




2025 Industry Symposium

March 6, 2025

Innovation | Integrity | Trust

© Land Title and Survey Authority of British Columbia



We are privileged to live and work on the
traditional and ancestral territories of
Indigenous Peoples and Nations throughout
British Columbia.

We acknowledge and respect elders
past, present and future.

2nd Annual LTSA Symposium

Strengthening the real estate transaction to meet
future risks and opportunities



BC's land title system:
A global leader in accessibility
and security



Competition Bureau
Canada

Bureau de la concurrence
Canada

Canada



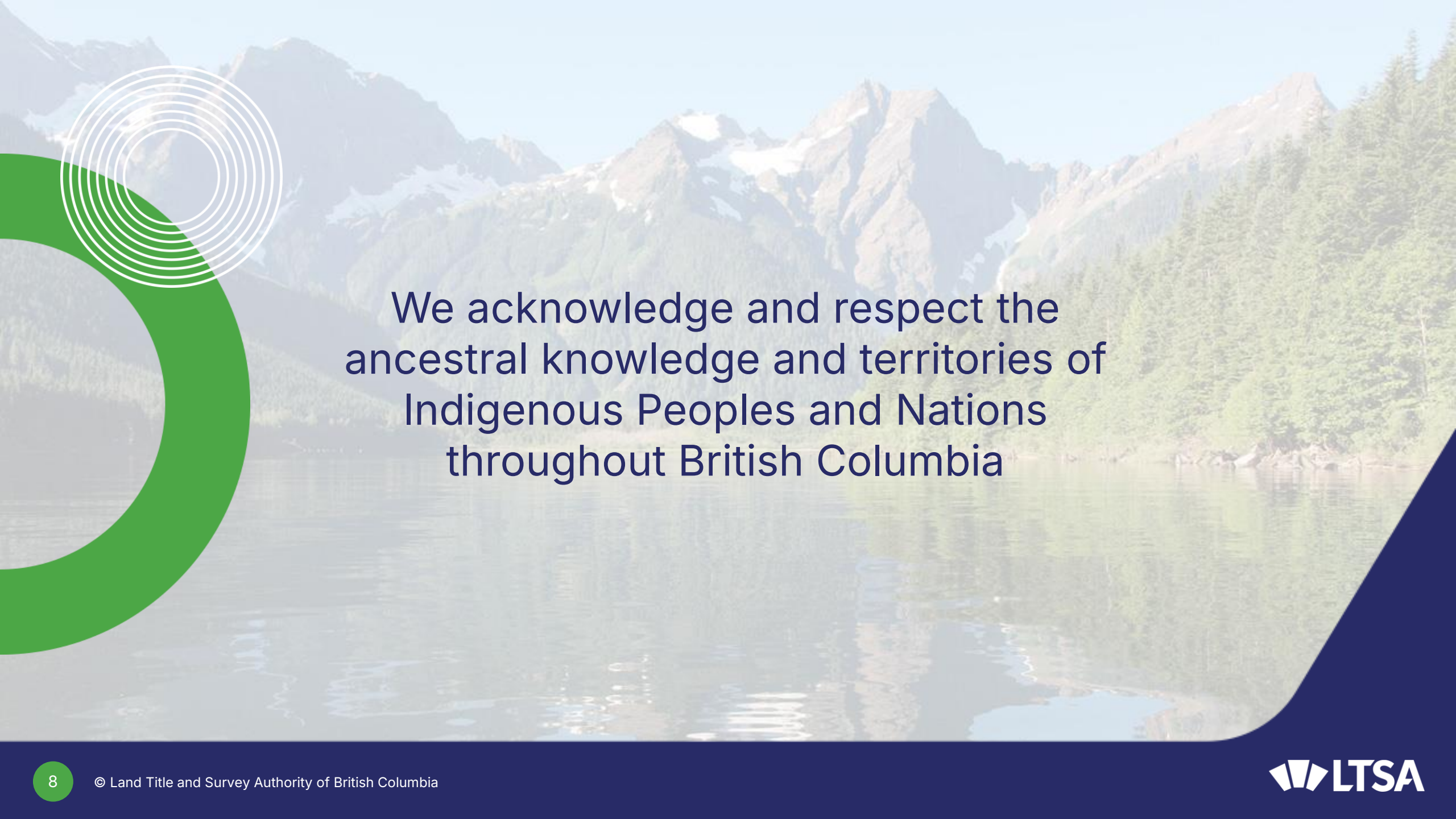


Everyone shares the responsibility
for keeping real estate transactions
safe from fraud

LTSA Vision and the Verified Transaction

Al-Karim Kara, President and Chief Executive Officer, LTSA





We acknowledge and respect the
ancestral knowledge and territories of
Indigenous Peoples and Nations
throughout British Columbia

LTSA was established 20 years ago as a publicly accountable, statutory corporation responsible for operating the land title and survey systems of BC

Over the past two decades, LTSA has transformed the land title system by integrating advanced technology and collaborating closely with the Province, industry professionals and key stakeholders.

While our mandate remains unchanged, these improvements ensure property ownership is secure and supports economic growth.

Building on a Strong Foundation

The LTSA continues the legacy of a land title system that was established over 150 years ago, and today is considered a global leader in innovation and trust.

BC's secure and accessible land title system is an essential foundation for the private property market, civil justice system, and BC's civic governance, taxation and Crown land management frameworks.





LTSA's vision is a real property market
that is trusted and transparent.

Creating a Legacy for the Future



The global digital and technological environment continues to evolve, quickly



LTSA is preparing for the future by strengthening our systems and building value in the public interest



With additional measures to verify property transactions, the entire system will be stronger and more secure



The Verified Transaction will provide exceptional levels of security and trust for property transactions by using digital trust infrastructure to validate participants' identity

Today's Opportunities & Risks



Digital environments are a central part of activity today



Real estate transactions are complex



Property owners expect seamless and simplicity



Sophisticated fraud in all aspects of society



Balance of accessibility and security is of critical importance


Who is "Legit"?

"ON THE INTERNET, NOBODY KNOWS YOU'RE A DOG."



© Copyright Peter Steiner ~1992



A blurred background image showing a person's hand holding a pen, positioned over a laptop and several documents on a desk. The image is in a light blue/white color scheme.

We are facing the remarkable challenge of transforming the real estate transaction and property ownership systems to meet these opportunities and risks.

The Verified Transaction

Verify the Property Owner

Verify identity using secure digital sources and unlock access to services and information



Verify the Participants

Verify identity and accreditation of professionals involved in a transaction, using digital credentials from regulatory body

Verify the Transaction

Confirm the validity of the transaction directly with the homeowner using enhanced verification

Progress on the Verified Transaction

Rob Cutler, Vice President and Chief Product Officer, LTSA

LTSA is taking a leadership role to protect BC's real property market for future generations

Our aim:

- Modernize identity verification for homeowners, professionals and others involved in real estate transactions for greater security.
- Improve digital connectivity across the real estate transaction to make the whole system stronger and more efficient.

Who's involved? We are all part of the process.



Property Owners
have direct access to the
land title system
with the advancement
of digital technologies



LTSA
is facilitating a digitally
connected real estate
transaction



Participants
professionals and
organizations with a vested
interest in real property

LTSA will apply *secure identity credentials* to enable digital connection for real estate transactions



For Professionals

Credentials issued by regulators will be verified by LTSA to confirm legitimacy of professionals participating in real estate transactions.



For Property Owners

An account administered by LTSA will securely connect a verified person to their property ownership, mitigating the risk of fraud.

A Stronger System

By building a verified transaction, everyone benefits from reduced opportunity for fraud, ongoing trust in the system, and a stable and secure real estate marketplace for the future.



Professionals

A decentralized credential framework to verify professionals by partnering with industry regulators to build credential acceptance/verification roadmap

Phased approach:

- Introduce lawyer member credential which connects to Citizens Services infrastructure
- Expand to all Juricert users
- Expand digital credential process to other professionals in real estate transaction



Property Owners

An account which securely ties a verified person to their interest in land and offers LTSA and other services aimed at fraud prevention and information delivery

Phased approach:

- Build the core infrastructure and test with early adopters
- Drive adoption to ensure greater success in reducing fraud
- Scale for sustainability to achieve the greatest public impact

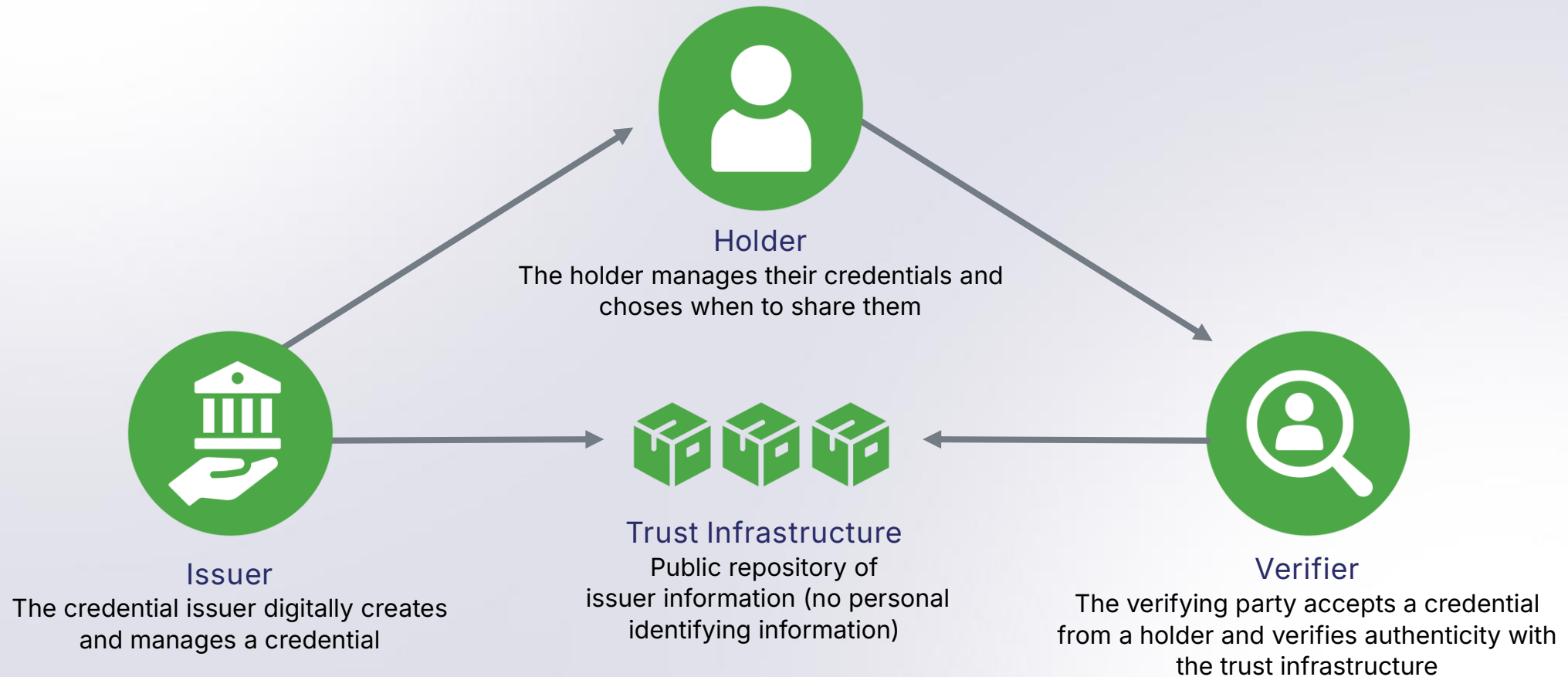
Benefits for Property Owners



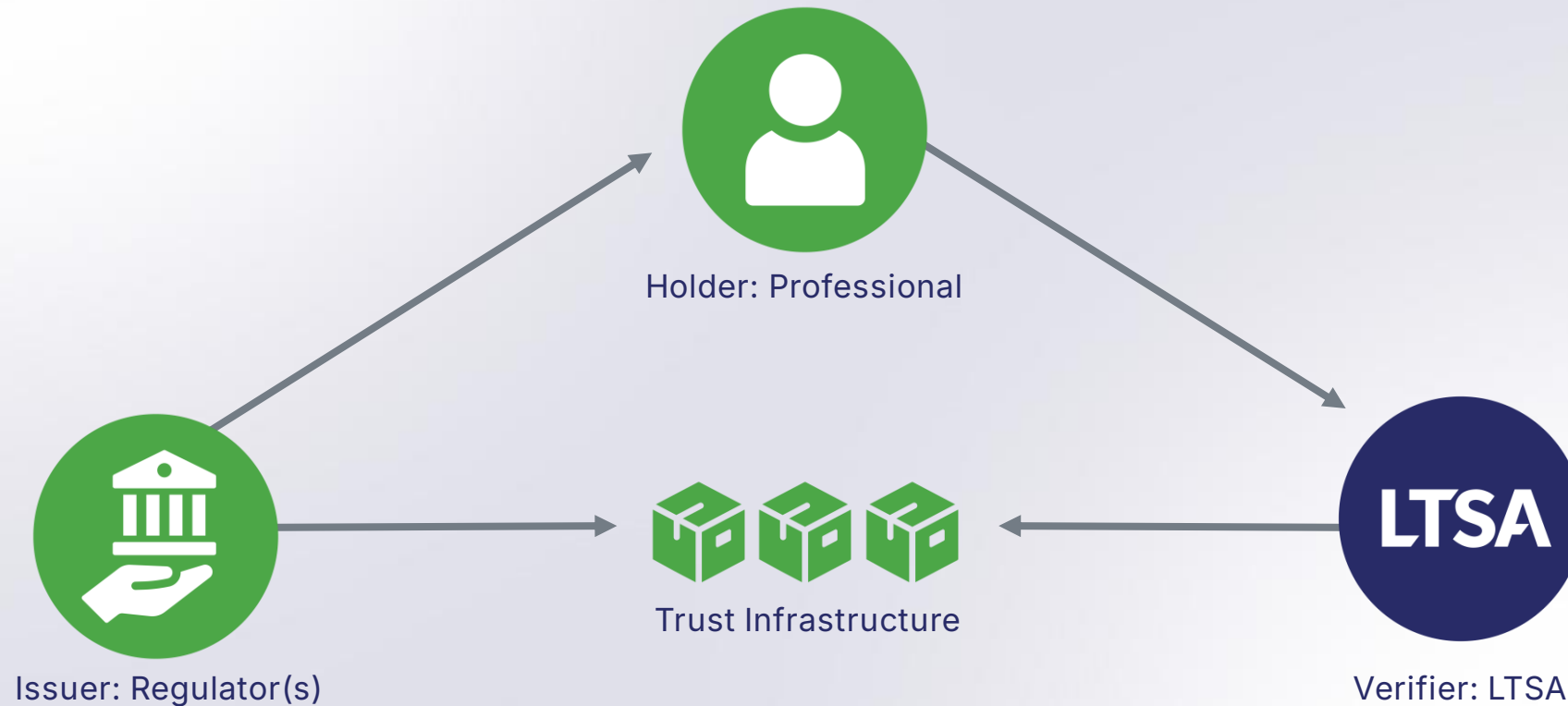
Benefits for Participants, Stakeholders & Public Agencies



Digital Credential 'Triangle of Trust'



LTSA as 'Verifier' for Professional



Verifying the Professional



Issuer: Regulator(s)

The regulator or other entity digitally creates and manages credential to confirm a professional



Holder: Professional

The professional holds their credential in their BC wallet and chooses when to share it



Verifier: LTSA

LTSA accepts a credential from a professional and verifies its authenticity against trust registry

INITIAL PHASE:

Law Society
of British Columbia



FUTURE PHASES:

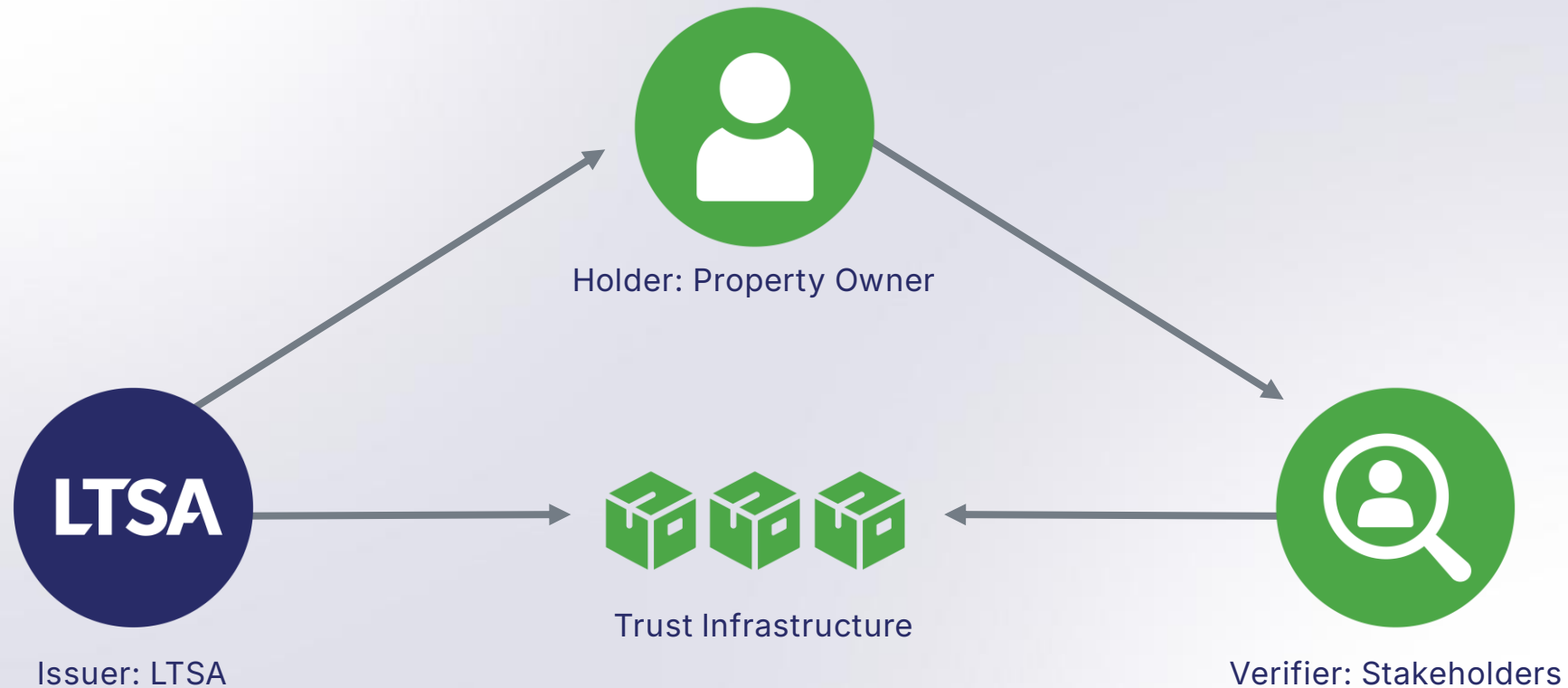
SOCIETY OF
NOTARIES
PUBLIC
OF BC



ASR Register

Others

LTSA as 'Issuer' for Property Owner



Verifying the Property Owner



Issuer: LTSA

LTSA creates and manages a credential to confirm property ownership, using existing databases as source of truth

Verifies property owner using a digital ID service (e.g. BC Services Card, Interac ID)



Holder: Property Owner

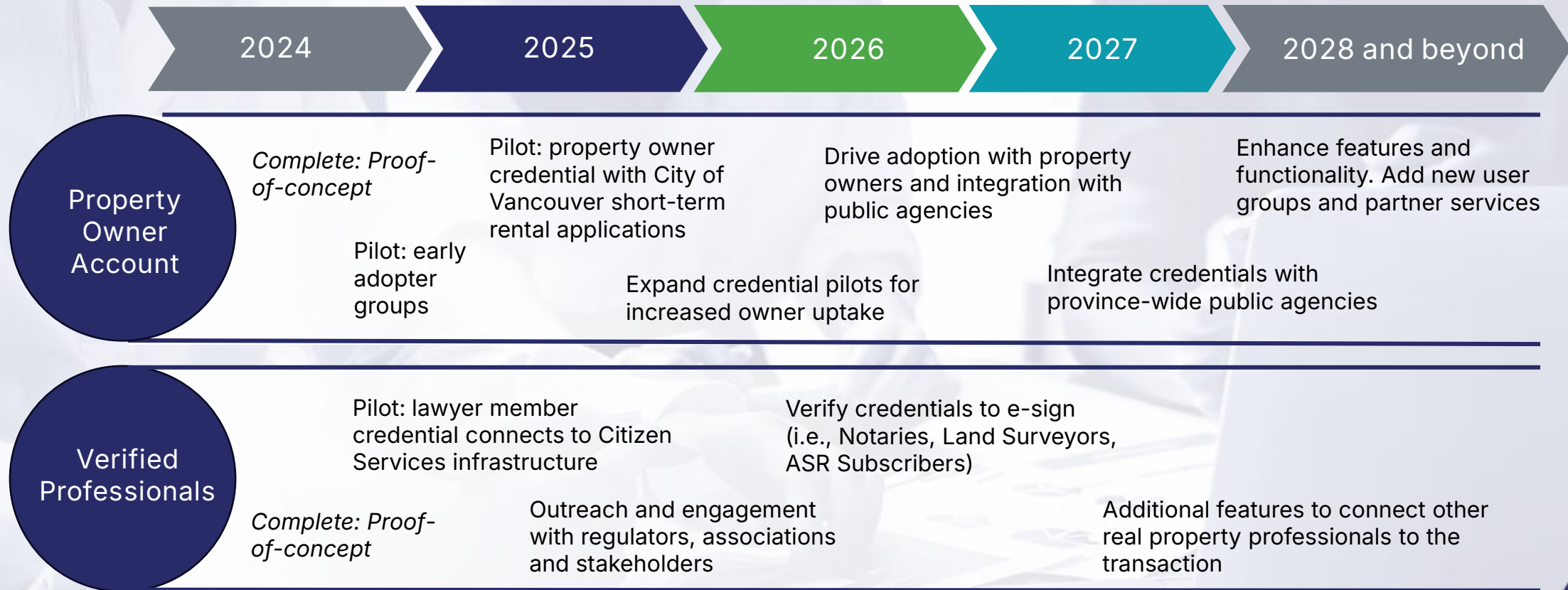
The holder holds their credential in their BC wallet and chooses when to share it



Verifier: Stakeholders

Municipalities and public agencies accept a credential from owner and verify by checking with the trust infrastructure

Timeline

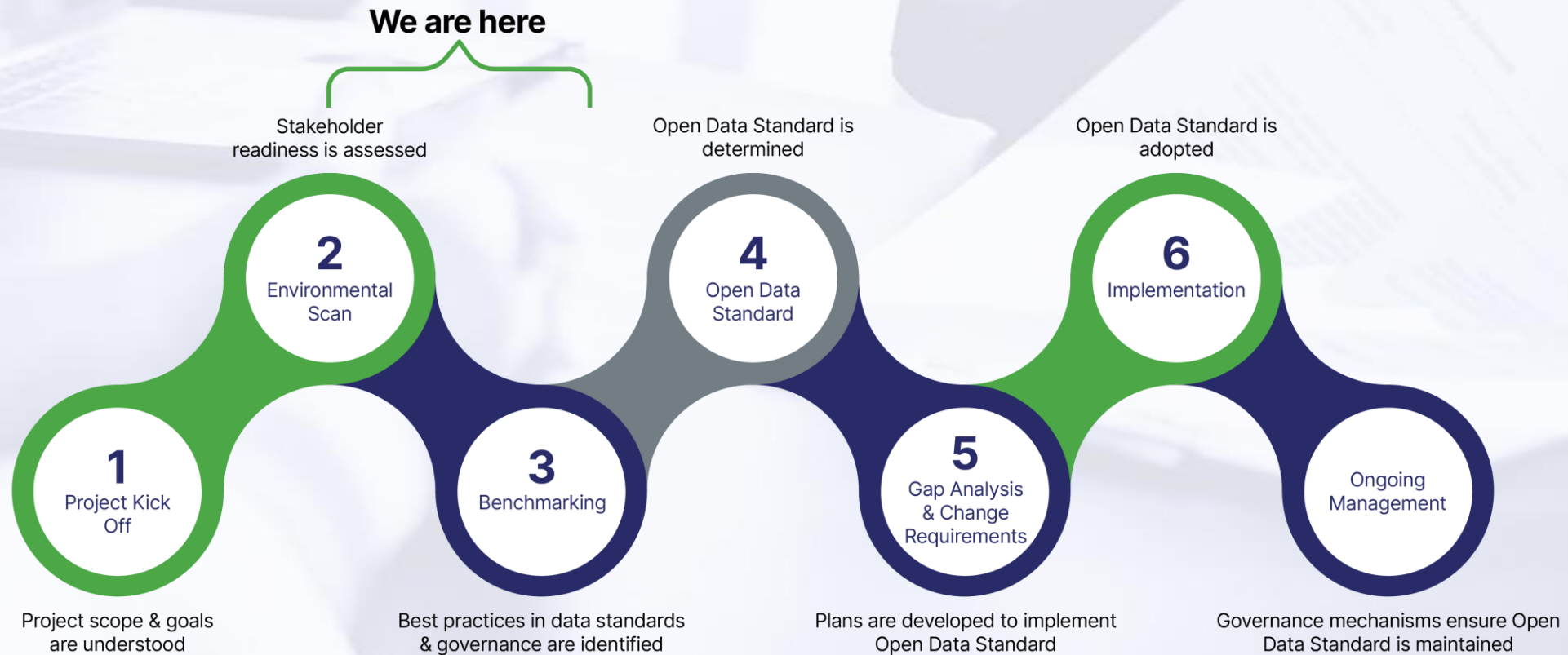


Real Property Data Standards

Gregory Steves, Vice President, Policy & Legal Services, LTSA

Real Property Data Standards Update

The LTSA's Real Property Data Standard (RPDS) project aims to develop a standardized approach to data within the real property sector to improve interoperability, data quality, and decision-making.



Real Property Data Standards

► Update

Stakeholders generally support the development of real property data standards, recognizing that consistent standards could lead to more efficient workflows and greater transparency across the sector.

Looking ahead, representation and involvement are crucial for inclusive, transparent decision-making. Ultimately, stakeholders have stressed the benefits of a phased approach, resulting in this being the first of a series of participative workshops.

Real Property Data Standards

► Next Steps

- ✓ Refine problem statement
- ✓ Continue robust stakeholder engagement
 - Address critical barriers standing in the way of support
 - Adopt transparent decision-making processes
 - Implement a strong governance framework for buy-in
 - Address limited resources/capacity
 - Leverage success stories

Call to Action



Verified Transaction augments security and trust in the real property market, providing protection from fraud



The path for Verified Transaction has been identified, with a product roadmap & business case for verification of both property owners and professionals



Industry and stakeholder support will help build adoption and create greatest public benefit

Closing Remarks

Al-Karim Kara, President and Chief Executive Officer, LTSA