

Five Questions with Deirdre Felgar CALV Director for 2023

Longtime local commercial real estate professional Deirdre Felgar, CCIM, GRS, GRI and AHWD, of Go Global Realty, is serving as a CALV director in 2023. To get to know her better, we asked her these five fast questions:

1. How long have you been involved with CALV?

I was part of the formation of CALV in the late '90s and was active until the recession, when I went back to residential, primarily only doing occasional commercial transactions. In the last couple of years, I have started to get more active in commercial again and involved myself with CALV again.

2. What prompted you to join CALV and get more involved?

The prompting was that I felt I had something to offer CALV. I have always had a penchant for contracts, and originally I felt that was where I could be of service, but I have discovered it is in my ability to write CE classes that is of the most service to CALV. Hopefully, by the end of my term, we will have 36 hours of CE in commercial real estate and a number of commercial practitioners teaching those classes. That will make CE more enjoyable to the commercial practitioner and will help the residential agents who take the classes be more informed about the practice of commercial real estate.

3. What's your favorite part of your job?

I'd be lying if I didn't say getting paid... but it is in the ability to help the owner achieve his goals with his property, analyzing it and assisting sellers in getting the highest return on their investment as sellers and getting the property that meets buyers' goals.

4. What's the biggest issue facing the commercial real estate industry today?

I have done this for a long time and have seen property go up and down and listened to the naysayers going on about the end of the world. I am here to tell you the world is not ending, but real estate is changing. The real trick is finding the best direction for any property of any type and helping achieve that goal. This makes every market a winning market.

5. What's one thing most people would be surprised to know about you?

Mostly I have been an open book, having held many positions at LVR, including president, and CALV, including president, but I suppose the biggest surprise would

be my avocation as a youth hostel owner, catering to traveling college students from all around the world. It keeps me young and I really enjoy watching these bright “kids” grow into who they will be as adults!