



Beyond the Deal

# B.C. REAL ESTATE'S NEXT CHAPTER

And What It Means for Your Legal Practice



Insights from BC 2030: The Future of BC Real Estate Conference

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[dyedurham.ca](http://dyedurham.ca)

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## EXECUTIVE SUMMARY

At the BC 2030 conference hosted by the Real Estate Institute of British Columbia (REIBC), Dye & Durham convened a panel of experts from law, real estate, and technology to share insights on how professionals can thrive in a digital-first environment. This paper distills those insights into five key themes and offers actionable strategies for future-ready legal practices.

This guide is designed for real estate lawyers, firm leaders, and legal tech providers seeking to understand and adapt to the changing landscape of real estate transactions.

THE PRACTICE  
OF REAL  
ESTATE LAW  
IS CHANGING  
ALONGSIDE  
INDUSTRY  
SHIFTS AND  
BROADER  
SOCIETAL  
CHANGES.

## 5 PILLARS OF THE CONNECTED PRACTICE

01



Technology  
Integration

02



Human  
Systems

03



Trust  
Infrastructure

04



Talent  
Development

05



Unified  
Communication

## MEET THE PANEL

### Future-Proofing Your Business: The Role of Technology in Real Estate Services

The panel featured leading voices from the legal, real estate, and legal tech sectors, each offering a unique perspective on the opportunities and challenges shaping the industry's future.

**Kelly Fry**  
Team Lead & Realtor,  
Keller Williams Ocean Realty

Based in Coquitlam, Kelly is both licensed REALTOR® and a Chartered Accountant. Over a decade in real estate investing and coaching, she brings a deep analytical background and a service-first mindset. Kelly's team is consistently ranked among the top groups in Metro Vancouver, supporting buyers, sellers and investors with a strong focus on wealth-building outcomes.

**Adina Dragasanu**  
Team Lead & Realtor, Oakwyn Realty

Adina leads one of Vancouver's top-performing REALTOR® teams, recognised in the top 1% of her market. With a marketing background and more than fifteen years in the business, she is known for combining strategic insight with an empathetic client approach — guiding buyers, sellers and investors through the complexities of the market with clarity and care.

**Moderator: Pablo Rodriguez**  
President, Dye & Durham Canada

Pablo, with 25+ years of legal tech experience, guided the panel with a focus on how workflow, integration and risk are reshaping the real estate legal ecosystem.



**Steven J. Roxborough**  
Managing Partner, Merchant Law  
Group LLP (British Columbia)

Steve holds a Juris Doctor as well as advanced degrees from the University of Ottawa. As managing partner of the BC operations of a prominent national law practice, he brings strategic leadership and a strong focus on real estate law, digital transformation and client centred legal service. He also maintains an academic link through guest lecturing and continuing legal education.

**Dan Boisvert**  
Notary Public, Notaries at Northgate

Commissioned in 2008, Dan has served the Delta, BC region for over thirty years as both a resident and a legal professional. Before focusing on real estate conveyancing, he worked in technology and financial services, giving him a rare blend of legal precision and operational insight. His practice handles residential purchase/sales, First Nations leasehold transactions, mortgage refinancing and more.

## INTRODUCTION

### Beyond the Buzzwords

For years, “digital transformation” has been treated as a goal in itself. But as the real estate sector navigates rapid technological change, economic uncertainty, and rising client expectations, transformation is no longer a project— it’s the operating environment.

During the panel titled “Future-Proofing Your Business: The Role of Technology in Real Estate Services”, experts from the legal, real estate, and technology sectors shared their perspectives on the future of the industry. Their message was clear: success in real estate will depend on smarter connections between people, data, and trust, enabled by technology.

The conversation emphasized that while technology is advancing rapidly, human systems — collaboration models, communication habits, and professional norms — remain central to industry friction. For legal professionals, this presents both risk and opportunity. Those who view technology as a tool for enhancing judgment, rather than merely accelerating transactions, will be best positioned to thrive.

// TECH IS THE TOOL.  
YOU'RE THE VALUE."



## INSIGHTS

# 01

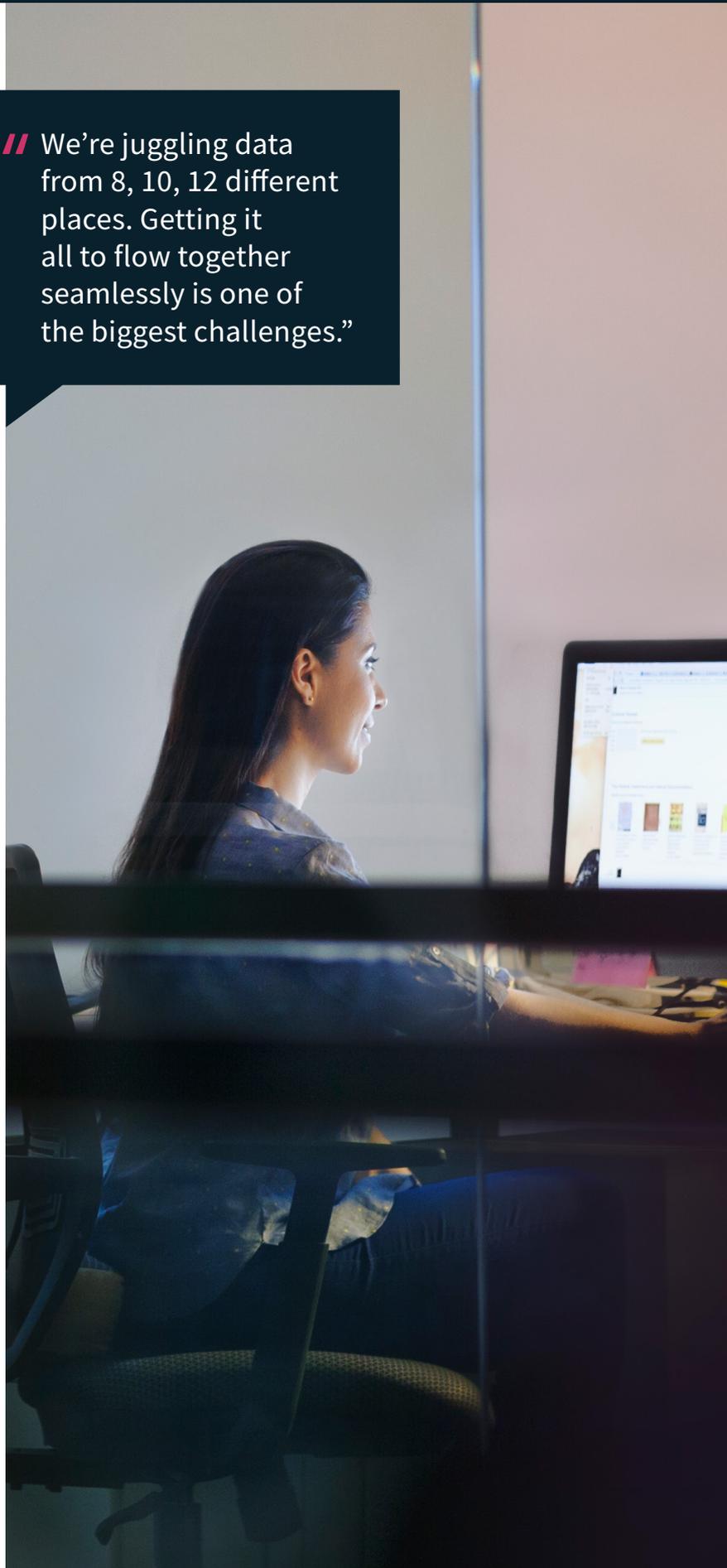
### Technology Integration Is the Advantage

Every part of the transaction process is becoming digital. Contracts are executed electronically. Property data updates in real time. Lenders, conveyancers, and municipalities are all using cloud platforms. Yet for all the progress, one theme dominated the panel: nothing talks to each other.

The result is a digital patchwork that still forces professionals to manually bridge gaps, re-enter data, and chase information. That is more of a coordination failure than it is a technology one and so the next competitive edge may not come from adopting the newest system but from ensuring systems work together. Interoperability — the ability of platforms to securely exchange and act on shared information — will define the next wave of efficiency and compliance.

For lawyers and notaries, that means demanding tools that integrate seamlessly across the deal lifecycle, from title search to closing statement. For solution providers, it means designing around the workflows that already exist, not asking professionals to reinvent them.

// We're juggling data from 8, 10, 12 different places. Getting it all to flow together seamlessly is one of the biggest challenges."



// Eighty percent of my day is solving problems created by people, not tech."



## 02

### The Human Operating System

Panelists were frank: the real friction comes from the human factor.

Even the most sophisticated platform can't compensate for unclear responsibilities, inconsistent processes, or siloed communication. When professionals don't understand how their roles fit into an increasingly digital transaction chain, tools become another source of stress, not relief.

Future-ready firms are treating people systems with the same rigor as their technology systems. They're mapping workflows end to end, clarifying ownership of each task, and training teams not just to use software, but to use it consistently.

That's also changing what leadership looks like. Effective digital adoption is about building confidence as much as it is about buying technology. Leaders who model curiosity, encourage experimentation, and normalize learning from mistakes are creating the psychological safety that digital transformation requires.

# 03

## The Trust Economy: Security, Compliance, and AI Ethics

As transactions move online, every click, signature, and email carries legal and financial risk. Consequently, it is no longer enough for trust to be implied; it must be engineered.

The panelists were unanimous: cybersecurity is a professional duty, not just an IT issue. Yet awareness remains uneven. Many legal and real estate professionals handle sensitive client data daily without formal training in security or data governance.

Beyond traditional threats like wire fraud and phishing, **new risks are emerging** as professionals experiment with generative AI. Using public AI tools to draft client communications or contracts can inadvertently expose confidential data or introduce factual errors with real consequences.

Building a modern trust infrastructure means embedding security and ethics into daily workflows. That includes verified digital identities, encrypted communication, and clear policies on AI use. Trust will increasingly be the outcome of visible safeguards, not just professional reputation.

// If your email gets hacked and a client's identity is stolen, you're liable. What protection do you have against that?"



// Who you surround yourself with is who you become, and success leaves clues.”

# 04

## Talent in Transition

If technology is evolving faster than people, how can the next generation of professionals catch up? The panel offered candid advice for those entering the field:

- **Learn the fundamentals.** Technology can accelerate your work but can't replace understanding of property law, due diligence, or client negotiation.
- **Use technology to amplify your value,** not outsource it. AI can handle repetitive work; judgment and interpretation remain uniquely human.
- **Build resilience.** The pace of change will only increase. Those who adapt fastest will lead.
- **Choose your community wisely.**

At the same time, established firms are rethinking how they attract and retain talent. Panel insights pointed to growing expectations for hybrid work, flexible roles, and professional development opportunities that blend technical and interpersonal skills.

Firms that invest in continuous learning are building teams ready for the complexity of 2030's real estate market.

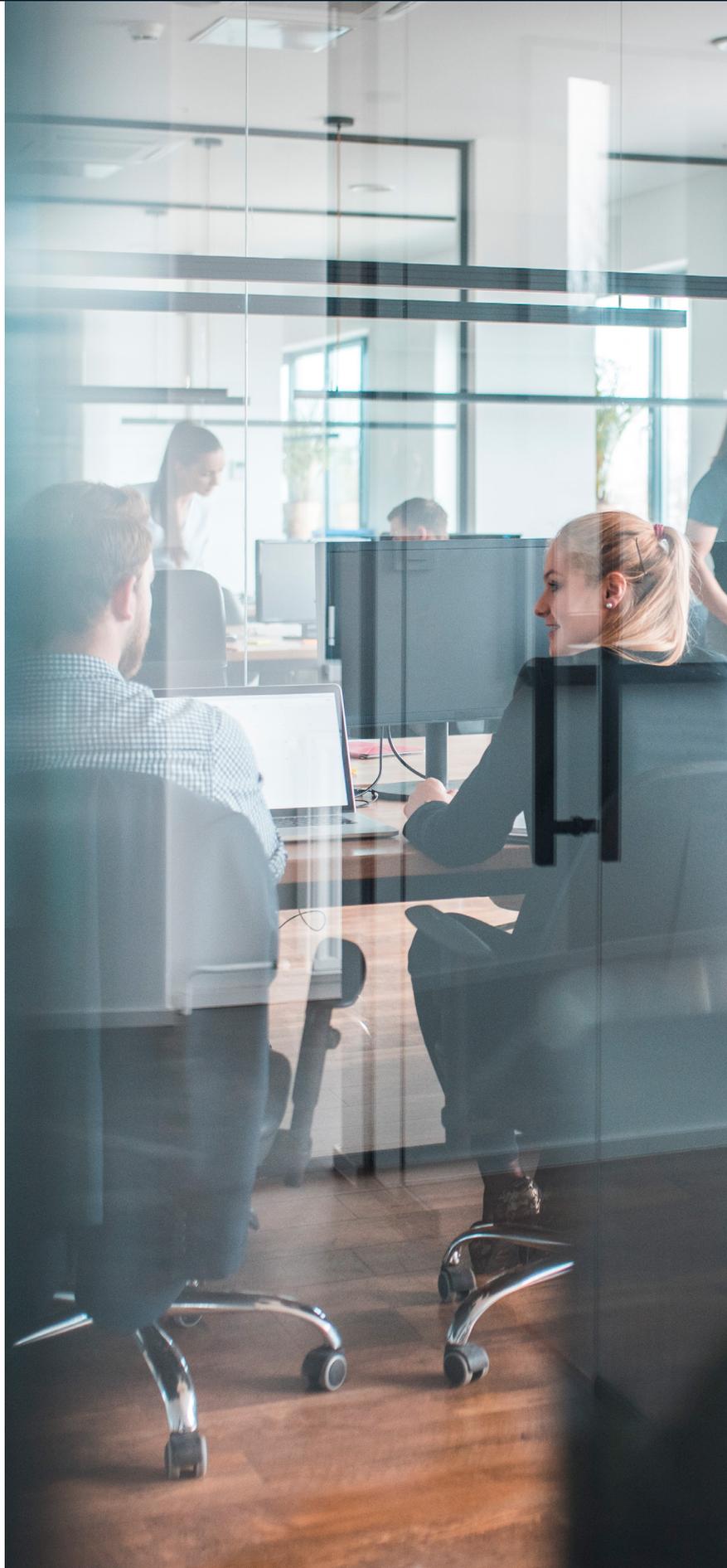
## 05

**Designing the Connected Practice**

The next era of real estate legal work will be defined by connected ecosystems. A connected practice integrates technology, process, and people around a single goal: client trust.

That means seamless collaboration between professionals, unified digital workflows, and shared accountability for security and service quality. It also means seeing every technology decision as a communication decision, because how information moves determines how relationships evolve.

Firms that can connect their tools, teams, and values will not only future-proof their operations but elevate the profession as a whole.



## CONCLUSION

### From Efficiency to Intelligence

Transformation in real estate isn't about digitizing the past; it's about designing for what comes next. The shift from paper to pixels is largely complete. The next leap is from efficiency to intelligence — using technology, data, and human insight together to make better decisions, faster and more securely.

As one panelist put it, "Tech is the tool. You're the value."

The professionals who embrace the balance of pairing digital fluency with human judgment won't just survive the next wave of change. They'll lead it.

## ABOUT DYE & DURHAM

Dye & Durham is a trusted provider of legal technology solutions serving law firms, notaries, and real estate professionals across Canada. With over a century of experience supporting the legal community, we're helping professionals embrace digital transformation through secure, efficient, and integrated workflows that put clients first.

**LEARN MORE ABOUT UNITY® AND OUR  
SUITE OF LEGAL TECHNOLOGY SOLUTIONS.**





# CHECKLIST

## IS YOUR PRACTICE FUTURE-READY

- Do your platforms integrate seamlessly across the deal lifecycle?
- Have you mapped and clarified your internal workflows?
- Are your staff trained in cybersecurity and data governance?
- Do you have clear policies on AI use and client data protection?
- Are you investing in continuous learning and hybrid work models?
- Is your technology aligned with your communication strategy?

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## NEXT STEPS

Ready to future-proof your practice? **Explore Unity®** and talk to our team about reliable digital transformation.

Dye & Durham is a trusted global provider of legal and financial technology, relied on by over 100 leading financial institutions, governments, and legal and financial firms worldwide. Our seamless financial infrastructure solutions connect institutions with critical ecosystem partners such as billers, governments, and legal professionals, while delivering exceptional onboarding, support, and service to drive customer satisfaction, adoption, and loyalty.