



WinnipegREALTORS®

# Relator

REALTOR.ca

Providing cutting-edge information to the real estate industry of Winnipeg and greater Manitoba

December 2016



WinnipegREALTORS® president Stewart Elston (middle) thanking Kathryn Graham and Eric Vogan, guest speakers at the association's annual election meeting held on November 23. For more details, turn to page 4.

## Ignorance of the law no excuse

*Ignorantia juris non excusat* — Latin for “ignorance of the law is no excuse” — is a legal principle holding that a person who is unaware of a law may not escape liability for violating that law merely because he or she was unaware of its content.

I want to advertise another member's listing on my site. May I?

Today, with almost everything online, we get questions like this on an increasing basis, so we will attempt to simplify some of the questions here.

The following information is extracted from the *Internet Best Practices Guidelines*, published by the Manitoba Securities Commission.

What is IDX also known as broker reciprocity?

IDX (Internet Data Exchange) is a system that allows REALTORS® to show all MLS® property listings on their own personal websites, from other agents and brokerages, and not just their own or their brokerages listings.

Can we do IDX in Manitoba?

The short answer is No. The Manitoba Securities Commission states that: “Written permission should be obtained, from other licensed entities, before displaying or altering their online listing information.”

That means you cannot display another agent's or brokerage listings on your site without his/her written permission. And with written permission, you cannot alter the information in the listing in any way, and it should always be clear to consumers which listings are the licensee's, and which are not. The name of the listing brokerage cannot be removed.

So, in other words, it is possible to get permission from another broker to display their listings on your website, but

that permission is not implied and in every case must be explicit permission.

What must my online advertising contain?

All online advertising in whatever medium *must* contain the name of the brokerage, on all advertisements in the course of trading in real estate. This includes each individual page and/or frame of a website, email message, online discussion groups, bulletin boards, etc. Adequate contact information (telephone, email, website, address) with respect to the listing brokerage should also be included.

The listing information displayed *must* be kept current and accurate. Licensees must ensure that when listings are no longer active (sold, withdrawn or expired), they are immediately removed from all websites. Similarly, if property information changes during a listing period, the information posted on all websites should be changed accordingly.

You can see there are very specific regulations as to what and how you advertise another registrant's listings. At no point can you claim ownership of that listing and it must at all times be identified as belonging to the other party.

How can I frame information, that I am authorized to frame, from another person or website?

There are three ways to do this: Link, Deep Link or a Frame.

A link is a graphic or word(s) in a website that, when clicked on, takes an Internet user to another website. A deep link is a link that takes a user to a page other than the home page of another website. A frame is created when one website captures the content of another website; the second website is

(See **BE AWARE** page 2)

## Inside

Safety app

MLS® statistics

Election meetings

Call centre highlights

Commercial news

In the loop

3

3

4

5

6

7



# Events

## January 18

WinnipegREALTORS®  
annual Forecast Breakfast  
Canad Inn Polo Park

## January 25

PDP: Reider Insurance, Insurance Basics  
10 a.m. to noon  
MREA classroom

## January 25

PDP: Mortgage Panel — 1 to 3 p.m.  
MREA classroom

## February 10

WinnipegREALTORS®  
annual Awards Banquet  
Club Regent Event Centre

### 2016 BOARD OF DIRECTORS

#### Officers

Stewart Elston	President
Blair Sonnichsen	President-elect, Chair of the Member Services Committee
Chris Dudeck	Treasurer, Chair of the Technology Committee
David MacKenzie	Immediate Past President, Chair of the Nominating and Professional Standards Committees
Josh Nekrep	Chair of the Salesperson's Division Executive Council, Vice-chair of the Government Relations and Technology Committees

#### Directors

Jennifer Berthelette	Chair-elect, Salesperson's Division Executive Council
Ken Clark	Chair of MLS® Committee, Vice-chair of the Investigative Committee
Dana Downey	Chair of the Government Relations Committee
Michael Froese	Chair of the Investigative Committee, Vice-chair of the MLS® Committee
Rena Prefontaine	Vice-chair of the REN/PR Committee
Catherine Schellenberg	Chair of the REN/PR Committee, Vice-chair of the Member Services Committee
Stephen Sherlock	Chair of the Commercial Division

### 2016 SALES DIVISION EXECUTIVE COUNCIL (SDEC)

Josh Nekrep	SDEC Chair, Vice-chair Government Relations and Technology Committees
Jennifer Berthelette	Chair-elect, Member of the REN/PR Committee
Steve Hunt-Lesage	SDEC past-chair, Technology Committee
Kristi Green	Member Services and REN/PR Committees
Eric Neumann	Investigative Committee
Dan O'Brien	Investigative Committee
Tony Rinella	Member Services Committee
Elliot Tardiff	MLS® Committee
Chris Unruh	Technology Committee
Ute Vann	MLS® Committee
Andrea Wiebe	REN/PR Committee

#### MISSION STATEMENT

WinnipegREALTORS® is a professional organization that serves its members and promotes the benefits of organized real estate.

Contact us at WinnipegREALTORS®

Ph: (204)786-8854 • Fax: (204)784-2343

Printed by: The Prolific Group 

## Membership month-end changes at association

**Salespersons** — Marty Marques, Century 21 Bachman & Associates; Sukhbinder Singh, Consumers Real Estate Services Agency; Brett Intrater, Cushman & Wakefield Winnipeg; Lisa Lyle, Monopoly Realty; Kun (Kevin) Yang, Royal LePage Dynamic Real Estate; Alpesh Patel, Sutton Group-Kilkenny Real Estate.

**New broker** — Eddy Noll, Royal LePage Riverbend Realty.

**New alternate brokers** — Akash Bedi, RE/MAX executives realty; Randy Reimer, Royal LePage Riverbend Realty.

**New property management company** — Tony Marino, Genesis Property Management Group Inc.

**New affiliate associate** — Brent Kosack, Kosack Appraisals.

**New supplier** — Laura Beattie, DMS Connect.

**Retired members** — Hanne Hansen, Century21Carrie.com; Ken Stephanson, Interlake Real Estate.

**Deleted members** — Valerie Storey, Century 21 Bachman & Associates; Nell Mraovic, Century 21 Jefferson & Associates; A.J. Bartel, Coldwell Banker Preferred Real Estate; Camelia Bourgeois, Comfree Commonsense Network; Bob Dewar, Renee Dewar, Laurie Mason, LifeStyles Real Estate Ltd.; Wendy Janssen, Rancho Realty Services (Manitoba) Ltd.; Jacklyn Schesnuk, Realty Executives First Choice; Perry Sawatzky, Royal LePage Alliance; Colin Gilroy, Scott Douglas, Royal LePage Dynamic Real Estate; Aziz Rehman, Zeeshan Shaikh, Royal LePage Top Producers Real Estate; Brenda Kitchen, Janice Kitchen, Sutton Group Kilkenny Real Estate.

## Be aware of a number of important issues

(Continued from front page)

said to be “framed” if it appears to be a part of, or embedded in, the first site.

There are a number of important issues to be aware of relating to linking and framing:

Licensees should always seek permission prior to linking to another website. While it is generally agreed that permission is not required to link to certain websites, such as government agencies, public libraries etc., you must remember that a website and its contents are intellectual property. The “look and feel” of a website, its original content, and the manner in which the information is compiled all give rise to a copyright.

Be careful not to misrepresent the relationship between your services and the services offered by a site to which your site is linked.

If the link creates the impression that the licensee is participating in, or endorsing the services being offered, that licensee may be assuming responsibility for the performance of those services. Licensees should make certain that any site to which they link is compatible with the image and views they, and their brokerage, wish to portray.

Deep linking and framing of any kind should never be done without seeking prior approval of the website owner. This is specifically true when linking to property listing information of another registrant, permission *must* be obtained prior to any kind of linking.

What about social networking?

Can posting a link on Facebook or

Twitter be construed as advertising and fall under the same guidelines as stated above?

Yes!

There are so many different forms of social media available today and the list keeps growing. Very often, licensees use social media networking to communicate with clients, customers and the public in general. If the purpose of the communications carried out through any of these networks is of a nature that they fall under the regulation of trading in real estate, then the same requirements of full disclosure must be carried out as in any other advertising medium.

This simply means that you must have the correct information clearly displayed that includes your name, brokerage, address and contact information (website, email address, phone number). This information needs to be very clear and easy to find on your homepage of whatever social media tool you use.

The same rules as to IDX, also apply for simply “sharing” the listing information on social media from a listing that belongs to another registrant. You are not permitted to do so unless you have explicit written permission, and if permission is obtained, then the listing broker information as to the owner of the listing must always be clearly displayed.

Summary: You are not permitted to confuse or mislead the public as to who is the owner of a particular listing.

— Issued by the Manitoba Securities Commission and the Manitoba Real Estate Association, May 2010.



# Safety app plenty of questions at trade show

When the 2016 WinnipegREALTORS® Conference and Trade Show ended as another successful event, one thing was clear, Realtors were far more inquisitive about their safety and what Protelec's Checkmate Professional offered to assist with their personal security.

Protelec general manager, Rial Black, was a speaker at the informational sessions held in the trade show hall, speaking on how to stay safe when meeting strangers and he also presented all the features of the Checkmate Professional safety app. Realtors are, and should be, constantly evaluating their surroundings and conditions.

As much as utilizing their own safety precautions and instincts can reduce the risks to Realtors well-being, they naturally cannot plan for the unforeseen, or can they? When stepping away from their professional practices into their personal life, do they let their guard down? These

questions are always tough to answer as each situation is unique.

These are the scenarios a Realtor must face every day. As the trade show went on, more and more Realtors visited the Protelec booth to get more information on what the Checkmate Professional safety app offered. Personal safety cannot be after the fact, it has to be proactive and the intention of having the app is not to replace the precautions taken, but to provide an emergency response when an unseen situation arises regardless of the precautions taken. Most visitors at the Protelec booth walked away with a good understanding of the Checkmate Professional app or downloaded the app for use.

Having the Safety App and never using it is the ideal scenario, however, if you ever need it, there is a big difference between knowing help is coming or hoping someone will help you.

The Checkmate Professional Safety App is available on the App Store for iPhone and the Google Play Store for Android. Protelec offers a monthly safety app live webinar that is approximately 15 minutes long. It provides information on all the features that are available with the safety app and plenty of time for any questions afterwards.

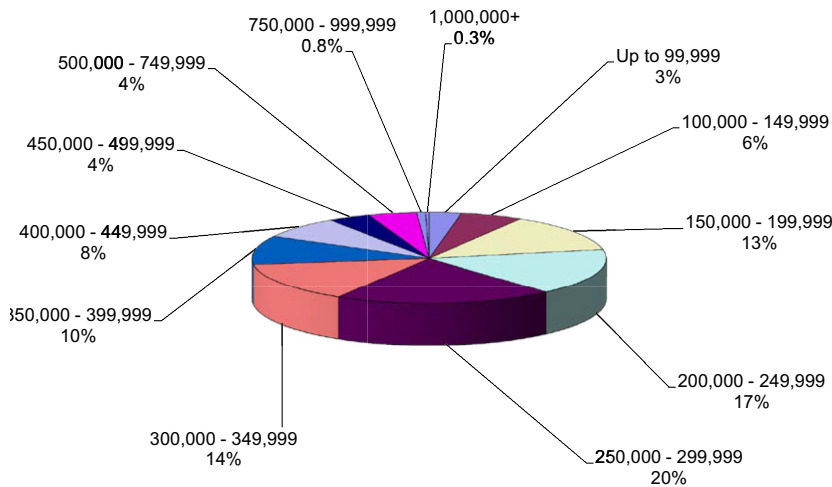
You can also book a live presentation for all the Realtors in your office by calling Mark Nieman, Protelec sales manager, at [mnieman@protecalarms.com](mailto:mnieman@protecalarms.com) or Barry Scott, WinnipegREALTORS® Call Centre manager, at [bscott@winnipegrealtors.ca](mailto:bscott@winnipegrealtors.ca)

## In memoriam

Peggy Primrose MacKay, formerly of Royal LePage, passed away on November 9.

## MLS® market statistics

### Residential Detached Sales – November 1-November 30, 2016



### Residential sales by category – November 2016

Category	Frequency
Up to 99,999	18
100,000 - 149,999	35
150,000 - 199,999	82
200,000 - 249,999	102
250,000 - 299,999	123
300,000 - 349,999	88
350,000 - 399,999	62
400,000 - 449,999	47
450,000 - 499,999	24
500,000 - 749,999	27
750,000 - 999,999	5
1,000,000+	2
<b>615</b>	



**Up to \$2000 off all knob & tube jobs**

- Best Price on Service Upgrades
- Aluminum Wire Treatment & Removal
- **FREE** Quotes

**204-949-9299**

[www.mrelectricofwinnipeg.com](http://www.mrelectricofwinnipeg.com)

# Election meetings association clarifies voting procedures

November was the month for annual election meetings at WinnipegREALTORS®. The Commercial Division's was on November 3, the SDEC held its on November 4 and WinnipegREALTORS® was on November 23.

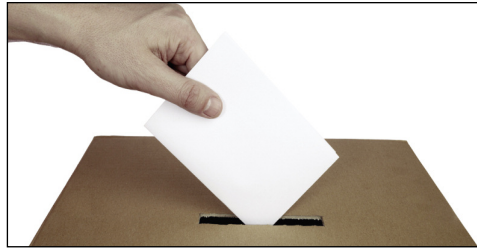
Here are some highlights from each:

The Commercial Division slate was acclaimed. Diane Gray provided an overview and update on CentrePort Canada. Chair Stephen Sherlock provided an overview of the Commercial Division's activities including the replacement of CPIX®.

The SDEC slate was acclaimed so no election was needed. Mike Moore updated those in attendance on the impact (growth) fee. Chair Josh Nekrep reviewed the proposed constitution and bylaw amendments with regard to the future of the SDEC and salespersons running directly for the board of directors.

At the WinnipegREALTORS® AEM, Kathryn Graham and Eric Vogen updated the audience about how development works in Winnipeg, how new communities are complete communities, as well as the current issue of growth fees and why plans are important.

Two elections were held: one for the position of treasurer and one for the three director-at-large positions. Ken Clark was the successful candidate for treasurer and Dennis Lozinski, Catherine Schellenberg and Elizabeth Taylor were the successful candidates



for director-at-large. They will join the following on the 2017 board of directors:

- President Blair Sonnichsen
- President-elect Chris Dudeck
- Past-president Stewart Elston

Directors-at-large, serving the second year of a two-year term:

- Dana Downey
- Rena Prefontaine
- Commercial Division chair Trevor Clay
- SDEC chair Jennifer Berthelette
- SDEC chair-elect Tony Rinella

With the abundance of people attending, both those who had registered ahead of time and the many whose calendar enabled them to do so last minute, it became apparent that adding electronic voting to the process may have caused confusion for some in regards to the voting process.

Just to clarify a few points:

- The reason for using the paper ballot for the directors-at-large election was that the electronic voting pads are not equipped to handle more than one choice (you could vote for up to three candidates). This was not an issue for the position of treasurer, as you could only vote for one of the two candidates.

- A few members were unclear as to whether their electronic voting pads were turned on and if their vote counted. The voting pads were turned on automatically; thus, you did not need to press any buttons to turn it on. The number of paper ballots cast for the director-at-large positions was 227 and the number cast electronically for the treasurer position was 222. A difference of only five which can be attributed to some people leaving the meeting.

- Paper ballots were handed out in advance in case more than 300 members turned up at the meeting (we only had 300 electronic voting pads). This caused confusion as some members thought that they could leave their vote with a fellow Realtor and not be present during the actual vote. Our constitution and bylaws require that members must be present in the meeting room at the time of the vote in order to vote.

- Due to the confusion expressed concerning the voting process associated with the proposed constitution and bylaw changes, and the importance of the vote, a motion was put forward and passed to postpone the vote regarding salespersons run-

ning for the board of directors and the future of the SDEC until the March 2017 AGM.

In the interim, WRA would like to take this opportunity to remind members about the WRA voting procedures at our AEM and AGM (general meetings):

- Principal broker, alternate broker and salesperson members with two or more years of continuous membership in the board shall be entitled to one vote at all general meetings.

- Director elections are determined by a plurality of votes cast (eg., if four candidates are running for three positions, the top three vote getters are elected). A candidate does not need to receive 50 per cent or more of the votes cast.

- Constitution and bylaw changes require a vote of two-thirds of the voting members present and voting at the meeting.

- A voting member must be present in the meeting room at the time of the vote in order to vote.

- Proxy voting and advance voting is not allowed, as per the constitution and bylaws.

The housekeeping changes to the constitution and bylaws were approved as previously published.

President Elston gave an update on WinnipegREALTORS® 2016 activities and president-elect Sonnichsen took a look ahead to 2017.



**HOME FOR SALE** *Rent-a-Post*  
Come Hang With Us!®

We offer sign printing and installation services in the Winnipeg and surrounding area

What sets us apart from the other sign companies?

Our prompt service and social media exposure! We don't just install a post for you – we post it to all of our social media sites!!

[www.rent-a-post.ca](http://www.rent-a-post.ca)







**Now offering more print services!**  
Business Cards, Post Cards,  
Flyers, Banners, etc



**Rap Printers**  
AND GRAPHIC DESIGN

[www.rapprinters.com](http://www.rapprinters.com)

**Call or text : 204-688-4248**  
email: [contact@rent-a-post.ca](mailto:contact@rent-a-post.ca)  
[www.rent-a-post.ca](http://www.rent-a-post.ca)



**CANADIAN ASSOCIATION OF HOME AND PROPERTY INSPECTORS**

**Assure yourself and your clients by only recommending a verified and qualified CAHPI Home Inspector**

**Registered Home Inspectors**

<b>Kelly Baziuk</b>	<b>Welcome Home</b>	<b>204-803-4822</b>
<b>Leonard Borbridge</b>	<b>Pillar to Post</b>	<b>204-771-3453</b>
<b>Dan Engbrecht</b>	<b>House Review</b>	<b>204-253-4076</b>
<b>Greg Heschuk</b>	<b>Todayshome.ca</b>	<b>204-476-5352</b>
<b>Earle Johnson</b>	<b>Amerispec</b>	<b>204-942-6390</b>
<b>Ari Marantz</b>	<b>Trained Eye</b>	<b>204-291-5358</b>
<b>Jeffrey Seaman</b>	<b>Pillar to Post</b>	<b>204-771-3453</b>
<b>Tom Van Leeuwen</b>	<b>Pillar to Post</b>	<b>204-771-3453</b>
<b>Gord Vigfusson</b>	<b>Integrity</b>	<b>204-801-0867</b>

**Registered Home Inspectors have demonstrated their proficiency by performing no fewer than 250 fee paid inspections in accordance with the CAHPI standards of Practice. They have also passed a series of written, proctored examinations testing their knowledge of residential construction, inspection techniques, report writing, and the standards of practice and Code of Ethics. Members carry mandatory Errors and Omissions Insurance.**

**WWW.CAHPI.MB.CA**

# Call centre some highlights of the year

As we approach the end of 2016, we can take a look at what has happened with the call centre over the course of the last year.

Service levels have continued to improve, as with 2015 we are taking an average of just over 14,000 calls per month, while calls waiting are down to 2.5 per cent this year compared to three per cent in 2015, and the average time in seconds dropped to 5.5 seconds compared to nine seconds in 2015. Call volumes are steady and wait times have been reduced by half, producing a service level that is unrivalled.

Improvements and increased productivity are ongoing. Software and hardware improvements are continuing with the goal of higher quality sound on calls and offering additional services to all members of WinnipegREALTORS®, including frontline support through web chat.

Some highlights for 2016 include:

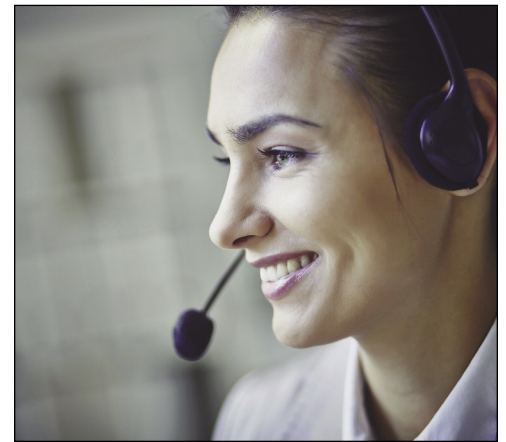
- The millionth call received by the call centre on August 22.
- Seventy-five offices and over 1,500 members and administrative staff using the call centre are the highest totals than any other time in our six-year history.
- Surviving our August 1 office flood, it removed us from our location, but with little to no effect on service or wait times. Our resiliency and back up planning proved to be extremely effective.

Despite some challenges, 2016 will go down as our best overall year. Entering 2017, the goal is looking for ways to evolve and offer the various forms of communications that are readily available to better assist members and their clients. We want to progress into the developing trends such as live web chat, live text chat and to watch for the latest developments being used

to initiate contact between members and clients.

Currently our operators put hundreds of callers in touch with their Realtors every day and we are looking forward to doing more of the same in 2017 and beyond.

As always, if you have any comments or concerns regarding this article or any other call centre services, contact Barry Scott, manager at 204-786-8854, ext. 256, or [bscott@winnipegrealtors.ca](mailto:bscott@winnipegrealtors.ca)



**8<sup>TH</sup>**  
**GIMME SHELTER**  
**MAYHEM AT THE MET**

**MARK YOUR CALENDAR**

**FRIDAY**  
**APRIL 7, 2017**

LIVE MUSIC & DJ | FOOD STATIONS | LIVE AUCTION

Watch for more details coming soon!

WinnipegREALTORS®

ALL PROCEEDS TO THE MREA SHELTER FOUNDATION



## 2017 PREMIUM AD POSITIONING



Once again the REN is preparing 2017 bookings for premium glossy advertising space in your weekly publication. Remember that your ad buy also appears online for all website viewers to link to your own company/personal website. Check out our current edition at [www.winnipegrealestatenews.com](http://www.winnipegrealestatenews.com)

Requested booking ad space is also available for your **Roster, Relator, Commercial & Condo Magazines** in 2017.

These placements have proven so popular it has quickly sold out each year. Members who have submitted requests will be contacted with confirmation of issue date allocations. All requests will be given due consideration and handled in a fair manner.

As we have only a limited number of spots available, your quick response is appreciated. Please fax requests to 204-784-2346 or email Sally at [sarmstrong@winnipegrealtors.ca](mailto:sarmstrong@winnipegrealtors.ca)



# Commercial general meeting and other highlights

On November 3, the Commercial Division of the WinnipegREALTORS® held its annual general meeting at the Norwood Hotel.

The Acclaimed 2017 Commercial Division Executive Council (CDEC) members along with those still completing their terms will form the 2017 CDEC council and will take office on January 1, 2017:

Trevor Clay (Commercial Division chair), Gail Auriti, Murray Goodman, Cameron Hildebrand, Peter Kaufmann, Sean Kliever, Harry Logan, Robert Scaletta, Stephen Sherlock (past chair) and Stewart Elston.

The following events were held in 2016:

- On May 17, the fourth biennial Winnipeg Real Estate Forum was held at the RBC Convention Centre. Many Commercial Division members either participated on panels or were part of the planning process of the event that saw over 600 delegates attend.

- On May 30, we had guest speaker Trevor Smith, appraisal and property assessment consultant for Stevenson Advisors speak on commercial property tax appeals.

- On November 30, guest speaker Angela Matheson, president and CEO of Centre Venture, provided members with an update on the projects they are working on.

Unfortunately, we had to cancel two breakfast meetings this year due to low reg-

istration and one speaker stuck out of town due to a snow storm.

The division sent out the 33rd edition of its *Commercial Real Estate* magazine. Since the first edition of the magazine went out in February 2007, the division has again increased the circulation from 16,000 businesses to 17,750 and increased the copies available for pick-up in the downtown area from 3,500 copies to 5,250. We also have made the magazine available at many financial institutions throughout Winnipeg.

The magazine has also been consistently 40 pages throughout this year, when previously it would be anywhere from 28 to 36 pages.

The CCIM CI 103 — User Decision Analysis for Commercial Investment Real Estate was held in October. For many of the students who attended this course, it was the last course in a series of four courses needed to write for the CCIM designation. The instructor for the CI 103 course was based out of the U.S. and commented that he was very impressed with the calibre of students who attended and was very complimentary of the hospitality shown to him by the students.

With regards to CPIX®, we are currently negotiating a contract with a company out of the U.S., to provide us with a CPIX® replacement.

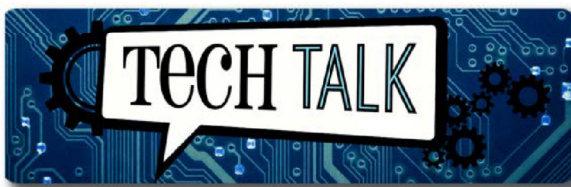
The company we are negotiating with currently provides 40 boards and associations commercial listing services.

We will keep you posted as more details become available.

On October 20, a new version of SABRE was released. The following enhancements were made:

- New dynamic menu that will fly out the left-hand side.
- More dynamic display that will fit all sizes of screen resolution on your computer.
- Ability to search for grow-ops use the new Map View icon.
- Customized search fields for city solds to include a much broader way of finding your specific property.
- When you export results from SABRE, you can now customize export fields to only include the fields that are important to you.
- All sale results now include both CT numbers for the vendor and purchaser.
- You can now search partial roll numbers.
- In the MB search, the city, town, municipality field is now sorted by name.

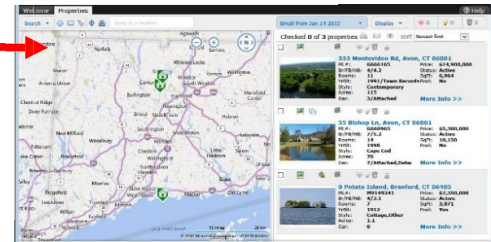
The Commercial Division was also the recipient of the Canadian Commercial Networks Award. This is the fifth time our division has won this award for its efforts and services we provide to our members.



## Matrix 6.14 - Client Portal Updates

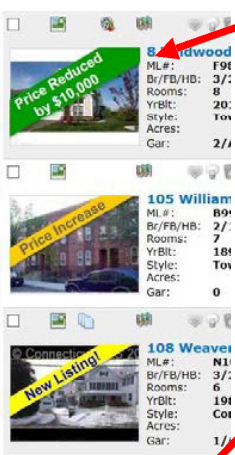
As of November 17, Matrix was updated to a new version. Here are some of the basic changes that affect the client portal.

**New thumbnail client view in the portal that has map and images.**



**Colored ribbons on the listings in the client portal:**

- New Listing: Red
- Open House: Green
- Price Reduced: Orange
- Back to Market: Blue
- Price Increased: Yellow

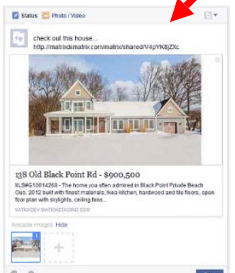


**Auto-emails now contain a small image of each of the matching properties and a direct link to the property.**

**Missed Welcome Email Activation**, agents will now get an email 2 days after creating a new auto-email, if a client has not accepted the Welcome to the Portal email.

**If you are creating numerous searches for a client**, and already have an activated search set up, any additional searches will automatically be activated.

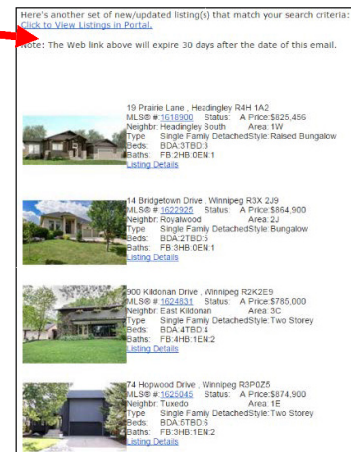
**Improved "Share Listing" Link for Facebook, Twitter, Google+ and others** will now provide a better shareable link that contains an actual photo and description of the listing.



**Map Search - Distance from Centre of Map** - When running a search, you can now enter in an address or specific location to find properties within that location range.



There are also a number of other changes inside this update. Please ensure you visit the Training Centre for more information, and stay tuned for upcoming webinars and training sessions.



If you need assistance on any product or service please contact: [helpdesk@winnipegrealtors.ca](mailto:helpdesk@winnipegrealtors.ca)

# In the loop your board of directors at work

A boisterous annual election meeting (see complete article elsewhere in this issue), a strategic plan, the budget for 2017 completed, and a new board of directors elected were all part of a busy November.

**Commercial Division** — The division held its annual election meeting and elected its council representatives for next year. (See article elsewhere.) Negotiations are moving ahead with the company identified as the replacement for CPIX®. The division is also identifying dates for an introductory Certified Commercial Investment Member (CCIM 101) course next year. The division was also very involved in the city's initiatives regarding impact fees and is currently investigating the possibility of creating a "standard" offer to lease.

Contact: Stephen Sherlock

**Executive Committee** — The committee contacted CREA to question a proposed notification functionality for the public website realtor.ca. CREA has agreed to postpone any implementation until more due diligence can be performed. Members were also fully engaged with strategic planning, the AEM, budgeting and committee selection.

Contact: Stewart Elston

**Finance Committee** — The market numbers for November and year-to-date look like this:

- Inventory of active listings at the end of November were down eight per cent (4,021 vs. 4,377 last November).

- New listings entered in November were down three per cent (1,374 vs. 1,419 last November).

- Sales in November were down three per cent from last November (877 vs. 903 last year).

- Dollar volume was down less than 0.5 per cent (\$244 million vs. \$245 million last November).

- Year-to-date numbers: listings were down three per cent from last year (23,131 vs. 23,819 in November 2015); sales were up six per cent (13,015 vs. 12,285), and dollar volume was up eight per cent (\$3.6 billion vs. \$3.4 billion last year).

- Highest-priced residential-detached sale in November was \$1.279 million.

- Lowest-priced sale in November was \$25,000.

- Highest-priced condo was \$539,700.
- Lowest-priced condo was \$52,000.
- Days on market was 36 (41 days in November 2015); condos was 54 days (49 days in 2015)

- And to top it all off, membership at 1,880 was up from last November's numbers of 1,870 (1,752 of whom are REALTORS®).

Contact: Chris Dudeck

**Government Relations Committee** — Members were active with stakeholders in meetings and presentations surrounding the growth tax (impact fees). Members are determined to stay involved in the process. A summary of WinnipegREALTORS® housing papers and initiatives was presented to Winnipeg South MP Terry Duguid, since he is Parliamentary Secretary to the Minister responsible for CMHC and the new National Housing Strategy. Members are also trying to resurrect provincial interest in the Provincial Housing Roundtable. The committee continues to advocate on the residential building permit issue, while discussions will be started with Ron Hambley of the Winnipeg Construction Association, which is the lead group liaising with the city. K. Doustshenas was thanked for personally initiating a petition on CREA's Home Buyers' Plan lobby and getting Kevin Lamoureux to introduce the issue in the House of Commons debate.

Contact: Dana Downey

**Investigative Committee** — The committee dealt with two complaints and recommended six new salesperson applications for membership, along with one new broker, two alternate brokers and one property management company. All were approved by the board of directors (see new membership column).

Contact: Michael Froese

**Member Services Committee** — As the year winds down, the committee reviews completed events to ensure all input is weighed in order to improve all presentations already in the planning stages for 2017. The most recent PDPs and the trade show were assessed in detail and plans for the two most urgent New Year events, the Awards Banquet and Gimme Shelter, were debated and moved forward.

Contact: Blair Sonnichsen

**REN/PR Committee** — At the top of the agenda for the November meeting of the REN and public relations department was a thorough review of Sharon Bayne's (Strategic Media Solutions) proposal for next year's ad campaign. They looked at the effectiveness and reach of the 2016 campaign and made changes to ensure more bang for the buck next year. Look for involvement with next year's Canada Summer Games, look for a bus board onslaught along with more REN distribution racks at major bus stops, and many more fun and engaging promotions running concurrently online and in print. Consultation has already begun with CREA for both radio and TV shared buys.

Contact: Catherine Schellenberg

**Technology Committee** — The committee is still investigating, through the strategic planning process, the idea of offering members an MLS® Widget Builder that would provide a user-friendly and professional interface to allow members to generate a website application code of listing display templates for their own websites. The members also monitored the launch of Matrix 6.14 and have reviewed a new Keystone solution to put everything together in a central Member portal.

Contact: Chris Dudeck

**SDEC** — The Sales Division hosted its 2016 annual election meeting (slate of elected officers in another article) and was involved with the association's AEM and the discussion about qualified salespeople running independently for the board of directors. That decision has been postponed until next year's general meeting.

Contact: Josh Nekrep

**Home and Garden Show** — This joint committee with MREA will fulfill its last year of a three-year commitment as the presenting sponsor of Winnipeg's Home and Garden Show. Realtor bags (a big hit last year) are being ordered and a major sponsor of our "design build giveaway structure" is being pursued. MREA has advised that they will not commit beyond 2017 as a partner, so WinnipegREALTORS® is looking for another strategic partner to offset the cost of any future commitment to the show.

Contact: Josh Nekrep



WinnipegREALTORS®  
2017 Awards Gala  
Save the date  
Friday, February 10, 6:30-10:00 p.m.  
Club Regent Casino & Event Centre, 1425 Regent Ave. W.



11<sup>th</sup>

# Annual Forecast Breakfast

## Living in Uncertain Economic Times

**Wednesday, January 18, 2017 – 8:00 a.m.**

———— **Canad Inns Polo Park** ————

\$35 (\$40 for non-members)

Includes buffet breakfast

## Speakers

### **Michael Benarroch**

Dr. Michael Benarroch is Dean and CPA Manitoba Chair in Business Leadership at the Asper School of Business. He received his PhD in Economics from Carleton University in 1992 and a Masters from the University of Western Ontario in 1984. His research has focused on international trade, economic development, environmental economics and government policy and he has written widely on these subjects.

Dr. Benarroch provides guest lectures relating to the state of local, Canadian and global economies and, over the past several years has provided expert commentary on both the federal and provincial budgets for CBC Radio One in Winnipeg.

**Trevor Clay** Chair, Commercial Division

**Peter Squire** WinnipegREALTORS® MLS® Market Analyst

**To register contact Val at [vgeorge@winnipegrealtors.ca](mailto:vgeorge@winnipegrealtors.ca) or 204-786-8854**

**Registration Deadline: January 11, 2017**