

Press Release
FOR IMMEDIATE RELEASE

Nova Scotia REALTORS® attending Atlantic REALTOR® Conference this summer

June 1, 2016 – Halifax, NS: Nova Scotia REALTORS® and the broader North American real estate industry are getting ready for a high-calibre, professional development opportunity on the east coast. Atlantic Connection is coming to Charlottetown, Prince Edward Island from July 26 to 29, 2016.

Conference co-organizer and Chief Executive Officer of the Nova Scotia Association of REALTORS®, Roger Boutilier says, “Atlantic Connection will be an affordable learning opportunity for Nova Scotia REALTORS®. We’re excited that this conference will feature motivating sessions with engaging speakers so close to home.”

The conference will feature three learning tracks covering risk management, technology and health and wellness. Participants will learn about cutting-edge technology and presenters will share the tools needed to help them advance their day-to-day business, providing insight into market and industry realities, issues and trends – all skills that will help REALTORS® better serve clients in their transactions. In addition to this great line up, attendees can expect networking events and will connect with industry service providers at the trade show.

“We are expecting approximately 300 attendees,” says Boutilier. Organizers anticipate that approximately 50 REALTORS® from Nova Scotia will be in attendance at this important professional development opportunity.

For additional information and to register, please visit the Atlantic Connection website www.atlanticconnection.ca.

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For additional information, please contact:

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nsrealtors.ca   



Atlantic Connection Key Messages

Dates: July 26 to 29, 2016

Location: Charlottetown, Prince Edward Island

About the Conference: A high-calibre, professional development opportunity for REALTORS®, featuring an international slate of well-known speakers, right here in our own backyard.

- Really good value
- One of the only opportunities Atlantic Canadian REALTORS® have to come together and network and learn together.

Three learning Tracks:

- 1) **Technology:** Participants will learn how to maximize the important technologies that make a difference in their day-to-day business, learn the current industry realities and issues and stay ahead of the curve by being brought up to speed on trends that are driving the future of real estate technology.
- 2) **Risk Management:** Plan to succeed! Hear from experts on risk mitigation within the industry to achieve your greatest business success.
- 3) **Health and wellness:** Thrive! To thrive in today's real estate market. REALTORS® need to maintain optimal health of the mind, body and spirit. Let's get you back to your "A" game!

- Attend **thirteen** professional development opportunities
- Conference will feature 14 '**A**' list speakers from around the world – right in our own backyard.
- **Network** with REALTORS® and industry professionals from all over North America!
- Full conference registration **includes:** CREA Leadership 200 and 300; two breakfasts; four lunches, six nutrition breaks, three morning extra

circricular activities; trade show; opening reception and the premiere event of the conference- Ceilidh in the Dunes!

- **Visit TourismPEI.com** for information on other hotels in the downtown area, family cottages and activities!

Other conference events:

- Networking events
- Trade show
- The Canadian Real Estate Association will be hosting their First Annual Young Professional's Network (YPN) National Summit on site July 25 to allow their guests the opportunity to stay for the conference.

Speakers include:

Chef Michael Smith; award-winning adventure filmmaker, Elia Saikaly; self-defence instructor, Joan Helson; comedian, Patrick Ledwell; productivity expert, Hugh Culver; social entrepreneur, Mark Brand; marketing guru, Tracy Weir; Clarity Consulting's Gregg Larson; marketing technology expert, Matt Fagioli; strategic real estate marketer, Bill Fowler; CMHSC's Audrey Moritz and Alex MacDonald; two-time Olympic Gold Medallist Heather Moyse; and risk management expert, Bill Fowler.

www.atlanticconnection.ca

#AtlConnect

Notes on Real Estate Industry in NS:

- On a year-to-date basis home sales were running 15.2 per cent ahead of the first four months of 2015. This was the best start to any year since 2012.
- Residential sales activity recorded through the MLS® System of the Nova Scotia Association of REALTORS® numbered 876 units in April 2016. This was up 10.9 per cent on a year-over-year basis and stood right on par with the five-year average for the month.

- Total sales activity numbered 967 units in April 2016, an increase of 11.1 per cent from April 2015.
- The average price of homes sold in April 2016 edged up 1.4 per cent from a year earlier to \$223,958. The year-to-date average price was \$216,796, edging down 0.8 per cent from the first four months of last year.
- New listings on the Association's MLS® System numbered 2,052 units in April 2016, down 7.2 per cent from levels recorded in April 2015.
- The total dollar volume of all residential home sales rose 12.5 per cent from a year earlier to \$196.2 million.