



REIA President, Mr David Airey

Mr David Airey re-elected as REIA President

At the REIA's Board meeting and Annual General Meeting (AGM), held yesterday in Perth, Mr David Airey and Mr Chris McGregor, were both re-elected, unopposed, as President and Deputy President, respectively.

Mr Airey said, "I would like to thank the Board and state and territory Real Estate Institute (REI) members for their support and I look forward to leading REIA into the New Year and addressing some of the high priority issues for our profession."

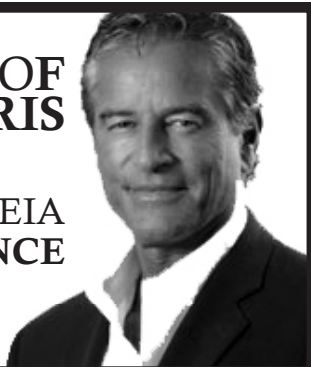
The important issues for the real estate profession for 2010 are: National Data Collection; the FHOG; Industry Awards; National Property Taxation Framework; Sustainability; Energy Efficiency Ratings; National Licensing and Education; Built Environment; Digital technology and Greenfields development, and; Standard Contracts.

West Australian Treasurer, The Honourable Troy Buswell, last night addressed the Real Estate Institute of Australia (REIA) and the Real Estate Institute of New Zealand (REINZ) as part of the REIA's Annual General Meeting (AGM).

The Treasurer addressed the meeting, which included Real Estate Institute Presidents and CEO's from all Australian states and territories, on key topics of importance for the real estate profession, in particular housing supply and property taxes. He also spoke about the \$43 billion Gorgon Gas Project, the biggest resources project in Australia's history.

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Keep rental properties secure this Christmas

With the New Year approaching, many tenants will be planning to leave their rental properties vacant for periods of time to enjoy holidays away from home.

Property managers can help tenants to maintain their festive cheer by suggesting simple measures to help minimise the risk of theft in rental homes this holiday season:

- **Keep Christmas trees and presents hidden from view**
Christmas presents that can be viewed from the street through the front window of the home can make the property a target of theft.
- **Be discreet when discarding packaging**
If you receive expensive electronic gifts for Christmas such as a laptop or TV, don't leave the box outside to be collected with your recycling. This will indicate to thieves the bounty inside.
- **Cancel newspaper deliveries and redirect mail**
Newspapers in the front garden and letterboxes full of mail are a sign there is nobody home. You could also ask a friend or neighbour to keep an eye on your house while you're away.
- **Lock up ladders and tools**
Don't leave anything lying around that can be used by thieves to force entry to the home.
- **Notify your property manager if you are planning an extended holiday**
A lengthy absence may affect your landlord's insurance policies, so inform your property manager if you are planning an extended holiday.

For further information regarding Landlord Insurance please visit www.terrischeer.com.au or call 1800 804 016



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Branding people who don't own their home: not in Australia

During the week, REIA President, Mr David Airey said that comments attributed to British housing commentator, Mr Peter Dixon in *The Australian*, ahead of the National Housing Conference, failed to address the holistic benefits that home ownership can offer to the individual and the Australian economy.

"It is a fact that owning a home has financial and cultural benefits and is an aspirational goal for Australians. However, Australians do not view or brand people who do not own their own home as 'some kind of loser' as claimed by Mr Dixon", said Mr Airey.

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

Minister for Housing addresses National Housing Conference

Minister for Housing, The Honourable Tanya Plibersek provided the key-note address at the National Housing Conference yesterday.

The Minister touched on housing supply, putting forward the same view that REIA President, Mr David Airey has championed on behalf of the real estate profession.

To view the full address, [click here](#).

Mortgage Choice 2009 Consumer Sentiment Survey

More than one third of Australians plan to buy a property in the next two years despite concerns over rising interest rates, higher living costs and doubts over job security, according to the annual Consumer Sentiment Survey commissioned by Australia's largest independently-owned mortgage broker, Mortgage Choice.

The results indicate the country's more positive economic outlook is prompting almost half (40%) of Australians to revisit their financial plans.

To view the full results of the survey, [click here](#).

FIABCI highlights

- FIABCI Leadership is working with FIABCI University to develop additional education and training opportunities in 2010.

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Successfully growing a business within a competitive economic environment can be risky and complex. But you can take the guesswork out of business growth by implementing best practice.

Former Harvard Professor and CEO of the Xerox Corporation, David Kearns, commented that "striving for best practice is like running a race without a finish line".

Best practice constantly changes and continuous benchmarking can help an organisation identify what it needs to do in order to achieve the best results.

Benchmarking is now available to the real estate industry in a simple, cost-effective and real-time way. Real Business First is an essential tool for every agency and will let you see how your office performs against the best in the business.

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Call for national inquiry into small business financing

The General Council of the Australian Chamber of Commerce and Industry called on the Productivity Commission to conduct a study into the degree of competition in the provision of Small and Medium Enterprise (SME) financing, in particular: the potential impact of fewer participants in lending markets; the implications of repricing the risk to business; international comparisons; and changes that have occurred in the cost and availability of finance to SMEs over time. General Council also voiced strong support for ACCI's plan, outlined late last month at an Austrade/CEDA conference in Sydney, to boost trade finance.

Superannuation clearing house

REIA has been keeping you up to date with the establishment of a free superannuation clearing house in the past few editions of Real News.

The Government this week announced the release for public exposure of draft legislative amendments to support the Government's 2008-09 Budget measure to provide a free superannuation clearing house service to small businesses.

The Government announced in November that the free superannuation clearing house service for small business will be delivered through Medicare Australia. The service will be available to eligible small businesses (those with less than 20 employees) from July 2010.

Real estate employers are now able to use a free clearing house via REI Super. For more information on the REI Super Clearing House please email Sue Johnson at bdm@reisuper.com.au.

To view the draft exposure, [click here](#).

Find your REI

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

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

For contact details, see below:

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Next week...

- Reserve Bank of Australia (RBA) meets to discuss interest rates.