



8 April 2020

Treasurer
The Hon Rob Lucas MLC
Via email

Dear Treasurer

Firstly, please accept my apologies for this request coming from my e-mail. Like so many other people, I'm working away from my office and the resources I would usually have at my disposal.

I'm in no doubt, that, like me you have been shocked at what has happened to our country in the last few weeks. Additionally, the speed at which it has happened.

Putting aside the anxiety created by the threat to the community's health, there is also the economic impact. Agency practice is not immune from the impacts of the adverse economic conditions. Agents are presented with unprecedented challenges and having to adapt to new workflows to survive the effects COVID-19 on their people and their businesses.

Both the Premier and Prime Minister have made it abundantly clear that keeping the economy functioning is a priority, second only to the health of the community.

The Real Estate Institute of South Australia (REISA) is working hard to respond to the hardship facing the property services industry. We will be doing our bit to support the industry by providing advice and services to get as many businesses as possible through this incredibly difficult time

The Prime Minister said that we all have to share the burden. In our sector alone, both commercial and residential Landlords are being asked to provide premises at discounted or rent free. We know how much pressure this will impose on those Landlords. Presumably, agents will be expected to continue providing property management services without being paid. As the economic fallout of this pandemic deepens, Land Agents and Sales Representatives will also face extremely low supply/demand of residential and commercial property selling by private treaty and auction.

It appears to the REISA that Consumer and Business Services (CBS) has a genuine opportunity to assist the property services industry by waiving the license renewal fees. In the current environment, many agents will be forced out of the industry. In light of the Prime Minister suggestion that many SME's may need to prepare to 'hibernate'. We believe the waiving of the renewal fee would help to protect our sector from mass unemployment.

In all the circumstances and in keeping with the Prime Minister's plea for us all to do our bit, I ask you to waive the licensing fees charged by CBS for twelve months.

We look forward to the opportunity to discuss this matter in further detail. If you wish to discuss any aspect of this letter, please do not hesitate to contact me by email Andrew.shields@reisa.com.au or by telephone 0475 101 022.

Your faithfully

A handwritten signature in black ink, appearing to read 'Shields', with a horizontal line underneath the name.

Andrew Shields
Interim General Manager