



# REIA

REAL ESTATE INSTITUTE  
OF AUSTRALIA

Real Estate Institute of Australia

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# the real news<sup>©</sup>

Issue 24. June 2009



## Realmark win Australian Business Award

West Australian real estate agency Realmark has been recognised at the 2009 Australian Business Awards, winning the Marketing Excellence category.

The national awards recognise Australian organisations across all industries and sectors that

demonstrate excellence in their respective industries. This year there were more than 900 entries across all categories.

Realmark director John Percudani said the award was an endorsement of Realmark's commitment to marketing.

"Developing the best marketing tools is a priority for our business because it is critical in not only in attracting clients but in delivering the best results to our sellers," said Mr Percudani.

continued on page 2>>



Article courtesy of Aon

## Intentional versus malicious damage

In a property manager's world, any damage to a client's property is bad news. However, there are different definitions of damage that can affect your clients' insurance claims. Landlords' insurance covers

intentional or malicious damage. Intentional or deliberate damage is when a person deliberately makes alterations to a property without the owner's permission but without malice. This may include drilling shelves into a wall or adding a pet door.

Malicious damage or vandalism is a wrongful act motivated by malice with the intention to damage the property, continued on page 2>>

# REIA Board Director



Mark Sanderson has been a REIA Board Director for over four years .

Mark has been practising real estate for over 22 years and is a Director of Smallacombe Sanderson Real Estate. He is a qualified auctioneer and was a finalist in the Golden Gavel Awards in 1995.

Mark was the President of REISA for two years until October 2007, during which time he oversaw the Institute's campaign for amendments to new real estate legislation, the introduction of a new Real Estate Code, the establishment of an Auction Task Force and many other initiatives.

Mark has a passion for heritage listed buildings which is reflected in the restoration of his offices at Norwood, South Australia.

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### This week

Realmark win Australian Business Award	Page 1
Aon article: Intentional versus malicious damage	Page 1
Board Director: Mark Sanderson	Page 1
FIABCI Australian chapter teleconference	Page 2
2009 Property Investor Survey - Mortgage Choice	Page 2
HIA Managing Director to retire	Page 2
Taxation: stamp duty update	Page 2
Taxation: ATO Commissioner's Small Business Consultative Group	Page 3



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## << continued from page 1 - Realmark win Australian Business Award

Mr Percudani said a rebrand almost two years ago has allowed Realmark to push the boundaries in marketing.

“Two years ago we separated from a franchise structure and rebranded and while that was a very big move for us, it was a defining point in that our communications were really able to come into their own,” said Mr Percudani.

The REIA would like to congratulate Realmark on their achievement. For more information about Realmark, visit [www.realmark.com.au](http://www.realmark.com.au).

## FIABCI Australian chapter teleconference

The FIABCI Australian chapter held its executive meeting by teleconference on Tuesday 23 June 2009. Issues discussed included: FIABCI Australian chapter response to FIABCI regarding proposed restructure, FIABCI 60th World Congress (19-23 May) and Post Congress Tour (24-28 May), FIABCI 61st World Congress to be held 18 - 23 May 2010 in Canada, the Prix de Excellence, global housing, development of membership and FIABCI Australia/South East Asia.

## 2009 Property Investor Survey: Mortgage Choice

In the 2009 Property Investor Survey Mortgage Choice has discovered that three out of four Australians planning to buy an investment property in the next two years are waiting until the First Home Owner's Grant Boost (FHOG Boost) expires.

76% of respondents said they were delaying purchasing an investment property until after 31 December 2009. Of those looking to purchase an investment property, 44% of respondents were Generation X, 27% were Generation Y and 28% were Baby Boomers. For more information on the survey, [click here](#).

## HIA Managing Director to retire

Ron Silberberg, the Housing Industry Association's (HIA) Managing Director yesterday announced his plan to retire from the Association on 30 November. Dr Silberberg said after nearly 30 years of serving HIA and its 40,000 members he was pleased to be able to leave HIA in a strong position despite the current depressed economic conditions.

HIA's current Deputy Managing Director, Shane Goodwin, will succeed Ron as Managing Director in November.

## Taxation: stamp duty update

This week has seen discussions about stamp duty continue with a closed workshop of experts held in Melbourne last week convened by the Henry tax review.

## << continued from page 2 - Aon article

such as holes punched in the doors and walls.

It can be difficult for landlords to understand and differentiate between the types of damage, especially when they are faced with a severely damaged property. Additionally, with malicious damage it is often very difficult to tell whether the damage was the result of one event or more.

Recognising this issue, Aon has negotiated with our insurer to apply just one excess to malicious damage claims despite there possibly being more than one event.

For example, if someone cuts up the carpet, pulls a door from its hinges and punches a hole in the wall, one excess will be applied to this malicious damage claim. This will significantly reduce the landlords' out of pocket costs.

Call your local Aon representative on 1300 734 274 or visit [www.aon.com.au/realestate](http://www.aon.com.au/realestate).

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## This page

Realmark win Australian Business Award (cont.)

FIABCI Australian chapter teleconference

2009 Property Investor Survey

HIA Managing Director to retire

Taxation: stamp duty update



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As REIA has previously reported, the Institute made a submission to the review as well as being a contributor to a submission by the Business Coalition for Tax Reform (BCTR), of which the REIA is a member.

The workshop held in Melbourne highlighted a number of the views expressed by the REIA in its own submission; that property taxes are an unstable source of revenue and are inequitable and inefficient.

The review is expected to hand down its report in December this year. At which stage the REIA both as a separate entity and through the BCTR will respond to the recommendations. For further information on this issue, please contact Jock Kreitals at [jock.kreitals@reia.com.au](mailto:jock.kreitals@reia.com.au). To view the REIA's media release, [click here](#).

### **Taxation: ATO Commissioner's Small Business Consultative Group**

The REIA participated in a meeting of the ATO Commissioner's Small Business Consultative Group.

Michael Kumm, a licensed agent and auctioneer in the ACT and a fellow of the REIA also attended as a small business guest to provide a small business perspective on taxation and superannuation. Matters discussed included:

**Standard Business Reporting:** The government will be introducing Standard Business Reporting (SBR) to address the problem of excessive reporting and recording burdens on business. To be introduced on 1 July 2010, the initial focus will be on financial reporting and will involve the ATO, APRA, ASIC, ABS and all state and territory revenue offices. This will allow for single online sign-on to the agencies involved and will enable reports to be sent directly from your software to the agency. SBR reporting is on a voluntary basis. To find out more or to receive information updates, visit [www.sbr.gov.au](http://www.sbr.gov.au).

**Credit Card Pilot:** ATO has been allowing ATO payments by credit card on a trial basis. Presently payments are currently limited to a maximum of \$10,000 and a credit card fee is applied (0.67% for MasterCard and higher for American Express). To date, 8,000 payments have been received and the feedback has been positive. ATO is currently assessing the long term feasibility, including raising the limit. Details on this process are available at [www.ato.gov.au](http://www.ato.gov.au).

## 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

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## What's on next week

- Award modernisation teleconference

## This page

Taxation: stamp duty update (cont,)

Taxation update: ATO  
Commissioner's Small Business  
Consultative Group