



Real Estate Institute of Australia

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The General Manager
Adjudication Branch
Australian Competition and Consumer Commission
PO Box 1199
DICKSON ACT 2602

Dear General Manager

In your letter dated 6 August 2007, the Australian Competition and Consumer Commission (ACCC) requested comment from the Real Estate Institute of Australia (REIA) on the Real Estate Institute of Western Australia's (REIWA) application for a minor variation of Authorisation A91026. Authorisation A91026 relates to REIWA's Articles of Association, Members' Code of Practice, Auction Code of Conduct, Multiple Listing Service By-Laws and Standard Exclusive Agency Agreements.

REIWA is a highly valued and respected member of the REIA. REIWA has estimated that around 85% of active real estate businesses in Western Australia are REIWA members and that these businesses are involved in around 95% of residential property transactions in that jurisdiction. In representing the interests of member agents and agencies, REIWA has endeavoured to design and engage procedures that avoid anti-competitive conduct, maintain a professional image and maximise public benefit through appropriate consumer protection policies.

The REIA understands that the proposed minor variation relates to REIWA's Code of Conduct and would allow agents who are members of REIWA to act in court ordered auctions where no reserve price has been set, in circumstances where the seller wishes to place a bid on the property.

After examining REIWA's application, the REIA is satisfied that the proposed minor variation to Authorisation A91026 would not result, or be likely to result, in a reduction in the extent to which the benefit to the public of Authorisation A91026 outweighs any detriment to the public flowing from the authorisation.

I would welcome the opportunity to discuss this submission.

Yours sincerely

Bryan Stevens
Chief Executive Officer
Real Estate Institute of Australia

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