



REIA

REAL ESTATE INSTITUTE
OF AUSTRALIA

Real Estate Institute of Australia

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Issue 27. July 2009

ACMA: Do Not Call Register

The Australian Communications & Media Authority (ACMA) Do Not Call Register, established under the Do Not Call Register Act 2006 (DNCR Act), provides Australians with the opportunity to opt out of receiving most telemarketing calls. Under the DNCR Act, it is prohibited to make an unsolicited telemarketing call to a number listed on the register without consent, unless the call falls within an exempt category.

The ACMA have recently released the DNCR Act Compliance Guide which has been designed to provide telemarketers with 'best practice' guidance about measures they can take to comply with the key requirements of the Do Not Call Register Act 2006 (DNCR Act).

The Compliance Guide was developed by the ACMA in consultation with relevant industry input, and incorporates information gathered by the ACMA through its

investigations into non-compliance. Put simply, the ACMA has looked to industry for what does work, and has observed through its investigations what doesn't.

The REIA feels it is important for all members of the real estate industry to familiarise themselves with the Compliance Guide.

As well as having a thorough understanding of the Compliance Guide, the REIA also need to make it very clear that all members of the real estate industry need to comply with the law when telemarketing.

To view a copy of the Compliance Guide, [click here](#).

For more information on the range of other educational material available on the DNCR, [click here](#).



Australia's regulator for broadcasting, the internet, radiocommunications and telecommunications

REIA Board Director



REIA Board Director Morgan Shearer has lived in the Northern Territory for 40 years.

He has been involved in the real estate industry for 24 years and is a fully licensed land and business agent and auctioneer, with experience in all facets of the industry.

He is a Board member of REINT and was NT Auctioneer of the Year in 2000 and 2004, runner-up in 2005, and represented the NT in the Australasian Real Estate Institutes Auctioneering Championship in 2005.

In his spare time, Morgan is a keen fisherman and enjoys spending time on the golf course.

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Report and the Mortgage Choice Real
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Real Estate Institutes Australasian Auctioneering Championships and Real Estate Institute of Tasmania (REIT) Conference

The 2009 Australasian Real Estate Institutes Auctioneering Championships will this year be hosted by the Real Estate Institute of Tasmania (REIT) in Hobart on the 1st and 2nd of September.

The championships will coincide with the REIT's Annual Conference. For more information on both events, [click here](#).

To download the registration form for the 2009 Australasian Real Estate Institutes Auctioneering Championships and the REIT's Annual Conference, [click here](#).

If you are planning an extended break or are just looking for entertainment prior to the championships, the REIT has developed a brochure with some ideas for activities. To view the brochure, [click here](#).

If you require any further information on the 2009 Australasian Real Estate Institutes Auctioneering Championships or the REIT's Annual Conference, please contact Martin Harris at mharris@reit.com.au.

To view the REIA's latest media release on the 2009 Australasian Real Estate Institutes Auctioneering Championships, [click here](#).

Follow up: summit of bankers and small business ABA develop fact sheets for small business

In March 2009, REIA CEO, Neil Fisher attended an emergency summit of bankers and small business hosted by Small Business Minister, Dr Craig Emerson. The meeting was aimed at addressing industry concerns regarding:

- Volume of Credit
- Price of Credit
- Re-calculation of Loans to Value e.g. rent roles/additional security
- Aggressive fees and charges on long term existing clients experiencing short term cash flow issues
- Poor understanding of discrete small business sectors like real estate e.g. trust funds
- Poor customer service

A number of outcomes were identified at the meeting to assist in improving processes for small business while also aiming to provide a greater understanding of the lending process. One of the outcomes was the development of a series of fact sheets by the Australian Bankers' Association (ABA). REIA will provide access to these fact sheets in Real News over the coming weeks.

The first fact sheet is Applying for a loan: information for small business, jointly developed by the ABA with CPA Australia. It was identified that one of the key



All talk and more action

Real Estate Institute of Australia President, Mr David Airey is flying the flag for the real estate industry in an up close and personal interview with The Australian Financial Review.

*Extracted from Australian The Financial Review, Thursday 16 July 2009: **Scott Elliott***

'...In three months as President of the Real Estate Institute of Australia David Airey has stamped his strong personality on the role, posting runs on the board in the process.

The inaugural victory for the REIA came in the federal government's extension of the boost to the first home buyers grant. Airey argued, against some strong views in Canberra, that the extension should apply equally to both existing homes and new homes, and the government listened.'

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

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challenges for many small to medium businesses is working out how to approach the bank for a loan. Small businesses often look to finance their business needs with debt. This ABA/CPA fact sheet discusses how small to medium businesses can plan to obtain bank finance. To view the fact sheet, [click here](#).

REIA President leads national delegation to NAR

The National Association of Realtors (NAR) will this year hold its Annual Conference and Expo on the 13-16 November 2009 in San Diego. REIA President, David Airey will lead a national Australian delegation to the conference to represent the Australian real estate industry.

This year's topic for the conference is *Chart a Winning Course* and aims to show conference participants how to take the helm and surge ahead to success.

For expressions of interest to join the President on his national delegation, please email Rhiannon McClelland at rhiannon.mcclelland@reia.com.au.

For more information on NAR's Annual Conference, [click here](#).

Global perspective

(Courtesy of the Royal Institution of Chartered Surveyors - RICS)

United States: Activity may have moved past the worst in the US housing market but the general theme in the real estate market in the third quarter of 2009 will be that activity remains relatively weak and prices continue to fall. Given all the turmoil in the housing market, it is somewhat surprising that the first quarter vacancy data showed that home ownership rates and owner vacancies have been relatively unchanged since the first quarter of 2008.

United Kingdom: The British Bankers Association (BBA) will release its monthly figures for the main high street banks on Thursday 23rd. Most attention will be paid to the mortgage approvals number. In May, BBA mortgage approvals for house purchase rose above 31,000 for the first time since April last year. As recently as last November, they amounted to less than 18,000. On the basis of the evidence provided by the RICS 'new buyer enquiries' series, it is likely they will have climbed to around 33,000 in June. Remortgaging activity, in contrast, may have fallen further, partly due to higher fixed term mortgage rates.

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

REINSW

02 9264 2343

www.reinsw.com.au

REIQ

07 3249 7347

www.reiq.com.au

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08 8981 8905

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www.reiv.com.au

REIT

03 6223 4769

www.reit.com.au

What's on next week

- REIA to participate in Business Coalition for Tax Reform (BCTR) Conference

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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.

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