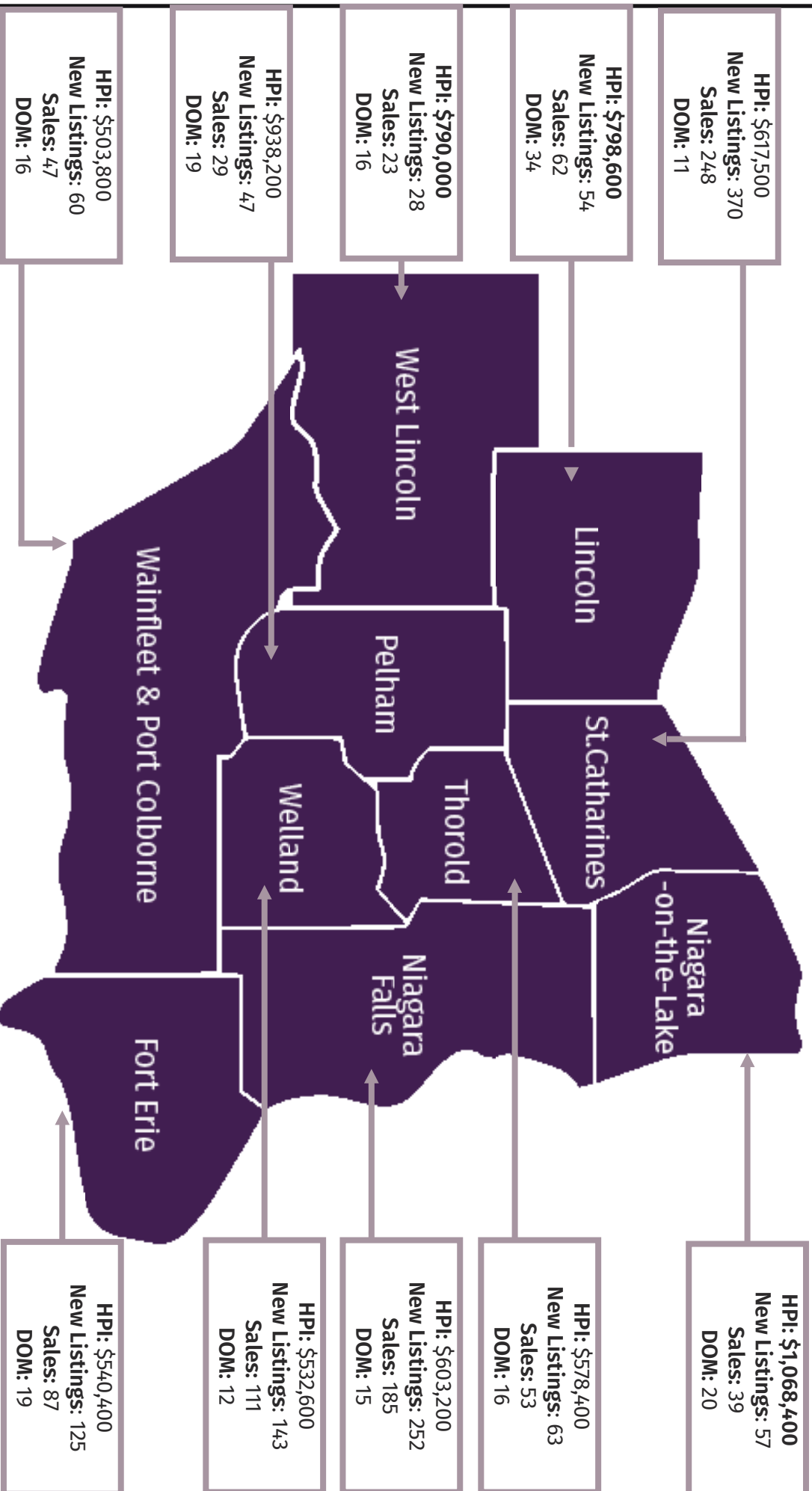
	May 2021	June 2021	% Change
Sales	941	884	-6.1%
HPI Benchmark	\$648,100	\$655,200	1.1%
Average DOM	14	18	31.8%



MARKET REPORT: June 2021

Municipality breakdown

Now includes West Lincoln!



Note: Number of sales represents sales reported on properties listed on the Multiple Listing Service (MLS®) for the Niagara Association of REALTORS® (NAR). A full report and comparison can be found at: www.niagararealtor.ca

Membership Update - July 2021

As of July 1, 2021, the Niagara Association of REALTORS® had a Membership of 1,409 REALTORS®

New Members

- Brad Lounsbury, Royal LePage NRC Realty, St. Catharines
- Laine LePoidvin, Coldwell Banker Momentum Realty Brokerage, St. Catharines
- Dennis Ballard, Century 21 Today Realty Ltd., Brokerage, Fort Erie
- Vicki Bain, Evoke Niagara Realty Inc., Niagara Falls
- Anthony Petti, RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines
- Anastasia Bershadski, Right At Home Realty, Burlington
- Kay Wen, Bay Street Group Inc., Markham
- David Oruitemeka, REVEL Realty Inc., Brokerage, Niagara Falls
- Catherine Succar, REVEL Realty Inc., Brokerage, Fonthill
- Kirpa Singh Nijjar, Homelife Superstars Real Estate Ltd., Niagara Falls
- Ying Wang, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Mae Halim, EXP Realty, Niagara Falls
- Kathy Switzer, REVEL Realty Inc., Brokerage, Niagara Falls
- Kassandra Bertler, Keller Williams Complete Niagara Realty, St. Catharines
- Kristine Zwierschke, Keller Williams Complete Niagara Realty, St. Catharines
- Brock Rosettani, RE/MAX Niagara Realty Ltd., Brokerage, Fort Erie
- Alice Fofanov, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Matthew Di Palma, RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines
- Julie Taylor, REVEL Realty Inc., Brokerage, Fonthill
- Richard Snazyk, Royal LePage NRC Realty, St. Catharines
- Maria Bambara, REVEL Realty Inc., Brokerage, Niagara Falls
- Mike Lucchetta, Keller Williams Complete Niagara Realty, St. Catharines
- Brooke Andrus, RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines
- Salvatore Fusullo, Bosley Real Estate Ltd., Brokerage, Niagara-on-the-Lake
- Jas Singh, Cosmopolitan Realty, Niagara Falls
- Navjot Singh, Royal LePage NRC Realty, Welland
- Chris Dabrowski, REVEL Realty Inc., Brokerage, Niagara Falls
- Wilmarie Sy, REVEL Realty Inc., Brokerage, Niagara Falls

Member Transfers to another Brokerage

- Greg Woods, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Bill Berkhout, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Joe Vince, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Ryan Stegner, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Grant Little, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- John Bosse, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Cathy Berkhout-Bosse, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Larry Grieve, Advisors Realty and Consulting Brokerage, St. Catharines to EXP Realty, Niagara Falls
- Amber Seale, Advisors Realty and Consulting Brokerage, St. Catharines to EXP Realty, Niagara Falls
- Andrew Kulakowsky, Advisors Realty and Consulting Brokerage, St. Catharines to EXP Realty, Niagara Falls
- Lukas Gotfryd, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Ann McGowan, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Leslie Ruzycki, RE/MAX Welland Realty Ltd., Brokerage, Port Colborne to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Frank Ruzycki, RE/MAX Welland Realty Ltd., Brokerage, Port Colborne to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Frank J. Ruzycki, RE/MAX Welland Realty Ltd., Brokerage, Port Colborne to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Eric Panetta, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Douglas Sider, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Adrian Kulakowsky, Advisors Realty and Consulting Brokerage, St. Catharines to EXP Realty, Niagara Falls
- Garth Paley, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Vicki Vander Schelde-Price, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls

- Jennifer Davis, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Andree Davis, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Marie-Eve Benoit, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Michael Davis, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Will Rowe, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Karen Neuman, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Tony Rodriguez, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Ashley Whitmore, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Alison Wills, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Jenna Young, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Chris Wills, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Kim Robinson, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Bob Laforest, RE/MAX Welland Realty Ltd., Brokerage, Welland to RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls
- Spencer Prest, Royal LePage NRC Realty, Port Colborne to RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines
- Bianca Toader, Roxborough Realty Ltd., Niagara Falls to REVEL Realty Inc., Brokerage, Niagara Falls

Member Transfers within a Brokerage

- Natalie Ferreyra, REVEL Realty Inc., Brokerage, 8685 Lundy's Lane, Unit 1 to Unit 3, Niagara Falls
- Bill Berkhout, RE/MAX Niagara Realty Ltd., Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Alison Wills, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Andree Davids, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland

- Ann McGowan, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Anthony Rodriguez, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Ashley Whitmore, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Catherine Berkhout-Bosse, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Christopher Wills, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Douglas Sider, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Eric Panetta, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Garth Paley, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Grant Little, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Gregory Woods, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Jenna Young, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Jennifer Davis, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- John Bosse, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Joseph Vince, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Karen Nuemann, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Kimberly Robinson, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Lukas Gotfryd, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Marie-Eve Benoit, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Michael Davis, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland

- Robert Laforest, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Robert Rysdale, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Ryan Stegner, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Victoria Vander Schelde-Price, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Welland
- Frank Ruzycki, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Port Colborne
- Frank J. Ruzycki, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Port Colborne
- Leslie Ruzycki, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Port Colborne
- Will Rowe, RE/MAX Niagara Realty Ltd., Brokerage, Niagara Falls to RE/MAX Niagara Realty Ltd., Brokerage, Port Colborne

Member Departures

- Victor Silvano, Royal LePage NRC Realty, St. Catharines
- Peter Tichband, RE/MAX Garden City Realty Inc., Brokerage, St. Catharines
- Michael Gibson, Keller Williams Complete Niagara Realty, St. Catharines
- Anosan Kugathas, Engel & Volkers Niagara, Niagara Falls
- Brenda Piech, , Century 21 Today Realty Ltd., Brokerage, St. Catharines
- Lolita Hale, RE/MAX Realty Enterprises Inc., Brokerage, Mississauga

Member Name Change

- Patricia Mingle, RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines to Patti Mingle

New 3rd Party Member

- Gavin Corney, Regional Appraisals Inc., Niagara Falls

Member Retirement

- Gary Zalepa Sr., Century 21 Avmark Realty Ltd., St. Catharines

Member Changes to Broker and to Broker of Record

- Steve Vanvelzen, Niagara Central Real Estate Brokerage, St. Catharines to Broker of Record
- Bernie Schafer, Niagara Central Real Estate Brokerage, St. Catharines from Broker to Record to Broker
- Kara Bishop, REVEL Realty Inc., Brokerage, Niagara Falls to Broker
- Alan Caslin, RE/MAX Niagara Realty Ltd., Brokerage, St. Catharines to Broker

New Branch Offices

- RE/MAX Niagara Realty Ltd., 150 Prince Charles Drive S., Unit 1A, Welland, L3C 7B3, 905-732-4426, Angelo Muraco, Broker of Record
- Royal Oak Real Estate Ltd., 8251 Dock Street, Niagara Falls, L2G 7G7, 905-871-4455, Brent King, Broker of Record
- RE/MAX Niagara Realty Ltd., Brokerage, 149 Clarence Street, Unit A, Port Colborne, L3K 3G4, 905-732-4426, Angelo Muraco, Broker of Record

Office Departure

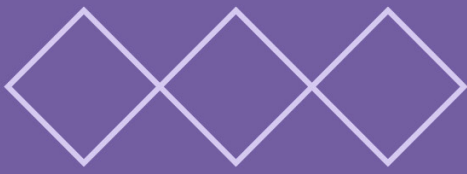
- Advisors Realty and Consulting Brokerage, 386 St. Paul Street, Unit 102, St. Catharines, Adrian Kulakowsky, Broker of Record

OFFICE MOVE:

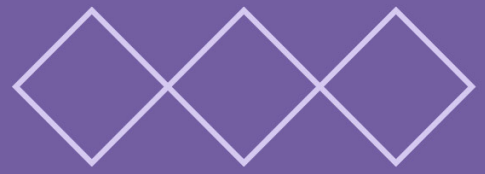
- Realty 7 Ltd., 38 Fred Fisher Crescent, St. Catharines to 648 Vine Street, St. Catharines, L2M 3V7, Ludmila Zuskin, Broker of Record

Brokerage Renamed:

- Upper Canada Real Estate Company Ltd., Brokerage to Upper Canada Real Estate Company Ltd., Niagara Falls, Douglas Snider, Broker of Record

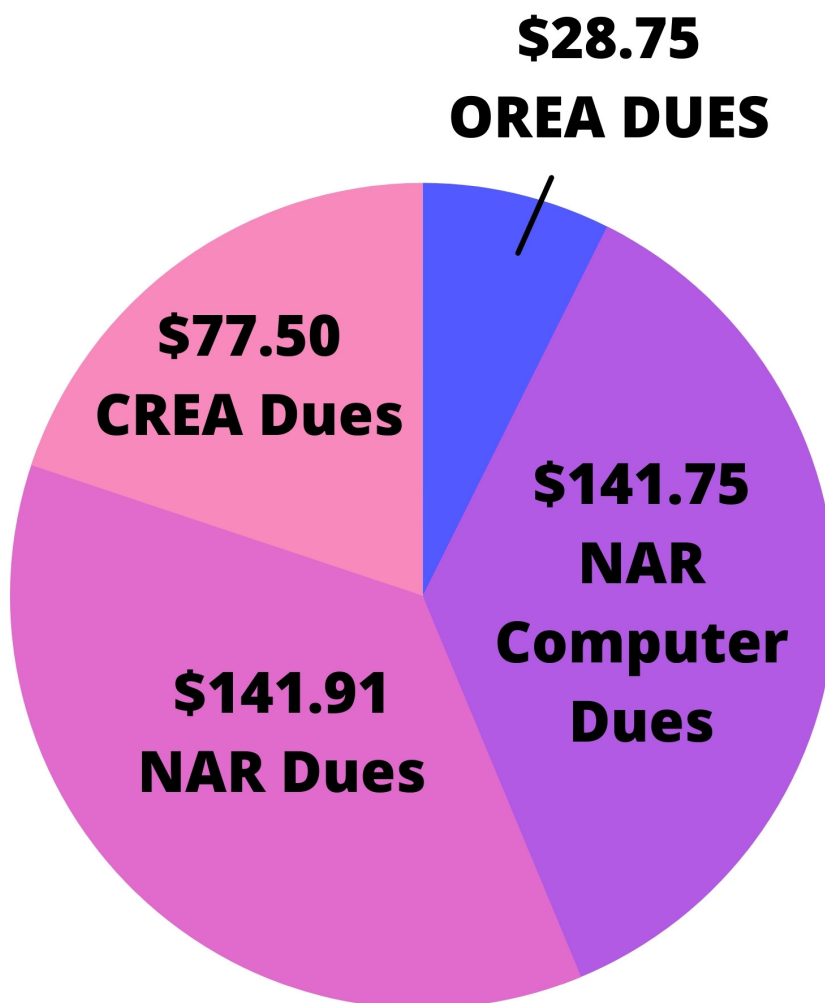


FYI



Membership Dues Breakdown

NAR is doing what it can to support Members during these stressful times during the Global Pandemic. To provide some relief your Association is absorbing \$14.78 per Member per quarter through 2021 for the additional ITSO services introduced last summer.



NAR Dues Include:

- NAR Membership Portal
- NiagaraOpenHouses.ca
- NiagaraREALTOR.ca
- Training
- Events
- NAR HelpDesk
- REAL Talk Workshops
- Advocacy for REALTORS®
- Staff Support for Members
- Committees and Directors

Computer Fees Include Access to:

- Matrix 360 by Corelogic
- Geowarehouse
- SentriLock
- ShowingTime
- SafeMLS®
- CREA HPI
- Clareity Dashboard
- Prospects Mobile
- CloudCMA
- Cloud Agent Suite
- MarketStats

NIAGARA

ASSOCIATION OF REALTORS®

HOURS OF OPERATION

We are open Monday to Friday
8:30 a.m. to 4:30 p.m.

HelpDesk Email – helpdesk@niagararealtor.ca

The Niagara Association of REALTORS® is pleased to remind all our members that we have a single dedicated email address for your questions and inquiries.

Please never hesitate to email “helpdesk@niagararealtor.ca” where your question or inquiry will be directed to the appropriate department, and our helpful staff will happily assist you.

Additional Resources



CONTACT US

Executive Officer	grant@niagararealtor.ca
Executive Assistant, Professional Standards	sarah@niagararealtor.ca
General Inquiries	nar@niagararealtor.ca
MLS® Forms and Interboards	sue@niagararealtor.ca
Membership Applications and Revisions	karen@niagararealtor.ca
Accounting and Membership Dues	maria@niagararealtor.ca
NAR Shop and LockBox Orders	anna@niagararealtor.ca
NAR Systems Support	chelsea@niagararealtor.ca
Communications, Media and Events	communications@niagararealtor.ca