



# The Oakville, Milton and District Real Estate Board

Your Local REALTOR® Connection

February/March 2015

## Upcoming Board Events

February 26<sup>th</sup>  
Charity Fashion Show

June 8<sup>th</sup>  
Charity Golf Tournament

## Upcoming Seminars

February 23<sup>rd</sup> - 27<sup>th</sup>  
REIC2360 – The Leasing  
Process

March 4<sup>th</sup>  
Hands-On iPad

March 9<sup>th</sup>  
TARION Seminar

March 10<sup>th</sup> - 12<sup>th</sup>  
REIC 2270: Consumer Behavior  
And Negotiating

March 24<sup>th</sup>  
Website Strategies And  
Marketing For REALTORS®

April 1<sup>st</sup>  
REIC/CRB: Position Your Busi-  
ness For Profit

April 27<sup>th</sup> - 28<sup>th</sup>  
REIC 2280: Legal Issues In  
Real Estate

June 3<sup>rd</sup> - 5<sup>th</sup>  
REIC 2600: Ethics And  
Business Practice

For our complete education calendar,  
please visit [omdreb.on.ca/education](http://omdreb.on.ca/education).

## MLTT issue rises again in Oakville

The land transfer tax has reared its head once again. In a recent letter to the *Oakville Beaver* editor, a reader asked why a pollster was asking if he “favoured the Town of Oakville raising revenues through a Municipal Land Transfer Tax like Toronto has.”

The reader referred to a phone call from Pollara Strategic Insights, a Canadian public opinion and market research firm, who were conducting a “detailed survey commissioned by the Town of Oakville.”

During last summer’s provincial election, both Oakville and Milton MPPs affirmed they would not support the introduction of an MLTT.

In the fall, Oakville’s town and regional councillor candidates overwhelmingly said no to a land transfer tax being introduced in Oakville, it develops.

should the province grant the power, after being polled by OMDREB.

Oakville Mayor Rob Burton indicated during an Oakville Chamber of Commerce debate that he was open to evaluating any new tax tools that the province may provide, citing an “over-worked” property tax.

While Burton pointed out it’s not clear the province will provide the Town with this tool, this latest development should concern REALTORS®.

The Board’s Government Relations Committee is working with OREA GR staff to address the concerns of this latest news with the Town.

The Board will relay any news on this issue as it develops.

## Matrix 6.9 launching early March

CoreLogic has confirmed that the Board’s version of Matrix will be upgraded to version 6.9 by early March.

It is anticipated the Regional MLS® Service will launch on this version of Matrix.

The enhanced portal will include personalized greetings, custom initial and update emails for each client, display of Member information, client searches and an improved display.

For the complete list of upgrades featured in v6.9, please visit the Blog in the Members’ Area on [omdreb.on.ca](http://omdreb.on.ca).

### *What’s Inside*

*Page 2 - TREB photo policy + Upcoming events*

*Page 3 - REIC + NAR courses + Affinity program*

*Page 4 - Exploring [omdreb.on.ca](http://omdreb.on.ca)*

*Submit your content and/or pictures to us for inclusion in our April issue. Please email Von at [communications@omdreb.on.ca](mailto:communications@omdreb.on.ca).*

*Please note we reserve the right to edit any submitted content for clarity, length and grammar.*



***Need a space?***

***We got a space!***

***Room rentals in Oakville and Milton available.  
Contact Brendan @ 905-844-6491 ext. 111***





## 2015 Scholarship Awards

OMDREB is accepting applications now.

Visit [omdreb.on.ca](http://omdreb.on.ca) for more details or call 905-844-6491 ext. 110

# Change to TREB's inter-board photo policy

TREB has changed their inter-board policy regarding photos, effective February 1.

The new policy is as follows:

TREB charges \$22.60 (\$20+HST) for amendments to listings. Status changes (conditional/firm sales, suspensions, back on market, cancellations) and extensions to listings are **exempt** from this charge.

TREB will charge an **additional** \$22.60 (\$20+HST) for changes to listing photographs **after** they have initially been loaded. However, if the changes to photographs are sent at the same time

as a chargeable amendment, only one payment of \$22.60 will apply.

Please contact Sam Featherstone at 905-844-6491 ext. 108 with any questions about this new TREB policy.

## RECO's vision for education

RECO has presented a new vision for registration education and they are looking for your comments.

A white paper has been produced outlining their proposed vision for the future of registration education for real estate professionals in Ontario.

Also available is an Executive Summary that provides an overview of the vision and a Q&A document.

RECO asks that you submit any comments you have by February 20 to [whitepaper@reco.on.ca](mailto:whitepaper@reco.on.ca).

For more information on RECO's vision for registration education, please visit [www.reco.on.ca/education](http://www.reco.on.ca/education).

This is the latest step in the review of RECO's education programs, which began in 2011. The review also led to the launch of a new Mandatory Continuing Education Program, which has been well-received by registrants.

## Coffee with Colin

Join us at the Milton office and meet Colin Best, REALTOR® and local Milton & Regional Councillor for Wards 2, 3, 4 and 5.

Attend a complimentary drop-in session to ask Colin questions you or your clients may have:

- Do you know what you can do on your property?
- What does the zoning by-law permit on the property you are looking at?
- The Town and Regional official plans are being reviewed and updated; do you want to know the implications?
- Halton will be adding 480,000 new residents over the next 26 years; are you interested in knowing where they will be moving to?

Join us from 10:00 a.m. to 11:00 a.m. on the following dates:

- Friday, March 13
- Friday, April 10
- Friday, May 15
- Friday, June 12

No registration is required.

## Upcoming events

The Board is pleased to co-host its first fashion show on February 26 and some of OMDREB's very own Members will be hitting the runway for this charity event.

Bronwen Cockcroft, Claudia DiPaola, Fiona Gossling, Helen Mara, and Stacy Peereboom have all agreed to strut their stuff and sport the latest designs by Debbie Glover's Studio 49.

The Avis and Irish team approached the Board with the event and all proceeds are going to support the Nanny Angel Network, the President's Charity for 2015. If you're interested in having the Board co-sponsor a charitable event for NAN, please contact us with your idea.

## Save the date - Golf tournament

The Board's annual golf tournament will take place on Monday, June 8 at Rattlesnake Point Golf Club. New for this year is the option to play a nine or 18-hole game.

All proceeds from this year's tournament will support the Nanny Angel Network.

## Fashion Show

supporting



February 26  
Rattlesnake Point Golf Club

Fashions by Debbie Glover  
of Studio 49

Visit [omdreb.on.ca](http://omdreb.on.ca) or call  
905-844-6491 ext. 111 for tickets

Ticket includes dinner, raffle  
tickets and \$50 gift certificate  
for Studio 49

# Upcoming REIC and NAR courses

The Board is offering a number of REIC and National Association of REALTOR® courses at the Board, some of which qualify for designations.

## **REIC2360 – The Leasing Process February 23 – 27**

Designed to strengthen the real estate practitioners skills in handling and addressing the variety of issues which can arise in a commercial leasing sequence. Commercial leases come packaged in a bewildering assortment of complex forms that require the comprehension of many interrelated factors.

## **REIC2270 – Consumer Behaviour and Negotiating – March 10 – 12**

This specialty course is designed to develop the real estate practitioner's skills in understanding the needs and behaviour of the people they do business with, and to effectively and successfully communicate and negotiate with them.

## **REIC2280 – Legal Issues in Real Estate April 27 – 28**

This course will assist you to develop an

understanding of the various legal pitfalls involved in selling real estate today. Students will learn not only what the current legal issues are in real estate but also how to protect themselves from liability.

## **REIC2600 – Ethics and Business Practice – June 3 – 5**

This course is designed to help develop and refine the real estate practitioner's decision-making skills from an ethical standpoint.

## **Position Your Business for Profit – NAR's Certified Real Estate Brokerage Manager Program (CRB) – April 1 – 2**

This two-day workshop focuses on increasing profitability and controlling costs.

## **ABR® – Accredited Buyer's Representative – May 5 – 6**

The ABR® course educates and prepares the buyer representative to provide the kind of service and fidelity to buyers which sellers have always wanted.

*For more info, contact Cyndi at 905-844-6491 ext. 106.*

# Affinity program launching soon

The Board has contacted and negotiated discounts with a number of businesses in the local and surrounding area.

Some of the business participating in the program include Boston Pizza, Carson Law Office, Deerhurst Resort, Falls Avenue Resorts, Fasada, Homewood Suites, Insuranceland, Marineland, Mirvish Productions, Ontario Science Centre, Royal

Ontario Museum, Selloffvacations.com, Wild Water Kingdom, the CNE and more.

A complete list of businesses participating in the program and the details of how to obtain discounts will be released by March.

For more information on the affinity program or to refer a business, please contact Cyndi at 905-844-6491 ext. 106.

# Scholarship awards open now

The Board's annual Scholarship program is open and accepting applications now.

The scholarship awards are open to graduating high school students residing locally and registered with a secondary school within the Board's (OMDREB) jurisdiction, or whose parent is a member of OMDREB.

Students have an opportunity to win \$2,500, with a maximum of four scholarships being awarded.

Students may choose one of three essay topics associated with the President's Charity and/or the REALTORS Care® Foundation.

A panel of judges will evaluate all submitted essays and announce the winner(s) in May. Essays are due by April 9.

For more information, please visit [omdreb.on.ca/about/scholarship](http://omdreb.on.ca/about/scholarship).

News

Member Info

Stats

MyStore

Professional Development

Resources

Events

It's all here - [omdreb.on.ca](http://omdreb.on.ca)

## *Feb./March 2015 Newsletter*

*Design and content by Von Jeppesen except where noted with byline.*

### Staff Directory

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# Have you explored the new omdreb.on.ca?

The Board's website was re-launched in December and while there is lots of information for consumers and the public, there's also a lot for Members!

## Members Directory

Make sure people see the best picture of you when they look you up on our Member directory.

To upload a new picture, log in to the Members' Area and visit the 'Profile' tab in the second heading.

## Members' Area

Using your Matrix login information, you can unlock the website's Members-only area.

## Blog and Board News

FYI-type information is posted to the blog, such as town news and technology upgrades. Share info and we'll post it on the blog? Important news about the Board is shared in Board News.

## Membership Changes

Now you no longer have to download a PDF to view this information. Membership changes are now posted in a blog-style format.

## Resources

Here you can find a list of informative PDFs that will help you with your business, such as FINTRAC, CASL, etc.

## Volunteer

Signing up to volunteer at the Board has never been this easy! Visit this page to fill out an electronic webform and hit submit. Someone from the Board office will follow-up with you about your submission.

## Submit an Event

Are you or your brokerage hosting an event? Enter the information into the webform, hit submit and it will be listed on our website on the Member Events page.

## Forum

A new feature soon to be released is a Message Forum. Members will be able to engage in general discussion, tips of the trade, community involvement, and technology. There will also be a special area for Managing Brokers' and Administrators.

Stay tuned for its launch.

## Comments and suggestions

We want the website to be a useful resource for you and the public. Please send us your feedback and any comments or suggestions to: [communications@omdreb.on.ca](mailto:communications@omdreb.on.ca).

