

**first  
ever!**

**BUYERS & SELLERS**  
*home fair*

**learn  
from the  
real estate  
experts!**

**SATURDAY, APRIL 29  
10 AM TO 5 PM**

**Beban Park Social Centre  
2300 Bowen Road  
Nanaimo, BC**

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**COST: FREE with donations accepted for Habitat for Humanity Mid-Vancouver Island**

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**VIREB**  
VANCOUVER ISLAND REAL ESTATE BOARD

AN ASSOCIATION OF REALTORS®

real estate  
foundation  
BRITISH COLUMBIA



**Black Press**  
COMMUNITY NEWS MEDIA



# schedule

## 10 AM TO 5 PM

### OPENING COMMENTS

Janice Stromar, 2017 VIREB President

9:55 - 10:00

### EVERYTHING YOU WANTED TO KNOW ABOUT REAL ESTATE (BUT WERE AFRAID TO ASK!)

Tony Joe, REALTOR®

10:00 - 11:00

### BREAK

11:00 - 11:15



### RBC MORTGAGES

Rooms 1 and 2

11:00 - 11:35

### ASSESSMENT 101

Maurice Primeau, RI (BC) Senior Appraiser  
BC Assessment, Vancouver Island Region

11:15 - 12:15

### BREAK

12:15 - 12:30

### HOME SUITE HOME: GET THE SCOOP ON SECONDARY SUITES

Mike Bates, City of Nanaimo

12:30 - 1:45

### BREAK

1:45 - 2:00



### SOLD-ON STAGING

Rooms 1 and 2

1:45 - 2:20

### ISLAND HOUSING OUTLOOK 2017

Cameron Muir, Chief Economist  
British Columbia Real Estate Association

2:00 - 3:00

### BREAK

3:00 - 3:15

### EVERYTHING YOU WANTED TO KNOW ABOUT REAL ESTATE (BUT WERE AFRAID TO ASK!)

Tony Joe, REALTOR®

3:15 - 4:15



# sessions

## **EVERYTHING YOU WANTED TO KNOW ABOUT REAL ESTATE (BUT WERE AFRAID TO ASK!)**

**Tony Joe, REALTOR®**

Does the thought of buying or selling real estate daunt you? Tony Joe – a 25-year real estate veteran, past president of the Victoria Real Estate Board, and a PDP instructor for the British Columbia Real Estate Association – will demystify the real estate transaction. In this session, you will learn:

- who should be your first contact when you decide to buy or sell a home;
- how commission structures work;
- whether you should buy first or sell first;
- when is the best time to buy or sell;
- about property inspections and the things they cover; and
- what to expect during the process of buying or selling a home.

## **ASSESSMENTS 101**

**Maurice Primeau, RI (BC) Senior Appraiser  
BC Assessment, Vancouver Island Region**

This presentation will offer a brief history of BC Assessment and explain what the organization does, how it does it, and why. Primeau will cover BC Assessment's vision and mission; core products; how properties are valued; and how that information is used for tax-base purposes. He will also touch on the assessment appeal process, market movement, and assessment accuracy. Primeau will then open the floor for questions.

## **HOME SUITE HOME: GET THE SCOOP ON SECONDARY SUITES**

**Mike Bates, City of Nanaimo**

Are you interested in a secondary suite for your home but aren't sure where to start? Then don't miss this illuminating presentation by City of Nanaimo building inspector Mike Bates. Consumers are turning to secondary suites more than ever to generate rental revenue, accommodate a relative, or increase their home's value to prospective buyers. In this session, Bates will offer a brief historical perspective on the City of Nanaimo's decision to allow secondary suites. He will also touch briefly on carriage houses but focus mainly on building codes, zoning bylaws, property qualifications, and limitations. You'll leave this presentation with the knowledge and confidence needed to construct a safe and legal secondary suite.

## **ISLAND HOUSING OUTLOOK 2017**

**Cameron Muir, Chief Economist  
British Columbia Real Estate Association**

What can you expect from British Columbia's housing market in 2017? Cameron Muir, chief economist for the British Columbia Real Estate Association, will discuss short-term and long-term economic and demographic factors that affect the housing market on Vancouver Island. He will also highlight the latest trends and provide a forecast of home sales and prices for 2017 and beyond.