

Honourable John MacDonell (MLA for Hants East)  
 Minister of Service Nova Scotia and Municipal Relations  
 14<sup>th</sup> Floor North, Maritime Centre  
 1505 Barrington Street  
 P.O. Box 216  
 Halifax, NS B3J 3C4

July 13<sup>th</sup>, 2012

**Re: Meeting Request: Updates to the Real Estate Trading Act**

Dear Minister MacDonell:

We wanted to reach out to you and your staff to begin dialogue on an issue that REALpac and its Member companies deem to be of critical importance to the commercial real estate industry; updating the *Real Estate Trading Act*.

By way of background, REALpac has been engaging government stakeholders in key provinces across the country on a variety of issues in regards to their respective real estate and brokers acts. As a result of our national research and discussions with our Member companies, REALpac recommends that the following changes be made to the *Real Estate Trading Act*:

- **An Exemption for Publicly Listed Companies and Pension Funds**
- **Allowing the Use of Property Management Software**
- **On-Line Trading Systems Should Not Constitute an Activity “in furtherance to a trade”**
- **Removal of Unnecessary Courses & Training**
- **Recognition of Equivalent Training and Accreditation**

REALpac has conducted extensive ‘best practice’ research on similar pieces of legislation across the country, and would gladly provide background information and more detailed descriptions and rationale for each of our recommendations.

We would be pleased to meet with you and your staff in person to discuss this issue. Please provide us with some times that will work, and we’d be happy to arrange our schedules accordingly. In the mean time, please feel to contact Paul Morse at [pmorse@realpac.ca](mailto:pmorse@realpac.ca) or (416) 642-2700 ext. 225 or Ryan J. Eickmeier at [reickmeier@realpac.ca](mailto:reickmeier@realpac.ca) or (416) 642-2700 ext. 224.

Regards,



Paul Morse  
 Chief Executive Officer



Ryan J. Eickmeier  
 Manager, Government Relations & Policy

**MEMBERS**

- Alberta Investment Management Corporation
- Allied Properties REIT
- Artis REIT
- Aspen Properties Ltd.
- Avison Young
- Baybridge Seniors Housing Inc.
- Bentall Kennedy Group
- BMO Capital Markets Real Estate Inc.
- Boardwalk REIT
- Brookfield Financial Real Estate Group
- Brookfield Properties Corporation
- Brookfield Real Estate Opportunity Fund
- Build Toronto Inc.
- Cadillac Fairview Corporation Ltd., The
- Calloway REIT
- Candere
- CAPREIT
- CB Richard Ellis Limited
- CIBC World Markets Inc.
- Colliers International. Inc.
- Cominar REIT
- CREIT (Canadian REIT)
- Crombie REIT
- Cushman & Wakefield Ltd.
- Dorsay Development Corp.
- Dundee REIT
- EPIC Realty Partners Inc.
- Fengate Capital Management Ltd.
- Fiera Properties
- First Capital Realty Inc.
- First National Financial LP
- Gazit America Inc.
- GE Capital Real Estate
- Granite Real Estate
- Greystone Managed Investments Inc.
- Grosvenor Americas Limited
- GT Canada Medical Properties REIT
- GWL Realty Advisors Inc.
- H & R REIT
- Homestead Land Holdings Limited
- IGRI Inc.
- Infrastructure Ontario
- Ivanhoe Cambridge
- Killam Properties Inc.
- M3 Capital Partners
- Macquarie Capital Markets Canada, Ltd.
- Manulife Financial
- MCAN Mortgage Corporation
- Melcor Developments Ltd.
- Menkes Development Ltd.
- Minto Group, The
- Morguard Corporation
- Morguard Investments Limited
- Morguard REIT
- Mortgage Fund Three
- National Bank Financial
- Northern Property REIT
- NorthWest Healthcare Properties REIT
- OPTrust
- Oxford Properties Group Inc.
- Parkbridge Lifestyle Communities Inc..
- Partners REIT
- PIRET
- Plazacorp Retail Properties Limited.
- Primaris Retail REIT
- Public Storage Canadian Properties
- Raymond James Ltd.
- RBC Capital Markets Real Estate Group
- Retrocom Mid-Market REIT
- RioCan REIT
- Scotia Capital Inc.
- Scotiabank
- Scott’s REIT
- SilverBirch Hotels & Resorts
- Skyline
- Standard Life Investments (Real Estate) Inc.
- Sun Life Assurance Company of Canada
- TD Securities Inc.
- Timbercreek Asset Management Inc.
- Triovest Realty Advisors