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NEWSREAL

In this issue:

Register Now for
RAHB's Open House!

RAHB REALTORS®
Show Their Generosity

RAHB CEO Carol Ann
Burrell Earns CRAE
Designation

Do you love Market
Stats? We need your
help!

RAHB Meets with The
Honourable Karina
Gould and MPP Donna
Skelly

Committee Spotlight:
Governance & Bylaw

RAHB Rendezvous

Members in Motion
Report

Education Roundup

City of Hamilton
Community Benefits
Charge

City of Hamilton
Commercial Real
Estate Report

News

Register Now for RAHB's Open House!



Join us for our first in-person event in two years on July 7 from 1:00 p.m. to 4:00 p.m. for our 2022 open house! Come see RAHB's most recent renovations, meet your President, Lou Piriano, and enjoy a bite to eat while mingling with your colleagues.

Additionally, you'll have a chance to:

- Get a complimentary edited headshot thanks to our wonderful sponsor, **OTBx Air** (limited spots available)
- Get to know some of the new board and staff members
- Visit the putting green to raise funds for the Ontario REALTORS Care® Foundation
- Enter for a chance to win a \$100 Amazon Gift card and more!

Registration is now open. Click below to secure your spot and book your headshot appointment!

[Register Now!](#)

RAHB REALTORS® Show Their Generosity

The REALTORS® Association of Hamilton-Burlington (RAHB) issued a cheque to the Ontario REALTORS Care® Foundation (ORCF) for more than \$200,000 in May - the largest single donation RAHB has made to the ORCF. The ORCF, funded by the Ontario Real Estate Association, has raised more than six million dollars for shelter-related organizations throughout the province on behalf of Ontario REALTORS® over the last 40 years. The donation from RAHB is earmarked for shelter-based charities in Hamilton, Burlington, Haldimand and Niagara North.

“The pandemic and skyrocketing housing prices in the RAHB market area highlighted the need for more support for shelter-based charities in our local communities. As a result, the RAHB board of directors decided last year to close out its scholarship program after reviewing its charitable giving policy and direct the remaining scholarship funds to the ORCF,” said 2022 RAHB President Lou Piriano. “RAHB has a long history of supporting and donating to charities in the RAHB market area - through direct contributions, the ORCF, or volunteering. RAHB members are thrilled to give back to our communities.”

To read the remainder of the press release, please click the button below.

[Read the Press Release Here](#)

RAHB CEO Carol Ann Burrell Earns CRAE Designation



Last week in St. John's, Newfoundland, RAHB CEO Carol Ann Burrell earned the Canadian REALTOR® Association Executive (CRAE) designation along with peers from across the country at CREA's AE Seminar.

Do you love Market Stats? We need your help!

Let us know what you think of Matrix Stats (found under the Stats tab in Matrix).

Please complete this short survey so we can improve the functionality and our reports.

[Fill Out the Matrix Stats Feedback Survey](#)

RAHB Meets with The Honourable Karina Gould and MPP Donna Skelly



RAHB representatives recently met with The Honourable Karina Gould and MPP Donna Skelly. Topics covered with Ms. Gould include:

- Establishing a permanent national housing roundtable
- Increasing the supply of new homes for Canadians across the housing spectrum by adding housing clauses in Infrastructure Bilateral Agreements
- Amplifying access to homeownership
- Increasing amortization periods to 40 years

Topics covered with Ms. Skelly include:

- Indexing the Land Transfer Tax rebate to inflation
- Ending Exclusionary Zoning
- Converting underused commercial properties to homes
- Creating a Housing Delivery Fund
- Implementing a voluntary Home Energy Audit program

Committee Spotlight: Governance & Bylaw

Join us each week this summer as we celebrate the 2022 volunteers, committees, and task forces. A new committee will be introduced weekly!



The Governance and Bylaw Committee is responsible for defining the role of the association, the relationship between the association and its members, and the rights and responsibilities of members and the association.

RAHB Rendezvous



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

To view more information about our upcoming webinars, please view our "Education Roundup" section below.

Upcoming Events, Professional Development and Meetings:

- Thursday, June 16: MLS® Committee from 1:00 p.m. to 3:00 p.m.
- Tuesday, June 21: Audit, Finance and Risk Committee from 1:30 p.m. to 3:00 p.m.
- Thursday, June 23: New Member Orientation begins at 10:00 a.m.
- Tuesday, June 28: New Member Matrix Training from 10:00 a.m. to 11:00 a.m.
- Friday, July 1: Canada Day - RAHB Office will be closed
- Thursday, July: Board of Directors Meeting from 9:00 a.m. to 1:00 p.m.
- Thursday, July 7: RAHB Open House from 1:00 p.m. to 4:00 p.m.

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

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



EDUCATION ROUNDUP




The New Reality of Sales Skills
 with **Neil Thornton**
 Wednesday, July 13
 10 a.m. – 11:30 a.m.
 \$45
 2022 SPONSORS







Register Today for this Virtual Session!

Webinar - The New Reality of Sales Skills with Neil Thornton

July 13, 2022 10:00 am - 11:30 am

The New Reality of Sales and Business Development - The Rules Have Changed

In speaking with business owners and clients, business development and growing sales remains a top area of focus and concern. The sales landscape has changed dramatically including increased competition, overwhelmed schedules and technology changes. In the absence of value and market leadership, price becomes the deciding factor, and competing on price alone is a tough and lonely road. Customers today have more options at their disposal and consider themselves highly educated and researched. So how do you compete? Sales teams today require new tools and skills.

About Neil Thornton: Neil specializes in business strategy planning, development, coaching and business training and HR recruitment in Niagara, Hamilton and Oakville and the Greater Toronto Area (GTA).

For 20 years Neil has worked with corporate, medium and small businesses to develop vision, strategy, values, entrepreneurship, team building, sales training and recruiting the best people for the job. Clients also include businesses, associations, executives, public entities, academic institutions, and technology-innovation groups.

Neil has a unique talent for understanding the psychology behind employee behaviour, engagement and corporate culture and vision. His decades of experience in business strategy planning is second to none. He has an uncanny ability to read people and see through what seem like insurmountable situations. His direct approach hits straight to the heart in an honest and direct point.

[Register Now!](#)

City of Hamilton Community Benefits Charge

Tomorrow, the City of Hamilton's Audit, Finance & Administration Committee meets to approve the Community Benefits Charge. RAHB is submitting correspondence to oppose the inclusion of residential units from falling under the purview of the charge, as the cost would ultimately be passed onto homebuyers and renters.

The full correspondence can be viewed by clicking the button below.

[View City of Hamilton Community Benefits Charge Correspondence](#)

City of Hamilton Commercial Real Estate Report

RAHB recently participated in the City of Hamilton's Commercial Real Estate Report and was honoured to be asked to author the opening article titled "Hamilton is a Hub for Real Estate Investment." The report, created to promote commercial real estate and business developments in the City, will appear digitally and in print. The report was featured at the Land & Development Conference on June 7th and will be published in the Globe & Mail in July. Additionally, it will be sent to real estate brokerages across Ontario.

To view the full report, please click the button below.

[View the Commercial Real Estate Report for Hamilton](#)

News

[Canadian home sales, prices fall for second straight month in May as 'new interest-rate reality' sinks in](#) - The Globe and Mail

[City of Hamilton launches car share pilot in core](#) - The Hamilton Spectator

[Nearly 1 in 4 homeowners say they'd have to sell home if interest rates rise more, according to survey](#) - CBC News

[Newfoundland has highest levels of life satisfaction in Canada and B.C. the least, Statcan finds](#) - National Post

[Hamilton to introduce new measures to make voting more accessible in municipal election](#) - CBC Hamilton

[Hamilton conservation areas being 'loved to death' as appetite for great outdoors soars](#) - The Hamilton Spectator



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 or [click here](#).

RAHB 2022 SPONSORS



REALTORS® Association of Hamilton-Burlington

Our mailing address is:

505 York Blvd, Hamilton, Ontario, L8R 3K4

Empowering RAHB REALTORS® to Succeed.

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