



# REIA

REAL ESTATE INSTITUTE  
OF AUSTRALIA

# real news

The official newsletter for the real estate profession - Issue 83



## FIABCI Prix d'Excellence Awards 2011

### FIABCI Prix d'Excellence Awards 2011

*It's time to make your nomination*

The FIABCI Prix d'Excellence Awards 2011 are now open for registration - don't miss your chance to be recognised.

FIABCI International honours developments and projects that display excellence in all real estate disciplines.

The FIABCI Prix d'Excellence Awards are recognised as the 'Oscar' Award of the real estate profession. The Prix d'Excellence awards will create marketing value for winning developers and companies.

There are 14 categories that cover all facets of real estate professionalism. For further information on categories and judging criteria, [click here](#). For further information on how to enter, [click here](#).

If you would like to contact a FIABCI representative in Australia to discuss your application, please use the contact details below:

- Robyn Waters - [robyn@getrobyn.com.au](mailto:robyn@getrobyn.com.au)
- Rory O'Rourke - [rory@orourke.com.au](mailto:rory@orourke.com.au)
- Philip Webb - [pwebb@philipwebb.com.au](mailto:pwebb@philipwebb.com.au)
- Kevin Sheehan - [kevin@sheehan.com.au](mailto:kevin@sheehan.com.au)
- Anthony Webb - [awebb@philipwebb.com.au](mailto:awebb@philipwebb.com.au)
- Chris McGregor - [chris@mcgregorfn.com](mailto:chris@mcgregorfn.com)

#### **Further information about FIABCI**

FIABCI is the Paris-based worldwide network open to all professionals involved with the property industry. Chapters currently operate in 55 countries, embracing 117 national associations and 4,300 individual members. For information about becoming a member of FIABCI, [click here](#).



terri **scheer**

## Beware of complacent landlords

Many landlords unfortunately become complacent when it comes to insurance.

Some overlook its importance, thinking "it won't happen to me," while others mistakenly believe that their standard building insurance policy will be adequate.

This approach can leave landlords significantly out of pocket if the unforeseen occurs.

Terri Scheer Insurance has paid claims as high as \$40,000 to cover damage to rental property caused by tenants.

Standard building insurance policies generally don't cover landlords for the specific risks they face.

These risks include malicious, accidental and deliberate damage by tenants, their family or invited guests, legal liability issues if the tenant is injured and loss of rent.

Each landlord will adopt a different approach to handling their investment property.

Those at the greatest risk are landlords with a "set and forget" mentality who don't have time to devote to their rental property.

If landlords are slow to respond to maintenance requests this may result in disgruntled tenants who become careless about the condition of the property, or worse, the tenant suing the landlord if they are subsequently injured.

For information about landlord insurance, visit [www.terrischeer.com.au](http://www.terrischeer.com.au) or call 1800 804 016.

*This communication was prepared by Terri Scheer for information only. Professional advice should be obtained before you apply the information to your particular circumstances and whether you are able to engage in these activities.*

## **NAR Conference 2010 - New Orleans**

The National Association of Realtors (NAR) will hold its annual real estate conference in New Orleans from 5-8 November 2010.

NAR gives you the opportunity to join real estate agents from across the nation, learn about changing issues affecting the industry, share ideas with colleagues outside your local marketplace and see the incredible innovations that are shaping the future of real estate.

For further information about the NAR Conference, [click here](#).

Mr Steve Goddard, President of the Californian Association of Realtors (CAR) was a special guest at this year's REIA National Conference, held in March.

Mr Goddard has kindly offered to show any Australian agents, who are travelling to the US in November, around the American property market.

If you would like to be put in touch with Mr Goddard, please contact Rhiannon McClelland on 02 6282 4277 or at [rhiannon.mcclelland@reia.com.au](mailto:rhiannon.mcclelland@reia.com.au).

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## **Keeping a watch on the banks**

REIA President this week called on banks and other home loan lenders not to take advantage of the current political situation and increase interest rates above movements in the Reserve Bank cash rate.

He said that the Government being in caretaker mode provides an opportunity for lenders to take advantage of this situation.

To download REIA's media release, [click here](#).

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## **Don't miss your chance to attend a Mortgage Choice seminar**

Mortgage Choice, Australia's largest independently owned mortgage broker, is inviting potential property buyers from across Australia to free spring seminars in their local area.

The local area seminars, hosted by Mortgage Choice brokers, will feature information, insights and examples from local property, finance, legal and mortgage specialists.

You may like to encourage your clients or potential customers to attend these seminars to help them better understand property investment and the mortgage market.

For further information on seminars in your local area, [click here](#) or phone Mortgage Choice on 13 MORTGAGE.

## **Save time and money with GovDirect**

### **What is GovDirect?**

Wouldn't it be great if you could manage your business reporting obligations to various government agencies in a secure, consistent way and from a single place?

With GovDirect you can finally:

- Use a single secure logon for report submission to all supported government agencies including the Australian Taxation Office and State Revenue Offices.
- Know what your obligations are to government and when they are due.
- Complete reports with a few clicks of a button and forget filling out manual paper forms.
- Validate information within reports before you lodge to government.
- Receive instant notification and electronic receipts of your report lodgements.

### **How does it work?**

Every real estate agent needs to submit a quarterly BAS, but instead of filling in a paper form, GovDirect connects to your MYOB or QuickBooks file to pre-fill most of the information required to be lodged. Information known by Government about your agency (such as Company name and address) is also pre-filled by GovDirect. Once you've verified the information is correct and completed any missing information GovDirect submits the information to government for validation and then if valid, final lodgement.

### **Subscribe today**

Annual subscriptions to GovDirect start at \$99. For more information or to sign up, simply visit our website at [www.govdirect.com.au](http://www.govdirect.com.au). New subscribers are able to trial the service for FREE for 30 days with no restrictions on the number of forms lodged.

### **Further information**

For further information about GovDirect, [click here](#).

## Macquarie Relationship Banking: Market Focus 2010

Macquarie Relationship Banking recently held a series of presentations for their business / relationship banking clients in the real estate sector called "Market Focus 2010".

The presentations were hosted by Global Head of Economics at Macquarie Economics Research, Richard Gibbs and Rod Cornish, Real Estate Strategist at Macquarie Capital Advisers.

The presentation focused on the central theme "How will global economic changes impact the commercial and residential property market, and how can your business maximise the opportunities available."

Real estate clients found the sessions of great value so Macquarie Relationship Banking have passed the Executive Summary on for you to access.

To download the Executive Summary from the presentation, [click here](#).

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## API Magazine releases property hotspots

Australian Property Investor magazine has again provided its annual guide to the hottest 100 locations around the country in its flagship edition of the year. "It's a buyers' market, with fewer buyers around and vendor discounting expected to increase." says API journalist Vanessa de Groot.

To view a sample of the top property hotspots, [click here](#).

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## APRA Monthly Banking Statistics

The Australian Prudential Regulation Authority (APRA) yesterday released the statistics publication, Quarterly Bank Performance Statistics for March 2010. To download a copy of the report, [click here](#).

## Find your REI

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

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

For contact details, see below:

### REIACT

16 Thesiger Court Deakin ACT 2600  
Tel: 02 6282 4544  
[www.reiact.com.au](http://www.reiact.com.au)

### REIQ

21 Turbo Drive Coorparoo QLD 4151  
Tel: 07 3249 7347  
[www.reiq.com.au](http://www.reiq.com.au)

### REINT

Unit 3/6 Lindsay Street Darwin NT 0801  
Tel: 08 8981 8905  
[www.reint.com.au](http://www.reint.com.au)

### REIWA

215 Hay Street Subiaco WA 6008  
Tel: 08 9380 8222  
[www.reiwa.com.au](http://www.reiwa.com.au)

### REISA

249 Greenhill Road Dulwich SA 5065  
Tel: 08 8366 4300  
[www.reisa.com.au](http://www.reisa.com.au)

### REIV

335 Camberwell Road  
Camberwell VIC 3124  
Tel: 03 9205 6666  
[www.reiv.com.au](http://www.reiv.com.au)

### REIT

33 Melville Street Hobart TAS 7000  
Tel: 03 6223 4769  
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## Next week...

- REIT Awards for Excellence + Conference