

**REAL ESTATE COUNCIL OF ONTARIO
ANNUAL GENERAL MEETING OF MEMBERS
RECO 2025 AGM LIVESTREAM
MAY 29, 2025 at 10:00 a.m.**

Welcome and Call to Order

K. Steinfeld, Board Chair, welcomed those present and called the meeting to order at 10:00 a.m. The meeting began with a land acknowledgement. It was confirmed that notice of the meeting was provided to members in accordance with RECO's by-laws and governing legislation, and that 245 members were in attendance.

Remarks by Hon. Stephen Crawford, Minister of Public and Business Service Delivery and Procurement

Minister Crawford expressed his appreciation to the Board of Directors and RECO staff for continuing to create a positive impact by safeguarding consumer interests and promoting a fair and transparent marketplace. He noted the key regulatory reforms that were implemented and the positive steps taken to meet the recommendations made in the Auditor General's report of 2022.

Parliamentarian

Dr. A. Kapur provided an overview of the meeting process, including how members would engage in the voting process. It was noted that the portion of the meeting related to the election of the sector directors would be chaired by the Vice Chair of the Board, as the current Board Chair was a nominee.

A test vote was conducted to familiarize members with the process.

Approval of Minutes of the 2024 Annual General Meeting

The following motion was duly moved and seconded:

"IT IS RESOLVED THAT the minutes of the Annual General Meeting of May 30, 2024 be approved as presented"

CARRIED.

Presentation of 2024 Annual Report and Audited Financial Statements

K. Steinfeld began an overview of the annual report and noted that by the end of 2024, RECO had completed 86% of the action items assigned in the Auditor General's Report. The pace of the progress, given that it occurred alongside major legislative reform speaks to the dedication, professionalism and commitment that runs



through the organization. One of the recommendations included a change to RECO's Board of Directors, with respect to the size, composition and other elements.

K. Steinfeld reflected on a significant leadership transition in 2025 as CEO Michael Beard retired after seven years of service. Brenda Buchanan, former COO, was appointed as interim CEO, providing stability and continuity during the recruitment of a permanent CEO.

B. Buchanan continued with an overview of the annual report noting that RECO delivered on the priorities set out in the strategic plan, advancing work to strengthen regulatory effectiveness and enhance consumer protection.

Key operational initiatives, including supporting the sector through education on TRESA changes, preparing for expanded learning options, and enhancing compliance oversight were successfully delivered with the guidance of the Board and the dedication of RECO's employees. Also completed were important system changes to enhance the security and resilience of RECO's technology infrastructure.

J. Richer, Registrar, concluded the annual report commentary noting that 2024 was a year of action, focused on providing resources to support real estate agents and brokerages with a clear understanding of their responsibilities under the law.

One of the key tools supporting this effort is the RECO Information Guide, which provides consumers with easy-to-understand information about their rights and responsibilities when working with a real estate agent and brokerage.

In closing, J. Richer noted that all the work, from legislative education to expanding education delivery and enhancing compliance oversight, reflected RECO's commitment to protecting consumers and a trusted real estate services sector in Ontario

Financial Report

The interim CEO provided an overview of the financial report, noting that full details are available in the annual report.

- RECO continued to operate from a position of financial strength, which led to our decision to introduce a 30% reduction in registrant fees, which came into effect in March 2023. As individuals renewed their registration over the past two years, it meant that every one of our registrants was now benefitting from that fee reduction.
- RECO reported a surplus of \$14.1 million in its 2024 fiscal year, compared to a surplus of \$15.2 million in 2023.
- Strong investment income, totalling \$10.6 million, was a major contributor to the surplus. Most of this came from gains in the market value of our investments. It is important to note that RECO's investment policy follows a long-term strategy to protect capital.
- Total revenues declined by 7% compared to the prior year, largely due to the fee rate reductions implemented in March 2023.

- Expenses totaled \$27.9 million, reflecting RECO's focus on delivering key business plan initiatives while managing inflationary pressures and maintaining operational efficiency.
- Revenues are expected to decrease further in 2025, with registration-related revenue anticipated to be approximately \$1.3 million lower than in 2024. This planned reduction is in line with RECO's strategy to draw down the accumulated surplus.

Appointment of Auditors

The following motion was duly moved and seconded:

"IT IS RESOLVED THAT the firm KPMG LLP be appointed as auditors of the Real Estate Council of Ontario until the close of the next Annual General Meeting of the corporation following their appointment.

CARRIED.

Election of Sector Directors

The Parliamentarian confirmed that Mr. Lee was presiding over the election process and that Ms. Steinfeld had exited the meeting and would not have knowledge of the results until they were presented to the members.

Mr. Lee provided an overview of the changes to the Board recruitment policy and noted that the candidate with the most votes would receive a 4-year term, the candidate with the second most votes would receive a 3-year term and the candidate with the third most votes would receive a 2-year term. Nominee videos were presented in alphabetical order, prior to the commencement of the election.

With a total of 477 votes, the election results were announced as follows:

- Katie Steinfeld (283 votes)
- Owen Crampsie (147 votes)
- Sylvia Kirkwood (145 votes)

Addressing a question posed by a member, it was noted that directors may serve up to a maximum of 10 years in total.

The following motion was duly moved and seconded:

"IT IS RESOLVED THAT the members elect the following as sector directors, for terms beginning at the conclusion of the 2025 AGM:

- **Katie Steinfeld for a term of 4 years**
- **Owen Crampsie, for a term of three years**
- **Sylvia Kirkwood, for a term of two years."**

CARRIED.

Ms. Steinfeld resumed chairing the meeting following the completion of the election process.

Question & Answer Session

Topics of discussion were summarized as follows:

- Addressing a question regarding the term of the auditors, it was noted that KPMG began their contract in 2022, selected through RECO's procurement process.
- It was noted that the changes to the Director nomination process included holding the election at the AGM.
- It was confirmed that future elections would be held as Director terms conclude.
- Simulation training has been available since 2019 and offers registrants that ability to practice what they have learned through the education process, under the supervision of qualified facilitators.
- RECO education modules have been updated with new elements of TRESA.
- It was noted that RECO enforces and administers TRESA and does not have any authority for health plans or any other initiative that an association offers.
- Addressing a question pertaining to a single MLS system in Ontario, it was noted that MLS was not in the scope of RECO's mandate.
- It was noted that there is no cap on the number of registrants in Ontario.

It was noted that any questions not addressed during the meeting would receive a response, either directly or posted to the website, based on the nature of the inquiry. Registrants were encouraged to complete the survey which will be made available following the conclusion of the meeting, to provide feedback on the format or other aspects of future Annual General Meetings.

Adjournment

The meeting concluded at 12:24 p.m.