



February 9, 2018

Jim Stewart
President, British Columbia Real Estate Association
1420 – 701 Georgia Street West
PO Box 10123, Pacific Centre
Vancouver, BC V7Y 1C6

Attention: BCREA and Real Estate Board Presidents

Re: Update to Rules Implementation Date and Publication of New Rules

Dear Mr. Stewart and Board Presidents,

Thank you for your correspondence dated February 1, 2018 related to rule changes under the *Real Estate Services Act*. I am writing in response to your letter as well as the correspondence sent directly to my office by several of the Boards.

My office is aware of the considerable industry concern surrounding the implementation of the new rules related to dual agency and enhanced consumer disclosures. We are committed to ensuring a successful implementation of the new rules and ensuring that licensees have necessary information regarding the rules.

The implementation date for the new rules reflects an attempt to balance the urgent need to implement industry reforms with the need to educate licensees on the rules. Given the magnitude of the changes, the Real Estate Council is tasked with a significant amount of work to develop new forms and education materials. While the Council has been working diligently to implement the new rules, it is clear that additional time would ensure a more successful roll out of the upcoming changes. Therefore, I will be amending the effective date of the rules related to dual agency and consumer disclosures from March 15, 2018 to June 15, 2018.

As previously indicated, I intend to publish rules for consultation that will require licensees to take an education course related to the dual agency and consumer disclosure rules. I expect that this course, which is being developed by the Real Estate Council, will be available to licensees in early May 2018. I anticipate these rules will be published for consultation in the coming weeks.

My office has been working with the Real Estate Council on how conflict of interest provisions should pertain to the dual agency prohibition. I agree that more clarity is required in this area. As such, I intend to publish rules for consultation that directly address how licensees should manage conflicts of interest involving competing clients so that they can continue to represent a party to the transaction. I believe this change will strengthen consumer protection.

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Although the effective date of the March 15, 2018 rules will be changed, this will not have an impact on my office's work related to establishing a regulator code of ethics and strengthening managing broker oversight.

I recognize that many of my office's initiatives will significantly impact licensee business practices and I look forward to continued dialogue with industry as we embark on additional reforms.

Sincerely,



Micheal Noseworthy
Superintendent of Real Estate

- cc. John Evans, President, BC Northern Real Estate Board
- Greg Nord-Leth, President, Chilliwack and District Real Estate Board
- Gopal Sahota, President, Fraser Valley Real Estate Board
- Cyndi Crossley, President, Kamloops and District Real Estate Association
- Darren Close, President, Kootenay Real Estate Board
- Tanis Read, President, Okanagan Mainline Real Estate Board
- Neil Frost, President, Powell River and Sunshine Coast Real Estate Board
- Jill Oudil, President, Real Estate Board of Greater Vancouver
- Linda Davreux, President, South Okanagan Real Estate Board
- Don McClintock, President, Vancouver Island Real Estate Board
- Kyle Kerr, President, Victoria Real Estate Board
- Robert Holmes, Q.C., Chair, Real Estate Council of British Columbia
- Erin Seeley, Executive Officer, Real Estate Council of British Columbia