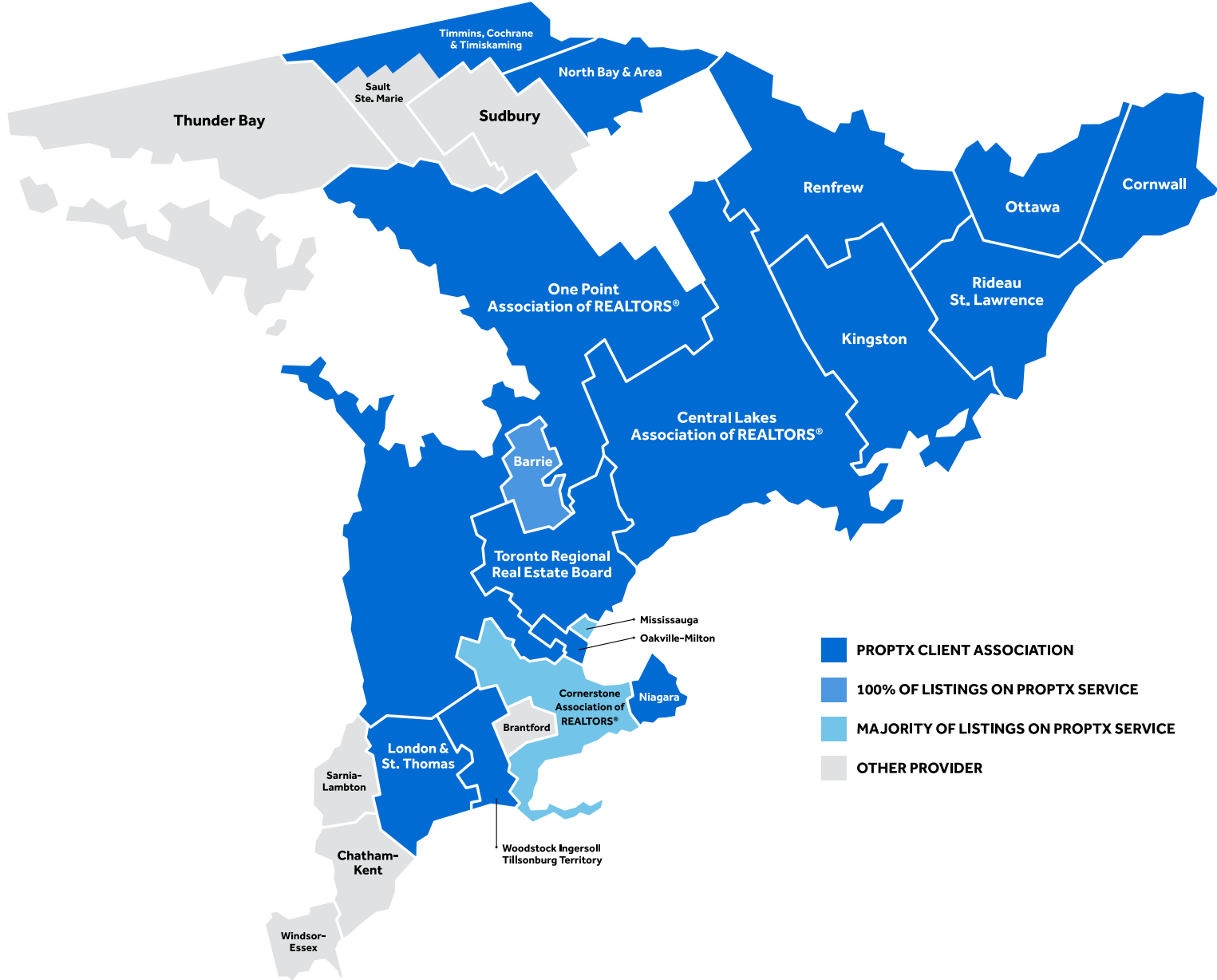




Vote Yes at the Fall Annual Meeting
November 20, 2024

PropTx Reach

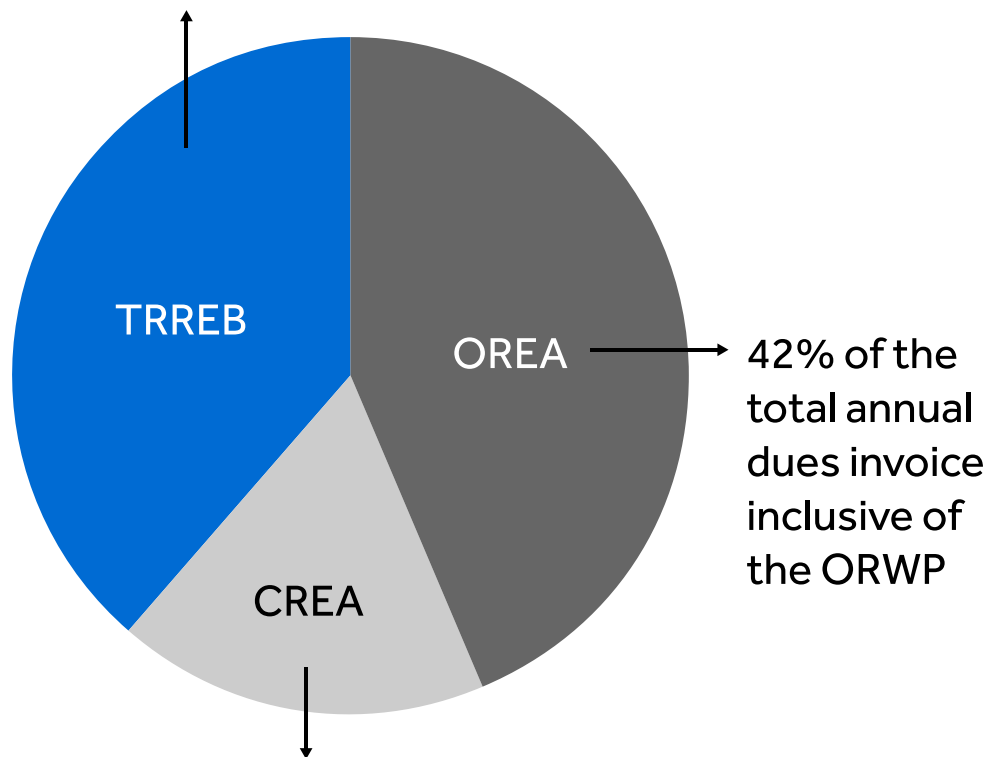
Access to comprehensive market data and listings from more than 95,000 REALTORS® across Ontario in one database through PropTx.





Allocation of Membership Dues

41% of the total annual dues
invoice inclusive of PropTx MLS



17% of the total annual dues invoice

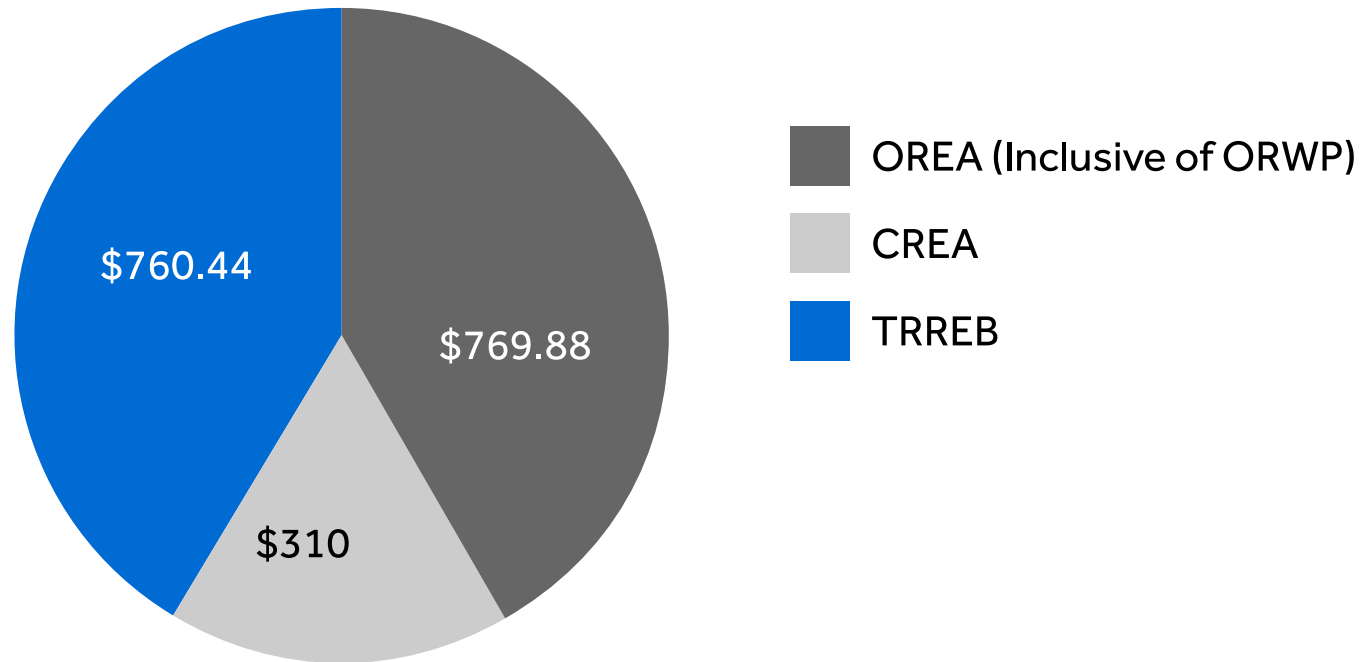
Where Do the Dues Go

Of the total annual invoice TRREB Members receive each year, only 41% is retained by TRREB which includes MLS® Service.

All amounts are based on the proposed 2025 dues amount.



Allocation of Membership Dues – Dollar Value for Salesperson



Understanding Dues Collection

Each year TRREB collects your dues for TRREB in addition to your dues for OREA and CREA.

TRREB remits the dues to both OREA and CREA on your behalf and transfers these amounts to OREA and CREA.

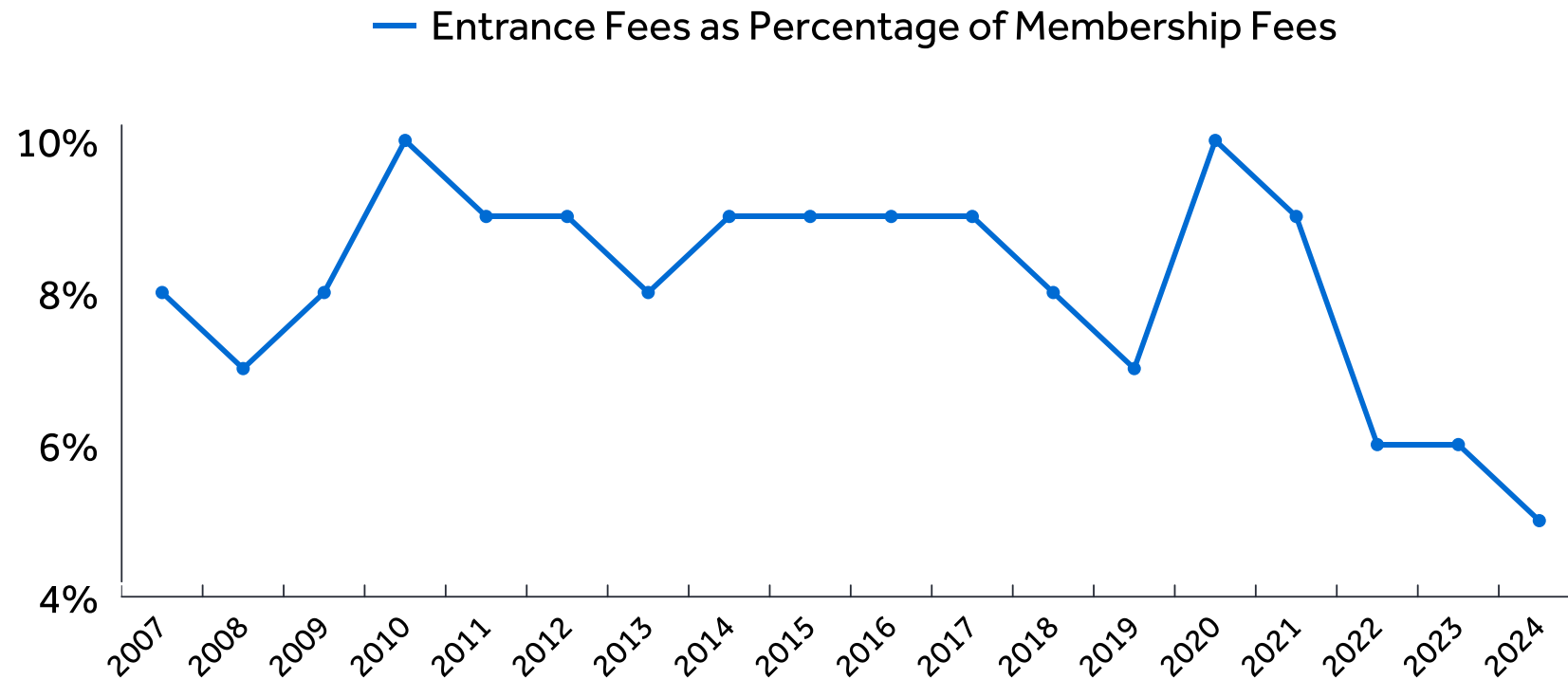
ORWP fees are included in the OREA annual dues amount and are remitted to OREA on your behalf.

All amounts are based on the proposed 2025 dues amount.



Initiation Fee Revenue

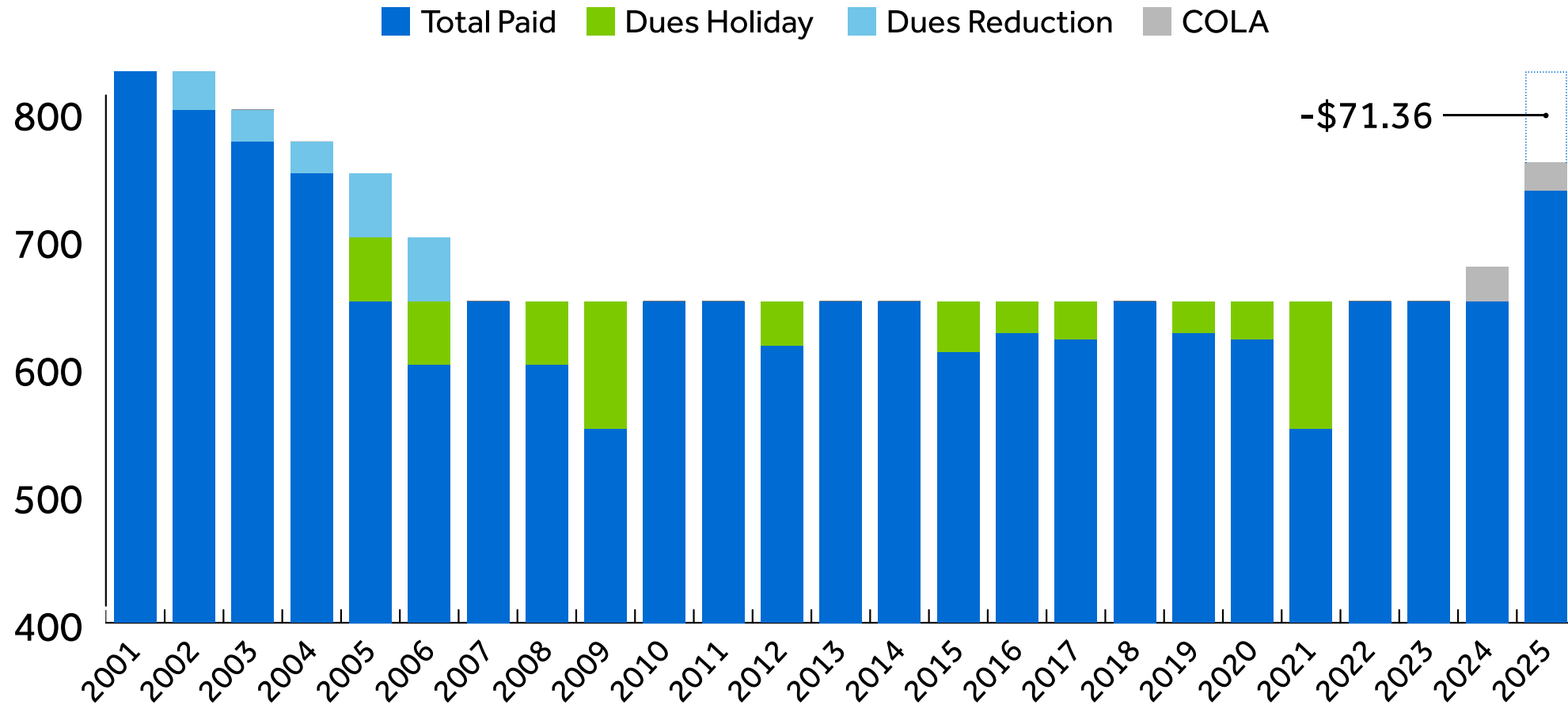
The decline in new Members joining TRREB has resulted in a drop in entrance fee revenue.





Historical Dues Reductions and Holidays

Since 2001 we have provided combined 16 dues holidays and reductions to Members.

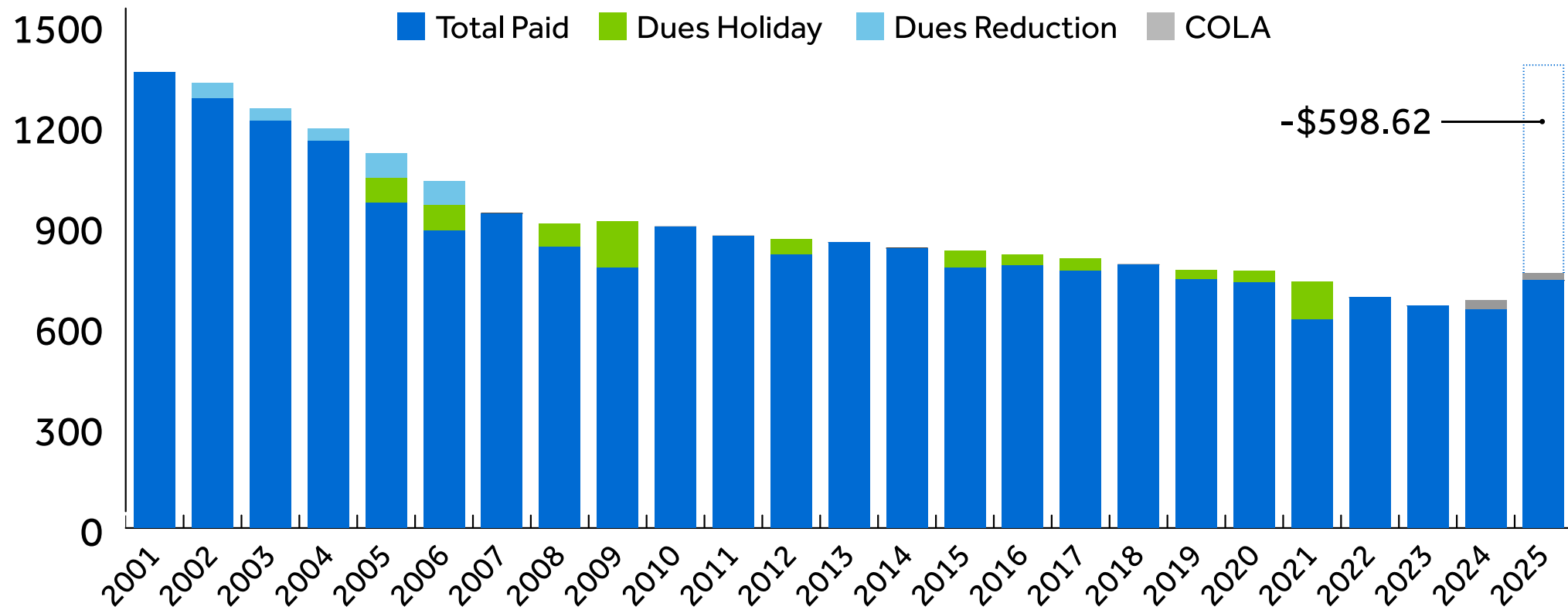


All amounts are based on the proposed 2025 dues amount.



Historical Dues – Inflation Adjusted (Bank Of Canada)

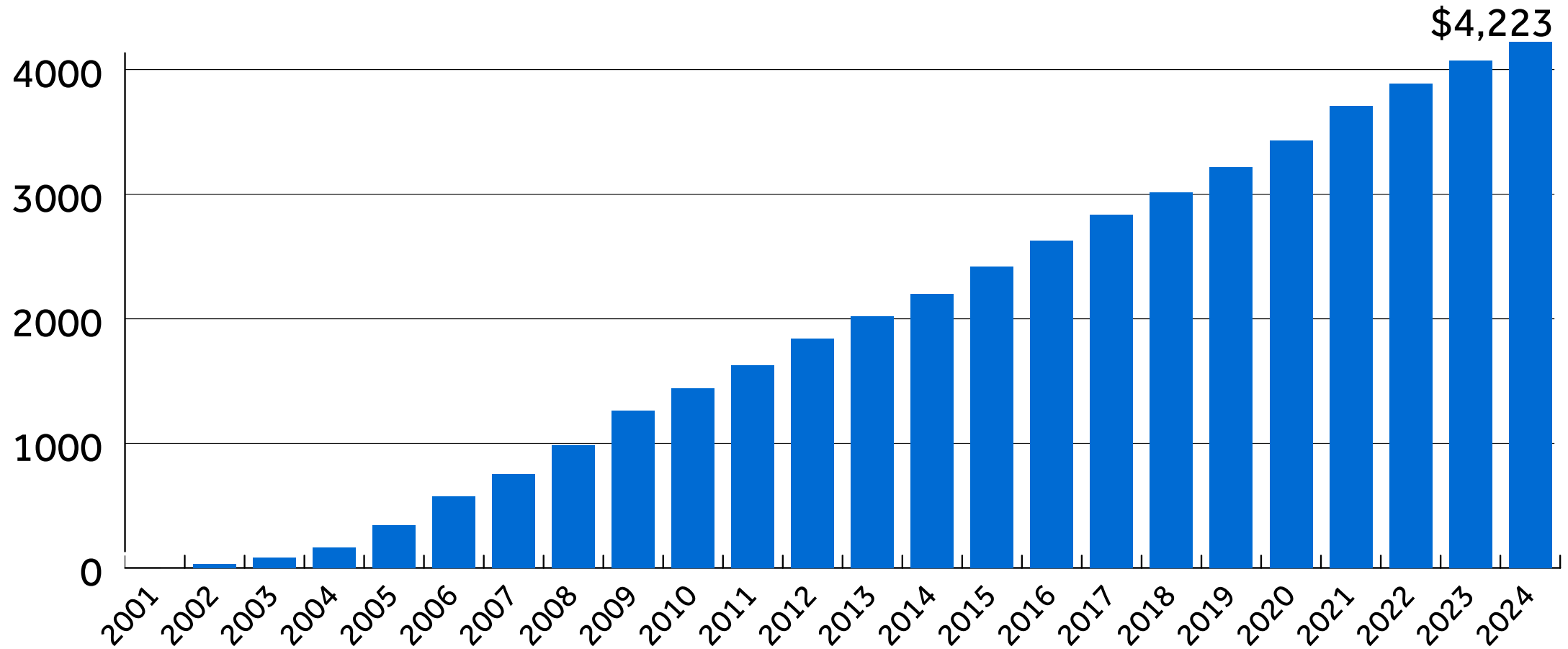
Member dues are far less today than in 2001, even when COLA is factored in and adjusted for inflation.



All amounts are based on the proposed 2025 dues amount.

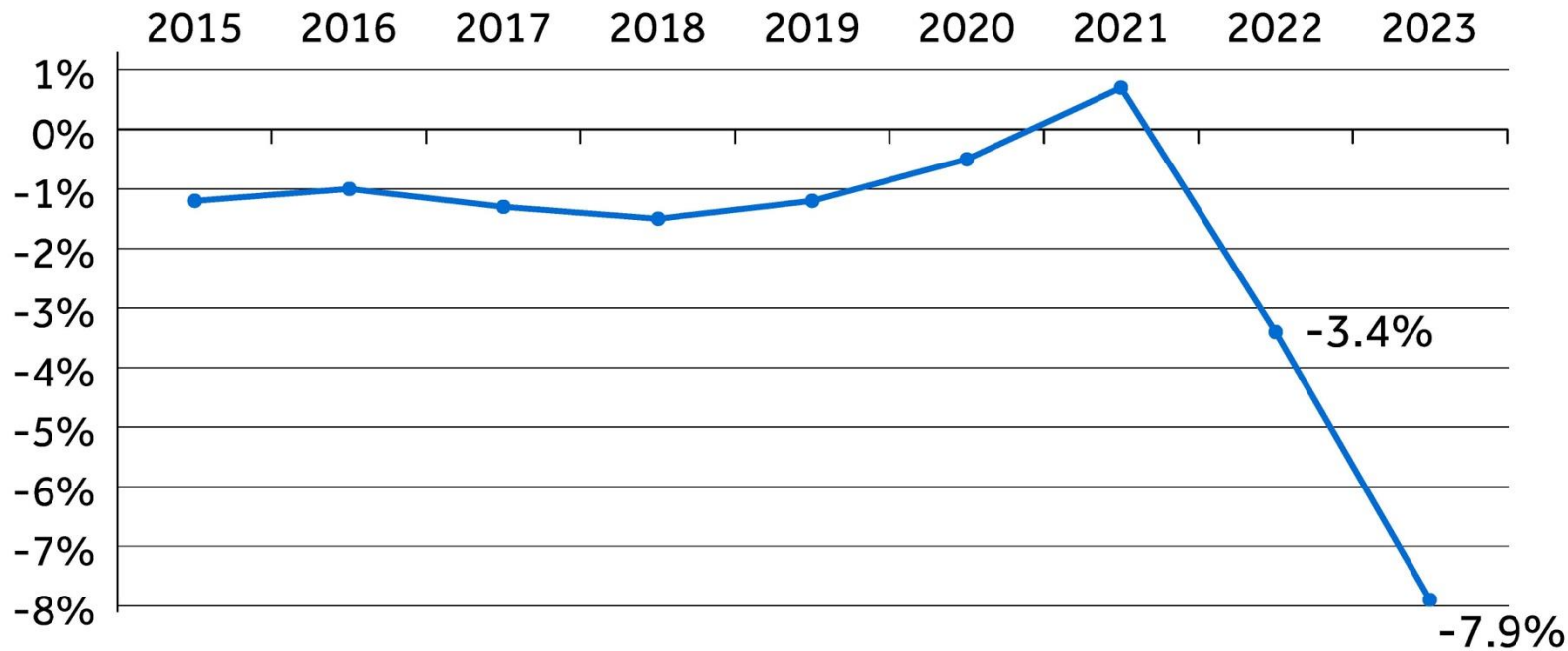


Actual Cumulative Savings Per Member Since 2001





Membership Change



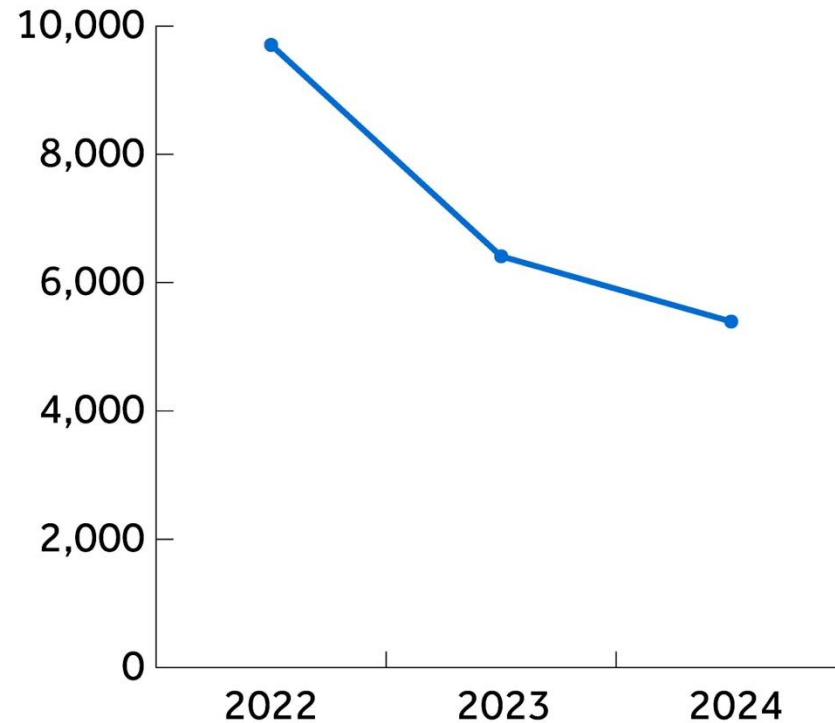
At the start of 2024, we saw the largest decline in membership experienced by TRREB since 1991 with an 8% reduction.

The 8% decline in membership is calculated based on the change between year-end December 2023 (75,496) and memberships renewed for 2024 by end of January 2024 (69,495).

The amalgamation of BREB and integration of BDAR in 2023 led to a one time membership increase of approximately 3,000 Members.



Interboard Listings Entered by TRREB

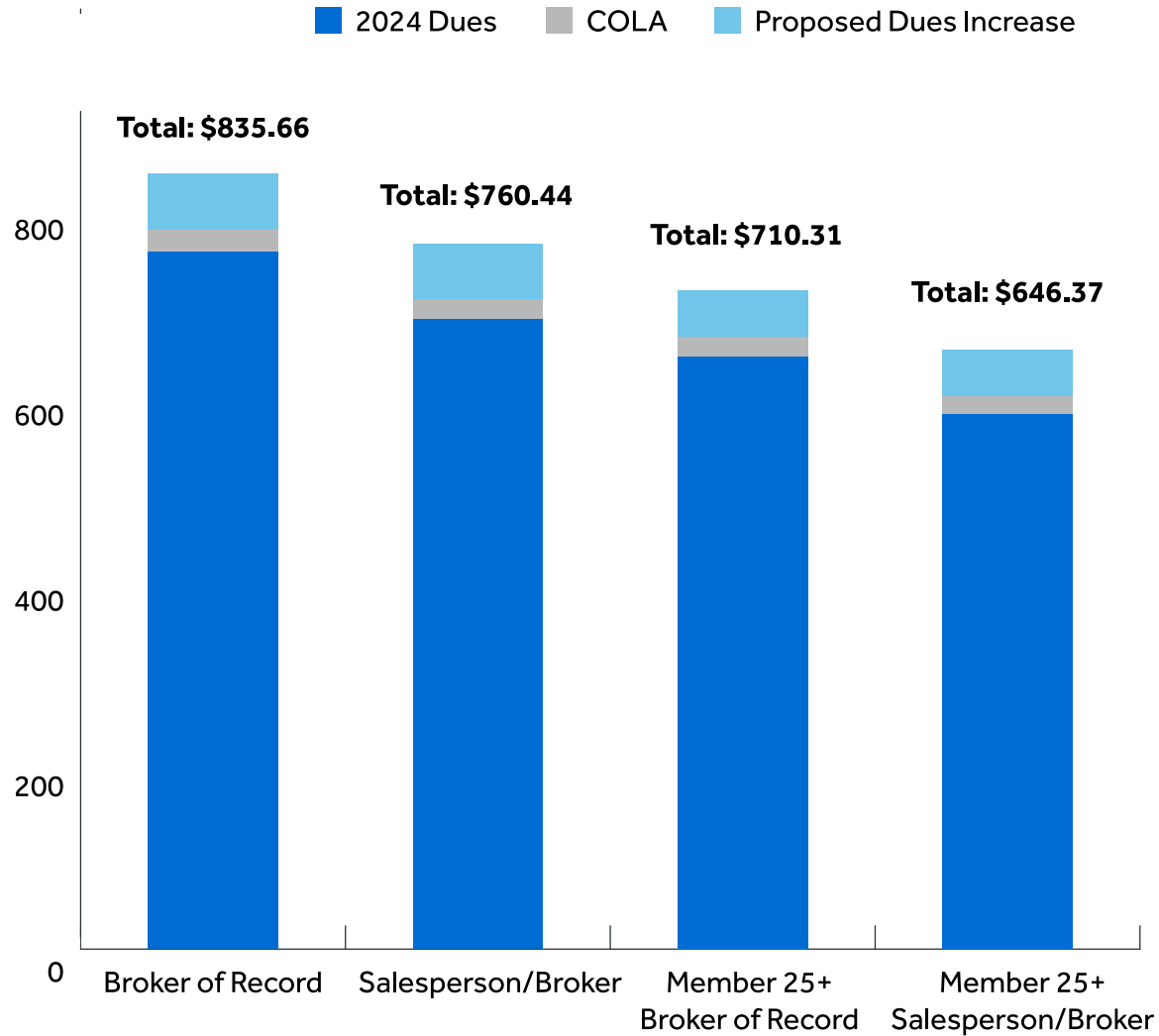


Interboarding

We have seen a decline in listings being interboarded as more data is available REALTORS® across Ontario. This has led to a current decrease in revenue of \$500K per year, and further declines are expected as more data is available to REALTORS®.



2025 Dues Breakdown



This chart highlights the proposed 2025 Membership dues amounts by Member type.