Q1. Why is the Buyer Registry Service® optional?
A1. Because of privacy, we have to allow an option for those who do not wish to be registered in the BRS®. Buyers will still be able to receive the services of a REALTOR® under a Buyer Representative Agreement without being registered in the BRS® if they withhold consent for registration. Since registration is not primary to the main purpose of wanting to buy a property, this becomes necessary in order not to breach privacy laws.

Q2. Do we need rules for the BRS®?
A2. Similar to the Listing process, rules are necessary for the BRS® to function. These rules and policies have been developed to ensure timely registration of agreements etc. Furthermore, the BRS® needs to be governed by its own set of rules, separate and distinct from the MLS® Rules since it is not properly part of the MLS® System. The rules can be found in the BRS® site as a link as well as in the Training site (in the BRS® site) in the pdf file.

Q3. What are the benefits of creating a BRS®?
A3. It is an attempt to raise the stature of the Buyer Representation Agreement. There are benefits to the Buyer such as:

- Will assist with enhancing the professionalism of the “Buyer” side of transactions
- It will help protect consumers against disputes regarding multiple Buyer Representation Agreements
- Provide Clients with better representation; greater efficiency in generating property matches with the Reverse Search
- Buyer will benefit by having more people working to find them a suitable property
- It is a commitment from the REALTOR® to provide a high level of Client service and to work solely on the Buyer’s behalf

There are also benefits to REALTORS® such as:

- The BRS® may help to protect the REALTORS® commission through the Arbitration process
- It will help to better educate Salespeople how to properly fill out the Buyer Representation Agreement and emphasize the importance of complying with the REBBA Code of Ethics regarding disclosure and representation agreements
- Having an indication as to the number of potential Buyers for a property type and/or a specific area will also help both the Listing and Co-operating Salespeople to develop more precise strategies with respect to multiple Offers
- Since the BRS® contains details of what registered Buyers are seeking, it can act as a tool for Listing Salespeople to approach Buyer Salespeople with properties that might be of interest to their Clients (details remain confidential except to the Buyer’s Salesperson and the Broker of Record) through the Reverse Search functionality
- Brokers of Record can easily reference their Salespeople who have Buyers under Agreements within their Brokerage and will assist with regulatory obligations
Q4. How will a search to check whether the Buyer is under a Representation Agreement work?
A4. When an authorized TREB User enters certain information i.e. name, home address and phone number, the BRS® without identifying the Buyer or the Brokerage/Salesperson representing the Buyer will notify the User with one of the following messages:

- The Buyer’s name as entered **may** already be registered in the system
- The Buyer’s name as entered **already exists and is** registered in the system
- The Buyer’s name as entered **does not appear** in the system

Authorized TREB BRS® Users may discuss any questions regarding representation relationships with their Clients or potential Clients which are raised by a BRS® search since the relationship is between the BRS® User and their Client or potential Client and not with the Brokerage which has or might have this Buyer’s name already registered in the BRS®

Q5. How will Buyers be registered in the BRS®?
A5. Only the Brokerage/Salesperson representing the Buyer can enter the details of the Buyer. It requires the Buyer to have a signed Buyer Representation Agreement for a minimum of five (5) days and must be entered into the BRS® within two (2) business days from the commencement date.

Q6. Does the BRS® provide any other functionality?
A6. The “Reverse Search” functionality can act as a tool for Listing Salespeople to approach Co-operating Salespeople with properties that might be of interest to their Buyers.

By entering the characteristics of a property, the BRS® will reveal a list of Salespeople and their Brokerages with registered Buyers looking for properties similar to what has been listed.

The “BRS® Property Match” functionality will help simplify the process of helping a Buyer find a property. Once the Buyer’s profile has been entered into the BRS®, the Property Match feature can be activated.

When you have entered the criteria of your Buyer’s prospective home, Stratus will automatically track new and revised Listings that match. A Property Match connected to a profile can run multiple times a day: hourly, every six (6) hours or every twelve (12) hours. They do not count as part of the maximum number of Prospect Searches and they do not expire.

Q7. Will it be required for Buyer Representation Agreements to be sent to TREB?
A7. There is no requirement for Agreements to be sent to TREB.

Q8. How can I learn more about using the Buyer Registry Service®?
A8. Step-by-step training for all facets of the BRS® is available in an interactive e-Training module and in a printable workbook.

There is also a two hour seminar entitled “Important Benefits to using the Buyer Registry Service®”. To take advantage of this seminar at your Brokerage you may contact Brenda Gwilliams at 416-443-8165 for further information.