

REALTOR LINK

STRATEGIC INFORMATION FOR REBGV REALTORS®

MAY 8, 2009

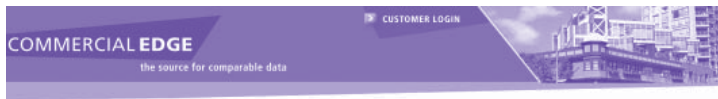
www.realtorlink.ca

VOLUME 10 • NUMBER 9

We now have the “edge” in commercial real estate information

After purchasing the province’s most complete commercial database last October, your Board has renamed the service from the Lower Mainland Data Service to Commercial Edge. The renamed, new-look www.commercialedge.ca website launched on May 1, 2009.

“I believe adding Commercial Edge to the host of existing Board services is a progressive move for our members,” said Scott Russell, REBGV president. “We knew that many of our commercial members required quicker access to more comprehensive, market-relevant commercial property data and we believe this has been accomplished with Commercial Edge.”



This service was acquired to provide members with reasonably priced and meaningful commercial property transaction data. The website includes all commercial transaction data registered with the BC Assessment Authority, as well all commercial real estate sales made through the MLS®. A primary goal with Commercial Edge is to provide this breadth of information to members in real-time, instead of waiting up to six months for the information from the BC Assessment Authority.

To give you the benefit of the most up-to-date material available anywhere, members who subscribe to the service are encouraged to report their commercial transactions as soon as the sale is completed.

“This new service is designed to be an effective mechanism for members to gather and acquire comparable commercial

data,” said Lani Jo Weaver, REBGV Commercial president. “It will ultimately ensure our members are rightfully positioned as the primary source of the most up-to-date commercial real estate information.”

The service

Commercial Edge has detailed reports on commercial, industrial, multi-family and vacant land sales that have been registered with the BC Assessment Authority and deemed to be legitimate transactions. Details about new properties are available as soon as they are registered, or when members report the sale.

When searching for property information, each report has the necessary documents surrounding the sale:

- Buyer and seller corporate details
- Access to detailed maps
- Copies of the Transfer of Land, when needed, and of the title
- Strata plans where applicable
- A detailed digital image is provided for each property. This image has no embedded company logo and can be used for commercial applications.
- Financial information such as net operating incomes and capitalization rates, when available

Mortgage documents aren’t included, but can be found online at bconline.gov.bc.ca.

Commercial Edge also includes:

- Sales at almost every price point
- More than 5,500 records in the database, with new properties added regularly
- Several search parameters to access needed information
- Data (pictures, maps and text) that can be easily and directly transferred from the website to your documents

We encourage you to visit the website at commercialedge.ca. For more information about Commercial Edge, please call **604-730-3188**.

Subscriptions to Commercial Edge are available for Board members who are a part of the Commercial division, or who join the Commercial division. To become a Commercial division member go to *WEBforms*, the Commercial section on realtorlink.ca or call 604-730-3188 for the Candidate Membership Application form.

Support for Commercial Edge subscribers is available at:
 Sales: 604-730-3188 | Billing: 604-730-3145
 Technical: 604-730-3180 | reachus@commercialedge.ca

ANNUAL SUBSCRIPTION FEES

Type of subscription	Half price introductory offer! (May 1, 2009 until June 30, 2009)	Regular fees (after June 30, 2009)
Individual	\$15/member/month for 1 year	\$30/member/month for 1 year
Corporation: small offices (2 to 29 members)	\$12.50/member/month/office location¹ for 1 year Requires consent from your managing broker	\$25/member/month /office location¹ for 1 year Requires consent from your managing broker
Corporation: large offices (30 or more members)	\$375/office location¹/month for 1 year Requires consent from your managing broker	\$750/office location¹ /month for 1 year Requires consent from your managing broker

¹ office location refers to a physical office. For example, if a corporation has 10 offices located throughout the REBGV area, each of these offices will be required to pay the fees as described.