



CPD COURSES

Castle Hill

Sales & Prop Mgmt

Thu 5th Feb

Bathurst

Stock & Station or
Sales & Prop Mgmt

Mon 9th Feb

Sydney

Sales or Prop Mgmt

Mon 9th Feb

Sydney

Commercial & Retail
Sales & Leasing

Tue 10th Feb

Sydney

Strata

Wed 11th Feb

Ballina

Sales & Prop Mgmt

Mon 16th Feb

Tweed Heads

Sales & Prop Mgmt or
Strata

Tue 17th Feb

Blue Mountains

Sales & Prop Mgmt

Wed 18th Feb

Goulburn

Stock & Station or
Sales & Prop Mgmt

Fri 20th Feb

First Home Owners' Grant

It is always good to refresh our memories about the financial incentives that encourage new purchasers into the market and the stipulations that are attached to those incentives.

The First Home (New Home) Scheme is the renewed first home owner's grant that was introduced from 2012. As most of you would be aware, some large changes came about with the new scheme relating to the eligibility of buyers. No longer is the scheme for any first home buyer. The scheme applies only to people purchasing a new home or land to build their new home on, providing that the purchaser or purchasers have not previously purchased property.

A new home is one that has not previously been occupied, including occupation by the builder, a tenant or other occupant, one that has not been previously sold as a residence (it must be the first sale of the home), a home built to replace demolished premises or it can be a home that has been substantially renovated.

The Office of State Revenue have defined "Substantially Renovated" as:

- Renovations in which all, or substantially all, of a building is removed or replaced. The renovations may, but need not, involve the removal or replacement of foundations, external walls, interior supporting walls, floors, roof or staircases

Substantially renovated does not include cosmetic work such as painting, sanding floors, replacing light fittings or replacing carpets.

The scheme grants purchasers with a \$15,000 grant. However this amount will reduce as of 1 January 2016 to \$10,000.

The conditions of the grant extend to and include:

- No person on the contract has purchased property in the past;
- The amount the purchaser pays for the property. As of 1 July 2014 that amount was increased to \$750,000;
- No purchaser listed on the contract has received a first home owners grant in any state or territory;
- Purchaser must live in the property for a continuous period of 6 months within the first 12 months of ownership;

www.acop.edu.au

**CPD
2 HOUR
BREAKFAST
SEMINARS**

Full 12 points!!

Penrith

Sales & Prop Mgmt
Mon 2nd Feb

Bankstown

Sales & Prop Mgmt
Wed 4th Feb

Parramatta

Trust Accounting
Fri 6th Feb

Liverpool

Sales & Prop Mgmt
Wed 11th Feb

Newcastle

Trust Accounting
Thu 12th Feb

Parramatta

Sales & Prop Mgmt
Thu 19th Feb

Sydney

Business Broking
Fri 20th Feb

Gosford

Sales & Prop Mgmt
Thu 26th Feb

Parramatta

Strata
Thu 5th Mar

Castle Hill

Sales & Prop Mgmt
Tue 10th Mar

As well as the financial incentive to encourage purchasers entering into the market to purchase new homes, the Office of State Revenue grant eligible purchasers with exemptions from transfer duty on new homes valued up to \$550,000 and concessions for new homes valued between \$550,000 and \$650,000.

Eligible purchasers buying vacant blocks of residential land to build their home will pay no duty on the land valued up to \$350,000 and again concessions for land valued between \$350,000 and \$450,000.

It is very important to remember that there will be further changes to these incentives at the end of 2015. For any purchasers wishing to obtain the higher grant, they will need to ensure that they sign their contracts for purchase prior to 1 January 2016.

We hope that this information is a helpful update for you as agents and mortgage brokers. It may also be useful for you to pass on to your prospective purchasers.

Til next time,

Wishing you every success in your business ventures,
Rosy Sullivan



Online CPD now available for
Real Estate Sales, Property
Management, Business Broking,
Strata, Stock and Station and
On-site Residential Property
Management.

New topics for 2015
available for Sales,
Property Management &
Strata!

\$99

USI

If you are a student studying nationally-recognised training at a Registered Training Organisation like the Australian College of Professionals (ACOP) you are required to have a Unique Student Identifier from 1st January 2015. The USI will give you ongoing access to your records and results, so they are always available if you choose to enrol in further training or need to show a future employer.

You can create your USI here: <http://www.usi.gov.au/create-your-USI/Pages/default.aspx>

CERTIFICATE OF REGISTRATION COURSES

Bathurst

(Dist Ed + 1 day workshop)

Tue 10th Feb

Sydney

Mon 16th – Wed 18th Feb

Sydney

(Dist Ed + 2 day workshop)

Sat 21st – Sun 22nd Feb

Goulburn

(Dist Ed + 1 day workshop)

Thu 19th Feb

Newcastle

(Dist Ed + 1 day workshop)

Fri 27th Feb

Castle Hill

Mon 2nd – Wed 4th Mar

Port Macquarie

(Dist Ed + 1 day workshop)

Tue 3rd Mar

Parramatta

Mon 9th – Wed 11th Mar

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking Sydney

Wed 4th - Fri 6th Mar

Dip of Finance & Mort Broking Mgmt

Upgrade for existing Cert IV holders

Sydney

Mon 9th - Tue 10th Mar

News from the Office

The College has had a busy few weeks with full CPD courses covering all our new topics. How exciting! The students have been giving us very positive feedback about our new topics that we are offering. This week we have a new addition to the ACOP staff team, welcoming Charlotte.

We were all very grateful after the long weekend: Fearnie just arrived back from her cruise boasting that she enjoyed every moment of her holiday and Dominique spent her weekend in Canberra attending the Australian of the year awards. During the week Gen was surprised by receiving a bouquet of flowers celebrating her anniversary.

We have recently launched live chat on our website! So head onto www.acop.edu.au and chat to our professional training consultants.

Commercial and Retail Sales and Leasing Skills Course

*Whilst this is a skills course, students will receive 12 CPD points.

Port Macquarie

Monday 23rd to Tuesday 24th March

Sydney CBD

Monday 13th to Tuesday 14th April

Ring **1300 88 48 10** to book!

Regional NSW CPD Courses soon at Ballina, Tweed Heads, Goulburn, Bathurst, Blue Mountains

Social Media



Property Licence Courses

**Experienced Agents
Property Licence
Program
Sydney**

Mon 2nd - Fri 6th Feb

**Trust Accounting
Sydney**

Mon 2nd - Wed 4th Feb

**Property Management
Sydney**

Wed 4th - Fri 6th Feb

**Business Broking
Agency Practices
Sydney**

Thu 5th - Fri 6th Feb

**Sales for Real Estate
Sydney**

Tue 10th - Fri 13th Feb

**Strata Management
Agency Practices
Sydney**

Tue 27th - 30th Jan

**Stock & Station
Agency Practices
Sydney**

Mon 11th - Fri 15th May

**Financial Management
Sydney**

Tue 27th - Wed 28th Jan

**Staff Management
Sydney**

Thu 5th - Fri 6th Feb

**Auctioneer
Accreditation Sydney**
Fri 6th Mar

Is it Time You Upgraded to Your Licence?

ACoP runs an Experienced Agents Property Licence Program which, in conjunction with Recognition of Prior Learning (RPL) assessment, will enable you to complete your Real Estate Licence qualification in 5 days with take home assessments.

We will also assist you with completion and submission of your licence application to NSW Fair Trading free of charge.

Free Assessment

Send us your resume & copies of any qualification transcripts you may have for a free and confidential preliminary RPL assessment.

Business Broking Agency Practices Course

for existing Real Estate, Strata and
Stock & Station Licensees

Thurs 5th to Fri 6th February

Why not try online CPD for \$99?



**Australian College
of Professionals**

The College trainers will be conducting
Certificate of Registration and CPD courses
in city and country areas of NSW in 2014.

Ring 1300 88 48 10 to book

or

visit our website - www.acop.edu.au

Customised and in-house CPD courses
are available.
We come to you!

Real Estate, Strata, Business Broking,
On-site Residential or Stock & Station.

In Sydney, courses are run at
Bankstown, Castle Hill, the CBD at St
Andrew's House, Liverpool, Northern
Beaches and Parramatta.

