

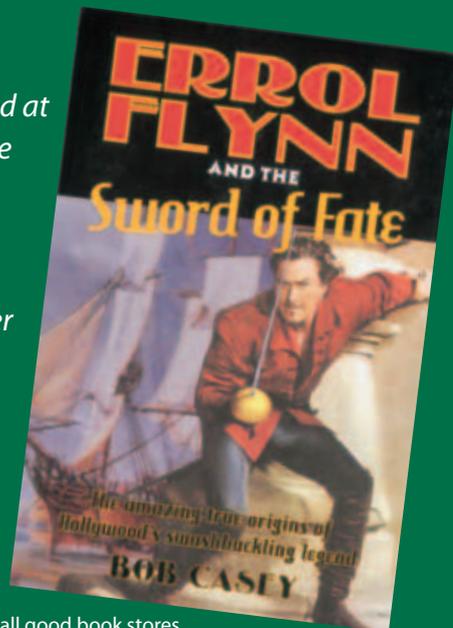
## Tasmania's favourite son – Hollywood legend, Errol Flynn

One of the most celebrated of all Tasmanian sons, Hollywood's swashbuckling legend Errol Flynn, has direct links to Pressland House.



The publication *Errol Flynn and the Sword of Fate* by Bob Casey (2008) Published by masterpiece@ixl makes reference to Pressland House as follows:

*"Errol and his father boarded at Pressland House in Melville Street in 1925 while he was attending Hobart High. Errol's mother was then living in France and his sister Rosemary and his father struggled to cope, drinking at local pubs and leaving Errol to his own devices".*



\* *Sword of Fate* by Bob Casey on sale now at all good book stores.

# A Brief History of the REIT



Established 1945

2009

# Foreword from the REIT State President

I am delighted the current REIT State Executive agreed to research the history of the REIT and to fund the recording of the institute's evolution in the form of this historic publication.



Too often the links to the past can be forgotten and the true history along with those special stories and memories that form the character of an organisation are lost unless there is a conscious and determined effort to put all the pieces together.

Whilst I fully acknowledge that it is the future of this organisation that is the most important focus, it is also beneficial to recognise and reflect on our rich, and at times, colourful past. It is especially important to remember the combined efforts of those from our industry who have played a role in what has been a 64 year journey as the industry's peak body.

As you read this publication you will understand the amazing dedication given to this organisation by so many who have played pivotal roles in representing the real estate industry here in Tasmania through their involvement with the REIT. People like Ted Flint who was the grandfather of industry training for the REIT. The long list of these special people should never be forgotten.

This publication was compiled by REIT CEO Martin Harris in close collaboration with numerous members past and present. In particular, the REIT would like to thank Ken Buntain, Bill Woolcock, Geoffrey Clarke, Phillip Bushby, Esley Dunham, Grahame Cooke and many others.

For those like me who have been around for a while, you will no doubt recall many of the names and faces featured in this booklet. I trust this publication will indeed prove to be informative, educational and perhaps even entertaining for you all. The REIT is your industry peak body and I encourage you to remain involved and supportive by being part of your industry's long term future.

A handwritten signature in black ink, appearing to read 'Peter M. Bushby'.

Peter M. Bushby AREI, CCIP  
State President 2007 - 2009

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While every effort has been made to research and confirm the history of the REIT, a large proportion of the REIT archives have been lost (hence the need for this publication) and the organisation wishes to apologise to any individual for any errors or omissions that may subsequently be uncovered.

Published 2009

## The Early Days

The Real Estate Institute of Tasmania was formed in 1945, primarily in response to the need for an industry body that represented the profession when legislation was being formulated that impacted on how real estate transactions were conducted in this state.

Ted Flint, later to become a Life Member of the REIT, was considered the grandfather of REIT training and a fresh faced 18 year old Peter Bushby recalls attending a 1974 real estate training session in Launceston with Ted Flint himself as the teacher.

In its early days, administration of the REIT throughout the state was often carried out on a volunteer or part-time basis. Barry Scott was appointed Secretary in 1981 and on his retirement Frank Williams (former CEO of the Hobart Building Society for over 20 years) took over and employed REIT's first full-time assistant, Kerry East (now Kerry Lane). One of the better known part-time secretaries was Duncan McDougall who attended to the role from his public accounting practice at 65 Murray Street, and later at Roseville House, 147 Davey Street, where there was more room for meetings, staff and parking.

Perhaps the best known Executive Director in the institute's colourful history is Ken Buntain. Ken served in the role for more than 14 years from 1984 and is credited with taking the organisation to a whole new level with advancements in a variety of key areas most notably industry training.

In 1985, the REIT purchased Pressland House at 33 Melville Street, Hobart from the McDevitt Estate for the sum of \$113,000. This was a significant investment in the future of the Institute. A driving force behind the move to finally establish a genuine home for the REIT was Grahame Cooke, President of the day, and later to become an REIT Life Member.

The foresight of the decision to purchase REIT House was further emphasised some years later when downstairs rooms were converted into training facilities.



**Ken Buntain**

Not only did the McDevitt family help the REIT with delayed settlement, but board members of the day undertook personal guarantees to underwrite the purchase, and were also asked to contribute \$200 each to have a sponsored chair in the board room so each had somewhere to sit.

By all accounts the front door to REIT was a popular topic of discussion. The 'squeaky door' was known to all and was considered a perfect alarm system for staff to know that someone had entered the building. A member brought a can of oil in one day and the 'problem or special feature' was remedied.

Younger members of the REIT will be only vaguely aware of the Multiple Listing Service which at one point was big business in Tasmania for the REIT. Not only did this involve a dedicated multi-listing office in Launceston but also weekly property inspections were conducted by bus.

At one point, the REIT had a very strong and active valuers chapter, but this declined following the introduction of the Valuers Registration Act 1974, and this then made the Australian Institute of Valuers (now the Australian Property Institute API) the recognised professional body representing the interests of registered valuers. Three of the last valuers to be part of the REIT valuers chapter before its demise were Robert Harrison, Mark Lawler and John Banks.

Ken Buntain wore many hats during his time at the REIT with travelling intrastate, interstate and overseas attending conferences and meetings that were designed to enhance the industry. He was also involved with creative fund raising efforts such as selling wine to members and conducting a building renovations raffle to help keep the REIT financially afloat.

Upon his retirement in 1998, Ken Buntain was replaced from within the REIT by Jarrod Nation, who served until 2002 when he chose to advance his management career by joining LJ Hooker in Melbourne.

Jarrold Nation was replaced by Martin Harris who was later appointed to the position of Chief Executive Officer.

## REIT House – a colourful past

33 Melville Street is known today as REIT House, but still proudly retains the original name of Pressland House.

Pressland House has a rich and colourful history, and while it was first established circa 1823, it became an exclusive commercial academy for young gentlemen in 1833 by Thomas Pressland Cowle. The State Library of Tasmania records state that an article in the *Hobart Town Courier*, 27 December, 1833 was quoted as saying:

### *Commercial Academy*

*Mr Cowle respectfully informs his friends and the public, that his Academy for a limited number of Young Gentleman as boarders, and day pupils, in the various branches, of useful and commercial education, will open on Monday the 20<sup>th</sup> January next, at his residence in Davey Street, lately in the occupation of Mrs Wells, where prospectuses and terms may be held.*

At some point Pressland House became a Private Family Hotel with Mrs Clements as the proprietress. Advertisements of the day encouraged visitors to telephone Hobart No 75 for their reservations.

A search of the upstairs bedrooms at Pressland House once revealed numerous red light bulbs, suggesting that the building was also a house of ill repute. However, detailed historic records featuring names of ladies and their special clients remain elusive.



Thomas Pressland  
Cowle



# Life Members of the REIT Honour Roll

☆ John Martin

☆ Brian Reeves

☆ Bill Woolcock

☆ Grahame Cooke

☆ Phillip Bushby

☆ Esley Dunham

☆ Ian Wells



Brian Reeves



Bill Woolcock



Phillip Bushby

## REIA National Presidents from Tasmania

The REIT has had representation at the national level with the Real Estate Institute of Australia for many years. In fact, in the early days, up to six board members and the EO attended national meetings. REIT has been represented on the national board for the past five years by Chris McGregor, who is also the current Vice President of Australia.

Tasmania has to date had the honour of having five members take on the important role of National President, and each has performed the role with distinction.

**Reg Blundstone OBE** (1969 - 1971)

Hooker-Edney Moore of Hobart

**John Martin** (1977 - 78)

E.E Richards Pty Ltd of Launceston

**Bill Woolcock** (1988 - 1990)

E.E Richards Pty Ltd of Launceston

*(now Woolcock Partners of Launceston)*

**Phillip Bushby** (1995 - 1996)

Bushby & Co. of Launceston

*(now Bushby First National of Launceston)*

**Ian Wells** (2004 - 2005)

Knight Frank Tasmania of Hobart



John Martin



Ian Wells

# REIT State Presidents Honour Board

1945	K.E (Keith) Darcey
1946	H.R (Harry) Reynolds
1947	J.H (Jim) Bain
1948	E. (Edney) Moore
1949	O.R (Oscar) Hart
1950	H (Harry) Christie
1951	C.A (Tom) Harrison
1952	C (Charlie) Tennant
1953	M. (Max) Payne
1954	C. (Charlie) Tennant
1955	O. Lee
1956	D.L. (David) Saunders
1957	K. (Keith) Titmus
1958	R. (Reg) Blundstone
1959	R. (Reg) Blundstone
1960	E. (Ted) Meredith
1961	M.A (Maurice) Lord
1962	J (Jack) Addison
1963	E.E (Ted) Flint
1964	W. (Wally) Fitzgerald
1965	H. (Harry) Thompson
1966	B.R (Brian) Archer*
1967	J.R (John) Martin
1968	R.R (Roope) Peet
1969	H. (Harry) Thompson
1970	J.A (John) Cairns
1971	B.R (Brian) Archer*
1972	B. (Brian) Richardson
1973	J.F (John) Martin
1974	A.J (John) Moseley
1975	B. J (Brian) Reeves
1976	E.E (Ted) Flint
1977	E.E (Ted) Flint
1978	P.T (Peter) Tanner
1979	H. (Hank) Petrusma*



R. (Reg) Blundstone



E.E. (Ted) Flint

## REIT State Presidents Honour Board

1980	P.W (Bill) Woolcock
1981	P.W (Bill) Woolcock
1982	A.M (Tony) Rundle*
1983	R (Robert) Windsor
1984	G. (Grahame) Cooke
1985	G. (Grahame) Cooke
1986	V. (Viv) Barlow
1986	A. (Tony) Marsden
1987	A. (Tony) Marsden
1988	I. (Ian) Wells
1989	I. (Ian) Wells
1990	P.R (Phillip) Bushby
1991	P.R (Phillip) Bushby
1992	P.R (Phillip) Bushby
1993	E.M (Esley) Dunham
1994	J.G (Joe) McDevitt
1995	F.P (Frank) O'Connor
1996	R. (Richard) Thorp
1997	R. (Rod) Parker
1998	M. (Margaret) Hyland
1999	C. (Chris) McGregor
2000	C. (Chris) McGregor
2001	J. (John) Bloomfield
2002	J. (John) Bloomfield
2003	R. (Rod) Parker
2004	R. (Rod) Parker
2005	J. (John) Soundy
2006	J. (John) Ackroyd
2007	J. (John) Ackroyd
2008	P.M (Peter) Bushby
2009	P.M (Peter) Bushby



A.M. (Tony) Rundle



G. (Grahame) Cooke

*Note:*

Senator Brian Archer (1975 - 1994)

Hon Hank Petrusma, MLC (Member for Hobart 1982 - 1991)

Hon Anthony Rundle (Premier of Tasmania 1996 - 1998)

# REIT Members with National Honours

## REIA FELLOWS

Maxwell Holmes Bushby  
Peter Revill Clemons  
James Hoskins Bain  
Herbert Charles Kaiser  
Brian John Reeves  
Phillip Russell Bushby  
Anthony Noel Marsden  
John Martin Banks  
Vivien Stanley Barlow  
Hendrick Petrusma  
Neville Alan Moane  
Joseph Gerard McDevitt  
Frank Patrick Adrian O'Connor  
Ian Gordon Wells  
Esley Maurice Dunham  
Richard Edwin Thorp  
Margaret Florence Hyland  
Peter William Woolcock  
Geraldine Merle Sheehan  
John Richard Bloomfield  
Christopher John McGregor

## REIA ASSOCIATES

Frances Joseph Brady  
Reginald George Blundstone  
Lawrence Tudor Beddam  
Maxwell Holmes Bushby  
Peter Revill Clemons  
Albert George Collins  
Desmond Derrel Day  
Walter Frederick Fitzgerald  
Edward Ernest Flint  
David Harold Greeves  
Charles Arthur Harrison  
John Guy Henty  
John Clement Leary  
Maurice Athol Lord  
Donald Kelvin Mcelwee  
John Francis Martin  
Josiah Park  
Athol Keith Ranson  
Neil Maitland Reynolds  
Eric Ernest Richards  
Robert Maiden Swan  
Audley Mervyn Stuart  
Keith Raymond Titmus  
David Arthur Shepherd  
Herbert Charles Kaiser  
Peter William Woolcock  
Margaret Florence Hyland  
Brian Paul Troy  
Brian John Reeves  
John Ernst Simpson  
John Martin Banks  
Aylwin John Mosley  
Patrick Clive Toomey  
Jennifer Hill Dornauf  
Frank Patrick Adrian O'Connor  
Neville Alan Moane  
James Patterson Swain  
Anthony Noel Marsden  
Hendrik Petrusma  
Roger Vere McNeice  
Phillip Russell Bushby  
Peter Rex Jones  
Vivienne Anne Moane  
Vivian S Barlow  
Darrel Berlowe Woodfield  
John Michael Cuff  
Michael James Dale  
Roger John Tragaskis  
Ronald William Garrison  
George Arthur Hambly

Barry John Reynolds  
Graeme Rees McCartney  
Thomas Rowan Standing  
Brian Arthur Watchorn  
Joseph Gerard McDevitt  
Charles Scott Brothers  
Robert Mackinnon Harrison  
Gordon James Humphreys  
Kelvin Joseph Markham  
Ian Gordon Wells  
John Maxwell Abel  
Geraldine Merle Sheehan  
Martin O'Toole  
Trevor Garth Dobson  
Ronald George Williams  
Esley Maurice Dunham  
Edjar Ten Broeke  
Noel Rex Towns  
Gay Louise Lyndon  
Andrew J Mackenzie Pitt  
Helen Louise Johnstone  
Ian Cyril Hosan  
Michael Dunn  
Richard Edwin Thorp  
Gerard Francis Morgan  
Geoffrey Paul Casson-Medhurst  
Alan George Robson  
Peter Lennox Snodgrass  
Kimberley Bevan Davis  
Trevor Robert Spinks  
Alan Richard Hilder  
Rosemary Carolyn Peterswald  
Robert Francis Philpott  
Kevin Wayne Towns  
Robert Windsor  
Rodney Wayne Parker  
Rick Brewsher  
Gerald John Cairns  
John Vincent Robert Morrisby  
John Richard Bloomfield  
Genevieve Ann Youngman  
Alan Thomas Woodland  
Kevin Francis House  
Christopher John McGregor  
Anne Maree Ackroyd  
John Trevor Soundy  
Francesca Jago  
Phillip Kelly  
Peter Maxwell Bushby  
Pam Corkhill

## Training

The REIT became a Registered Training Organisation in 1999 and first offered the Diploma in Real Estate in 2001. A number of senior members who had previously studied through TAFE found the new course a real challenge.

An employee of Brian Reeves, Peter Jones, took on the role of part-time training coordinator and all training at that time was via correspondence. A little later classroom training was introduced and Peter Jones became full time education coordinator under the TAFE banner.

The cornerstone of traditional REIT training has been the course required through legislation to qualify a person to work in real estate. In response to changing learning patterns, the course is today offered via face to face, distance learning with a CD-Rom and distance learning with folder documentation. The REIT also provides members with access to Certificate III, Certificate IV and traineeships in administration and real estate.

REIT Training Managers Megan Newton and Lynne Maher were each instrumental in the establishment of competency based training – the core of which is at the backbone of today's training philosophy. This is continued to this day by Mark Berry and his training team.

Since 2001 the REIT has also offered members the opportunity to complete a Diploma in Real Estate or Diploma in Property Management, which under current legislation in Tasmania, is the primary requirement for principals to legally operate their own real estate business.

The REIT is understood to have conducted a low key one day conference on a bi-annual basis as early as 1965. Industry sources advise that the first structured training conference as we know them today was held at Rutherglen just south of Launceston, and the tradition of the Mini-Muster or annual conference evolved from that day forward.

To further illustrate the prominent role that Tasmania has played with real estate advancement on a national scale, REIT were instrumental with the introduction of the Australasian Real Estate Institutes Auctioneering Championships.

Originally the REIT conducted its own auctioneering competition, and later Victoria came on board as part of a regular auctioneering challenge. Under the leadership of Phillip Bushby the auctioneering competition flourished and this prestigious event which commenced in Hobart in 1993, the event today enjoys an enormously high profile. Key players during those early days of auction competition coordination were Alan Lord and Kevin Sheehan of Victoria and Tasmania's Ken Buntain, Richard Thorp, and Phillip Bushby.

The REIT have conducted their state auctioneering championships at various venues, including one memorable competition in the middle of Elizabeth Street Mall in downtown Hobart.

The REIT has for some years had the support of the regulatory body (Property Agents Board) with funding contributions towards the cost of providing training and research services for the industry and the general public. The funding is the direct result of a formal approach by the REIT State Executive to the government of the day.

The objective of the REIT is to continue to enhance and expand the training and research services for the industry, but provide increasingly more products and courses initiated by the REIT, without the need for additional funding support.



One of the real success stories of the industry has been the establishment of the Real Estate Scholarship Board which was launched in 1989. It is acknowledged that the concept could not have gotten off the ground if not for industry members being willing to take on the role of host agents. The industry was keen to invest in the future leaders of the industry, and the concept was primarily the brainchild of Bill Woolcock and his State Executive colleagues.

Bill Woolcock noted at the time that there was a significant lack of suitable education opportunities for younger Tasmanians who did not choose to go to technical colleges or university. The scholarship program was just one industry initiative designed to meet that need.

Since 1989 there have been over 80 students aging from 17 to 35 who have had the opportunity to combine classroom studies and practical on the job training in real estate over a three year period. The end result is that the student has had exposure to invaluable on the job training, assignments and assessments, plus specialist classroom training that is designed to prepare the person for a successful, long term leadership role in the real estate profession.

The inaugural Chairman of the Real Estate Scholarship Board was Bill Woolcock (later to be honoured with Life Membership) and he continued until 1991 when Esley Dunham was appointed. In recognition of his lengthy service in this important industry role, the REIT bestowed upon Esley Dunham, Life Membership status in 2007.



**Esley Dunham**

In 2007 the REIT was also delighted to have launched the REIT Auction Academy. State Executive Members John Soundy and John Ackroyd were the driving forces behind the initiative which was designed to promote the concept of auctioneering in Tasmania with the facilitation of training sessions, workshops, networking sessions and promotion of auctioneering to both members and consumers.

## Legislation over the years

The real estate industry in Tasmania, like all states and territories of Australia, must abide by the relevant legislation in terms of licensing, education and professional code of conduct.

The REIT and all industry members have responded to the challenges that each piece of legislation poses as and when they have been introduced. The finalisation of legislation involved a huge amount of time and effort by the REIT State Executive, branch committees, project teams and individual members all over the state. Without the commitment of these industry members, the industry would have had to face vastly different legislative changes that potentially could have been a nightmare for practitioners.

The most significant change in legislation was in 1991, when the industry scale of commissions was de-regulated. However, the government required the recommended scale to be retained as a guide for consumers. In 2006 further de-regulation of the industry resulted in the dropping of a number of licenses, including those for real estate managers, sales consultants and auctioneers (other than general auctioneers). This saw the introduction of a registration model that required real estate agents who are in charge of a place of business to be fully responsible for all staff at that place of business.

Another key aspect of the Property Agents and Land Transactions Act was the move to introduce cooling off periods and a compulsory vendor statement for all residential properties. The REIT worked closely with the Office of Consumer Affairs and Fair Trading and the Property Agents Board to ensure that the new legislation was as practical and workable as possible for both the industry to deliver, and for the consumer to fully understand. At the time of publication the introduction of these changes were to take effect early 2010.

Cooling off periods and vendor statements have been common place in various states and territories for many years, and while the history of consumer complaints and problems in our state has been negligible, the State Government believed that the changes were in the best interests of fairness and transparency for consumers.

The State Government on 1<sup>st</sup> July, 2009 formally launched the Residential Deposit Authority, which is perhaps better known throughout Australia as a bond board. This involved all bonds paid by tenants be they via real estate agents or private landlords, to be retained in a special account for appropriate dispersal when the residential lease period concluded. The rationale for this legislation was that there were too many private landlords who were not acting legally or ethically when bonds were due to be repaid to tenants.

The industry supported these new legislation initiatives as they ensured the real estate process is far more transparent than ever before, and there is now a formal process in place to pursue genuine property related consumer grievances.

## The Auctioneers and Real Estate Agents Council (2005)



Back Row L to R: David Skinner, Bill Woolcock, Phillip Bushby and Alan Hilder  
Front Row L to R: Geoffrey Clarke, Ros Christensen, John Scott (Chairman),  
Nicki Reed (McKibben) and Rosemary Peterswald.

## Regulator

The Auctioneers and Estate Agents Council was established in 1959 to regulate the real estate industry in Tasmania. The first Chairman of the Council was Graham Blackwood, followed by John Scott in 1984.

The Council was ably served by Council Secretary, Mr A Griffiths, Mr L Farrell and Mr Geoffrey Clarke (from 1976), who carried out the lion share of the Council's responsibilities until the Property Agents and Land Transactions Act was introduced in 2006.

The Property Agents and Land Transactions Act superseded the Auctioneers and Real Estate Agents Act and the former Council was replaced by what is now known as the Property Agents Board.

The inaugural Property Agents Board comprised two industry representatives, John Soundy and Ian Wells, two consumer representatives, Nicki McKibben and Lynden Griggs (later replaced by Elizabeth Gillam) and John Upcher, a leading Hobart lawyer who is the independent Chairperson of the Board.

Former AREAC General Secretary Geoffrey Clarke assisted in the transition phase between AREAC and the new Board. Alicia Hutton was appointed Executive Officer of the Property Agents Board following the retirement of Geoffrey Clarke in July, 2007.

The Property Agents Board has wide ranging regulatory roles and responsibilities, but principally these revolve around the administration of registration, industry education standards, industry code of conduct, consumer complaints and upholding industry standards through a comprehensive tribunal process.

The industry has been fortunate over many years to have enjoyed a particularly positive and productive working relationship with the regulator, which has been of tremendous benefit to both organisations.

## Planning for the Future

The real estate industry in Tasmania has, like the rest of Australia, changed markedly in recent years.

In the wonderful, 'good old days' (up until the year 2001) a typical residence in Tasmania was worth about \$100,000. However, since the housing boom arrived in 2002, that same home is now probably double that amount or more. Not only were many properties in Tasmania undervalued at the time, but when combined with a boom, it resulted in prices skyrocketing. Tasmania will never return to the days of housing prices of the late 1990's, but to this day they remain very reasonably priced compared to markets interstate and overseas.

Coinciding with the boom, there was an increase in the number of agent offices and sales consultants in the market place and when the market levelled out in 2005/2006, houses largely retained their value, but the volume of sales did decrease compared to the boom times.

When combined with legislative changes, the market in Tasmania and the agents in particular, have had to adapt to the changing conditions. In turn, the REIT has responded by introducing a wider variety of training courses to meet member needs, reinforcing the need for all members to abide by more stringent professional standards, and also embracing new technology.

Consumers have dramatically changed their buying habits. Today, most buyers will do their own research and check on the internet for all available properties in all price ranges. The agent needs to meet the needs of the potential buyer by providing a summary of all sales activity in each nominated market, projected investment return figures, internal and external pictures of the property, rating information, current sales and leasing forms, and a whole lot more.

The REIT's website today is designed to meet this insatiable thirst for consumer information on real estate. In addition to median house prices on all areas of the state, one of the most popular features is a Help Desk which serves to answer frequently asked questions about every aspect of real estate in this state.

In the past, the number one service provided by the REIT has been training, and while that remains a high priority, the focus in this ever changing market is to provide added value services across the spectrum of members' day to day operations.

On a national level, the REIT is also working with the REIA to ensure that licensing, registrations and education standards remain at a consistently high standard throughout Australia. Any reduction in these standards will potentially lead to a loss of confidence in the real estate industry and this cannot be allowed to happen when the home is still regarded by many as the biggest single purchase in a person's lifetime.

Real estate is a key indicator of the health of any economy. When people are buying and selling real estate many other industries benefit, and so does the State and Federal Governments through taxation revenues. The challenge for Governments is to find a balance of retaining income streams, and introducing incentives for buyers and sellers while not deterring investors by putting up financial and bureaucratic barriers.

The REIT's role is to play a strategic leadership role in all areas to ensure the long term success, growth and vitality of the real estate industry in Tasmania.

**REIT**  
REAL ESTATE INSTITUTE  
OF TASMANIA

**TASMANIAN REAL ESTATE  
A SOUND INVESTMENT**

HOME MARKET FACTS TRAINING PROPERTY SEARCH MEMBER SEARCH CONSUMER GUIDE ABOUT

**PROPERTY SEARCH**  
SEARCH FOR PROPERTIES  
IN TASMANIA

**CONSUMER  
HELPDESK**  
TASMANIAN REAL ESTATE  
FROM A TO Z

**MAKE AN INFORMED CHOICE**

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- SALES TRENDS IN YOUR AREA
- CITY / TOWN / SUBURB INFORMATION

Managing or buying a property can be very stressful in the modern economic climate...  
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## REIT Southern Branch Members

4 One 4 Real Estate  
 Australian Institute Of Conveyancers (Tas)  
 Battery Point & Heritage Real Estate  
 Bluedge Property  
 Charlotte Peterswald For Property Sales  
 Charlotte Peterswald Property Management  
 Corkhill & Associates  
 Creese Property Consultants  
 Crowther Richards Real Estate  
 Derwent Real Estate  
 Direen Realty Pty Ltd  
 Edwards Windsor Real Estate  
 EIS Property Management  
 Elders Brown & Banks  
 Elders Southern Midlands  
 Fall & Associates  
 Fall & Associates Hobart  
 Fruit Property  
 George Self Property Pty Ltd  
 Harcourts Eastern Shore  
 Harcourts Hobart/Sandy Bay  
 Harcourts Kingborough and Huon  
 Hilder Real Estate  
 INESTA Pty Ltd  
 Insight Realty  
 Kate Storey Realty  
 Knight Frank  
 L J Hooker Bellerive Property Sales  
 L J Hooker Commercial Hobart  
 L J Hooker Glenorchy  
 L J Hooker Hobart  
 L J Hooker Kingston  
 L J Hooker Margate  
 Macquarie Real Estate Eastern Shore  
 McGregor First National  
 Merchant Hobart  
 Metro Realty  
 Nest Property  
 North Shore Realty  
 Patons For Property  
 Petrusma Property Corporate Centre  
 Petrusma Property Glenorchy  
 Petrusma Property Hobart/Sandy Bay  
 Petrusma Property Howrah/Bellerive  
 Petrusma Property Kingston  
 Petrusma Property Lindisfarne  
 Petrusma Property Rental Centre  
 PMM Real Estate  
 PRD Nationwide on Harrington  
 PRD Nationwide Realty  
 PRDnationwide Eastern Shore  
 Professionals Sorell  
 Raine & Horne Eastern Shore  
 Raine & Horne Hobart  
 Raine & Horne Hobart (Commercial)  
 Raine & Horne Kingston  
 Raine & Horne Sorell  
 Ray White Hobart  
 Re/Max Properties  
 Rental Room.Com  
 Roberts Brighton & Country  
 Roberts Eastern Shore  
 Roberts Glenorchy  
 Roberts Hobart  
 Roberts Kingston  
 Roberts New Norfolk  
 Roberts Orford Triabunna  
 Roberts Sandy Bay  
 Roberts Sorell  
 Roberts Southern Beaches Lauderdale  
 Roberts Swansea  
 Salamanca Realty  
 Shearing & Tebb  
 Signature First National  
 Signature Real Estate Hobart  
 South East First National  
 South Property  
 Tasmanian Lifestyle Properties  
 Tasmanian Lifestyle Rentals Pty Ltd  
 Tasmanian Private Realty  
 Wellington Auctioneers  
 Whites Real Estate Professionals  
 Your Home Realty

# REIT Northern Branch Members

- 41 Degrees Real Estate
- Aqua Property Services North
- Aqua Property Services North-East
- Bushby First National
- Buytas Property
- Deloraine First National
- Elders Launceston
- Elephant Realty
- Esk Property (inc. Ross Oliver Commercial)
- Halliday First National
- Harcourts East Tamar
- Harcourts Launceston
- Harcourts Meander Valley
- Harcourts Midlands
- Harcourts North East
- Harcourts Northern Midlands
- Harcourts St Helens
- Harrison Humphreys
- L J Hooker Bicheno
- L J Hooker Deloraine
- L J Hooker Launceston
- L J Hooker St Helens
- Landmark Realty
- Mainland International
- Peter Bushby Real Estate
- PRD Nationwide Tamar Valley
- Quixell Launceston Metro
- Raine & Horne Launceston
- Ray White Launceston
- Rescom Property & Finance Services Launceston
- Resort Brokers
- Roberts Deloraine
- Roberts Exeter
- Roberts Launceston
- Roberts Meander Valley
- Roberts Regional North
- Roberts Rentals Launceston
- Roberts Scottsdale
- Roberts St Helens
- Roberts Whitemark
- Shepherd & Heap
- Statewide Real Estate
- Towns Shearing Real Estate
- Weedon Real Estate
- Woolcock Partners

## REIT North-West Branch Members

Best Properties  
Bloomfield First National  
Burnie First National  
City & Rural First National  
Collins Realty  
Dean Chamley & Associates  
Elders Burnie  
Elders Devonport  
Elders Real Estate Smithton  
Elders V J Woodhouse & Son Ulverstone  
Elders V J Woodhouse Penguin  
Emu Bay Real Estate  
Halliwell First National  
Harcourts Circular Head  
Harcourts Devonport & Shearwater  
Jarrod Nasiukiewicz & Associates  
John Ackroyd Real Estate  
King Island Real Estate  
L J Hooker Devonport  
L J Hooker Shearwater  
L J Hooker Wynyard  
Landmark Smithton  
Moving Nest Real Estate  
North West Property Agents  
PRD Nationwide Smithton  
Raine & Horne Devonport  
Roberts Burnie  
Roberts Devonport  
Roberts Shearwater  
Roberts Sheffield  
Roberts Smithton  
Roberts Ulverstone  
Roberts Wynyard  
Sushames Real Estate  
West Coast Realty