

Honourable Raymond Bachand (MNA for Outremont)
Minister of Finance
12, rue Saint-Louis
Quebec, Quebec G1R 5L3

July 9th, 2012

Re: Meeting Request: Updates to the Real Estate Brokerage Act

Dear Minister Bachand:

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 Brokerage 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 Brokerage 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 or (416) 642-2700 ext. 225 or Ryan J. Eickmeier at 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
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