



# REIA

REAL ESTATE INSTITUTE  
OF AUSTRALIA

Real Estate Institute of Australia  
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REALBUSINESSFIRST   
Good. Better. Best.

Article courtesy of Deloitte

## Benchmark your way to greater profit

Today's small business owner is confronted with new business problems and opportunities on a regular basis. Running a small business requires the ability to look outside the business for solutions and ideas. In short, benchmarking allows best practice.

Benefits of best practice:

- Reduce costs – Small business often does not have the deep financial pockets of big business to 're-invent the wheel'. By learning what other companies have already successfully done, a small business can save money without testing new ideas.
- Avoid mistakes – Solving business problems on your own can result in costly errors. Learning what other have done can keep your business in business.
- Find new ideas – Learn from beyond your company.
- Improve performance – When you look for best practice outside your business, you can raise

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## Reality TV show looking for candidates for series 2



Have you always wanted to star in a television show? Do you have the perfect property on your books that is in desperate need of a renovation?

Selling Houses, a reality show on the Lifestyle Channel has been so successful that they are looking for new properties and agents to feature in the second series of the program.

The ideal property is owner occupied with very poor presentation. The vendors need to be keen to move and are required to have been listed on the market for at least 4 months.

"We're looking for good strong characters who'd be willing to pitch in and change their home from a pit to a palace! We'd also love to chat to the agent

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## REIA publications

For the most credible source of property information, subscribe to the REIA Deposit Power Housing Affordability Report or the REIA Mortgage Choice Real Estate Market Facts publication. For more information, [click here](#).

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listing the property about what they think of the vendors situation and what needs to be done to sell the property”, said Rebecca Pullman from Beyond Productions Pty Ltd, the producers of the show.

So if you are destined for stardom and think you have the ideal property and clients, why not take this opportunity to show just how good your selling skills are and at the same time attract some free publicity for your business.

If you are interested in being considered for the show Selling Houses, please phone Rebecca Pullman on 02 9437 2046, Elizabeth Kaydos on 02 9437 2159 or email [sellinghouses@beyond.com.au](mailto:sellinghouses@beyond.com.au). To view the promotional brochure about the show, [click here](#). To visit the website, [click here](#).

*\*Please note: to be considered, the property needs to be in metro areas of Sydney, Melbourne and Brisbane - no further than 1 hour from the CBD.*

## The return of rental property

The Sydney Morning Herald (SMH) has reported that following the dismal performance of shares and super funds, many older investors are likely to have a renewed appreciation for the value of a reliable income stream generated by investment properties.

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

## RBA keeps official interest rates on hold

The Reserve Bank of Australia’s (RBA) has made the decision to leave interest rates unchanged for the third consecutive month suggesting that the worst of the global financial crisis may be behind us, however, financial markets are still fragile and long way from full recovery.

To view the REIA’s media release, [click here](#).

## REA Group withdrawing from Britain and NZ

The company behind online real estate property website realestate.com.au, REA Group have withdrawn from Britain and New Zealand and declined to comment on whether they would also withdraw from the United Arab Emirates.

To view the full article, [click here](#). For more information on REI state and territory property listing websites, [click here](#).

## ABS Housing Finance data released

The Australian Bureau of Statistics (ABS) released its May 2009 Housing Finance figures on Wednesday 08 July 2009. The data has shown that borrowers are taking advantage of the historical low interest rates and the FHO Boost.

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the bar of performance and set new standards of excellence to propel your company forward.

Big business across numerous industries has used best practice benchmarking for decades and realised billions in savings and revenues in all areas of business operations and sales.

The opportunity is now here for the real estate industry to reap the rewards from best practice.

Real Business First – the essential real estate benchmarking tool – can provide you with information to determine who sets the standard and what that standard is across the real estate industry.\*

Put your business first – subscribe to Real Business First today. For more information, visit [www.realbusinessfirst.com](http://www.realbusinessfirst.com) or contact Chris Torenbeek on 02 9322 7343.

\* Real Business First subscribing agencies only

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In trend terms, from April 2009 to May 2009 all states and territories reported an increase in the number of housing finance commitments, except Tasmania, which went down 1.2 per cent. The state or territory that recorded the highest increase in the total number of housing finance commitments was the ACT, increasing 2.9 per cent. Likewise, all states and territories reported an increase in trend terms of the value of housing finance commitments, with NT having the highest increase (3.6 per cent) and SA the lowest increase (1.5 per cent). With respect to the number of fixed interest rate loans to finance dwellings, in NT the number of fixed rate loans increased 100 per cent while in WA this figure increased 46.7 percent; the lowest increase reported in May 2009.

To view the REIA's media release, [click here](#). To view the data released by ABS, [click here](#).

## ATO releases

The Australian Taxation Office has issued the following releases:

- *Release of the Tax Office Corporate plan 2009–10:* The Tax Office recently released its 2009-10 Corporate Plan. To view a copy of the related letter from the Commissioner, [click here](#). To view a copy of the plan, [click here](#).
- *New personal income tax thresholds apply from 1 July 2009:* The Tax Office has issued a reminder to employers to use new personal income tax threshold rates from 1 July 2009. To view information about the changes, [click here](#).
- *Changes to superannuation for individuals:* For information about the reduction in concessional contributions cap, [click here](#).
- *Recipient Created Tax Invoices (RCTIs):* The New Tax System (Goods and Services Tax) Act 1999 - Recipient Created Tax Invoice - Embedded Agreement Amending Legislative Instrument 2009 commenced on 1 July 2009. The instrument provides taxpayers with an alternative to the current requirement for the recipient to hold a written agreement with the supplier before issuing a RCTI. For more information, [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:

### REIACT

02 6282 4544

[www.reiaact.com.au](http://www.reiaact.com.au)

### REINSW

02 9264 2343

[www.reinsw.com.au](http://www.reinsw.com.au)

### REIQ

07 3249 7347

[www.reiq.com.au](http://www.reiq.com.au)

### REINT

08 8981 8905

[www.reint.com.au](http://www.reint.com.au)

### REIWA

08 9380 8222

[www.reiwa.com.au](http://www.reiwa.com.au)

### REISA

08 8366 4345

[www.reisa.com.au](http://www.reisa.com.au)

### REIV

03 9205 6666

[www.reiv.com.au](http://www.reiv.com.au)

### REIT

03 6223 4769

[www.reit.com.au](http://www.reit.com.au)

## What's on next week

- Award modernisation teleconference

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The authorised editor of this document is Mr Neil Fisher, REIA CEO. If you have any concerns regarding the content of this publication, please contact the editor on 02 6282 4277 or at [neil.fisher@reia.com.au](mailto:neil.fisher@reia.com.au).

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