

# The CAHPI Inspector



## 2025 CAHPI NATIONAL ANNUAL CONFERENCE

November 14 - 16, 2025  
Sheraton Toronto Airport Hotel & Conference Centre  
Toronto, ON

Check the website for updated program information....new details are being added as confirmed.

## CAHPI Annual Conference Returns - Your Must-Attend Event of the Year! Presented by Carson Dunlop

November 14-16, 2025 | Toronto, Ontario

### Get Ready to Connect, Learn, and Elevate Your Career in Home Inspection

We're thrilled to announce the return of the CAHPI National Annual Conference, the only national conference for home and property inspectors across Canada! Set to take place in Toronto, ON from November 14 - 16, 2025, this year's conference promises to be our most dynamic and engaging yet.

Whether you're a seasoned professional or new to the industry, the CAHPI Conference is your gateway to cutting-edge education, innovative technology, and valuable connections that will propel your inspection business forward.

#### What to Expect:

##### ▶ HANDS-ON TRAINING

Take part in technical workshops and interactive sessions that go beyond the basics, equipping you with tools and techniques to enhance your inspections and deliver even more value to your clients.

##### ▶ EXPERT SPEAKERS & PANELS

Hear from some of the most respected voices in the industry on emerging trends, regulatory updates, and real-world solutions to today's inspection challenges.

##### ▶ NETWORKING OPPORTUNITIES

Build relationships with fellow inspectors, business partners, and exhibitors.

##### ▶ EXHIBITOR SHOWCASE

Discover the latest products and services that are transforming the home inspection landscape. From software and tools to insurance and marketing, it's all here under one roof.



MAY 2025

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## CAHPI Annual Conference Returns

### ► EARN MEMBERSHIP RENEWAL CREDITS (MRCs)

Stay ahead of the curve and meet your professional development requirements by participating in accredited sessions designed to expand your knowledge and boost your credibility.

### [REGISTRATION NOW OPEN!](#)

Don't miss out — register early to be included in the prize draw on September 1st for a complimentary one - year CAHPI Membership (2026-2027). [Click here](#) for full details, travel information, and to register online.

Join us as we come together to celebrate our profession, share insights, and inspire one another. The CAHPI Annual Conference isn't just an event — it's an investment in your future.

We look forward to seeing you there!



### Opening Keynote: ADAM SHOALTS Saturday, November 15th 9:00am

Is he a home inspector? No. Would he know the difference between aluminum and copper wiring or what to do about it? Maybe not. But does he have relevant content to support both your personal and professional journeys through life? YES!!

Get ready for a world-class presentation guaranteed to make you stay on the edge of your seat, feel inspired, and definitely laugh all at once.

### Pre-Conference Training Day Add on fee: \$100.00 / 1/2 day course

A pre-conference training day will be offered on Friday, November 14th. Four half-day courses will be offered at a fee of \$100 per course. These training courses are intended to be hands-on in depth training opportunities. These sessions will offer active learning approaches where individuals gain knowledge and skills through direct experience and practice with knowledgeable experts leading the way!



### Networking Dinner Featuring: That Hypnotist Guy Comedy Hypnosis Show

### Saturday, November 15th 7:00pm Add on fee: \$100 PP

Following dinner, you will be treated to That Hypnotist Guy Comedy Hypnosis Show. Are you brave enough? Volunteers from the audience will participate in fun, zany, and wild skits! You won't find any embarrassing or humiliating moments here – just pure laughs, wonder and fun. Get ready for a unique and fresh experience offering plenty of laughs along the way!

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# The CAHPI Inspector

## PRESIDENT'S MESSAGE



**Peter Weeks RHI NCH**  
**President CAHPI - ACIBI**

I know we don't need to convince anyone about the power of social media; it has become self-evident. Most professional home inspectors have cultivated some sort of social media presence. As CAHPI members, you have an opportunity to enhance your professional standing by helping CAHPI raise its social media profile.

CAHPI continues to explore ways to bring the general public to our website; to promote your qualifications and to look to us for a professional home inspector referral (you) in their part of the country. The strength of this effort relies on CAHPI members following us in a reactive way on social media.

Presently, CAHPI has a presence on Facebook, Instagram and LinkedIn, but we need to amplify that presence by having each member follow us on these platforms. We are creating new consumer-oriented content on a regular basis to keep our presence fresh and helpful. We offer consumers opportunities to learn, and link to the CAHPI website. If they need a home inspection, they can search for a CAHPI member in their community. How can you help?

- Follow CAHPI on [Facebook](#), [Instagram](#) and [LinkedIn](#) and "like" and "share" our content. It takes mere seconds.
- When you do this, CAHPI immediately reaches all of the people that follow you on these platforms; realtors, clients, friends, family, etc...
- Make positive comments on these posts when appropriate. When you have a negative comment, do not post it; instead reach out to CAHPI's staff with suggestions on how we can improve.
- When you belong to other groups on these social media platforms, "share" our content that will bring eyes to the CAHPI website.
- On your own social media posts, make sure you use hashtags that link back to CAHPI, such as #CAHPI.

When you do these simple and quick tasks, you magnify CAHPI's web presence, which in turn means more searches for home inspectors (you). It also means we will have an improved profile on search engines such as Google, Bing, Yahoo, etc...

During this membership renewal period, the other important step you can take is to review your profile on the CAHPI website to make sure that your contact information is correct, and your qualifications and experience are well-represented. Also, post a photograph of yourself that presents a professional image that demonstrates your natural likeability.

A social media presence needs to be nurtured and shared; it is not a passive investment. CAHPI is the largest and best professional home inspector organization in Canada. We need to stop talking just amongst ourselves in order to get the recognition that you need to drive more business to your door. #participate

# The CAHPI Inspector

## CAHPI NCH & RHI MEMBERS - IT'S RENEWAL TIME!

As we move into another exciting year for the home and property inspection profession, CAHPI would like to take a moment to personally thank you for your continued commitment to excellence and professionalism as a member of CAHPI. Your dedication is what makes our association strong, respected, and recognized across Canada.

We encourage you to renew your CAHPI membership before June 30th for the 2025 - 26 membership year and continue benefiting from the many advantages our national association offers. As a member, you're not only part of a trusted and recognized professional network—you're also helping to shape the future of our industry.

### Why Renew? Here's What Your Membership Delivers:

#### ► Professional Recognition & Credibility

Your CAHPI designation is widely recognized as a mark of quality, professionalism, and trust. It sets you apart in a competitive market and instills confidence in your clients.

#### ► Education & Continuing Development

Stay current with industry standards through our ongoing education programs, webinars, and exclusive training opportunities designed to help you meet your CE requirements and grow your skillset.

#### ► National Networking & Community

Connect with fellow inspectors, mentors, and industry leaders across Canada. Whether it's through our annual conference, live webinars, or volunteering, you'll always have access to a supportive professional community.

#### ► Advocacy & Representation

CAHPI works behind the scenes advocating on behalf of inspectors at the federal and provincial levels. We are your voice in regulatory discussions and industry developments that affect your work.

#### ► Tools to Succeed

From access to inspection tools and templates, to business resources, discounts, and insurance programs, we're here to support you in every aspect of your practice.

As inspectors, we know the importance of routine maintenance—and your membership is no different. Renewing keeps your credentials active, your knowledge fresh, and your opportunities wide open.

[Click here](#) to log in and complete your renewal today. If you have questions or need support, our office is here to help at [anne@cahpi.ca](mailto:anne@cahpi.ca).

Together, we will continue to build an even stronger, more respected profession—one inspection at a time.

Thank you for being a valued member of CAHPI.



*NCH & RHI members  
click here to renew!*

# The CAHPI Inspector

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**REAL  
ESTATE  
MAGAZINE**

## ‘Mutually destructive trade war’ puts B.C. housing market recovery on hold

REM Editorial Team | May 01, 2025

The British Columbia Real Estate Association has unveiled its latest housing forecast, highlighting a cautious outlook for the province’s real estate market amid ongoing economic uncertainties tied to international trade tensions.

In its second-quarter report, the provincial association predicts that home sales across B.C. will drop slightly by 1.1 per cent this year, totalling approximately 73,650 units. However, BCREA expects a rebound, with sales projected to increase by 8.8 per cent.

“Hopes for a return to normalcy in the B.C. housing market were swiftly dashed this year, upended by a pointless and mutually destructive trade war,” says BCREA Chief Economist Brendon Ogmundson. “While there is significant pent-up demand in the market, uncertainty about the direction of the economy is holding that demand back.”

### Inventory levels continue to climb

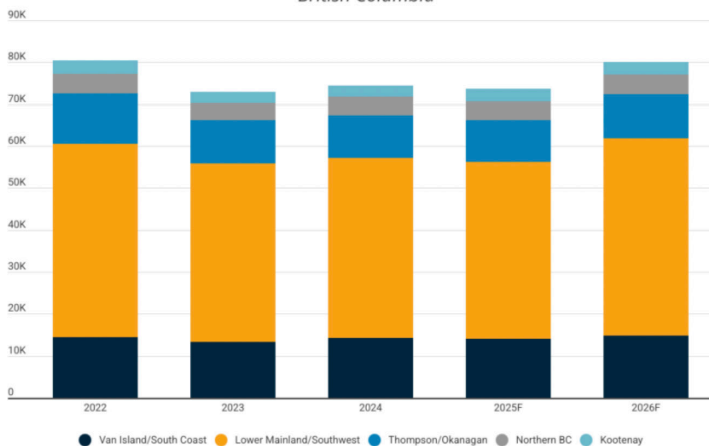
Despite recent drops in interest rates— with the Bank of Canada cutting its overnight rate from 5 per cent down to 2.75 per cent in the past year—BCREA notes that market confidence remains shaky.

Inventory levels continue to climb, with resale listings expected to average over 40,000 units provincially for the first time in more than a decade. The uptick in available homes, combined with a surplus of unsold new builds, might place mild downward pressure on prices in certain markets, BCREA notes. But average prices across the province are largely anticipated to remain steady as sellers adopt a cautious approach, choosing to wait out current economic conditions.

Regionally, the picture varies:

- The Vancouver Island-Coast area is anticipated to see mixed performance, with sales slightly increasing in Victoria but declining elsewhere on the island.
- The Lower Mainland, including Greater Vancouver and the Fraser Valley, continues to grapple with affordability issues, forecasting a minor sales dip in 2025 before experiencing recovery next year.
- The Thompson-Okanagan region anticipates a slight decline in home sales this year, yet looks forward to a stronger recovery in 2026.
- Northern B.C. remains notably resilient in the face of economic challenges, expecting stable sales throughout 2025 and slight growth in 2026.
- The Kootenay region continues to perform well, bolstered by better affordability conditions, forecasting a healthy increase in sales this year.

**MLS® Home Sales**  
British Columbia



Source: BCREA

# The CAHPI Inspector

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**REAL  
ESTATE  
MAGAZINE**

## 'Mutually destructive trade war' puts B.C. housing market recovery on hold

REM Editorial Team | May 01, 2025

**Housing Forecast Table – Q2 2025**

Board Area	Unit Sales			Average MLS® Price (\$)		
	2024	2025F	2026F	2024	2025F	2026F
Victoria	6,582 10.9%	6,700 1.8%	7,000 4.5%	973,702 -0.9%	990,000 1.7%	1,011,700 2.2%
Vancouver Island	7,280 2.3%	7,000 -3.8%	7,400 5.7%	733,932 2.4%	737,000 0.4%	763,900 3.6%
Powell River Sunshine Coast	302 18%	325 7.6%	350 7.7%	606,743 -4.1%	613,000 1%	615,000 0.3%
Greater Vancouver	26,419 1.3%	26,000 -1.6%	29,500 13.5%	1,291,773 1.2%	1,265,000 -2.1%	1,286,700 1.7%
Fraser Valley	13,832 -0.9%	13,500 -2.4%	14,500 7.4%	1,038,736 2.2%	1,032,400 -0.6%	1,070,000 3.6%
Chilliwack and District	2,754 6.4%	2,800 1.7%	3,100 10.7%	768,443 3.3%	772,000 0.5%	785,000 1.7%
<b>Interior:</b>						
Okanagan*	7,792 -1.3%	7,500 -3.7%	8,000 6.7%	744,809 -1%	755,000 1.4%	775,000 2.6%
Kamloops and District	2,354 -1.3%	2,400 2.0%	2,600 8.3%	608,717 3.1%	612,000 0.5%	628,000 2.6%
Kootenay	2,751 3.2%	2,900 5.4%	3,100 6.9%	550,264 5.7%	565,000 2.7%	582,000 3%
South Peace River**	399 0%	425 6.5%	400 -5.9%	301,715 4.6%	313,000 3.7%	317,000 1.3%
BC Northern	4,014 10.2%	4,100 2.1%	4,200 2.4%	426,387 3.6%	430,000 0.8%	437,700 1.8%
<b>BC Total</b>	<b>74,479 2.1%</b>	<b>73,650 -1.1%</b>	<b>80,150 8.8%</b>	<b>981,871 1%</b>	<b>972,800 -0.9%</b>	<b>1,004,000 3.2%</b>

**Notes:**

\*The Okanagan Mainline Real Estate Board (OMREB) amalgamated with the South Okanagan Real Estate Board (SOREB) on January 1, 2021, to form the Association of Interior REALTORS®. In February 2022, the Association merged with the Kootenay and Kamloops real estate boards.

\*\*The former Northern Lights Board, which was merged with SOREB in 2011, will now be called the South Peach River Region and is part of the new Association of Interior REALTORS®.

BCREA underscores that while current economic challenges, particularly those stemming from international trade disruptions, are significant, gradual improvement and stability in the housing market are anticipated as clarity around economic and trade policies emerges.

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# The CAHPI Inspector

## If ChatGPT looks for a home inspector, will it find your business?

Home buyers are using AI tools more and more to find home inspectors. These tools don't just read your website — they also get info from directories, review sites, and third-party pages. If your business doesn't show up in their results, you may miss out on leads.

This article discusses a case study looking at what influences AI Search results. I asked AI about Vancouver home inspectors offering a specific service, and looked at why some businesses were excluded from the results. I also asked about the best home inspection business in Vancouver.

I've included tips to get your business recommended by AI, even if you don't yet have hundreds of reviews.

### How do AI searches work?

Traditional Google searches get data from an index that's constantly updated in the background. Search results display a list of websites intended to answer your query.

AI tools like ChatGPT and Perplexity do online searches in real time when you run a query. After interpreting the query they break it down into multiple separate searches. They look at several online sources, then create a reply based on everything they've found.

Think of it like telling a friend what you want to know. Your friend does a few Google searches to find an answer. Then they summarize what they've found.

AI tools can provide very personalized results. Two people running the same query may get different outputs. I got different results from a paid ChatGPT account on my PC

and a free ChatGPT account on my phone.

**Looking for a specific service. Website content is the deciding factor.**

My first query in the case study was: "Recommend a Vancouver home inspector who checks condo building envelopes."

Perplexity consulted a long list of sources which were mostly websites of individual businesses.

For this query, the search focused on:

- Specific service mentions (e.g. "building envelope inspections", "strata document review")
- Clear, keyword-rich descriptions on the business website
- Local context (e.g., reference to Vancouver's leaky condo history)

Before listing the results, Perplexity said this: "If you are seeking a Vancouver home inspector who specifically checks condo building envelopes, here are several reputable options."

It then listed six businesses, saying things like this in the descriptions:

- They are highly experienced
- ...includes a general assessment of the exterior building envelope...
- This firm specializes in condo inspections



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## If ChatGPT looks for a home inspector, will it find your business?

To better understand how the list of businesses was created, I investigated three that were excluded.

### Three businesses which were excluded from the list

One business was not recommended, although its website was consulted during the search. I inspected the website and asked Perplexity about this. It was excluded because it has a very simple one-page website with minimal detail. It also has very few online reviews.

The business has no Google Business Profile. This means it can't collect Google reviews – a major visibility factor. The business also has no Yelp profile.

A second business was one of the “best” results in my second query. When I asked Perplexity why it was excluded, it did further investigation and told me the business “offers condo inspections that include the building envelope”. So why was it excluded?

Here's the reason it gave: “The initial list was constructed based on sources and examples that explicitly and prominently highlighted specialized expertise or dedicated services for condo building envelope inspections, often with reference to Vancouver's “leaky condo” history, strata document review, or the use of advanced tools like infrared thermography for moisture detection. These companies often market their building envelope expertise as a key differentiator in their service descriptions and online materials.”

To be included in the results, this business would need to add more details about typical building envelope problems, service details and tools. It would also help to get reviews about this specific service.

A third excluded business appears on page 1 of a traditional Google search for “Vancouver home inspector who checks condo building envelopes”. Building envelope checks are mentioned on their website. I asked Perplexity why it was excluded.

It said “While the website lists “Building Envelope” as a component covered in condo inspections, it does not provide detailed information or emphasis on specialized building envelope expertise or unique methodologies for addressing Vancouver's well-known “leaky condo” issues.”

Perplexity also noted “At the time of review, there was limited third-party information (such as Google Business Profile, reviews, or testimonials) readily available online compared to other inspectors who have a more robust presence and more visible client feedback.”

This business has 0 Yelp reviews and just 15 Google reviews.

Adding more detail to their website and getting more reviews would make AI more likely to recommend them.

### How does AI pick “The Best”?

I asked: “What's the best home inspection business in Vancouver?”. Both ChatGPT and Perplexity consulted multiple sources like:

- Google reviews.
- Listings and reviews on directories such as Yelp and Homestars.
- Listings on the BBB site.
- Third-party “best of” lists on sites like Moving Waldo and The Best Vancouver.
- Professional certifications and memberships.
- Websites for individual businesses.
- Reddit comments.

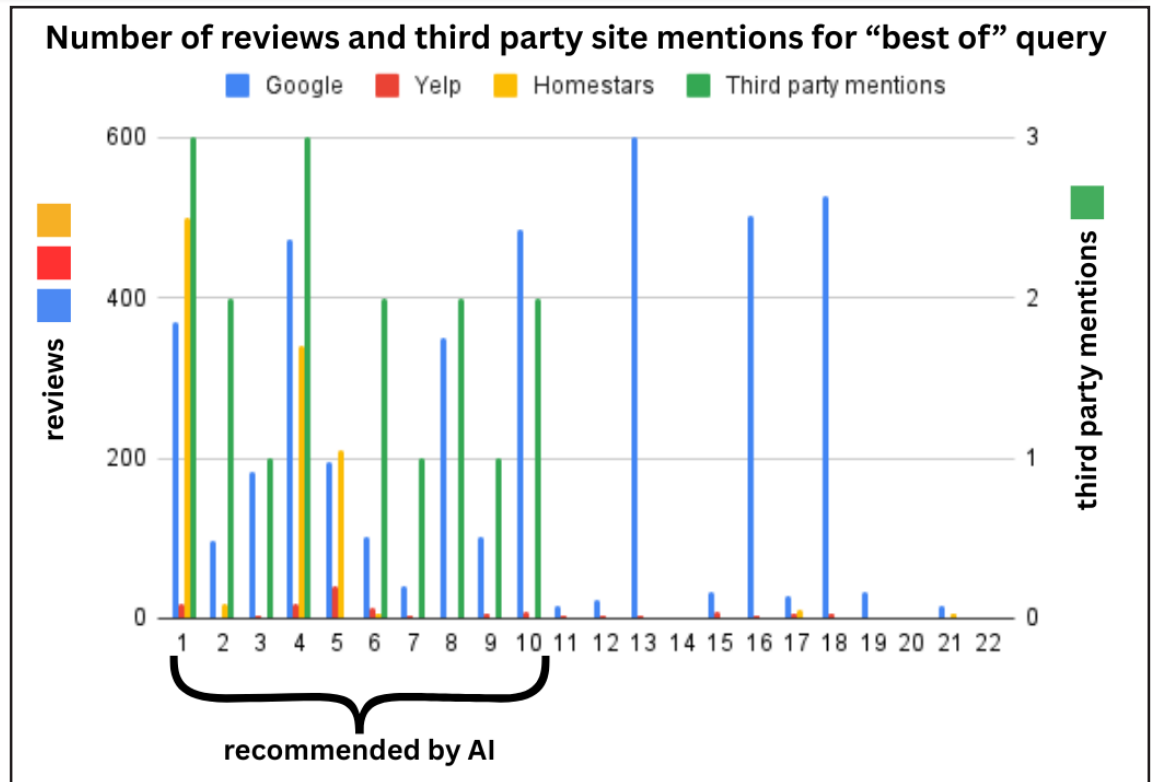
The recommended businesses weren't the same as for the first query. Those in the AI results had strong review profiles, appeared in multiple directories and third-party sites, and had websites that clearly communicated services.

# The CAHPI Inspector

## If ChatGPT looks for a home inspector, will it find your business?

You can see how important reviews are by ChatGPT's preamble before giving results: "Here are some top-rated home inspection companies in Vancouver, known for their professionalism and customer satisfaction."

Perplexity said this: "Vancouver offers a competitive landscape for home inspection services, with several standout businesses known for their professionalism, expertise, and customer satisfaction."



This chart shows the impact of reviews and third-party lists on the results for the query "What's the best home inspection business in Vancouver?".

The first 10 businesses were recommended by ChatGPT and/or Perplexity.

The horizontal axis is an ID assigned by me to each business in the study.

Note: Business #13 actually had 2831 Google reviews. The vertical axis maximum was set to 600 to make smaller values more visible.

### What you can do right now?

The average number of Google reviews for businesses

in the "Best of" results is 239. What if you don't have hundreds of reviews? The good news is that focusing on specific services, tools and expertise can boost your chance of being recommended. The first business in Perplexity's list for condo building envelope inspection has just 16 Google reviews and 7 Yelp reviews. But their website has a page dedicated to Condo Inspection. It has details like the number of strata units they've inspected, "information on the exterior building envelope" and "answering questions" about "strata minutes / building depreciation reports / building envelope / evaluation reports".

So by focusing on specific services on your website, you could get mentioned in AI results (while you work on your reviews).

# The CAHPI Inspector

## If ChatGPT looks for a home inspector, will it find your business?

### Five practical tips to increase your AI visibility:

#### 1. Make your messaging crystal clear on your website

AI tools look for clear, distinctive descriptions of what makes you unique. If your messaging is vague or similar to competitors, why should AI recommend you?

List all services — especially specialty ones — with specific terms like “building envelope inspection”, “mould check”, or “thermal imaging”.

For a service you want to promote, add a separate web page with plenty of detail like tools used, typical problems etc.

#### 2. Take advantage of business profile listings

Claim your listings on Google Business Profile, Homestars, BBB, and Yelp. Keep them accurate, complete, and consistent.

Ask for reviews from all your clients on different review sites.

For negative reviews, respond politely and try to get the reviewer to change their mind through excellent customer service.

If you have a poor average rating on one review site, focus on building up good reviews on that site.

Encourage detailed client reviews mentioning the service you provided (e.g., “Great experience during a condo inspection – thorough with the building envelope”).

Use the same business name, contact details (address, phone number and email) and service listings everywhere your business appears online.

#### 3. Check your website’s SEO basics

Make sure your site is easy for AI tools to discover, crawl and understand. Use clear page Title Tags, proper headings (H1, H2), and fast-loading mobile-friendly pages. AI tools run searches in real time and may skip slow-loading sites.

#### 4. Structure your content for AI readability and interest

Content needs to be easy for both AI tools and users to understand. AI tools like to break content into digestible pieces, so format your website for easy extraction. Use unambiguous headings, short stand-alone paragraphs, bulleted lists and FAQs.

#### 5. Investigate third-party listing opportunities

If your competitors are listed on third-party sites, try to get onto the same sites. Competitor research is part of a full SEO audit. It will find the opportunities.

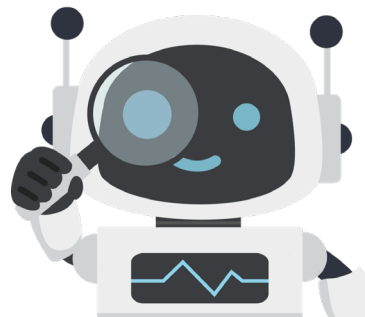
### Final thoughts

If you’re great at what you do, will AI tools find you? Not necessarily. You need to show them exactly what you do, who you help, and why you’re better than anyone else. Do this through reviews, directory listings, and an SEO-friendly website with well-written, keyword-rich content.

Here’s a link to the full [AI search case study](#) details.

If you need help getting AI-ready, you might be interested in my services. I offer SEO and AI Readiness Reviews and Website Copywriting to get your messaging just right. Please get in touch if you’d like a free 15-minute consultation. ([geraldine@happypedals.ca](mailto:geraldine@happypedals.ca))

I hope you found this article useful!



# The CAHPI Inspector

## 2025 CAHPI National Annual Conference Sponsor & Exhibitor Opportunities

### EXPOSURE AT THE CONFERENCE AND THROUGH THE FULL YEAR!

This year, CAHPI is offering sponsorship benefits that will offer exposure to Home Inspectors from across the country at the 2025 Annual Conference, but also to all members, affiliates, and subscribers throughout the full year! Opportunities include webinars promoted to CAHPI members, affiliates, and subscribers; articles in the The CAHPI Inspector Newsletter; and article submissions for our regular email campaigns.

**All sponsorships include a complimentary 8' x 8' Exhibit Booth.**

**Exhibit Only options are also available for \$850 - \$1000.**

If you supply products or services to any aspect of the Home Inspection industry you won't want to miss this opportunity to participate in this conference and connect with professional Home Inspectors from across Canada. As a sponsoring organization, you will receive recognition and high visibility within the Home Inspection market.

Invited speakers who are experts in their field will be providing the latest information on training, technology, and home inspection equipment available for all our CAHPI members. Delegates will have the opportunity to network with exhibitors and have hands on product demonstrations throughout the two-day conference.

Please contact [anne@cahpi.ca](mailto:anne@cahpi.ca) or 613-227-3919 for more information.



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Canadian Association of Home & Property Inspectors

## 2025 CAHPI NATIONAL HOME INSPECTORS' CONFERENCE

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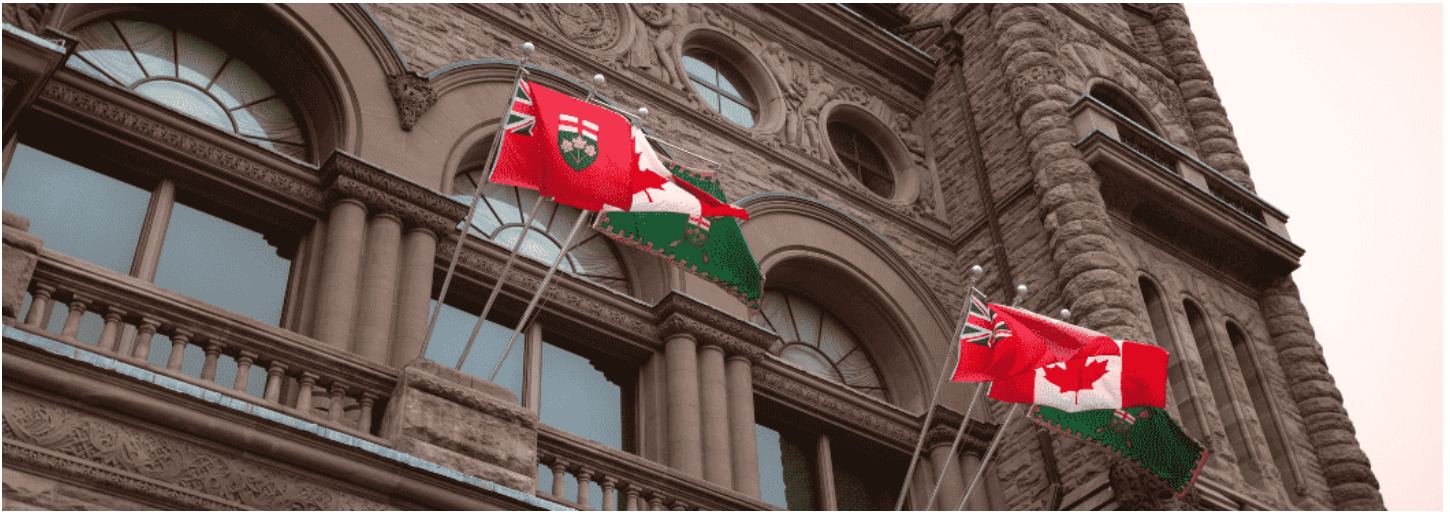
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**REAL  
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Eric Stober | May 15, 2025

## New Ontario bill sparks concerns over Realtor standards



Ontario has tabled new legislation that will allow out-of-province Realtors to more easily work in the province, but some are warning the move could lower Ontario's high standards and open the door to underprepared agents working in unfamiliar markets.

The Protect Ontario Through Free Trade Within Canada Act, 2025 (Bill 2) has passed its second reading.

It proposes Realtors in co-operating provinces, which include New Brunswick and Nova Scotia, do not need to take an exam to begin working in Ontario. Instead, the Realtor simply has to apply to work in Ontario with the certification from their province.

If their registration is approved, they can then work in Ontario without even having to be physically present in the province.

A threat to high standards?

Some working in the field fear the bill has the potential to weaken the high standards Ontario sets out for its real estate sector.

"Technically, (the bill) does (lower standards)," real estate agent Danny Dawson told REM. "You're letting

someone into a new province that has a whole different set of regulations and rules, and different systems, and they're not trained on it yet."

Dawson has a practice in both Ottawa and the Outaouais region in southwestern Quebec. He warns that if there's no process in place to make sure the Realtor knows the regulations for Ontario to a tee, problems could arise.

"The consumer expects a Realtor to be educated in the law and the systems to buy a house," Dawson said. "If you don't know that, that's a fail to the consumer. So there does need to be a system in place... if it's just a simple transfer of license, then I see that being a problem."

Toronto-based Realtor Scott Ingram agrees that simply airdropping into a different jurisdiction without a deep knowledge of the market may not work as Ford envisions.

He said even going from Toronto to Port Hope, both in Ontario, means very different customs, and it took adjustments to make it work for him.

For example, in a recent deal in Port Hope, he got a personal cheque for the deposit, which he said never

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Eric Stober | May 15, 2025

## New Ontario bill sparks concerns over Realtor standards

happens in Toronto, and the deposit was a lot less than the five per cent he usually receives.

Ingram imagines an out-of-province Realtor trying to manage a bidding war in Toronto.

“It could be a real shit show,” he said. “Real estate is an area of local specialization.”

He foresees younger, hungrier agents taking advantage of working in a different province rather than more experienced agents.

How it would work

In the proposed new process, the Realtor notifies the Real Estate Council of Ontario (RECO) that they want to practise in Ontario under the Labour Mobility Act.

The regulator has 10 days to approve their request, according to an official with knowledge of the matter but who is not authorized to speak on it.

The Realtor is then considered registered for up to six months and must submit a complete labour mobility application within 30 days, which RECO also has 30 days to approve or reject. If approved, the Realtor can continue to work in Ontario.

The current process requires the Realtor to be present in Ontario and take an exam that proves they are familiar with the Trust in Real Estate Services Act, or TRESA, the legislation that governs Ontario’s real estate industry.

A bill to remove barriers

Bill 2 doesn’t specifically say anything about real estate. Instead, it is a blanket decree to remove barriers for the free flow of goods and services between provinces, and real estate is just one of those services caught in its net.

“What we want to do is standardize right across the country,” Premier Doug Ford said during an April news conference in which Ontario signed a memorandum of understanding with Nova Scotia and New Brunswick.

“If it’s good for one province... why isn’t it good for all provinces and territories?”

Ford, though, was talking about first aid kits when he posed that question, and real estate is much more complicated.

Overall impact remains unclear

Regulations for the bill, which will be informed by input from industry experts and associations, are set to begin shortly, and they may restrict the free flow that the province intends.

Cathy Polan, president of the Ontario Real Estate Association, said in a statement to REM that they are “working with the provincial government to understand the impact that this Bill may have on Ontario real estate.”

“As we move forward, OREA will continue to work alongside the Ontario government and RECO to ensure a smooth transition during this process and assist with labour mobility across Canada,” she said.

Matthew Thornton, founder of public affairs firm Real North Strategies, which has clients working on this file, noted that at the very minimum, Realtors working in Ontario will still have to follow the rules of TRESA. He said the province can still protect consumers through that legislation.

“I can’t see standards being decreased,” he said. “It would be a step backwards and I think the industry is looking to ensure that our standards remain very high.”

Thornton noted that real estate is different from other industries in that consumer protection is a huge element, and it involves sensitive transactions that often deal with people’s life savings.

A RECO spokesperson told REM in a statement that they will communicate any changes with the sector as they review the details of the legislation.

EST 1989

**REAL  
ESTATE  
MAGAZINE**

Eric Stober | May 15, 2025

## New Ontario bill sparks concerns over Realtor standards

Ford has indicated he'd like all barriers between provincial trade removed by Canada Day, according to the source with knowledge of the matter, and Thornton said there's some urgency in the government to get the bill through.

Both Dawson and Ingram don't see the bill having too great an impact on the industry and predicted that not many Realtors will take the province up on its offer.

Dawson noted that Realtors can already work in different provinces just by taking an exam, which he says is not a large barrier, but not many do it.

Working in more than one province involves paying multiple membership fees to real estate boards, which Dawson said isn't financially viable if they're not active in both markets.

"(Bill 2) is not going to have a major impact," Dawson said.

### *In Memory of....*

**Owner and Operator of Pillar to Post Home Inspections  
CAHPI Member since 2018**

Brian Peacefully in his sleep on Friday, April 18, 2025 at 62 years of age.

Beloved husband of Lisa for 27 years. Devoted role model and loving step father to Tyler and Eric (Pippa). Predeceased by his parents Donald and Doreen Sheehey and his sister Brenda. Dear brother of Rick (Kate) and Wendy. Loving son in law of Winston and Barbara and brother in law to Steve, Mike and Gino. Beloved uncle "Babe" to Justin, Ryan (Stacey), Jenny (Cory), Monika, Derek, Brad, Anthony and Gavin. Adored great uncle "Babe" of Shelby, Julian, Sierra, Mackenzie, Mila and Lucy.

Brian was predeceased by his fur best friend Baron and he will be sadly missed by his fur best friend Molly. Brian will be fondly remembered by his countless loved ones, friends and colleagues.

Memorial donations to [Canadian Cancer Society](#) or [Humane Society of Durham Region](#) would be appreciated.

*Brian Lloyd Sheehey*

7 MARCH, 1963 - 18 APRIL, 2025



# The CAHPI Inspector

## Housing Design Catalogue

Standardized designs to make homebuilding easier



### A head start for those looking to build

Explore final renderings, floor plan layouts and key building details for the low-rise housing designs. This information offers a head start for homeowners, builders and municipalities in their planning processes.

The final architectural design packages will be available for download at no cost, starting in Spring 2025.

These will include:

- ➔ Architectural and engineering drawings (PDF, CAD and BIM files)
- ➔ Technical guidance to support builders with key details such as site considerations, material selection and climate resilience
- ➔ Energy modeling guidance and performance report
- ➔ Construction cost summary
- ➔ Alternate floor plans for different accessibility needs

The catalogue offers practical, adaptable designs for gentle density and infill development, prioritizing energy performance, accessibility, climate resilience and financial feasibility.

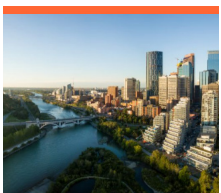
The designs are specific to each region to align with building codes, climate zones and planning rules.

### Regional Designs for Local Needs

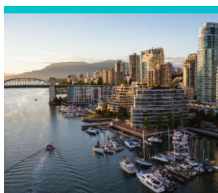
The catalogue includes 7 regional chapters offering 50 low-rise home designs. Each design is developed by local architecture and engineering teams to align with regional building codes, planning rules, climate zones, construction methods and materials.

Final architectural design packages will be available starting in Spring 2025.

Select your region to find the design that fits your project.



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**ON**



**QC**



**SK & MB**

# The CAHPI Inspector

Canadian  
**Underwriter**  
YOUR GUIDE TO INSURANCE SUCCESS. SINCE 1924

By Alyssa DiSabatino  
April 1, 2025

## RESTORATION FIRMS BRACE FOR POTENTIAL TARIFF-DRIVEN COST IMPACTS

Tariffs imposed on construction materials sourced from the U.S. are raising concerns within Canada's property restoration industry.

Restoration professionals are currently navigating the effects of tariffs on reconstruction costs, though the full impact has yet to be felt, according to Jim Mandeville, senior vice president of large loss for First Onsite Property Restoration.

"It just hasn't worked itself through the supply network," he told Canadian Underwriter last week. "Yet, what we do anticipate, assuming these tariffs remain in place medium- or long-term...is to see some increased cost in a lot of materials involved in reconstruction."

A major challenge in reconstruction stems from how global supply chains are structured.

"The problem with the way manufacturing has evolved globally is that certain things are made in certain places," Mandeville says.

For example, the majority of carpets in North America are made in Dalton, Georgia. And Mandeville only knows of one carpet manufacturer in Canada. For policyholders needing to replace their carpets, domestic materials aren't always a practical option.

"That may cause some customers to decide that they'd like to, alternatively, source material from Europe, which is also very costly, or that they want to go with a different type of product that potentially could be sourced more

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The advertisement features a scenic background of a resort building by a lake. In the foreground, there is a wood-burning stove with a fire, a red maple leaf logo, and a photo of a woman and a man in business attire looking at a laptop. The website URL www.wettinc.ca is displayed in a black rounded rectangle.

# The CAHPI Inspector

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## RESTORATION FIRMS BRACE FOR POTENTIAL TARIFF-DRIVEN COST IMPACTS

locally — something like hardwood floor or tile,” he says. “It’s problematic because our supply chain is so globally integrated that you can’t just pick parts of it.”

Plus, parts are often sourced, assembled or precut in multiple countries before final manufacturing or distribution in Canada, meaning those supply chains are woven so tightly it can be difficult for the restoration industry to determine whether a product is truly local or not.

“How does one determine the tariff impact on that?” Mandeville poses. “There definitely is some risk for a lot of construction material when it comes time to putting things back together.”

### Minimal impacts

Despite these concerns, some factors shield the property restoration industry from the worst impacts of tariffs.

For example, a significant portion of construction costs are tied to labour, which isn’t vulnerable to tariffs, says Mandeville. Plus, Canada produces many reconstruction materials, meaning local sourcing will remain unaffected.

“Generally speaking, a very large portion of that construction cost is labour, which is local, and a large portion of the building materials are made in Canada — things like lumber and drywall — which should only have a moderate increase in price as long as no one’s profiteering,” Mandeville says.

“So you’re really left with a relatively small percentage of the total cost impacted by the tariffs.”

However, if tariffs persist, one major concern is the potential for inflationary pressure across the board; that would drive up the cost of labour. “That part is really unpredictable still.”



### The next wave

Certainly, a lot about the the U.S.-Canada trade war remains speculative.

U.S. President Donald Trump has already imposed tariffs of 25% on steel and aluminum, up to 25% on goods from Canada and Mexico, and 25% on all imported automobiles and parts. For its part, Canada has [countered with its own tariffs](#) on goods imported from the U.S.

Trump has now said he’ll impose [“reciprocal” tariffs](#) to match the duties other countries charge on U.S. products. The details have yet to be announced as of press time but are set to take effect Wednesday.

For restoration firms, their current directive is to remain in close communication with suppliers to understand tariff-related cost shifts and supply risks.

“Like all businesses and concerned Canadians, we’re monitoring the situation very closely,” Mandeville says.

# The CAHPI Inspector

## WELCOME to CAHPI's NEW MEMBERS

First Name	Last Name	City	Province	Designation
Ebaa	Alkhoury		ON	Candidate
Henry	Carmona-Baires	Regina	SK	Candidate
Jesus	Claros	Gatineau	PQ	Candidate
Rico	D'Andrea	Sarnia	ON	Candidate
Mohammad	Jalilzadeh	Richmond Hill	ON	Candidate
Ed	Oakley	Sambro	NS	Candidate
Stephen	Patriquin		NB	Candidate
Aidan	Terpstra	Brussels	ON	Candidate
David	Yeo	Salmon Arm	BC	Candidate
Geoff	Chowen	Paris	ON	NCH
Jet	Chu	Edmonton	AB	NCH
Jeff	Owczarek		AB	Candidate
Brandon	Quinney	Fraser Lake	BC	NCH
Farbod	Sharif	Calgary	AB	Candidate
Joseph	Smith	Courtice	ON	NCH, RHI

## CONGRATULATIONS TO CAHPI'S NEW NCH & RHI's

First Name	Last Name	City	Province	Designation
Amandeep	Singh	Chateauguay	Quebec	NCH, RHI
Joseph	Smith	Courtice	Ontario	NCH, RHI

### [Subscribe](#) to Drone Zone

The Drone Zone newsletter is a platform that the RPAS Task Force uses to communicate monthly with stakeholders (drone operators, industry, law enforcement, other government departments (OGDs), provincial/territorial contacts, academia, etc.) and serves as a central mechanism for outreach and engagement. The newsletter was first launched in 2019 and has since grown to over 1200 subscribers.

Topics covered each month typically include any news on engagement efforts and the RPAS Task Force's presence at major events (e.g.: International Civil Aviation Organization (ICAO) meetings, summits, conferences, etc.), regulatory program updates, and any other items of interest for stakeholders. On occasion, "special editions" of the newsletter will be sent out if something needs to be communicated outside of the regular publication cycle."



# The CAHPI Inspector

## VOLUNTEER WITH CAHPI!

CAHPI is calling all volunteers! We have recently restructured our Committees in the hopes of encouraging more members to participate. Our doors are open and we want to hear what you have to say.

Joining a CAHPI committee is a fantastic opportunity to contribute to the home inspection industry in Canada. Whether you're passionate about professional development, training, mentoring, public relations, or marketing, there's a committee that aligns with your interests and expertise. By volunteering, you not only help advance and protect the home inspection profession but also gain access to valuable industry information, networking opportunities, and best practices.

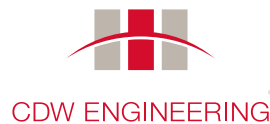
If you're interested in learning more about available volunteer opportunities and finding the best fit based on your interests and availability, you can [review the options here](#) and reach out to Anne at [anne@cahpi.ca](mailto:anne@cahpi.ca) for more information. Your voice and expertise can make a significant difference in shaping the future of the home inspection industry in Canada.



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# The CAHPI Inspector

## CAHPI MEMBER BENEFITS

### VALUE OF MEMBERSHIP

The Board of Directors strives every year to continuously build a professional association and create meaningful value that leads to a sustainable organization. The home inspection industry is changing, CAHPI is monitoring and responding strategically to meet the association's key objectives. The association has many valuable assets and benefits, some tangible and some not.

As a member, you'll be recognized as belonging to a respected professional association.

### CAHPI BRANDING

**Canada's Voice Of The Home Inspection Industry** – CAHPI is a professional National association with recognized standards.

**Registered Home Inspector (RHI)® Designation** - Home Inspectors meeting CAHPI membership criteria earn this valued and recognized RHI designation.

**Highest Industry Membership Qualification** - includes respected training institutions providing high quality educational programs; written examination; field training and mentorship; peer-evaluation and field testing. Because CAHPI members meet these high qualification they are the primary source of competent home inspectors across Canada.

**Media** – CAHPI is seen as the industry leader that the media seeks out when reporting home inspection news.

### ADVOCACY

**Government Relations** – CAHPI collaborates with government through participation on expert panels and technical advisory committees. As a National association our connection with stakeholders gives CAHPI a unique ability to add value, provide our insight and expertise to Provincial and Federal Governments.

**Industry Stakeholders** – CAHPI continues to build a network of industry stakeholders; real estate, appraisers, insurance, mortgage professionals, standard development, franchises and home builders. This is evidenced by the signing of a memorandum of understandings with Canadian Association of Radon Scientists and Technologists.

**New Business Services** – CAHPI advocates on behalf of the members with stakeholders to develop new opportunities to provide new services in new markets.

**Consumer Protection** – CAHPI maintains a professional website providing Canadian homebuyers with the resources they need to feel confident when looking to hire a professional home inspector.

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We're always looking to feature 'Photos from the Field' from our members. Share with us a photo from your repertoire that tells an interesting story about a recent home inspection. Please include your name and a brief (50 word) overview explaining the photo to [info@cahpi.ca](mailto:info@cahpi.ca). Do you have home inspection content you've authored and would like to share? Contact us to see how you can get involved [info@cahpi.ca](mailto:info@cahpi.ca).

# The CAHPI Inspector

## CAHPI MEMBER BENEFITS

### Become a CAHPI Member Today!

Join CAHPI today... it only takes a few minutes. First — complete the online membership application form; Second — make your payment with the online secure credit card payment option; Third — check your profile on the Find an Inspector search (profile updates can be made on the My CAHPI Dashboard membership portal). The CAHPI membership criteria is outlined on “How to become a member” webpage. CAHPI members fulfilling the CAHPI membership criteria will earn the National Certificate Holder® designation and Registered Home Inspector (RHI)® designation. [READ MORE](#)

### MEMBER OPPORTUNITY: Get Featured on CAHPI Social Media!

On a first come basis we will be featuring one member in an upcoming social media post. Interested? Submit the [CAHPI Member Profile Form](#). We're also looking for 'Photos from the Field'. Share with us a photo from your repertoire that tells a very interesting story about a recent home inspection. Please submit the [CAHPI Photos from the Field Form](#) and return to [info@cahpi.ca](mailto:info@cahpi.ca). Do you have home inspection content you've authored and would like to share? Are you active on social media? Contact us to see how you can get involved [info@cahpi.ca](mailto:info@cahpi.ca)

### MEMBER BUSINESS SAVINGS - CAHPI Referral Program

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Health Canada warns that various Radon Gas Detectors sold on Amazon.ca may pose a health and safety risk due to inaccurate detection of radon levels

**RECALLS** 

- Boyd Gresham "Toolhome" Radon Detector HRDM-01B B0CYGHXK7G
- Funny Kitchen Home Radon Detector HRDM-02 B08RZ568XL

Sampling and evaluation by Health Canada's Radiation Protection Bureau has determined that these products measure inaccurate radon levels and likely pose a danger to human health or safety.

# The CAHPI Inspector

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