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# NEWSREAL

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## 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:

- Enjoy lunch and dessert from two food trucks on site: Curbside & Classic Cone
- 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 so much more!

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

[Register Now!](#)

## Committee Spotlight: MLS® Committee

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



The MLS® Committee reviews and recommends technology, rules, forms, and practices to ensure compliance with legislation and applicable governing regulations.

## RAHB Dues Payment Reminder

This is a reminder that if you haven't already submitted payment for your quarterly dues, please do so by the deadline of June 30, 2022.

Payment can be remitted online through the RAHB member portal <http://my.rahb.ca> or online through your bank (CIBC/PC Financial, Royal Bank, Scotia Bank, TD Canada Trust).

For assistance in set-up please contact Karin at [karinc@rahb.ca](mailto:karinc@rahb.ca)

Payment by cheque, Visa, MasterCard or debit can be made at the Realty Shoppe Monday through Friday 8:30 a.m to noon or 1:00 p.m. - 4:30 p.m.

Cheques may also be dropped off after hours at the RAHB office (back door mail slot)

If you wish to remit payment by phone through Visa or MasterCard, please reach out to **one** of the Membership Services Team members by calling 289-778-7467 option 2 or by email [karinc@rahb.ca](mailto:karinc@rahb.ca); [camrynh@rahb.ca](mailto:camrynh@rahb.ca); [kathyr@rahb.ca](mailto:kathyr@rahb.ca) or [suzyb@rahb.ca](mailto:suzyb@rahb.ca)

## 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 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 7: Board of Directors Meeting begins at 9:00 a.m.
- Thursday, July 7: RAHB Open House from 1:00 p.m. to 4:00 p.m.
- Tuesday, July 12: Governance Committee Meeting begins at 9:00 a.m.
- Wednesday, July 13: [The New Reality of Sales Skills Webinar](#) from 10:00 a.m. to 11:30 a.m.

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

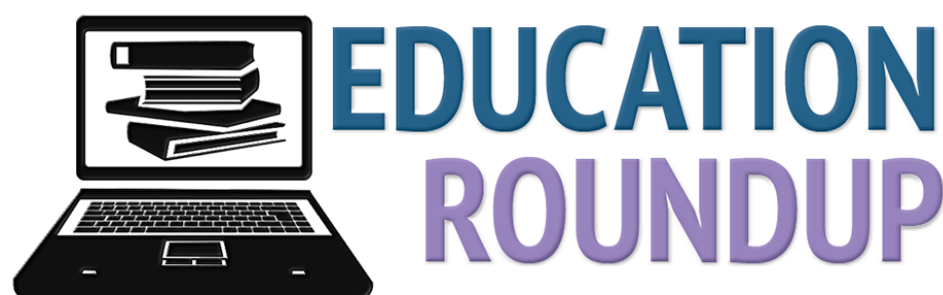
## Members in Motion Report



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



 An advertisement for a webinar titled "The New Reality of Sales Skills". The ad features a laptop displaying a photo of Neil Thornton. Text on the ad includes:
 

- REALTORS' ASSOCIATION of Hamilton-Burlington - Since 1921 -
- The New Reality of Sales Skills**
- with **Neil Thornton**
- Wednesday, July 13
- 10 a.m. – 11:30 a.m.
- \$45
- 2022 SPONSORS: CTBx, GeoWarehouse, The Listings Lab, CREA, Real Estate Lawyers, Bank & McErdie, Stewart
- 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

What you'll learn:

1. Ideas, trends and tools to capture market share through change
2. How to be seen as a sales and branding leader
3. Clear recommendations and real-world business tools you can apply right away
4. New and fundamental habits of modern sales professionals
5. Utilizing and developing modern technologies
6. The power of non-verbal and body language understanding

**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).

[Register Now!](#)

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## RAHB Realty Shoppe Sale - One Day Only!

On July 7, the Realty Shoppe will be offering a 5% discount on all items in-store\*, and will also be giving away grab-bags free with a purchase. The grab-bags will include items such as RAHB Board Maps, Open House stickers, a PPE kit, and much more!

The Realty Shoppe will also be raffling off two prizes - the first prize is a personal travel safe valued at \$25 and the second is a gift basket filled with RAHB Realty Shoppe goodies!

\*Must be an in-store purchase to receive discount-online purchases will not be included in discounted pricing.




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## Strong Majority of Ontarians Want Oversight of Real Estate Auction Companies to Strengthen Consumer Protection

When it comes to making the biggest financial purchase of your life, Ontario's families deserve to have full confidence in the home buying and

selling process, and that includes trusting that the professional by your side has the highest professional standards, training, and modern tools. However, current stipulations in the Trust in Real Estate Services Act (TRESA) exempt auctioneers from registration or licensing requirements - a loophole with frightening implications for unsuspecting consumers trying to buy a home.

The Ontario Real Estate Association (OREA) is calling on the re-elected Government of Ontario to eliminate the outdated auctioneer loophole and require owners of real estate auction companies to formally register with the Real Estate Council of Ontario (RECO). [A recent survey conducted by Abacus Data on behalf of OREA](#) shows that 70% of Ontarians support the regulation of auctioneers who would sell homes in an open bidding process.

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

[Read the News Release Here](#)

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## Upcoming OREA Standard Forms Webinar

OREA Forms Team is committed to helping you enhance your knowledge about frequently used OREA Forms. OREA Forms are integral to your success in the real estate business. Join OREA on Wednesday, June 29 at 1:00 p.m. to discuss and review the many Agreements of Purchase and Sale. This webinar called Selecting Your APS - Did you Know There are 14? is an opportunity to extend your awareness and knowledge to explain one or more Agreements of Purchase and Sale to your consumers in technical and practical language. Members are urged to establish a thorough understanding of OREA Forms to build confidence working with Forms and gain consumer's confidence.

Topics include:

- Agreement of Purchase and Sale options for Members
- Differences between the many Agreements
- Cautions about certain Agreements
- Special focus discussion to Assignment, Condominium, Commercial APS

You use Forms all the time, set your calendar to join these critical conversations. Cassandra Agnew Walker, OREA's Head of Standard Forms, leads this Webinar.

[Register Now!](#)

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## News

[Canada's inflation rate spikes to near 40-year high, calls for supersized rate hike mount](#) - Financial Post

[Hamilton third least affordable city in North America, study shows](#) - The Hamilton Spectator

[Canada housing crash - what could make it happen?](#) - CMP (Mortgage Broker News)

[Skyrocketing rents in Hamilton causing some residents to 'to fall further and further behind'](#) - The Hamilton Spectator

[More than Half of Ontarians Believe They'll be Priced Out of Their Own City](#) - Storeys

[Why housing costs are driving up inflation, despite the real-estate downturn](#) - The Globe and Mail

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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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### RAHB 2022 SPONSORS



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

Our mailing address is:

505 York Blvd, Hamilton, Ontario, L8R 3K4

Empowering RAHB REALTORS<sup>®</sup> to Succeed.

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