

RESIDENTIAL REAL ESTATE BROKER INDUSTRY COUNCIL

9:00 am, Tuesday, November 9, 2021

Virtual Teams Meeting

MINUTES

In Attendance: Bill Briggs
Brad Hamdon
Brad Kopp
Erika Ringseis
Sano Stante, *Chair*

Resources: Charles Stevenson, *Registrar*
Joseph Fernandez, *Director, Education Programs*
Russ Morrow, *CEO*
Stacy Paquin, *General Counsel & Corporate Secretary*

Recording Secretary: Rina Hawkins

1. Call to Order

The meeting began at 9:01 am.

The Residential Real Estate Broker Industry Council ("Industry Council") went in-camera.

The Industry Council came out of in-camera.

2. Chairs Comments

The Chair discussed the highlights from the Broker Forums that occurred the week of November 1, 2021, which included participants expressing interest in mentorship programs and discussions on guaranteed sales, social media advertising and inducements.

ACTION: Management will circulate to the Industry Council, for information purposes, a paper provided to RECA in 2019 regarding a review of the Real Estate Act and Rules and guaranteed sales.

3. Consent Agenda

The Industry Council reviewed the consent agenda.

*MOTION: The Residential Real Estate Broker Industry Council approves the September 7, 2021 meeting minutes as presented.
Bill Briggs / Carried*

*MOTION: The Residential Real Estate Broker Industry Council approves consent agenda items "Action Register Update" and "Regulatory Activity Scorecard" as presented.
Brad Kopp / Carried*

4. RECA Board of Directors Report

The Industry Council's Board member provided a report on the activities of RECA's Board of Directors ("Board"). The member discussed that he was invited by the Alberta Real Estate Association ("AREA") to attend their session to review education competencies.

5. Education Divestiture Update

Management discussed the preparations and process underway for the December 7, 2021 Industry Council meeting to deal with education divestment matters.

6. Residential Measurement Standards (RMS) Committee Update

The Committee Chair, Mr. Brad Kopp provided an update on the RMS Committee. The Committee composition was discussed to ensure there is proper engagement on the standards.

Management advised that RECA's current RMS is being used at the national level in Ontario Real Estate Boards.

7. Licence Renewal Update

For this information item, Management provided an update on RECA's licence renewal numbers. The final overall result was 16,314 licences were renewed out of 17,007 eligible or 96% renewal. This is an all-time record.

ACTION: Management will complete research as to whether a regulator can restrict numbers of licensees in an "over-served" market/region and, conversely, could RECA offer up incentives/awareness programs to find licensees in an "under-served" market/region.

8. Condominium Manager Licensing Update

Management provided the Industry Council with an update on the status of condominium manager licensing. RECA has identified 213 firms currently providing condominium services and of that, 142 are already licenced by RECA in real estate. There are currently 739 people in RECA's database providing condominium manager services, with 430 currently licenced by RECA.

9. Regulatory Functions Orientation

For this information item, Management provided an overview of Good Character for Licensing and Discipline.

10. Complaints and Outcomes 2020/2021

For this information item, Management presented a summary of the complaints and outcomes from 2020/2021. RECA received 1,229 complaints in total in 2020/21, 636 of which were received from consumers. In the period, RECA closed 1,238 files.

11. AREA Industry Leaders Meeting

The licensed Industry Council members attended the AREA Industry Leaders meeting on September 23 & 24, 2021.

12. Marketplace "Hidden Camera" Report

The Industry Council discussed a recent CBC Marketplace "hidden camera" report that alleged some greater Toronto area real estate licenses as "illegally steering" clients.

13. PWC Emerging Trends in Real Estate

The Industry Council discussed the PWC Emerging Trends in Real Estate report.

14. In-Camera Session with the CEO

The Industry Council went in-camera.

The Industry Council came out of in-camera.

15. Adjournment

The meeting ended at 11:41 am.

16. Next Meeting(s)

- Tuesday, December 7, 2021

Approved at Calgary, Alberta on December 7, 2021

Sano Stante
Industry Council Chair

Brad Kopp
Industry Council Vice-Chair

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Minutes of Meeting

November 9, 2021