



The Oakville, Milton
and District Real Estate Board
www.omdreb.on.ca

Celebrating Fifty Years of Excellence

O.M.D.R.E.B. continues to grow and membership flourishes

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Since its inception, The Oakville, Milton and District Real Estate Board has had a reputation for being progressive and they quickly earned the respect of their fellow Real Estate Boards. They forged innovative partnerships with their neighbours and continue to demonstrate a willingness to embrace the future and the possibilities it provides. Along with several other Boards in Ontario, O.M.D.R.E.B. developed the Win IDS MLS system. This system has served the members for over 20 years and the most recent versions of the system are still used by many members today. A new system is on the horizon as the world-wide-web continues to create the need for greater access, adaptability and mobility of an MLS system in today's fast paced world.

But let's not forget that while these changes were taking place other challenges were being dealt with as well. In the 1970's the Ministry of Consumer and Corporate Affairs (now known as the Ministry of Consumer and Corporate Relations) was busy creating new licensing requirements for Real Estate practitioners. There was even talk of the Real Estate business becoming self-regulated. As a matter of fact in 1973, Frank Drea, the Minister responsible for administering REBBA, was quoted, after a meeting with Board presidents and Association staff, on the subject, as saying "it's either going to happen now or never". While he was slightly off target (it did take another 25 years for self-regulation to become a reality) Realtors contin-



ued to pursue the concept and it did finally arrive in 1997 with the creation of the Real Estate Council of Ontario (RECO).

The staff at O.M.D.R.E.B. continued to grow as the membership flourished and although the market has experienced some wild fluctuation in the past thirty years they have helped guide the Board through the many changes that have taken place.

In 1993 Cyndi Amodeo (then Dupuis) joined the staff and has been an integral part of the board since, assisting Marta throughout her tenure as Executive Officer. Marta began that role in 1997 and has helped guide each year's Board of Directors through a myriad of changes since then. During her watch the most fundamental change in the Real Estate business took place, the advent of 'buyer agency'. For many years, Realtors had worked under the concept of sub-agency whereby an MLS listing contract



created a sub-agency relationship between the owner of a property and all members of a Real Estate Board. In essence, when you hired one Realtor with an MLS contract you hired every member of the Board. This unique arrangement allowed an owner to expose his or her property to virtually every buyer in the market place through MLS. It also assisted Realtors in establishing a relationship with prospective buyers of Real Estate, without restricting their ability to see every property listed on MLS. Buyers could work with one Realtor and still have the advantage of seeing all the listings on the system. Sounds ideal, doesn't it? Well, this concept worked for decades but like all things it, too, came to an end. The Federal Government of the day was committed to the protection of the consumer and felt that, while the practice had been working, many consumers were confused. So were many Realtors. Most buyers referred to the

sales representative they dealt with as 'my agent' and a vast majority of salespeople referred to the buyers they showed homes to as 'my client'. Since this was the case, the industry, with the help of CREA, began to adopt the concept of 'buyer agency'. Realtors are now required to explain the concept to their clients and obtain their acknowledgement in writing. It has taken some time and has created some additional paperwork, but all involved agree that the consumer is much better off than before.

As you can see, the axiom is true. 'Change is the constant' and there are many changes and challenges ahead. But, with a dedicated staff and the willingness of members to lead this Board, Oakville, Milton and the surrounding communities will continue to be well served by the Oakville, Milton and District Real Estate Board and its Realtor members for the next 50 years and beyond.

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