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# NEWSREAL

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## Register for RAHB's Administrative Professional's Day Event



### MATRIX COURSE

Eric Meek  
RAHB In-house Trainer



## ADMINISTRATIVE PROFESSIONAL'S DAY

In honour of Administrative Professional's Day, RAHB is hosting a special two-hour virtual event to thank you for your service to your brokerage and our members!

Join us on Wednesday, April 27, 2022

10 a.m. – Noon

[Click on the graphic to register](#)



### YOGA SESSION

Jennifer Chester  
Yoga/Meditation Instructor

In honour of Administrative Professional's Day, RAHB is hosting a free two-hour virtual event for Brokerage Administrators and Assistants to appreciate the work they do with our brokerages and members!

The event will kick off our brand new computer training course taught by RAHB's in-house trainer, Eric Meek. This custom-designed Matrix course is tailored to empower administrators and assistants in their roles. Following the training course, we'll wind things down with a desk yoga and meditation class facilitated by yoga instructor Jennifer Chester for an opportunity for some self-care.

Join us on Wednesday, April 27, from 10:00 a.m. to noon.

Click the graphic to register.

## Get started with OneHome™, your client-facing extension to Matrix™

Ready to learn more about OneHome™, RAHB's new client collaboration portal for Matrix™? We've developed a set of materials to help get you familiarized with using the new features and what it can do for you and your clients.

Access the training resources in the Matrix Learning Lab. Now available from the Matrix Home Page.

We have more live webinars coming up! Click the date below to register:

- [Thursday, April 21, 2022 at 10:00 a.m.](#)
- [Wednesday, April 27, 2022 at 3:00 p.m.](#)

Missed the previous sessions? Check out the recording by clicking the button below:

[Watch the Recorded Session](#)

## Thank You MPs Pam Damoff and Dean Allison

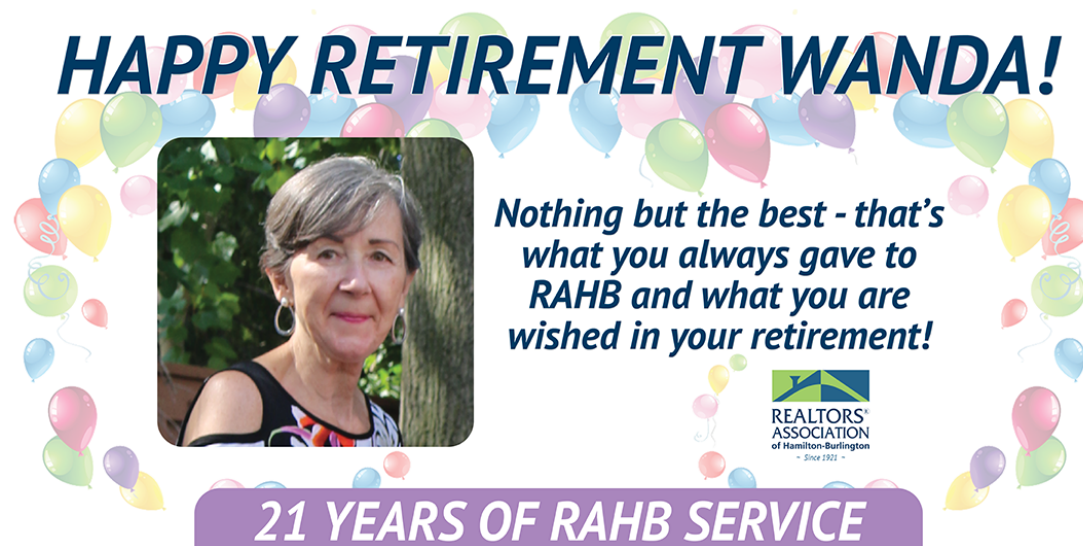


This week representatives from RAHB met with **MP Pam Damoff** and **MP Dean Allison** for CREA's PAC at Home initiative. RAHB proposed three main recommendations that will help Canadians fulfil their homeownership aspirations. The three recommendations are as follows:

- Establish a permanent national housing roundtable, bringing together federal, provincial/territorial and municipal authorities along with builders, real estate professionals and civil society organizations to help understand the scale of the housing supply challenge.
- Increase the supply of new homes for Canadians across the housing spectrum by adding housing clauses in Infrastructure Bilateral Agreements between Infrastructure Canada and provincial and territorial partners.
- Make homes more accessible to Canadians by implementing six key promises indicated in the Liberal Housing Plan.

In the coming days and weeks, RAHB will also be meeting with **MP Chad Collins**, and **The Honourable Filomena Tassi, P.C., M.P.**

## Wanda Kivell Retires from RAHB



The RAHB board of directors and staff would like to thank Wanda for 21 years of service and commitment to the Association and wish her all the very best in her retirement.

If you'd like to send Wanda a message to wish her well in her retirement, please send her an email at [wandak@rahb.ca](mailto:wandak@rahb.ca). You can also stop by the Realty Shoppe this week to say your goodbyes. Wanda's last day in the office is Friday, April 22.

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## RAHB Rendezvous



Check the "RAHB Rendezvous" section of NewsReal each week to see what RAHB is up to!

### Upcoming Events, Professional Development and Meetings:

- Tuesday, April 26, 2022: Member Engagement Committee Meeting from 10:00 a.m. to 11:00 a.m.
- Wednesday, April 27, 2022: **Administrative Professional's Day Event** from 10:00 a.m. to 12:00 p.m.
- Thursday, April 28, 2022: Board of Directors Meeting from 9:00 a.m. to 1:00 p.m.
- Thursday, May 5, 2022: **Matrix: Searches and Auto-Emails** with Eric Meek from 10:00 a.m. to 11:00 a.m.
- Wednesday, May 11, 2022: **Negotiating with Buyers, Sellers and Other REALTORS®** with Ray Ferris

\*Committee members should consult their RAHB staff liaison for meeting schedule changes.

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## Members in Motion Report



Check out this resource to see RAHB's newest members, transfers, and deletions. To review the report from the last seven days, click here:

[Review Members in Motion Report](#)

## Education Roundup



To register for any RAHB professional development courses, please access the RAHB member portal via <https://my.rahb.ca>, click on the RAHB Member Portal icon and then click on Education at the top header menu.

If you want the full webinar description or to see any of the upcoming courses, please click the button below.

### Upcoming Education

Check out what is coming up later this spring! Your Q2 Professional Development line-up is here!

### Q2 2022 Education

#### Questions?

For more information or assistance with registering for any professional development courses, please contact Alex Hill at 905.529.8101 ext. 294 or email [alexh@rahb.ca](mailto:alexh@rahb.ca).

## Enter to Win a \$25 Gift Card from Harper's Garden Centre



Here at RAHB, we love the local businesses in our jurisdictions and want to support and celebrate them in anyway we can!

For every month of 2022, we will be featuring a “local love” contest that offers our followers to win a gift card to our local business pick of the month. For the month of April, we’re picking our favourite garden centre which is @harpersgardenc - Harper’s Garden Centre was founded by Bruce and Ruth Harper, after Bruce returned from World War II in 1948. In 2016, Bruce and Ruth retired and Harper’s Garden Centre was purchased by another family with the same commitment to quality and customer service as always.

### How to enter to win a \$25 gift card to Harper’s Garden Centre

➡ Follow [@RAHBNews](#) on Instagram

➡ Tag a friend and leave a comment telling us your favourite spring activity 🌸🌻🌿

Contest ends on Tuesday, May 3, 2022 at 11:59 p.m. EST. Winner will be chosen at random and will be notified via Direct Message from [@RAHBNews](#). Winner must be okay with either providing their email address for an e-gift card or picking up the gift card from the RAHB Realty Shoppe.

## RAHB Invoices for 2021

Tax time is approaching and we want RAHB members to be prepared! Here’s how to print off your RAHB invoices:

- Log-in to the member portal using your Matrix user name and password
- From the toolbar select "Member" (Highlighted in green) then "My Account"
- Under the third tab select "Date Range History" Under beginning date enter 01/01/2021 and for ending date 12/31/2021
- Select "Update" Then click the "Print" button

If you are having any issues or have questions, please contact Karin at karinc@rahb.ca or 905-529-8101 extension 258.

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## New TRESA Regulations

### New TRESA Regulations - What do they mean for REALTORS®?

The new regulations cover a few key areas impacting REALTORS®. Specifically, the new regulations:

- Rename REBBA
- Principle Based Code of Ethics
- New Options for Interacting with Registrants
- New Consumer Information Guide
- More Consumer Choice in the Real Estate Offer Process
- Stronger RECO Powers to Enhance Professionalism

**\*The new TRESA Regulations do not come into effect until April 2023\***

For a full summary of the new TRESA regulations, click the button below.

[Read the New TRESA Regulations](#)

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## Mishandling of Delayed Offer Presentation, Pre-emptive Offer and Multiple Representation Leads to Discipline

Welcome to Legal Corner, a column that spotlights a recent real-life enforcement activity to educate registrants about real estate trading and how to manage pitfalls to avoid disciplinary action.

**Case summary:** A property was posted to the local multiple listing service ('MLS') stating that offers would be accepted by email on August 31 at 5 p.m. and included a notation that the "seller reserves rights to review pre-emptive offers." The seller's agent did not have written instruction or direction from the seller about delaying offers, nor about how pre-emptive offers would be navigated.

A pre-emptive offer was submitted through a buyer's brokerage on August 26, which was presented to the seller but not accepted. The seller's agent did not inform any other parties who had expressed interest in the property.

The seller's agent then showed the property to a prospective buyer who was also represented by the seller's agent. This happened after the first pre-emptive offer had expired. The listing agent's buyer made a pre-emptive offer, which was accepted.

The listing agent again did not inform any parties who had expressed an interest in the property (including the buyer who made the first pre-emptive offer) that another pre-emptive offer was being presented. Additionally, the record-keeping and representation paperwork for the accepted transaction had errors and contradictions.

The seller's agent was referred to discipline to consider the following allegations:

- Failure to put in writing any instructions or direction from the seller that there would be a delayed offer presentation date, and a failure to put in writing any instructions on how pre-emptive offers would be handled if received, contrary to

sections 3 and 4 of the Code of Ethics.

- Failure to treat all interested buyers fairly and to promote the best interest of the seller client by not informing all interested buyers that pre-emptive offers had been received and were being presented to the seller, contrary to sections 3, 4, 38 and 39 of the Code of Ethics.
- Failure to properly document agreements relating to trading in real estate, contrary to sections 4 and 5 of the Code of Ethics.

To read the remainder of this legal corner, please click the button below.

[Read the Full Legal Corner Here](#)

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## City of Burlington's Fourth Housing Strategy Survey and Virtual Open Houses

The City of Burlington is inviting residents and stakeholders to a final engagement opportunity on its Housing Strategy from April 19 until May 3.

The City is looking for feedback on the draft Housing Strategy document through a survey and two virtual open houses. This feedback will help the City as it completes its work on the Housing Strategy to give current and future residents more housing options across the city. The Housing Strategy is an opportunity to develop creative and innovative solutions for housing in Burlington, that build on and support the Halton Region's [Comprehensive Housing Strategy](#). Residents and stakeholders are invited to complete the fourth and final housing strategy survey online until May 3, 2022 and attend a Virtual Open House on April 23, April 25 or May 2.

[Complete the Housing Strategy Online Survey between April 19 and May 3 by Clicking Here](#)

**Join a Burlington Housing Strategy Virtual Open House - April 23, 25 and May 2**  
City staff will provide a project update, overview of the work completed to date and discuss the draft housing strategy. The focus of the Open Houses will be to discuss the recommended actions identified in the draft Housing Strategy. Stakeholders are encouraged to join the discussion, ask questions, share feedback and learn more about the Housing Strategy project.

- [Saturday, April 23, 2022 at 1 p.m.](#)
  - In partnership with Halton Multicultural Council
  - For residents who do not speak English or speak English as their second language
  - An opportunity to discuss the Housing Strategy in languages other than English
- [Monday, April 25, 2022 at 7 p.m. on Zoom](#)
- [Monday, May 2, 2022 at 7 p.m. on Zoom](#)

For more information on the Housing Strategy, visit [GetInvolvedBurlington.ca/HousingStrategy](https://getinvolvedburlington.ca/housingstrategy)

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## News

[Home sales and average prices fell in March](#) - CBC News

[Scant housing supply could dampen rate hike impact on real estate market, economists warn](#) - The Globe & Mail

[Hamilton council: Coalition 'encouraged' by push for affordable homes on LRT route](#) - The Hamilton Spectator

[Ontario couple feels 'ripped off' after \\$42K added to their prefab home's price](#)

- CBC Hamilton

**Government pledges stronger support for co-op housing** - CMP (Mortgage Broker News)

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Check out the local businesses offering discounts and special deals to RAHB members - just click the RAHB Advantage icon on your dashboard at [my.rahb.ca](https://my.rahb.ca) or [click here](#).

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REALTORS<sup>®</sup> Association of Hamilton-Burlington

Our mailing address is:

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