



RECO

Real Estate Council of Ontario

RECO Collaboration Summit II – Advancing Excellence in Real Estate Education & Professional Standards

POST-EVENT REPORT

May 11, 2026

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Purpose and Context

On April 9, 2026, the Real Estate Council of Ontario (RECO) convened its second **Collaboration Summit: Advancing Excellence in Real Estate Education & Professional Standards**, bringing together **over 100 leaders** from across the real estate sector, including regulators, brokerages, boards, associations, and education providers.

The Collaboration Summit forms part of RECO's broader transformation agenda and education modernization initiative, aligned with its mandate under the *Trust in Real Estate Services Act, 2002* (TRESA) to protect consumers and uphold professional standards.

The event was structured as a series of facilitated roundtable discussions focused on four core areas:

- The role of education in a risk-responsive regulatory system
- Defining practice readiness and entry-to-practice competencies
- Strengthening professional standards through ongoing education
- Leveraging data, technology, and innovation to improve outcomes

Across the day, RECO captured **1,440 minutes of discussion**, which were transcribed and analyzed to identify recurring themes and areas of consensus.

A central theme consistently emerged:

When consumers make one of the most significant financial decisions of their lives, they must be supported by professionals shaped through strong education and continuous learning.

As noted by Administrator and Acting CEO Jean Lépine, **“Education is key to protecting consumers and strengthening the professional sector—and this work depends on collaboration between the regulator and the sector.”**

The summit also reflects a continued commitment to open dialogue and collaboration across the sector in advancing this work.

Summary

Across every table, a consistent message emerged – the current education model is not keeping pace with the realities of practice, and meaningful reform is required.

Participants consistently pointed to the need for a more applied approach to learning, stronger support for entry into practice, and a shift toward continuous, risk-based education. There was also clear alignment on the importance of using data to ensure education remains relevant and responsive to emerging risks.

As Stefani Konidis, Director of Education and Professional Standards, RECO noted, **“Education must better reflect the realities of practice and equip professionals with the judgment and skills required to protect consumer interests.”**

Taken together, these themes reflect a shared direction:

a more practical, accountable, and outcomes-focused education framework – one that better supports professionals and strengthens consumer protection.

These changes are intended to support improved consumer protection through a more competent and prepared real estate profession.

RECO extends its sincere thanks to all participants for their time, expertise, and meaningful contributions to this important discussion.

Stakeholder Sentiment

The Collaboration Summit reinforced a strong level of alignment across participants on both the **current gaps in education** and the **path forward**.

Stakeholder input, including survey feedback, highlighted the central role of education in supporting professional competence and consumer protection. In particular:

- **87%** identified strengthening competency as a primary role of education
- **75%** identified regulatory knowledge as critical to practice readiness
- **61%** emphasized the importance of closer collaboration across the sector
- **41%** supported using data to better target learning

These findings indicate clear and consistent expectations that education must evolve to become more **practical, targeted, and aligned with regulatory outcomes**.

Overall, stakeholder sentiment reflects a high degree of alignment on priorities and provides a strong foundation for advancing education modernization.

Core Insights

The following themes reflect areas of strong consensus across discussions of the four questions posed:

1. **How could education function within a modern, risk-responsive regulatory model to strengthen consumer protection and professional accountability?**
 - **Education must be preventative, not just corrective**
Education should function as a proactive regulatory tool, reducing misconduct before issues arise.
 - **Current education is too theoretical and not practice-ready**
There is a clear gap between knowledge and the ability to apply it in real-world scenarios.
 - **Education must be dynamic, risk-responsive, and data-driven**
Curriculum should evolve based on complaint trends, emerging risks, and industry changes including an increasing complex market.
2. **What core competencies, judgment, and professional behaviours should a new registrant demonstrably possess to support effective entry into practice?**
 - **Strong support for supervised practice**
Participants emphasized the need for structured, hands-on experience before independent practice.
 - **More applied learning and less memorization**
Assessment approaches should focus on real-world competence and professional judgment.
3. **How should ongoing education and competency expectations evolve to reinforce professional standards, ethics, and risk awareness throughout a registrant's career?**
 - **Current continuing education needs to be effective and continuous**
Continuing education was broadly perceived as low-engagement and limited in impact.
 - **Continuing education must be risk-based and informed by real issues**
Content should reflect practical challenges such as documentation, disclosure, and representation.
4. **How can data, analytics, and emerging technologies be used to better target, design, and evaluate education to improve regulatory and consumer protection outcomes?**
 - **Use regulatory data to target education**
Complaints, enforcement trends, and discipline data should inform education priorities.

Looking Ahead

The insights gathered through the Summit will directly inform the next phase of RECO's education modernization work. Moving forward, RECO will:

- Continue to **engage stakeholders across the sector**
- Translate insights into **clear priorities and actions**
- Advance a more **modern, risk-responsive education framework**
- Develop a **renewed education strategy**

As Jean Lépine emphasized, **“Education must move from a passive requirement to an active regulatory tool—one that strengthens professional standards and responds to areas of risk.”**

Delivering this shift will require coordinated action across the regulator, education providers, brokerages, and the broader sector.

RECO remains committed to listening, collaborating, and working in partnership with stakeholders to strengthen professional standards and enhance consumer protection across Ontario's real estate sector.