



OTTAWA REAL ESTATE STARTS HERE

BUYING OR SELLING A PROPERTY IN THE OTTAWA AREA?

This guide is designed to help you understand the process and support you in successfully navigating one of North America's most highly regulated real estate markets.

We are the Ottawa Real Estate Board, known as OREB. We're an association of approximately 3,900 registered real estate brokers and salespeople in the National Capital area. Each of our members is also a member of both the Ontario and the Canadian Real Estate Associations and are therefore entitled to use the REALTOR® trademark.

We embrace a range of business models that operate within the framework of regulatory requirements for buying and selling real estate. For more than a hundred years now, OREB's role has been to uphold the highest standards of ethics and professionalism in Ottawa's real estate industry.

We fulfill our mission by providing REALTORS® with leading-edge technology, tools, and resources and ensuring compliance with the myriad of provincial laws and all the industry regulations and requirements involved in every property transaction.

In short, we provide confidence behind the sign.

THE CONFIDENCE BEHIND THE SIGN

Buying or selling a property is one of the biggest financial transactions most people ever undertake and it's often something they do only once or twice in a lifetime. A professional REALTOR® is there for you every step of the way.



REALTOR® = SERVICE,
COMPETENCE,
ADHERENCE TO
A CODE OF ETHICS

Doesn't it make sense to have an expert on your side who knows how to navigate through the process and get the best possible outcome for you?

A REALTOR® has the knowledge and experience to support you through a property's purchase or sale from start to finish.

Here are just a few of the reasons why working with a REALTOR® is the smart choice...

AS OTTAWA AS – SOCCER IN BARRHAVEN...

Not only does a REALTOR® know the Ottawa market, but they also live in the community. You likely encounter them in your neighbourhood volunteering as community advocates. They are the hockey and soccer coaches and the school parent advisors and community event organizers. They care about the quality of life in their communities.



REALTOR®'s kids play soccer with yours. They shop where you shop. They drive the same streets as you and drink at the same coffee shop. A REALTOR® uses this hyper-local knowledge to support and protect you whether you're buying or selling a property. If you're buying, they know, for example, which houses may be in a flood zone or if a property nearby has been rezoned for future development. If you are selling, they have the market knowledge and several data points at their fingertips to advise you on what range your home is likely to sell for in your neighborhood.

Some REALTORS® also have diverse skill sets and deeper expertise in an area like commercial to help a business owner or landlord maximize their real estate investments. They may also specialize in condos, recreational properties, acreages, and farms. They know and understand space planning, zoning, environmental issues, appraisals, and of course, financing.

A REALTOR® has all the local neighbourhood contacts that you need. Whether it's plumbers and painters or lawyers and finance experts.

And because they invest in both their own real estate business and community relationships, a REALTOR® has all the local neighbourhood contacts that you need. Whether it's plumbers and painters or lawyers and finance experts, a REALTOR® can put you in touch with the best service provider for your needs.

Add to this, REALTORS® have access to specialist tools and resources to get deep insight and street-by-street granularity. This includes information about schools and taxes, heat and hydro costs, and importantly if past repairs and renovations were conducted with proper permits.

“Our REALTOR®’s enthusiasm, commitment, and knowledge of Old Ottawa South was astounding and led to a successful closing in less than a month!” - Home Seller

YOUR PEACE OF MIND IS NOT FOR SALE

Whether you are a buyer or a seller,
you can trust that your REALTOR® will
ensure the transaction is completed
competently and professionally.



DID YOU KNOW THAT NOT ALL REAL ESTATE SALESPEOPLE ARE REALTORS®?

Not every licensed or registered broker or salesperson is a REALTOR®.

To be a REALTOR®, a registered broker or salesperson must be a member of a real estate board in Canada, which is a professional association. In the Ottawa Region, that is the Ottawa Real Estate Board (OREB). This means they also adhere to a Canada-wide [code of ethics](#). By virtue of their membership in OREB, they are also members of the [Canadian Real Estate Association \(CREA\)](#), and the [Ontario Real Estate Association \(OREA\)](#).

REALTORS® have undergone extensive training. This entails taking an Ontario College self-directed course that can take up to two years to complete. Then there are four exams and two mandatory simulation sessions to complete. Only then can someone be registered with the Real Estate Council of Ontario (RECO). After registration, REALTORS®

must complete mandatory yearly updates on a variety of topics, including innovative technologies, changes to real estate legislation, and issues pertaining to both residential and commercial real estate.

Ontario's real estate market is highly regulated for the protection of both buyers and sellers and your REALTOR® knows, understands, and complies with all relevant legislation and industry requirements. The [Real Estate and Business Brokers Act](#), for example, lays out strict rules for REALTOR® practices and conduct, and all real estate transactions are covered by [consumer protection laws](#) too. These laws are strictly enforced by [RECO](#), the industry regulator, which has the power to revoke a REALTOR®'s license, lay charges, fine, and otherwise penalize any REALTOR® who fails to maintain the highest standards of professional service. In addition, your REALTOR® will participate in RECO's insurance program, which provides essential protection for both buyers and sellers through its errors and omissions insurance, consumer deposit insurance, and commission protection insurance.

You can trust your REALTOR® with your personal information because they are governed by [privacy legislation](#). They won't ever share your personal information with anyone without your consent. They must keep all of any confidential information they hold on you stored safely and securely too.

Your REALTOR® will recommend using a third-party property inspector to get an unbiased assessment of any property you're thinking of buying. They will know and have personal experience of working with dependable, qualified, and reputable inspectors that they can recommend to you.

As part of a regulated industry, your REALTOR® will protect any money that is put down on a property for deposit. They will recommend that the funds be held in a brokerage trust account until the sales transaction is finalized, which will protect all parties involved in the transaction.

“When we saw our listing, we were blown away. Our REALTOR®’s hard work and knowledge of what it takes to sell a home really paid off! Our listing looked amazing and knocked out the competition. The second buyer that saw the property put in an offer.”- Home Seller

Did you know that
not all real estate
salespeople are
REALTORS®?



OTTAWA
REALTORS®
KNOW...

Buying or selling your home can be an exciting experience. Some people feel the happiness and joy of moving into the home of their dreams.

Others may be filled with sorrow or regret as they sell up and move on from a place filled with many happy memories.

Then there are the feelings of stress, anxiety, and nervousness as you make some of the biggest financial decisions of your life.

Research into human decision-making capabilities shows that when the pressure is on and the stakes are high, people tend to make snap decisions without due consideration of the options and possible consequences.

But buying or selling your property is a big decision. Don't take a gamble. Instead, count on your REALTOR® to help you see through your emotions and help you think everything through to make the very best decisions at every stage of the transaction.

Your REALTOR® is a skilled and experienced negotiator and will act in your best interest, always. They are practiced in the art of bargaining. They know how to use such things as inclusions and escalations to best effect and understand the value of an independent inspector's report in a negotiation.

REALTORS® are expert at completing the contracting process quickly and efficiently. Ottawa REALTORS® have access to a wide array of standardized transaction forms that have been legally vetted. Specific clauses can be inserted to address unique concerns and needs such as time frame for a pool inspection and financing confirmation. Contracts can be prepared quickly for review and sent between parties for signature as well as legal review.

“I was quite nervous about the process of selling my first home. My REALTOR® walked me through step by step, made sure I knew what to expect, and offered expert advice that helped me through the negotiations. Incredibly, the contract was ready for signature in a couple of hours! I cannot recommend my REALTOR® highly enough.”

- Home Seller

IMAGINE - LET'S
MAKE IT HAPPEN



Ottawa REALTORS® both welcome and drive innovation. With every new trend, they adapt.

For example, REALTORS® adapted to a new way of showing homes during the pandemic with virtual open houses.

They also use many digital tools to keep transactions moving forward and to protect homebuyers and home sellers in the process within an ever-changing environment.

And then there's the incredible power of the Ottawa Multiple Listing Service (MLS®) and [REALTOR.ca](https://www.ottawarealtor.ca). At the heart of the MLS® system is cooperation between REALTORS® for the benefit of buyers and sellers in the region. This is Canada's most popular and trusted real estate platform, and it displays both residential and commercial listings. It alone gives the best possible exposure to a property listing and not being listed on the MLS® puts a property at a tremendous disadvantage.

That's because the MLS® system is a great equalizer in the local marketplace. It gives every Ottawa REALTOR® immediate and direct access to the same listing and sales data. And this includes both commercial and residential properties for sale or rent.

When you work with an Ottawa REALTOR®, you can be confident that you will have access to the widest possible selection of properties for sale and that all potential buyers will see your property.

The MLS® is a data powerhouse. Your REALTOR® gets access to premium and exclusive MLS® information that is not available to the public. For example, they can get information about all

past sales of a particular property, the selling price of adjacent or comparable properties, as well as information about properties outside of the National Capital Region.

The system integrates with many other software applications that are part of your REALTOR®'s toolkit. For example, there is one-click access to GeoWarehouse® to see property titles, maps, and images. Another useful aspect is the addition of WEBForms®, which are the basis of legal documentation required for any transaction. Thanks to these smart tools, your REALTOR® can prepare a contract quickly, sometimes in a matter of minutes.

The MLS® supports collaboration among REALTORS® too. Your buying agent can contact the selling agent instantly and can book a showing in just one click. It's just another way that a REALTOR® smooths your journey and supports you through this important life event.

“When you’re shopping for a new home in a hot real estate market, you need to act fast. Our REALTOR® finely tuned our MLS® search so that we’d be alerted instantly as soon a suitable property went live and got us in to see it the same day! We were delighted when the buyer accepted our offer a few hours later.”

- Home Buyer

When you work with an Ottawa REALTOR®, you can be confident that you will have access to the widest possible selection of properties for sale and that all potential buyers will see your property.

YOUR REAL ESTATE
JOURNEY STARTS HERE...



HERE ARE SOME HELPFUL RESOURCES FOR ANYONE THINKING OF BUYING OR SELLING AN OTTAWA PROPERTY:



[Mortgage Calculator](#)



[Land Transfer Tax Calculator](#)



[Find a REALTOR®](#)



[Find a Brokerage](#)



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