

REAL ESTATE 2000 CONFERENCE

REAL ESTATE CONVEYANCERS TASK FORCE

March 5, 1999
WTCC, Halifax

WHAT IS THE TASK FORCE?

- Struck by NSBS in November, 1998
- Part of Council's annual plan to develop a comprehensive approach to real estate
- Real estate conveyancers from across Province
- Map out plan for best conveyancing practices in changing times

What is the Task Force's Mandate?

- To gather information on...
 - Registry 2000 initiative
 - Legislative reform of Registry
 - Title insurance
 - Possible role for Lawyers in selling real estate
- To provide advice and strategy
- Make recommendations

REGISTRY 2000

- Advances in technology
- LRMI mapping - already here
- NSRP database - already here
- Increasing volume of records/cost
- Government sees present need and opportunity for change
- Change is inevitable

LEGISLATIVE REFORM

- Eliminate repetitive searching
- Electronic commerce/paperless registry
- "One stop shopping"
 - Taxes
 - Zoning
 - Payments
 - Etc.
- Guaranteed title of fee simple

TITLE INSURANCE

- Conveyancers were at centre of transaction
- Control extending to Closing Centres
- Need to retain our professional standards
- Need to adjust while remaining competitive in market place

LAWYERS SELLING REAL ESTATE

- Requires "forward thinking"
- Possible legislative reform
- Lawyers as brokers being done in other countries i.e. Scotland

THE RUGERS

- To consult and work co-operatively with other groups working in these areas
- Bar Society - Housing & Municipal Affairs Liaison Committee, RELANS
- Already made a resolution to Council to endorse Registry 2000

THE PROCESS

- Actively support and participate in the process of reform
- Take a leadership role with its members

OUR ROLE IN REFORM

- Real estate is "bread & butter" for many NS lawyers
- Must be constructive, help ourselves
- Must demonstrate professional awareness
- Must demonstrate our required knowledge
- Must adapt while remaining competitive
- Must continue to serve best interest of our clients

FOCUS FOR TASK FORCE

- Assumption of Registry 2000 system
 - Reduction of traditional areas of responsibility
- Lawyer's role as "Weavers of the fabric of the transaction" to be preserved
- Position in the food chain of Real Estate Industry
- Need increased presence in order to exert control
- Need ability to be more competitive with other purveyors of similar service

WHAT DO WE DO WELL?

WHAT SHOULD WE PROMOTE?

- The ability to provide informed decision making
- Access to the justice system
- Protection of the integrity of the land registry system

TASK FORCE MEMBERS

- Pat Murray - Chair
 - Stewart McKelvie Sterling Scates
- John Cooper, Q.C.
 - Crowe Dillon Robinson
- Bruce McLaughlin
 - Russell Piggott Jones
- Brian Labor
 - Cox Hansen
- Patricia Caldwell, Q.C.
 - Pink, Macdonald, Harding
- Darrell I. Pank
 - Nova Scotia Barzler's Society
- Milton J. Veniot, Q.C.
 - Margeson, Wilson & Veniot