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# NEWSREAL

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## Thank you for attending our 2022 Open House!



Thank you to everyone who attended our 2022 Open House last week! It was so great to see everyone in-person and catch up. Through our Putting Greens station RAHB members raised a total \$345 for the Ontario REALTORS Care® Foundation!

We would also like to congratulate **Cait Stevens** and **Tory Akene** for completing our RAHB Open House Passport and winning \$100 Amazon Gift Cards as well as **Amir Ahmadi** and **Maria Barrera Arboleda** (pictured below) for winning our Realty Shoppe Prize Packs!





We hope you enjoyed our renovated offices and come back to see us soon! A huge thank you as well to our 2022 sponsors as well as the vendors who helped make this event possible.

## Register for RAHB's Second Annual Walk-a-thon!



Summer is here, and with that, the return of RAHB's 2nd Annual Walk-a-Thon! We are again inviting members, their families, and friends to raise funds this September to support Habitat for Humanity Canada. Through our efforts, we can help families in our communities to build strength, stability and independence through attainable home ownership.

Here's the inside scoop...

**WHAT:** Invite your colleagues, friends and family to join you to collectively walk 100 kilometres and raise a total of \$500 per team (or \$125 individually)

**WHEN:** September 1 - 30, 2022.

**WHY:** To raise funds and awareness in support of Habitat for Humanity Canada and support families in need of housing in the RAHB market area.

**WHO:** Teams of four require at least one association member or staff member to be eligible to join.

**WHERE:** Wherever you want. RAHB's Walk-a-thon is an excellent opportunity to visit your favourite trail or park. We ask you to keep track of your progress on the event webpage and ensure your miles are logged on or before the end of September.

**HOW:** Registration is now open! We invite you to register today and save 20 per cent on the \$25 registration fee with our Early Bird special, which ends on July 31.

To get started:

- Visit our registration page by clicking [here](#) \*

- Form or join an existing team
- Start sharing the link to the donation page with your friends and family to support a fantastic cause!

\*If you are a returning walker from last year, you can use the same log-in credentials you created previously.

We thank you in advance for your support and look forward to hitting the pavement to make our community a better place for all.

For questions, please get in touch with Alex Hill, RAHB's Professional Development & Event Coordinator, at [alexh@rahb.ca](mailto:alexh@rahb.ca).

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## RAHB Government Relations Your Way...



Welcome back to "RAHB Government Relations Your Way, Three Quick Questions to have Your Say"!

Please click the button to answer a 1-minute poll on the following topic:

**City of Hamilton Short-Term Rentals (ex. AirBnB)**

**Fill out the Poll Here!**

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## Committee Spotlight: Nomination Committee 2022

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



The Nomination Committee encourages the submission of eligible candidates for election to the RAHB Board of Directors, in accordance with RAHB Bylaw.

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## 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:

- Wednesday, July 13: **The New Reality of Sales Skills Webinar** from 10:00 a.m. to 11:30 a.m.
- Wednesday, July 20: **Matrix: Hit Counters and Reverse Prospecting** from 10:00 a.m. to 11:00 a.m.
- Wednesday, August 10: New Member Orientation begins at 10:00 a.m.

\*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](#)

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## Education Roundup





**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

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CTBx AIR   GeoWarehouse   The Listings Lab   CREA   Real Estate Lawyers   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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## RECO Registrants are Required to Renew their Insurance by August 12

The renewal of RECO's professional liability insurance program begins on July 7, 2022. This year's annual payment is \$500 per registrant and it is due by **August 12, 2022**.

RECO registrants can visit their [MyWeb](#) portal to make their payments. Specific instructions will be emailed to all registrants.

Payments can be made online by credit card through [MyWeb](#) - a fast, easy and secure system. RECO accepts Visa, MasterCard, debit, pre-paid and gift cards for the full amount. Registrants can obtain a copy of their insurance invoice on [MyWeb](#).

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## REMINDER - Federal Statutory Holiday: National Day for Truth and Reconciliation - September 30, 2022

**September 30th** marks a federal statutory holiday called the National Day for Truth and Reconciliation. Like all Canadians, this day provides an opportunity for each public servant to recognize and commemorate the legacy of residential schools. This may present itself as a day of quiet reflection or participation in a community event.

**What this means for REALTORS®:** As this is a statutory holiday, properties will **NOT** be able to close on September 30, 2022. It is recommended that if you have a closing scheduled to re-schedule it as soon as possible.

[Click here](#) to learn more about the National Day for Truth and Reconciliation.

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## Register for OREA's Waivers, Amendments & Notices

## Webinar

There is a general practice regarding real estate negotiation matters in that it is relevant whether one chooses to use a Waiver as opposed to a Notice of Fulfillment when completing a transaction.

There are common misconceptions resulting in potential miscommunication and frustrations with a transaction. Join the Forms Team on **July 27, 2022, at 1:00 p.m.** for OREA's Waivers, Amendments & Notices Webinar. Cassandra Agnew Walker, OREA's head of Standard Forms, will lead this webinar.

This webinar will cover answers to questions, including:

- When can a buyer NOT use a Waiver to remove their condition?
- Can the listing brokerage rep demand a notice of fulfillment for a buyer to firm up their conditional offer?
- Do both parties always have to sign an Amendment to their original Agreement?
- Why are there so many OREA Waiver Forms available?

[Register Now!](#)

## News

[Reverse mortgage market has plenty of room to grow, but risks abound](#) - Financial Post  
[The tale of three first-time Hamilton homebuyers – the hopeful, downhearted and victorious](#) - The Hamilton Spectator

[CMHC revises down home price forecast over next two years to adjust for interest rate spike](#) - The Globe and Mail

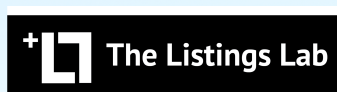
[How will prospective home buyers fare under current conditions?](#) - CMP (Mortgage Broker News)

[Exodus from Toronto suburbs is driving growth in Hamilton suburbs](#) - 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](http://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

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