

TREB: A word from the new president

BY LARRY CERQUA

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TREB president Larry Cerqua.

As President of the Toronto Real Estate Board, I am looking forward to representing the Greater Toronto Area's more than 45,000 Realtors over the next twelve months.

I am a passionate advocate of the value that a professional Realtor brings to a real estate transaction, and throughout the year, I hope to share the knowledge I've acquired throughout my 35 years of professional real estate experiences.

It goes without saying that home ownership is a great investment and, for many, whether your selling or buying a home, it will undoubtedly be one of the largest financial transactions we'll ever make. Realtors are obligated to help protect the consumer and their investment.

A TREB Member Realtor is equipped to help home sellers and buyers understand their unique real estate situation. TREB Members are highly trained and highly skilled professionals, with one of their strongest assets being their network. The Realtor connection with industry related professionals is priceless, and far-reaching. Realtors may not always have the answer, but they sure know where to get it.

Realtors are constantly engaging in professional development so they can keep their competitive edge in this reputation-based business. TREB Members can help buyers and sellers comprehend the transaction with everything in between, such as zoning laws, government programs, home inspections/repairs, project management.

Beyond the expertise and experience of negotiations, property evaluations, and financing (just to name a few), TREB Members are connected with important tools of the trade. These tools help Realtors provide their clients with valuable real estate expertise and services.

I invite you to share your thoughts with me via e-mail at TREBpres@trebnet.com.

Talk to a Toronto Real Estate Board Professional Member Realtor. For updates on the real estate market, visit TREBhome.com. If commercial property is what interests you, contact a TREB Commercial Professional Member Realtor by visiting trebcommercial.com.



erqua is President of the Toronto Real Estate Board, a professional association that represents 45,000 Professional Members in the Greater Toronto Area.

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