

# The Real Estate Journal

A quarterly publication of the Real Estate Board/Commission of Strata Corporations



## Dealers, Nominating Officers Course Set for July 24, 25



Board Chairman, Andrew James speaks at the Real Estate Dealers Executive Leadership and Management Training, at the Jamaica Conference Centre, September 26 and 27, 2023.

**T**he Real Estate Board is set to host an online edition of its mandatory training course for dealers, along with a separate course tailored for nominated officers. These will be held on July 24 and 25, respectively.

The Supervising Dealers Course is designed to enhance the administrative and operational skills of real estate professionals while equipping them with vital knowledge and competencies across a range of key areas. Topics include:

- *Navigating the Legal Framework for the Real Estate Market*

- *Data Protection Management for Real Estate Professionals*
- *The Competency Framework for Dealers*

Facilitators will include Mr. Jared Johnson, Legal Officer; Mr. Oshane Vacciana, Senior Legal Officer; and Dr. Tina Beale, Principal of the Real Estate Training Institute and Senior Director at the Real Estate Board.

The Nominated Officers Course is specifically geared toward nominated officers that have been formally appointed pursuant to Regulation 5 (3) of the Proceeds of Crime Act Money Laundering Prevention

# Contents



3

**CEO's Message**



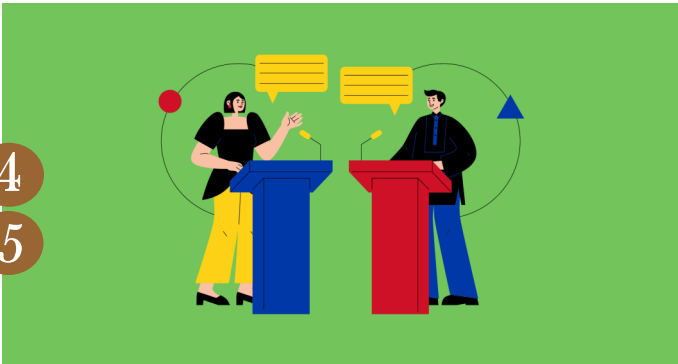
11

**Contact us  
Dealers/Nominating Officers Course**



12

**Data Protection Act Webinar**



**Debate team Success**

4

5

**Scam Alert**

6



7

**issuu**



8

9

10



**Development Schemes**



14

15



16

**REAL ESTATE Could be this funny!**





## CEO's Message PHILLIP CHAMBERS

**A**s we approach the mid-year mark, I am proud to speak on the strides the Real Estate Board continues to make in professional development, regulatory compliance, and public engagement. Our upcoming **Supervising Dealers and Nominated Officers Courses**, scheduled for

### Dealers/Nominating Officers Course

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Regulations to spearhead and oversee a real estate dealers/regulator's compliance regime with respect to the prevention of money laundering and terrorism financing. The primary presentation for this course will be *Detecting and Deterring Money Laundering in the Jamaican Real Estate Market*, led by Dr. Lorice Edwards Brown. Dr. Edwards Brown is widely recognised for her tenure as Chief Executive Officer (CEO) of the National Compliance and Regulatory Authority.

Day one runs from 9:00am-4:30pm and day two from 9:00am-3:30pm.

July 24 and 25, underscore our commitment to capacity building and compliance. These sessions not only address critical areas like data protection and legal frameworks but also emphasize our proactive stance in the fight against money laundering. We're especially proud to welcome respected facilitator, Dr. Lorice Edwards Brown, whose expertise will enrich our participants' learning experience. This is in addition to that of our own Dr Tina Beale, Jared Johnson and Oshane Vacciana.

We also salute our **Debate Team**, who demonstrated exceptional skill and determination in the 2025 Public Sector Debate Competition, advancing to the Round of 16. Their performances reflect the Board's commitment to nurturing talent and encouraging bold thought leadership among staff.

As always, we remind our stakeholders to remain vigilant in matters due diligence in their affairs. This includes using our website, specifically the search register to validate the status of an individual with whom you wish to engage.

We continue to be appreciative of the participants of our quarterly Annual Returns Workshop. Your attendance is indicative of your commitment to seeing your corporation attain compliance with the requirements of the law, particularly the submission of Annual Returns.

Thank you for your continued partnership and support. Together, we will continue to build trust, transform lives, and elevate the standards of the Jamaican real estate industry.

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***These sessions not only address critical areas like data protection and legal frameworks but also emphasize our proactive stance in the fight against money laundering.***

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Registration for the upcoming courses must be completed online via the Board's proprietary registration platform, the **Client Portal**, where payment can be made using most major debit or credit cards. The registration cost for each course is \$5,000 Jamaican Dollars per participant. The session will be held via Zoom.

Dr. Beale emphasized the convenience and flexibility of the online format, noting, "We are mindful of how busy our dealers and nominated officers are, and the fact that many operate outside of the Corporate Area. As such, we wanted to ensure that the course was accessible to participants wherever they are. With our CPD and pre-licensing courses already online, this is a natural extension of the modality by which we are primarily delivering our courses."

## Debate Team puts up valiant effort to round-of-16 in Competition



**Executive Director** of the Jamaican Association for Debating and Empowerment (JADE) , announces the decision of the judges after deliberations during a debate between Team Real Estate Board (left) and Team National Irrigation Commission on May 28 at the Transformation Implementation Unit (TIU), 6 Saxthorpe Avenue, Kingston.

**T**eam Real Estate Board put up a valiant effort in advancing to the Round of 16 in the 2025 Public Sector Debate Competition, organized by the Transformation Implementation Unit (TIU). Matches were held at the Unit's head office at 6 Saxthorpe Avenue, Kingston.

In their first encounter, the Board went up against the formidable Ministry of Justice team—last year's beaten finalist. The team comprised Tiffany Warren (first speaker), Damian Wilson (second speaker), and Dwayne Wynter (third speaker). In that April 30 matchup, the Board opposed the moot: *"Be it resolved that the mandatory use of body-worn cameras by law enforcement is essential for accountability and crime reduction in Jamaica."* Tiffany Warren, Damian Wilson, and Dwayne Wynter triumphed over the Ministry of Justice, successfully

arguing that there are alternative methods of ensuring accountability and that law enforcement officers should not be viewed as the primary purveyors of crime, but rather as professionals tasked with addressing it.

In its second match, held on Tuesday, May 13, the Board faced the Cannabis Licensing Authority, this time proposing the moot: *"Be it resolved that the environmental costs of ecotourism outweigh its benefits."* Tiffany Warren (first speaker), Damian Wilson (second speaker), and Teswayne Richard (third speaker) passionately argued points including the degradation of fragile ecosystems, greenwashing and weak regulation, carbon footprints, and resource overuse. Despite a strong performance, the team was narrowly edged out by their opponents.

In advancing to the second round, the team of Tiffany Warren (first speaker), Teswayne Richards



(second speaker), and Dwayne Wynter (third speaker)—took on the National Irrigation Commission on May 28, proposing the moot: “Be it resolved that investing in internal talent development yields better long-term service delivery outcomes than external hiring.”

Among the points raised were the benefits of continuity and institutional knowledge, improved employee engagement and retention, cost-effectiveness, return on investment, and strengthened organizational culture. Despite another valiant effort, the team was narrowly defeated by the National Irrigation Commission in a closely fought contest.

The competition also featured teams from the Ministry of Industry, Investment and Commerce, Southern Regional Health Authority, Jamaica Information Service, Jamaica National Heritage Trust, and the National Environment and Planning Agency. Each team brought unique insights and robust arguments, showcasing the depth of debating talent within the public service.

Team captain Dwayne Wynter expressed pride in the team’s performance, noting significant improvement from last year’s debut showing.

“With the experience gained and a better understanding of how the judges score and what they’re looking for, I’m confident we can only do better next year,” he said.

In its second match, held on Tuesday, May 13, the Board faced the Cannabis Licensing Authority, this time proposing the moot: “Be it resolved that the environmental costs of ecotourism outweigh its benefits.”

**Have you completed all mandatory CPDs?**

**You can check your CPD status on the Public Register of our website**

**LICENCE DETAILS**

LAST ISSUED:  
April 1, 2025 to March 31, 2026

LAST DEALER EMPLOYED:  
Andrew Issa Realty Limited

AREA(S) OF PRACTICE:  
Sales, Rentals and Leases

5 CPDs Completed 1

[WWW.REB.GOV.JM](http://WWW.REB.GOV.JM)

# REAL ESTATE TRAINING INSTITUTE

**What is the Real Estate Training Institute?**

**The Insitute is the offical training arm of the Real Estate Board. It offers Pre-Licensing Courses and Continuing Professional Development Courses (CPD).**

**The Pre-licensing Course for Salesmen is the starting point to a career in Real Estate**

**What are the Course Requirements?**

**Applicants to the Salesman Course are required to have five (5) passes in CSEC/CXC (or their equivalent), inclusive of Mathematics and English Language**

**How long does the course last?**

**The course is fully online, on a part time basis. Classes are held Monday to Thursday evenings, or all day on Saturdays and Sundays**

**CONTACT US**

**876-633-1292, 876-350-6761**  
**e-mail: [reti@reb.gov.jm](mailto:reti@reb.gov.jm)**





**We use this opportunity to warn the public of unscrupulous persons posing as real estate salesmen, engaging in sales, rentals or leases. All registered salesmen must have a valid salesman number (e.g S-XXXX). Please verify the status of anyone you wish to engage with by contacting the Board or checking our website**





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**The Real Estate Journal**

A quarterly publication of the Real Estate Board/Commission of Strata Corporations

**Strata Commission amends lead time for Random Inspections**



In a strategic move to enhance regulatory oversight and compliance with the Registration (Strata Titles) Act, the Commission of Strata Corporations has extended the lead time for random inspections of strata corporations across Jamaica. The inspections are central to the Commission's ongoing efforts to identify areas for improvement and support the implementation of corrective measures among corporations.

With the change, strata corporations will receive written notices of scheduled random inspections, at least three months in advance. This timeline is designed to provide executive committees ample time to collate and prepare the necessary documents for presentation on the inspection date.

In addition to general operational practices and conformity to the Act, the inspection process will assess several critical areas, including:

- Validity of Annual General Meetings: Inspectors will review records to ensure AGMs are conducted and documented in compliance with statutory requirements.

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**T**he effective date for increased benefits for National Housing Trust (NHT) contributors has been moved forward by two weeks, with the changes now taking effect on Monday, June 16, instead of Tuesday, July 1.

The NHT announced the change in a post on its X account, formerly Twitter, which was endorsed by Prime Minister Dr Andrew Holness, who described it as “big news for homebuyers.” During his contribution to the Budget Debate in March, Holness—who has oversight of the NHT—announced a raft of increases to benefits for contributors.

As of now, the loan limit for individual borrowers has increased to \$9 million, up from \$7.5 million.

The combined maximum loan limit for two co-applicants has moved from \$15 million to \$17 million.

For three co-applicants, the limit has been raised to \$23 million, up from \$21 million.

If an individual mortgagor is purchasing a unit priced at \$14 million or less, the NHT will lend up to \$12 million, subject to affordability.

For the construction of houses by individual contributors, the loan limit has increased to \$11 million.

Two persons applying together can now borrow up to \$17 million, while three applicants can access up to \$23 million.

Meanwhile, the Home Improvement Loan has increased from \$3.5 million to \$5 million.

The wait time for accessing this loan has been reduced from 10 years to seven years. Additionally, the NHT's Smart Energy Loan has been increased from \$1.5 million to \$2.5 million.

The interest rate will now range from 0 to 5 per cent, based on income bands, rather than being fixed at 5 per cent.



# HGTV cancels TV show hosted by Georgia couple after 4 seasons



If you're from Georgia and a fan of HGTV, you may have watched "Married to Real Estate." Unfortunately, we have bad news for fans. The show's hosts confirmed that it's been canceled after three years on TV. Here's what we know:

## What is Married to Real Estate about?

The series was hosted by the husband-and-wife team of builder Mike Jackson and designer/real estate broker Egypt Sherrod of Atlanta. It focused on their personal lives as well as their work finding and fixing up families' dream homes in the area. It ran for more than 40 episodes stretched out over four seasons.

## Reactions to cancelation of Married to Real Estate

Sherrod posted the news across her social media channels on June 24. She called the news "unexpected" and "disheartening," but said she was also very grateful for everyone involved and for the seasons they've had.

"There's more to say, and we'll share soon," Sherrod wrote. "But for now, know this: Not all setbacks are what they seem. Some blessings show up in disguise. We've been here before. We'll keep counting

those blessings - and keep it moving."

Jackson posted a video on Instagram, during which he shared a young fan's sadness to the news. He said "There are certain things that are sent to you at the right time that just make you feel good and remind you of why you do what you do."

## How to watch Married to Real Estate

The show is available to watch in its entirety to subscribers of Discovery+ and Max. You can also watch most episodes for free with ads on the HGTV app. To watch newer episodes on the HGTV app, you'll need an applicable TV provider like DirecTV or Dish.



Miguel Legoas  
Savannah Morning News  
June 30, 2025

# Interested in applying for the next Pre-Licensing Salesman Course?

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website or social media  
posts for more  
Information



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Email: [reti@reb.gov.jm](mailto:reti@reb.gov.jm)



## Unit Entitlement

Unit entitlement is a number assigned to each strata lot that determines the share of common expenses. It is used to calculate the maintenance fee of each apartment as it appears on the front page of the strata plan.

The formula for calculating each proprietor's portion of the budget is:

$$\frac{\text{Individual Entitlement} \times \text{Total Budget (monthly or annually)}}{\text{Total Entitlement}}$$

## BEFORE BUYING INTO A DEVELOPMENT SCHEME

**Check to see if that  
development and developer  
are registered with the Real  
Estate Board**



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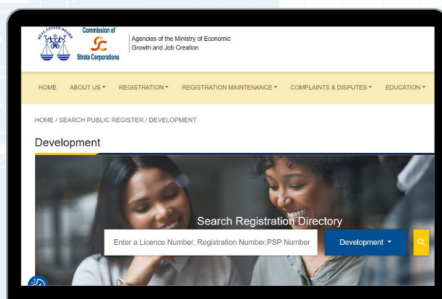
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PUBLIC REGISTER





## REAL ESTATE DEALERS AND NOMINATING OFFICERS COURSE

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## Protecting Client Data: New Webinar Series to Strengthen Data Protection Practices in Real Estate



In an era where data is one of the most valuable assets in business, the real estate industry must keep pace with the growing demand for responsible data handling. Recognizing this, a new series of webinars is being launched to equip real estate professionals with the tools and knowledge they need to strengthen data protection and ensure compliance with evolving legal standards.

### Webinar Series: Data Protection in Real Estate – Best Practices and Compliance

Set to launch this month, the webinar series is a timely initiative aimed at helping stakeholders across the real estate sector better understand their responsibilities when it comes to handling personal and sensitive information.

#### Who Should Attend?

The webinars are tailored for a broad range of real estate professionals, including:

- Strata Executive Members
- Realtor Associates
- Real Estate Dealers
- Property Developers
- Strata Proprietors

- Other industry practitioners interested in data governance

Each session will be held via **Zoom** on **Friday mornings**, making it easy for busy professionals to participate from wherever they are. All stakeholders are encouraged to register in advance for sessions that are most relevant to their roles.

### What You Will Learn

Participants can expect practical guidance and insight on critical issues such as:

- Understanding data protection laws and regulatory requirements relevant to real estate
- Adopting best practices for managing and safeguarding client information
- Achieving compliance with national and sector-specific data protection standards
- Identifying and addressing risks related to data breaches and cyber incidents

### Expert Presenters

The sessions will feature presentations from a diverse lineup of experts, including representatives from the **Office of the Information Commissioner**, the **Real Estate**



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**Board/Commission of Strata Corporations, and private data protection consultants.** These specialists will share their knowledge, answer questions, and offer real-world advice on implementing effective data protection strategies.

### Why It Matters

In today's digital landscape, real estate professionals routinely handle sensitive client data — from financial records to identification documents and property ownership details. A single data breach can damage

reputations, invite legal consequences, and erode client trust. By participating in this webinar series, professionals can stay informed, compliant, and competitive.

This initiative marks an important step toward cultivating a data protection culture across the real estate sector. All professionals are strongly encouraged to seize this opportunity to deepen their understanding, improve their practices, and ensure they are prepared for the data challenges of the modern marketplace.

More information along with registration details will be provided via our other official media platforms.



# OUR SERVICES

**The services of the Commission are in furtherance of any one or a combination of the following objectives:**

Providing prospective purchasers with the necessary information and guidance regarding strata living

Providing an avenue for a strata to resolve disagreements through an objective dispute resolution mechanism

Providing on-going review and assessment of the affairs of strata corporations

The Commission also maintains a registry and provides for initial registration of such corporations

# Election Year Politics: Protocols for Office Talk



**M**ost of us are familiar with the old adage cautioning against discussing politics in polite company, but at least one survey a few years ago indicated that employees do not heed this advice in the workplace.

According to the survey by Vault.com, 66% of respondents say that their coworkers discuss politics at work, and 46% have witnessed a political argument at the office.

## PASSION AND POLITICS

With election season in full swing, impassioned political debate has the potential to escalate into conflict of a deeply personal nature, some of which may create bad will among coworkers that can far outlast the current issues of the day.

While a certain amount of political discussion at work is unavoidable, it's not surprising that such talk often leads to heated and emotional argument. Political viewpoints often serve as umbrellas that cover a spectrum of deeply held personal beliefs that are formed by an individual's religion, culture, upbringing, economic class and other influences.

## APPROPRIATENESS; WHEN AND HOW

Best practice dictates that employees avoid political discussion of any form during the regular conduct of business. Interjecting political commentary into meetings, workrelated e-mail and/or other official communication is highly unprofessional and grossly inappropriate. Doing so drags down productivity, creates unnecessary distraction, and can potentially alienate fellow employees and/or clients.

While the line is clear in the conduct of official business, it's not as clear when socializing with coworkers while on the job. The following are a few guidelines to help you steer clear of any unintended harmful side-effects that may come about when expressing your political views.

### ■ Be mindful of those around you

While a boisterous political discussion may seem to you to be the perfect way to spend your lunch break, others may not share your enthusiasm for politics. Never take an individual's silence as agreement. It is equally likely to signal discomfort.

### ■ Before launching into a political discussion, ask all



# Election Year Politics

(cont'd from previous page)



within earshot two questions: 1) Are you comfortable having a political discussion with me? 2) Do you mind overhearing me talk about politics? If the answer to either of these questions is no, then it is not appropriate to continue.

■ **Remember that others may feel as strongly as you.** While it can be frustrating when someone refuses to be swayed by your seemingly reasonable arguments, it's important to remember that others have deeply and honestly held convictions as well. Bullying and/or pestering others until they come around to your viewpoint is inappropriate behavior and will likely create conflict, workplace disruption, and hard feelings.

Avoiding escalation always begins with respecting the rights of others to believe differently than you. When in doubt, it's best to "agree to disagree" and drop the issue.

■ **Never make it personal.** People of good faith can disagree on all manner of things. A particular political viewpoint is nothing more than a set of ideas and has no bearing on an individual's integrity or intelligence.

Never allow political disagreement to become personal. Always take care to avoid inflammatory language, personal insults, and sweeping generalizations.

Allow your sensibilities to be guided by basic courtesy. A good rule of thumb is to follow the same conversational etiquette that you would follow if you were a dinner guest in your coworker's home.

## Handling Harassment

No employee should feel compelled to agree with or remain silent in the face of aggressive political advocacy. Attempts to embarrass, ostracize, harass or punish employees for their political ideologies can create a hostile work environment. If you are uncomfortable with the discussion of politics at your workplace, it's recommended that you make your feelings known and politely assert your wish to avoid political discussion at the office. If met with resistance or retaliation, report your discomfort to a supervisor or a Human Resources representative.

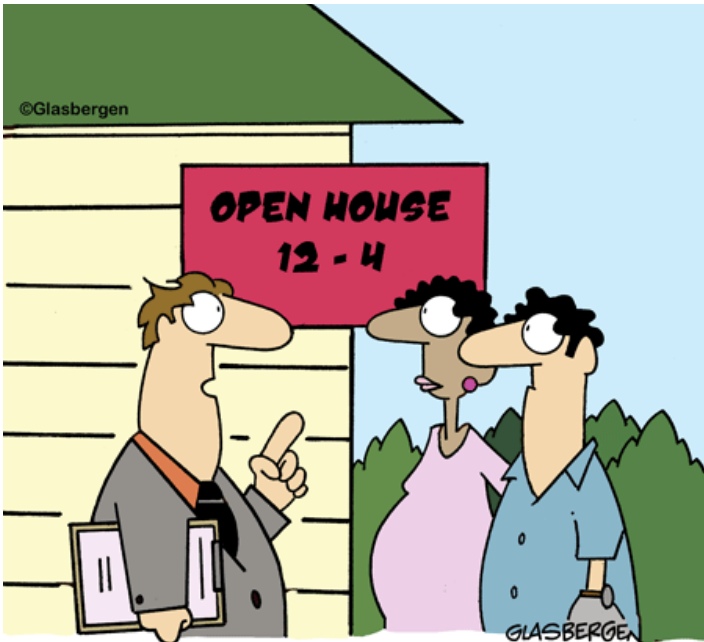
**Source:** Election Year Politics: Protocols for Office Talk  
[www.dartmouth.edu](http://www.dartmouth.edu)



Participants listen attentively to Inspectorate manager, Tricia Harris, during the Annual Returns Workshop on, Friday June 20, 2025. Strata Corporations are required under the Registration (Strata Titles) Act, to submit Annual Returns to the Corporation within 120 days after the end of a financial year. This includes Minutes of Annual General Meetings and Extraordinary General Meetings held during the filing period, names and addresses of the current Executive Committee members elected during the filing period, Certificate of Insurance (or copy of unanimous resolution not to insure the property). Also pictured is CSC Inspector, Shellian Sullivan (left).

## Who Knew Real Estate

## was this Funny



"This home is conveniently located near shopping, movies, music and education...if you have a computer and internet connection!"



"Go ahead and sell our house on eBay — but the buyer pays for shipping!"

A couple is house-hunting and their real estate agent takes them to see a beautiful home. The wife says, "Wow, this place is perfect! What's the catch?" The agent replies, "Well... the previous owner says it's haunted." The husband scoffs. "Ghosts? Please. That's just to scare off buyers." Suddenly, a vase floats across the room and smashes on the floor. The wife screams, "DID YOU SEE THAT?!" The agent calmly says, "Don't worry. That's just the ghost trying to lower your offer."



A real estate agent, a lawyer, and a priest all die on the same day and find themselves standing at the Pearly Gates. St. Peter greets them and says, "Welcome! You've all led... interesting lives. Here in Heaven, we like to match accommodations based on your earthly contributions. Follow me."

They walk down a beautiful golden path and reach the first house — a massive mansion with a vineyard, infinity pool, private golf course, and a Tesla charging station (despite there being no cars in Heaven).

St. Peter turns to the priest and says, "This is yours." The priest is shocked. "Wow, thank you! I thought maybe a humble cottage, but this... this is divine!"

Next, they come to a sleek, modern three-story home on a cloud with a smart home system that actually listens — unlike people on Earth. St. Peter turns to the lawyer. "This one's for you." The lawyer grins. "Honestly, I was expecting a fiery pit, but hey, I'm not arguing."

Finally, they approach a small wooden hut with a leaky roof, a crooked door, and a "For Rent" sign hanging sideways. St. Peter turns to the real estate agent and says, "Here you go." The agent looks stunned. "Wait... wait wait wait. I *sold* homes like those! I *upgraded* outhouses! I turned storage rooms into studio apartments! Why the hut?" St. Peter shrugs. "Well... it's only a **temporary listing**. You're just here to show it to the next guy."