



GEARING UP

for a new term at TREB

BY ANN HANNAH

For many of you summer is a time of winding down and taking in all there is to see and do throughout the Greater Toronto Area, but for the association that serves our city's more than 34,000 Realtors, it is a time of gearing up. It is the start of a new year at the Toronto Real Estate Board, during which I will be serving as its President.

Throughout the 38 years that I have been a Realtor I have been fortunate to help many people as they transition through personal and professional cycles that involve changes to their housing needs. Growing along with these clients is, without question, the most rewarding part of being a Realtor. Real estate is a competitive business, and being chosen to help others with one of their most personal needs – the refuge of a home – is a privilege that I take very seriously. It is why, as Realtors, we hold ourselves to a high standard of professionalism.

While the profession mandates that our knowledge and skills are updated on an ongoing basis, requiring us to earn a minimum of 24 continuing education credits every two years, many of us strive beyond this requirement, earning special designations to help us serve your unique needs. We also

subscribe to a Code of Ethics and Standards of Business Practice, and we're accountable to a provincial regulator: the Real Estate Council of Ontario.

In addition to supporting our association's efforts in various areas including education, government relations, and finance, I have served on the Real Estate Council of Ontario's Discipline and Appeals Committee because I believe very firmly that it is the responsibility of every Realtor to offer professional, accountable service in helping you transition to your next home. Fortunately, we have a number of excellent tools available to help us, like the Multiple Listing Service, Buyer Registry System, Market Watch updates (including the new MLS House Price Index) and online access to land registry, assessment and new construction data.

The desire to help others is such a driving force in our profession that you will find virtually every Realtor you meet plays a key role in community life, from coaching minor league sports to organizing neighbourhood clean-ups. Collectively, we also contribute to a number of shelter related causes; last year 35 organizations benefited from our support, which included the construction of two TREB-sponsored Habitat for Humanity homes. As a means of fostering a bright future for our city we also recognize academic achievement. This year we awarded scholarships to support the post-secondary pursuits of five young people. Our work with the children's breakfast program is also ongoing.

I look forward to offering you insight on various aspects of the GTA real estate market in the months ahead and if you're currently planning your next move, be sure to talk to a Realtor. Realtors are not only there to help you through your transaction, they're committed to you and your community for the long term.



Ann Hannah is the President of the Toronto Real Estate Board, a professional association that represents 34,000 Realtors in the Greater Toronto Area.