

While every buyer of property is different, we always appreciate the stories told to the College with a "different" scenario with follow up questions. One such question was posed recently: Is a first home buyer entitled to the government exemptions and schemes if they have previously inherited a property through a will?

There are two different schemes that a first home buyer may wish to access:

1. The First Home Owner Grant (New Homes) scheme, was established to assist eligible first home owners to purchase a new home or build their home by offering this grant.

The grant amount is determined by the date of the eligible transaction. This is the date of the contract to purchase a new home or contract to build a home. For an owner builder, the eligible date is when the building work commences. From **1 July 2017**, the First Home Owner Grant Cap for new home purchases is \$600,000; and for a property where you enter into a contract to build, or are an owner builder the total value cannot exceed \$750,000.

For eligible transactions made on or after 1 January 2016, the grant amount is \$10,000.

For eligible transactions made between **1 October 2012** and **31 December 2015**, the grant amount is \$15,000.

#### AND

2. The First Home Buyers Assistance scheme which provides eligible purchasers with exemptions on transfer duty on new and existing homes valued up to \$650,000 and concessions on duty for new and existing homes valued between \$650,000 and \$800,000.

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

Both of these schemes have criteria which includes that a first home buyer must be an eligible person and must not have at any time owned (either solely or with someone else) residential property in Australia other than property owned solely as trustee or executor.

Where a first home buyer is applying for either of these schemes, and they have inherited property through a will, the structure of that inheritance will make a difference. If they were the executor only and sold the property



### Continued...

to disburse funds to the trustees, then the executor is not considered to have owned that house or property in their own right and may still be able to access the first home buying schemes. If however the property has been placed into the names of the trustee or trustees and those trustees apply for the first home owner schemes, they will more than likely find that they will not be entitled to the exemption or reduction in stamp duty or the first home buying grant as they have owned property in their name.

It is not the definition of buying but the definition of ownership that counts. Should you as an agent get questions regarding inherited properties and the first home buying schemes, you should always direct the purchasers to a solicitor to make further enquiries. If you are dealing with an executor of an estate who is debating between selling the property and disbursing funds versus putting the property into the trustees name for them to sell, again they should be directed to a property solicitor because the decision they make may have an impact on what access to government grants that the trustee may have in the future.

'Til next time,

Wishing you every success in your business ventures,

### Rosy

### **4 HOUR CPD Seminars**

9 <sup>TH</sup> Nov	SYDNEY Strata Management
15 <sup>TH</sup> Nov	COFFS HARBOUR Sales & Prop Mgmt
15 <sup>TH</sup> Nov	SYDNEY Real Estate Sales
15 <sup>TH</sup> Nov	SYDNEY Property Management
TUES 20 <sup>TH</sup>	GOSFORD Sales & Prop Mgmt

THUR 22nd NOV	DEE WHY Sales & Prop Mgmt
28 <sup>TH</sup>	NEWCASTLE Sales & Prop Mgmt
29 <sup>TH</sup>	SYDNEY Business Broking
THUR 6 <sup>TH</sup> DEC	SYDNEY Commercial & Retail Leasing
FRI 7 <sup>TH</sup> DEC	SYDNEY Strata Management

# 2 HOUR CPD Seminars - 8am - 10am unless otherwise specified. Pre-reading required) Full 12 points!!

8 <sup>TH</sup> NOV	PARRAMATTA Sales & Prop Mgmt
15 <sup>TH</sup> Nov	COFFS HARBOUR Strata Management
23 <sup>RD</sup> Nov	CASTLE HILL Sales & Prop Mgmt
23 <sup>RD</sup> Nov	SYDNEY Sales & Prop Mgmt

27 <sup>TH</sup>	BANKSTOWN Sales & Prop Mgmt
MON 3RD DEC	GOSFORD Sales & Prop Mgmt
TUES 4 <sup>TH</sup> DEC	SYDNEY (5-7PM) Sales & Prop Mgmt
STH DEC	PARRAMATTA Sales & Prop Mgmt



What a splendid way to end the last fortnight here at ACOP. It has been a very busy fortnight here from the awesome attendance of new faces at our Certificate of Registration course at Parramatta this week. The College has also had the enormous pleasure of running our CPD seminars not only in the Sydney metro area but also in Scone, Parramatta, Liverpool and Manly. With the end of the year approaching quicker than we all anticipated it's great to see so many students enrol into our CPD seminars ensuring they are all up to date with their training.

Kicking off last week we were quite ecstatic about the students attending our Stock and Station Agency Practices Licensing program. It is always a great experience to meet new students who travelled large distances from rural and metro arears to undertake the course and we wish you the very best with your future plans. The stories of the adventures that our regional students have whilst staying in the "big city" are hilarious and we wait anxiously for their arrival each morning of the course.

Here at ACOP, we not only run property courses - we offer finance courses as well. This week, we were pleased to see new faces attend our Certificate IV in Finance and Mortgage Broking course followed by our Diploma of Finance and Mortgage Broking class. This is a great way to end a fortnight here at ACOP always looking to help students achieve their goals.

We have a new member of our team. A huge ACOP welcome to Lucas Hoete, our new Marketing Co-ordinator. Lucas is a graphic designer (you may have noticed that he has been giving our marketing a big dose of botox in the past fortnight – yes it's younger and fresher!!). Lucas has done some work for ACOP over the years as a contractor, and we are all so excited to now have Lucas with us full-time, to assist in providing information to our students that is informative and easy to read.

Because I always leave the best until last I wanted to take a moment to wish Michael Carolan, one of our trainer/assessors, a great big happy birthday. We all devoured Michael's chocolate birthday cake with great enthusiasm. To go into further detail of this decadent masterpiece it was a dense chocolate cake covered in a shimmery chocolate and gold frosting accompanied with vanilla ice cream. Before I end this column, I (Chanelle the ghost writer of the 'From the Office' column) would like to say a big thank you to the whole team, especially Rosy and John for all of the support these last few months before I head off for back surgery tomorrow. What better way to say thank you than to bring a grazing platter in to share – oh and boy did we share. See you all in two weeks.

# **Certificate of Registration Courses**

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

MON 12 <sup>TH</sup> WED 14 <sup>TH</sup> NOV	SYDNEY
SAT 17 <sup>TH</sup> SUN 18 <sup>TH</sup> NOV	SYDNEY Online + Weekend Workshop
MON 26 <sup>TH</sup> WED 28 <sup>TH</sup> NOV	CASTLE HILL
MON 10 <sup>TH</sup> WED 12 <sup>TH</sup> DEC	SYDNEY
MON 18 <sup>TH</sup> WED 20 <sup>TH</sup> FEB	PORT MACQUARIE

# Finance & Mortgage Broking Courses

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

MON 10 <sup>TH</sup> WED 12 <sup>TH</sup> DEC	SYDNEY Cert IV in Finance & Mortgage Broking
THUR 13 <sup>TH</sup> FRI 14 <sup>TH</sup> DEC	SYDNEY Dip of Finance & Mortgage Broking Management

### **Property Licence Courses**

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

MON 19 <sup>TH</sup> TUES 20 <sup>TH</sup> NOV	Financial Management SYDNEY CBD
WED 21 <sup>ST</sup> THUR 22 <sup>ND</sup> NOV	Staff Management SYDNEY CBD
MON 26 <sup>TH</sup> THUR 29 <sup>TH</sup> NOV	Sales for Real Estate SYDNEY CBD
MON 1 <sup>ST</sup> FRI 5 <sup>TH</sup> APR	Stock & Station Agency Practices SYDNEY CBD
MON 21 <sup>ST</sup> THUR 24 <sup>TH</sup> JAN	Strata management Agency Practices SYDNEY CBD
FRI 15 <sup>TH</sup> FEB	Real Estate Auctioneer Accreditation SYDNEY CBD

FRI 9 <sup>TH</sup> NOV	Trust Accounting + Insurance SYDNEY CBD
12 <sup>TH</sup> - 14 <sup>TH</sup> NOV 3 <sup>RD</sup> - 5 <sup>TH</sup> DEC	Trust Accounting PARRAMATTA SYDNEY CBD
15 <sup>TH</sup> - 16 <sup>TH</sup> NOV 6 <sup>TH</sup> - 7 <sup>TH</sup> DEC	Property Management PARRAMATTA SYDNEY CBD
THUR 7 <sup>TH</sup> FRI 8 <sup>TH</sup> FEB	Business Broking Agency Practices SYDNEY CBD

## **Finish 2018 with Success**

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:

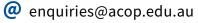
- real estate agent's licence
- strata manager's licence
- business agent's licence
- · stock and station agent's licence
- buyer's agent's licence
- on-site residential property manager's licence

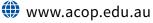
If you are seeking Recognition of Prior Learning (RPL) or Recognition of Current Competence (RCC), talk to us about the types of evidence that you will need to provide to seek these exemptions from training.





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