

Duty to Report Misconduct and Risks in a Hot Market

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REAL ESTATE COUNCIL OF BC 1



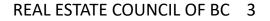
Today's Speakers



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5 QUESTIONS & ANSWERS

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Agenda

4 RISKS IN A HOT MARKET

- **3** UNSURE WHEN TO REPORT?
- **2** ETHICAL CONSIDERATIONS

RESA OBLIGATION TO REPORT

RESA Obligation to Report Misconduct



Knowledge of Improper Conduct



Your Obligations When Misconduct is Reported to You Include...

- Taking those steps that an ordinary, diligent, and prudent managing broker would take.
- Using your professional judgement when determining what is reasonable.
- This may include resolving the issue with the real estate professional at the brokerage or reporting the conduct to RECBC if appropriate.

Ethical Considerations





Ethical Considerations

WHAT ARE ETHICS?

Ethics are the way to determine how real estate professionals ought to conduct themselves in order to meet their professional obligations.



A Framework for Ethical Decision Making

- **1. Stop.** Consider the situation and identify the potential ethical issues
- 2. Identify the stakeholders
- 3. Determine feasible alternatives to be evaluated
- 4. Evaluate each alternative in terms of ethical consequences
- 5. Make and justify your choice



Unsure When to Report?

REAL ESTATE PROFESSIONALS SHOULD ASK THEMSELVES:

- Have a consumer's interests been harmed by the real estate professional's actions?
- Does it seem likely that someone's interests may be harmed in the future by the real estate professional's actions?
- Does the real estate professional stand to benefit as a result of their actions, and this has not been adequately disclosed to the client?
- Does the real estate professional seem unaware or unwilling to correct their actions?

Risks in a Hot Market





Expectations for Professional Practice

- Meet fiduciary and client obligations
- Identify, avoid or disclose conflicts of interest
- Disclose **ALL** the information needed to make informed decisions
- Reasonable efforts to discover relevant facts respecting the real estate

- Ethical decision making
- Meet all AML obligations
- Use professional judgement
- Report professional misconduct

You are the first and best protection for a consumer.



Explain Risks and Benefits of all Client Options





"Hot" Markets can Result in:







RASH DECISIONS

FEELING PRESSURED SUBJECT FREE OFFERS

IMPACTS TO THE BROKERAGE





Errors can lead to:

COMPLAINTS

Complaints to RECBC which could result in compliance investigations





LAWSUITS

Lawsuits by consumers against both the real estate professional and brokerage





INVESTIGATIONS & SANCTIONS

Investigations and sanctions from external government organizations

REPUTATIONAL HARM

Reputational harm to the real estate professional, brokerage, and industry





Tools to reduce risk



QUESTIONS & ANSWERS



Q: I'm afraid to report misconduct to RECBC for fear of reputational harm if I report a fellow real estate professional. What should I do?



A: Complaints can be submitted anonymously, but be aware that evidence supporting the complaint must be included or an investigation may not be initiated.

Q: In a hot market, clients are wanting to submit referential offers. Is that allowed?

A: There is no specific Real Estate Rule prohibiting referential offers, however, the BC Court of Appeal held that an offer by one bidder which is dependent for its definition on the offers of others is invalid and unacceptable.

AUDIENCE QUESTIONS



Thank you

For information on practice issues, contact RECBC's Professional Standards Advisors advisor@recbc.ca

