

2022

A YEAR IN REVIEW

Advancing
Australia's
Prosperity



REIA
REAL ESTATE INSTITUTE
OF AUSTRALIA

A united and successful
Australian real estate industry

Acknowledgement of Country

The Real Estate Institute of Australia (REIA) acknowledges the Traditional Owners of Country throughout Australia. We pay our respects to them, their culture and their leaders, past, present and emerging.

Cover art acknowledgement

Mr. Hayden Groves, dethridgeGROVES and REIA President (2021 - 2022) supplied this listing shot of this home on Hampton St, Fremantle, Western Australia.

Western Australia remains one of Australia's most affordable home buying destinations.

Summary

2022: A Year in Review incorporates REIA activities December 2021 - December 2022.

From 2023 the Year in Review Report will outline progress against our REIA Strategic Plan 2022 - 2025.

Disclaimer

REIA is a federation of state and territory Real Estate Institutes. Formed in 1924, it represents the real estate industry in Australia at national and international levels.

Real Estate House
16 Thesiger Court, Deakin, ACT
PO Box 234, Deakin West, ACT 2600
Phone: (02) 6282 4277
Website: reia.com.au
Email: reia@reia.com.au

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***On behalf of the REIA Board, I am
pleased to present the
2022: A Year in Review.***



President's Message

A Year in Review was first published in 2021 to ensure the REIA delivers advocacy with clear objectives and a return on investment, whilst providing additional value for our membership, governments and consumers.

2022 has been a period of intense activity and change that, once again, demanded resilience from Australia's real estate industry.

Lockdowns ended, COVID cases and inflation surged, interest rates rose, rental listings tightened, and home sales values and volumes flattened out for the first time since 2020. The Australian Government also changed and we welcomed the appointment of the Hon Julie Collins MP as Minister for Housing and Small Business. As well as the Australian Labor Party's firm commitment to retaining negative gearing and CGT laws, as a result of REIA's advocacy.

Against these evolving economic and political conditions, REIA consolidated our strategic focus with the launch of the REIA Strategic Plan 2022 - 2025 (REIA 2025) to Advance Australia's Prosperity.

As President since December 2021, a primary focus has been restoring representation for Queensland agents through a direct engagement program.

Together with my fellow Directors, we created a new Directorship for Queensland and welcomed the appointment of Andrew Bell OAM to the REIA Board.

As part of this, I also had the privilege of travelling to Queensland for numerous engagement tours and events with local real estate practitioners, and thank the industry there for being so supportive and generous with their feedback.

My thanks and gratitude to Deputy President Leanne Pilkington, Past President Adrian Kelly and Finance, Audit and Risk Committee Chair Richard Simpson, along with all members of the REIA Board and REI CEO group for their wisdom, insights and commitment.

I also thank and commend the extraordinary work of the REIA Secretariat, led by CEO Anna Neelagama. The quality and breadth of output from this small team is astonishing. The substantial list of accomplishments and threats neutralised over 2022 can be attributed to the REIA Secretariats' 'practitioner first' approach and has allowed REIA to seize many new opportunities for the ultimate benefit of Australian real estate agencies.



A handwritten signature in blue ink, appearing to read 'Hayden Groves'.

Hayden Groves

President
Real Estate Institute of Australia
President@reia.com.au

CEO's Message

As REIA's 2024 centennial approaches the launch of our new strategy, REIA 2025, in July 2022 has set our 'north star' to navigate the turbulent economic, political and technological environment and get on with the job of delivering for Real Estate Institutes, practitioners and agencies.

Value matters

REIA is a small not-for-profit business that, in 2022, continued to deliver on our mandate of 'smaller, better business,' hitting all our financial and non-financial KPIs.

Value for money remained front of mind. REIA was pleased to keep member fees for Real Estate Institutes - and in turn their member agencies - at historical lows.

\$143

The cost of REIA is now just \$143 dollars per State and Territory member agency



Or \$2.75 per week.

Ethics and best practice

As a governing industry body, we must also walk the same talk we expect of practitioners in conducting ourselves with the highest standard of ethics and best practice.

REIA renewed our corporate governance policies and procedures to be best practice by aligning with the AICD Ten Principles of Not-for-Profit Governance.

REIA 2025 identified the need to move beyond our established industry excellence programs, to a holistic and integrated long-term skills and standards strategy. It was agreed that this should encompass all aspects of real estate practice such as: Industry entry, licensing, training, skills, standards and dealing with key workforce shortages.

Finally, we also renovated the REIA Headquarters at the historic Enrico Taglietti-designed Real Estate House, in the Parliamentary Triangle in Canberra. We are excited to showcase this renewed space over 2023.

Advocacy with impact

Of note was that housing was central in the two Federal Budgets handed down in March and October 2022.

We welcomed both the Coalition and Labor Budgets which featured many of REIA's recommendations to Treasury and provided real-time analysis to our membership on Budget night. We also ran two major advocacy campaigns: Australian Property: Our Future and Axe the Tax: Stamp Duty Must Go.

REIA continued to give the real estate practitioner a seat at the table. We sat on seven high level government advisory councils and maintained our regular schedule of meetings with organisations such as Australian Prudential Regulation Authority (APRA) and the National Housing Finance Investment Corporation (NHFIC).

REIA remained on war footing defending our industry on key matters like land tax, data privacy, cybersecurity, and a Green's wholly unconstitutional push for a national rent freeze.

Leading with the Evidence

Establishing a forward research pipeline and series of innovative reports was a core focus of REIA.

This year we were delighted to bring Australian real estate: A 20-year report 2002 - 2022 as well as a research collaboration with the Real Estate Institute of New Zealand (REINZ) on Blockchain: Opportunities and disruptions for real estate.

We are proud that thought leaders and decision makers from the Reserve Bank, Treasuries, leading advisory firms, banks and economists continue to subscribe to our regular public policy and markets analysis.

The Commercial Practitioner

During consultations for REIA 2025 we identified the need to elevate the voice of the commercial real estate practitioner and this \$1.1 trillion dollar sector.

REIA were delighted to launch the *REIA Commercial Agency Engagement Program (Project CRE)* in consultation with our Member Institutes.

This saw three in-person events in Sydney, Melbourne and Brisbane, a series of interviews with leaders in Australian commercial real estate; and the publication of the first ever *REIA Commercial Real Estate: State of the Industry Report*.

New Partnerships and Alliances

REIA were delighted to launch our REIA 2025 Partner Program and welcome six new multi-year sponsorship deals to deliver specific events, programs, research and projects to Institutes and practitioners.

We were also thrilled that Ray White Group joined as Affiliate Members; and thank the White family for their support of REIA's important work.

Doing more with less; and leveraging partnerships across our industry will be a critical success factor for REIA through to 2025. I invite willing collaborators to get in touch.

Thank you

Being accountable to achieving our REIA 2025 goals and delivering 'best in class' performance as your voice in Canberra, remains a constant motivator.

Next year's *Year in Review* will directly report our progress against REIA 2025.

I thank our Member Institutes and Affiliate Members for your support; and look forward to collaborating over 2023 to advance the prosperity of Australia's real estate practitioners and property customers, alike.

Last, but certainly not least, thank you to the small but mighty team of REIA staff and our expert advisors. The success of the REIA is a direct result of your hard work.



Anna Neelagama

Anna Neelagama

Chief Executive Officer
Real Estate Institute of Australia
anna.neelagama@reia.com.au

Board of Directors

The REIA Board of Directors from December 2021 – December 2022:



Adrian Kelly
Director



Andrew Bell
Director



Craig Bright
Director



Damian Collins
Director



Diane Davis
Director



Hayden Groves
REIA President



Leanne Pilkington
Director



Ray Ellis
Director



Richard Simpson
Director

Director Cessation: Chris MacGregor,
December 2021

Member Institutes

REIA Member Institutes as of December 2021 are:



Affiliate Members

REIA Affiliate Members from December 2021 – December 2022:



About REIA

History

A national association for the real estate sector was approved in 1923 at the First Conference of Representatives of Real Estate Institutes and Associations.

The Associated Real Estate Institutes and Associations of Australia (AREIAA) was constituted in 1924, and what we now know as REIA was born.

Today REIA is located at the iconic Enrico Taglietti-designed Real Estate House in the parliamentary triangle in Canberra, supported by a small team.



Purpose

As defined by our Constitution, REIA's purpose is to:

1

Represent the real estate industry in Australia by acting as the single policy forum at a national level

2

Ensure the preservation and growth of private property markets

3

Strengthen private property markets and improve the professionalism of estate practitioners

4

Maintain a high level of liaison and cooperation with government departments and member bodies

Strategy in Action

REIA has a clear performance framework under REIA 2025 to turn strategy into action and be accountable to the industry we serve.



Strategy

REIA 2025

Strategy

In 2022, REIA consulted and released our new strategic plan [Advancing Australia's Prosperity 2022-2025](#) (REIA 2025).

Our 2025 vision is to:

Advance Australia's Prosperity.

Our 2025 mission is:

A united and successful Australian real estate industry.



Operations

REIA Business Plan



Policy

Getting Real



Reporting

2022 Year in Review

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Strategy workshop today in Melbourne.



Political Action and Policy



Research and Data



Industry Excellence



Member Engagement



REIA 2025 Partners



Performance and Governance

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reiaustralia REIA held our Cairns Connect event, proudly sponsored by Optus, on 14 July 2022.

Our real estate industry is made up of communities like Cairns and 99% of real estate agencies are small businesses.

Regional centres like Cairns are set to grow as Australia's population and preferences change, making Australia's regional markets more important than ever and REIA will continue to stay engaged with communities and practitioners as we navigate the future.

In planning for this future, REIA launched our new strategy in Cairns



Liked by bubbahaygama and others

AUGUST 5

Add a comment...

Post

9:29 am · 7 Apr 2022 · Tw

Working for you

2022 was a significant year in Australian real estate as we archived the COVID-19 pandemic.

Your industry by the numbers:



\$3 trillion

Assets under rental management



\$78 billion

Rental receipts collected



\$360 billion

Value of homes sold



\$9.9 trillion

Value of residential real estate



\$1.1 trillion

Value of commercial real estate



\$58.3 billion

Property taxes paid 20-21

Your Institute by the numbers:



**\$143
per year**

Cost of REIA membership through your local institute, this cost is frozen



**Two major
campaigns**

Major campaigns launched for the Federal Election 2022 and a new multi-year Axe the Tax campaign



**1 renovation
and refit**

of Real Estate House



**88
media releases**

2 per week on average



**3 thought
leadership reports**

On key issues impacting Australia's real estate practitioners

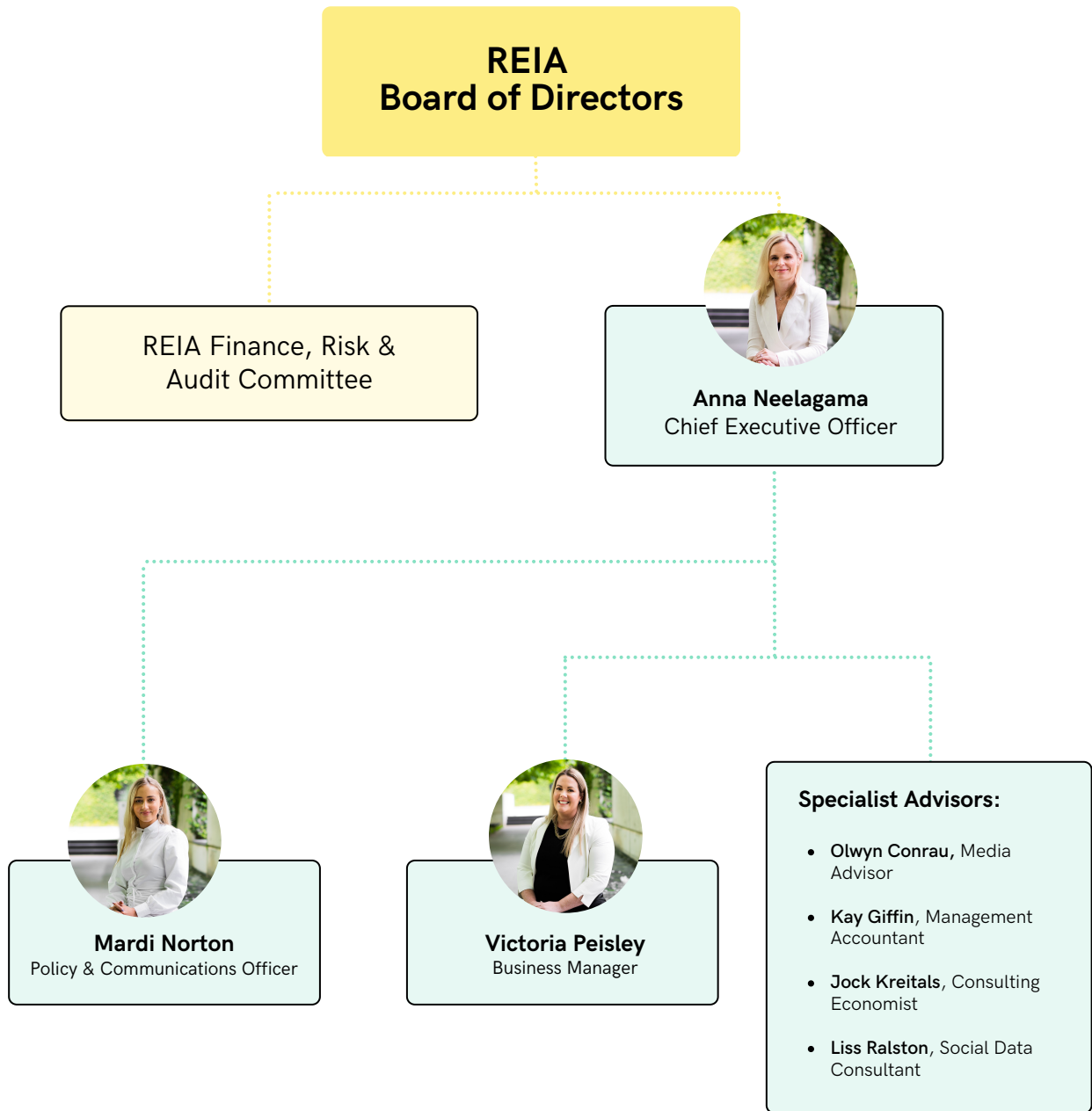


**100,558
Australians**

Watched REIA's Election Campaign video, *Australian Property: Our Future*

Our people

As of December 2022, the REIA team is:





December 2021 – December 2022 was an eventful year in both political action and policy, seeing a Federal Election and a change of Government.

The 47th Parliament was formed by an Albanese Labor Government in May 2022 and REIA’s Policy and Political Action agenda was formed in response to this new parliamentary set up.

Political Policy & Action



Critical issues

Issues management of economic and reputational issues.

- Negative gearing
- Rental freeze
- Land tax
- Cybersecurity and data privacy



Advocacy

Key initiatives and awareness activities across political cycles.

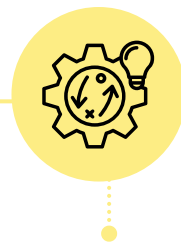
- Federal Budgets
- Advocacy Tours
- Inquires
- Submissions
- Advocacy Tours
- Committees and Forums



Campaigns

Launched two major advocacy campaigns.

- Axe the Tax
- Australian Property: Our Future



Strategic Projects

Widening our portfolio through REIA’s Getting Real.

- Project RE-ID
- Industry Skills Cluster

Critical issues

REIA's day-to-day work includes neutralising any key issues in Canberra, or across the Federation, that affects Australian real estate agencies and private property markets.

Key issues managed included:

Issue 1: Negative gearing

Negative gearing reforms were on the table in the 2013, 2016 and 2019 Federal Elections. In 2022, Australian voters went to the polls for the first time with negative gearing supported by both major parties.

This was due to REIA's advocacy since 2013, which included running a voter awareness campaign that reached 11 million Australian voters, and ongoing engagement with the-then Opposition (now Government).

Prior to 2019, it was estimated that sales turnover would decrease by 4.5% per annum if the proposed changes were implemented.

Based on average sales volumes, median house prices and a 2% commission, this would have resulted in a \$300 million annual loss of sales commission across the industry.

Issue 2: Rental freeze

The Greens Australia unveiled a policy to implement a national rental freeze in August 2022. REIA promptly dismissed these anti-constitutional calls, which were backed by both the Prime Minister and the Housing Minister.

Any calls for changes to dismantle the fundamentals of the private property – and the Constitution – have consequences of national and democratic significance.





Issue 3: Land tax

The investment impacts of a single state were felt by real estate agencies across Australia when the Queensland Government announced a proposed multi-jurisdictional land tax.

The family of Real Estate Institutes outside of Queensland were able to brief their respective Governments on impacts to their local investors. As well as provide media advocacy on concerns being felt across Australia, due to the proposed reform.

Many investors outside of Queensland were contacting their local real estate agencies for advice on whether to sell their rental homes.

The Queensland Premier placed this reform on hold after a National Cabinet meeting in October 2022, when several Premiers of all political parties including New South Wales, Victoria, the Northern Territory and Tasmania, said they would not assist the Queensland collecting this tax.

Should this change have been introduced it would have seen an exodus of interstate investors from the Queensland market.

Issue 4: Cybersecurity and data privacy

Cybersecurity and data privacy came to the forefront, when a series of prominent Australian businesses were hacked in the final quarter of 2022.

REIA responded rapidly, urging real estate agencies to do a cybersecurity 'health check' and ensure their businesses, staff and clients were protected.

This included a broad scale media awareness campaign, a Cyber Health Check-Check List, launching REIWA's Cyber Security Forum and a 12 Days of Cyber-Mas Awareness Campaign in December 2022.

Cybersecurity preparedness will remain a core economic and reputational area of focus for REIA through our family of Real Estate Institutes over 2023.



REIA President, Hayden Groves, closes the REIWA Cybersecurity Forum in November 2022.

Budgets

Budget 2022 1.0 (Coalition) March 2022

REIA welcomed a 'budget for the times' with key REIA-recommended features such as:

- \$24 billion in the form of First Home Buyer Support
- Funding for 20,000 new social and affordable homes

REIA pointed out that more needed to be done to address the structural issues within the Australian Government's budget, as Australia transitioned out of COVID-19 support measures.

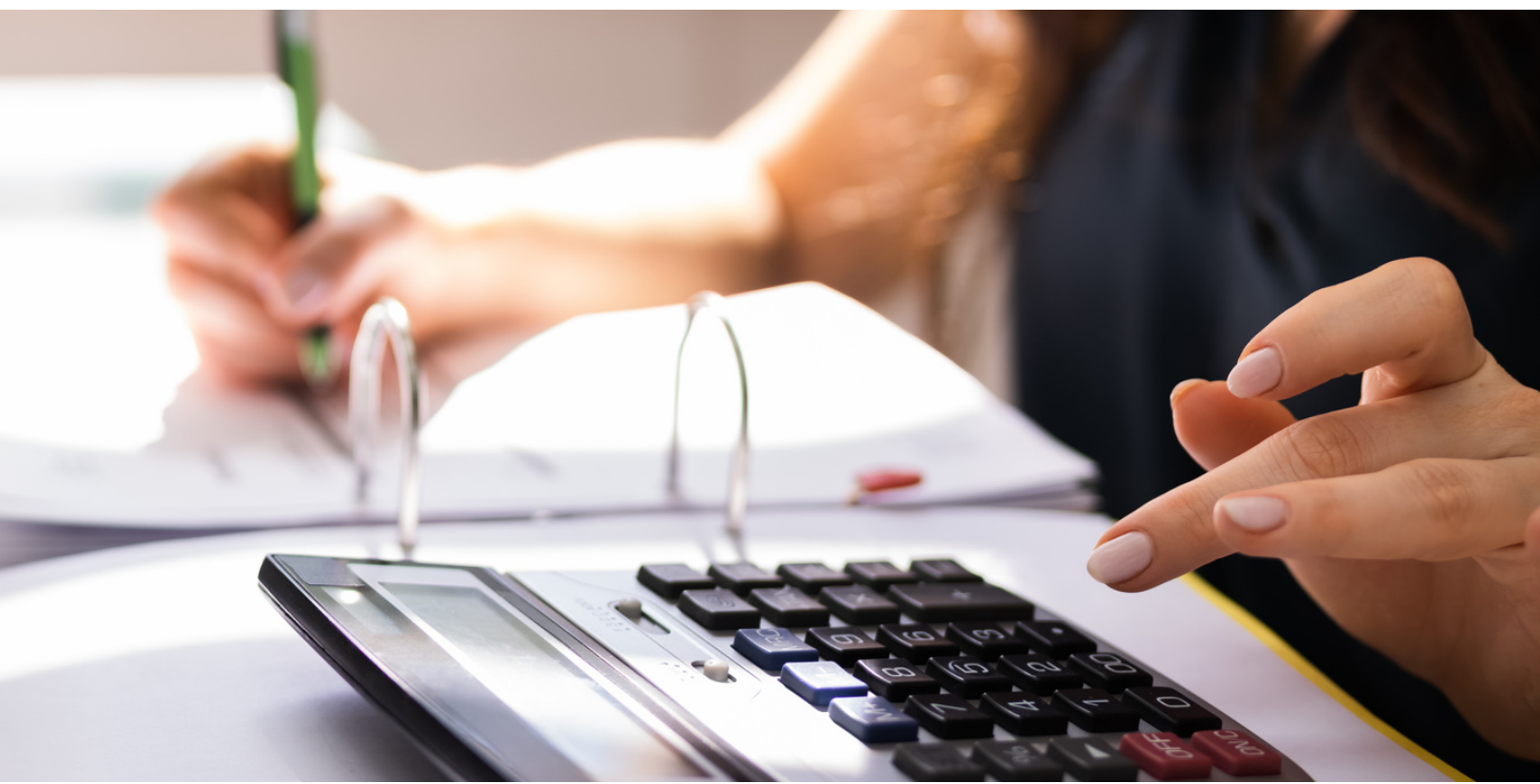
Budget 2022 2.0 (Labor)

October 2022

REIA welcomed Treasurer Jim Chalmers supporting key measures such as:

- The new National Housing Accord committing to 1 million new homes over 5 years
- \$350 million commitment to building 30,000 new sustainable homes with States and Territories
- Budget allocations for key Election commitments including: The National Plan for Housing and Homelessness and the National Supply and Affordability Council

REIA noted the Budget did not look to address overall revenue measures. Nor did the National Housing Accord include obligations on states to look at stamp duty reform.



Advocacy Tours

46th Parliament

The REIA President undertook comprehensive Advocacy Tours of Canberra pre- and post-election



Virtual Advocacy Tour - March 2022



In Person Advocacy Tour - August 2022

47th Parliament



reiaustralia • Following

reiaustralia REIA President, Hayden Groves was in Canberra last month to represent real estate to Parliament face-to-face during the second sitting week for the new Government.

REIA President, Hayden Groves, with Minister for Housing, Homelessness and Small Business the Hon Julie Collins MP at Australian Parliament House.

REIA met with a range of key players including Minister for Housing, Homelessness and Small Business the Hon Julie Collins MP, NHFIC CEO Nathan Dal Bon and the REIACT Board.

8w

Liked by richardsonstrata and others

SEPTEMBER 3

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Inquiries

REIA participated in two parliamentary inquiries impacting Australian real estate agencies: Housing supply and affordability and anti-money laundering.

House of Representatives – Tax and Revenue



[Inquiry into housing affordability and supply in Australia](#)

Reported:
March 2022

The final Report followed a seven-month parliamentary inquiry in which the Committee heard from the Australian Federal Government, state and local governments, industry groups, peak bodies, think tanks, academics, economists, unions, and the general public.

In its report, the Committee made 16 recommendations to improve housing supply and affordability across the country. REIA's action through advocacy has led to substantial success.

13 of the 16 recommendations met [REIA's Inquiry Recommendations](#) and some broader policy objectives in REIA's Getting Real strategic policy agenda.



REIA's Inquiry Recommendations

Senate Committee – Senate Standing Committees on Legal and Constitutional Affairs



[The adequacy and efficacy of Australia's anti-money laundering and counter-terrorism financing \(AML/CTF\) regime](#)

Reported:
March 2022

REIA successfully advocated to the Legal and Constitutional Affairs Committee over October 2021 – March 2022.

The Committee's findings did not recommend proceeding with Tranche 2 for real estate agents and highlighted that much more consultation is needed before a regulator monitoring scheme of this kind is introduced in Australia. Tranche 2 implementation has cost New Zealand agencies \$20,000 (smaller agencies) to \$60,000 (large agencies) each year to implement.

The recommendations with the Report met all of those recommended by REIA.



Submissions

REIA Pre-Budget Submission: Budget 2022/23

REIA developed two formal submissions from December 2021 - December 2022 on the key issues affecting Australian real estate.

Due to the election period, there have been limited consultation and submission periods during this year, with processes now resuming and further submissions to come before Christmas.



[REIA Pre-Budget Submission: Budget 2022/23](#)

Reported:
March 2022



REIA Pre-Budget Submission

This REIA Pre-Budget Submission 2022 seeks to grow Australia's homes and jobs markets through three recommendations. We strive to help Australia's aspiring first home buyers, to unlock housing supply (and thus affordability) and to create unique jobs opportunities for Australians.

REIA recommended:

1. Increase first home buyer support
2. Unlock housing supply and affordability
3. Create Australian jobs in property management

REIA's three recommendations sought to benefit the economy, the real estate industry and Australians at large during this phase of the COVID-19 economic and health recovery.

A Home for All Australians

Discussion Paper on the implementation of National Plan for Housing and Homelessness

Prepared by REIA for the incoming Housing Minister June 2022

This Discussion Paper sets out REIA's perspective on the implementation of a National Plan for Housing and Homelessness (the Plan) for the incoming Minister for Housing, the Hon Julie Collins MP.

Key critical success factors for the Plan, from a real estate industry point of view, are presented as well as a high-level research and consultation plan.

Committees & Forums

REIA sat on seven high-level advisory groups to Government from December 2021 - December 2022.

ASBFEO Policy Forum

REIA was invited to form part of the Australian Small Business & Family Enterprise Ombudsman (ASBFEO) Policy Forum, for joint advocacy with the broader small business community and provide ongoing feedback in relation to the COVID-19 recovery.

This included meetings with the Deputy Prime Minister the Hon Richard Marles, the Skills Minister the Hon Brendan O'Connor, and the Minister for Small Business the Hon Julie Collins.

Real Estate Member Institutes also participated in the ASBFEO roadshows in Adelaide, Darwin and Perth.

ACCC Small Business and Franchising Consultative Committee

This Committee is a forum for industry and Government to discuss competition and consumer law concerns related to small business and franchising under the *Competition and Consumer Act 2010* and the Franchising Code of Conduct.

ATO Foreign Investment Stakeholder Group

This Group aims for business and industry stakeholders to provide feedback on the Foreign Investment Program of work being undertaken by the ATO and is held each quarter.

During COVID the Group has secured a number of modifications to compliance such as vacancy fee exemptions, variations for expired temporary visas and extensions for residential development completions.

ATO Individuals Stewardship Group

The focus of this Group is to provide an opportunity for input to the design of ATO's proposed future direction for individuals and is held each quarter.

Current priorities are focusing on how work, career habits and patterns have changed with COVID and the future impacts for the tax system, which will also impact housing and infrastructure design.

ATO Small Business Stewardship Group

This Group's focus is ATO's administration of, and opportunities to improve, Australia's taxation and superannuation system as it relates to small business and is held each quarter.

During the initial COVID lockdown, the Group developed policy to support financial circumstances of small business in general, and of particular sectors including real estate, their cash flow and ability to meet ATO liabilities.



Property Services Industry Reference Committee (IRC)

The Property Services IRC is responsible for national training package qualifications relevant to Real Estate Services. Two representatives of REIA contributed to the IRC, which is the final year of its tenure.

National Framework for Energy Efficiency Disclosure Working Group

The State, Territory and Commonwealth Energy Ministers agreed in 2019 to a national plan that set a trajectory towards zero energy: the *Trajectory for Low Energy Buildings*.

This aims to implement a nationally harmonised scheme to disclose energy efficiency of residential buildings across Australia.

REIA ensures that real estate, from a practitioner point of view, is taken into consideration so an inequitable burden is not placed on agents or consumers.



In 2022 we embarked on new **direct new programs of work** from REIA 2025.



Strategic Initiatives

Licensing and skills

A core area of focus for REIA was to focus on people: industry standards, skills, and training over 2022. This had two major components across licensing and training.



Project RE-iD



Industry Skills Cluster – Build Skills Australia



Industry Skills Cluster – Build Skills Australia

REIA entered a successful JV with Master Builders Australia to form an Industry Skills Cluster for property services, building and construction as part of a major VET reform, being led by the Australian Government.

Recognizing we must collaborate across the supply chain to solve the housing and skills supply; the Industry Skills Cluster – Building Skills Australia will take an industry-centric approach to:

- Research driven workforce and skills analysis
- Development of national training packages
- Whole of industry engagement
- Providing advice to State and Federal Skills Ministers
- Provide an agile model that responds to skills challenges in real time

Project RE-iD

REIA won a competitive grant from the Australian Government to develop a feasibility trusted national exchange for real estate licenses.

Like a driver's licence, this would allow real estate agents to practice seamlessly across borders.

One agent will obtain "one RE-iD" that is verified, authenticated, and linked exclusively and immutably to a practitioner.

RE-iD was based on the highly successful and real-world application achieved by the National Exchange of Vehicle and Driver Information System (NEVDIS).

This data-driven solution is the first step forward in achieving a single touch, single ticket system for Australian real estate.



Strategic Policy Agenda: *Getting Real*

REIA's first ever Strategic Policy Agenda *Getting Real* was released in October 2021.

Work commenced on this over 2022 with five key aims:



2022 REIA *Getting Real* Report Card

REIA also tabled a self-assessment in the form of a report card at the REIA AGM in December 2022. Whilst this outlined our accomplishments, it critically identified our delivery gaps and areas of focus for 2023.

	B+ 87.5%	Ensuring supply of Australian real estate <ul style="list-style-type: none"> • Government regulatory index for housing • Tech-driven tool to assist supply planning • Formalisation of REIA relationships into a 'Property Group'
	A 91.2%	First Home Buyers, investors, right-sizers & lending <ul style="list-style-type: none"> • Interest rates tax deductible for first home buyers for the first five years of their loan • Education on finance in schools and universities • Scheme to support Mum and Dad lenders
	B 83.3%	A fair taxation agenda for homeowners <ul style="list-style-type: none"> • Clearly define a national REIA position • Cross-utilisation of networks
	A- 92.9%	Real estate for Australian cities & regions <ul style="list-style-type: none"> • REIA introduces a practitioner voice to the cities and regions debate, including collaboration with the REINZ through the Australia New Zealand Cities Symposium • Support development and give input into Government's Regional Data Hub
	A 100%	Sustainable real estate <ul style="list-style-type: none"> • Actions all met - will continue to build on this success
	B- 80.8%	Bringing it all together to ensure successful real estate agencies <ul style="list-style-type: none"> • Investors and homeowners as consumers in regulation (not just the tenant) • Regulatory index for properties and agencies • Tailored training funding specific to real estate to implement national curriculum reform • Develop a Code of Conduct for agencies around the use of data and tech • REIA seeks federal funding for the use of blockchain technologies in Australian real estate

Grade calculation based on percentage of actions met:

Letter Grade	Grade Point	Percentage
A	4.0	94 - 100%
A-	3.7	90 - 93%
B+	3.3	87 - 89%
B	3.0	83 - 86%
B-	2.7	80 - 83%
C+	2.3	77 - 79%
C	2.0	73 - 76%
C-	1.7	70 - 72%
D+	1.3	67 - 79%
D	1.0	60 - 66%
F	0.0	0 - 59%

Looking ahead

REIA have also agreed that ***Getting Real 2.0*** must feature strategies on: **Cybersecurity, short term accommodation, under occupancy of social housing and a more detailed modelling and focus on housing supply.**

Project CRE:

Elevating the voice of Australia's commercial real estate practitioners

It's estimated that the Australian commercial and industrial sector is worth a combined \$1.1 Trillion. Having just undergone a major disruption due to the COVID-19 pandemic, it's time to focus on supporting this important sector of our market.

Part of the REIA Strategic Plan 2022-2025 (REIA 2025) includes better servicing commercial agencies.

Therefore, REIA has partnered with commercial property management software company Re-Leased, to elevate the voice of Australia's commercial real estate practices and provide much-needed support:

- 1 Discover and listen to Australian commercial real estate practitioners
- 2 Better understand the opportunities for REIA's Member Institutes in commercial real estate
- 3 Formulate and agree a program of works out to 2025
- 4 Ensure now and into the future real estate agents remain a critical component of commercial transactions

Key activities to achieve these goals included: 3 Roundtables held in Sydney, Melbourne and Brisbane, a series of 1:1 interview with boutique practitioners and publication of our first ever State of the Industry: A Commercial Practitioner Perspective report.



Queensland given seat at the table

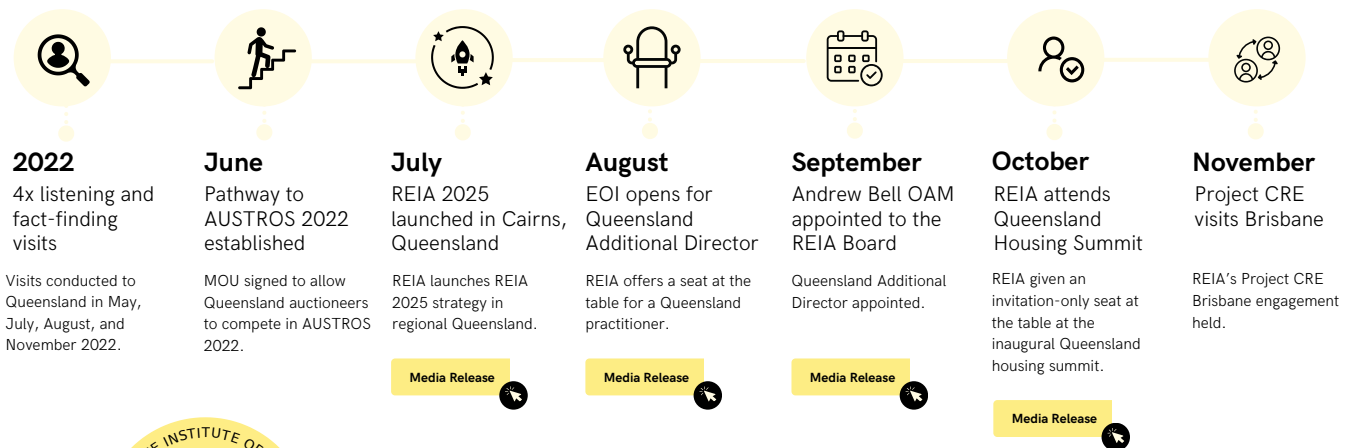
Following the REIQ departure from REIA in 2015, there have been many and substantial overtures by REIA to facilitate their return to the national body.

The numerous presentations met every single item that was the basis for their departure. Regrettably, in 2022, they have continued their position of non-participation at a national level.

As a result, following substantial discussion and a final attempt at reconciliation in 2022, the Board of REIA determined that Queensland-based agents are equally deserving of expressing their opinions of REIA's national policy and strategic objectives.

Over 2022, REIA has worked to elevate and give Queensland practitioners a seat at the national table through:

- Ensuring REIA is always available to respond to and hear the concerns of the Queensland industry
- Appointing a Queensland based director with significant real estate expertise to the REIA Board
- Establish ongoing Queensland based consultation mechanisms to ensure direct practitioner input into the work of REIA
- Create pathways for Queenslanders to compete in our industry excellence programs



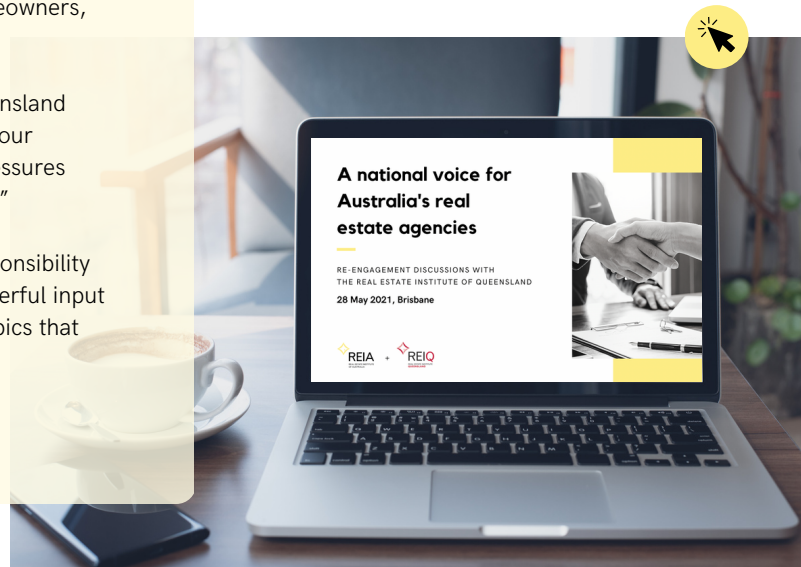
"I believe the work of REIA is essential, not only for our industry, but for the millions of Australians who are invested in the real estate market, either as homeowners or aspiring homeowners, tenants and landlords.

"I will be particularly keen to provide the unique Queensland perspective, given that many of the unique aspects of our market, and particularly of late significantly added pressures from the huge migration into the state of Queensland."

"It will be a huge honour, as well as an enormous responsibility to work with my fellow Board Members to have a powerful input and influence over a range of housing and industry topics that have never been more significant than present."

Andrew Bell OAM
Additional Director - Queensland

REIA's comprehensive statement on Queensland can be [viewed here](#), as well as the last membership proposal provided to [REIQ in 2021](#).





Evidence-based decision making is a fundamental component of good decision making.

REIA is proud that our research remains sought after by the Reserve Bank of Australia, APRA, all of Australia's Treasurers, bonds boards, banks, and leading economists.

Research & Evidence



Housing Affordability

Housing affordability declined over the June 2022 quarter with income required to meet loan repayments increasing to 38.4%.

This was an increase of 2.7 percentage points and an annual increase of 4.7%.



Median House Price

The weighted average capital city median price fell by 1.8% over the June quarter for houses and decreased by 0.6% for other dwellings.

The weighted average median house price for the eight capital cities fell to \$1,012,230 over the June 2022 quarter.



First Home Buyers

The number of first home buyers increased to 29,127. This is an increase of 0.1% over the June quarter, but a decrease of 32.6% over last year.

The average loan size to first home buyers increased to \$479,710, an increase of 0.9% over the quarter and an increase of 6.5% over the past year.

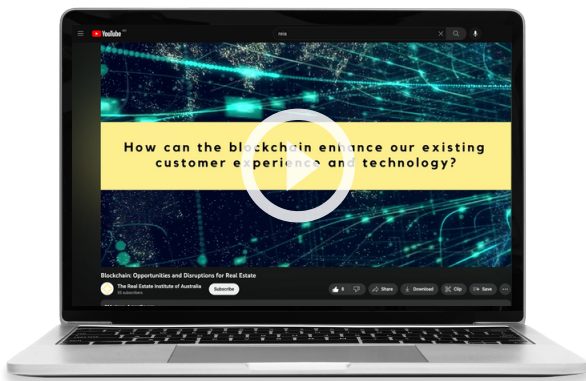
To inform evidence-based and credible policy, REIA published:

- 1 Four editions of the REIA Housing Affordability Report
- 2 Four editions of REIA's Real Estate Market Facts
- 3 Three major research pieces

REIA Real Estate Market Facts A 20-year analysis



Blockchain: Opportunities and disruptions for real estate



State of the Industry: Australian Commercial Real Estate



Rental Affordability

Rental affordability improved in Victoria but declined in all other states and territories.

The least affordable state or territory in which to rent a property continued to be Tasmania, where the proportion of income required to meet median rent increased to 29.6%. This was 6.7 percentage points higher than the national average.



Median Rent

Rent increased, with the proportion of income required to meet median rent increasing to 22.9%.

This was an increase of 0.4 percentage points over the quarter and an increase of 1.2 percentage points over the past 12 months.



Vacancy Rate

Vacancy rates increased in Canberra (0.7%), Hobart (1.1%) and Darwin (2.0%).

Vacancy rates remained stable in Adelaide (0.4%).

Vacancy rates decreased in Sydney (1.6%), Melbourne (4.6%), Brisbane (0.7%) and Perth (1.1%).



REIA has enjoyed a busy year with the Federal Election and the launch of numerous campaigns.



Media & Advocacy

88 press release

(2 per week on average)

Because of this, media coverage grew by 135% over the 12 months to November.

\$15.9 million

The total value of the coverage for online, print and broadcast was \$15.9 million, with print and online media making up the bulk at \$15.785 million.

269 media hits

Our biggest month was July with a total of 269 media hits. Over the year, the most popular themes were issues around housing supply which had 256 hits, first home buyers with 230 articles and housing affordability with 201.

Coverage has been broader this year with articles in the Australian Financial Review, The Australian, state newspapers and the ABC. The Guardian has become a keen seeker of the balanced commentary of REIA, with several pieces appearing throughout the year.



ACT housing affordability fails to improve, says REIA

Abbey Halter • June 8, 2022

< Share Facebook Twitter LinkedIn Email Print

Housing affordability in the ACT has remained stable while rental affordability has worsened, the latest Real Estate Institute of Australia (REIA) report released today finds.

Canberra Weekly

Property leaders have super anxieties

HOUSING

MACKENZIE SCOTT BEN WILLIOT

Property leaders say leveraging superannuation to solve the housing crisis with one million new homes could damage funds' returns.

The industry broadly backed the plan of attracting more private and institutional investors to the sector to boost housing supply by 200,000 dwellings each year between 2024 and 2029 but said returns should not be compromised in pursuit of solving the affordability crisis.

Property Council of Australia national president David Harrison said the government should not be relying on super funds to back its housing initiatives, which are encouraging capital partnerships with the private sector.

"This is a really dangerous political game in putting a sledgehammer to the Aussie super fund sector," Mr Harrison said at the Property Council's member's congress on the Gold Coast.

"It's not their money," Mr Harrison, who is chief executive of Charter Hall, which has close ties with super funds, said returns would need to be sufficient. "There can't be a suggestion that super funds take lower returns because it's not their money; it's the members' money."

"There needs to be a regime that's going to give them a reasonable return versus the alternatives they can invest in. Otherwise, this will become quite political over the next few years."

Property executives said super funds were supportive but sceptical about how the plan would work. One said they would not support smaller projects but would chase larger deals in the US where they could place \$500m into build-to-rent mandates.

The government's "Housing Accord", which would complement the previously announced \$10bn Housing Australia Future Fund, was backed by Real Estate Institute of Australia president Hayden Groves as the market grapples with a supply shortage but he conceded prices might fall as a result of the initiative.

"Government will need to be cautious about that, but if it's left to the free market - particularly if large institutions and super funds get into this space - they will only get involved if there are reasonable returns and they will only do that if prices are firm," he said.

The addition of new housing stock, not scheduled to get under way until 2024, was unlikely to alter the short-term downward

trajectory of the housing market, AMP chief economist Shane Oliver said.

Mr Groves also noted the government's five-year deadline to hit one million new homes was ambitious, given construction constraints that have plagued the market in recent months.

Jim Chalmers will meet with the Property Council of Australia in November.

UDA national president Max Shifman said the budget helped remove barriers to delivering new homes, but now the "real work" needed to begin to develop the incentives, metrics and targets to boost delivery of development-ready land, expand private development and investment and coordinate housing delivery across governments.

Construction issues may be the biggest hurdle for the government to overcome, Adam Crowley, RSM Australia property and construction national leader, said.

'Labour supply and material shortages combined with inflationary pressures and rising interest rates are curbing building activity'

ADAM CROWLEY RSM AUSTRALIA

"While the five-year, one million construction target - including 20,000 affordable homes - is a headline-grabbing KPI, the devil will be in the detail of how the construction sector will be engaged in the delivery, particularly when the sector has already delivered one million dwellings over the past five years without such stimulus," he said.

"Labour supply and material shortages combined with inflationary pressures and rising interest rates are curbing new building activity, which is adding to an overflowing pipeline of work."

"Labour shortages are also biting, with more than 33,000 job vacancies and almost 30 per cent of businesses in Australia's construction sector looking for new hires," he said.

The value of building work yet to begin climbed 19 per cent over the past year to a record \$126bn.

Regional renters the forgotten voters

By Mark Thomas

RECENTLY Australia's worst crisis and the deteriorating state of building work have been the focus of much media attention. But a factor that has been ignored by voters is the plight of regional renters who are often the most vulnerable to these issues.

Both need to be addressed if regional renters are to have any chance of a decent life.

Regional renters are often in a difficult position. They are not eligible for the same benefits as city dwellers and they are often on lower wages.

This is a real problem that needs to be addressed. It is not just a matter of fairness, but also of economic stability.

It is time for the government to take action. They need to provide more support for regional renters and ensure they have access to the same opportunities as city dwellers.



Prospects to meet the supply chain crisis and rising rents for regional renters are raising the red flag for voters. Photo: Mark Thomas

Inflationary regional rents is continuing and will be particularly expensive in areas that have had floods.

By Mark Thomas

Regional renters are often in a difficult position. They are not eligible for the same benefits as city dwellers and they are often on lower wages.

This is a real problem that needs to be addressed. It is not just a matter of fairness, but also of economic stability.

It is time for the government to take action. They need to provide more support for regional renters and ensure they have access to the same opportunities as city dwellers.

The first thing that needs to be done is to ensure that regional renters have access to the same benefits as city dwellers. This includes access to social housing and other forms of support.

Next, the government needs to take action to address the supply chain crisis. This includes ensuring that there is enough material available for building work.

Finally, the government needs to ensure that regional renters have access to the same opportunities as city dwellers. This includes providing more training and support for job seekers.

These are just some of the things that need to be done. There is a real crisis here that needs to be addressed. It is not just a matter of fairness, but also of economic stability.

Meltwater Outside Insight

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FINANCIAL REVIEW

Newspaper

Home Companies Markets Street Talk Politics Policy World **Property** Technology Opinion Wealth Work & Careers Life & Luxury

Property Residential Interest rates Print article

Rate move to prompt more buyers and sellers to act

The Reserve Bank's decision to raise rates by a less-than-expected 25 basis points will kick more life into the spring home-buying season as more owners, seeing an end in sight to rate increases, will be confident to put their homes on the market, economists and real estate bosses say.

The central bank's decision to lift the cash rate less than the expected 50 basis points, citing uncertainty in the global economy and around Australian household spending, showed that while still waging a battle to tame inflation, the RBA was taking wider circumstances into account.

AFR

International travel to and from Australia is resuming — how will house prices and rents respond?

By Daniel Keane
Posted Wed 9 Feb 2022 at 12:37pm, updated Wed 9 Feb 2022 at 1:15pm



ABC

Canberra Times

NEWS > LATEST NEWS

The four Canberra winners in the 2022 REIA National Awards for Excellence

By Jessica Teague
Updated April 12 2022 - 9:05am, first published 9:04am

REIA National Awards for Excellence 2022 (NAFEI) was held in Melbourne.

Canberra Times

VIDEO: Rental crisis worsens as vacancies fall to record lows

Elias Clure
Posted Mon 2 May 2022 at 8:16pm, updated Mon 2 May 2022 at 11:14pm

WATCH 8m


ABC



The Australian

Canberra Times

ABC

Join the conversation in 2022 – follow REIA on social media

 [@REIAustralia](#)  [@REIANational](#)

 [@reiaustralia](#)  [Real Estate Institute of Australia](#)

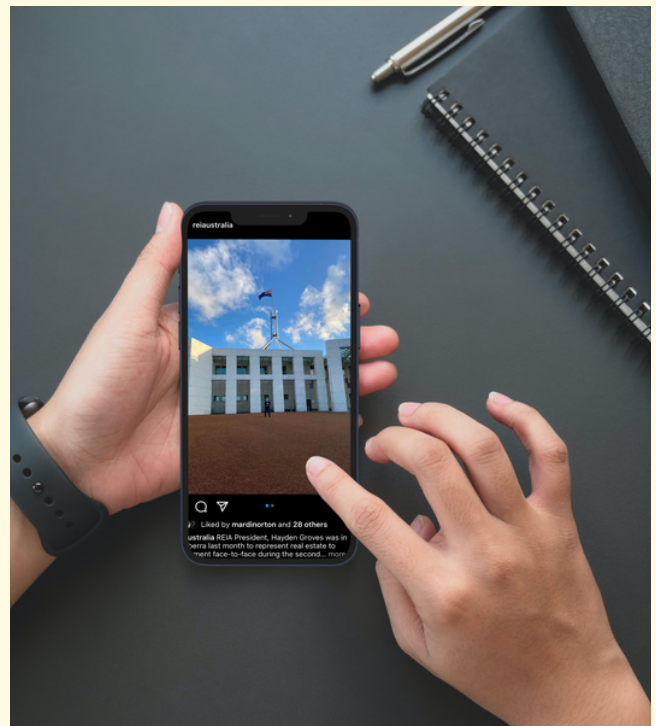
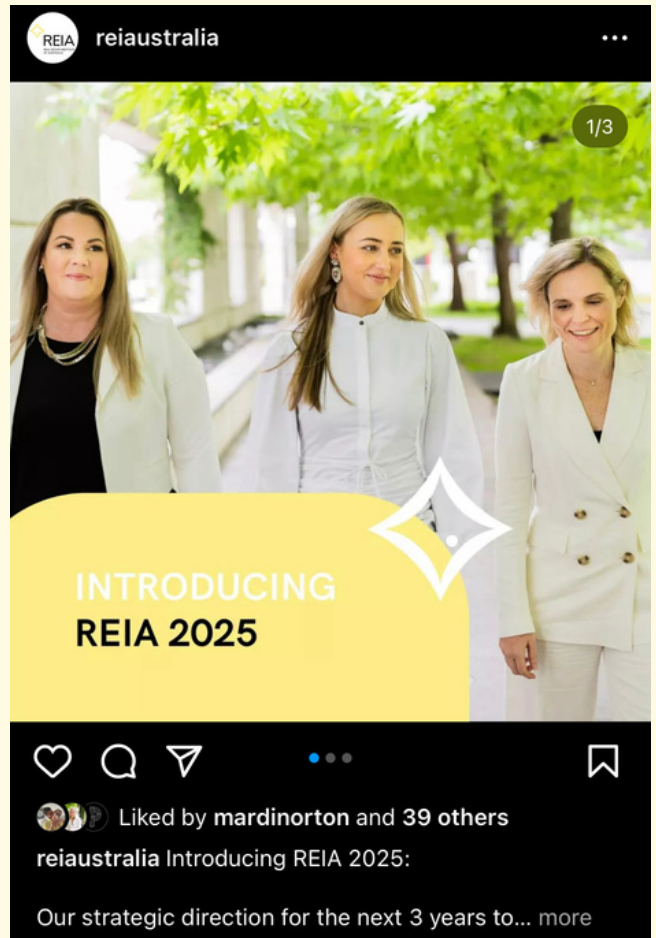
REIA’s social media is our direct line to members, government, industry, and stakeholders. We provide information, show our work and ask for your collaboration, as we build our REIA online community.

We connect with 16,142 of you on social media, as well as another 6,186 who subscribe to our e-news, *Getting Real*.

We now reach a community of over 20,000 and are growing strong:

Platform	Dec 2021	Now
Instagram	1,115	1,931
Linkedin	391	1,626
Facebook	3,719	4,000
Twitter	5,024	5,184

Here the posts you liked the most from September - December 2022:





Best Practice & Industry Excellence

Best Practice & Industry Excellence

CONDUCT

AWARD

ACCREDIT

There are three fundamental pillars of REIA's best practice and industry excellence agenda.

REIA National Principles of Conduct

REIA NAFE + AUSTROS

REIA Associateship & Fellowship

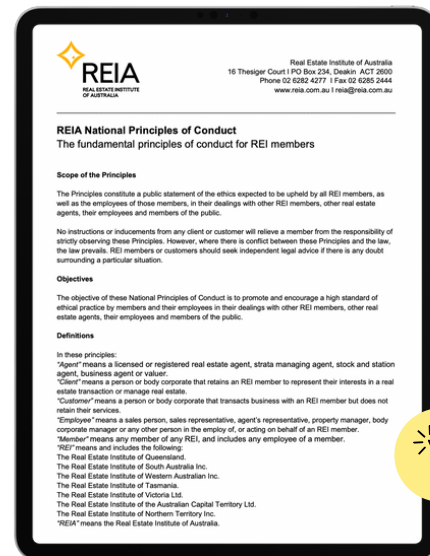
Real Estate Institute members

National Principles of Conduct

REIA administers the *REIA National Principles of Conduct*. These underpin all State and Territory Institute members training programs, codes of conduct, and the REIA awards and accreditation programs.

The *REIA National Principles of Conduct* require agents to act in the best interests of their clients and in accordance with their instructions (except where it would be unreasonable or improper to do so), and to act ethically, fairly and honestly when dealing with all parties.

The REIA National Principles of Conduct are currently under review.



REIA National Principles of Conduct



REIA National Awards for Excellence 2022

The REIA National Awards for Excellence 2022 (NAFE) sponsored by REA Group were hosted by the Real Estate Institute of Victoria (REIV) on 7 April 2022.

21 winners were awarded from across Australia, a rebrand of NAFE was launched to a sellout crowd and a record number of female finalists competed for the top gong. A full list of winners can be viewed [here](#).



Nicole Greenwood
Events Manager
REIV



Anna Neelagama
Chief Executive Officer
REIA



Mardi Norton
Policy & Communications Officer
REIA



Victoria Peisley
Business Manager
REIA



“

"Just on reflection, the things we are doing now in regard to improving the professionalism of our industry is accreditation, becoming a profession and giving back to the community are things we can achieve.

We provide shelter to people, and we do that very well. As an industry we should be very proud of what we have achieved."

Neville Pozzi

REIA President's Award 2022



Australasian Auctioneering Championships 2022

AUSTROS, the premier championship that crowns Australia and New Zealand's best auctioneers, returned in 2022 after a two-year hiatus and was held in Sydney on 16 - 18 October 2022.

AUSTROS champions achieve the top score against a stringent criterion judged by an independent panel of judges. It tests the Auctioneers' skill, professionalism, and technical knowledge through a devised bidding process.

AUSTROS is delivered in partnership between REIA and the Real Estate Institute of New Zealand (REINZ) and was in 2022 hosted by the Real Estate Institute of New South Wales.

14 competitors and 5 finalists competed for the championship title, with Clarence White of Menck White Auctioneers taking the AUSTROS 2022. Previous AUSTROS Champions can be viewed on pg.39.

AUSTROS Steering Group 2022

Anna Neelagama	CEO	REIA
Harry Li	REIV Representative	ISell Group
Holly Adams	Events and Sponsorship Manager	REINZ
Hayden Groves	President	REIA
Jennifer Baird	CEO	REIT
Mark Sumich	REINZ Representative	Sumich Estate Agents & Auctioneers
Nicole Greenwell	Events and Partnerships Manager	REIV
Pamela Loustos	Event Specialist	REINSW
Victoria Peisley	Business Manager	REIA





"This year saw the best Auctioneers across Australia and New Zealand compete for the coveted Australasian Auctioneering Championships. The competition was the one of the strongest we have seen in recent memory, with an incredibly difficult few days of bidding scripts and challenges. The competitors faced the challenges head on and represented themselves and their states with great honor. I commend the REINSW on their amazing work in creating an outstanding event and congratulations to this year's winner from NSW Clarence White."

Jesse Davidson
AUSTROS Chief Judge and Steering Group Chair



REIA Associates & Fellows

The Associateship (AREI) and Fellowship (FREI) accreditation of the Real Estate Institute of Australia (REIA) has been a prestigious, industry-led award since the 1960s.

The aim of this recognition is to reward distinction in:

- Outstanding community and industry contribution
- Furthering best practice in real estate
- The overall pursuit of excellence in the Australian real estate industry

REIA launched a new 'Make your Move' Campaign in 2021 and re-affirmed our commitment to younger and female participation in the program on International Women's Day in March 2022, and we look forward to seeing this come to fruition over 2023.

The AREI and FREI program will be reviewed in 2023.



2022 recipients were:



Alexandra Ahkey



Claire Corby



Sophie Lyon



Megan Mander

Accreditation statistics:

Associate

- There have been 2,849 AREIs issued since 1962
- There have been 2,684 male Associates and 118 female Associates

AREIS issued by State

- ACT: 73
- NSW: 897
- NT: 27
- QLD: 255
- SA: 444
- TAS: 103
- VIC: 887
- WA: 55
- Misc.: 106

Fellows

- There have been 714 Fellowships issued since 1969
- There have been 696 male Fellows and 18 female Fellows

FREIs issued by State

- ACT: 14
- NSW: 242
- NT: 10
- QLD: 35
- SA: 132
- TAS: 26
- VIC: 205
- WA: 48
- Misc.: 2



Visitors through the COVID-19 pandemic have been unable to see the REIA Wall of Honour proudly on display at Real Estate House, Canberra.

REIA Wall of Honour

We acknowledge all those who made praiseworthy achievements and contributions to REIA.

REIA National Awards for Excellence Hall of Fame

●	2009	SA	Innovation	Toop & Toop Real Estate
●	2011	ACT	Large Residential Agency	Independent Property Group
●	2011	ACT	Communications	Independent Property Group
●	2011	QLD	Small Residential Agency	Sissons Estate Agents
●	2015	QLD	Buyer's Agent	Simon Pressley - Propertyology
●	2017	VIC	Commercial Agency	CBRE Victoria
●	2018	SA	Communications	Toop & Toop Real Estate
●	2018	WA	Buyer's Agent	Kent Cliffe - Momentum Wealth Properties
●	2020	SA	Large Residential Agency	Toop & Toop Real Estate

Real Estate Institute of Australia Presidents

The Associated Real Estate Institutes and Associations of Australia

- 1924-1927 SA G.T. Lane
- 1927-1928 QLD James Love

The Associated Real Estate Institutes and Agents' Associations of Australia

- 1928-1938 NSW Hon.H.M. Hawkins
- 1939-1943 VIC Frank K. Sampson
- 1943-1947 VIC Charles H. Beauchamp
- 1947-1956 NSW Lyle H. Moore CBE

The Real Estate and Stock Institute of Australia

- 1956-1959 QLD R.S. Melloy
- 1959-1962 VIC G.G. Morley
- 1962-1964 NSW S.B. Dawson
- 1964-1967 WA C.G. Dudley CBE
- 1967-1969 QLD F.L. Olsen
- 1969-1971 TAS R.G. Blundstone OBE
- 1971-1973 NSW Woodrow Weight OBE
- 1973-1975 SA J.T. Lang


The Real Estate Institute of Australia

- 1975-1977 VIC Frank J. Sheehan OBE
- 1977-1978 TAS J.F. Martin
- 1978-1980 NSW S.F.N. Hickson AM
- 1980-1981 SA T. Bruce
- 1981-1982 NSW R.W. Frewin
- 1982-1984 VIC Malcolm Gray AM
- 1984-1986 WA Kevin J. Sullivan OAM
- 1986-1988 VIC E.J.K. Callaghan



1988-1990	TAS	Bill Woolcock
1990-1992	QLD	Tom Nugent
1992-1993	ACT	Grahame Werrell
1993-1994	NSW	John Greig AM
1994-1995	SA	Gary Taplin
1995-1996	TAS	Phillip Bushby
1996-1997	VIC	Donald Brindley
1997-1999	WA	John Franklyn
1999-2000	NSW	Stephen Francis
2000-2001	VIC	Kevin Sheehan
2001-2002	QLD	Michael Davoren
2002-2003	NSW	John Hill
2003-2004	WA	Kareena Ballard AM
2004-2005	TAS	Ian Wells
2005-2006	NSW	Tony Brasier
2006-2007	WA	Graham Joyce
2007-2009	VIC	Noel Dyett
2009-2011	WA	David Airey
2011-2012	QLD	Pamela Bennett
2012-2014	TAS	Peter Bushby
2014-2016	VIC	Neville Sanders
2016-2018	NSW	Malcolm Gunning
2018-2021	TAS	Adrian Kelly
2021-2022	WA	Hayden Groves

Australasian Real Estate Institute Auctioneering Championships



1993	SA	Michael Brock
1995	VIC	Peter Batrouney
1997	VIC	Peter Hawkins
1999	NSW	John McGrath
2001	VIC	Michael McCarthy
2003	VIC	Peter Kakos
2005	VIC	Justin Long
2006	NSW	Scott Kennedy-Green
2007	NZ	Mark Sumich
2008	NZ	Mark Sumich
2009	NZ	Phil McGoldrick
2010	QLD	Jason Andrew
2011	NZ	Mark Sumich
2012	NZ	Daniel Coulson
2013	NZ	Daniel Coulson
2014	NZ	Andrew North
2015	VIC	Harry Li
2016	QLD	Justin Nickerson
2017	QLD	Justin Nickerson
2018	NZ	Andrew North
2019	QLD	Justin Nickerson



REIA and our members were proud to, once again, support National Property Managers Day on 22 July 2022.

National Property Managers Day

Property Management is a demanding and crucial role in our industry, and National Property Managers Day recognises the contributions of our Residential and Commercial Property Managers, across Australia.

The past few years have been particularly challenging with COVID 19 lockdowns, natural disasters, legislation and property management skills shortages.

REIA NAFE 2022 Residential Property Management Team of the Year winner, Leah Jay, is currently using an artificial intelligence virtual assistant. Leah Jay Director and General Manager Cassandra Lantry said, "having AI in our business, it really operates like a silent employee."

Read about this example [here](#).

To see the STAR nominees and read up on the purpose of the annual celebration, see [here](#).





Member Engagement

REIA on the Road

Member engagement was front and centre for the REIA President over 2022.

The majority of States and Territories were visited in person by the REIA President including:

- **APRIL**
REIV
- **AUGUST**
REIACT
- **OCTOBER**
REINSW
- **-ALL YEAR:**
Various REIWA engagements attended in Perth







As a small not-for-profit, REIA’s approach to budgeting puts value for money central to our strategic business objectives.

This value is reflected in the current cost of REIA to agencies that are Member Institutes at only \$143 a year, or \$2.75 per week (December 2022).

It is therefore pleasing that in 2021 – 2022 REIA met all budget targets and achieved an unqualified audit result.

Performance & Governance

Governance Review

REIA also conducted a comprehensive governance review; and aligned our governance and risk program to the AICD Not-For-Profit Governance Principles.

AICD NOT-FOR-PROFIT GOVERNANCE PRINCIPLES

 <p>Principle 1: Purpose and strategy The organisation has a clear purpose and a strategy which aligns its activities to its purpose</p>	 <p>Principle 2: Roles and responsibilities There is clarity about the roles, responsibilities and relationships of the board</p>	 <p>Principle 3: Board composition The board's structure and composition enable it to fulfil its role effectively</p>	 <p>Principle 4: Board effectiveness The board is run effectively and its performance is periodically evaluated</p>	 <p>Principle 5: Risk management Board decision making is informed by an understanding of risk and how it is managed</p>
 <p>Principle 6: Performance The organisation uses its resources appropriately and evaluates its performance</p>	 <p>Principle 7: Accountability and transparency The board demonstrates accountability by providing information to stakeholders about the organisation and its performance</p>	 <p>Principle 8: Stakeholder engagement There is meaningful engagement of stakeholders and their interests are understood and considered by the board</p>	 <p>Principle 9: Conduct and compliance The expectations of behaviour for the people involved in the organisation are clear and understood</p>	 <p>Principle 10: Culture The board models and works to instill a culture that supports the organisation's purpose and strategy</p>

Central to the work of the REIA Finance, Risk and Audit Committee (FRAC) is an ongoing Governance Review.

This reflects our higher purposes as an industry body for the Australian real estate sector that aligns with the ten AICD Not-For-Profit Governance Principles.

Key Documents

We aspire for this to be reflected how we conduct our business with key policies, procedures and performance measures articulated in key documents such as:

- REIA Business Plan and Operating Budget 2021 - 2022; 2022 - 2023
- REIA Not-For-Profit Governance Summary
- [REIA Year in Review](#)
- [REIA 2025](#)

REIA Finance, Risk and Audit Committee 2022



Richard Simpson
Chair



Hayden Groves
Committee
Member (Ex Officio)



Adrian Kelly
Committee
Member



Leanne Pilkington
Committee
Member



“For a small not-for-profit, REIA has a very robust financial and risk oversight function to ensure that our members are receiving maximum value for their annual investment. In 2022, this extended to a comprehensive review of the REIA’s governance ensuring that REIA remains at the forefront of best practice for governance and risk management.”

Richard Simpson
Chair, REIA Finance,
Risk and Audit Committee Chair



The Final Word

Despite uncertain times, political change and economic instability, Australia's real estate industry remained resilient throughout 2022.

As your national Institute, REIA is proud to lead best practice for our industry, this included launching our new strategy *REIA 2025*, our new strategic plan, as well as welcoming multi-year sponsorship deals, all while meeting our financial and non-financial KPI's.

Our focus for 2023 is firmly set on REIA 2025 and together, Advancing Australia's Prosperity.

We welcome your comments on *2022: A Year in Review*, please send your thoughts, questions, and feedback to reia@reia.com.au.

Affiliates & Partners

REIA thanks our ongoing affiliate members, partners, allies, media partners and sponsors for their continued support of REIA.

REIA 2025 Partners



Alliances

**Parliamentary Friendship
Group for Better Cities**
Founding Member

**Business Coalition for Tax
Reform**
Founding Member

Media

THE **Real Estate Conversation**

International Alliances





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Real Estate Institute of Australia