



BRITISH COLUMBIA
REAL ESTATE
ASSOCIATION

the bulletin

Education by the Numbers

With REALTORS® hectic schedules in mind, the name of the game for continuing education is value—ensuring you get the information you need to help your business grow. Your working environment is constantly evolving and, from the feedback we've received, BCREA is doing its part to adapt to the ever-changing educational needs of the profession.

Based on Continuing Professional Education (cpe) course evaluations from the second half of 2006, more than 96 per cent of participants were satisfied with the quality of the material covered and the overall course itself. In fact, over 93 per cent said the courses were worth the time and money and would recommend them to colleagues. A total of 13,383 attendees participated in cpe courses throughout the province in 2006, up more than 44 per cent from 9,244 in 2005—and enrollment is expected to increase in 2007.

Last year, more than 1,700 brokers, associate brokers and sole proprietors took part in 42 complimentary offerings of the Professional Development Program's (PDP) required course, *What Brokers and REALTORS® Need to Know About Agency*, sponsored by the Real Estate Council of BC. This course is also the required course for the Council's Relicensing Education Program (REP), which was introduced in January.

With a total of 102 offerings of the agency course in 2006, BCREA added



Vice President Andrew Peck to its already impressive complement of experienced instructors. Several additional instructors have also been hired for *Legal Update*, BCREA's second-most popular cpe course in 2006 with 40 bookings.

“This course provides the knowledge we as REALTORS® need to protect ourselves and our clients.”

Karen Roberts, Homelife Glenayre Realty Chilliwack, on *What Brokers and REALTORS® Need to Know About Agency*

“It's been a challenge to keep pace with the demand for several of our cpe courses, and our staff has done an exceptional job in doing so,” said June Piry, BCREA Director of Education. “With the additions to our core group of qualified instructors, we'll be able to expand the scope of our efforts in the coming year and give even more REALTORS® the quality educational experience they've come to expect from BCREA.”

Aside from cpe courses, it was another banner year for the post-licensing course, the *Residential Trading Services Applied Practice Course*, with 77 courses for 2,361 attendees—up more than 23 per

cent from 1,916 in 2005. Last year also marked a milestone for commercial real estate, as BCREA presented the first two offerings of the *Commercial Trading Services Applied Practice Course*, with a total of 56 attendees. This course is available to new licensees wishing to specialize on the commercial side.

“The feedback we've received from the *Commercial Trading Services Applied Practice Course* has been very positive and we look forward to providing bookings in 2007,” said Piry.



PDP Professional Development Program

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President's Report

Great Beginnings



President *Kelly Lerigny*

For a good part of the past few months, the Board of Directors has worked to develop the 2007 Strategic Plan. Our aim was to have a concise goal set—only four—focusing on what we know to be relevant and believe to be achievable.

1. BCREA and its member boards will work together with mutual respect to ensure the continuing relevance of REALTORS® in BC.
2. BCREA will be the authoritative voice in BC for the real estate profession.
3. REALTORS® will be proud to be recognized as the trusted source for real estate advice.
4. BCREA will be a transparent, well-managed, effectively-governed, fiscally-sound organization, positioned to meet the needs of its members.

These goals describe desired outcomes in specific areas of effort, and they're stated as being timeless and unbounded. The objectives that fall under each of the four goals are consciously framed as forward-moving actions, beginning

with words like increase, enhance, develop, advance. These objectives importantly emphasize the need to work with and for the 12 member boards as the way to achieve success.

A major first step under the advocacy and professionalism goals was our hiring our own Chief Economist, Cameron Muir. Cameron, who was formerly with CMHC, has been in demand since he joined BCREA in mid-November.

A well-known economist in the Lower Mainland, Cameron has already changed the landscape of BCREA's media relations with his commentary on the housing market and how it influences the economy. Between November and early January, the Association received 16 mentions in the media—including appearances on Global news and CKNW's Bill Good Show—compared with two mentions for the same period a year earlier. Cameron also spoke at the Canadian Home Builders' Association-Victoria's Annual Crystal Ball Session

and is scheduled to speak at several member board annual general meetings this spring.

We're clearly moving in the right direction to fulfill the goals to be the authoritative voice for the profession, and building REALTOR® pride, as we are recognized as the trusted source of real estate advice.

Kelly Lerigny
President

The full BCREA Strategic Plan is available on the Association's REALTOR Link® homepage at www.realtorlink.ca, under

Board of Directors 2006-2007

Core Ideology	Officers	Regional Directors																				
<p>Core Purpose Ensuring the continued relevance of REALTORS® in BC.</p> <p>Core Values</p> <ul style="list-style-type: none"> • Member board vitality • REALTOR® success • REALTOR® professionalism • Quality of Life <ul style="list-style-type: none"> - Economic viability - Housing opportunities - Environmental preservation - Property owner rights - Better communities • Public trust 	<p>President Kelly Lerigny 604.858.7179 kellylerigny@shaw.ca</p> <p>Vice President Andrew Peck 604.266.8989 apect@royalpacific.com</p> <p>Past President Dave Barclay 250.847.5999 daveandsonia@telus.net</p> <p>Executive Officer Robert Laing 604.742.2787 rlaing@bcrea.bc.ca</p>	<table border="1"> <tbody> <tr> <td>Region I</td> <td>Linda Woodruff</td> <td>250.567.2271</td> <td>woodruff@hwy16.com</td> </tr> <tr> <td>Region II</td> <td>Gretchen Gebhard Scott Veitch</td> <td>250.717.5000 250.428.9331</td> <td>gretcheng@shaw.ca smveitch@telus.net</td> </tr> <tr> <td>Region III</td> <td>Gary McInnis John Tillie</td> <td>250.384.8124 800.976.5566</td> <td>gary@garymcinnis.com john@johntillie.com</td> </tr> <tr> <td>Region IV</td> <td>Bill Binnie W. Brian Thompson W. Dave Watt</td> <td>604.926.6011 604.228.9339 604.926.6011</td> <td>billbinnie@royalpage.ca bthompson@telus.net wdavewatt@telus.net</td> </tr> <tr> <td>Region V</td> <td>Patti Flostrand Moss Moloney</td> <td>604.202.3257 604.590.4888</td> <td>patflost@dowco.com mmoloney@axionet.com</td> </tr> </tbody> </table>	Region I	Linda Woodruff	250.567.2271	woodruff@hwy16.com	Region II	Gretchen Gebhard Scott Veitch	250.717.5000 250.428.9331	gretcheng@shaw.ca smveitch@telus.net	Region III	Gary McInnis John Tillie	250.384.8124 800.976.5566	gary@garymcinnis.com john@johntillie.com	Region IV	Bill Binnie W. Brian Thompson W. Dave Watt	604.926.6011 604.228.9339 604.926.6011	billbinnie@royalpage.ca bthompson@telus.net wdavewatt@telus.net	Region V	Patti Flostrand Moss Moloney	604.202.3257 604.590.4888	patflost@dowco.com mmoloney@axionet.com
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Audit Identifies Opportunities

You're being audited!

Although that phrase usually causes stress levels to spike, it also has an undeniable upside. An effective audit helps identify strengths and, more importantly, demonstrates where more focus is required.

With that upside in mind, BCREA initiated a perception audit of its government relations activities last fall. Performed by the firm Hill & Knowlton, objectives for the audit were:

- Determine how the Association is perceived by stakeholders
- Determine perceptions of BCREA compared to other organizations
- Benchmark and audit the Association's government relations activities and products

The audit consisted of telephone surveys of 41 people, including 27 government officials and other external stakeholders. Responses were also received from representatives of real estate related organizations.

Strengths

Overall, the audit indicated BCREA's government relations activities are effective and reflect a high level of awareness among stakeholders, particularly government officials, about the organization. Specifically:

- Strong communications and government relations programs have helped build a strong and positive profile of the organization among the respondent stakeholders, notably government officials.
- Ninety-six per cent of respondents

view BCREA as an important stakeholder for property and real estate issues.

- Respondents indicated a good perception of the Association, though some negative respondents tended to view BCREA as self-interested.

Reinforce Communication

BCREA's 2007 operational plan will include strategies to address opportunities identified by the audit. The most important and fundamental one is ensuring that government decision makers and other stakeholders have a consistently high awareness of the many issues and positions BCREA promotes.

96% of respondents view BCREA as an important stakeholder for property and real estate issues

Given REALTORS®' positive reputation among government officials, BCREA will lend more focus to ensuring timely and effective communication between members of the profession and their MLAs. Reinforcement of key messages to officials on issues of interest to the profession will be paramount.

For example, BCREA will provide support for more thorough follow-up between its Government Liaison Reps and MLAs following GL Days each spring. The summer and fall months offer excellent opportunities to build relationships and reinforce the recommendations made to elected officials.



Networking and Leadership

Improving Quality of Life in communities across the province requires networking with provincial politicians and community leaders. That's where participation in conferences, workshops and policy discussions is important—something well suited to the profession.

BCREA will increase its capacity to do more networking and work with member boards to help them capitalize in this area, as well.

While these goals are ambitious, together they paint a broad picture in which the real estate profession is a strong advocate on issues that impact real estate and communities. The next perception audit will demonstrate how well BCREA has performed.

For more information about the audit, contact:

Steve Olmstead
Manager of Government Relations
solmstead@bcrea.bc.ca

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Send questions and comments about The Bulletin to:

Editor: Norma Miller
Assistants: Kyle Thom
Steve Olmstead

600 – 2695 Granville Street
Vancouver, BC V6H 3H4

Phone: 604.683.7702
Fax: 604.683.8601
Email: bcrea@bcrea.bc.ca

www.bcrea.bc.ca

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Practical Points

Accuracy Counts

Inaccurate measurement of property is a common complaint, according to the *Licence Practice Manual*. The LPM also notes there are several standards that can be applied to taking accurate measurements, though it doesn't recommend any particular standard (see pages 62-64).

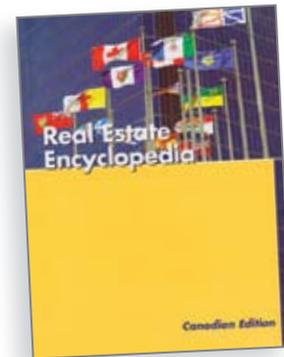
In choosing a measurement standard, it's important for REALTORS® to ensure their practices are consistent with the standards used in their specific market and for the particular property type. For example, in some jurisdictions, below grade square footage may be included in the total living area; in other jurisdictions, it may not. It's also important to verify the method by which a property was measured or the source of the measurements.

A couple of different standards are provided by the Canadian Real Estate Association (CREA) and the American National Standards Institute (ANSI). CREA defines living area as the total floor area of the building situated above grade. In multi-level homes, the living area is the sum of the gross area of each floor, situated above grade. Under ANSI, floor area calculations are based on the exterior dimensions of the building at each floor level and include all interior walls and voids. However, ANSI:

- Doesn't include porches, patios, balconies, garages or carports
- Does include bay windows, overhangs and chimneys

If your board hasn't already provided

you with guidelines, the *Real Estate Encyclopedia* could be just what you need. The encyclopedia provides a total of 14 examples, including multiple split-level homes, two-storey homes with open foyers and homes with walkout basements. Contact BCREA to order (604.683.7702).



Government Relations

REALTORS®, MLAs Discuss Housing, Water

REALTORS® continue to earn respect from provincial politicians for the special way they present themselves on public policy issues. Speaking with a united voice and following through on commitments to help the government address issues is the profession's standard and it pays off.

Come April, that strategy will be in action when more than 75 REALTORS® meet with MLAs in Victoria during BCREA's Government Liaison Days. Ensuring BC's housing economy remains healthy and contributing to the regional and provincial economies will be central to the profession's recommendations.

"Everyone wants the real estate economy to remain strong," explains REALTOR® Janet Cunningham, chair



of BCREA's Government Relations Committee. "We're developing recommendations to help take advantage of the market and non-market housing opportunities that exist." Dealing with the Property Transfer Tax will lead the list.

Recommendations are also being developed to address emerging concerns over public access to safe drinking water and the questionable adequacy of water infrastructure, including the province's system of dykes. "Quality of Life in communities is our concern. By being proactive on these topics, we help frame the policy discussions that affect communities and our clients."

Political panels, guest speakers, breakfast meetings and receptions are being planned to help reinforce the profession's recommendations to MLAs.

For information on GL Days and the profession's recommendations, visit BCREA's REALTOR Link® homepage in the weeks ahead.

BC Building Code Primer

REALTORS® know the BC Building Code (BCBC) establishes “consistent, minimum standards for residential construction and building alterations.” But the 2006 code, which came into force on December 15, includes several changes of interest to real estate professionals and their clients.

The code applies to the entire province, except for the City of Vancouver where the *City of Vancouver Building By-law* applies.

Easier to Understand

The new code follows an objective-based format and explains the reasons behind each provision (i.e., health, structural protection).

Moisture Management

New provisions for “precipitation management” include:

- Section 9.25: Mild Climate Indicator index to help determine where low air and vapour barrier permeable materials are required
- Section 9.27: In wet regions, cladding to avoid rainwater penetration requires a rain screen
- Section 9.25.4.2: New definition of “vapour barrier materials” and materials criteria

Slope, Seismic Standards

The provincial government delayed implementation of slope stability and seismic standards provisions, given concerns that they’re inadequate. These standards affect building sites on steep slopes and unstable soils in subdivisions, developments, vacant property and existing homes. The provisions are under review and BCREA will



communicate the results to the profession as soon as possible.

More Information

The Homeowner Protection Office has developed a series of bulletins that describe the changes in more detail (www.hpo.bc.ca/research). A comprehensive overview of code changes is available at www.housing.gov.bc.ca/building/code.

Trends

Living Together: Comparing Housing Preferences

In August 2006, the Real Estate Foundation of BC and BCREA provided funding to the Urban Futures Institute to compare and contrast the housing occupancy patterns of Canadian-born and foreign-born Lower Mainland residents by their period of immigration, visible minority status and community of residence.

Part I of the research focuses on the average number of people who live in households, and the family living arrangements of these people; part II focuses on the structure type and tenure of the dwelling maintained by people in each age group.

Highlights include:

- The foreign-born population was

more likely to maintain family households with children present, as well as multi-family households.

- Age had a much greater influence on housing occupancy than place of birth or period of immigration.
- Recent immigrants of Chinese descent had a higher maintainer rate for single detached dwellings; other visible minorities for attached ground-oriented dwellings; and non-visible minorities for apartments.
- Recent immigrants of Chinese descent were more likely to be owner-occupiers, while non-Chinese visible minorities and non-visible minorities were more likely to rent.

These research results provide valuable insights for REALTORS® serving

immigrant clients, and may help them anticipate their clients’ needs. The study was also used by the Design Centre for Sustainability at UBC’s Sustainability by Design for phase one of its project, which examined how housing, land use, jobs and transport could be designed, delivered and distributed in the decades ahead, while ensuring more livable and sustainable communities.

This research is available on BCREA’s REALTOR Link® page (www.realtorlink.ca), under Publications & Hot Topics.



THE REAL ESTATE
FOUNDATION
OF BRITISH COLUMBIA

Current as of January 4, 2007. Check with your local board office for last-minute changes. Look for a full list of cpe courses on BCREA's REALTOR Link® homepage, under Professional Development.

Please note that this is a schedule of BCREA cpe courses only and does not reflect all PDP-accredited courses. Unless otherwise indicated, each course is assigned 6 PDP credits.

As of January 1, 2007, the Real Estate Council of BC is no longer funding the complimentary bookings of *What Brokerages and REALTORS® Need to Know About Agency* for managing brokers, associate brokers and sole proprietors, as it did in 2006. All 2007 bookings for this course are open to representatives, brokers and sole proprietors. Each board will determine the registration fee for this course.

Chilliwack and District Real Estate Board

FEB. 28, CHILLIWACK, *Electronic Title Searching*, Catherine Greenall

MAR. 19, CHILLIWACK, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

Fraser Valley Real Estate Board

FEB. 22, SURREY, *What Brokerages and REALTORS® Need to Know About Agency*, Brian Taylor

FEB. 28, SURREY, *Legal Update 2007*, Mike Mangan

MAR. 21, SURREY, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

Kootenav Real Estate Board

MAR. 14, CRANBROOK, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

MAR. 15, CRANBROOK, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

MAR. 16, CASTLEGAR, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

Okanagan Mainline Real Estate Board

FEB. 14, VERNON, *Legal Update 2007*, Mike Mangan

FEB. 15, KELOWNA, *Legal Update 2007*, Mike Mangan

Real Estate Board of Greater Vancouver

FEB. 14, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Andrew Peck

FEB. 15, VANCOUVER, *Risk Management for Commercial REALTORS®*, Joe Mendes

FEB. 16, VANCOUVER, *Representing Buyers in the Sale of New Homes and Condominiums*, Gerry Halstrom

FEB. 20, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Harvey Exner

FEB. 21, VANCOUVER, *Negotiating and Presenting Offers*, Richard Collins

FEB. 22, VANCOUVER, *Legal Update 2007*, Adrienne Murray

FEB. 27, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Brian Taylor

FEB. 28, VANCOUVER, *The Real Estate Services Act – Everything You Need to Know*, 3 PDP Credits

MAR. 1, VANCOUVER, *CONDO 101: Strata Law for REALTORS®*, Mike Mangan

MAR. 5, GIBSONS, *Legal Update 2007*, Adrienne Murray

MAR. 6, GIBSONS, *Legal Update 2007*, Adrienne Murray

MAR. 6, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Leslie Howatt

MAR. 7, VANCOUVER, *Selling Tenant-Occupied Properties (STOP)*, Evelyn McNulty

MAR. 8, VANCOUVER, *Legal Update 2007*, Mike Mangan

MAR. 13, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Jim McCaughan

MAR. 15, VANCOUVER, *CONDO 202: Advanced Strata Law for REALTORS®*, Mike Mangan

MAR. 16, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Harvey Exner

MAR. 20, VANCOUVER, *Electronic Title Searching*, Catherine Greenall

MAR. 21, VANCOUVER, *Know Your Product*, Will Graham

MAR. 29, VANCOUVER, *What Brokerages and REALTORS® Need to Know About Agency*, Richard Collins

Victoria Real Estate Board

FEB. 16, VICTORIA, *Legal Update 2007*, Mike Mangan

FEB. 21, VICTORIA, *Legal Update 2007*, Mike Mangan

FEB. 21, VICTORIA, *Risk Management for REALTORS®*, Kim Spencer

MAR. 8, VICTORIA, *Selling Time Shares, Hotel Strata Lots, Cooperatives and Other Forms of Real Estate*, Adrienne Murray

MAR. 15, VICTORIA, *What Brokerages and REALTORS® Need to Know About Agency*, Michael Ziegler

MAR. 26, VICTORIA, *Liability for Contaminated Sites: New Practical Considerations for REALTORS®*, Waldemar Braul

MAR. 29, SALT SPRING ISLAND, *Legal Update 2007*, Mike Mangan

APR. 6, VICTORIA, *Representing Buyers in the Sale of New Homes and Condominiums*, Gerry Halstrom

PDP Professional Development Program