

# Media Release

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## REIA URGES TENANTS TO NEGOTIATE 'MUTUAL AGREEMENTS' AS VACANCIES PLUMMET

Real Estate Institute of Australia (REIA) President, Mr Hayden Groves has urged tenants to seek out 'Mutual Agreements' with property managers if they require changes to a property.

Mr Groves said renting your home long-term can be a sensible choice for many Australians, allowing for more flexibility and freedom as living needs change, compared to buying a home.

"30% of Australians rent the home they live in, however, there are times when a tenant may require modifications such as mild renovations for cooling or heating systems, and it can be difficult to make desired amendments to suit your needs.

"Regardless of the State or Territory where you live, all Australian tenancy legislation allows for tenants, property managers and property owners to negotiate a 'Mutual Agreement'.

"Mutual agreements are a great way for tenants to make home modifications, and to provide surety to property owners that their investment is protected.

"As summer approaches, tenanted homes without efficient cooling systems can get very uncomfortable. Mutual agreements to improve the ambient environment of a tenant's home are a sensible option given it improves a property's value.

"Communicating effectively and taking a positive and respectful approach goes a long way to achieving a successful negotiation that benefits tenants, property managers and property owners," he said.

Mr Groves said it is ideal for tenants to develop a proposal – know exactly what you are asking for before contacting your property manager to let them know what you are thinking.

"Get their thoughts around what might work for the property owner and importantly, consider what changes are to occur and how the costs of the improvements might be apportioned," he said.

Tenancy Skills Institute CEO, Paul Tommasini supports the REIA's efforts for tenants to effectively communicate with property managers, and to enhance their home environments through negotiating mutually beneficial modifications.

"Sustainable tenancies start with tenants understanding the key tenets of effective communication with their property manager, and knowing their rights and responsibilities.

"When planning underpins the tenants' efforts in seeking modifications, tenants can work with their property manager to achieve an end result that is a win-win for all parties, including the property owner.

REIA's tenant resource is being launched ahead of summer in order to help renters seek improvements such as better home cooling.

For any further information please contact  
Olwyn Conrau, REIA Media Consultant

**0413 600 350**  
**[olwyn.conrau@reia.com.au](mailto:olwyn.conrau@reia.com.au)**

Established in 1924, REIA is a federated body of State & Territory Real Estate Institutes representing 85% of Australian real estate agencies. We are a national advocate for the Australian real estate industry which is made up of 46,793 Australian businesses that employs 133,360 Australians.

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