



REIA

REAL ESTATE INSTITUTE
OF AUSTRALIA

Real Estate Institute of Australia
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Issue 28. July 2009

Proposed delegation to NAR

Last week the REIA reported that the REIA President was proposing to lead a national Australian delegation to The National Association of Realtors (NAR) Annual Conference in San Diego in November of this year, depending on the number of interested participants from Australia.

"It would be great if we could get a substantial number of people to attend NAR's Annual Conference as it is a worthwhile event," said Mr Airey.

"This year 63 countries are attending the conference and it would be great for Australia to attend in force. A large following would show the commitment of the Australian real estate sector to the industry and overall it would be a great learning experience," continued Mr Airey.

This year NAR's Annual Conference and Expo will be held on the 13-16 November 2009 in San Diego. The 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 further information, see below:

- To see the full list of speakers, [click here](#).
- To view video tips from 2009 conference speakers, [click here](#).
- To view the program for the event, [click here](#).

For expressions of interest to attend the NAR Annual Conference & Expo, please email Rhiannon McClelland at rhiannon.mcclelland@reia.com.au.



NAR - what can the conference offer you?

International guests

The 2009 REALTORS® Conference & Expo is a great opportunity to make new contacts from all over the U.S. and the world.

Join more than a thousand international real estate professionals and 20,000 U.S. REALTORS® for this exciting international event in a seaside resort setting.

Be ahead of the game

The NAR Annual Conference & Expo delivers the latest tools, trends, and new ideas for today's international markets in 150 sessions, while showcasing 500 of the top suppliers of real estate product and service innovations in the expo.

The expo boasts the largest industry showroom in the nation with 400 exhibiting companies featuring sales and marketing products to get the listing and make the sale!

As well as this, the conference offers four days of intensive training from real-world speakers in top-rated sessions.

To see the list of exhibitors, [click here](#).

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Deposit Power Housing Affordability
Report and the Mortgage Choice Real
Estate Market Facts publication

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ABA Fact Sheets: second instalment

Last week REIA reported that as a result of the summit of bankers and small business hosted by Dr Craig Emerson, the Australian Bankers' Association (ABA) had developed a series of fact sheets to provide access to relevant banking information for small business.

The second instalment is *Small Business and Dealing with Debt*. This fact sheet looks at how banks can help if you are dealing with financial difficulties and how to establish a healthy cash flow.

To view the fact sheet, [click here](#).

Trade Practices Amendment Bill misunderstood

Real Estate Institute of Australia (REIA) President, Mr David Airey would like to set the record straight on an issue that arose last weekend which refers to the interpretation of the Trade Practices Amendment Bill.

"Some reports on the issue are simply incorrect and paint an untrue picture of the real estate sector in Australia," said Mr Airey.

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

Australia's population set to hit 22 million this year

As reported by Mccrindle Research, after the country's national population clock ticked over to 21 million on June 29, 2007 (just over two years ago), Australia now looks set to hit 22 million around December 5, 2009; an extra 1 million people in under two-and-a-half years.

Australia's population reached 11 million in 1963 so it will have taken 46 years to double it to 22 million, however, it looks likely to double again in just over 40 years.

According to the research:

- 1 in 3 Australians reside in NSW (7,041,393)
- 1 in 4 reside in VIC (5,364,796)
- 1 in 5 reside in QLD (4,349,529)

Population growth rates for each state and territory are as follows:

WA	QLD	NT	VIC	ACT	NSW	SA	TAS
3.09	2.52	1.95	1.95	1.69	1.40	1.16	0.99

To view the full media release, [click here](#). To view more information about Australia's population, [click here](#).

CPI figures provide insight into investor confidence

The June 2009 quarter Consumer Price Index (CPI) figures released today provide answers to increased investor activity in the property market over the past three months and are consistent with research recorded by the Real Estate Institute of Australia (REIA) in the Deposit Power Housing Affordability Report.

The figures show that rents increased by 1.4 per cent for the weighted average of eight capital cities, and increased 7.2 per cent for the year.

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

Accreditations with all lenders a challenge: brokers

Mortgage Business has reported that the recent rollout of minimum volume quotas by some of the nation's major lenders has raised concerns that brokers may now struggle to remain accredited with every lender.

According to the latest Mortgage Business' weekly straw poll, 85 per cent of the 1,145 respondents believe minimum volume requirements will prevent them from retaining their accreditation with all the major lenders.

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

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Australian business owners reporting losses, but have a positive attitude

According to MYOB research, Australia's business owners are reporting revenue losses, but have a positive attitude and expect the Australian economy to improve in the next 6 to 18 months, according to the enhanced MYOB Business Monitor, released yesterday.

"The latest MYOB Business Monitor indicates that the economic downturn is hitting Australian business owners' pockets, 39 per cent of business owners surveyed report business revenue losses in the last 12 months, while only 19 per cent report revenue gains," continues Mr Reed.

However, on a brighter note, while business owners are reporting losses now, they are optimistic for the future, with just over half (54 per cent) of business owners surveyed expecting economic improvement in the next 6 to 18 months.

Further to this, 36 per cent of business owners believe that their business revenue will increase over the next 12 months, with only 15 per cent expecting a decline.

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

BCTR meeting

REIA participated in a meeting of the Business Coalition for Tax Reform (BCTR). The discussion focussed on the BCTR's submission to the Henry Review calling for reform of state taxes, including property taxes, and in particular, a targeted approach in elaborating on the benefits of this.

Award modernisation teleconference

The Real Estate Employers' Combined Consultative Group (including Real Estate Employers' Federation of NSW, Real Estate Employers' Federation of SA, Real Estate Employers' Federation of WA, Real Estate Employers' Federation of QLD; and REIA) had a meeting to discuss the submission to the Australian Industrial Commission Award Modernisation Process for the real estate industry.

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.reiact.com.au

REINSW

02 9264 2343

www.reinsw.com.au

REIQ

07 3249 7347

www.reiq.com.au

REINT

08 8981 8905

www.reint.com.au

REIWA

08 9380 8222

www.reiwa.com.au

REISA

08 8366 4345

www.reisa.com.au

REIV

03 9205 6666

www.reiv.com.au

REIT

03 6223 4769

www.reit.com.au

What's on next week

- REIA management to participate in meeting with Department on Innovation, Industry, Science & Research to discuss report on the inquiry into the Draft Disability Standards by House of Representatives Legal and Constitutional Affairs Committee

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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