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WELCOMING WINTER

New Season, New Possibilities!

As we step into the Winter season, we reflect on a busy and successful fall. From a well-attended Annual General Meeting to our cross-province training sessions, and festive Christmas socials, it's been wonderful to connect with so many of you in person.

We've got a lot to cover in this edition as we wrap up 2025, taking this opportunity to highlight key updates and initiatives that helped shape the year behind us.

We're also looking ahead to the new year with excitement as we begin implementing our new Strategic Plan, laying the foundation for continued growth and success in the years to come.

Wishing everyone a safe, successful, and productive season as we close out the calendar year and prepare for all that's ahead in 2026!

NEWS THAT CONNECTS US



Resource Center

NOW AVAILABLE

*Your trusted hub for tools, training & tech
Built from member feedback.*

nlarresource.ca

Your Online One-Stop-Shop is LIVE!

Our IT Department has been busy working on a virtual Resource Center where you can quickly access all of the tools you need to thrive as a professional.

From News & Information to Guidelines & Support, whatever you're looking for can be found here!

Test it out and let us know what you think!
We're always looking for ways to improve.

Click the link below to access the new NLAR Resource Center.
Bookmark it to have it at your fingertips.

Resource Center



Represent Labrador

Are you passionate about advocacy, professionalism and supporting our members in The Big Land?

Please consider putting your name forward for our newly approved Labrador Regional Director role.

Voting will take place in the new year. Stay tuned for more information.

Click the link below for the complete Job Description

[Job Description](#)

the EDGE Benefits

Group Benefits

Health Insurance

Insurance

Health & Dental

Loss of Income

the ASSOCIATION OF REALTORS

co-operators

Group Benefits Available

Great news! We're pleased to be able to offer access to group benefits!

Through an exclusive agreement with the Co-Operators Insurance, NLAR members will be eligible to enroll in a program called ***The Edge Benefits***, offering Health and Dental, along with Loss of Income coverage.

Click the link below for additional information!

Through the link below you can also access a quick survey which will help us gauge interest in this plan

Tell me more!

THANK YOU!

We'd like to extend our heartfelt thanks to all of our members who contributed to supporting communities in our Province this year through various fundraising efforts. Because of you, we were recently able to donate \$3,500 PLUS loads of food and socks!!

We are so proud of your generosity and compassion.

“We make a living by what we get, but we make a life by what we give.”

— Winston Churchill



LOOKING AHEAD

Hear from Shaun Cathcart, CREA's Senior Economist, as he provides some insight into what we can expect from the housing market in 2026.



STAY INFORMED WITH THE LATEST NEWS AND INFORMATION

What's Happening

Big Sweep 8

March 5, 2026 from 12pm-6pm

RE/MAX Centre: St. John's
Curling Club

135 Mayor Ave, St. John's

Team Registration \$120

Individual Registration \$30



[Calendar of Events](#)

Tech Tools

Looking for a better way to
access Matrix on the go?

Check out **PROSPECTS**

MOBILE

Integrated with Matrix and
OneHome, you can access listing
information, client portals and
more.

**Click the link below for a quick
video showcasing what this
app can do:**



[More about Prospects](#)

STATS

Demand eases, active listings dip to lowest level since 2010

November 2025 totaled 560 units
sold, a moderate gain of 4.5%
from November 2024.

Year to date home sales were
5,650, rising by 7.9% from the
same period in 2024.



[Show me the Numbers!](#)

Ethics & Education

Respecting boundaries is part of
being a REALTOR®.

Check out the **case study** at the
link below to find out what
happens when professional
boundaries are crossed.

Ethics Case Study



Words from the CEO

NLAR CEO **Bill Stirling** reflects on a season of Connection, Collaboration and Celebration. Click the link below for his message.



A Message from Bill

BUT WAIT, THERE'S MORE!

Here are some additional links covering more great topics. We encourage you to explore these articles at your convenience.

[Strategic Plan](#)

At the Annual General Meeting we revealed the newly developed Strategic Plan.

In case you missed it, check out how we're **Planning for the**

[New and Former Members](#)

Curious about recent changes? Wondering who's in, who's out and who has switched Brokerages?

The NLAR **Roster Changes** are updated monthly and available to you

Future by clicking the link below.

[Read More →](#)

any time through MY NLAR.

[Read More →](#)

[Training Recap](#)

Our recent cross-province training session highlighted **Paperwork, Procedures & Professionalism**. For PDF Slides of the topics we covered, please click the links below:

[Seller's Direction](#)

[Sold Notice Form](#)

[Uploading a New Listing](#)

[REALTOR® Tape Tips](#)

CREA reached out to REALTORS® across Canada for their best home buying advice. Hundreds of responses generated over 1000 tips which they used to create a limited edition packing tape. Click the link below for their list of **100 Ways to Avoid Sticky Situations**. There's everything from Budgeting to timing, Renovations to location.

[Read More →](#)



[REAL ESTATE INSURANCE ALLIANCE OF CANADA INC](#)

Are you providing additional Property Management services to your clients? Your Errors & Omission insurance is only intended to cover you for issues related to the transaction.

Learn more about **Property Management: An Uncovered Risk**

[Read More](#)

Please feel free to reach out if you'd like further information on any of the topics covered in our Winter 2025 Newsletter.

We'd love your feedback!

If you have any suggestions for future editions, please connect with us.

Our contact information is:
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