



Member Survey Results: Pending Status Business Rules

On May 10th the Alberta Real Estate Association (AREA) and all Boards embarked on a member engagement survey about the current discussion on conditional sale disclosure and reporting. This survey was sent to over 11,000 members across Alberta which resulted in a nearly 25% response rate of your peers wanting their say in this important decision.

Here are the survey highlights:

- **72% of members agree** that *pending listings should continue to be marketed* on Realtor.ca and other external property websites, but **68% of members agree** that *it should still be the seller's choice*.
- **88% of members agree** that *it should be disclosed to other members if a home is pending and the seller does not want to accept showings*. But **85% of members agree** that *it should be the seller's choice to accept showings* or not after accepting a conditional offer.
- **60% of members agree** it should be *mandatory to report pending* on the board's MLS[®] System.

Two suggestions for a way forward were presented in the survey

<p>Add a new MLS® System status, “Under Contract” where sellers are required to accommodate showing requests for conditionally sold listings that are being marketed to external websites and REALTOR.ca.</p> <p>When reporting a conditional sale in the MLS® System, you would choose either:</p> <ul style="list-style-type: none">• Pending: Conditionally sold listings are not marketed to external websites and REALTOR.ca and showings are not required; or• Under Contract: Conditionally sold listings continue to be marketed to external websites and REALTOR.ca and are available for showings. <p>The option to keep the listing in Active status remains unchanged, when instructed to do so by the seller.</p>	<p>Change the definition of Pending status so listings continue to be marketed to external websites and REALTOR.ca, unless otherwise instructed by the seller.</p> <p>When reporting a listing as Pending in the MLS® System, two “Yes/No” buttons will be included in the system under Pending status to address marketing and showings:</p> <ul style="list-style-type: none">• First button: Seller indicates if the listing can be marketed to external websites and REALTOR.ca (Yes/No)• Second button: Seller indicates if the listing is available for showings (Yes/No) <p>The option to keep the listing in Active status remains unchanged, when instructed to do so by the seller.</p>
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Both suggestions are considered highly acceptable as both options received an equal acceptance with **73% of members agreeing** that *either option was ‘Very appealing’ or ‘Somewhat appealing’*.

Forty-seven per cent of participating members provided additional, open question feedback. The Change Management Group is currently reviewing all feedback to be certain we understand the breadth of the issue and anticipate having recommendations to present to the Boards this fall. AREA will also be sharing a summary of the responses with the Residential Real Estate Broker Industry Council as part of our ongoing dialogue on how the industry is committed to professional consumer experiences.

Please contact AREA at communications@albertarealtor.ca if you have any questions about the survey or additional feedback to share on Pending status business rules.

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