



PROFESSIONALS COVERING
THE REAL ESTATE INDUSTRY

ASSOCIATION OF REAL ESTATE AGENTS FACT SHEET

Established:	1990
Incorporated by Act of Parliament:	July 2, 2012 Act. 10 of 2012
First Directors:	Gerald Kenny President 1990-1997 Cecil Quesnel Vice President 1990-1991; 1995-1999 Kenneth S. Gittens Hon. Secretary 1990-1994 Max Ferreira 1990-1994 David Millar 1990-1992 Roger Murray 1990-1995
Current Board of Directors 2016/2017:	Sally Singh President Mark Edghill Vice-President Dawn Glaisher Hon. Secretary Sarah Jane Carter Marisa Cipriani-Ortiz Natalie Drysdale Joseph Lewis Sita Mangal Richard Saunders
Initial Membership:	8 Broker Members; 25 Salespersons
Current Membership:	61 Broker Members; 41 Sales Associate Members 17 Corporate Members.
Accomplishments:	Standardisation of Listing Agreements and Forms Multiple Listing Database Constitution and By-Laws Rules & Regulations Code of Ethics & Standards of Practice
Real Estate Training:	“Principles of Real Estate Sales” course (pilot course - September 1994)

Introduction to Real Estate - Level 1
(pilot course - September 2009)
“Diploma in Real Estate Brokerage” - 2 Years
(Pilot Course - January 2013)
Ongoing training of members and wider real estate business
through seminars and workshops
Development of an AREA website
Development of Anti Money Laundering Compliance Manual
for membership
Completion of draft Real Estate Bill for self regulation of the
industry.

AREA was established to elevate the real estate industry from its previous position where each agency was in complete isolation, one from the other, into a more vibrant, efficient and reliable organisation, capable of reflecting a more meaningful image by raising the bar of professionalism, thus benefiting the real estate industry and the public throughout Trinidad & Tobago.

Prior to the formation of the Association, there were no documented guidelines for the conduct of real estate in Trinidad & Tobago and this is one of the big accomplishments of the Association which has established Rules & Regulations and Standards of Practice for the conduct of real estate between brokers and between brokers and vendors and/or purchasers, thereby ensuring a better level of service to the public.

AREA’s objectives are:

1. To promote the highest level of professionalism and honesty in real estate by insisting on principles of fair dealing.
2. To educate and guide the membership in improving its professionalism through continuing educational programmes.
3. To increase public awareness and develop confidence in the Real Estate Profession.
4. To provide quality service to both sellers and buyers of real estate by providing them with access to Brokers who are knowledgeable, have integrity, and to provide access to the latest information and technology available.
5. To work with Government and private sector organisations to assist in the development of Trinidad & Tobago.

The Association has submitted the draft legislation for licensing of real estate agents which it has prepared, to the Minister of Trade and Industry and to the Minister in the Ministry of the Attorney General, for review. This legislation is in keeping with the move within CARICOM to have all professional bodies self regulated.

Date: August 22, 2016