

# The Real Estate Wrap

## With Leanne Pilkington

President of the REINSW  
Managing Director, Laing+Simmons Corporation

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### Preventing the push for professionalism: Government's inexplicable position

A more subdued week on the real estate activity front. Footy grand finals have a way of bringing Australians to a stand still. Interesting that, where sport is concerned, everyone accepts that every team and every code should, as a matter of course, always be seeking to improve.

This is what the real estate industry is trying to do by bringing in new reforms requiring agents to be trained and educated more vigorously, and in line with a professional code of ethics, before they get their licence to practice.

Inexplicable then, that the Government is actively preventing the industry's own attempts to improve itself. Passed by the New South Wales Parliament, the reforms sit with the NSW Department of Fair Trading awaiting to be enacted.

Consumers – everyday Australians who at some point in their life will be buying and selling property, a process likely to be the biggest financial decision they'll ever make – are the ones who are missing out.

It defies logic. In this game, by creating barriers to an industry seeking to better its performance, no-one wins. It's time Fair Trading NSW gave those in the industry focused on improvement a fair go.

### Similar story despite smaller sample size

The October long weekend is always a quieter one on the auction front. There's too much competing for people's attention.

CoreLogic reports that there were 596 auctions held in Sydney last week, 250 less than the previous week which is not an unusual trend for a Grand Final weekend. The preliminary clearance rate in Sydney was 48.6%.

The market now moves into what is potentially its busiest time of the year. But don't expect a major spike in activity. Instead, expect buyers to take the approach they've been taking for some time.

That is, they will keep taking their time.

### Final thought

People typically make New Year's resolutions in the (often gastronomic) aftermath of Christmas. But New Year's real estate resolutions need a longer lead time.

At this stage, it's difficult to see the 2019 property market being starkly different to this year. The supply-demand imbalance remains in need of a long-term fix, interest rates should stay low though many lenders have already adjusted their rates upwards anyway, and buyers should remain interested in properties they view as reasonably priced.

If in 2019 you plan to upgrade, downsize or anything in between, now is the time to set those plans in motion. Selecting the right local agent, agreeing the best campaign strategy, giving your agent the opportunity to do the necessary leg-work – it all takes time.

Campaigns that get the best cut-through are not created in a day. Start your 2019 property plan now.

