



## Real Estate Act Reform Update

One profession  
**One Voice**  
Real Estate Act Reform

### Draft Real Estate Act Is Now Available Online

**T**he rough draft of a reformed *Real Estate Act*, prepared by law firm Lawson Lundell, is now available online. This first draft, entitled the *Real Estate Trading Act*, is lengthy, as all relevant material was included for the purpose of discussion. Some material will be moved to separate bylaws, or may be removed altogether if it does not meet with policy objectives.

As you read through the document, you will find questions in bold. BCREA would like your feedback on these items specifically, in addition to any other aspects that you think need to be clarified, added or deleted.

The draft is presented in two parts; both sections correspond to Part One of the current *Real Estate Act*. Part Two of the current Act has not yet been dealt with. BCREA may develop a submission, depending on how accepting the government is of the Part One material.

To view the *Real Estate Trading Act* draft, go to BCREA's REALTOR Link™ homepage and look under the heading

Real Estate Act Reform for Draft Act.

#### What You've Told Us – Presented for the First Time in Banff

Legislative Task Force (LTF) Chair Liz Tutt and BCREA Executive Officer Robert Laing presented the results of four months of consultation with members and industry stakeholders for the first time at the Banff Western Connection V on January 23, 2003. Here are some of the highlights:

- BCREA representatives have met with over 1600 interested REALTORS, representing approximately 13.3 per cent of the membership in BC.
- The message from REALTORS on licensing is clear: if you are marketing and arranging the sale of someone else's property for a commission or salary, you should be licensed under the *Real Estate Act*.
- There is strong support for the concept of mandatory continuing education, with content established by the Real Estate Council after consultations with BCREA.

• REALTORS, along with BCREA, support Council becoming selfregulated.

To view *The Real Estate Act Reform – What You've Told Us* presentation, go to BCREA's REALTOR Link™ homepage and look under the heading Real Estate Act Reform for Presentations.

#### Your Input

Your input has been driving this process from the beginning, and the LTF needs to know what you think about the reform process and the draft legislation. Please send your comments to BCREA Executive Officer Robert Laing by fax at 604-683-8601 or by e-mail at robertl@bcrea.bc.ca. Your comments on the draft must be received by February 28, 2003 to be considered for the second draft.

#### What's Next? February

- BCREA will work with market research firm CGT Research International to conduct a telephone survey of the public in BC, and focus groups of recent buyers and sellers to add a public perspective to the submission.
- BCREA will add questions about the *Real Estate Act* to an omnibus member survey being conducted by CREA to gather even more REALTOR input.
- BCREA will meet with the Real Estate Council of BC and the Sector Policy Branch in Victoria to discuss the draft.
- On February 20, the LTF will meet to discuss the draft. After that, BCREA will meet again with Lawson Lundell lawyers, who will prepare a second draft.

#### March

• Lawson Lundell will present the next draft to the LTF.

• BCREA representatives will be available to speak at member board meetings and will send out communications to garner final input from BC REALTORS.

The final draft will be presented to the government during BCREA's annual Government Liaison Days in Victoria, April 7-8, 2003.

This project was made possible by a generous grant from The

Real Estate Foundation which, as part of its mandate, will fund work leading to legislative reform.

BCREA is grateful for the Foundation's support.



#### INSIDE

2

#### PRESIDENT'S REPORT

Take pride

3

#### COMMUNICATIONS

Record residential sales in 2002

4

#### MEMBER SERVICES

New staff, enhanced services

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## LONG-RANGE PLAN PRINCIPLES

- Building membership relations
- Responding to communication needs
- Provincial leadership status as an advocate for the profession
- Excellence in education services
- Enhanced service options for member boards
- Non-dues revenue development
- Equitable fee structure

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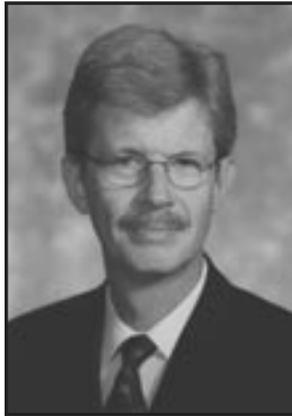
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## President's Report



President Dennis Wilson

### Take Pride

Before the most recent MLS® statistics, real estate was already one of the leading economic sectors in the province. With over \$19 billion in residential real estate sales in 2002 (up \$4 billion from 2001), this is the time for us to stand up and be noticed by the public, business community and government.

Record dollar volume sales clearly indicate that buyers and sellers trust their REALTORS to help them through the process. There was a time when some in our industry believed technology would be the end of us, but REALTORS are obviously still at the heart of the real estate transaction.

I believe the reason for this is our commitment to customer service. Real estate is a people business. If we were not meeting the needs of our clients, record sales would not be possible.

During the Banff Western Connection V in January, I could not help but marvel at the turnout. With a market as hot as ours, it's refreshing to see so many people brushing up on their sales, management and technological skills. This focus on

professional development is the perfect example of REALTORS' dedication to their customers and their industry.

We have many reasons to take pride in our profession, and BCREA will take that message to consumers, the provincial government and others on your behalf.

But the message starts with you. With every presentation you make, every house you show, every customer you satisfy, you communicate the value of your services and the importance of our profession. Record sales are achieved one deal at a time.

President

## Meet Your Directors

Vice President:  
**David Herman**

Vital statistics:  
Company:  
**Re/Max 2000**

Home board:  
**Fraser Valley Real Estate Board**

Licensed since:  
**1980 (as an agent since 1994)**

Volunteer since:  
**1994**

BCREA Director since:  
**2000**



"I would like to see organizations like BCREA and CREA become even

more proactive with our provincial and federal politicians with regards to REALTOR issues.

I believe we need to continue to let REALTORS, politicians and the public know how important our industry is to the well being of this province."

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## Record Residential Sales in 2002

With the final numbers in, 2002 proved to be a banner year for the real estate industry, surpassing expectations. REALTORS across the province sold an unprecedented \$19 billion worth of residential real estate last year, up \$4 billion from 2001. The Multiple Listing Service® reported the sale of 80,432 units in 2002 – the highest number since 1993.

“Real estate led the way in BC’s economy last year,” says BCREA President Dennis Wilson. “More and

more people are taking advantage of low interest rates to either buy their first home or make a sound investment. All indicators point to 2003 being a great year to enter the market.”

Historically low interest rates were the catalyst that helped many buyers enter the market in 2002. While the Bank of Canada is expected to raise its trend-setting rate this year to keep inflation in check, rates are not expected to rise dramatically from their current levels for the time being.

Low interest rates will likely retain the interest of

investors purchasing condominiums or second homes with an eye on rental income. Canadians gave home ownership top marks in a nationwide survey conducted by Re/Max-Compas Research in December 2002. The survey was designed to draw comparisons between the perceived value of housing and other investment instruments.

Respondents were asked to look at nine investment opportunities and score them out of 100. Home ownership scored a mean of 77, making the top selection. The study found that 64.2 per cent of

households surveyed owned their place of residence – up from 60.8 per cent three years ago.

Home ownership in Canada has also been boosted by government initiatives such as the Home Buyers’ Plan, enabling first-time home buyers to borrow from their RRSPs to make a down payment, and mortgage default insurance for home buyers with only a five per cent down payment.

As indicated by many economic and industry experts, all of these factors will add up to a fast-paced market for 2003.



## Huge Success

High-caliber speakers, cross-country networking opportunities and a spectacular mountain-top setting helped make the Banff Western Connection V a tremendous success.

This year’s conference and leadership reached capacity, with nearly 900 delegates, exhibitors and guests in attendance. From informative sessions to a sold-out trade show and a chance to cut loose on the dance floor, REALTORS had an amazing time. In addition, regulators from across the country held the inaugural meeting of the Canadian Division of the Association of Real Estate License Law Officials.

Thank you to all of the leadership and conference delegates, regulators and guests who helped make the

Banff Western Connection V an event to remember.

**Presentations from some of the most popular speakers at the conference are available at [www.banffwesternconnection.com](http://www.banffwesternconnection.com).**

**Thank you, sponsors!**

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- ScotiaBank

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- UBC Commerce Real Estate Division

### Bronze Level

- Alberta Real Estate Insurance Exchange
- Alberta Real Estate Foundation
- Interealty
- Navigata
- Pacific First
- The Real Estate Foundation of BC
- REM Magazine

## Proceeds of Crime Legislation in Effect January 31

As of January 31, 2003, agents must record and report all large cash transactions to the Financial Transactions and Reports Analysis Centre (FINTRAC) in Ottawa. This stems from the federal *Proceeds of Crime and Terrorist Financing Act*, passed in June 2000 to help iden-

tify and track money laundering activities that fund or otherwise support groups and individuals that could be engaged in terrorist activities

More information is available on:

\* BCREA’s REALTOR Link™ homepage under the heading Library, look for Money Laundering.

\* Real Estate Council of BC’s REALTOR Link™ homepage, look for the brochure *Money Laundering Legislation – Licensee Responsibilities*.

\* CREA’s REALTOR Link™ homepage under Legal Services, look for Money Laundering

\* *Proceeds of Crime and Terrorist Financing Act* can be found online at [www.fintrac.gc.ca](http://www.fintrac.gc.ca).

## President-Elect of FIABCI Canada

Vancouver-area REALTOR Dean Lapointe was recently confirmed as the 2003 President-Elect of FIABCI Canada, marking the first time a member from Vancouver has held the position. There are 54 FIABCI chapters around the world, with a total membership of nearly 1.5 million practitioners. For more information, visit [www.fiabci.com](http://www.fiabci.com).

### Property and Other Disclosures: What a REALTOR Needs to Know

Disclosure is one of the most important issues facing all REALTORS in today's marketplace. A licensee who fails to provide full and proper disclosure faces serious penalties, from fines and license suspension, to being sued by a client for negligence.

REALTORS need to

understand and be familiar with the wide range of disclosure requirements they will encounter throughout their careers. *Property and Other Disclosures* will help you protect yourself and your clients.

Seminar leader Trevor Bennett reviews a wide range of real estate activities, relating them to your daily business life

and clarifying the fundamental requirements for disclosure.

Real case examples help illustrate the importance of full and proper disclosure in many situations involving property, using property and developer disclosure statements, fulfilling agency disclosure, disclosing when buying and selling your own property, and many other situations.

Contact your board to register for *Property and Other Disclosures* and for information on upcoming **cpe** seminars in your area. **cpe** seminars are developed by BCREA and delivered to you by your local

real estate board.

### What's New in cpe?

It looks as though 2003 will be another great year for **cpe**; 32 seminars have already been scheduled for the first half of the year. The Education Department is busy at work on the following seminars:

- *Representing Buyers in the Sale of New Homes and Condominiums* (NEW)
- *Advanced Strata Property Law for REALTORS* (NEW)
- *Professionalism – It Pays! The Managers' Course* (Revised)

## cpe Seminar Schedule

Date	Title
Feb. 17	Legal Update 2002/2003
Feb. 20	Legal Update 2002/2003
Feb. 24	Buyer Agency
Feb. 27	Legal Update 2002/2003
March 4	Risk Management: Staying Out of Trouble
March 7	Buyer Agency
March 7	Getting Started in ICI
March 10	Risk Management for REALTORS
March 12	Project Marketing for the Leading Edge Professional
March 21	Buyer Agency

## Help position yourself for success – enroll in a cpe seminar today!

Instructor	Location
Mike Mangan	REBGV - Richmond
Mike Mangan	BCNREB - Fort St. John
Jim McCaughan	VREB - Victoria
Mike Mangan	REBGV - Vancouver
Kim Spencer	REBGV - Vancouver
Jim McCaughan	BCNREB - Terrace
Joe Mendes	BCNREB - Terrace
Kim Spencer	VREB - Victoria
Roger McKinnon	OMREB - Vernon
Jim McCaughan	KADREA - Kamloops

### NEW STAFF, ENHANCED SERVICE

In accordance with BCREA's Long-Range Plan calling for increased communication and government relations activities, two talented people have joined BCREA.



On February 3, 2003, Kim Spencer joined the BCREA team as Director of Member

Services. Kim will focus on membership needs and provide internal administrative support to BCREA's Directors and

Executive Officer Robert Laing. He will also be a resource for the Education Department. Kim is well known in the industry, with over 20 years' experience as a REALTOR, including time spent as an agent/nominee and educator. [Kim can be reached by e-mail at spencer@bcrea.bc.ca](mailto:spencer@bcrea.bc.ca) or by phone at 604-742-2780.

Office Assistant Sasha Barry also started on February 3. She comes to BCREA highly recommended by her previous employer and her energy and enthusiasm are sure to be a valuable addition to BCREA. [You can reach Sasha by e-mail at sashab@bcrea.bc.ca](mailto:sashab@bcrea.bc.ca) or by phone at 604-742-2792.

### New Resource for REALTORS

*The Real Estate Encyclopedia - Education for the Professional, Canadian Edition* brings together fundamental topics that apply to the real estate industry across Canada. This 677-page reference book is packed with detailed discussion, charts, illustrations and sample forms on every real



estate-related topic from abandonment to zoning. It also comes with an interactive CD, so a wealth of knowledge is truly at your fingertips.

This invaluable resource is produced by the Alliance for Canadian Real Estate Education and is a must have for every real estate office. REALTORS can purchase it at a special introductory price of \$99 plus GST and shipping for a limited time, so order your copy today! (The regular retail price is \$125)

To order your copy, call BCREA at 604-683-7702, or print an order form at: [www.bcrea.bc.ca/bcrea/REE.pdf](http://www.bcrea.bc.ca/bcrea/REE.pdf).