



2025 REIT AWARDS FOR EXCELLENCE

NOMINATION PROSPECTUS

Saturday 18 October 2025
Ricky Ponting Function Room
Ninja Stadium
15 Derwent Street, Bellerive

CELEBRATING
80
YEARS
OF THE
REAL ESTATE INSTITUTE
OF TASMANIA

2025 REIT AWARDS FOR EXCELLENCE



The Real Estate Institute of Tasmania (REIT) is pleased to announce the 2025 annual Awards for Excellence, which recognises the real estate industry's top performers across Tasmania. These Awards aim to encourage, recognise and promote excellence and best practice in the real estate profession.

The awards will be presented at a Gala Dinner on **Saturday 18th October 2025**, at the Ricky Ponting Function Room, Bellerive Oval, 15 Derwent Street Bellerive.

IMPORTANT DATES

Tuesday	1st July 2025	- NOMINATIONS AND SUBMISSIONS for ALL categories open.
Sunday	24th August 2025	- SUBMISSIONS CLOSE - entry submissions answering set criteria must be received via the online submission platform by 11.59pm. Late entries WILL NOT be considered.
Monday	25th August 2025	- JUDGING STARTS
Monday	22nd September 2025	- FINALISTS ANNOUNCED. Benchmark score is required to be met for all submissions, and finalists will be notified by email.
Saturday	18th October 2025	- REIT AWARDS FOR EXCELLENCE DINNER – held at the Ricky Ponting Function Room, Bellerive Oval, 15 Derwent Street Bellerive.

WHO CAN ENTER?

Please read all instructions prior to entering.

Before you nominate – make sure you (or the person / team you're nominating) are eligible. Agency principals or shareholders may nominate for individual awards. Parties are welcome to nominate themselves or be nominated by others.

Entrants must be:

- a financial Institute Member (as defined in the REIT Articles of Association), or
- employed by an Institute Member

HOW TO ENTER

1. Follow the instructions to register and access the online submission platform.
2. Visit <https://reit.awardsplatform.com>
3. Complete the answers to the criteria question (**500-word limit per criteria**) directly into the relevant fields in the online submission platform. You cannot upload your answers in PDF, Word or any other format. Unless specifically stated, no attachments are allowed. **All examples and answers must be from within the period 1st July 2024 to 30th June 2025.** Examples outside of this period will not be considered.
4. Submit your entry through the online portal by 11:59pm on **Sunday 24th August 2025**

Any submission after 11:59pm will be disqualified, and submissions outside the portal will not be considered. Applications cannot be edited once submissions are closed at **11:59pm on Sunday 24th August 2025**.

Penalties:

- Judges will penalise any deviation from the entry requirements by 5% for each deviation.
- Any attempts to contact judges about an application will result in disqualification.

Notes: All entries become the property of the REIT on submission. No responsibility for loss or misdirection of entries will be accepted by the REIT or its representatives. Photos may be used for promotional purposes. Finalists are only permitted to use their status in any internal or external marketing using the social media tile provided to them by the REIT in its entirety.

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JUDGING

A judging panel will be appointed. Each panel will be composed of three individuals, who may or may not be directly involved in the real estate industry inside or outside of Tasmania.

Judges may include members who are currently, or were previously practising in real estate, from a relevant REI Branches, external specialists (e.g. in the areas of news media etc.); and entrants from sponsors, and/or interested members of the public, where relevant.

Every effort will be made to ensure that judging panels do not have any conflict of interest, and that the award and judging processes are transparent. Judges will be required to declare any possible conflict of interest and to commit to confidentiality in a signed statement. Judges may not have any formal association with the nominated agency or individual.

The REIT and the judging panels reserve the right to not give an award in a category, should an appropriate standard for representing Excellence not be reflected in submissions.

Judging will occur via online submission only.

ONLINE SUBMISSION JUDGING

For all nominated awards except the President's Award, a judging panel will be appointed.

Judges will assess the nominee's submission against the criteria for their category. Entrants will not be assessed against the performance of other entrants in the category. Assessments will not be made on the basis of sales volume, size or location of company.

Judges will assess each nominee independently from other members of the judging panel and will provide their decisions to the REIT through the online judges' portal. These will then be tallied by an independent auditor to determine the results in each category.

PRESIDENT'S AWARD

The judge for the President's Award is the REIT President, who may seek assistance in the judging process, at his/her discretion, from REIT Past Presidents.

The President will consider the professional abilities and achievements of entrants, as well as relevant legislative, market and industry knowledge; commitment to ongoing professional development; leadership in the industry including commitment to the professional development of others; highest professional and ethical standards; and participation in the Real Estate Institute's activities and/or contribution to the work of the Real Estate Institute of Tasmania.

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AWARDS FOR EXCELLENCE SUBMISSION TIPS

These tips are here to help you make the most of your application. They include general advice on your submission, as well as feedback on previous entrants.

Do not duplicate any previous entries

Your submission needs to be unique. Duplicate, or rehashed submissions will not be considered.

What did you achieve? – be clear and concise, and make sure it's relevant

The goal of the REIT Awards for Excellence is to foster excellence and best practice. Entrants should address those aspects of their professional practices that exemplify excellence and achievement in the profession.

Provide examples of any claims you make so the judges can understand and appreciate your achievements. For example, it is not sufficient to say: "I provide strong leadership to other staff members in my agency." A fuller response might be: "An example of the way I provided leadership to other staff members in my agency is my establishment of a mentoring program matching new and junior staff members with more experienced practitioners, which includes regular meetings with the mentor to discuss problems, brainstorm ideas and reach solutions."

- Look at what the question is asking, address all criteria and provide the exact number of specific examples where asked.
- Answer directly, and in detail. Do not submit an abridged version.
- Describe how you know you've achieved strong results – how did you measure success? E.g. Identify what tools or measures were used
- Use acronyms sparingly -. If you do use acronyms, explain what they are and use only where necessary.
- Articulate what techniques were used to achieve your results, and outline why they were significant or important.

It has to be within the time period required

The submission period for the 2024 Awards for Excellence relates to achievements during the period **1st July 2024 to 30th June 2025**. Any examples that relate to achievements outside of this period – no matter how good – will not be considered.

Tell it straight – don't exaggerate

Be realistic about your achievements and ensure that your claims about sales success can be substantiated – demonstrate what you've achieved. Provide examples which demonstrate best practice and professionalism. Be specific about what you or your agency achieved – rather than what the broader agency 'brand' has achieved.

Professionalism – spelling and grammar matter!

Get the basics right – grammar, punctuation, presentation, and make sure you proofread. Neglecting any of these can have a serious impact on your application. It is expected the REIT Award entrants respect both state and federal REIs' contribution to recognise excellence and highlight professional practice and as such, entrants should take care in endorsing any products or services which are in direct conflict with their REI.

First person

Talk about what you've done and write in the first person. E.g. "I've taken my client through an amazing real estate experience." Use testimonials where appropriate.

500 words

You've got 500 words for each criterion – that's not many to describe why you should get an award – use them well.

And of course - don't leave it too late!

The closing date for lodgement of submissions is **11:59pm, Sunday 24th August 2025**. Late entries WILL NOT be accepted.

2025 REIT AWARDS FOR EXCELLENCE



AWARDS FOR EXCELLENCE SUBMISSION TIPS

ENTRANT PERSPECTIVE

1. Documenting and Presentation

- Word Count - use them wisely, try to use the full count where possible
- Prioritise your important achievements / examples then remove the “low hanging fruit” to enable the best to be included
- Don't waffle, review after first draft
- Format and spell check. This includes paragraphs and spacing
- Use a word document for your draft, then transfer to Awards Platform

2. Answering the Criteria Questions

- Dedicate enough time to complete your submission, START NOW!
- Ensure you answer different points within the criteria questions
- Avoid ‘motherhood’ statements
- Use data and detailed examples to back up statements made
- Answer in the first person – more personable
- Where you can add attachments – add them!
- Only use the exact number of examples requested – points will be lost if you do not do this
- Finally, proof read your submission in its’ entirety, and, if possible, have someone else proof read it as well

JUDGING PERSPECTIVE

1. Think big picture

- What makes me/the team/the agency the best in AUSTRALIA at what I/we do?

2. Answer the Question

- If you answer it correctly against the criteria, this will put you 50% ahead of other submissions
- Read the criteria question **three** times, then commence your answer
- If you are unsure, ask for assistance – another team member, your principal or call the Institute
- Make it easy to read

3. Commonality

- Keep it simple and relevant, it is easy to drive word counts up with words that are meaningless
- Avoid ‘motherhood’ statements. Support all statements with data, statistics or case studies

4. Imagine you are the Judge

- How will it be received by others?
- Would you receive full marks for the answer you provided?
- Back your own genius!

5. How to think like a judge

- Rarely are there more than two submissions of an elite level
- Judges do not care how marvellous you are – concentrate on demonstrating what you have claimed
- Consider how your submission will stack up against the other nominees

Submissions that win, have taken these steps.

2025 REIT AWARDS FOR EXCELLENCE



AWARDS CATEGORIES

Agency and Team Awards

1. **Commercial Agency of the Year***
2. **Large Residential Agency of the Year***, 21 (inclusive) or more people. May have multiple offices within Tasmania
3. **Medium Residential Agency of the Year***, 11 to 20 people, individually owned and operated on a single office site
4. **Small Residential Agency of the Year***, 10 people (inclusive) or fewer
5. **Community Service Award***
6. **Innovation Award***
7. **Marketing and Communications Award***
8. **Residential Property Management Team of the Year***
9. **Residential Sales Team of the Year***
10. **Rural Agency of the Year**
11. **Sustainability Leadership Award – Agency***

Individual Awards

12. **Achievement Award***
13. **Business Broker of the Year***
14. **Business Development Manager of the Year***
15. **Buyers' Agent of the Year***
16. **Commercial Property Manager of the Year***
17. **Commercial Salesperson of the Year***
18. **Marketer of the Year***
19. **Operational Leadership Award***
20. **Operational Support Person of the Year***
21. **Residential Property Manager of the Year***
22. **Residential Salesperson of the Year***
23. **Rural Salesperson of the Year**
24. **Sustainability Leadership Award – Individual***
25. **REIT President's Award***

N.B. Awards with a "*" attached denotes categories whose winners are eligible for entry in the 2026 REIA National Awards for Excellence to be held in Canberra on Thursday 21st May 2026.

Agency and Team Awards

Commercial Agency of the Year *

Large Residential Agency of the Year *

Medium Residential Agency of the Year *

Small Residential Agency of the Year *

Community Service Award *

Innovation Award *

Marketing and Communications Award *

Residential Property Management Team of the Year *

Residential Sales Team of the Year *

Rural Agency of the Year

Sustainability Leadership Award – Agency*

N.B. Awards with a “*” attached denotes categories whose winners are eligible for entry in the 2025 REIA National Awards for Excellence to be held in Adelaide on Thursday 15th May 2025.

2025 REIT AWARDS FOR EXCELLENCE



Commercial Agency of the Year

Total points /100

This award recognises excellence in agency practice. It covers the commercial sector, including small, medium and large agencies. The agency may have multiple offices in Tasmania but may not be a multiple city or national franchise group. An office within a franchise may enter this category provided it is made clear the entry and all claims against the selection criteria relate only to that specific office. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Significant achievements

/30

Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider include growth (both in size and revenue), expansion through additional staff, outstanding results, implementation of systems, introduction of new services, use of technology, significant sales and/or property listings etc.

Achievements can include progressing or building upon projects, services etc. commenced prior to the submission period and/or previously submitted to the Awards for Excellence program. Where this is the case, specific details of what new results and improvements have been achieved must be highlighted.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development plan

/20

State three main priorities in your business plan and include an explanation for choosing these priorities.

SUPPORTING MATERIAL: You may choose to upload a copy of your business plan.

Professional development

/10

Outline the professional development strategies that you used during the submission period to develop your staff to their maximum potential and how these have improved business performance.

No attachments or hyperlinks allowed.

Marketing

/20

Highlight the most successful marketing strategies you employed during the submission period.

SUPPORTING MATERIAL: You may upload up to three pages and all supporting material must relate to the submission period.

Service to clients

/20

Provide two examples of how your agency has displayed outstanding service to clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices; geographic coverage of the agency, services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

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Large Residential Agency of the Year

Total points /100

This award recognises excellence in agency practice in the residential sector, where a single trading entity employs 21 or more people, including admin and the principal. The entrant can be an independent or a franchise office operating from a single location under its own licence OR a trading entity with multiple offices in different locations operating under a single licence and aggregating its offices into a single entry. This award is not judged on sales figures.

Note: If an independent or franchise business operates from multiple offices in different locations under a single licence and employs more than 21 people including the principal, then they must aggregate and enter the Large category.

The submission must include an online statement addressing the following criteria:

Agency activity /25

Provide details of how your overall business performance has improved over the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales, percentage increase in rent roll etc.). Explain what strategies you have employed to achieve this success.

SUPPORTING MATERIAL: Including, but not limited to data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.

Significant achievements /25

Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieve success and how it contributed to business improvement. The types of examples you may consider include growth (both in size and revenue), expansion through additional staff, outstanding sales or property management results, implementation of systems, introduction of new products or services, use of technology etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development plan /15

State three main priorities in your business plan. Explain their purpose and how you are working to achieve them.

SUPPORTING MATERIAL: You may choose to upload a copy of your business plan.

Professional development /15

Outline the professional development strategies the agency used during the submission period to develop staff to their maximum potential and how these have improved business performance.

No attachments or hyperlinks allowed.

Marketing /10

Highlight the most successful marketing strategies you employed during the submission period.

No attachments or hyperlinks allowed.

Service to clients /10

Provide two examples of how your agency has displayed outstanding service to your clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices, geographic coverage of agency, services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

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Medium Residential Agency of the Year

Total points /100

This award recognises excellence in agency practice in the residential sector, where a single trading entity employs between 11 and 20 people including the principal and operates from a single location under its own licence. The entrant can be an independent trading entity or a single franchise office owned and operated under its own licence. This award is not judged on sales figures.

Note: If an independent or franchise business operates from multiple offices in different locations under a single licence and employs fewer than 21 people in total, including the principal, then they must choose a single office location and enter that office in the Medium or Small category dependent on appropriate staff numbers.

The submission must include an online statement addressing the following criteria:

Agency activity /25

Provide details of how your overall business performance has improved over the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales, percentage increase in rent roll etc.). Explain what strategies you have employed to achieve this success.

SUPPORTING MATERIAL: Including, but not limited to data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.

Significant achievements /25

Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider including growth (both in size and revenue), expansion through additional staff, outstanding sales or property management results, implementation of systems, introduction of new products or services, use of technology etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development plan /15

State three main priorities in your business plan and include an explanation for choosing these priorities.

SUPPORTING MATERIAL: You may choose to upload a copy of your business plan.

Professional development /15

Outline the professional development strategies the agency used during the submission period to develop staff to their maximum potential and how these have improved business performance.

No attachments or hyperlinks allowed.

Marketing /10

Highlight the most successful marketing strategies you employed during the submission period.

No attachments or hyperlinks allowed.

Service to clients /10

Provide two examples of how your agency has displayed outstanding service to clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices, geographic coverage of agency, services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

2025 REIT AWARDS FOR EXCELLENCE



Small Residential Agency of the Year

Total points /100

This award recognises excellence in agency practice in the residential sector, where an agency employs a maximum of 10 people including the principal and where the business entity operates from a single location under its own licence. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Agency activity /25

Provide details of how your overall business performance has improved over the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales, percentage increase in rent roll etc.). Explain what strategies you have employed to achieve this success.

SUPPORTING MATERIAL: Including, but not limited to data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.

Significant achievements /25

Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider including growth (both in size and revenue), expansion through additional staff, outstanding sales or property management results, implementation of systems, introduction of new products or services, use of technology etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development plan /15

State three main priorities in your business plan and include an explanation for choosing these priorities.

SUPPORTING MATERIAL: You may choose to upload a copy of your business plan.

Professional development /15

Describe professional development strategies that you used during the submission period to develop your staff to their maximum potential and how these have improved business performance. *No attachments or hyperlinks allowed.*

Marketing /10

Highlight the most successful marketing strategies you employed during the submission period.

No attachments or hyperlinks allowed.

Service to clients /10

Provide two examples of how your agency has displayed outstanding service to clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices, geographic coverage of agency, services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

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Community Service Award

Total points /100

This award recognises the outstanding contribution of individuals or agencies involved in community service.

The submission must include an online statement addressing the following criteria:

Community service program

/20

Provide details of your community service program during the submission period. The submission must include an endorsement of how the funds were raised, the time spent and the amount of monies raised or contributed by an agency (NOT their franchise) or an individual and the community service in receipt of the donated or contributed monies.

No attachments or hyperlinks allowed.

Rationale

/40

Provide a rationale for your involvement in this community service program.

No attachments or hyperlinks allowed.

Benefit to the community

/40

Outline how this program has made a difference to the wider community.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE

Innovation Award

Total points /100

This award recognises innovation in the industry. Entrants must be agencies, not individuals.

The submission must include an online statement addressing the following criteria.

The following statements must also be addressed

1. I have not entered this particular innovation into the award before

Or

2. I have entered this particular innovation into the awards before

If option 2 has been selected please address the following issues in the first criteria

Explain the new ideas or concepts that you have implemented to ensure this innovation meets the definition of a 'newly introduced idea or product'.

Innovation /25

Outline the essential elements of the innovation made in your business and its contribution to the success of your business during the submission period. Include dates relevant to the development time-line and a description of how the innovation has improved your business efficiency.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of case studies or examples that support the success of the innovation. You may upload up to 5 pages and all supporting material must relate to the submission period.

Cost /25

Discuss the budget implications of the innovation made in your business and how this has been managed.

No attachments or hyperlinks allowed.

Innovative process /20

Explain the innovative process. Include work undertaken internally by your staff and work conducted by external service providers.

No attachments or hyperlinks allowed.

Benefit to industry /15

Outline any potential benefits of the innovations you have introduced to the wider real estate industry.

No attachments or hyperlinks allowed.

Benefit to consumers /15

Outline the benefits of the innovations you have introduced to consumers.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Marketing and Communications Award

Total points /100

This award recognises excellence in marketing, advertising or communications. Entrants must be agencies, not individuals.

The submission must include an online statement addressing the following criteria.

Marketing and communications strategy

/25

Provide a summary of your overall marketing and communication objectives and strategies during the submission period and demonstrate how these ties into your overall business plan.

No attachments or hyperlinks allowed.

Skills

/25

Provide examples of two advertisements (print or electronic) or brochures you have prepared during the submission period and/or provide your website address and describe its features. Describe key aspects of your marketing and advertising procedures that you feel set you apart in the industry. It would be advantageous to outline why you have selected specific media channels, e.g. print, social media, newsletters, etc.

SUPPORTING MATERIAL: Attachments are permitted and should be less than 5MB each

Achievements

/20

Outline how your communications strategy has contributed to business achievements for your agency during the submission period.

Information in this section could include how you track your engagements with clients, measurable financial results and increased branding awareness in the marketplace.

No attachments or hyperlinks allowed.

Compliance with legislation

/15

Outline how your communications activities comply with relevant ACT legislation.

No attachments or hyperlinks allowed.

Benefit to industry and consumers

/15

Outline how your communications strategy/activities provide benefits to both consumers and to the wider real estate industry.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Residential Property Management Team of the Year

Total points

/100

This Award for Excellence recognises outstanding achievement by teams in residential property management.

Team definition – minimum of two team members working under the name of the lead property manager.

The submission must include an online statement addressing the following criteria:

Team performance

/20

Provide details of how overall team performance has improved over the submission period. Explain what strategies were employed to achieve this improvement.

No attachments or hyperlinks allowed.

Significant achievement

/20

Specify the team's most significant achievement during the submission period. Outline why you believe it was significant and how you achieved success. The type of examples you may consider include achieving retention or significant growth for the rent roll, managing complex rental situations, innovative approaches which have led to greater efficiencies or results, effective marketing techniques etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development

/25

Provide details of the business development strategies the team have used during the submission period. Explain how the strategies have resulted in the growth and development of the property management business. Highlight any year-on-year improvement.

SUPPORTING MATERIAL: Including, but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to five pages and all supporting material must relate to the submission period.

Culture

/25

Describe the strategies and activities used during the submission period to build an outstanding team culture.

No attachments or hyperlinks allowed.

Professional development

/10

Outline any professional development activities undertaken by the team during the submission period and how they have improved the team's performance.

The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in-house training, coaching, role playing sessions etc.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the team: size of team and roles; size of rent roll (less than 500, 500-1000, more than 1000); property types within rent roll; and geographic coverage of rent roll. Note: this information will not be scored. It will simply be used by the judges to better understand the entrant's role and responsibilities.

2025 REIT AWARDS FOR EXCELLENCE



Residential Sales Team of the Year

Total points /100

This Award for Excellence recognises outstanding achievement by teams in residential sales. This award is not judged on sales figures

Team definition – minimum of two team members working under the name of the lead agent.

The submission must include an online statement addressing the following criteria:

Team activity /20

Provide details of the following key business metrics for the submission period; size of team and roles; ratio of appraisals to listings; ratio of listings to sales; geographic coverage of your agency. How do these metrics compare to 12 months ago? Outline any year-on-year improvement.

SUPPORTING MATERIAL: Including, but not limited to, data feeds, audited statements, third party independent data provide endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.

Significant achievement /20

Specify the team's most significant achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider include achieving a significant sale for the local area, an innovative approach to the sales process, effective marketing techniques etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Innovation /20

Detail any innovative sales strategies or techniques introduced during the submission period and how they have contributed to the success of the team. Outline how you believe these will assist the team in the short term (next 12 months) and the longer term (next five years).

No attachments or hyperlinks allowed.

Culture /15

Describe the strategies and activities used during the submission period to build an outstanding team culture.

No attachments or hyperlinks allowed.

Business challenges and risk management /15

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period, explain how you overcame them. Include details of a difficult client or sale expectations.

No attachments or hyperlinks allowed.

Professional development /10

Outline any professional development activities undertaken by the team during the submission period and how they have improved the team's performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory CPD courses; in-house training, coaching, role playing sessions etc.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices; geographical coverage of agency; services delivered and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

2025 REIT AWARDS FOR EXCELLENCE



Rural Agency of the Year

Total points /100

This award recognises excellence in agency practice. It covers the rural sector with sold and/or leased property over 10 hectares in size. The agency may have multiple offices in Tasmania but may not be a multiple city or national franchise group. An office within a franchise may enter this category provided it is made clear the entry and all claims against the selection criteria relate only to that specific office. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Significant achievements

/30

Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider include growth (both in size and revenue), expansion through additional staff, outstanding results, implementation of systems, introduction of new services, use of technology, significant sales and/or property listings etc.

Achievements can include progressing or building upon projects, services etc. commenced prior to the submission period. Where this is the case, specific details of what new results and improvements have been achieved must be highlighted.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business development plan

/20

State three main priorities in your business plan and include an explanation for choosing these priorities.

SUPPORTING MATERIAL: You may choose to upload a copy of your business plan.

Professional development

/10

Outline the professional development strategies that you used during the submission period to develop your staff to their maximum potential and how these have improved business performance.

No attachments or hyperlinks allowed.

Marketing

/20

Highlight the most successful marketing strategies you employed during the submission period.

SUPPORTING MATERIAL: You may upload up to three pages and all supporting material must relate to the submission period.

Service to clients

/20

Provide two examples of how your agency has displayed outstanding service to clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Provide the following details about the agency; size of team; number of offices; geographic coverage of the agency, services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

2025 REIT AWARDS FOR EXCELLENCE

Sustainability Leadership Award - Agency

Total points /100

This award recognises outstanding achievement by an agency/agencies developing and implementing sustainable practices in their agency.

The submission must include an online statement addressing the following criteria:

Significant sustainability achievements

/40

Please describe your agencies key sustainability strategies, initiatives, or projects over the submission period.

This may but not be limited to include emissions reductions or offsets implemented in your business, people and culture initiatives, a project of significance for sustainable home (this may include sales campaigns, a development project or property management), cybersecurity, an energy-based project, a staff, or consumer awareness program; or a coordinated sustainability strategy incorporating various initiatives across your business.

This section should ideally articulate how your initiative is helping to contribute to Australia's commitment to implementing the Sustainable Development Goals and/or Australia's Net Zero 2050 and what the overall impact you propose your strategy, initiative or project will make over time.

In other words, what is your big picture and 'why.'

Sustainability Planning and Performance

/30

'Sustainability is defined as the ability of the organisation to exist and operate over its planned lifetime.'

Please describe how you've developed an overarching strategy or project plan to coordinate your agency/agencies approach to achievements in sustainability over your planned lifetime.

In short, what process did you undergo internally to define what your sustainability strategies, initiatives or projects will be.

In this section you may articulate your agency/agencies vision, mission, purpose, stakeholder management, strategy development, implementation, and reporting approach.

Reporting your Sustainable Impact

/30

In this section, please describe how you plan on meaningfully reporting the impacts of your initiative and progressively improving: how, when, frequency, format, and how you will ensure accuracy of reporting data.

This should also describe your approach to making incremental improvements based on the reported data sets.

This section is designed to highlight your agencies point of difference and demonstrate commitment to creating lasting sustainability impacts over 'greenwashing.'

In short, how do you or will you report and be transparent with your sustainability outcomes and commit to continuous improvement.

Supporting Documentation:

(Not limited, provided these are supplied in PDF format)

Please attach as a PDF any supporting strategies, reports, accreditation, or certifications in support of your entry.

2025 REIT AWARDS FOR EXCELLENCE



Individual Awards

Achievement Award *

Business Broker of the Year *

Business Development Manager of the Year *

Buyers' Agent of the Year *

Commercial Property Manager of the Year *

Commercial Salesperson of the Year *

Marketer of the Year *

Operational Leadership Award *

Operational Support Person of the Year *

Residential Property Manager of the Year *

Residential Salesperson of the Year *

Rural Salesperson of the Year

Sustainability Leadership Award – Individual*

REIT President's Award *

N.B. Awards with a “*” attached denotes categories whose winners are eligible for entry in 2025 REIA National Awards for Excellence to be held in Adelaide on Thursday 15th May 2025.

2025 REIT AWARDS FOR EXCELLENCE



Achievement Award

Total points /100

This award recognises excellence amongst newcomers to the industry in all sectors of the real estate profession.

Entrants must have held their licence or registration (including provisional status) for no more than two years at the time of nominating for this award. They may work in either the residential or the commercial sectors, and in either sales or property management.

The submission must include an online statement addressing the following criteria:

Significant achievement

/25

Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant and how it helped you develop in your role. The types of examples you may consider include a significant sale, ensuring retention or outstanding rent roll growth, an innovative approach to a situation that led to greater efficiencies or results, effective marketing and technologies, quality customer service.

SUPPORTING MATERIAL: You may wish to include client testimonials marketing material or other evidence. You may upload up to two pages and supporting material must relate to the submission period.

Business challenges and risk management

/25

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Innovation

/10

Describe any new ideas and innovative procedures/services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.

No attachments or hyperlinks allowed.

Commitment to quality client service

/10

Give at least two examples of how you have displayed outstanding service to clients during the submission period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff

/10

Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the submission period and how your contribution made a difference.

No attachments or hyperlinks allowed.

Personal milestones and career goals

/10

Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?

No attachments or hyperlinks allowed.

Leadership and contribution to the industry

/10

Provide two examples of how have you demonstrated leadership during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways your role complements other property professionals in meeting consumer needs.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Business Broker of the Year

Total points /100

This award recognises excellence in business broking and is intended for individuals. Each REIT member is eligible to nominate one nominee (individual) representing business broking.

The submission must include an online statement addressing the following criteria:

Significant achievement /25

Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.

No attachments or hyperlinks allowed.

Business challenges and risk management /25

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Innovation /10

Describe any new ideas and innovative procedures/services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.

No attachments or hyperlinks allowed.

Commitment to quality client service /10

Give at least two examples of how you have displayed outstanding service to clients during the submission period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff /10

Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the submission period and how your contribution made a difference.

No attachments or hyperlinks allowed.

Personal milestones and career goals /10

Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?

No attachments or hyperlinks allowed.

Leadership and contribution to the industry /10

Provide two examples of how have you demonstrated leadership in business broking during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways business brokers complement other property professionals in meeting consumer needs.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Business Development Manager of the Year

Total points /100

This award recognises excellence in business development management and it is intended for individuals working in small, medium and large agencies; and independent or franchise agencies in residential or commercial real estate.

The submission must include an online statement addressing the following criteria:

Significant business development achievements /20

Give three examples of outstanding business development achievements during the submission period and explain why you believe these are significant.

No attachments or hyperlinks allowed.

Commitment to quality customer service /20

Give three examples of when you have displayed a commitment to quality customer service during the submission period. Describe how you achieve a point of difference when delivering excellent service to clients.

No attachments or hyperlinks allowed.

Business challenges and risk management /20

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff /20

Outline the most important responsibilities you believe you have to your agency. Describe your personal contributions to the success of the agency and your fellow staff during the submission period, and explain why these made a difference.

No attachments or hyperlinks allowed.

Commitment to professional and ethical standards /10

Give two examples of how you have displayed a commitment to professional and ethical standards of practice during the submission period.

No attachments or hyperlinks allowed.

Personal milestones and career goals /10

Describe your career goals and the strategies used to achieve your goals. What strategies do you have in place to further develop your knowledge and skills.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Buyers' Agent of the Year

Total points /100

This award recognises excellence in buyers' agency practice and is intended for individuals.

Eligibility:

- Entrants must be an REIT Institute Member
- Entrants must not operate as a franchise group
- Entrants must operate as an exclusive buyers' agency, i.e., they do not list or sell property

The submission must include an online statement addressing the following criteria:

Significant achievement /20

Give at least two examples of outstanding achievement during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.

No attachments or hyperlinks allowed.

Building relationships /20

Outline the techniques and strategies you use to build effective working relationships with sales agents.

No attachments or hyperlinks allowed.

Service to clients /20

Provide an example of how you have provided outstanding service to a client. Describe how you managed the client's acquisition from start to finish, considering the client's brief, market conditions, due diligence undertaken and the strategies used in negotiation/auction preparation. Outline the challenges or risk you encountered and explain how you overcame them.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of information presented to the client, written testimonials etc. You may upload up to three pages and all supporting material must relate to the submission period.

Appraisals /15

Provide an appraisal of a property that you have presented to a client. The appraisal should be uploaded in PDF format and must relate to the submission period. Maximum 500 words.

Leadership /10

Describe how you provide leadership in the industry. Outline any activities you have personally undertaken during the submission period to raise the profile of buyers' agents and professional standards.

No attachments or hyperlinks allowed.

Professional development /15

Outline any professional development activities you have undertaken during the submission period and how they have improved performance.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE

Commercial Property Manager of the Year

Total points /100

This award recognises excellence in commercial property management and is intended for individuals rather than agencies. It covers individuals working in small, medium and large agencies and independent or franchise agencies.

The submission must include an online statement addressing the following criteria:

Property management portfolio and responsibilities /25

Please confirm whether you practice as an individual with your own specific portfolio please state the number of properties in your personal portfolio and list your responsibilities to its management.

No attachments or hyperlinks allowed.

Significant achievement /25

Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value. It may be a business development activity and/or a property management activity.

SUPPORTING MATERIAL: You may wish to upload supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business challenges and risk management /10

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period for example rental disputes, repairs and maintenance issues, termination and ACAT and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Innovation /10

Describe any new ideas and innovative procedures/services you have implemented during the submission period in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.

No attachments or hyperlinks allowed.

Commitment to quality client service /10

Give at least two examples of how you have displayed outstanding service to clients during the submission period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.

No attachments or hyperlinks allowed.

Professional development /10

Outline any professional development activities you have undertaken during the submission period and how they have improved your performance.

The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in-house training, coaching, role playing sessions etc.

No attachments or hyperlinks allowed.

Leadership and contribution to the industry /10

Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways commercial property managers complement other property professionals in meeting consumer needs.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Commercial Salesperson of the Year

Total points /100

This award recognises excellence in selling and listing and is intended for individuals working as principals, licensed agents or sales consultants; in the commercial sector; small, medium and large agencies; and independent or franchise agencies. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Significant sales activity /25

Provide details of how your sales performance has improved during the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales). Explain what strategies and processes you have employed to achieve this improvement.

SUPPORTING MATERIAL: May include but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to five pages and all supporting material must relate to the submission period.

Significant listing activity /25

Specify your most significant listing and/or sales achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider include a significant sale, a complex situation that made the sale challenging, an innovative approach to the sale, effective marketing techniques that attracted attention etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to 3 pages and all supporting material must relate to the submission period.

Quality client service /10

Provide two examples of how you have displayed a commitment to quality client service during the submission period. Describe how you achieve a point of difference when delivering outstanding service to your clients.

No attachments or hyperlinks allowed.

Business challenges and risk management /10

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Innovation /10

Outline any new ideas and innovative procedures/services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace. Ensure examples are time specific to the submission period.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff /10

Outline how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference.

No attachments or hyperlinks allowed.

Personal milestones and career goals /5

Outline your career goals and the strategies to achieve your goals during the submission period. What strategies do you have in place to further develop your knowledge and skills.

No attachments or hyperlinks allowed.

Leadership and contribution to the industry /5

Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Marketer of the Year

Total points /100

This award for excellence recognises outstanding achievement by individuals in property marketing.

The submission must include an online statement addressing the following criteria:

Marketing Campaign

/20

Outline your best marketing campaign of a residential, business or commercial property during the submission period. Clearly detail your involvement in the marketing of the property and the work that you personally carried out. Stipulate if a conjunction agent was involved and if you sold the property or someone else did.

You may choose to include the following information: details of the property, your listing presentation; any research conducted; marketing strategies used; number of days on market; copies of ads; website links; media editorial; brochures; independent supporting evidence of the sale price achieved; any follow up after settlement.

SUPPORTING MATERIAL: You may wish to upload up to 10 pages and all supporting material must relate to the submission period.

Research

/20

Outline the research you conducted to determine the best marketing strategy to employ for your client. List any external providers you used to obtain such information.

No attachments or hyperlinks allowed.

Marketing

/20

Outline a unique component of your marketing strategy that you used during the submission period that had a significant impact on the sale result.

No attachments or hyperlinks allowed.

Campaign Outcome

/20

What contributing factors played a role in the success of the marketing campaign and subsequent sale? Did the sale price of the property exceed the estimated selling price?

Examples of contributing factors may include market conditions, property features, vendor's motivations, special circumstances etc.

SUPPORTING MATERIAL: You must attach a copy of the Agency Agreement.

Professional development

/20

Outline any professional development activities you have undertaken in the submission period and how they have improved your performance.

2025 REIT AWARDS FOR EXCELLENCE



Operational Leadership Award

Total points /100

This award for excellence recognises outstanding individuals working in operational leadership positions. An operational leadership role is defined as a person responsible for controlling or administering an organisation or group of staff. This would include head of department, line/operations manager, supervisor, principal, administrator, director and managing director.

The submission must include an online statement addressing the following criteria:

Contribution to the agency

/25

Briefly outline your current role and responsibilities. Describe the skills and qualities that make you an outstanding operational leader and explain how you apply these to your role.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of written testimonials, letters of appreciation etc. You may upload up to three pages and all supporting material must relate to the submission period.

Support for team members

/25

Provide two examples of the most effective ways you provide support to your team members. Highlight how this support has enabled you to build strong relationships with them.

No attachments or hyperlinks allowed.

Conflict resolution

/20

Provide one example of how you have successfully resolved a conflict with a team worker or a client and how in doing so demonstrated quality customer service during the submission period.

No attachments or hyperlinks allowed.

Initiative

/15

Describe a situation where you have demonstrated initiative. Explain the reasons for undertaking the initiative, the efficiencies that resulted and how this was communicated with the agency and how the agency benefited.

No attachments or hyperlinks allowed.

Professional development

/15

Outline any professional development activities you have undertaken during the submission period and how they have improved your performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in-house training, coaching, role playing sessions etc.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE

Operational Support Person of the Year

Total points /100

This award for excellence recognises outstanding individuals working in operational support. Entrants must work in a support position, including (but not limited to) administration, office management, reception, personal assistant etc.

The submission must include an online statement addressing the following criteria:

Contribution to the agency

/25

Briefly outline your current role and responsibilities. Describe the skills and qualities that make you an outstanding operational support professional and explain how you apply these to your role.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of written testimonials, letters of appreciation etc. You may upload up to three pages.

Support for team members

/25

Provide two examples of the most effective ways you provide support to your fellow team members. Highlight how this support has enabled you to build strong relationships with them.

No attachments or hyperlinks allowed.

Conflict resolution

/20

Provide one example of how you have successfully resolved a conflict with a fellow team member or a client and how in doing so demonstrated quality customer service during the submission period.

No attachments or hyperlinks allowed.

Initiative

/15

Describe a situation where you have demonstrated initiative. Explain the reasons for undertaking the initiative, the efficiencies that resulted and how this was communicated with the agency and how the agency benefited.

No attachments or hyperlinks allowed.

Professional development

/15

Outline any professional development activities you have undertaken during the submission period and how they have improved your performance.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Residential Property Manager of the Year

Total points /100

This award recognises excellence in property management in the residential sector and covers individuals working in small, medium and large agencies; and independent or franchise agencies. This award is not judged on scale.

The submission must include an online statement addressing the following criteria:

Property management portfolio and responsibilities

/20

Please confirm whether you practice as an individual with your own specific portfolio and state the number of properties in your personal portfolio and list your responsibilities to its management.

No attachments or hyperlinks allowed.

Significant listings and management achievement

/20

Give three examples of how you have demonstrated excellence in property management during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.

SUPPORTING MATERIAL: You may wish to upload supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.

Business challenges and risk management

/20

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Service to clients and customers

/10

Give three examples of how you have displayed outstanding service to lessors and tenants during the submission period and explain why you believe these are significant. Provide examples of how you have achieved points of difference in the delivery of excellent service to tenants and lessors.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff

/10

Outline the most important responsibilities you believe you have to your agency. Describe your personal contributions to the success of the agency and your fellow staff during the submission period and explain why your contribution made a difference.

No attachments or hyperlinks allowed.

Personal milestones and career goals

/10

Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills.

No attachments or hyperlinks allowed.

Leadership and contribution to the industry

/10

How have you demonstrated leadership in residential property management during the submission period? Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways residential property managers complement other property professionals in meeting consumer needs.

No attachments or hyperlinks allowed.

2025 REIT AWARDS FOR EXCELLENCE



Residential Salesperson of the Year

Total points /100

This award recognises outstanding achievement by individuals in residential sales and is intended for individuals working as principals, licensed agents or sales consultants; in small, medium and large agencies and independent or franchise agencies. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Sales activity /25

Provide details of key business metrics during the submission period, including: ratio of appraisals to listings; ratio of listings to sales; and geographic coverage of agency. How do these metrics compare to 12 months ago? Outline any year-on-year improvement including any new ideas that contributed to your success.

SUPPORTING MATERIAL: Including but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.

Significant achievement /25

Specify your most significant listing and selling achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider could be significant or record sales for the local area, complex situations that may have drawn out or made the sale challenging; an innovative approach to the sale; an effective marketing technique that attracted attention etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to 3 pages and all supporting material must relate to the submission period.

Service to clients /10

Provide two examples of how you have displayed a commitment to quality customer service during the submission period. Describe how you achieved a point of difference when delivering outstanding service to your clients.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff /10

Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference.

No attachments or hyperlinks allowed.

Leadership /10

Provide two examples of how you support and provide leadership to other staff in your agency and the industry in general.

No attachments or hyperlinks allowed.

Business challenges and risk management /10

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period, explain how you overcame them. Include details of a difficult client or assignment expectations.

No attachments or hyperlinks allowed.

Professional development /10

Outline any professional development activities you have undertaken in the submission period and how they have improved your performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in-house training, coaching, role playing sessions etc.

No attachments or hyperlinks allowed.

Additional Information to be provided:

Where the entrant is supported by sales support staff, please provide a statement which outlines: the number of full-time staff (or equivalent) involved in the operations of the entrant; the specific duties which these staff members undertake on behalf of the entrant; whether these support staff are responsible for bringing in new clients; and the qualifications of the sales support staff. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

2025 REIT AWARDS FOR EXCELLENCE

Rural Salesperson of the Year

Total points /100

This award recognises the outstanding achievement by individuals in rural sales. A rural agent is one who has sold property over 10 hectares in size. This award is not judged on sales figures.

The submission must include an online statement addressing the following criteria:

Significant sales activity

/25

Provide details of how your sales performance has improved during the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales). Explain what strategies and processes you have employed to achieve this improvement.

SUPPORTING MATERIAL: May include but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to five pages and all supporting material must relate to the submission period.

Significant listing activity

/25

Specify your most significant listing and/or sales achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider include a significant sale, a complex situation that made the sale challenging, an innovative approach to the sale, effective marketing techniques that attracted attention etc.

SUPPORTING MATERIAL: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to 3 pages and all supporting material must relate to the submission period.

Quality client service

/10

Provide two examples of how you have displayed a commitment to quality client service during the submission period. Describe how you achieve a point of difference when delivering outstanding service to your clients.

No attachments or hyperlinks allowed.

Business challenges and risk management

/10

Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.

No attachments or hyperlinks allowed.

Innovation

/10

Outline any new ideas and innovative procedures/services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace. Ensure examples are time specific to the submission period.

No attachments or hyperlinks allowed.

Service and support to your agency and other staff

/10

Outline how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference.

No attachments or hyperlinks allowed.

Personal milestones and career goals

/5

Outline your career goals and the strategies to achieve your goals during the submission period. What strategies do you have in place to further develop your knowledge and skills.

No attachments or hyperlinks allowed.

Leadership and contribution to the industry

/5

Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry.

2025 REIT AWARDS FOR EXCELLENCE



Sustainability Leadership Award - Individual

Total points /100

This award recognises outstanding achievement by individuals developing and implementing sustainable practices in their work place.

The submission must include an online statement addressing the following criteria:

Significant sustainable achievement /40

Give at least two examples of your outstanding sustainability achievements over the submission period and explain why they are significant.

This section should ideally articulate how your initiative is helping to contribute to Australia's commitment to implementing the Sustainable Development Goals and/or Australia's Net Zero 2050.

Your examples must focus on sustainability impacts that have or will be achieved and focus on the point of difference impacts over greenwashing initiatives.

Material risk /30

'Sustainability is defined as the ability of the organisation to exist and operate over its planned lifetime.'

Give at least two examples of how you managed material sustainability risks over the submission period and explain how you overcame them.

Describe how you influenced your team and/ or client to work through a complex problem to mutual satisfaction.

Leadership and contribution to sustainable real estate /30

Provide two examples of how you demonstrated leadership in sustainability during the submission period. Explain how these will contribute to sustainable impacts within your workplace and local community.

Discuss the ways sustainability impacts on the work of a real estate practitioner and how you have used your leadership to contribute to a positive outcome.

Supporting Documentation.

(No limited, provided these are supplied in PDF format)

Please attach as a PDF any supporting strategies, reports, accreditation, or certifications in support of your entry.

2025 REIT AWARDS FOR EXCELLENCE



REIT President's Award

The President's Award recognises an outstanding contribution to the real estate profession over an extended period. This Award will be awarded at the discretion of the REIT President and written nominations received from Institute Members, addressing the following criteria will be considered:

In selecting the award winner, the REIT President will take into account:

- professional abilities and achievements;
- relevant legislative, market and industry knowledge;
- commitment to ongoing professional development;
- leadership in the industry including commitment to the professional development of others;
- highest professional and ethical standards; and
- participation in REIT activities and/or contribution to the work of the REIT

Nominations for this Award must be emailed to reit@reit.com.au by **11:59pm on Sunday, 24th August 2025**.

Further information

Please contact the REIT on (03) 6223 4769 or email reit@reit.com.au.