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THE ESTATE AGENT

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THE JOURNAL OF THE REAL ESTATE
INSTITUTE OF VICTORIA

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not selfish!**
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Training, less
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Contents

12

‘It is pleasing to see the standard of entries year on year continues to rise ... all entrants should be applauded for their dedication and pursuit of excellence.’

REIV CEO Gil King

Features

20 Self first is not selfish!
It's time to take a personal stocktake on how you are travelling from a mental health perspective

22 Market research
The REIV Residential Market Index provides a current and simple insight into real property price trends in Victoria

26 State election wishlist
Training, less regulation and more efficient taxes among key priorities ahead of State election

28 Knowledge is key to agency growth
A focus on education and training helps the award-winning Richardson Real Estate team

30 Business security
Seven ways to help stop workplace fraud



5 President's Report

7 CEO Report

9 Bulletin

18 Member News

24 Industry News

25 Training Calendar

31 Best Practice

34 Member Milestones

35 Events Calendar

36 Social



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Robyn Waters President REIV



Renewed and revitalised focus on members is Institute's top priority

The REIV serves a vital role on the Victorian Real Estate stage. Together with our members we are a vital business tool, a reliable source of information and a powerful voice for a profession with endless opportunities.

The mission of the REIV is to enhance the professional excellence of our members and their businesses to the benefit of the communities they work within and to advocate and represent their interests.

The REIV recognises and celebrates the professional excellence of its members at the most prestigious event on the Victorian real estate calendar: the 24th REIV Awards for Excellence.

We all know that real estate is a competitive business and the award submissions are testament to the individuals and agencies who demonstrate innovation, determination and passion in securing the best results for their clients. This year we have recognised agencies and individuals for their application to professional excellence.

The transaction of property is integral to Victoria's economy. As the peak association for 2300 real estate agencies and 5000 individual members, the REIV relishes this annual opportunity to acknowledge the high standards that our members aspire to and reach in our communities.

The REIV provides great opportunities for its members to participate in ongoing professional development and supports new entries into the profession whilst studying towards a real estate qualification.

An REIV member provides benefits to the wider community by being better trained and well-informed real estate agents who help deliver a better level of services.

The Institute has gone through a strenuous process of strategic planning.



'The REIV is a member-driven organisation – without the contribution of its members our organisation would die a definite and hasty death.'

The commitment of the Board of Directors and the Management to the implementation of the plan allows the Institute to focus on its goals and monitor its progress and achievements.

The REIV is a member-driven organisation – without the contribution of its members our organisation would die a definite and hasty death.

It is vital for the future of the REIV to focus on the membership, the membership who hold the knowledge and who are strategically placed to provide that knowledge to the wider community.

The Real Estate community is no longer limited to only selling houses, we cover all aspects of real estate activity – from sales, leasing, property management, owners corporation, developers, urban planning and valuation, to mention a few.

The consumer has an expectation

for our members to have a global vision with local knowledge, specialist expertise, that they have access to information and technology, that they have the right people providing service and that they have a great capacity for personal relationships and a wide network of contacts.

The REIV's long-standing and highly respected presence in the Victoria community provides instant access to credible and dependable professional members.

During my Presidency, together with the organisation leadership, we will revitalise our membership involvement and membership relevance, and focus on member services.

This is why we are getting ready to launch our new member search tool: a data-driven, objective member search with web functionality.

Continued on page 6

Continued from page 5

This will be a superior mechanism for Victorians to find an REIV agent and we are very excited by it.

Thank you to the immediate Past President Richard Simpson, who has provided exemplary leadership over the last year, which has been a year full of challenges where we have seen the biggest review of property legislation in the state's history. Richard, together with CEO Gil King, has created a transparent and ongoing relationship with both sides of government. The REIV will continue to provide advocacy on behalf of its members, their clients and the future of the Real Estate profession.

Thanks must also go to the application of Leah Calnan and Sophie Lyon for their tireless contribution to



the examination of the proposed RTA legislation, working towards a fairer and more equitable outcome for all involved.

The REIV is committed to supporting Victoria's competitive advantage and economic growth.

Property has underpinned our economic activity over the past decade and we need a sound legislative, policy,

infrastructure and funding base around that if we want this to continue.

Strong economic outcomes do not occur in a vacuum. Therefore, the REIV will continue to lobby all sides of politics to influence a healthy regulatory environment during the lead up to the Victorian Election in November. Pages 26-27 provide more detail on the Institute's priorities.

The recent REIV Board election saw nominations from various sectors of our membership which is encouraging and hopeful for the future of our Institute. Cameron Way from Woodards in Blackburn was re-elected, together with immediate Past President Richard Simpson for a further term of three years. This provides some consistency, some continuity and credibility to the REIV Board of Directors, see page 18.

The REIV will continue its dialogue with members with visits to members offices and taking several roadshows to our regional communities – the REIV President is coming to a town near you! [EA](#)

'The REIV will continue to lobby all sides of politics ... during the lead up to the Victorian Election.'

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Gil King CEO REIV



Upcoming election offers chance to resurrect vital legislation



Once again, we look back on a year of significant activity and as you receive this edition of EA, there will be considerable activity around state politics with the people of Victoria deciding the shape of government for the next four years.

The REIV stands ready to work with whichever government is in place, just as we have done in the past. We are well placed to work with either side of politics. The ability to work with the current government enabled a very good, but delayed, outcome to be achieved in relation to the rebate statement issue for authority documentation.

Retrospective legislation has passed through the Victorian Parliament in what was an ever-increasing legislative agenda. This was a significant outcome for the REIV and its membership.

It was the REIV and the REIV alone that brokered this outcome, with the changes paving the way to protect all real estate agents regardless of whether they are members of the Institute or not.

‘It was the REIV and the REIV alone that brokered this outcome, with the changes paving the way to protect all real estate agents.’

The make-up of the Parliament, in particular the Legislative Council where the government did not hold a majority, meant that progress of Bills through the two houses was never guaranteed. Many Bills failed to get passed and have now lapsed. Depending on the outcome of the election many

of these will be ‘resurrected’ in the new year and we will again be involved in significant advocacy to get the best result possible for our members. There is no doubt that the *Estate Agents Act* and the *Sale of Land Act* will feature significantly in the next year or so.

One piece of legislation that did get through was the *Residential Tenancies Act*, with close on 130 amendments to the previous legislation. It was disappointing that some of the critical issues that the REIV put forward were passed without amendment despite the sound reasoning behind our position.

The reality was that once Premier Daniel Andrews got behind the proposed Bill around the time of the Northcote by-election last year, this was always going to be a priority for the government.

Continued on page 8

Continued from page 7

To that point, the Bill slotted into the government's legislative agenda ahead of 23 other Bills already in the upper house.

The REIV was able to get some concessions during the consultation phase and we will be working very closely with government to ensure the best outcome possible. What is really important for our members to communicate is that this legislation is not yet law and it may take more than a year for it to become law.

Many people, particularly tenants, will think that with the passing of the Bill that they can now have a right to pets or to make modifications to the property. This is not the case and members should have noticed a range of communications recently about this matter.

Keep an eye out for progress on the legislation and when it will come into effect. It is anticipated that certain parts of the legislation will be rolled out progressively.



The Hon. Heidi Victoria MP, Shadow Minister for Consumer Affairs with Janet Spencer, Buyer's Agent of the Year.

'Congratulations to all winners, finalists and participants.'

Once again the REIV Awards was a great success, with the best of the best being showcased. Congratulations to all winners, finalists and participants. The standard of entries sees a 'raising of the bar' year after year. What was

a winning entry last year did not necessarily translate into a winning entry this year. What is required every year is a reinvigoration of the approach to the submissions, with higher standards being evident across all categories.

Thank you to the judges for their efforts this year in what proved to be a very difficult task to separate the stellar from the excellent.

On behalf of the REIV Board and wider team, I would also like to congratulate Luke Banitsiotis of Woodards Blackburn and Michael Wood from Marshall White & Co for their performance at the Australasian Auctioneering Championships in New Zealand last month. While the honours went to New Zealand's Andrew North from Harcourts Cooper & Co, Luke and Michael should be applauded for their achievement and professionalism in this prestigious competition. [EA](#)

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