

REIANEWS

ISSUE 93: NOVEMBER 2019

STATE AND TERRITORY REI'S AWARDS FOR EXCELLENCE 2019 WINNERS



IN THIS ISSUE

HIGHLIGHTS OF THE REAL
ESTATE INSTITUTES' STATE
AND TERRITORY AWARDS FOR
EXCELLENCE EVENTS

FINALISTS FOR THE REIA
NATIONAL AWARDS FOR
EXCELLENCE 2020

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PRESIDENT'S REPORT

Mr Adrian Kelly
REIA President



WELCOME FROM REIA'S PRESIDENT

The focus of this month's REIA News is on the annual awards the REIA state based member organisations have recently held recognising the best performers across a wide spectrum of categories including residential, commercial, rural, sales, property management, buyers agent, marketing and innovation.

These annual awards are an industry highlight. They acknowledge the hard work and effort by individuals in achieving the best results for their clients and encourage and promote excellence and best practice in the real estate profession.

Importantly, the winners at the state level have the opportunity to compete against their peers at the REIA National Awards for Excellence in Darwin on 2 April 2020. It is the ultimate accolade to be a national winner.

I am encouraged by the increasing number of professionals that strive to be recognised as the best in Australia. I wish all contestants for the national awards the very best for next April and look forward to meeting them in Darwin.

I hope you enjoy reading this month's edition.

Mr Adrian Kelly
REIA PRESIDENT



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STATE AND
TERRITORY REI'S
AWARDS FOR
EXCELLENCE
2019 WINNERS

ACT
NSW
NT
SA
TAS
VIC
WA

highlights from the state events



REIAC 2019 Awards for Excellence



ACT Real Estate Celebrates 25 Years of Awards for Excellence

The ACT real estate sector celebrated its achievements for the past year on Saturday 14 September with a Gala Dinner at the QT Hotel. Over 320 were present to acknowledge the outstanding performances of the industry's elite.

"In 1995 the Institute held its first Awards for Excellence and presented nine Awards, this year we presented 30 Awards. Our Awards recognise the professionalism and commitment of our members to both consumers and colleagues alike, when conducting the everyday business. The standard of submissions for this year's Awards was of the highest calibre, with many categories decided by the barest of margins," said REIAC President Michael Kumm.

"The Institute is very proud of the continued growth and evolution of the Awards and believes the adaptation of existing Awards and introduction of new Awards reflects the expectations of both industry and the public. The focus by many agencies on their team performances, whilst still acknowledging the

work of exemplary individuals is reflected in number of nominations made by agency principals."

"Nineteen of the thirty award winners, will now represent the ACT at the REIA National Awards for Excellence to be held in Darwin in April 2020. Since the inception of the National Awards for Excellence in 2006, ACT winners have performed exceptionally well and continue to be the leaders of the real estate industry amongst their national peers."

REIAC thanks all the sponsors who helped make the 2019 Awards for Excellence possible: our Corporate Partner Allhomes; Corporate Sponsors – BAL Lawyers, REI Super and MyConnect; Award Sponsors – Coverforce, ACT Housing and Community Services Directorate, Nexis Accounting and Business Advisors, Chamberlains Law Firm, Terri Scheer, Smoke Alarm Testing Services, Macquarie Bank, ACT Property Inspections, The Real Estate Employers' Federation and in-kind sponsors Elite Event Technology, Show Pony Events and Roger Bartholomew Canberra.

- 1 ACT President's Award winner – Peter Walker, Ray White Canberra and Michael Kumm, President REIAC
- 2 Winners of the REIAC 2019 Awards for Excellence



REINSW 2019 Awards for Excellence

Recognising the best in the industry – the 22nd annual REINSW Awards for Excellence

Arriving in style and dressed to the nines, real estate put its best foot forward for the 22nd Annual REINSW Awards for Excellence.

Featuring pyrotechnics – and even a bubble machine, this year’s industry night of nights was bigger than ever before, with hundreds packing The Star to honour New South Wales’ top performers.

It was an evening filled with champagne and cheers, but most importantly, a lot of camaraderie, with members from across real estate coming together to recognise their collective hard work and passion.

The Winners

With just 23 prizes up for grabs and over 100 finalists, competition was stiff.

“Last night, the success of our industry was on full display, with an astonishing amount of talent in the room,” said REINSW President Leanne Pilkington.

“With so many deserving nominees, choosing the top professional and agency for each category, was extremely tough.”

Among the big winners was Colliers International, who saw agents Edward Gorddard and Michael Crombie take home the Operational Support award and Property marketer award.

Propertybuyer clinched the Buyers Agency award, while Highland Property

Agents was crowned the best large Real Estate Agency of the year.

The most prestigious award of the night, the Woodrow Weight Award was given to Chris Hanley for his incredible work in real estate, as well as the Byron Bay community.

Unable to attend, John Cunningham accepted the honour on his behalf.

The award adds to Chris’s long list of accolades, including an Order of Australia medal and Byron Shire’s Citizen of the Year.

The Highlights

From the wit and humour of MC Edward Riley, to the entertainment from the incredible band, the night was not short on stand out moments.

Among them, was the resounding applause for Damien Cooley after he was handed the John Greig OAM community service award for his efforts to reduce youth homelessness.

The moment Joshua Charles thought he would try out his first instagram story, on stage, during his acceptance speech for Commercial Salesperson.

There was Leanne Pilkington’s touching tribute to Tim Anderson OAM and her announcement that from next year, the Residential Property Manager award will be named in his honour.

And of course there was the moment glitter bombs and sparklers exploded on stage as the winners celebrated their victories.



With the awards over, guests took to the dance floor to let off some steam and celebrate their successes.

An extraordinary night, that won’t be soon forgotten.

The REINSW Awards for Excellence Gala Dinner was held at The Star on Thursday, 19 September 2019. For photos and the highlights video visit, reinswawards.com.au.

REINSW would like to sincerely thank all the sponsors of last night’s Awards for Excellence Gala Dinner. Without your support, this incredible industry event would not happen.

- 1 Real Estate Agency – Medium Award won by Callagher Estate Agents & Kellys Property
L to R: Cary Giezekamp – Callagher Estate Agents & Kellys Property, Leanne Pilkington – REINSW President and REIA Board Director (NSW), David Giezekamp – Callagher Estate Agents & Kellys Property and John Trani – REINSW
- 2 Ed Riley MC
- 3 Leanne Pilkington – REINSW President and REIA Board Director (NSW)
- 4 Winners of the REINSW 2019 Awards for Excellence
- 5 Venue, The Star
- 6 Winner of the Buyers’ Agent Award – Shelly Horton – Albion Avenue, and winner of the Buyers’ Agency Award – Propertybuyer, Rich Harvey



REINT 2019 Awards for Excellence

Saturday 19 October saw the Beachside Pavilion at the Mindil Beach Casino & Resort in Darwin take on a very spooky theme with the 2019 REINT-realestate.com.au Awards for Professional Excellence being themed up for Halloween.

Over 200 guests were treated to a fabulous night where the menu was themed up and the food all presented with Halloween themes. Many of the guests got into the spirit (pun intended) of the evening including the REINT staff and CEO, who came along as Count Drunkalot.

This year we had Peter Rowsthorn, of Kath & Kim fame, as the MC and he was lauded by all present as the funniest MC we have ever had. Peter had the audience in stitches throughout the night.

The REINT members have worked hard all year in a very depressed market. While our numbers were down this year, the entries we received were of a very high standard and some worthy winners took home the trophies. We are looking towards some strong representation in the 2020 REIA National Awards for Excellence, which incidentally will be held in the same venue – the Mindil Beach Casino Beachside Pavilion – on Thursday 2 April 2020. Accommodation booking links and tickets will be available from early December through the REIA. Why not plan to stay on and make a holiday from your visit north...or perhaps even tie it in with an Easter weekend in Bali, which is less than two hours flying from Darwin.

The 2019 REINT-realestate.com.au Awards was a great night and we look forward to showing you our special brand of Territory hospitality when you travel to Darwin for the 2020 REIA National Awards for Excellence in April next year.



- 1 Residential Property Manager of the Year winner – Sarah Chau, United Realty NT
- 2 Large Residential Agency of the Year winner – Real Estate Central
- 3 Business Development Manager of the Year winner – Kate Nolan, Ray White Darwin
- 4 Operational Leadership Award winner – Diane Davis, Elders Real Estate, REIA Board Director (NT)
- 5 REINT Auctioneer of the Year – Daniel Harris, Real Estate Central with Quentin Kilian, CEO REINT
- 6 Small Residential Agency of the Year winner – Elders Real Estate Katherine
- 7 Operational Support Award winner – Kylie Westbrook, Real Estate Central
- 8 REINT – Venue, Beachside Pavilion at the Mindil Beach Casino & Resort



REISA 2019 Awards for Excellence



On Saturday 26 October, South Australia’s real estate elite battled it out at the 2019 REISA Awards for Excellence.

The 2019 Awards celebrated a night of sophistication and glamour with a Soiree theme. The Adelaide Convention Centre transported us all back to a time when Jay Gatsby and Daisy Buchanan were the toast of the town. This year, the REISA Awards for Excellence were overseen by MC Wayne Johnson who managed to entertain over 540 guests while ensuring that the night remained free of social upheaval and excess. F Scott Fitzgerald would have been proud.

The Awards celebrate the best of the best in real estate in South Australia. They recognize the depth of expertise, knowledge and customer service that the real estate

profession offers to the community.

REISA President, Brett Roenfeldt said “These Awards are the real estate profession’s Night of Nights in South Australia. They acknowledge and celebrate everything that is good about the real estate profession. Everyone here tonight – all the finalists and winners – are worthy ambassadors for their profession”

“REISA is all about professional development, training, advocacy, membership and networking. These all dovetail nicely into ensuring that all our Members are the best they can be. The Awards recognize that but also serve as a reminder to Government and the community that we are doing the right thing and making sure that our clients and customers are represented transparently and professionally in their real estate transactions”.

- 1 SA Residential Salesperson winner – Sally Cameron – Toop & Toop, Wayne Johnson, MC
- 2 Winners of the REISA 2019 Awards for Excellence
- 3 Table setting
- 4 Venue, the Adelaide Convention Centre



REIT 2019 Awards for Excellence



Tasmania’s most prestigious Real Estate industry awards were held on the 12 October at the Hobart Grand Chancellor. The 2019 REIT Awards for Excellence did not disappoint with industry professionals arriving in style and dressed to impress. Amongst the lights and stage smoke guests were entertained by the friendly and funny Claire Hooper, who did a wonderful job of keeping things on track and delighting the crowd.

An emotional start to the awards with the legendary Tony Collidge stepping down from his role as REIT President for the past 5 years and introducing the wonderful Mandy Welling to the role as the first female President since 1998 (21 years!).

We saw the next generation of industry leaders step forward to receive their diplomas and we excitedly recognised the industry service of those who have worked in the Real Estate industry for 25+ years.

With 20 awards up for grabs the REIT saw record numbers of nominations

with 83 submissions. Colleagues and peers cheered on the winners as they were announced. Some winners were in shock at their achievements and were literally speechless, however the most memorable acceptance would have to have been Downton Properties Natalie Downton’s emotional thank you speech. Her heartfelt words leaving onlookers with Goosebumps as she accepted the award on behalf of her team that she had been working hard for 4 years to achieve.

As the awards portion of the night wound up and the champagne flowed, the music turned up and the dance floor was flooded with enthusiastic guests celebrating the wonderful achievements of the night.

REIT would like to sincerely thank all the sponsors from the evening, without your support this incredible event would not happen.

- 1 Tony Collidge, PRD Nationwide Hobart, REIT President stepping down
- 2 Downton Property – Small Agency of the Year award winners
- 3 Mandy Welling, Exceed Property, New REIT President
- 4 Nicole Berry, Harcourts Signature; Mark Berry – REIT CEO, Claire Hooper, MC
- 5 Winners of the REIT 2019 Awards for Excellence
- 6 PRD Nationwide Hobart – Community Award Winners



REIV 2019 Awards for Excellence



Real Estate Agents are a competitive bunch, our sector is chock full of some of the most competitive personalities in the country; there is a magnetic pull that attracts people who are laser-focused on being the best.

Anybody that knows a real estate person socially can attest to this, whether on the golf course, in a game backyard of cricket or racing to the shops first, they will turn anything they can into a competition.

There is a drive in each individual that is intensified by spending their week doing everything they possibly can to get the best results for their clients.

Victoria is home to some of the most talented innovative and hard-working members of the real estate sector in the country.

This is why 25 years ago, the Real Estate Institute of Victoria had to initiate the REIV Excellence Awards; we needed an official outlet to satisfy this insatiable drive and recognise the best of the Victorian real estate sector.

A strong competitive real estate sector is a strong Victoria, and increased transactions lead to additional jobs and money flowing through our economy.

As the peak real estate body in Victoria, we hold these independently judged awards to raise the standard of real estate in Victoria even higher.

Choosing a member of the REIV to handle your property will result in you having someone you can trust, to get the best results and follow industry standards without compromise.

In 2019 our agents are still squaring off for bragging rights, this year's awards were a great way to recognise the excellence and hard work put in by agencies and individuals across the sector.

This year's awards at Crown Palladium on the 24th of October was easily the biggest we have ever had, with 117 finalists competing across 37 categories.

Congratulations to all winners of excellence awards and all of our finalists, this year's standard was incredibly high, and you deserve to feel extremely proud of your efforts.

- 1 *Corporate Promotion Multiple Offices Award winners – Brad Teal Real Estate*
- 2 *Property Initiatives Real Estate (Joint winners of Community Service Award)*
- 3 *Best Website Award winner – Max Brown Real Estate*
- 4 *Business Development Manager of the Year winner – Melissa Hickson*
- 5 *CBRE team*



REIWA 2019 Awards for Excellence

The Western Australian real estate industry's best were recognised at the prestigious 2019 REIWA Awards for Excellence, held at Crown Perth on Thursday 19 September.

REIWA CEO Neville Pozzi said the Awards were a unique opportunity for the Institute to acknowledge those Western Australian real estate professionals who demonstrate excellence in their chosen careers, which have a positive impact for their clients, industry and the community at large.

"These Awards are the highest accolade that can be bestowed by REIWA and go beyond mere transaction acumen, recognising those who not only go above and beyond for their clients, yet are also seen as innovators to their peers, have an outstanding business acumen and are experts in their chosen field.

"On behalf of the Institute, I'd like to congratulate the 2019 nominees and winners on your achievements and the outstanding value you continue to provide the WA community in the face of what remains a challenging marketplace," Mr Pozzi said.

The 2019 Awards for Excellence winners will represent WA in the Real Estate Institute of Australia's National Awards for Excellence, held in Darwin next year.



- 1 *Marketing and Communications Award winner – Realmark. L to R: Scott Wulff from VaultRE, Jennifer Bannon (Marketing and Communications Manager Realmark) and John Percudani.*
- 2 *Large Residential Agency of the Year winner – Realmark Coastal. L to R: Paul Donovan (MDS Legal), Gayle Adams, Jenny Hughes, Jane Lambert, Sean Hughes and Nathan Burbridge*
- 3 *L to R: Suzanne Brown, Damian Collins – REIWA President and Peter Clements, Mint Real Estate – winner of the Residential Salesperson of the year, and Small Residential Agency of the year*
- 4 *Allan Pental, Kevin Sullivan Award winner*
- 5 *Residential Sales Team of the Year winner – Caporn Young Estate Agents*
- 6 *REIWA President Damian Collins*



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2020 AWARDS FOR

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Thursday 2 April 2020

Mindil Beach Casino & Resort Darwin

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Congratulations to all the State/Territory winners eligible to enter the REIA National Awards for Excellence 2020

FINALISTS:

SUBMISSIONS OPEN
2 December 2019

SUBMISSIONS CLOSE
31 January 2020

VISIT
www.reia.awardsplatform.com

REIA HALL OF FAME

Toop & Toop Real Estate South Australia to be inducted into REIA Hall of Fame in 2020 for winning Large Residential Agency of the Year at national level three years in a row – 2017, 2018, 2019.

REIA President's Award

The REIA President's Award recognises and celebrates outstanding contributions to the real estate profession by individuals from any/all member states/territories over an extended period of time. Entrants to the REIA President's Award are nominated by a member state/territory REI.

Achievement Award

This award recognises excellence amongst newcomers to the industry in all sectors of the real estate profession.

- | | |
|-----|---|
| ACT | Ravi Soni – Laing+Simmons Commercial Property (ACT) |
| NSW | Taylah Vine – Dowling Real Estate Raymond Terrace |
| VIC | Kimberley Paterson – CBRE |
| SA | - |
| WA | - |
| TAS | Gabriella Carling – Peter Lees Real Estate |
| NT | Bec Wescombe – Knight Frank NT |

Business Broker of the Year

This Award Recognises Excellence In Business Broking And Is Intended For Individuals.

- | | |
|-----|---|
| ACT | - |
| NSW | - |
| VIC | John Kasapi – Benchmark Business Sales & Valuations |
| SA | Nikki Katz – Benchmark Business Sales & Valuations |
| WA | - |
| TAS | John Blacklow – Knight Frank Hobart |
| NT | - |

Buyer's Agent of the Year

This award recognises excellence in buyers' agency practice and is intended for individuals.

- | | |
|-----|--|
| ACT | - |
| NSW | Shelley Horton – Albion Avenue |
| VIC | Lisa Parker – Parker Buyer Advocates |
| SA | Katherine Skinner – National Property Buyers |
| WA | Liz Sterzel – Property Wizards |
| TAS | - |
| NT | - |

» *article continues*



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Thursday 2 April 2020 • Mindil Beach Casino & Resort Darwin

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Commercial Property Manager of the Year

This award recognises outstanding achievement in commercial property management and it is intended for individuals rather than agencies. It covers individuals working in small, medium and large agencies; and independent or franchise agencies.

- ACT Alison Majdandzic – Raine & Horne Commercial Canberra
- NSW Helen Storey – CBRE
- VIC Gabriela Ammendola – GA Industrial & Commercial Pty Ltd
- SA Himadri Chatterjee – Colliers International
- WA -
- TAS Craig Connell – Knight Frank Hobart
- NT Roger Tebeck – First National Framptons

Commercial Agency of the Year

This award recognises excellence in agency practice. It covers the commercial sector, including small, medium and large agencies. The agency may have multiple offices in one city or regional location, but may not be a multiple city or national franchise group. An office within a franchise may enter this category provided it is made clear the entry and all claims against selection criteria relate only to that specific office.. This award is not judged on sales figures.

- ACT Colliers International (ACT) Pty Limited
- NSW CBRE
- VIC CBRE
- SA Commercial SA
- WA Transact Capital
- TAS Knight Frank Hobart
- NT North Commercial NT

Commercial Salesperson of the Year

This award recognises excellence in selling and listing and is intended for individuals working as principals, licensed agents or sales consultants; in the commercial sector; small, medium and large agencies; and independent or franchise agencies. This award is not judged on sales figures.

- ACT Guy Randell – Burgess Rawson ACT
- NSW Joshua Charles – One Commercial Property
- VIC Todd Grima – CBRE
- SA Andrew Turner – Commercial SA
- WA Richard Cash – CBRE
- TAS Andrew Howell – Tucker & Howell
- NT Alison Ross – Elders Katherine

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Operational Support Award

This award for excellence recognizes outstanding individuals working in operational support positions. Entrants must work in a support position, including (but not limited to) administration, office management, reception, personal assistant etc.

- ACT Natalie Mills – McGrath Dickson
- NSW Edward Gorddard – Colliers International
- VIC Simone Firms – Network Pacific Real Estate Pty Ltd
- SA Deanna Polain – Klemich Real Estate
- WA Sharyn Howe – Realmark North Coastal
- TAS Madelyn Wilson – Blu Edge Property
- NT Kylie Westbrook – Real Estate Central

Operational Leadership Award

This award for excellence recognizes outstanding individuals working in operational leadership positions. An operational leadership role is defined as a person responsible for controlling or administering an organization or group of staff. This would include head of department, line/operations manager, supervisor, principal, administrator, director and managing director.

- ACT Hannah Gill – Independent Property Management
- NSW Tennille Mugridge – Home Specialist Property Management
- VIC Damian Portaro – Ray White Mildura
- SA Tiffany Browne – Xsell Property
- WA Christian Smith – Century 21 Real Estate
- TAS Mathew Chugg – Knight Frank Hobart
- NT Diane Davis – Elders Real Estate

Marketing & Communications Award

This award recognises excellence in marketing, advertising or communications of the agency. Entrants must be agencies, not individuals.

- ACT Independent
- NSW Di Jones
- VIC Kay & Burton
- SA Eclipse Real Estate
- WA Realmark
- TAS Key2 Property
- NT Real Estate Central

Marketer of the Year

This award for excellence recognizes outstanding achievement by individuals in property marketing.

- ACT Steve Lowe – Agent Team Belconnen
- NSW Michael Crombie – Colliers International
- VIC Luke Piccolo – Woodards (Northern) Pty Ltd
- SA -
- WA Jon Williams – Realmark Urban
- TAS David Hernyk – Harcourts Launceston
- NT -

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Innovation Award

This award recognises innovation in the industry. Due to the nature of this Award, an entrant may be an agency, organization with branch offices or a marketing franchise group.

ACT	Independent
NSW	Raine & Horne Terrigal – Avoca Beach
VIC	Network Pacific Real Estate Pty Ltd
SA	Harris Real Estate
WA	Here Property
TAS	Key2 Property
NT	-

Community Service Award

This award recognises the outstanding contribution of an agency or an individual involved in community service.

ACT	Independent
NSW	Damien Cooley – Cooley Auctions
VIC	Warlimont & Nutt Pty Ltd
SA	Michelle Alexandrou – LJ Hooker St Peters
WA	Harcourts WA
TAS	Prdnationwide Hobart
NT	Ray White Darwin

Large Residential Agency of the Year

This award recognizes excellence in agency practice in the residential sector, where a single trading entity employs 21 or more people, including admin and the principal. The entrant can be an independent or a franchise office operating from a single location under its own license **OR** a trading entity with multiple offices in different locations operating under a single license and aggregating its offices into a single entry.

ACT	Independent
NSW	Highland Property Agents
VIC	Professionals Mooroolbark
SA	Harris Real Estate
WA	Realmark Coastal
TAS	Harcourts Signature
NT	Real Estate Central

Medium Residential Agency of the Year

This award recognises excellence in agency practice in the residential sector, where a single trading entity employs between 11 and 20 people including the principal and operates from a single location under its own license. The entrant can be an independent trading entity or a single franchise office owned and operated under its own license.

ACT	McGrath Dickson
NSW	Molenaar & McNeice
VIC	Woodards Manningham
SA	LJ Hooker Kensington/Unley
WA	Bourkes
TAS	Key2 Property
NT	First National O'Donoghues

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Small Residential Agency of the Year

This award recognises excellence in agency practice in the residential sector, where a single trading entity employs a maximum of 10 people including the principal and where the business entity operates from a single location under its own license. The entrant can be an independent trading entity or a single franchise office owned and operated under its own license.

ACT	En Vogue Property Management
NSW	-
VIC	McGrath Sandringham
SA	Adcock Real Estate
WA	Mint Real Estate Claremont
TAS	Downton Property
NT	Elders Real Estate Katherine

Residential Property Manager of the Year

This award recognises excellence in property management in the residential sector and covers individuals working in small, medium and large agencies; and independent or franchise agencies. This award is not judged on scale.

ACT	Kimberly Nugent – Independent Property Management
NSW	Laetitia Jones – Home Specialist Property Management
VIC	Prudence Bryant – Brad Teal Real Estate
SA	Melanie Williams – Harris Real Estate
WA	Kristy Yates – Perth Property Management
TAS	Dani Shields – Harcourts Signature
NT	Sarah Chau – United Realty NT

Residential Property Management Team of the Year

This Award for Excellence recognizes outstanding achievement by teams in residential property management. Team definition: minimum of two team members working under the name of the lead property manager.

ACT	McIntyre Property
NSW	Raine & Horne Newtown
VIC	Nicholas Lynch Rentals Pty Ltd
SA	City Realty
WA	Perth Property Management
TAS	Key2 Property
NT	Ray White Darwin

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2020 AWARDS FOR

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Thursday 2 April 2020 • Mindil Beach Casino & Resort Darwin

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Residential Salesperson of the Year

This award recognises outstanding achievement by individuals in residential sales and is intended for individuals working as principals, licensed agents or sales consultants; in small, medium and large agencies; and independent or franchise agencies. This award is not judged on sales figures.

ACT	Peta Barrett – LJ Hooker Kippax
NSW	Betty Ockerlander – McGrath Estate Agents
VIC	Vicki Sayers – RT Edgar Mt Eliza
SA	Sally Cameron – Toop&Toop
WA	Peter Clements – Mint Real Estate
TAS	Helen Lehane – First National Hobart & Kingston
NT	Adam Hayes – Call2View Real Estate

Residential Sales Team of the Year

This Award for Excellence recognizes outstanding achievement by teams in residential sales. This award is not judged on sales figures. Team definition: minimum of two team members working under the name of the lead agent.

ACT	Mark Larmer, Aaron Lewis & Tania Butler- Kemp – Independent Inner North & City
NSW	Morton Real Estate
VIC	Network Pacific Real Estate Pty Ltd
SA	Steve Alexander And Sam Alexander – Klemich Real Estate
WA	Caporn Young Estate Agents
TAS	Sims For Property
NT	-

Business Development Manager of the Year

This award recognizes excellence in business development management.

ACT	Lyn Fairweather – LJ Hooker Gungahlin
NSW	-
VIC	Melissa Hickson – Prime Residential Property Management
SA	Nathan Moore – Harris Real Estate
WA	Amy Doran – Hedland First National
TAS	Helen Lehane – First National Hobart & Kingston
NT	Kate Nolan – Ray White

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WHAT DO YOU DO WITH YOUR COMMISSION CHEQUE?

Spring has sprung and the start of the Spring Selling Season! That means working round the clock, early rises and weekends focused on selling all your listings.

The payoff for all your hard work is the commission cheque on a successful sale!

And what to do with it?

Well pay yourself ... in a way that will pay dividends to you in the future.

Super boost yourself!

Subject to your personal situation, Super can be a tax effective way to save, as it's only taxed at 15% if you make a before tax contribution. That means if you are on a higher tax rate, you can save in a way that helps you be more tax savvy. Plus you're contributing to making your future retirement more comfortable.

So using a tax refund to grow your retirement savings can be a smart move.

Given the power of compounding returns, the more you contribute now to super, the more likely you'll have for retirement.

The other consideration is, if you are on a commission-based salary, then you won't necessarily be contributing to your super in a way that is reflective of your earnings or lifestyle you would want to keep in retirement!

So making it a habit to deposit a large contribution or a set percentage with each property sold, will help you to consistently be growing your super wealth.

Reduce bad debt

If you have debt that is charged with high interest, then start paying off this debt first, and aim where possible get this down to nil. The less you are paying high interest rates, such as your credit card, the more you get to keep in your own 'savings' account!

'Just in Case'

Do you have a 'Just in Case' Fund? This is an emergency fund – just in case! Do the sums quickly, what

are your expenses for a month? Mortgage or rent, bills, petrol, food? Add them up and multiply by six.

This is how much you should have in your 'Just in Case' Fund? Enough to cover your expenses for six months. Making sure you've got this money in a separate, yet higher interest account if possible, where you can't access it on a daily basis will help keep your emergency stash safe from yourself and reserve it for when you really need it.

Happy Selling Season!

P.S. It's super important that you also talk to your financial advisor or accountant to make sure any financial decisions you make are relevant to you with all the necessary circumstances particular to you taken into consideration.

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INDUSTRY UPDATE

Industry news from around Australia



Stamp duty concession for seniors a no brainer

In a struggling economy, many are finding it hard to enter or move within the property market. REIWA together with other property associations, has asked the Western Australian Government to provide a concession on stamp duty for people over 65 who wish to right size into a property more suitable to their needs.

In a recent report released by the Department of Communities and Housing, it stated that “the number of people in our state aged over 65 is projected to grow by 40 per cent to more than 500,000 by 2026”, and if the current tax scheme stays in place, “home ownership for people aged 65 or over is expected to decline significantly”.

While housing affordability impacts everyone, seniors over the age of 65 are especially affected because of their specific housing needs that change over the years, reduced income and limited borrowing capacity. As a direct impact, often older households struggle to raise the upfront cost of stamp duty in order to allow them to right-size into a house that is more appropriate for their needs.

With over 70 per cent of dwellings in the state being three and four bedrooms, yet there being only 24 per cent of families living in these dwellings, it suggests that many are finding it hard to downsize, which would make large properties available for growing families, or alternatively,

free up properties with bigger blocks for development and allow more housing diversity in established areas.

In order to ensure that WA has the right mix of housing options and diversity needed to meet the changing needs of the community, the State Government should be looking at ways in which to reduce the impact of stamp duty on the mobility of housing stock.

Currently Victoria does not tax pensioners for stamp duty if they’re purchasing a downsized house up to \$330,000, and then there are concessional rates above that. Northern Territory have concession arrangements for seniors over 60 and Australian Capital Territory for seniors over 50. If they are able to put these in place there’s no reason why WA can’t do the same.

With the 2021 State Election fast approaching, the WA Government needs to take a leadership role in the matter and look at reducing stamp duty for seniors.

Find out more on how [WA's property industry stands together in seeking government support](#).

Source: The Real Estate Institute of Western Australia

RTBA Online

The Residential Tenancies Bond Authority (RTBA) is modernising the bond process. From 9 December 2019, it will be mandatory for all estate agents to lodge, transfer tenants and claim bonds electronically using RTBA Online, instead of using paper forms.

Natalie Yong, a property management team leader from Jellis Craig Hawthorn, spoke to us about her office’s switch from paper to electronic. “Initially we were a bit hesitant,” she said, “but once we had our processes aligned it now works really well.”

Agencies should incorporate electronic bond transactions into their everyday business processes as soon as they can, to be ready for December.

“In the past when we were lodging or finalising bonds with all the paper forms, we faced a lot of challenges in the amount of rejections we were getting.

“That was frustrating not only to us, but to the tenant too.”

Natalie went on to say that electronic transactions have a much quicker turnaround than the paper process. “Now we get hardly any rejections, and if we do, we know the reason why much quicker. You can get everything finalised a lot faster” she said.

Getting the bond sorted is an important part of renting for tenants.

Adam Black, a renter in Surrey Hills, used the online process when he moved

INDUSTRY UPDATE

Industry news from around Australia



» *continued*

last month. “The whole thing was all pretty easy, pretty straightforward,” he said. “I’d rather do something online if I can, rather than going to all the effort of printing stuff to sign it and dropping it in somewhere or having to post it.”

Paper forms will still be available on RTBA Online for tenants who are unable to use the internet. Agents can submit paper forms only if:

- a tenant does not have or cannot get an email address
- a tenant is unable to complete the transaction electronically
- you need to attach paper evidence, such as a VCAT order

Agent/landlord transfers are not available online.

Department of Housing bond vouchers can now be lodged online.

The number of electronic submissions continues to increase as December approaches. If you have not started using electronic bonds yet, start now.

The RTBA Online homepage has a link to how-to guides and videos about how to lodge, claim and transfer bonds, the tenant experience and how to get started.

Log in to rentalbonds.vic.gov.au or for more information call the RTBA on 1300 137 164.

Source: The Real Estate Institute of Victoria

First Home Buyers expansion is great news for Victorian Real Estate

The Federal Government’s decision to widen the First Home Buyers Scheme will have amazing benefits to Victorian Real Estate.

The Real Estate Institute of Victoria has welcomed the plan unveiled on 27 October by Treasurer Josh Frydenberg, which will encourage first-home buyers on lower incomes to enter the property market with a deposit of just 5 per cent.

In Melbourne and Geelong, a 5 per cent deposit will mean that a potential homeowner would only need to save \$30,000 to purchase a property worth \$600,000.

While across regional Victoria, first home buyers grants are capped to homes worth \$375,000.

REIV CEO Gil King said the recent announcement had created a lot of excitement across Victoria’s real estate sector.

“Our market will be boosted by new buyers, meaning further transactions in our community.” Mr King said.

“This week’s news brought a lot of smiles to the faces of those involved in Victorian Real Estate.”

“The Victorian real estate sector is already in healthy shape, the recent REIV Median figures for the September Quarter proving that our market is bouncing back, with

Melbourne’s growth of 4.5% being the highest quarterly result since March 2017.”

“The expanded First Home Buyers scheme comes into effect in January 2020, will make it a lot easier for buyers looking to get into the rapidly growing markets in Melbourne and Geelong.”

“Right now, is an amazing time for local sellers, with an increase in buyers we will need a lot more homes on the market.”

“If you were tossing up selling your home, now is the perfect time to do so.”

Source: The Real Estate Institute of Victoria

POLITICAL WATCH

Information and news from government



Decline in dwelling approvals moderates in September

The number of dwellings approved fell 0.8 per cent in September 2019, in trend terms, and has fallen for 22 months, according to data released by the Australian Bureau of Statistics (ABS) recently.

“The fall in trend dwelling approvals for September was the smallest monthly decline in six months,” said Daniel Rossi, Director of Construction Statistics at the ABS. “However, the number of dwellings approved remains 21.1 per cent lower than at the same time last year.”

Across the states and territories, dwelling approvals fell in the Northern Territory (9.3 per cent), Western Australia (2.4 per cent), Australian Capital Territory (1.8 per cent), New South Wales (1.2 per cent), Queensland (0.5 per cent) and Victoria (0.4 per cent). Tasmania (1.6 per cent) and South Australia (0.4 per cent) recorded increases, in trend terms.

In trend terms, approvals for private sector houses fell in Western Australia (2.7 per cent) and South Australia (1.3 per cent). Victoria rose 0.1 per cent, while private house approvals in New South Wales and Queensland were flat.

The seasonally adjusted estimate for total dwellings approved rose 7.6 per cent in September, driven by a 16.6 per cent increase in private dwellings excluding houses. Private sector houses rose 2.8 per cent.

The value of total building approved rose 1.4 per cent in September, in trend terms, and has risen for nine months. The value of

residential building rose 0.5 per cent, while non-residential building rose 2.5 per cent.

Source: Australian Bureau of Statistics

New lending to households rises 1.1 per cent

The value of new lending commitments to households rose 1.1 per cent in September 2019, seasonally adjusted, according to the latest Australian Bureau of Statistics (ABS) figures.

The rise in new lending commitments to households in September follows a 3.8 per cent rise in August and a 4.2 per cent rise in July 2019.

ABS Chief Economist, Bruce Hockman said: “In September, the value of new lending commitments to households rose for the fourth straight month. The renewed growth in household lending commitments continues to be spurred on by new commitments for owner occupier dwellings, which rose 3.2 per cent in September. After recent growth, this series is up 17.3 per cent on the most recent trough in May 2019.”

All states and territories apart from the Australian Capital Territory contributed to the rise in lending for owner occupier commitments in September. New lending commitments for investment dwellings fell 4.0 per cent following rises in the previous three months, with Victoria (down 6.5 per cent) and Queensland (down 7.0 per cent) driving the fall in September.

The number of loans to owner occupier first home buyers fell 1.9 per cent

in September, the first fall this year. Compared to September 2018, the number of owner occupier first home buyer loan commitments was up 6.8 per cent.

Personal finance commitments rose 7.7 per cent in September following a 2.7 per cent fall in August and were down 5.7 per cent on September 2018.

In trend terms, the value of new lending commitments to businesses fell 0.9 per cent in September and was down 3.5 per cent on September 2018.

Source: Australian Bureau of Statistics



38TH FIABCI GLOBAL BUSINESS SUMMIT



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OVERVIEW

As the world becomes more urban and population expands, so does the need to build. But buildings alone generate nearly 40% of annual global greenhouse gas emissions. Making cities more sustainable, one green building at a time, is thus more urgent than ever.

From planning to design, construction to operation, adopting greener practices have multiple environmental, economic, and social benefits. Under the theme “Green Buildings and Innovative Urban Planning”, the 38th FIABCI Global Business Summit will dive into the processes that will help all professionals from the real estate industry to design a more sustainable path towards fulfilling the needs of the present without compromising the future.

It seems only fitting that the summit takes place in Ghent, a young and dynamic Belgian city that has rightfully earned its green credentials over the

years with a progressive approach to sustainable living. Through social and property tours, participants will have the chance to explore the city and understand why it has been a finalist for the European Green Capital Award for two years running.

The exciting program of this year’s edition of the FIABCI Global Business Summit also features panel discussions, forums, trainings, workshops and a start-up pitch that are sure to deepen one’s knowledge about green buildings and the innovative tools available to take sustainability goals to the next level.

[Click here](#) to FIABCI website

THE WORLD

Property news from around the world



Three quarters of renters want to buy, but not if it lengthens their commute

Three quarters (75%) of renters in the UK would be considering buying a property, but not if it significantly lengthened their commute, a new study has found.

A survey of 2,000 private renters by Landbay revealed that on average, commuters will only consider switching from the private rented sector to homeownership if their journey time would not increase by more than 17 minutes.

The research also highlighted the importance of parking spaces to commuters when weighing up places to live. Only a quarter of renters across the UK use public transport to get to work, although this rises to 70% among those based in London.

The average time it takes for renters to commute to work is 30 minutes. The shortest average commute time was in the North East (21 minutes), while London had the longest time to get to or from work (40 minutes).

Just 6% of renters are keen to buy regardless of what it would mean for their commute. One in ten (10%) would consider buying if their commute increased by 30 minutes or more, demonstrating that having to move “further out” is not seen as a viable solution for many renters who are keen to purchase their own home.

“The assumption that buying a home is the be-all and end-all for renters is an outdated one,” said John Goodall, CEO of Landbay.

“People want their home to be flexible and appropriate to their lifestyle, which in a world of 24/7 working and shorter stints in each job means that renting is a preference, not a second choice. For aspiring landlords this research underlines the importance of buying in the right location. Being within easy distance of major employment hubs is something that should always be considered in the search for a buy-to-let property.”

Source: PropertyWire.com

UK house prices rise 0.9% year-on-year

Average house prices in the UK were 0.9% higher in October 2019 than a year earlier, according to the latest House Price Index from Halifax.

The average price of UK houses currently stands at £232,249. There was a slight dip of 0.1% in prices between September and October, but prices rose 0.2% quarter-on-quarter.

Seasonally adjusted residential transactions in September 2019 stood at 101,740 – up by 5% from August and the highest level since August 2017.

“Average house prices continued to slow in October, with a modest rise of

0.9% over the past year,” said Russell Galley, managing director at Halifax.

“A number of underlying factors such as mortgage affordability and wage growth continue to support prices; however, there is evidence of consumers erring on the side of caution. We remain unchanged from our view that activity levels and price growth will remain subdued while the UK navigates political and economic uncertainty.”

Jerald Solis, business development and acquisitions director at Experience Invest added: “The annual rate of house price growth is marginal, though given the current political context, this shouldn’t come as much of a surprise. October has been full of political twists and turns, and with Brexit uncertainty ongoing, many buyers and sellers have adopted a ‘wait and see’ approach.

“The fact house prices still rose in the 12 months to October 2019, nevertheless, demonstrates that buyer demand for real estate has not waned. As such, I expect that once the general election has passed and there is greater clarity around Brexit, we will see more transactions taking place.”

Jamie Johnson, CEO of FJP Investment, stated: “Given we’ve had a rather tumultuous 12 months, the slowdown in annual house price growth does not come as a surprise. The main concern now, however, is whether this trend will continue as we face further political and economic uncertainty.

THE WORLD

Property news from around the world



» *continued*

“Since the EU referendum, the property market has faced numerous challenges. Yet prices have remained remarkably resilient throughout. This gives us reason to be quietly confident that the slowdown in house price growth will not be a permanent feature.”

Source: PropertyWire.com

Four year rent freeze to be introduced in Berlin

The Berlin City Government has approved a five year rent freeze from early next year which has implications for buy to let landlords investing in the lettings market, it is suggested.

The new legislation caps rent at €9.80 per square metre until the end of 2024 and landlords will only be able to increase rents by 1.3% a year to compensate for inflation. Any landlords who fail to meet the requirements could be fined up to €500,000.

Existing rents will only be lowered in rare cases, for example if they exceed the newly established ceiling by over 20%, while if rents exceed the new limit, tenants will be able to force the landlord to lower it.

It’s argued that the new law will limit the number of available apartments for rent, discourage landlords from maintaining them, and steer foreign/overseas investors away from Berlin’s property market.

The new regulation will affect over 1.5 million properties built before 2014, around three quarters of apartments in Berlin, except for some Government owned social housing and property built after 2014.

‘The attempt to artificially regulate Berlin’s rental market won’t be well received by overseas investors, who will surely become more cautious about where they put their money,’ said George Kachmazov, managing partner at international real estate platform Tranio.

‘Freezing the rates won’t make investors sell their apartments, as there’s currently no better alternative for capital placement, especially if they want to buy real estate with euro-denominated yields,’ he pointed out.

‘Despite all the talks about the new law, we’re still witnessing an active demand from investors from all over the world, including Russia, for property in Germany’s capital,’ he added.

According to Sofiya Bulanova, sales manager for Germany at Tranio, the freeze will probably lead to a higher demand for new builds, micro-apartments and for mid-term furnished rental apartments, which are exempt from the regulation.

Source: PropertyWire.com

Northern Ireland leads the way on house price growth

Northern Ireland’s house price growth is currently outstripping other countries in the UK, Office for National Statistics figures show.

Prices in Northern Ireland increased by 4% in the year to September, outstripping Wales (2.6%), Scotland (2.4%) and England (1%).

Across the UK on average prices rose by 1.3% annually to £234,370, though they fell by 0.2% between August and September.

David Westgate, group chief Executive at Andrews Property Group, said: “The property market is holding up surprisingly well given the exacting political climate we find ourselves in.

“What’s certain is that the result of the December General Election is likely to have a significant impact on where prices go next.

“A decisive win for Boris Johnson could see the market rebound sharply, but more political deadlock could see it continue to drift along in its current rut.”

The East Midlands saw the biggest slowdown in England, falling by -1.2%.

Other areas to record falls were the East of England (-0.4%), West Midlands (0.4%), North West (-0.3%), Yorkshire and the Humber (-0.1%), and London (-0.1%).

Source: PropertyWire.com

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