

ANNUAL REPORT 2023



REINT

REAL ESTATE INSTITUTE
OF NORTHERN TERRITORY

Contents



ABOUT US



CEO'S REPORT



PRESIDENT'S REPORT



SOUTHERN DELEGATE'S REPORT



ALB REPORT



**FINANCIAL STATEMENTS FOR THE YEAR
ENDING DECEMBER 2023**



TREASURER'S REPORT



MEMBER ENGAGEMENT

Overview

Incorporated in 1974 the Real Estate Institute of Northern Territory Inc. (REINT) is the peak body representing the Real Estate profession across the Northern Territory.

The REINT is a politically non-aligned organisation that provides research and well-informed advice to the Government, Opposition, professional members of the real estate sector, media and the public on a range of issues affecting the property market.

The REINT provides a comprehensive representative voice for the Real Estate profession in the Northern Territory when it comes to lobbying Government on legislative issues and regulatory matters



AUDITORS
Moore Australia

BANKERS
Westpac Banking Australia

ACCOUNTS
Narelle Gilmore

REGISTERED OFFICE
Unit 1, 6 Lindsay Street
Darwin NT 0800
GPO Box 3869, Darwin NT 0801

Members of the Board

PRESIDENT



CAROL NEED
Carol Need Real Estate

VICE PRESIDENT



RYAN DOYLE
LJ Hooker Commercial North



ALLISON O'NEIL
The Property Shop

TREASURER



DIANE DAVIS



MATTHEW KNIGHT
Knight Frank NT



ALISON ROSS
Elders Katherine

SOUTHERN DELEGATE



MICHELLE MILZEWSKI
North Management



LINDSAY CAREY
Nutrien Harcourts Alice Springs



SETH CHIN
Chin Property Group

CEO



I am pleased to publish my report for REINT's 2023 Annual Report.

Market Trends

Although a few positives such as the Government's push for commercial investments, persistent negative sentiments were a damper for a growth in the market.

Regular interest rate hikes, insufficient affordable housing, high construction costs, sporadic social and security-related issues and lower-than-expected population growth unpinning the challenges faced by the industry.

Overall, Darwin's median housing prices changed within a narrow band during the year to end at \$560,000. The volume of sales was 10% lower than 2022. Alice Springs and Katherine median houses ended at \$505,000 and \$405,000 respectively.

Rental yields of houses and Units remained strong with Darwin recording around 6% and Alice Springs and Katherine marginally higher. Vacancy rates during the year remained low at less than 3%.


Member Related

The continued rollout of member-relevant and diverse Professional Development and related programs witnessed satisfactory member attendance both in person and digitally. A successful relationship-building strategy resulted in enhanced member engagement for events including the Awards night held in October.

Salient activities

- Rolling out a 'Build Skills' upskilling program. 20 Property Managers were trained for selected units of competency under the Diploma Leadership and Management.
- Widened the scope of REINT Awards for Excellence with the introduction of two new regional awards.
- Building of Partner network with several new Partner signings with diverse product offerings at cost effective pricing to members. Incremental revenues generated were reinvested back to members via several initiatives.
- A new interactive Partner Exchange Event where Partners presented its products offerings.
- Revamped Auctioneering Competition resulted in an increased number of competitors and a higher member participation.

Overall, the member retention was satisfactory along with several new Practitioners joining in as new members.



Education and Training

In a major achievement, successfully obtained all regulatory approvals with contracts signed with the Department of Education (DOE) to offer nationally recognized Certificate III in Real Estate Practice to year 11/12 students. This is a VET in Schools one-year program for 17 students based in Darwin commencing late January 2024 with funding available from the Government.

Several member and NT economic benefits are expected. Certificate III completion will enable members to recruit young adults with basic technical knowledge of the industry. In addition, a cost-effective solution for licensing given the exemption of units to be completed under Certificate IV. Early indications are that REINT's brand value has been enhanced with satisfactory remarks expressed by all stakeholders regarding implementation of this unique initiative. Of course, Team REINT is excited at the opportunity available from 2025 to broaden this VET in Schools program to other parts of the Territory along with more student enrollment from Darwin based Schools.

Other

To be aligned with new initiatives launched and planned activities for 2024 and beyond REINT staff capability was also strengthened. Sila Crosley's role was broadened to be Senior Manager Operations and the recruitment of industry-experienced Jasmine Marshall as the new Education and Training Manager.


From a Lobby and Advocacy perspective, REINT actively build strong relationships with senior political authority across both sides of politics and other key policy advisory groups. In addition, representation at key senior policy discussion and decision-making forums has afforded opportunities to raise the profile of REINT.

Underpinning most of the above is the aspect of strengthening our relationships with Partners, other REIs, service providers such as REI Foms Live and most importantly our members. To this end, my team and I will not leave any stone unturned.

Going Forward

REINT celebrates 50 years of operations in 2024. In celebrating this milestone, we have planned several events under the theme 'raising the profile of the industry'. The salient activities include

- Unique Stakeholder half day event jointly organized with realestate.com.au in May 2024.
- Exhibition featuring the 50-year history of residential and commercial property market
- Enhance member connectivity and broaden the scope of our service offerings for member benefit with appointment of brand ambassadors and improvements to web site and social media channels.

- 
- Extend the scope of Education, PD and Training to include services to broader stakeholder affiliates such as Aboriginal Housing Officers. Also evaluate possibilities of offering services to landlords and tenants to enhance knowledge on tenancy regulations.
 - Implementation of a new Student and a Learning Management System with additional functionality and with a platform integration capability. REINSW is currently assisting and facilitating this important implementation which is expected to drive several operational efficiencies.
 - Aggressively lobby the Political Authority on policy reforms such as revamping of benefits to first home buyers, increased affordable housing stocks, expediting land releases, reconsider several recent amendments to Residential Tenancies Act etc.

We have and will continue to be cognizant of the importance of prudent financial management at all times. The optimal utilization of resources is paramount for the sustainability of the Institute.

We did run this race jointly in 2023 and will do so in the future as well. I firmly believe that all our achievements should be celebrated as a team with collective responsibility in meeting challenges as well. Our team is buzzing with energy to continue to make a positive difference to members and all other stakeholders.

On conclusion let me thank the President and other board members for all the support and guidance. A note of appreciation to Team REINT who worked tirelessly throughout 2023 to deliver great outcomes.



ASWIN DE SILVA
CEO



President

President I am pleased table this report on behalf of the Board of Directors.

Strategic activity at National Level and Agents Licensing Board

REINT's representation at national level continued unhindered with Real Estate Institute of Australia (REIA) involved in lobbying and advocating among other matters of Strategic importance. REIA remained active throughout the year lobbying for important policy reforms such as assistance to private landlords and need to fast track building of affordable housing across Australia. REIA board along with its CEO maintains a close working relationship with federal political authority and key policy makers which assists in advocacy. In addition, REIA provides valuable reports on housing and real estate market where data is used for REINT board level discussions and dissemination to members.

REIA conducts an annual awards ceremony to recognise winners across all jurisdictions winning awards for professional excellence. In addition, a nationally recognised event is held where auctioneers winning at a state and territory level compete against each other for a much sought-after award. These events provide an excellent opportunity to showcase our member contribution across the territory including publicity at a national level.

As a board member of the Agents Licensing Board enables REINT to be aware of expected practices of good governance. In addition, providing a conduit for REINT to exchange ideas and views of member interest and develop an understanding of member challenges and issues for possible remedial action.

Member

REINT's strategic imperative of maintaining and building relationships paid dividends during the year with more members using of services on offer. It was also encouraging to note of increased participation of members at social, partner and networking events. It is my belief that developing member relationships is an essential ingredient for better engagement and operational sustainability of the institute.

General

The financial and operational health of the Institute is sound with several new member relevant services introduced in 2023. The board have echoed the same sentiments. The institute has made giant strides during the year in every sphere of its core activity, an important stepping stone as we move into our 50th anniversary in 2024.

Conclusion

REINT board continued to have a good representation within the residential, commercial and body corporate sectors. From a geographical view point a board member presence from Katherine is a positive outcome to better understand market happenings and prevalent challenges in this key region. I am appreciative of the contribution of board members both individually and collectively to the continued success of the Institute. Aswin De Silva, CEO has settled well during the year and have provided a useful contribution to the success of the Institute. Aswin was ably supported by a committed team in meeting multi-faceted stakeholder expectations. A big thank you to all staff in this regard.



CAROL NEED

President



Southern Delegate

2023 was a transitioning year for the market, as we did start to see the market change and transaction numbers were certainly lower comparing to 2022 as the access to cheap loans became more apparent.

Property transactions were down overall by 161 in 2023 compared to the previous year and I anticipate this number to fall further in 2024, as high interest rates and the local crime and social issues started to take its toll on the town. Let's face it, it still does today across the Territory!

Regarding the rental market, there was an increase in rent returns for a period as landlords as tried to accommodate the higher costs affiliated with their home loans. Gradually this corrected itself, but the vacancy rate was certainly higher compared to previous years.

There was only 2 vacant land transactions in 2023 so new builds have effectively stalled, significant higher cost in materials certainly contributed to this.

The commercial market remains strong as demand for commercial properties is high due to the limited supply.

REA stats showed in their search engines that there was a huge change Australia wide for people that live in regional areas to move back to the metropolitan areas. Which was different when Covid hit our shores and certainly had its impacts in our region.

The south region of the NT always has plenty of work on offer the reality is that due to an Australia wide skills shortage we are not able to attract the people we need as there is just plenty of work throughout Australia. Which added to the complexity of our market.

The negative impact is noticeable along with crime has harmed the town, and we need to change the narrative to make people want to stay or move to our beautiful town. We have welcomed the recent announcement of the federal government recently committing a significant investment to help develop the nation's first combined rare earth mine and refinery 125 kilometres north of Alice Springs.

Now for 2024 it's an election year so this is where we might finally start to make some inroads on our challenges that we have faced for some time. Actions are louder than the time for talk is over now we need action.

Lindsay Carey

LINDSAY CAREY
Southern Delegate

REAL ESTATE INSTITUTE OF NORTHERN TERRITORY INC.

ANNUAL GENERAL MEETING

MARCH 2024

REPORT FROM NORTHERN REGION INDUSTRY REPRESENTATIVE OF THE AGENTS LICENSING BOARD

1. Administration of *Agents Licensing Act 1979* and *Auctioneers Act 1935*

The Department of Industry and Trade is responsible for the administration of the *Agents Licensing Act 1979* (the Act) and the *Auctioneers Act 1935*. The Honourable Eva Lawler is the Minister for Racing, Gaming and Licensing (the Minister).

The Agents Licensing Board (the Board) is responsible for considering applications for the grant of licences and registrations as an agent's representative and for the conduct of Inquiries into applications for disciplinary action against a licensed agent or agent's representative under the Act and applications for a licence / registration where there are grounds for refusal.

The Board is assisted by the Registrar of Land, Business and Conveyancing Agents (the Registrar) and staff of Business and Workforce.

2. Composition of Agents Licensing Board

The Board is a body corporate established under sections 6 and 7 of the Act and is comprised of the following members:

Name	Position	Date of Appointment	Expiry of Term
Robert Bradshaw	Chairperson	18/10/2023	17/10/2026
Alistair Lindsay	Alternate to Mr Bradshaw	18/10/2023	17/10/2026
Joseph Kuhn	Departmental Representative	01/07/2023	At Minister's pleasure
Lea Aitken	Consumer Representative	10/07/2013 14/07/2016 24/07/2019 Re-appointed 25/08/2022	24/08/2025
Diane Hood	Alternate to Ms Aitken	25/08/2025	24/08/2025
Carol Need	Industry Representative (Southern Region)	25/08/2015 30/08/2018 Re-appointed 01/09/2021	31/08/2024
Michael Bongiorno	Alternate to Ms Need	01/09/2021	31/08/2024
Diane Davis	Industry Representative (Northern Region)	04/09/2006 04/09/2009 25/09/2012 03/03/2016 24/04/2019 Re-appointed 20/05/2022	19/05/2025
Denise Meeking	Alternate to Ms Davis	04/09/2003 04/09/2006 04/09/2009 25/09/2012 03/03/2016 24/04/2019 Re-appointed 20/05/2022	19/05/2025

3. Property Agents Licensing Group

The function of Property Agents Licensing is under the Occupational Licensing Unit, Business and Workforce. The office is located at Darwin Corporate Park, Building 3, 631 Stuart Highway, Berrimah. Ms Amanda Nobbs-Carcuro holds the statutory appointment of Registrar.

Ms Marita Cabot, Director of the Territory Business Centre and Occupational Licensing holds the statutory appointment of Deputy Registrar.

Ms Laine Cornish holds the position of Senior Board Officer and Ciaralii Parnell holds the position of Licensing Support Officer.

4. The Agents Licensing Fidelity Guarantee Fund

The Agents Licensing Fidelity Guarantee Fund (the Fund) is a body corporate established under section 94 of the Act. The function of the Fund is to maintain and operate the moneys of the Fund comprised of contributions, levies, licence and registration fees, fines and interest paid to it.

The Fund is comprised of the following members:

Name	Position	Date of Appointment	Expiry of Term
Amanda Nobbs-Carcuro	Registrar and Fund Chairperson	9/03/2024	6 months
Robert Bradshaw	Member - Chairperson of the Board	11/01/2024	10/01/2026
Alex Pollon	Member – nominated by Treasury	24/07/2014 24/07/2016 24/07/2018 13/11/2019 08/12/2021 Re-appointed: 11/01/2024	10/01/2026
Vanessa Sutcliffe	Alternate to Mr Pollon	13/11/2019 08/12/2021 Reappointed: 11/01/2024	10/01/2026
Ryan Doyle	Industry Representative	09/08/2023	08/08/2025
Susan Carmody	Alternate to Alicia Tollner	08/12/2021 Re-appointed: 09/08/2023	08/08/2025
John Cossons	Member – Finance and Investment Representative	13/11/2019 08/12/2021 Reappointed: 11/01/2024	10/01/2026

Details of Fund assets follow:

Assets	as at 28 February 2024	as at 28 February 2023	as at 28 February 2022
JANA - JANA Moderate Trust	\$23,423,841	\$20,570,339	\$21,342,846
NAB – Operating Account	\$1,527,359	\$2,003,347	\$1,924,953
NAB – Unclaimed Monies Account	\$590,810	\$451,866	\$398,067
Property – 6 Lindsay Street, Darwin	\$1,950,000	\$2,600,000	\$2,600,000
TOTAL	\$27,492,010	\$25,625,552	\$26,265,866

There were no claims against the Fund during the reporting period.

The 2023 audit of the Fund was conducted by Merit Partners. Fund revenue for the period was \$2,927,299 (2022: \$1,818,023). Section 50 interest revenue in 2023 was \$1,035,512 (2022: \$17,016). The licensing and registration fees were \$549,892 (2021: \$585,989).

5. Section 93 Grant

- On 20 January 2023, a payment of \$129,917.00 was paid to the Australian Institute of the Northern Territory Division (AICNT) for an existing grant under section 93.
- On 31 March 2023 a payment of \$68,237.50 was paid to the Real Estate Institute of the Northern Territory Inc. (REINT) for an existing grant under section 93 for a Professional Development Coordinator.

- On 09 September 2023, a new funding agreement was executed between the Fund and the REINT in the amount of \$1,055,197.00 for period 2024 to 2026. The agreement provides for reporting and acquittal requirements.

6. Section 92 Grant

- On 21 July 2023, a payment of \$312,425.30 was paid to the REINT for the delivery of Real Estate Education (being 100% funding) in accordance with the funding agreement for the delivery of Real Estate Education Courses.

7. Tenancy Trust Account

- On 25 August 2023, a payment of \$420,000 was made to the Tenancy Trust Account in accordance with the Ministerial Determination for the operation of the Commissioner of Residential Tenancies Office for the financial year 2023/2024.
- On 25 August 2023, a payment of \$560,000 was made to the Tenancy Trust Account in accordance with the Ministerial Determination for provision of a tenant's advice service for the financial year 2023/2024.

8. Lease of Tenancy 1, 2 and 3, 6 Lindsay Street, Darwin

The lease agreements in respect of the following remain in place:

- REINT – Tenancy 1 and 2, 6 Lindsay Street, Darwin
- Law Society – Tenancy 3, 6 Lindsay Street, Darwin

9. Licences and Registrations

The total number of licences and registrations:

Licence/Registration Type	1 March 2024	1 March 2023
Real Estate and Business Agent's Licences	491	479
Registered Agent's Representatives	401	412
Conveyancing Agent Licences	48	46
Auctioneer	74	80

10. Complaints and Applications for Disciplinary Action

The Board conducted ten disciplinary inquiries during 2023.

The Board also considered a number of Applications for Disciplinary Action some of which were rejected as the Board was satisfied that there were no grounds for holding, or there was insufficient evidence to hold an inquiry.

11. Board Meetings

In 2023, the Board held meetings in March, June, September and November.

Meeting dates for 2024 is as follows:

8 April, 12 June, 1 October. The Alice Springs meeting will be determined in the second half of 2024.

As a part of a standing arrangement, the REINT CEO and President AICNT are invited to attend the meeting to raise and discuss matters of mutual concern.

12. Board Policies

No policies were determined since the last report.

Diane Davis

Diane Davis
Industry Representative
11 April 2023

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

**Financial Report
For the Year Ended 31 December 2023**

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

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Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Board Report For the Year Ended 31 December 2023

The board members submit their report on the Association for the financial year ended 31 December 2023.

Board Members

The names of board members throughout the year and at the date of this report are:

Carol Need	President	
Ryan Doyle	Vice President	
Alison Ross	Treasurer	Appointed as Treasurer August 2023
Allison O'Neill		
Diane Davis		
Matthew Knight		
Seth Chin		
Michelle Milzewski		Appointed April 2023
Lindsay Carey		Appointed August 2023
Jeremy O'Donoghue		Appointed March 2024
Alicia Tollner		Resigned April 2023
Andrew Doyle		Resigned August 2023
Sam Linn	Treasurer	Resigned August 2023

Principal activities

The principal activities of the Association during the financial year were:

1. To facilitate the business transactions and protect and conserve the business interests of real estate and business agents
2. To secure mutual co-operation and effort in connection with business transactions as between members and also as between members and their principals
3. To improve the technical and general knowledge of persons engaged in the said professions and with a view to disseminate professional knowledge, to hold or contribute to or co-operate in the holding of classes; to provide for the delivery of lectures and to secure efficiency on the part of those admitted as members; to teach and approve the Law applicable to the sale, leasing and management of all property, both real and personal: and to co-operate with colleges, institutes and universities for the purpose of lecturing and providing lectures in such subject matter; to conduct seminars and conferences for the purpose of further disseminating the aforesaid professional knowledge; and generally do all that is necessary to establish and improve the technical and general knowledge of those engaged in such property transactions.
4. To foster good relations between members of the Association, other agents and members of the general public to improve the standing of members within the community.
5. To provide for the internal working and management of the Association.
6. To test and settle or to assist members in testing and settling any question - legal or otherwise - which in the opinion of the Board is one of the general interest to members; including the protection of members from claims and demands, which in the opinion of the Board are oppressive.
7. To provide for the maintenance of the honour, reputation and status of members.
8. To suspend, remove from membership, or discipline members of the Association in a manner provided for in the constitution.
9. To use the funds of the Association exclusively for the carrying out of its objects.
10. To borrow, or raise, or secure the payment of money in such a manner as the Board thinks fit.
11. To do all such other things as are incidental or conducive to the attainment of its objects.
12. To provide rooms and other facilities for any purpose that the Board may from time to time determine.
13. It is the intention that each and all powers specified in the preceding sub-clauses shall not be limited or restricted by reference to or interference from the terms of any sub-clause or of the main objects as first mentioned.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Board Report For the Year Ended 31 December 2023

Significant Changes

No significant change in the nature of these activities occurred during the year.

Operating result

The profit after taxation of the Association for the financial year amounted to \$25,869 (2022: \$52,891).

Signed in accordance with a resolution of the members of the board:

Board Member..... Carol Need

Name..... CAROL NEED

Board Member..... Matthew Knight

Name..... Matthew Knight

Signed on this..... 8th day of..... April.....2024

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Statement of Profit or Loss and Other Comprehensive Income For the Year Ended 31 December 2023

		2023	2022
		\$	\$
Income			
Revenue from contracts with customers	3	1,036,479	1,033,076
Other revenue	3	9,720	2,068
Other income	3	21,269	18,923
Total income		<u>1,067,468</u>	<u>1,054,067</u>
Expenses			
Employee costs	4	(469,128)	(427,624)
Depreciation expense	4	(92,451)	(83,074)
Finance costs	4	(37,213)	(38,939)
Operating costs		(275,762)	(242,897)
Administration expenses		(165,648)	(197,744)
Total expenses		<u>(1,040,202)</u>	<u>(990,278)</u>
Profit before income taxes		<u>27,266</u>	<u>63,789</u>
Income tax benefit/(expense)	5	(1,397)	(10,898)
Net profit for the year		<u>25,869</u>	<u>52,891</u>
Other comprehensive Income		-	-
Total other comprehensive income		<u>25,869</u>	<u>52,891</u>

The accompanying notes form part of these financial statements.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Statement of Financial Position As At 31 December 2023

	Note	2023 \$	2022 \$
Assets			
Current assets			
Cash and cash equivalents	6	212,787	450,250
Trade and other receivables	7	7,734	4,434
Inventories	8	2,688	3,389
Other assets	9	3,578	4,692
Other financial assets	10	358,119	100,000
Total current assets		584,906	562,765
Non current assets			
Other financial assets	10	10,000	10,000
Plant and equipment	12	2,303	3,140
Intangible assets	13	33,954	1,828
Right of use assets	14	413,460	469,392
Deferred tax asset	11	19,369	-
Total non current assets		479,086	484,360
Total assets		1,063,992	1,047,125
Liabilities			
Current liabilities			
Trade and other payables	15	24,459	41,620
Income tax payable	11	21,042	4,208
Financial liabilities	16	9,969	5,023
Lease liabilities	17	78,356	68,912
Employee benefits	18	39,658	22,787
Total current liabilities		173,484	142,550
Non current liabilities			
Lease liabilities	17	364,829	413,804
Employee benefits	18	17,808	8,769
Total non current liabilities		382,637	422,573
Total liabilities		556,121	565,123
Net liabilities		507,871	482,002
Members' funds			
Accumulated surplus		507,871	482,002
Total equity		507,871	482,002

The accompanying notes form part of these financial statements.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Statement of Changes in Equity For the Year Ended 31 December 2023

	Accumulated Surplus \$	Total \$
Balance at 31 December 2021	429,111	429,111
Profit for the year	52,891	52,891
Balance at 31 December 2022	<u>482,002</u>	<u>482,002</u>
Profit for the year	25,869	25,869
Balance at 31 December 2023	<u><u>507,871</u></u>	<u><u>507,871</u></u>

The accompanying notes form part of these financial statements.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Statement of Cash Flows For the Year Ended 31 December 2023

	Note	2023 \$	2022 \$
Cash flows from operating activities			
Receipts from customers		759,963	778,246
Operating grants received		372,963	380,459
Payments to suppliers and employees		(978,452)	(1,059,341)
Interest received		9,720	2,068
Interest paid		(37,213)	(38,939)
Income tax (paid) / received		(3,932)	3,616
Net cash provided by operating activities		123,049	66,109
Cash flows from investing activities			
Payments for plant and equipment		(857)	(2,560)
Payments for intangible assets		(35,732)	(2,000)
Transfer to term deposits		(258,119)	(100,000)
Net cash (used in) investing activities		(294,708)	(104,560)
Cash flows from financing activities			
Payment of lease liabilities		(70,750)	(64,908)
Proceeds from borrowings		5,259	4,444
Repayment of borrowings		(313)	(313)
Net cash (used in) financing activities		(65,804)	(60,777)
Net increase in cash and cash equivalents held		(237,463)	(99,228)
Cash and cash equivalents at beginning of year		450,250	549,478
Cash and cash equivalents at end of financial year	6	212,787	450,250

The accompanying notes form part of these financial statements.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

The financial report cover the Real Estate Institute of Northern Territory Inc as an individual entity. Real Estate Institute of Northern Territory Inc (the Association) is a not-for-profit Association incorporated in the Northern Territory under the *Associations Act 2003* ('the Act').

These financial statements are general purpose financial statements which have been prepared in accordance with *AASB 1060: General Purpose Financial Statements - Simplified Disclosures* issued by the Australian Accounting Standards Board, *the Associations Act 2003*, and the *Associations Regulations 2004*.

The functional and presentation currency of the Association is Australian dollars.

The financial report has been prepared under the historical cost convention and does not take into account changing money values except to the extent that they are reflected in the revaluation of certain assets.

The material accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

1 Summary of Material Accounting Policies

(a) Revenue and Other Income

Revenue from contracts with customers

Revenue is recognised on a basis that reflects the transfer of control of promised goods or services to customers at an amount that reflects the consideration the Association expects to receive in exchange for those goods or services.

Generally the timing of the payment for sale of goods corresponds closely to the timing of satisfaction of the obligations, however where there is a difference, it will result in the recognition of a receivable, contract asset or contract liability.

None of the revenue streams of the Association have any significant financing terms as there is less than 12 months between receipt of funds and satisfaction of performance obligations.

Grant revenue

Grant revenue is recognised in profit or loss when the Association satisfies the performance obligations stated within the funding agreements. If conditions are attached to the grant which must be satisfied before the Association is eligible to retain the contribution, the grant will be recognised in the statement of financial position as a contract liability until those conditions are satisfied.

Education revenue

Education revenue is recognised over the period in which the student receives the tuition.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

1 Summary of Significant Accounting Policies (cont)

(a) Revenue and Other Income (cont)

Sale of goods

Revenue from the sale of goods is recognised at the point in time when the customer obtains control of the goods, which is generally at the time of delivery.

Other income

Other income is recognised on an accruals basis when the Association is entitled to it.

(b) Income Tax

The Association is considered to be a taxable entity under the mutuality principle.

Current income tax expense charged to profit or loss is the tax payable on taxable income for the current period. Current tax liabilities are measured at the amounts expected to be paid to (recovered from) the relevant taxation authority using tax rates that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax assets are recognised for all deductible temporary differences and unused tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences and losses can be utilised.

(e) Financial assets

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.

Classification

On initial recognition, the Association classifies its financial assets into the following categories, those measured at:

- amortised cost
- fair value through other comprehensive income

Amortised cost

The Association's financial assets measured at amortised cost comprise trade and other receivables and cash and cash equivalents in the statement of financial position.

Fair value through other comprehensive income

The Association's financial assets measured at fair value through other comprehensive income comprising of investments in a private company.

On initial recognition and subsequently assets are measured at fair value not including transaction costs which are expensed as incurred. Revaluation increments and decrements of financial assets revalued throughout the year are taken to the asset revaluation reserve through other comprehensive income.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

1 Summary of Significant Accounting Policies (cont)

(e) Financial assets (cont)

Impairment of financial assets

Where the simplified approach to expected credit loss (ECL) is not applied, the Association uses the presumption that an asset which is more than 30 days past due has seen a significant increase in credit risk.

The Association uses the presumption that a financial asset is in default when:

- the other party is unlikely to pay its credit obligations to the Association in full, without recourse to the Association to actions such as realising security (if any is held); or
- the financial assets is more than 90 days past due.

(g) Trade and other receivables

Trade receivables are initially measured in accordance with the revenue policy and subsequently measured at amortised cost using the effective interest rate method as described in the financial instruments policy note.

Impairment of trade receivables have been determined using the simplified approach which uses an estimation of lifetime expected credit losses. The Association has determined the probability of non payment of the receivable and multiplied this by the amount of the expected loss arising from default.

The amount of the impairment is recorded in a separate allowance account with the loss being recognised in profit or loss. Once the receivable is determined to be uncollectable then the gross carrying amount is written off against the associated allowance.

Where the Association renegotiates the terms of trade receivables due from certain customers, the new expected cash flows are discounted at the original effective interest rate and any resulting difference to the carrying value is recognised in profit or loss.

(h) Property, Plant and Equipment

Each class of property, plant and equipment is carried at cost less, where applicable, any accumulated depreciation and impairment.

Depreciation

Property, plant and equipment is depreciated on a straight line basis over the assets useful life to the Association, commencing when the asset is ready for use.

The depreciation rates used for each class of depreciable asset are shown below:

Fixed asset class	Depreciation rate
Office equipment	20% - 50%
Computer equipment	25%

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

1 Summary of Significant Accounting Policies (cont)

(i) Intangible assets

Each class of intangible asset is carried at cost less, where applicable, any accumulated amortisation and impairment.

Depreciation

Intangible assets are depreciated on a straight line basis over the assets useful life to the Association, commencing when the asset is ready for use.

The depreciation rates used for each class of intangible asset are shown below:

Fixed asset class	Depreciation rate
Website development	12.5%

(j) Right of use Assets and Lease Liabilities

At the inception of a contract, the Association assesses whether a lease exists i.e., does the contract convey the right to control the use of an identified asset for a period of time in exchange for consideration.

Right of use asset

At the lease commencement, the Association recognises a right of use asset and associated lease liability for the lease term. The lease term includes extension periods where the Association believes it is reasonably certain that the option will be exercised.

The right of use asset is measured using the cost model where cost on initial recognition comprises of the lease liability, initial direct costs, prepaid lease payments, estimated cost of removal and restoration less any lease incentives received.

The right of use asset is depreciated over the lease term on a straight line basis and assessed for impairment in accordance with the impairment of assets accounting policy.

Lease liability

The lease liability is initially measured at the present value of the remaining lease payments at the commencement of the lease. The discount rate is the rate implicit in the lease, however where this cannot be readily determined then the Association's incremental borrowing rate is used.

Subsequent to initial recognition, the lease liability is measured at amortised cost using the effective interest rate method. The lease liability is remeasured whether there is a lease modification, change in estimate of the lease term or index upon which the lease payments are based (e.g. CPI) or a change in the Association's assessment of lease term.

Where the lease liability is remeasured, the right of use asset is adjusted to reflect the remeasurement or is recorded in profit or loss if the carrying amount of the right of use asset has been reduced to zero.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

1 Summary of Significant Accounting Policies (cont)

(k) Financial Liabilities

Financial liabilities of the company comprise trade and other payables. The Association measures all financial liabilities initially at fair value less transaction costs, subsequently financial liabilities are measured at amortised cost using the effective interest rate method.

(l) Trade and other payables

These amounts represent liabilities for goods and services provided to the Association prior to the end of the financial year and which are unpaid. Due to their short-term nature they are measured at amortised cost and are not discounted. The amounts are unsecured and are usually paid within 30 days of recognition.

(m) Employee Benefits

Provision is made for the Association's liability for employee benefits arising from services rendered by employees to the end of the reporting period. Employee benefits that are expected to be wholly settled within one year have been measured at the amounts expected to be paid when the liability is settled.

Employee benefits expected to be settled more than one year after the end of the reporting period have been measured at the present value of the estimated future cash outflows to be made for those benefits. In determining the liability, consideration is given to employee wage increases and the probability that the employee may satisfy vesting requirements. Cashflows are discounted using market yields on high quality corporate bond rates incorporating bonds rated AAA or AA by credit agencies, with terms to maturity that match the expected timing of cashflows. Changes in the measurement of the liability are recognised in profit or loss.

(n) Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

2 Critical Accounting Estimates and Judgements

The Board makes estimates and judgements during the preparation of these financial statements regarding assumptions about current and future events affecting transactions and balances.

These estimates and judgements are based on the best information available at the time of preparing the financial statements, however as additional information is known then the actual results may differ from the estimates.

The significant estimates and judgements made have been described below.

Key estimates - depreciation

The Board determines the estimated useful lives and related depreciation charges for its plant and equipment. The useful lives could change significantly as a result of technical innovations or some other event such as increased usage. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or the plant and equipment are becoming technically obsolete.

Key estimates - lease term

The lease term is a significant component in the measurement of both the right-of-use asset and lease liability. Judgement is exercised in determining whether there is reasonable certainty that an option to extend the lease or purchase the underlying asset will be exercised, or an option to terminate the lease will not be exercised, when ascertaining the periods to be included in the lease term. In determining the lease term, all facts and circumstances that create an economical incentive to exercise an extension option, or not to exercise a termination option, are considered at the lease commencement date. Factors considered may include the importance of the asset to the Association's operations; comparison of terms and conditions to prevailing market rates; incurrence of significant penalties; existence of significant leasehold improvements; and the costs and disruption to replace the asset. The Association reassesses whether it is reasonably certain to exercise an extension option, or not exercise a termination option, if there is a significant event or significant change in circumstances.

Key estimates - lease incremental borrowing rate

Where the interest rate implicit in a lease cannot be readily determined, an incremental borrowing rate is estimated to discount future lease payments to measure the present value of the lease liability at the lease commencement date. Such a rate is based on what the Association estimates it would have to pay a third party to borrow the funds necessary to obtain an asset of a similar value to the right-of-use asset, with similar terms, security and economic environment.

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

	2023	2022
	\$	\$
3 Revenue		
Revenue from contracts with customers		
Grants and funding	339,057	345,872
Education	294,435	292,660
Membership income	152,423	168,620
Product sales	194,144	225,924
Industry awards	56,420	-
	<u>1,036,479</u>	<u>1,033,076</u>
Other revenue		
— Interest received	9,720	2,068
	<u>9,720</u>	<u>2,068</u>
(a) Disaggregation of revenue from contracts with customers		
Timing of revenue recognition		
Products and services transferred to customers:		
— over time	785,915	807,152
— at a point in time	250,564	225,924
	<u>1,036,479</u>	<u>1,033,076</u>
4 Expenses		
The expenses include the following specific expenses:		
Employee benefits expense		
— Salaries and wages	426,584	387,684
— Defined contribution superannuation expense	42,544	39,940
	<u>469,128</u>	<u>427,624</u>
Depreciation expense		
— Depreciation - plant and equipment	5,299	4,842
— Depreciation - right of use asset	87,152	78,232
	<u>92,451</u>	<u>83,074</u>
Finance costs		
— Interest expense - lease liabilities	30,929	31,092
— Other interest expense	6,284	7,847
	<u>37,213</u>	<u>38,939</u>

Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

	2023	2022
	\$	\$
5 Income tax expense		
Reconciliation of income tax to accounting profit:		
Prima facie tax on profit before income tax at 25% (2022: 25%)	6,817	15,947
Add / (Less) Tax effect of:		
— non-taxable member income arising from principle of mutuality	(5,420)	(5,049)
Income tax (benefit) / expense	<u>1,397</u>	<u>10,898</u>
Weighted average effective tax rates	5%	17%
Imputation credits available for use in subsequent reporting periods	-	-
6 Cash and Cash Equivalents		
Cash on hand	16	194
Cash at bank	212,771	450,056
	<u>212,787</u>	<u>450,250</u>
7 Trade and Other Receivables		
Trade receivables	7,734	3,242
Other receivable	-	1,192
	<u>7,734</u>	<u>4,434</u>
8 Inventories		
Stickers, leases and forms	2,688	3,389
	<u>2,688</u>	<u>3,389</u>
Write downs of inventories to net realisable value during the year were \$Nil (2022: \$Nil).		
9 Other assets		
Prepayments	3,578	4,692
	<u>3,578</u>	<u>4,692</u>

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

	Note	2023 \$	2022 \$
10 Other financial assets			
Current			
Term deposits		358,119	100,000
		<u>358,119</u>	<u>100,000</u>
Non-current			
Investment		10,000	10,000
		<u>10,000</u>	<u>10,000</u>
Total other financial assets		<u>368,119</u>	<u>110,000</u>
Other financial assets classified as financial assets at amortised cost			
Term deposits		358,119	100,000
Financial assets	22	<u>358,119</u>	<u>100,000</u>
Other financial assets classified as financial assets at fair value through other comprehensive income			
Investment		10,000	10,000
Financial assets	22	<u>10,000</u>	<u>10,000</u>
11 Income tax assets and liabilities			
Current			
Income tax (receivable) / payable		21,042	4,208
		<u>21,042</u>	<u>4,208</u>
Deferred tax asset comprises temporary differences attributable to:			
Amounts recognised in profit or loss:			
— Employee benefits		12,315	6,757
— Leases		6,370	2,853
— Other immaterial items		684	(9,610)
Deferred tax asset		<u>19,369</u>	<u>-</u>
Movements			
Balance at the beginning of the year		-	-
Charged to profit or loss		19,369	-
Balance at the end of the year		<u>19,369</u>	<u>-</u>

Real Estate Institute of Northern Territory Inc

ABN: 15 717 052 155

Notes to the Financial Statements For the Year Ended 31 December 2023

	2023	2022
	\$	\$
12 Plant and Equipment		
Office equipment		
At cost	137,872	137,015
Accumulated depreciation	(136,418)	(135,137)
Total office equipment	<u>1,454</u>	<u>1,878</u>
Computer equipment		
At cost	1,653	1,653
Accumulated depreciation	(804)	(391)
Total computer equipment	<u>849</u>	<u>1,262</u>
Total Plant and Equipment	<u><u>2,303</u></u>	<u><u>3,140</u></u>

Movements in carrying amounts

Movement in the carrying amounts for each class of plant and equipment between the beginning and the end of the current financial year:

	Office Equipment	Computer Equipment	Total
	\$	\$	\$
Year Ended 31 December 2023			
Balance at the beginning of the year	1,878	1,262	3,140
Additions	857	-	857
Depreciation expense	(1,281)	(413)	(1,694)
Balance at the end of the year	<u>1,454</u>	<u>849</u>	<u>2,303</u>

13 Intangible Assets

Website development		
At cost	37,732	2,000
Accumulated depreciation	(3,778)	(172)
Total website development	<u>33,954</u>	<u>1,828</u>

Movements in carrying amounts

Movement in the carrying amounts for each class of intangible asset between the beginning and the end of the current financial year:

	Website Development	Total
	\$	\$
Year Ended 31 December 2023		
Balance at the beginning of the year	1,828	1,828
Additions	35,732	35,732
Depreciation expense	(3,606)	(3,606)
Balance at the end of the year	<u>33,954</u>	<u>33,954</u>

Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

	2023	2022
	\$	\$
14 Right of Use Assets		
Building		
At cost	578,844	547,624
Accumulated depreciation	<u>(165,384)</u>	<u>(78,232)</u>
	<u>413,460</u>	<u>469,392</u>

Movements in carrying amounts

Movement in the carrying amounts for each class of right of use assets between the beginning and the end of the current financial year:

	Building	Total
	\$	\$
Year ended 31 December 2023		
Balance at the beginning of the year	469,392	469,392
Additions	31,219	31,219
Depreciation expense	<u>(87,151)</u>	<u>(87,151)</u>
Balance at the end of the year	<u>413,460</u>	<u>413,460</u>

		2023	2022
	Note	\$	\$
15 Trade and Other Payables			
Trade payables		14,339	31,457
Other payables		3,194	3,838
GST payable		<u>6,926</u>	<u>6,325</u>
		<u>24,459</u>	<u>41,620</u>
Trade and Other Payables classified as financial assets at amortised cost			
Trade and other payables		24,459	41,620
Less: GST payable		<u>(6,926)</u>	<u>(6,325)</u>
Financial assets	22	<u>17,533</u>	<u>41,620</u>

Trade and other payables are unsecured, non-interest bearing and are normally settled within 30 days. The carrying value of trade and other payables is considered a reasonable approximation of fair value due to the short-term nature of the balances.

16 Financial liabilities

American express corporate card	<u>9,969</u>	<u>5,023</u>
	<u>9,969</u>	<u>5,023</u>

Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

17 Lease liabilities

The Association has entered into a lease over land and buildings.
Information relating to the leases in place and associated balances and transactions are provided below.

Terms and conditions of leases

The building lease is for the corporate office, has 1 years remaining. The directors have taken up the 5 year option for extension of the lease. The rentals are subject to a CPI for the term of the lease.

Extension options

The lease contained an extension option for 5 years, which allows the Association to extend the lease term by the original non-cancellable period of the lease.

The Association includes options in the leases to provide flexibility and certainty to the Association operations and reduce costs of moving premises and the extension options are at the Association's discretion. At commencement date and each subsequent reporting date, the Association assesses where it is reasonably certain that the extension options will be exercised.

	2023 \$	2022 \$
Current Lease liability	78,356	68,912
	<u>78,356</u>	<u>68,912</u>
Non-current Lease liability	364,829	413,804
	<u>364,829</u>	<u>413,804</u>
Total lease liabilities	<u>521,541</u>	<u>551,628</u>

The maturity analysis of lease liabilities based on contractual undiscounted cash flows is:

Not later than 1 year	102,816	96,000
Between 1 and 5 years	308,448	384,000
Greater than 5 years	102,816	96,000
Total	<u>514,080</u>	<u>576,000</u>

Lease related amounts recognised in the statement of profit or loss and other comprehensive income:

Amortisation expense of right of use assets	87,152	78,232
Interest expense on lease liabilities	30,929	31,092
Low value asset leases expense	15,940	24,008

Statement of cash flows

Total cash outflow for leases	<u>(70,750)</u>	<u>(64,908)</u>
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Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

	2023 \$	2022 \$	
18 Employee Benefits			
Current			
Annual leave	39,658	22,787	
	<u>39,658</u>	<u>22,787</u>	
Non-current			
Long service leave	17,808	8,769	
	<u>17,808</u>	<u>8,769</u>	
Total employee benefits	<u>57,466</u>	<u>31,556</u>	
	Annual Leave	Long Service Leave	Total
	\$	\$	\$
Opening balance at 1 January 2023	22,787	8,769	31,556
Additional provisions raised during the year	37,391	9,039	46,430
Amounts charged / used	(20,520)	-	(20,520)
Balance at 31 December 2023	<u>39,658</u>	<u>17,808</u>	<u>57,466</u>

19 Related party transactions

a. Key management personnel

Any person(s) having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director (whether executive or otherwise) of that entity, is considered key management personnel.

For details of disclosures relating to key management personnel, refer to Note 20.

b. Other related parties

Other related parties include close family members of key management personnel and entities that are controlled or jointly controlled by those key management personnel, individually or collectively with their close family members.

	2023 \$	2022 \$
Transactions with other related parties		
<i>Income</i>		
Receipts for membership fees	1,313	1,335
<i>Expenses</i>		
Payments for marking services	(12,176)	(7,547)
<i>Trade Payables</i>		
Payments due for marking services	(2,737)	-

Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

	2023	2022
	\$	\$
20 Key management personnel disclosures		
<i>Compensation</i>		
The aggregate compensation made to the members of key management personnel of the Association is set out below:		
Aggregate compensation	<u>157,466</u>	<u>221,110</u>

21 Remuneration of auditors

Audit of the financial statements	9,750	7,500
Compilation of the financial statements	1,750	1,500
	<u>11,500</u>	<u>9,000</u>

22 Financial assets and liabilities

The Association's financial instruments consist mainly of deposits with banks, short term investments, accounts receivable and payable and bank credit cards.

The totals for each category of financial instruments, measured in accordance with AASB 9 as detailed in the accounting policies to these financial statements, are as follows:

	2023	2022
	\$	\$
Financial assets at amortised cost		
Cash and cash equivalents	212,787	450,250
Trade and other receivables	7,734	4,434
Other financial assets	358,119	100,000
	<u>578,640</u>	<u>554,684</u>
Financial assets at fair value through other comprehensive income		
Other financial assets	10,000	10,000
Total financial assets	<u>588,640</u>	<u>564,684</u>
Financial liabilities at amortised cost		
Trade and other payables	17,533	41,620
Financial liabilities	9,969	5,023
Lease liabilities	521,541	551,628
Total financial liabilities	<u>27,502</u>	<u>46,643</u>

Real Estate Institute of Northern Territory Inc

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Notes to the Financial Statements For the Year Ended 31 December 2023

23 Contingencies

In the opinion of the Board members, the Association did not have any contingencies at 31 December 2023 (2022: Nil)

24 Events Occurring After the Reporting Date

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operations of the Association, the results of those operations, or the state of affairs of the Association in future financial years.

25 Statutory information

The registered office and principal place of business of the Association is:
3/6 Lindsay St
Darwin City, NT 0800

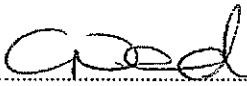
Real Estate Institute of Northern Territory Inc

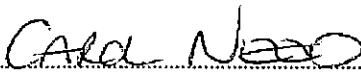
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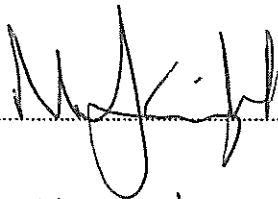
Board Declaration

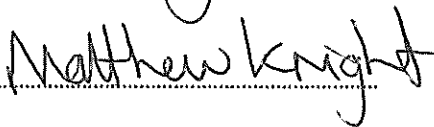
The members of the Association declare that:


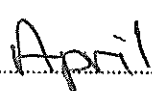
1. The financial statements and notes, as set out on pages 5 to 23, are in accordance with the *Associations Act 2003* and:
 - a. comply with Australian Accounting Standards - Simplified Disclosures; and
 - b. give a true and fair view of the financial position as at 31 December 2023 and of the performance for the year ended on that date.
2. In the members' opinion, there are reasonable grounds to believe that the Association will be able to pay its debts as and when they become due and payable.

Board Member.....

Name.....

Board Member.....

Name.....

Signed on this..........day of..........2024

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF REAL ESTATE INSTITUTE OF NORTHERN TERRITORY INC

Opinion

We have audited the financial report of Real Estate Institute of Northern Territory Inc ("the Association") which comprises the Statement of Financial Position as at 31 December 2023, the Statement of Profit and Loss and Other Comprehensive Income, the Statement of Changes in Equity and the Statement of Cash Flows for the year then ended, Notes to the Financial Statements, including a summary of material accounting policies, and the Board Declaration.

In our opinion, the accompanying financial report of Real Estate Institute of Northern Territory Inc presents fairly, in all material respects, the financial position of the Association as at 31 December 2023, and its financial performance and its cash flows for the year then ended in accordance with the *Associations Act 2003* and Australian Accounting Standards – Simplified Disclosures.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Association in accordance with the auditor independence requirements of the Accounting Professional and Ethical Standards Board's *APES 110 Code of Ethics for Professional Accountants (including Independence Standards)* (the Code) that are relevant to our audit of the financial report. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

The Board Members are responsible for the other information. The other information comprises the Board Report for the year ended 31 December 2023, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Board Responsibility for the Financial Report

The Board of Real Estate Institute of Northern Territory Inc is responsible for the preparation of the financial report that presents fairly in accordance with the *Associations Act 2003* and Australian Accounting Standards – Simplified Disclosures. This responsibility includes such internal control as the Board determines is necessary to enable the preparation of the financial report that presents fairly so that it is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the Board is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

INDEPENDENT AUDITOR'S REPORT**TO THE MEMBERS OF REAL ESTATE INSTITUTE OF NORTHERN TERRITORY INC
(CONT)****Auditor's Responsibilities for the Audit of the Financial Report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

A further description of our responsibilities for the audit of the financial report is located on the Auditing and Assurance Standards Board website at: www.auasb.gov.au/auditors_responsibilities/ar4.pdf. This description forms part of our auditor's report.

Moore Australia

MOORE AUSTRALIA AUDIT (SA/NT) PTY LTD

R Speed

ROBYN SPEED
Director

Brisbane, Queensland

Dated: 8 April 2024

Treasurer

I have reviewed the Audited Financials of REINT for FY 2023 and have analysed below the performance in comparison to the previous year.

Income Statement

The main revenue streams for REINT are,

- Grants and funding for Education and Professional Development as per agreements with Agents Licensing Board and Agents Licensing Fidelity Guarantee Fund respectively.
- Memberships fees across the Territory
- Fees from students studying for Certificate IV and Diploma in RE
- Partner and Sponsor related contributions.

The total income of \$1,062K is a marginal increase from FY 2022. There were no increases to the membership and student fee structure along with a higher subsidization to members for partner, networking events. Within this background a satisfying performance in all areas of activity.


Except for membership fees all other revenues from cores areas of activity largely remained unchanged. The drop in membership revenue is on account of unusually higher income reported in 2022. This drop was more than adequately offset by an increased Partner/Sponsor-related income of \$56K.

Most expense categories including rental costs increased due to inflationary reasons. In addition, REINT launched several new memberrelated activities with minimal costs to members. In this backdrop an increase in total expenses of \$50K indicates sound expense management.

To be compliant with relevant Accounting Standards, the rental costs are charged as depreciation calculated on the rental costs capitalized at net present value. The rental agreement with the Agents' Licensing Authority expires in 2028. This compliance requirement is applicable as from 2022.

Balance Sheet

A strong financial position is reflected in the balance sheet as of 31 December 2023. A net worth of \$493K suggests REINT's sustainability with healthy financial pillars.



Bank balances of \$566K are an indication of a strong financial resource base. Adopting good cash flow management techniques has resulted in \$353K placed as term deposits with Westpac, generating incremental income.

Overall, I am pleased with REINT's achievements. The fact that REINT has invested significantly in new initiatives for member benefit without compromising its financial health stands testimony to this assertion.

On conclusion I have been impressed with Aswin De Silva, CEO in managing Institute's finances. Aswin has consistently guided and advised the board how best to manage its resources in the most effective and efficient manner. Team REINT has performed very well together in understanding and delivering goals to meet board expectations. A big thank you to all in this regard.

Alison Ross

ALISON ROSS

Treasurer

Member Engagement

buildskills
PILOT PROGRAM

PROPERTY MANAGERS
looking to
build skills
for your
career in
real estate?

REIN

INTERNATIONAL
Women's Day Member Event

WOMEN OF INFLUENCE
Luncheon for Women in Real Estate

19 MARCH 2023 at
Wharf One
Sydney

Ann Pellegrino
REIA, CEO

SACNT HWY EBSWORTH WORTH

FREE INFORMATION SESSION

How to start your
Career in Real Estate

REIN

FROM PROPERTIES TO POSSIBILITIES

eXchange
2023

SPONSORING PARTNERS INCLUDE

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FRIDAY 12 OCTOBER | FREE BRISK MEET

REIN
MEMBERSHIP BENEFITS
OF MONTANA TERRITORY

MEMBER OF THE REAL ESTATE
MEMBERSHIP ASSOCIATION

REAL ESTATE CODE

REIN
MEMBER
2023/2024

REIN AWARDS
FOR EXCELLENCE
2023

**AUCTIONEERING
CHAMPIONSHIPS**
2023

REIN

REINT
PROFESSIONAL DEVELOPMENT

CAN A TENANT ASSIGN A LEASE TO AVOID LEASE BREAKS?

All you need to know about assignment and sub-letting

23 March 2023
8.30am - 10am
REINT Training Room
Zoom Available

REINT HOUSTON PARTNERS
Allison O'Leary & Carol Freed

REINT
PROFESSIONAL DEVELOPMENT

BODY CORPORATE

All you need to know about rules and maintenance for rental properties within a body corporate

30 March 2023
8.30am - 10am
REINT Training Room
Zoom Available

PRESENTED BY
David Ferguson

REINT
PROFESSIONAL DEVELOPMENT

SWIMMING POOL SAFETY

A presentation by the Swimming Pool Safety Unit in the Department of Infrastructure, Planning and Logistics

Thursday 12th July
REINT Training Room
Zoom

NORTHERN TERRITORY
Department of Infrastructure, Planning and Logistics

REINT
PROFESSIONAL DEVELOPMENT

NT CONSUMER AFFAIRS

Submit your questions for NT Consumer Affairs to address during the session. Talking point on frequent calls coming into their call centre

Thursday 3rd August - 9am
REINT Training Room
Zoom

NORTHERN TERRITORY
CONSUMER AFFAIRS

REINT Presents *Carol Freed* for

RT Forms

- RT03 RENT ARREARS
- RT08 WITHHOLD BOND
- RT04 BREACH OF TENANCY

Thursday 30th November 9.00am

PD REINT

HOSTED BY
REINSW

WOMEN ON BOARDS

16 August | 9.30am (ACST)

FREE WEBINAR

You're a professional and successful woman in real estate and we know you have skills, experience and expertise to share. There are so many opportunities for women of your calibre to serve on a board and we're inviting you to find out how to take that next step.

REINT
MEMBERS WELCOME TO ATTEND

KEEPING IT REAL

Session 1

Conflict Resolution

Effective strategies to prevent, manage and resolve conflict like a pro and get higher levels of engagement

27 April 2023
8.30am - 10am
REINT Training Room
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

KEEPING IT REAL

Session 1

Emotional Intelligence

Why having high emotional intelligence is essential to developing stronger relationships and seeing better results

15 June 2023
8.30am - 10am
REINT Training Room
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

KEEPING IT REAL

Session 2

Negotiation, Influence & Persuasion

A deep dive into core concepts to identify strategies and principles that can be applied to improve any situation

04 May 2023
8.30am - 10am
REINT Training Room
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

KEEPING IT REAL

Session 3

Personal Branding

Understand the importance of creating and maintaining your personal brand to consistently communicate your competitive edge

08 June 2023
8.30am - 10am
REINT Training Room
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

KEEPING IT REAL

Session 4

Effective Communication

How to adapt in response to communicate with confidence to improve pivotal relationships

20 April 2023
8.30am - 10am
REINT Training Room
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

KEEPING IT REAL

Session 4

Organisation & Time Management

Don't try to manage your time - manage yourself if you want to see better results, less stress and happier clients

01 June 2023
8.30am - 10am
ALICE SPRINGS - NT
Chamber of Commerce
Zoom Available

ARTICULATE
PROFESSIONAL DEVELOPMENT

SHARKEY LAW
COMMERCIAL

COMMERCIAL MASTERCLASS SERIES

Session 1

Sale of Business 101

How to Successfully Complete the Sale

Tuesday 14th November 9.30am

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SHARKEY LAW
COMMERCIAL

COMMERCIAL MASTERCLASS SERIES

Session 2

Commercial Retail & Non-Retail Leasing

The Basics

Tuesday 12th December 9.30am

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SHARKEY LAW
COMMERCIAL

RESIDENTIAL MASTERCLASS SERIES

Session 1

Leasing Disputes 101

Be Match ready for NTCAT


Tuesday 28th November 9.30am


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REINT AWARDS FOR EXCELLENCE 2023



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