nova scotia real estate
COMMISSION

NSREC BOARD OF DIRECTORS
Record of Decisions
June 20, 2025

PRESENT: Logan Morse, Vice Chairperson, Acting Chairperson
Joanne Bouley
Anne Da Silva
Robert Faulkner
Aaron Ferguson
Kim Fox
Ryan Hartlen
David Woo
Brad Chisholm
Sandi Lee

Kim Turner, legal counsel
Victoria Rees, legal counsel

STAFF: Chloe Kenney (recorder)
Carolin MacDonald
Peggy Kell

REGRETS: Aaron Millen
Tunde Awoyiga

The following does not represent a verbatim record of the proceedings of this meeting.

CALL TO ORDER

L. Morse, acting chair, called the meeting to order at 9:24am.

APPROVAL OF THE AGENDA

MOVED by J. Bouley and seconded

L. Morse noted that the agenda said the Board would be approving the October minutes, but it should read March and April minutes.

To approve the agenda with the corrected dates as mentioned above.

MOTION PUT AND PASSED UNANIMOUSLY.

APPROVAL OF THE MINUTES

MOVED by D. Woo and seconded

L. Morse noted that in the April 24 post-AGM minutes the motion read “remove” instead of “approve.”

To approve the minutes of the March and April meetings with the correction to “approve”.

MOTION PUT AND PASSED UNANIMOUSLY.

CHAIR’S REPORT

L. Morse, acting chair, presented the chair’s report. L. Morse said that he has been in communication with B. Chisholm during A. Millen’s absence, and he wishes A. Millen to have a speedy recovery and return.

REGISTRAR’S REPORT

B. Chisholm said that staff remain busy, and that the office lease is up for renewal soon. Sunnyside management is preparing proposal for 5-year and 10-year options. Rent prices are expected to increase. The new audits, Salesperson Licensing Course and exam platform are all running now. The creation of the new exams probably took as much time and effort as the new SLC did.

L. Morse asked if there was an ETA on the proposals from Sunnyside. B. Chisholm said he had asked for the proposals about three weeks prior, and expects to hear back within a few weeks.

R. Hartlen asked when a decision could be expected to be made. B. Chisholm said he expects that staff will remain at the current location versus moving. But that there’s still time to think, as a decision isn’t needed until six months before end of the current lease.

A. Da Silva asked if the current office still fits the needs of staff. B. Chisholm said that staffing numbers has grown and all offices are filled. Staff do not need more space currently, but certainly wouldn’t want less space either.

FINANCE COMMITTEE REPORT

L. Morse reviewed the income report, highlighting a few variances, and stated that we're currently slightly ahead in the annual budget. R. Hartlen asked about the section on the online exams which notes no expense. P. Kell responded that the exam setup was originally delayed but is now working well, and reviewed the new exam process. A bill was recently paid to the company, and going forward there will be a per-exam expense.

COMPLAINTS REVIEW COMMITTEE REPORT

L. Morse stated that the CRC met the previous Thursday and reviewed three cases. Of the six investigations in 2025, five of them are from the public and one originates from the Commission.

EDUCATION COMMITTEE REPORT

D. Woo said regarding regular salesperson licensing, the Registrar was tasked with reaching out to NSAR regarding the English language proficiency (ELP) testing to support licensees. The option proposed by NSAR will cost applicants approximately $300. The Education Committee recommends making this a requirement before anyone can enroll in the SLC.

L. Morse asked about the possibility that people who've already taken that exact proficiency testing and passed being exempt. D. Woo said that was a great question.

A. Da Silva said how recently someone took that course is important, but she supports making everyone take the course, avoiding discrimination. L. Morse and A. Da Silva both encourage that someone should test the proposed ELP course.

D. Woo added that the Committee recommended the ELP requirement be effective September 1 to allow time for NSAR to facilitate communications, website updates, and address student enrollment that may overlap September 1.

MOVED by D. Woo and seconded

To direct NSAR to implement the requirement for English language proficiency testing, effective September 1, 2025, with no exemptions.

MOTION PUT AND PASSED UNANIMOUSLY.

D. Woo's said that the topics for the broker CPE for 2025-2026 came from the survey that the Commission recently sent to brokers and MABs. General consensus supports online delivery but there were requests for a more immersive course, like including case studies, etc. The Education Committee likes that idea and asks that compliance staff compile some good complaints and court cases and provide those to the Education Committee in time for the July meeting, to then be given to NSAR.

A. Ferguson stated that the Commercial Committee will have topic recommendations for the Broker CPE as well. P. Kell said that staff can find commercial cases too. B. Chisholm agreed that staff can easily implement commercial content.

MOVED by D. Woo and seconded

To forward the Education Committee's CPE topic recommendations to the NSAR Education Department for the development of the 2025-2026 Broker CPE with the guidelines to:

1. Provide the course as a series of case studies

2. If possible, NSAR provides different methods of teaching the material to engage the audience. (Examples: Interactive Zoom, AI Interactive avatar, animation, video clips of the scenarios utilizing real brokers/salespersons as the actors.)

MOTION PUT AND PASSED UNANIMOUSLY.

LICENSING COMMITTEE REPORT

L. Morse presented the Licensing Committee meeting on behalf of T. Awoyiga. L. Morse reviewed the stats in the licensing report. B. Chisholm said that staff watches the environment for causes of mass exiting or entering the industry. Currently nothing on that end, and numbers continue to somewhat rise.

COMMERCIAL COMMITTEE REPORT

A. Ferguson said the Commercial Committee met on January 21 and March 13. The committee discussed collective concerns of those trading in commercial without adequate training, education or broker supervision which puts consumers, and the general public, at risk and negatively impacts the reputation of the industry. A. Ferguson emphasizes the importance of licensees working only where they have experience/ education or referring out. Educating brokers on this is equally important.

MOVED by A. Ferguson and seconded

To develop "stay in your lane" messaging to licensees, incorporate commercial content into the 2025-2026 broker CPE, and for the Registrar to contact the NSAR Education Department to determine with options are available for other commercial education.

MOTION PUT AND PASSED UNANIMOUSLY.

DISCPLINE COMMITTEE REPORT

R. Harten said there is nothing to report.

FORMS COMMITTEE REPORT

A. Da Silvia said the new forms will be live July 1, 2025. She has personally heard that some brokers haven't even looked at the new forms yet, which is concerning. These are significant changes, probably our biggest since 2018. She requests some additional education/communication to all licensees, maybe also broker specific.

APPROVE COMMITTEE REPORTS

MOVED by A. Da Silva and seconded

To accept all committee reports as presented.

MOTION PUT AND PASSED UNANIMOUSLY.

OTHER BUSINESS

Approval of Committees for 2025-2026

The proposed list of committees for 2025-2026 was provided to the Board in advance.

MOVED by R. Hartlen and seconded

To accept and approve the list of committees for 2025-2026 as presented.

MOTION PUT AND PASSED UNANIMOUSLY.

16. ADJOURNMENT

L. Morse adjourned the meeting at 12:03pm.