

Erin Seely,  
Senior Vice President, Policy and Stakeholder Engagement  
British Columbia Financial Services Authority

Via email: [policy@bcfsa.ca](mailto:policy@bcfsa.ca)

Subject: Consultation on Real Estate Teams

Dear Ms. Seely,

As you may be aware the Association of Interior REALTORS® is a professional association representing over 2500 REALTORS® that live and work across the interior region of BC. We are writing to you today in response to your open consultation on the proposed amendments to the real estate service rules, specifically those pertaining to teams.

Generally, we are supportive of the regulatory changes proposed. Registering with the BCFSa, clearly identifying in advertising, and conducting business with one team only are reasonable measures that allow for clarity and cut down on possible confusion both internally and externally.

That said, REALTORS® in our region feel flexibility on some of the proposed amendments should be considered. More specifically, it is our position that real estate teams not only include REALTORS® but also their assistants and staff that help their clients on a day-to-day basis. The proposed change to require teams to have two licensed members should be adapted to allow for assistants and other staff to be classified as a team alongside a single licensed REALTOR®.

In addition, our members have expressed that teams are often changing. REALTORS® may choose to go to a different brokerage or move locations although branding materials and advertising has already been established. This should also be taken under consideration when drafting this new regulation.

Kootenay Branch:  
#102 - 247 Baker St  
Nelson BC V1L 4H4

Kamloops Branch:  
418 St Paul St  
Kamloops BC V2C 2J6



We appreciate you taking our feedback into consideration as you move forward with these amendments.

Thank you for the work you do. We look forward to engaging with you on many more issues in the future. If you have any further questions or queries, please feel free to contact us at any time.

Best Regards,

Sonja Harkness  
Chief Operations Officer

Seth Scott  
External Relations and Advocacy Officer