

Certified Condominium Specialist (C.C.S.)

Over the past ten to fifteen years, condominium ownership has grown considerably and now represents for many of Calgary's real estate practitioners, a significant amount of their total business.

There are a number of important legal, financial, lifestyle, marketing and valuation differences between a condominium and a regular single family home. These differences can have an important impact on the agent dealing with clients who want to buy, sell or lease a condominium.

A Real Estate Agent with this certification will be able to:

- Conduct an overview of a condominium's structure and ownership.
- Identify different condominium plans, and information to be gleaned from the plans.
- Understand the Alberta Condominium Property Act and the Condominium Property Regulation. Understand the commonalities and differences of conventional, barely blended & bare land condominiums.
- Understand Unit Factor, registered size, certificate of title, and be able to identify critical items registered on a condominium plan and the Condominium Additional Plan Sheet (CADS) and their importance in the transaction.
- Obtain additional information and input skills required to properly input a listing on MLS®.
- Acquire preliminary information and documents using SPIN II.
- Obtain additional information and required documents for Buyer's representation.
- Identifying exclusive-use areas, parking and storage ownership options.
- Understand financial information in the condominium transaction.
- Broker representation of new condominium versus resale condominiums vs conversion condominiums.
- Review the guide to locating information.
- Work hands-on with documentation.
- Understand other issues that need to be identified in the representation process.