



RESIDENTIAL REAL ESTATE BROKER INDUSTRY COUNCIL

9:00 am, Tuesday, February 8, 2022
Virtual Teams Meeting

MINUTES

- In Attendance:** Bill Briggs
Brad Kopp
Erika Ringseis
Sano Stante, *Chair*
- Absent:** Brad Hamdon
- Resources:** Charles Stevenson
Joseph Fernandez
Russ Morrow
Stacy Paquin
- Guests:** Bryan Douey (*Item #7*)
- Recording Secretary:** Christina Harrington
Rina Hawkins

1. Call to Order

The meeting began at 9:00 am.

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

The Industry Council came out of in-camera.

2. Approval of Agenda

***MOTION:** The Residential Real Estate Broker Industry Council approves the February 8, 2022, meeting agenda as presented.
Moved by Brad Kopp, Seconded by Erika Ringseis
Carried*

3. Conflict(s) of Interest Declared

No conflicts of interest were declared.

4. Chairs Opening Remarks

The Chair advised that this year's objectives will shift to the newly defined strategic initiatives of RECA's Board of Directors ("Board").

5. Consent Agenda

The Industry Council reviewed the consent agenda, which included the minutes of the Industry Council's meeting of December 7, 2021, the Action Register Update, and the Regulatory Activity Scorecard.

MOTION: The Residential Real Estate Broker Industry Council approves the Consent Agenda, which includes the December 7, 2021 meeting minutes, the Action Register Update, and the Regulatory Activity Scorecard as presented at this meeting.

*Moved by Bill Briggs, Seconded by Erika Ringseis
Carried*

6. RECA's Board of Directors Report

The Industry Council's Board member provided a report on the activities of RECA's Board. The RECA Board Report is provided on a quarterly basis.

7. Education and Communications Update

- **Education Update and Examination Forms**

Management reported on the progress to fully divest RECA of pre-licensing and re-licensing education. Learners will not be able to enrol in RECA programs after May 31, 2022. Management advised that RECA's *Course and Course Provider Recognition Process* is open and competitive to all course providers that meet the course and course provider requirements.

Examination Blueprints require all RECA examinations to be legally defensible (valid, reliable and fair). Management presented an administrative process to ensure legally defensible content. Practice examinations will be available to learners to reduce compromised exam questions, and to increase learners' confidence.

Constructive response examination questions (writing, amending, and explaining a concept) will be integrated into future examinations. Mock-forms will be introduced for education purposes only, with a caveat identifying their intended use.

RECA's *Pre-licensing Education Philosophy* requires periodic surveys to confirm the effectiveness of RECA's credentialing programs.

Management will survey new licensees and their brokers six months after the learner becomes licensed. The six-month period allows the licensee to identify education shortcomings. Surveying the broker provides an objective third-party perspective on the learner's entry level competency.

Feedback from learners will be provided to the RECA Board and Industry Council throughout the year.

- **Spring Stakeholder Engagement**

Management presented the proposal for the Spring 2022 Stakeholder Engagement sessions. The Industry Council directed that the Spring Stakeholder Engagement sessions will be held in-person in Edmonton and Calgary and broadcasted virtually.

8. Practice Review Broker Satisfaction Survey

Management presented and reviewed the results of the *2020/2021 Practice Review Broker Satisfaction Survey*. The Annual Practice Review examines brokerage records, reviews accounting practices, and ensures that internal procedures comply with the *Real Estate Act* and the Rules. The brokers in turn have the opportunity to review the RECA audit process and provide RECA with feedback.

9. Industry Council's Ability to Encourage or Discourage the Number of Licensees in Any Particular Region or Circumstance?

Management presented the results of research in response to the Industry Council's November 9, 2021 request to:

"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"

Management advised that under the current legislative structure the Industry Council does not have the ability to place such limits and an amendment to the *Real Estate Act* and Rules would be required.

The Industry Council agreed that limits placed on licensees is counter-intuitive to Red-Tape-Reduction efforts and would undermine the existing free-market model. The Industry Council concurred its role is to balance the integrity of the industry along with its mandate of consumer protection.

10. Strategic Discussion:

The Industry Council briefly reviewed and discussed the following publications:

1. Trust in Real Estate Services Act (Ontario) Discussion Paper Dec 2021
2. Cooling-Off Period and Real Estate Consumer Protection Measures (B.C.) Discussion Paper December 2021
3. OACIQ (Quebec) - Should adjustments be made to current practices in the real estate sector, in particular, to ensure that these practices do not exacerbate overheating?
4. Banning Blind Bidding (CREA funded) Would it slow the growth in Canadian real estate prices?
5. Unreserved: Ground-breaking Real Estate Start-up Chooses Ottawa As Homebase

11. Annual Evaluation Results

Management presented the Industry Council Annual Evaluation results. The detailed, anonymous submissions were reviewed by the Industry Council Chair. The report was received as information.

12. Swanepoel Trends Report for Council's Strategic Research on Industry Trends

Management advised that the Swanepoel Trends Report (2022) is on-order for each Industry Council member and will be provided in due course.

13. Stakeholder Engagement

Management reported on the upcoming Stakeholder Engagement sessions, and that the Industry Council should be apprised of emerging trends and discussion topics that may be raised.

14. RMS Ad-Hoc Committee Update

Industry Council Member Kopp confirmed that RECA Management is canvassing the RMS Ad-Hoc Committee for an upcoming meeting date.

15. In-Camera Session with the CEO

The Industry Council went in-camera with the CEO.

16. In-Camera Session with Industry Council only

The Industry Council went in-camera.

17. Termination of Meeting

MOTION: That the Residential Real Estate Broker Industry Council meeting of February 8, 2022, be terminated.

*Moved by Brad Kopp, Seconded by Erika Ringseis
Carried*

The meeting terminated at 11:45 am

18. Next Meeting(s)

- Tuesday, April 12, 2022

Approved at Calgary, Alberta on April 12, 2022

RESIDENTIAL REAL
ESTATE BROKER
INDUSTRY COUNCIL

Minutes of Meeting

February 8, 2022

Sano Stante
Industry Council Chair