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## **SPRING INTO ACTION**

### ***A Season of Renewal!***

As the days grow longer and the market gains momentum, we're excited to step into spring with new energy and new opportunities to help you thrive.

Our upcoming **Annual General Meeting** brings an **exciting new format** designed to make things more interactive, informative and valuable. We're looking forward to engaging in a fresh way, sharing important updates, and celebrating the progress we've made together.

This season also brings about the **Board of Directors elections**. We'd like to take a moment to thank the nominees who have allowed their names stand. Their willingness to serve speaks volumes about their commitment to our profession and our members. Our Board of Directors play an integral role in guiding the direction of

our Association, advocating on behalf of our REALTORS®, and ensuring we remain strong, responsive, and forward-thinking. Their leadership shapes our collective success.

It's also with sincerest thanks that we recognize our outgoing Board Members, including our President, Ron Birmingham. We acknowledge and appreciate the contribution they've made during their term.

Looking ahead, we'll be traveling across the island again soon with a new training session on **Tech Tools**. This will be an opportunity to walk through the latest **Matrix update** and explore how to make the most of the programs and platforms available to you with your membership. Stay tuned for dates and registration information.

Spring is all about renewal and growth, and we're working hard to be an integral factor in helping you achieve both. We look forward to connecting with you at our upcoming events, and as always, we're here to help. Have any suggestions for how we can serve you better? Feel free to reach out!

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**NEWS THAT CONNECTS US**

# Resource Center



## Have you Explored the Resource Center?

The NLAR Resource Center is where you can find policy documents, the latest news, training videos, important information on our tools & apps, and info for new members.

Can't find what you're looking for?  
Please reach out and let us know how we can improve.

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

[Resource Center](#)



## **New Agent Onboarding Experience**

As part of our ongoing efforts to strengthen Professional Standards and deliver greater value to our members, we've launched a new automated email campaign for incoming NLAR members. Over their first two weeks, new Agents will receive helpful information on Policies & Procedures, Insurance, Tech Tools and more.

**Interested in receiving these emails as a refresher or resource?  
Reach out anytime and we'll be happy to add you to the campaign.**



## Find out more about the Candidates!

We'd like to extend our sincerest thanks to all of the Members who have let their names stand for this election.

**Voting will take place on April 7, 2026. Stay tuned for more information.**

**Click the link below to find out more about the Candidates who are running**

[Candidate Profiles](#)



## Annual General Meeting

It's that time of year again!

We can't wait to connect with you all as we review the past year and look forward to the next.

**We're excited about the new format for our meeting this year!**

We'll have a Q&A session with an incredible panel, a special guest speaker, important tech training from FINTRACKER, BROKERBAY & MATRIX, and more!

**Click below to Register**

Register for the AGM

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# THANK YOU!

**The Big Sweep 8**, our recent **Curling Tournament** was a tremendous success! From friendly competition on the ice to great conversations off it, the event was filled with camaraderie, laughter, and a whole lot of team spirit.

Thank you to everyone who participated and helped make it such a memorable day.

Congratulations to the winners, **Team Hollett!**

We'd also like to extend a special thank you to the volunteers who made this event possible, and to our **Sponsor, RBC.**



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**STAY INFORMED WITH THE LATEST  
NEWS AND INFORMATION**

**What's Happening**

## **AGM**

April 23rd from 9am-5pm  
Holiday Inn & Conference Center  
180 Portugal Cove Rd, St. John's

[Click here to Register](#)



## **TECH TOOLS TRAINING**

Stay tuned for more information on these cross-province sessions

## **Tech Tools**

Ever wonder what your clients are seeing when you set them up on an automated email search?

Check out **ONEHOME**, the Client Portal for Matrix.

**Click [HERE](#) to find out how to customize your client's experience and how to better connect with them through OneHome!**



## **STATS**

**Active listings haven't been this low in February in more than 2 decades.**

YTD home sales = 559. A decrease of 17.8% from the same period in 2025.

YTD average price = \$340,900, increasing 5.5% from the first two months of 2025.

Active residential listings = 1,665 units at the end of February, a notable decrease of 27.5% from the end of February 2025.

[Click here for the full report](#)



## Ethics & Education

The line between Promoting your Seller's interest vs. Misleading a Buyer. Check out the **case study** at the link below to find out what happens when an Agent intentionally misrepresents a listing and fails to disclose a known latent defect.

[Click for Case Study](#)



## From the President

Outgoing Chair Ron Birmingham shares about the upcoming elections, AGM, and the opportunity to serve for the past two years.

Click the link below for his message.

[Read Ron's Message](#)



## BUT WAIT, THERE'S MORE!

**Here are some additional links covering more great topics.**

**We encourage you to explore them at your convenience.**

### [NL Housing](#)

Familiarizing yourself with the **programs and funding** available through the Provincial Government will help you be an asset to your clients. Stay on top of what's available.

[Read More →](#)

### [New and Former Members](#)

Who we welcomed, who we said goodbye to, and who transferred. NLAR **Roster Changes** are updated monthly and available to you any time through MY NLAR.

[Read More →](#)

### [Video Learning](#)

### [Canadian Homebuyers](#)

In the Rules & Regulations section of the Resource Center, you can find short **training videos** on our forms, tech and more.

[Read More →](#)

Who are Canadian Homebuyers? Have a look at this short article to better understand the **categories of Buyers**, their goals, and how you can help them.

[Read More →](#)



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

Curious about your E&O Insurance when it comes to Commercial Properties? You do have coverage, but there are limitations.

Learn more about [Policy Limits and Commercial Claims](#)

[Read More](#)



*Please feel free to reach out if you'd like further information on any of the topics covered in our Spring 2026 Newsletter.*

*We'd love your feedback!*

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

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Subscription preferences can be managed through our Member Portal at My NLAR

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