



REIA

REAL ESTATE INSTITUTE
OF AUSTRALIA

real news

The official newsletter for the real estate profession - Issue 54

Want great discounts on your favourite IT products and services?

You can with  powerbuy™

The offer: The combined bargaining power of REI members now attracts savings on selected I.T. products & services usually reserved for the largest Australian organisations.

The I.T. savings Powerbuy offer you through REI PowerBuy are true incremental savings, on top of the best price you can find. You won't find better deals anywhere else.

What you need to do to participate: to start saving all you need to do is [click here](#).

The background: Powerbuy gives you two easy ways to save. Your option of using either a discount coupon or cash-back rebate varies by I.T. brand and product.

Further information: for more information [click here](#) or contact Joel Montgomery on 1300 955 523 or at info@powerbuy.com.au.



Don't miss out on accommodation

If you are attending the REIA's 2010 National Awards for Excellence and National Conference, make sure you don't miss out on booking accommodation for the event at the Hilton Hotel, Adelaide.

REIA has rooms set aside for attendees of both events, however there are now only a small amount remaining. To book your accommodation, [click here](#).

WRAP YOUR CLIENTS' PROPERTY IN A SOFT RENT PROTECTED BLANKET...

IN A WAY.

Well, at least that's how safe your clients could feel having their investment property insured through us. Sure, you always choose the best tenant for your clients, but you can't always predict what will happen in the future (and neither can we) so it's good to know your clients' property is covered.

Our specialist Landlord Preferred Policy can help fill the gaps in regular building or strata insurance by giving your clients additional peace of mind by covering them from things like tenant damage, defaulted payments, and even legal liability.

So call Terri Scheer today on **1800 507 500** or visit terriscbeer.com.au/agent for more information.



terri scheer

Landlord Insurance Specialists

Terri Scheer Insurance Pty Ltd arranges for this product to be issued by Vero Insurance Limited. Refer to the PDS at terriscbeer.com.au

Meeting with Shadow Parliamentary Secretary for Housing

REIA met with Senator Gary Humphries this week who is the Shadow Parliamentary Secretary for Families, Housing and Human Services.

At the meeting, the following points were raised:

- Retention of current arrangements for negative gearing of property investments
- No Capital Gains Taxes on the family home
- No increase in Capital Gains Tax on property investments
- Review the amount of the First Home Owners Grant
- Allowing first home buyers access to their superannuation for the purchase of a home
- Monitor HAF and NRAS to observe its effects on housing supply and to conduct a review which considers additional measures to bridge the demand - supply imbalance

Other issues discussed include the Senate Inquiry into access to finance for small business and the Henry Review.

ABS Housing Finance figures released

This week the ABS Housing Finance figures for December 2009 were released.

In seasonally adjusted terms, the total value of dwelling finance commitments excluding alterations and additions decreased 2.8%. In original terms, the number of first home buyer commitments as a percentage of total owner occupied housing finance commitments decreased from 22.1% in November 2009 to 21.0% in December 2009. In original terms, the number of fixed rate loan commitments as a percentage of total owner occupied housing finance commitments decreased from 3.4% in November 2009 to 3.0% in December 2009.

To view the REIA's media release on this issue, [click here](#).

Tax Office newsletter for small and medium business

The Tax Office has a new monthly e-newsletter, SME Communicator for small and medium businesses.

The newsletter provides information specific to businesses with an annual turnover between \$2 million and \$250 million to keep them up-to-date on key tax and super issues, new initiatives and updated information products and tools.

To receive future editions you can subscribe to SME Communicator by forwarding an email to smecommunicator@ato.gov.au and insert 'Subscribe' in the subject line.

Real financial success

The best agents know that savvy financial management is the key to a thriving agency in today's tough market.

No doubt you are probably an experienced sales agent with a successful career in real estate. You know your local market better than anyone. But it's no longer enough to be skilled at sales and marketing alone. For your business to achieve real financial success in such a competitive industry, you need a thorough understanding of your finances.

Your agency could become more profitable if you only had access to the right information.

"Real Business First is a benchmarking tool that adds value to your practice by allowing you to compare your trading performance against the performance of a comparable aggregated section of the market," said REINSW CEO Tim McKibbin. "It allows you to move your business into a more profitable position.

"And that's really what it's about. If we have quality information, we make better business decisions.

"Real Business First is like having a business coach right there on your desktop. Each and every month the information comes through, guiding you through the business decisions you need to make."

Take a more active role in the financial management of your agency with Real Business First and achieve real financial success for your business.

Put your business first – subscribe to Real Business First today at www.realbusinessfirst.com Subscribe to Real Business First today and it's free until 31 March 2010.

For more information, please call (02) 9322 7451 or email sales@realbusinessfirst.com.



REIA

REAL ESTATE INSTITUTE
OF AUSTRALIA

real news

The official newsletter for the real estate profession - Issue 54

Small Business Superannuation Clearing House

The Government this week introduced legislation into the Parliament which provides the legislative framework for its optional superannuation clearing house service for small business.

On 6 November 2009, the Government announced that its superannuation clearing house service for small business will be delivered through Medicare Australia. Following the passage of the Bill, a regulation will be made specifying Medicare Australia as the approved clearing house for the purposes of the legislation.

The clearing house service will be available to eligible small businesses (those with fewer than 20 employees) from July 2010. Businesses will be able to register with Medicare Australia from May 2010.

Government to introduce legislation to reform the supervision of Australia's financial markets

The Government this week introduced legislation into Parliament that will reform the way financial markets in Australia are supervised.

The Bill contains three key measures:

- The Bill removes the obligation on Australian market licensees to supervise their markets.
- The Bill provides ASIC with the function of supervising domestic Australian market licensees.
- The Bill provides ASIC with additional powers, including the power to make rules with respect to trading on such markets and additional powers to enforce such rules.

Additionally, following extensive public consultation, the maximum penalty for a breach of a market integrity rule for either an individual or a corporation has been reduced to \$1 million.

Find your REI

REIA has eight members, these members are the state and territory Real Estate Institutes.

Your state or territory body can assist you with information which is relevant to being an agent in your state or territory.

For contact details, see below:

REI ACT

16 Thesiger Court Deakin ACT 2600
Tel: 02 6282 4544

www.reiact.com.au

REINSW

30-32 Wentworth Avenue
Sydney South NSW 2000
Tel: 02 9264 2343

www.reinsw.com.au

REIQ

21 Turbo Drive Coorparoo QLD 4151
Tel: 07 3249 7347

www.reiq.com.au

REINT

Unit 3/6 Lindsay Street Darwin NT 0801
Tel: 08 8981 8905

www.reint.com.au

REIWA

215 Hay Street Subiaco WA 6008
Tel: 08 9380 8222

www.reiwa.com.au

REISA

249 Greenhill Road Dulwich SA 5065
Tel: 08 8366 4300

www.reisa.com.au

REIV

335 Camberwell Road
Camberwell VIC 3124
Tel: 03 9205 6666

www.reiv.com.au

REIT

33 Melville Street Hobart TAS 7000
Tel: 03 6223 4769

www.reit.com.au

Next week...

- Built Environment Teleconference