



## Guide to REBGV Commercial Services and Membership

Professional • **Services** • Tools • Ethics • Advocacy • Professional • Tools • Experts

Education • Advocacy • Tools • **Membership** • Commercial Information Source • Skill

Ethics • Succeed • Experts • Skill • Knowledge • **Contacts** • Advocacy • Education

Tools • Expert • **FAQ** • Skill • Knowledge • Advocacy • Succeed • Service • Ethics

## SERVICES designed for commercial

### COMMERCIAL EDGE | the source for comparable data

With more than 5500 detailed reports on commercial, industrial, multi-family and vacant land sales registered with the BC Assessment Authority, the Commercial EDGE provides our members with an affordable tool to do business.

With this service, members can access:

- Sales data at every price point
- Buyer and Seller corporate details
- Available copies of Transfer of Land
- Available copies of Title, and Strata Plans
- Detailed image of each property
- Available financial details such as NOI and Cap rates

### CLSLINK.CA

Working with other provincial real estate boards, this BC-wide comprehensive public site profiles all commercial MLS® listings and fully qualified Commercial members. Established partnerships with InvestBC, BC Chamber of Commerce, Vancouver Board of Trade and local Business Improvement Associations allows CLSLink.ca to provide innovation solutions and services to BC investors and businesses.

### ICX.CA / ICX CONSOLE

Commercial members have access to post their listings on ICX.ca. This Canada-wide site provides national exposure to all commercial real estate for sale of lease.

### EDUCATION

REBGV provides education programs and courses designed to keep members current on vital issues, to be able to better serve the public, and to meet the mandated continuing education license and membership requirements. Partnerships with other leading providers of commercial real estate education, such as CCIM provide opportunities for members to obtain advanced real estate designations.

### LOBBY AND LEGISLATION

Working with the Government Relations Committee, REBGV Commercial provides insight into national, provincial and local legislation and issues affecting commercial real estate and the interests of Commercial REALTORS®.

### BUSINESS SOLUTIONS

- Commercial EDGE
- CLSLink.ca
- ICX.ca / ICX Console
- Education
- Lobbying and Legislation
- Broadcast Email Service
- Standard Forms
- Additional Services
- Member Focus
- National Membership
- Realtorlink.ca



# SERVICES designed for commercial

## BROADCAST EMAIL SERVICE

Members can broadcast their individual commercial sales and leasing 'haves and wants' to all participating BC real estate board Commercial members. Also included is opportunities for members to include commercial property-related insights and relevant real estate and business related questions and answers.

## STANDARD FORMS

Members have full access to WEBForms™, an online library of forms including Commercial Contract of Purchase and Sale, Offer to lease, Data Input Forms, Lease Report and Payout Instructions and more. With WEBForms™, members can customize and save their clauses allowing easy access for future use.

## ADDITIONAL SERVICES

REBGV Commercial members have access to regular commercial seminars, forums, networking and social functions; an online member page on Realtorlink.ca featuring information tools such as the Mike Lipsey DVD education series, the Fraser Valley Commercial Manual and commercial news and statistics.

## MEMBERSHIP REQUIREMENTS

- Be a REBGV member in good standing,
- meet one of the categories of membership requirements,
- Pay an application fee of \$35.00 (+HST) which includes membership for the balance of the calendar year. Agree to pay Annual Membership Dues of \$35.00 (+HST) which are due and payable each January.



## FULL MEMBERSHIP

Fully Qualified members can demonstrate they have specialized knowledge and experience in one or more areas of commercial real estate: Appraisal, Business Brokerage, Commercial Sales or Leasing, Consulting, Investment properties, Syndication, or Property Management. Full Membership Applications are approved by the Commercial Division directors.

## CANDIDATE AND COMMERCIAL AFFLIAITE MEMBERSHIP

Candidate and Commercial Affiliate Members are not entitled to vote or hold office in the Commercial Division, nor are they entitled to advertise their membership in the Commercial Division or the Canadian Commercial Council of REALTORS®.



## MEMBER FOCUS

Since 1964, REBGV Commercial is dedicated to improving the practice of commercial real estate and raising the level of professionalism. Its leadership encourages member participation and regularly seeks input and feedback from its members on commercial real estate issues and services.



## CANADIAN COMMERCIAL COUNCIL OF REALTORS®

Members automatically receive membership in the Canadian Real Estate Association's CCC, which represents and promotes the interest of all Canadian Commercial REALTORS®. Fully qualified members are eligible to use the CCC logo to promote their qualifications.



## REALTORLINK.CA

An online member page on [www.rebgvcommercial.ca/realtorlink](http://www.rebgvcommercial.ca/realtorlink) features the tools and services design for Commercial members.

## CONTACTS

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REBGV Commercial Division  
Tel: 604-730-3033  
Fax: 604-730-3105  
Email: [tdunn@rebgv.org](mailto:tdunn@rebgv.org)

**Commercial EDGE** | the source for comparable data  
Information: 604-730-3188  
Billing support: 604-730-3145  
Technical support: 604-730-3180  
Fax: 604-730-3101  
Email: [reachus@commercialedge.ca](mailto:reachus@commercialedge.ca)

**Real Estate Board of Greater Vancouver**  
2433 Spruce Street | Vancouver, BC V6H 4C8

### Websites

[www.rebgvcommercial.ca/realtorlink](http://www.rebgvcommercial.ca/realtorlink)  
[www.commercialedge.ca](http://www.commercialedge.ca)  
[www.clslink.ca](http://www.clslink.ca) | search commercial properties • provincial  
[www.icx.ca](http://www.icx.ca) | search commercial listings • national



Our fully qualified **COMMERCIAL REALTORS®**  
are proud members of the  
**CANADIAN COMMERCIAL COUNCIL OF REALTORS®**

## FREQUENTLY ASKED QUESTIONS

### IS THERE SPECIAL LICENSING REQUIREMENTS TO SELL COMMERCIAL REAL ESTATE?

No, other than your current real estate trading services licence there are no additional licencing requirements to sell commercial real estate. However, there is a great deal of knowledge and experience difference between selling commercial and residential real estate. It is important that members seek out the appropriate education which will assist them in getting practical commercial experience.



### HOW DO I BECOME A MEMBER OF THE COMMERCIAL DIVISION?

Simply fill out and submit the REBGV Commercial Division application for Membership which can be found on WEBForms™ or on the Commercial Division page on [www.realtorlink.ca](http://www.realtorlink.ca).

### WHAT DOES IT COST TO BELONG TO THE COMMERCIAL DIVISION?

Currently, Full, Candidate and Commercial Affiliate membership in REBGV Commercial costs \$35.00 (+HST) annually.

### WHAT IS A CANDIDATE MEMBER?

A Candidate member of the Division is an REBGV member who currently does not have the experience and / or education required to become a Full Commercial member. Candidate Members are encouraged to achieve Full Membership within three (3) years of applying as a Candidate.

Candidate members are entitled to all the benefits of Full membership with the exception of placing their profile on the CLSLink.ca, voting in an election for the Commercial Division, becoming a Division director on REBGV Commercial and gaining Full membership in the Canadian Commercial Council of REALTORS®. Candidate members are *not* entitled to use the CCC logo nor can they advertise themselves as a Member of the Commercial Division unless they specifically indicate they are a Candidate member.

### WHAT IS A COMMERCIAL AFFILIATE MEMBER?

If you are a REBGV Affiliate member or a representative of a REBGV corporate affiliate office, you may choose to join the Commercial Division by applying for membership in the Commercial Affiliate membership category. Commercial Affiliate Members are entitled to the same benefits as Candidate members listed above.

### WHAT ARE THE BENEFITS OF MEMBERSHIP?

A copy of the Guide to REBGV Commercial Services and Membership can be found on the Commercial Division page of [www.realtorlink.ca](http://www.realtorlink.ca) or by visiting [www.rebgvcommercial.ca](http://www.rebgvcommercial.ca). Some benefits of membership include CLSLink.ca – a public website highlighting all MLS® Commercial listings and Full REBGV Commercial members; Commercial Broadcast Email Service; membership in the Canadian Commercial Council of REALTORS®; subscription service to Commercial EDGE – source for commercial sales data; networking opportunities and Commercial real estate seminars.

### WHAT IS THE CANADIAN COMMERCIAL COUNCIL OF REALTORS®?

Full Members of REBGV Commercial automatically become member in the Canadian Real Estate Association's Canadian Commercial Council of REALTORS® where the interests of all Canadian Commercial REALTORS® are represented on a national level.

### WHAT IS THE BC COMMERCIAL COUNCIL?

The BC Commercial Council (BCCC) is a cooperative venture of participating BC Real Estate Boards. These boards are represented by their Commercial Division Chairs or, for those boards who do not have Commercial Divisions, an assigned / elected Canadian Commercial Council of REALTORS® (CCC) member may represent their board. Its Mission is to "speak for, influence and shape the commercial estate profession by facilitating efficient and effective commercial real estate services through its member boards."

# FREQUENTLY ASKED QUESTIONS

## WHAT COMMERCIAL REAL ESTATE COURSES ARE THERE?

REBGV offers education opportunities for members wishing to gain practical knowledge in commercial real estate. The REBGV Commercial Real Estate Education curriculum currently consists of the following courses:

- Introduction to Business Brokerage
- Introduction to Commercial Leasing
- Introduction to Commercial Real Estate Investment Analysis
- Introductions to Taxation and Analysis of Commercial Investment Property
- Listing and Selling Revenue Properties
- Listing and Selling Development Sites

These introductory level commercial courses target residential practitioners aspiring to expand their practice into commercial transactions. Each course is approved for six (6) Professional Development Program (PDP) credits and one Full day Relicensing Education Program (REP) credits.

The Board also offers other PDP and REP accredited Commercial courses such as *Real Estate E & O Insurance Commercial Legal Update* and *Risk Management for Commercial REALTORS®*. For a complete list of all Commercial courses visit [www.realtorlink.ca](http://www.realtorlink.ca); click on Courses & Training, select Course Catalogue and choose Commercial as a course topic.

If members want more advanced education, they may wish to take the Certified Commercial Investment Member (CCIM) Courses ([www.ccim.com](http://www.ccim.com)) or attend courses offered by other organizations such as the Real Estate Institute of BC ([www.reibc.org](http://www.reibc.org)) or UBC Sauder School of Business ([www.sauder.ubc.ca](http://www.sauder.ubc.ca))

## WHAT IS CCIM?

CCIM stands for Certified Commercial Investment Member and is a professional designation associated with Commercial Real Estate. The CCIM Institute is a worldwide organization that confers the CCIM designation. REBGV Commercial contracts with the CCIM Institute to offer their 4 core courses

- CCIM CI: Introduction to Commercial Investment Real Estate
- CCIM CI-101 – Financial Analysis for Commercial Investment Real Estate
- CCIM CI-102 – Market Analysis for Commercial Investment Real Estate
- CCIM CI-103 – User Decision Analysis for Commercial Investment Real Estate
- CCIM CI-104 – Investment Analysis for Commercial Investment Real Estate

Members wanting more information on the CCIM designation are encouraged to check out the CCIM Institute website, [www.ccim.com](http://www.ccim.com).

## WHERE CAN I GET A COPY OF THE COMMERCIAL APPLICATIONS?

Applications for membership can be found on WEBForms or alternatively [www.rebgvcommercial.ca/realtorlink](http://www.rebgvcommercial.ca/realtorlink).

