

Milo Anderson



RE/MAX MOUNTAIN VIEW

BY HEATHER RYAN

When Milo Anderson became a Realtor six years ago he admits he took a big risk, but it has paid off with a successful career that he loves.

The Re/Max Mountain View Realtor says it was “a little scary starting out, considering I was a single father of three daughters at the time, and risking taking on a 100 per cent commission type employment. But in hindsight it was truly the best decision I have ever made, it has been life changing for me and for my family.

“There are so many things that I love about being a Realtor,” he says. “Most days I don’t really feel like I am “working” in the bad sense of the word.

“I am fortunate to have discovered a career that fits me like a glove, keeps me challenged, and I get the opportunity to meet a variety of people and help all of them with the most important investment they ever make. What more could a person ask for?”

Milo always had an interest in real estate, especially single-family homes, and considered becoming an architect, before becoming a teacher, vice-principal and working in recruitment in post-secondary institutions. But after many years of working in that field he needed a change, and with encouragement from a friend who was in real estate, he changed his career and never looked back.

The market has gone through many changes since Milo began in 2003. He

started out in a market with moderate price gains of six to 10 per cent growth, and then saw the market take off in 2006 as prices soared.

“As a Realtor, one’s skill set was definitely challenged,” he says. “Many people think that Realtors made a killing in that time, but consider that there were only 1,000 listings and over 5,000 realtors . . . you had to be good and move fast to make a living.

“Today’s marketplace has settled back into more of a balance, but with the economic situation over the last year, people are far more cautious. It has been just as good as every other year for me . . . just takes more time and patience.”

What has helped Milo remain successful over the years is that he’s made customer service his number one priority, and he feels strongly in treating each client the same way he would want to be treated. “I would expect consistent and informative communication to know what is happening throughout the process.”

And he provides a one-stop shop for all his clients’ real estate needs. “My clients receive loads of information about the market – comparables, the process – and are referred to mortgage brokers, home inspectors and law firms that are reputable. And I expect them to provide the same high level of service I provide.”

He also utilizes a Virtual Office system that allows his clients to view properties right from his vehicle using PC Tablet technology and an Internet data stick. He can write offers with

the capability of e-mailing or faxing them to Realtors or other people who need the offer the moment the contract is signed. As well, this system ensures that any offers he receives can be processed immediately, no matter where he is in the world.

It’s these elements that have helped Milo become a member of the Calgary Real Estate Board Million Dollar Club, as well as being a Platinum Club award winner with Re/Max every year since he started. This year he also received the Hall of Fame Award.

Milo says he couldn’t do it without the support of his family – four daughters, age two to 23, and wife Andrea, “who is fantastic and understands the life of a Realtor can be difficult with evenings and weekends, although he sets aside Sundays for the family and only deals with offers if they come in.

He also believes in giving back to the community. He’s a proud sponsor of two children with the Plan International Canada program, supports Alberta Children’s Hospital, the Children’s Miracle Network and Alberta Alzheimer’s Society, and is a key sponsor with the International Relations Club at the University of Calgary.

As for what’s next for Calgary’s market, Milo says the spring and summer “promise to be very active. The economy is slowly stabilizing, and with the announcement of a potential increase in interest rates by June 2010, I think most people will be trying to make the most of the low rates available now, as there are still some very good opportunities out there.”