



## CPD COURSES

### Sydney

Real Estate Sales

**Thu 19th Jul**

### Sydney

Property Management

**Thu 19th Jul**

### Newcastle

Sales & Prop Mgmt

**Thu 26th Jul**

### Castle Hill

Sales & Prop Mgmt

**Thu 2nd Aug**

### Dee Why

Sales & Prop Mgmt

**Wed 8th Aug**

### Ballina

Sales & Prop Mgmt

**Mon 13th Aug**

### Albury

Sales & Prop Mgmt

**Mon 27th Aug**

### Wagga Wagga

Stock & Station

**Tue 28th Aug**

### Wagga Wagga

Sales & Prop Mgmt

**Tue 28th Aug**

### Port Macquarie

Sales & Prop Mgmt

**Thu 30th Aug**

## Short Term Holiday Lettings..... new regulations

NSW Fair Trading have announced the outcome of the reviews into short term holiday lettings regulations and have devised a solution similar to that in other States of Australia. However, they have not had everything passed through Parliament at this stage.

For strata owners, there has been a lot of nervousness and confusion as to what the laws are on utilising your lot (yes, the lot that they own), for the purposes of short term holiday letting through platforms such as AirBnB or Stays. The confusion has come about with the reforms to the Strata Schemes Management Act 2015.

Section 139 (2) of the Strata Schemes Management Act 2015 states that no by-law can prohibit or restrict the devolution of a lot or a transfer, lease, mortgage or other dealing relating to a lot.

In 2017, the case of Estens v Owners Corporation 11825 was highly reported about. It was a landmark case in New South Wales that, for the first time, saw the New South Wales Civil and Administrative Tribunal (NCAT) rule against the validity of a by-law that restricted AirBnB and other short term holiday letting platforms to be utilised within the scheme, based on s139 (2) mentioned earlier.

While this case provided an answer for owners within strata schemes about what may be considered a valid or an invalid by-law, the validity would really only be considered should the owner or the owners corporation take a matter to NCAT for determination.

The new regulatory framework announced this week will provide some further guidelines for those within Strata Schemes and interestingly the new regulations look at allowing an owners corporation to restrict the use of short term letting within a scheme.

Strata scheme management laws will be amended to clarify that by-laws can prohibit short-term holiday letting, but only for lots that are not a host's principal place of residence. That is, if a host is genuinely sharing their home, they will still be able to use a spare room for short-term holiday letting, and will be

**CPD  
2 HOUR  
SEMINARS**

(8am - 10am unless otherwise specified)  
Pre-reading required.

**Full 12 points!!**

**Castle Hill**

Sales & Prop Mgmt  
**Mon 23rd Jul**

**Sydney**

Sales & Prop Mgmt  
**Fri 27th Jul**

**Parramatta**

Sales & Prop Mgmt  
**Fri 27th Jul**

**Sydney**

(5-7pm)

Sales & Prop Mgmt  
**Thu 7th Aug**

**Bankstown**

Sales & Prop Mgmt  
**Thu 9th Aug**

**Gosford**

Sales & Prop Mgmt  
**Fri 10th Aug**

**Ballina**

(1.30 - 3.30pm)

Strata Management  
**Mon 13th Aug**

**Sydney**

Strata Management  
**Fri 17th Aug**

**Parramatta**

Sales & Prop Mgmt  
**Tue 21st Aug**

**Penrith**

Sales & Prop Mgmt  
**Fri 14th Nov**

allowed to let out their principal place of residence while they are away on holidays.

The secondary argument that usually applies within a strata scheme, but is not restricted to only strata properties, is the argument that letting out a property for short term holiday letting is against local council planning laws and regulations. New planning laws will allow short-term holiday letting under certain conditions. If the host is present, they can use their home for short-term holiday letting all year round as exempt development. That is, they do not need to submit a development application to local council.

If the host is not present, that residence can be used for short-term holiday letting up to 180 days per year in Greater Sydney, with 365 days allowed in all other areas of New South Wales. Councils outside Greater Sydney will have the power to decrease the 365 day limit to no less than 180 days per year.

At this stage, NSW Fair Trading have made their announcement as to what is going to change and how it is going to be done, but have not announced when the changes will come into effect, except to say that there are a number of laws that will need to be changed before these can come into effect.

So, in simple terms.....watch this space because the changes are coming, and we'll keep you updated.

'Til next time,

Wishing you every success in your business ventures,  
**Rosy**

**NEW Skills Course for 2018**

**NCAT  
(The Reality of Tribunal)**

A one (1) day skills workshop facilitated by Lisa Jemmeson, Senior Associate, Litigation, Jemmeson & Fisher and Rosy Sullivan, College Principal, ACOP

The workshop will focus on the practical skills and knowledge required to present matters at the NSW Civil and Administrative Tribunal.

## CERTIFICATE OF REGISTRATION COURSES

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

**Sydney**

(Online + Weekend Workshop)

**Sat 21st – Sun 22nd Jul**

**Parramatta**

**Mon 30th Jul – Wed 1st Aug**

**Sydney**

**Mon 13th – Wed 15th Aug**

**Castle Hill**

**Mon 27th – Wed 29th Aug**

**Port Macquarie**

**Mon 27th – Wed 29th Aug**

## FINANCE AND MORTGAGE BROKING COURSES

Units taken from nationally accredited training qualifications from the FNS Financial Services Training Package.

**Cert IV in Finance & Mortgage Broking  
Sydney**

**Mon 27th - Wed 29th Aug**

**Dip of Finance & Mort Broking Mgmt**

Upgrade for existing

Cert IV holders

**Sydney**

**Thu 30th - Fri 31st Aug**

# From the Office

Can you believe that we are already into the new Financial Year – what a rush. The last fortnight here at the College has been eventful with eager students looking to obtain their Strata Management Licence at the 5 day Strata Management Agency Practices course. Then, to change it up, this week we have a large class of students working towards their Real Estate Licence attending our 4 day Sales for Real Estate course.

Outside of the College walls, our trainers have been just as busy travelling near and far to provide our CPD seminars. Starting from the coastline of Gosford to inland of North Richmond and back to Castle Hill our trainers delivered our 2 hour and 4 hour CPD seminars updating our student with the changes that are looking to come into effect as well as updated knowledge about the Real Estate industry. Rosy, our College Principal has also been on an adventure travelling to Batemans Bay, Nowra and Wollongong as a guest speaker for the EAC Insights Tour of 2018.

The College would like to welcome back Linh Renel-Todd as our Data Marketing and Advertising Consultant. Linh was the very first College employee back in 2002 and now she's back and has brought with her our very new recruit to the College, baby Harrison. Harrison visits or should I say "works" with the ACOP team every fortnight (with his mum). His day in the office will generally consist of many cuddles and cute laughs as we guide him through the world of business – but try and get him away from Rosy and we're all in trouble.

To finish off a great fortnight here at the College, we thank Rosy and John Sullivan for last Friday night's dinner. They took us to El Camino Cantina which is a beautiful Mexican restaurant located in the dim lit streets of The Rocks here in Sydney. With the room filling up quickly surrounded by modern wall art and great music, it was perfect location to take the team. The night was filled with amazing food, endless laughter with a hint of lime and complementary sombrero's as we ended another week here at ACOP – oh and did we mention the margaritas in glasses as big as your head – it was a night to remember.

### Diploma of Leadership and Management

BSB51915

Units taken from nationally accredited training qualifications from the BSB Business Services Training Package.

## Enrol Now

Click on the enrol now button to go to the College online enrolment forms (pdf versions of the newsletter only).

## Property Licence Courses

Units taken from nationally accredited training qualifications from the CPP07 Property Services Training Package.

### Financial Management Sydney CBD

Mon 23rd - Tue 24th Jul

### Staff Management Sydney CBD

Wed 25th - Thu 26th Jul

### Stock & Station Agency Practices Sydney CBD

Mon 30th Jul - Fri 3rd Aug

### Strata Management Agency Practices Sydney CBD

Mon 24th - Thu 27th Sep

### Sales for Real Estate Sydney CBD

Mon 20th - Thu 23rd Aug

### Auctioneer Accreditation Sydney CBD

Fri 24th Aug

### Trust Accounting + Insurance (Strata ) Sydney CBD

Fri 28th Sep

### Trust Accounting Sydney CBD

Mon 6th - Wed 8th Aug

### Parramatta

Mon 12th - Wed 14th Nov

### Property Management Sydney CBD

Mon 30th Jul - Wed 1st

Aug (evenings)

### Parramatta

Thu 15th - Fri 16th Nov

## FNS40815 Certificate IV in Finance and Mortgage Broking

Monday 27th - Wednesday 29th Aug

## FNS50315 Diploma of Finance and Mortgage Broking Management

Thursday 30th - Friday 31st Aug

## MAKE 2018 YOUR YEAR

With proposed reforms coming for the real estate and property industry, make 2018 the year that you get the qualification and obtain a full property licence

ACOP provides licensing training programs, and will recognise your prior learning and experience, for the following licence categories:

- ★ real estate agent's licence
- ★ strata manager's licence
- ★ business agent's licence
- ★ stock and station agent's licence
- ★ buyer's agent's licence
- ★ on-site residential property manager's licence

If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.

## Social Media

