

REIV **2026** AWARDS FOR EXCELLENCE



ENTRY KIT



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ENTERING THE 2026 REIV AWARDS FOR EXCELLENCE

The REIV Awards for Excellence recognise, reward and celebrate excellence in real estate practices and professionalism. Participating in the Awards helps you to highlight your most outstanding qualities, biggest successes and creative initiatives over the past 12 months. In 2025, entrants in 35 categories will be recognised for their knowledge, skill, innovation and commitment to the industry, to name a few.

KEY DATES

Submissions Open	Monday 15 th of June
Entries Close	Friday 31 st of July
Finalists Announced	Friday 4 th of September
Winners Presented	Thursday 22 nd October

INDIVIDUAL CATEGORIES

Achievement Award+
Business Broker of the Year+
Business Development Manager of the Year+
Buyers' Agent of the Year+
Commercial Property Manager of the Year+
Commercial Salesperson of the Year+
Marketer of the Year+
Operational Leadership Award+

Operational Support Award+
Owners Corporation Manager of the Year
Property Valuer of the Year
Regional Property Manager of the Year
Regional Salesperson of the Year
Residential Property Manager of the Year+
Residential Salesperson of the Year+
Industry Inspiration Award

AGENCY CATEGORIES

Best Sales Commercial & Industrial Marketing Campaign:
-Large Agency
-Medium Agency
-Small Agency
Best Leasing Commercial & Industrial Marketing Campaign:
-Large Agency
-Medium Agency
-Small Agency
Commercial Agency of the Year+
Community Service Award+
Innovation Award+
Marketing and Communications Award+

Regional Agency of the Year
Residential Agency of the Year
-Large+
-Medium+
-Small+
Residential Marketing Awards
-Budget under \$10k
-Budget over \$10k
Residential Property Management Team of the Year+
Residential Sales Team of the Year+
Sustainability Leadership Award+
Wellbeing Award+

+Winner of this Award category progresses through as a finalist to the REIA National Awards for Excellence. Becoming a finalist in the REIA Awards provides even greater marketing opportunities.

WHY ENTER

Entering is easy and free! If you have time to answer five to seven short questions, then you have time to enter. The REIV does not charge an entry fee.

STAND OUT!

Winning an award is a major achievement and a good news story – and we'll help you shout it from the rooftops! So, don't be shy. Your achievements deserve the opportunity to be recognised.

PROGRESS THROUGH TO A NATIONAL ACCOLADE

Twenty-two (22) of this year's REIV categories (highlighted on page 3) allow winners to automatically progress through as a finalist in the 2026 REIA National Awards. The REIV category criteria now matches the corresponding REIA National category criteria. This means that should that REIV winners will not need to prepare a new entry for the corresponding REIA National award category.

TIPS FOR PREPARING YOUR ENTRY

Stay focused

Clear guidelines and limits are provided in the Terms and Conditions of Entry and category criteria, so stick to them when preparing your submission.

Make sure you thoroughly read the criteria for the category/s you are entering and address all questions. Ensure your answers are detailed, specific and relevant to the question, and demonstrate genuine, significant achievements that can be verified with clients and third parties.

Don't rush

Schedule time prior to the close of entries to prepare your submission. Don't leave it to the last minute. Preparing an Award entry can be a valuable experience, allowing time to reflect on personal and business successes. It can often result in ideas for future planning or strategies.

Work as a team

When entering an Agency Award, involve the whole team in discussions. Allocate team members a role in preparing specific entry

material. Review the entry before submission as a group. If entering an Individual Award, involve colleagues in the preparation of your submission. You'll be surprised at the assistance and input they can offer.

Appoint a central coordinator

It's a good idea to appoint a central coordinator in your team to be responsible for ensuring responsible parties are on track to meet the entry deadlines, collating and uploading the final entry for submission.

Be honest

You may not excel in every judging criteria or your response to every question, but that is okay. Don't be afraid to outline steps that have/are being taken to address any gaps or identified weakness.

Review

Sit down with your team after submissions have closed to discuss any areas of weakness identified as a result of preparing your submission. The journey can be as rewarding as the destination.

FOLLOW THESE STEPS

Step 1

Download the REIV Awards for Excellence 2026 Entry Kit and read it thoroughly including the Terms and Conditions of Entry on pages 39-40.

Step 2

Create a login and password on the online Awards portal: <https://reiv.awardsplatform.com/> You will receive a confirmation email. Keep your details secure and do not forward them on to anyone.

Step 3

Draft your submission, addressing each question stated in the criteria, in the order specified. Ensure your submission complies with the requirement details in the criteria.

Please note: your answers to the criteria must be entered directly into the relevant field in the online Awards portal. You cannot upload your answers in PDF, Word or other format. Draft your answers offline and then cut and paste them into the relevant fields in the portal.

Step 4

When you're ready to submit your entry, login to the online Awards portal to confirm your entry details and enter your submission.

You will need to upload a high resolution colour photo or logo to the online Awards portal as follows:

For agency categories, upload a 300 dpi colour version of your agency logo (PNG or JPEG formats are preferred).

For individual categories, upload a 300 dpi portrait photo of yourself, head and shoulders only (JPEG format is preferred).

Step 5

Entries must be submitted by Friday 31st of July. Changes can be made to your entry up to this date, but not after.

Hard copy submissions or supporting material will not be accepted and/or passed onto judges.

Step 6

The judging panel will assess submissions with judging commencing Monday 10th August 2026. Winners will be announced at the REIV Awards for Excellence gala dinner to be held at Crown Palladium on Thursday 22 October.

Contact Us

REIV Events Phone: 03 9205 6666

Email: events@reiv.com.au

INDIVIDUAL CATEGORIES – ENTRY DETAILS

IMPORTANT INFORMATION

- ❖ All information submitted must relate to the award period, 1 July 2025 to 30 June 2026.
- ❖ Supporting material is encouraged to provide evidence and credibility and may be uploaded in PDF format. Where relevant, supporting material may include: marketing material, client testimonials, data feeds, audited statements, third party independent data provider endorsements, letters of appreciation etc.
- ❖ Answers to all questions must be entered directly into the relevant fields in the online Awards portal. Entrants may not upload answers in PDF, Word or other format. Entrants should draft their answers offline and then cut and paste the answers into the relevant fields within the portal.
- ❖ Responses can either be full sentences or dot points, depending on the entrant's preference.
- ❖ Entrants may not submit the same or substantially similar entry as they have submitted in previous years. Where an entrant has entered the same category in previous years, REIV will conduct a comparison of the entries.
- ❖ Where the category progresses through to the **2027 REIA National Awards for Excellence**, the winner will automatically become an entrant in the corresponding category, subject to their consent.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or business.
- ✦ Entrants must have held their licence or registration for no more than two years prior to the close of entries date.
- ✦ Individuals who have previously won the Achievement Award or Outstanding New Agent of the Year Award are not eligible.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Achievement Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Significant achievements (maximum 500 words)	<p>Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant and how it helped you develop in your role.</p> <p>The types of examples you may consider include a significant sale, ensuring retention or outstanding rent roll growth, an innovative approach to a situation that led to greater efficiencies or results, effective marketing and technologies, quality customer service.</p> <p>Supporting material: You may wish to include client testimonials marketing material or other evidence. You may upload up to two pages and supporting material must relate to the submission period.</p>
2	Business challenges and risk management (maximum 500 words)	<p>Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them.</p> <p>Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.</p>
3	Innovation (maximum 500 words)	<p>Describe any new ideas and innovative procedures/ services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.</p>
4	Commitment to quality client service (maximum 500 words)	<p>Give at least two examples of how you have displayed outstanding service to clients during the award period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients. Include how these examples align/demonstrate with your business/ personal ethics.</p>
5	Service and support to your agency and other staff (maximum 500 words)	<p>Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the submission period and how your contribution made a difference.</p>
6	Personal milestones and career goals (maximum 500 words)	<p>Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?</p>
7	Leadership and contribution to the industry (maximum 500 words)	<p>Provide two examples of how you have demonstrated leadership during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways your role complements other property professionals in meeting consumer needs.</p>

INDUSTRY INSPIRATION AWARD

This award recognises an individual who has made a meaningful and positive impact on the real estate profession through their attitude, actions, and influence on others.

ELIGIBILITY

- ✦ Open to all individuals working within or connected to the real estate industry and are a member, staff subscriber or affiliate member of the REIV
- ✦ Nominees may be at any stage of their career, including emerging professionals.
- ✦ Self-nominations are not accepted.

ENTRY DETAILS

1	Inspiration & Influence (maximum 500 words)	Give at least one example of how the entrant positively influencing colleagues, peers, or the broader industry through their passion, energy, and commitment.
2	Authenticity & Integrity (maximum 500 words)	Give at least one example of how the entrant demonstrates genuine character, kindness, and professionalism in their interactions and conduct.
3	Contribution to Industry Culture (maximum 500 words)	Describe how the entrant actively contributes to a supportive, inclusive, and uplifting industry environment.
4	Passion for Real Estate (maximum 500 words)	Describe how the entrant exhibits a clear enthusiasm for the profession, helping to promote and celebrate the industry in a meaningful way.
5	Resilience & Determination (maximum 500 words)	Describe how the entrant shows perseverance in overcoming challenges and continues to pursue their goals with a positive mindset
6	Community & Connection (maximum 500 words)	Describe how the entrant builds strong relationships and fosters a sense of connection across the industry and/or community.

ASSESSMENT

- ✦ Nominations will be assessed based on the strength of the nominee's demonstrated impact, influence, and alignment with the values of the award.
- ✦ Consideration will be given to both formal and informal contributions, including mentorship, advocacy, and everyday actions that inspire others
- ✦ At least 2 written references must be attached to the application to support the nomination

BUSINESS BROKER OF THE YEAR

This Award recognises excellence in business broking.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or business.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Achievement Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Significant achievement (maximum 500 words)	Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.
2	Business challenges and risk management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
3	Innovation (maximum 500 words)	Describe any new ideas and innovative procedures/ services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.
4	Commitment to quality client service (maximum 500 words)	Give at least two examples of how you have displayed outstanding service to clients during the award period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients. Include how these examples align/demonstrate with your business/ personal ethics.
5	Service and support to your agency and other staff (maximum 500 words)	Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the submission period and how your contribution made a difference.
6	Personal milestones and career goals (maximum 500 words)	Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?
7	Leadership and contribution to the industry (maximum 500 words)	Provide two examples of how you have demonstrated leadership during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways your role complements other property professionals in meeting consumer needs.

BUSINESS DEVELOPMENT MANAGER OF THE YEAR

This Award recognises excellence in business development.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or business.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Business Development Manager of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Significant business development achievements (maximum 500 words)	Give three examples of outstanding business development achievements during the submission period and explain why you believe these are significant.
2	Business challenges and risk management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
3	Commitment to quality client service (maximum 500 words)	Give three examples of how you have displayed outstanding service to clients during the award period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.
4	Service and support to your agency and other staff (maximum 500 words)	Outline the most important responsibilities you believe you have to your agency. Describe your personal contributions to the success of the agency and your fellow staff during the submission period, and explain why these made a difference.
5	Commitment to professional and ethical standards (maximum 500 words)	Give two examples of how you have displayed a commitment to professional and ethical standards of practice during the submission period.
6	Personal milestones and career goals (maximum 500 words)	Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?

BUYERS' AGENT OF THE YEAR

This Award recognises excellence in buyers' agency practice.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or business.
- ✦ Entrants must have held their license/registration for at least 2 years and must operate under a licence permitting buyer-representation services under the relevant state / territory Agents Act.
- ✦ Entrants must show operational independence from sales/vendor-aligned entities and be able to demonstrate compliance with fiduciary duties (loyalty, conflict disclosure, confidentiality, acting in client's best interests).

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Buyers' Agent of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Significant achievements (maximum 500 words)	Give at least two examples of outstanding achievements during the submission period (maximum 500 words) and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value. Achievements must demonstrate ethical decision-making, high-quality due diligence, and client advocacy. Must provide evidence of skills that align with fiduciary obligations.
2	Building relationships (maximum 500 words)	Outline the techniques and strategies you use to build effective working relationships with sales agents. Demonstrate compliance with the Agents Act when engaging with sales agents. Explain how conflicts are avoided or managed. Explain how information is controlled to protect client interests.
3	Service to clients (maximum 500 words)	Provide an example of how you have provided outstanding service to a client. Describe how you managed the client's acquisition from start to finish, considering the client's brief, market conditions, due diligence undertaken and the strategies used in negotiation/auction preparation. Outline the challenges or risk you encountered and explain how you overcame them. Detail formal due diligence steps (title, zoning, strata, compliance, building, legal checks). Explain risk identification and mitigation processes. Demonstrate transparency of advice, independent pricing analysis, and documentation of recommendations. Supporting material: You may wish to include supporting material in the form of information presented to the client, written testimonials etc. You may upload up to three pages and all supporting material must relate to the submission period.
4	Appraisals (maximum 500 words)	Provide an appraisal of a property that you have presented to a client. The appraisal should be uploaded in PDF format and must relate to the submission period. Appraisal must be methodologically sound and demonstrate independence from vendor influence. Demonstrate alignment with statutory obligations to act in client's best interests.
5	Leadership (maximum 500 words)	Describe how you provide leadership in the industry. Outline any activities you have personally undertaken during the submission period to raise the profile of buyers' agents and professional standards. Demonstrate leadership in lifting standards, promoting ethical practice, or contributing to consumer education.
6	Professional Development (maximum 500 words)	Outline any professional development activities you have undertaken during the submission period and how they have improved performance. PD supporting legislative literacy, conflict management, negotiation ethics and risk assessment.

COMMERCIAL PROPERTY MANAGER OF THE YEAR

This Award recognises outstanding achievement in commercial property management.

ELIGIBILITY

- Entrants must be individuals rather than a team or agency. It covers individuals working in a small, medium or large agency; and independent or franchise agencies.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Commercial Property Manager of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Property Management portfolio and responsibilities (maximum 500 words)	Please confirm whether you practice as an individual with your own specific portfolio please state the number of properties in your personal portfolio and list your responsibilities to its management.
2	Significant achievement (maximum 500 words)	Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value. It may be a business development activity and/or a property management activity.
3	Business Challenges and Risk Management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period for example rental disputes, repairs and maintenance issues, termination and VCAT and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
4	Innovation (maximum 500 words)	Describe any new ideas and innovative procedures/services you have implemented during the submission period in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace.
5	Commitment to Quality Client Service (maximum 500 words)	Give at least two examples of how you have displayed outstanding service to clients during the submission period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.
6	Leadership and contribution to the industry (maximum 500 words)	Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways commercial property managers complement other property professionals in meeting consumer needs.
7	Professional Development (maximum 500 words)	Outline any professional development activities you have undertaken during the submission period and how they have improved your performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in- house training, coaching, role playing sessions etc.

COMMERCIAL SALESPERSON OF THE YEAR

This Award recognises excellence in selling and listing of commercial properties.

ELIGIBILITY

- Entrants must be individuals rather than a team or agency. It covers principals, licensed agents or sales consultants in the commercial sector; small, medium and large agencies; and independent or franchise agencies.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Commercial Salesperson of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent

ENTRY DETAILS

1	Significant sales activity (maximum 500 words)	Provide details of how your sales performance has improved during the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales). Explain what strategies and processes you have employed to achieve this improvement.
2	Significant listing activity (maximum 500 words)	Specify your most significant listing and/or sales achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider include a significant sale, a complex situation that made the sale challenging, an innovative approach to the sale, effective marketing techniques that attracted attention etc.
3	Business challenges and risk management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
4	Quality Client Service (maximum 500 words)	Provide two examples of how you have displayed a commitment to quality client service during the submission period. Describe how you achieve a point of difference when delivering outstanding service to your clients.
5	Innovation (maximum 500 words)	Outline any new ideas and innovative procedures/services you have implemented in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace. Ensure examples are time specific to the submission period.
6	Service and support to your agency and other staff (maximum 500 words)	Outline how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference. rty managers complement other property professionals in meeting consumer needs.
7	Personal Milestones and Career Goals (maximum 500 words)	Outline your career goals and the strategies to achieve your goals during the submission period. What strategies do you have in place to further develop your knowledge and skills?
8	Leadership and Contribution to the Industry (maximum 500 words)	Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry.

MARKETER OF THE YEAR

This Award recognises outstanding achievement by individuals in property marketing.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or business.
- ✦ Entry is open to REIV Individual Members or REIV Affiliates, if employed by a REIV Agency Member and not eligible for REIV Individual membership.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Marketer of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Marketing Campaign (maximum 500 words)	<p>Outline your best marketing campaign of a residential, business or commercial property during the submission period. Clearly detail your involvement in the marketing of the property and the work that you personally carried out. Stipulate if a conjunction agent was involved and if you sold the property or someone else did.</p> <p>You may choose to include the following information: details of the property, your listing presentation; any research conducted; marketing strategies used; number of days on market; copies of ads; website links; media editorial; brochures; independent supporting evidence of the sale price achieved; any follow up after settlement.</p>
2	Research (maximum 500 words)	<p>Outline the research you conducted to determine the best marketing strategy to employ for your client. List any external providers you used to obtain such information.</p>
3	Marketing (maximum 500 words)	<p>Outline a unique component of your marketing strategy that you used during the submission period that had a significant impact on the sale result.</p>
4	Campaign Outcome	<p>What contributing factors played a role in the success of the marketing campaign and subsequent sale? Did the sale price of the property exceed the estimated selling price? Examples of contributing factors may include market conditions, property features, vendor's motivations, special circumstances etc.</p> <p>Supporting material: You must attach a copy of the Agency Agreement.</p>
5	Professional development	<p>Outline any professional development activities you have undertaken in the submission period and how they have improved your performance.</p>

OPERATIONAL LEADERSHIP AWARD

This Award recognises outstanding individuals working in operational leadership positions. An operational leadership role is defined as a person responsible for controlling or administering an organisation or group of staff. This would include head of department, line/ operations manager, supervisor, principal, administrator, director and managing director.

ELIGIBILITY

- ◆ An entrant must be an individual member or be employed by an REIV member agency.
- ◆ Entry is open to REIV Individual Members or REIV Affiliates, if employed by a REIV Agency Member and not eligible for REIV Individual membership.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Operational Leadership Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Contribution to agency (maximum 500 words)	Briefly outline your current role and responsibilities. Describe the skills and qualities that make you an outstanding operational leader and explain how you apply these to your role. Supporting material: You may wish to include supporting material in the form of written testimonials, letters of appreciation etc. You may upload up to three pages and all supporting material must relate to the submission period.
2	Support for team members (maximum 500 words)	Provide two examples of the most effective ways you provide support to your team members. Highlight how this support has enabled you to build strong relationships with them.
3	Conflict Resolution (maximum 500 words)	Provide one example of how you have successfully resolved a conflict with a team worker or a client and how in doing so demonstrated quality customer service during the submission period.
4	Initiative	Describe a situation where you have demonstrated initiative. Explain the reasons for undertaking the initiative, the efficiencies that resulted and how this was communicated with the agency and how the agency benefited.
5	Professional development	Outline any professional development activities you have undertaken during the submission period and how they have improved your performance. The types of activities outlined may include both formal and informal professional development; for example compulsory Continuing Professional Development courses, in-house training, coaching, role playing sessions etc.

OPERATIONAL SUPPORT AWARD

This Award recognises outstanding individuals working in operational support positions. Entrants must work in a support position, including (but not limited to) administration, office management, reception, personal assistant etc.

ELIGIBILITY

- ✦ An entrant must work in a support position, including (but not limited to) administration, office management, reception, personal assistant, etc.
- ✦ Entry is open to REIV Individual Members or REIV Affiliates, if employed by a REIV Agency Member and not eligible for REIV Individual membership.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Marketer of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Contribution to agency (maximum 500 words)	Briefly outline your current role and responsibilities. Describe the skills and qualities that make you an outstanding operational support professional and explain how you apply these to your role. Supporting material: You may wish to include supporting material in the form of written testimonials, letters of appreciation etc. You may upload up to three pages.
2	Support for team members (maximum 500 words)	Provide two examples of the most effective ways you provide support to your fellow team members. Highlight how this support has enabled you to build strong relationships with them.
3	Conflict Resolution (maximum 500 words)	Provide one example of how you have successfully resolved a conflict with a fellow team member or a client and how in doing so demonstrated quality customer service during the submission period.
4	Initiative	Describe a situation where you have demonstrated initiative. Explain the reasons for undertaking the initiative, the efficiencies that resulted and how this was communicated with the agency and how the agency benefited.
5	Professional development	Outline any professional development activities you have undertaken during the submission period and how they have improved your performance.

OWNERS CORPORATION MANAGER OF THE YEAR

This Award recognises excellence in owner's corporation management.

ELIGIBILITY

- ✦ An entrant must be an individual rather than a team or business.
- ✦ Entrants must be REIV Individual members.

ENTRY DETAILS

1	Significant achievements (maximum 500 words)	Provide at least two examples of outstanding achievements during the award period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.
2	Business challenges and risk management (maximum 500 words)	Give examples of challenges or major risk management issues that you have encountered during the award period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations. Include how this demonstrated your business and/or personal ethics.
3	Innovation (maximum 500 words)	Describe any new ideas and innovative procedures and/or services you have implemented and its contribution to you, and your company's, success. This could be in relation to customer service and satisfaction, business efficiencies, cost savings, employee satisfaction or any other matter that adds value to your profession.
4	Commitment to quality client service (maximum 500 words)	Give at least two examples of how you have displayed outstanding service to clients during the award period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients. Include how these examples align/demonstrate with your business/ personal ethics.
5	Service and support to your organisation	Describe how your role and responsibilities support the objectives of your company/ agency. Describe how you supported, encouraged, trained, coached and mentored colleagues during the award period and how your contribution made a difference
6	Personal milestones and career goals	Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?
7	Leadership and contribution to the industry	Explain what leadership means to you and provide two examples of how you have demonstrated leadership during the award period. Explain how you have contributed to the profession and why you think these contributions will have a positive impact on your company's practice and standing within the real estate sector.

PROPERTY VALUER OF THE YEAR

This Award recognises excellence in property valuation services and contribution to the overall sector.

ELIGIBILITY

- ✦ An entrant must be an individual rather than a team or business.
- ✦ Entrants must be REIV Individual members.

ENTRY DETAILS

1	Significant achievements	Provide at least two examples of outstanding achievements during the award period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value.
2	Business challenges and risk management (maximum 500 words)	Give examples of challenges or major risk management issues that you have encountered during the award period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations. Include how this demonstrated your business and/or personal ethics
3	Commitment to quality client service (maximum 500 words)	Give at least two examples of how you have displayed outstanding service to clients during the award period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients. Include how this demonstrated your business and/or personal ethics.
4	Innovation (maximum 500 words)	Describe any new ideas and innovative procedures and/or services you have implemented and its contribution to your and your company's success. This could be in relation to customer service and satisfaction, business efficiencies, cost savings, employee satisfaction or any other matter that adds value to the provision of valuation and related services and to the valuation profession and real estate sectors.
5	Ethics	Provide two examples that demonstrate how you ensure that you operate consistently to high ethical standards with reference to your company's code of conduct, the REIA National Principles of Conduct and any other codes that you believe are relevant.
6	Service and support to your agency and other staff	Describe how your role and responsibilities support the objectives of the company. Describe how you have supported, encouraged, trained, coached and mentored colleagues during the award period and how your contribution made a difference.
7	Personal milestones and career goals	Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?
8	Leadership and contribution to the industry	Explain what leadership means to you and provide two examples of how you have demonstrated leadership during the award period. Explain how you have contributed to the profession and why you think these contributions will have a positive impact on your company's practice and standing within the valuation and real estate sector

REGIONAL PROPERTY MANAGER OF THE YEAR

This Award recognises outstanding achievement in property management by an individual member located in regional Victoria. The entrant may work in the residential and/or commercial/industrial sector.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or agency. It covers individuals working in a small, medium or large agency; and independent or franchise agencies.
- ✦ The entrant must be working in agency or office operating within one of the 9 regional (not Metropolitan) districts listed on the REIV website at <https://reiv.com.au/membership/chapters-divisions>
- ✦ The entrant can only apply for either the Regional Award or the Metropolitan award

ENTRY DETAILS

1	Property Management portfolio and responsibilities (maximum 500 words)	Please confirm whether you practice as a individual with your own specific portfolio and state the number of properties in your personal portfolio and list your responsibilities to its management.
2	Significant achievements (maximum 500 words)	Give at least two examples of outstanding achievements during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value. It may be a business development activity and/or a property management activity.
3	Business Challenges and Risk Management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period for example rental disputes, repairs and maintenance issues, termination and and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
4	Innovation (maximum 500 words)	Describe any new ideas and innovative procedures/services you have implemented during the submission period in your business and its contribution to your success. This may include customer service enhancements, cost savings, business efficiencies, staff satisfaction or any other value add to the real estate profession. Describe if this has contributed to your positioning and differentiation in the marketplace..
5	Commitment to Quality Client Service (maximum 500 words)	Give at least two examples of how you have displayed outstanding service to clients during the submission period and explain why you believe these are significant. Provide an example of how you have achieved a point of difference in the delivery of excellent service to clients.
6	Leadership and contribution to the industry (maximum 500 words)	Provide two examples of how you support and/or provide leadership to other staff in your agency or in the industry in general during the submission period. Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways commercial property managers complement other property professionals in meeting consumer needs.
7	Professional Development (maximum 500 words)	Outline any professional development activities you have undertaken during the submission period and how they have improved your performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in- house training, coaching, role playing sessions etc.

REGIONAL SALESPERSON OF THE YEAR



This Award recognises outstanding achievement in sales by an individual member located in regional Victoria. The entrant may work in the residential and/or commercial/industrial sector.

ELIGIBILITY

- ✦ Entrants must be individuals rather than a team or agency. It covers principals, licensed agents or sales consultants in the residential sector; small, medium and large agencies; and independent or franchise agencies.
- ✦ The entrant must be working in agency or office operating within one of the 9 regional (not Metropolitan) districts listed on the REIV website at <https://reiv.com.au/membership/chapters-divisions>
- ✦ The entrant can only apply for either the Regional Award or the Metropolitan award

ENTRY DETAILS

1	Sales activity (maximum 500 words)	<p>Provide details of key business metrics during the submission period, including: ratio of appraisals to listings; ratio of listings to sales; and geographic coverage of agency. How do these metrics compare to 12 months ago? Outline any year-on-year improvement including any new ideas that contributed to your success.</p> <p>Supporting material: including but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.</p>
2	Significant achievements (maximum 500 words)	<p>Specify your most significant listing and selling achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider could be significant or record sales for the local area, complex situations that may have drawn out or made the sale challenging; an innovative approach to the sale; an effective marketing technique that attracted attention etc.</p> <p>Supporting material: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to 3 pages and all supporting material must relate to the submission period.</p>
3	Service to clients (maximum 500 words)	<p>Provide two examples of how you have displayed a commitment to quality customer service during the submission period. Describe how you achieve a point of difference when delivering outstanding service to your clients.</p>
4	Service and support to other agents (maximum 500 words)	<p>Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference.</p>
5	Leadership (maximum 500 words)	<p>Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills.</p>
6	Business challenges and risk management (maximum 500 words)	<p>Give examples of challenges or major risk management issues that you have encountered during the submission period, explain how you overcame them. Include details of a difficult client or assignment expectations.</p>
7	Professional Development	<p>Outline any professional development activities you have undertaken in the submission period and how they have improve your performance.</p> <p>The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in- house training, coaching, role playing sessions etc.</p>
8	Additional information to be provided	<p>Where the entrant is supported by sales support staff, please provide a statement which outlines: the number of full-time staff (or equivalent) involved in the operations of the entrant; the specific duties which these staff members undertake on behalf of the entrant; whether these support staff are responsible for bringing in new clients; and the qualifications of the sales support staff.</p> <p>Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.</p>

RESIDENTIAL PROPERTY MANAGER OF THE YEAR

This Award recognises outstanding achievement by individuals in residential property management.

ELIGIBILITY

- Entrants must be individuals rather than a team or agency. It covers individuals working in small, medium and large agencies; and independent or franchise agencies.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this categories will automatically become an entrant in the Residential Property Manager of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Property management portfolio and responsibilities (maximum 500 words)	Please confirm whether you practice as a individual with your own specific portfolio and state the number of properties in your personal portfolio and list your responsibilities to its management.
2	Significant listings and management achievement (maximum 500 words)	Give three examples of how you have demonstrated excellence in property management during the submission period and explain why you believe these are significant. Your examples must focus on properties and means for achieving success, not volume or value. Supporting material: You may wish to upload supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.
3	Business challenges and risk management (maximum 500 words)	Give at least two examples of challenges or major risk management issues that you have encountered during the submission period and explain how you have overcome them. Include details of a difficult client or assignment and explain what resources you drew on to resolve the difficulties and exceed your client's expectations.
4	Service to clients and customers (maximum 500 words)	Give three examples of how you have displayed outstanding service to lessors and tenants during the submission period and explain why you believe these are significant. Provide examples of how you have achieved points of difference in the delivery of excellent service to tenants and lessors.
5	Service and support to your agency and other staff (maximum 500 words)	Outline the most important responsibilities you believe you have to your agency. Describe your personal contributions to the success of the agency and your fellow staff during the submission period and explain why your contribution made a difference.
6	Personal milestones and career goals (maximum 500 words)	Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills?
7	Leadership and contribution to the industry (maximum 500 words)	How have you demonstrated leadership in residential property management during the submission period? Explain how you have contributed to the industry and why you think these contributions will improve your agency practice and its standing within the real estate industry. Discuss the ways residential property managers complement other property professionals in meeting consumer needs.

RESIDENTIAL SALESPERSON OF THE YEAR

This Award recognises outstanding achievement by individuals in residential sales.

ELIGIBILITY

- Entrants must be individuals rather than a team or agency. It covers principals, licensed agents or sales consultants in the residential sector; small, medium and large agencies; and independent or franchise agencies.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner with the highest judging score of the two categories will automatically become an entrant in the Residential Salesperson of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Sales activity (maximum 500 words)	<p>Provide details of key business metrics during the submission period, including: ratio of appraisals to listings; ratio of listings to sales; and geographic coverage of agency. How do these metrics compare to 12 months ago? Outline any year-on-year improvement including any new ideas that contributed to your success.</p> <p>Supporting material: including but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.</p>
2	Significant achievement (maximum 500 words)	<p>Specify your most significant listing and selling achievement during the submission period. Outline why you believe it was significant and how you achieved success. The types of examples you may consider could be significant or record sales for the local area, complex situations that may have drawn out or made the sale challenging; an innovative approach to the sale; an effective marketing technique that attracted attention etc.</p> <p>Supporting material: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to 3 pages and all supporting material must relate to the submission period.</p>
3	Service to clients (maximum 500 words)	<p>Provide two examples of how you have displayed a commitment to quality customer service during the submission period. Describe how you achieve a point of difference when delivering outstanding service to your clients.</p>
4	Service and support to other agents (maximum 500 words)	<p>Describe how your role and responsibilities support the objectives of your wider agency. Describe how you supported and encouraged your fellow staff during the period and how your contribution made a difference</p>
5	Leadership (maximum 500 words)	<p>Describe your career goals and the strategies to achieve your goals. What strategies do you have in place to further develop your knowledge and skills.</p>
6	Business challenges and risk management (maximum 500 words)	<p>Give examples of challenges or major risk management issues that you have encountered during the submission period, explain how you overcame them. Include details of a difficult client or assignment expectations.</p>
7	Professional development	<p>Outline any professional development activities you have undertaken in the submission period and how they have improve your performance. The types of activities outlined may include both formal and informal professional development; for example, compulsory Continuing Professional Development courses, in- house training, coaching, role playing sessions etc.</p>
8	Additional information to be provided	<p>Where the entrant is supported by sales support staff, please provide a statement which outlines: the number of full-time staff (or equivalent) involved in the operations of the entrant; the specific duties which these staff members undertake on behalf of the entrant; whether these support staff are responsible for brining in new clients; and the qualifications of the sales support staff. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.</p>

ENTRY DETAILS – COMMERCIAL & INDUSTRIAL BEST MARKETING CAMPAIGNS – *Sales IMPORTANT INFORMATION

- ✦ All information submitted must relate to the award period, 1 July 2025 to 30 June 2026.
- ✦ Supporting material is encouraged to provide evidence and credibility and may be uploaded in PDF format. It may include: agency business plan, data feeds, third party data provider endorsements, audited statements, marketing material, client testimonials, etc.
- ✦ Answers to all questions must be entered directly into the relevant fields in the online Awards portal. Entrants may not upload answers in PDF, Word or other format. Entrants should draft their answers offline and then cut and paste the answers into the relevant fields within the portal.
- ✦ Responses can either be full sentences or dot points, depending on the entrant's preference.
- ✦ Entrants may not submit the same or substantially similar entry as they have submitted in previous years. Where an entrant has entered the same category in previous years, REIV will conduct a comparison of the entries.

C&I - BEST MARKETING CAMPAIGNS – SMALL, MEDIUM AND LARGE - *Sales

These Awards recognise excellence in commercial and industrial advertising, marketing and promotion across a commercial sales campaign in any sector.

There are three categories:

Best Campaign by a Small Agency

Under 25 employees in the commercial and industrial sector

Best Campaign by a Medium Agency

Between 25-50 employees in the commercial and industrial sector

Best Campaign by a Large Agency

Over 50 employees in the commercial and industrial sector

ELIGIBILITY

- ✦ Entrants may operate as a single or multiple office network trading under one Victorian corporate licence.
- ✦ An office within a franchise may enter this category provided it is made clear the entry and all claims against the criteria relate only to that specific office.
- ✦ **Note: This Award is not judged on sales figures.**

ENTRY DETAILS

1	Description (maximum 500 words)	Provide a description of the property sold. Include the date the property was offered for sale and the date it was sold.
2	Marketing campaign (maximum 500 words)	Summarise the marketing campaign adopted. Include an outline of the total campaign spend with itemised costings showing breakdowns of creative and placement costs. You may also like to outline any other forms of marketing, innovations or promotional activities undertaken.
3	Achievement (maximum 500 words)	Provide a statement detailing how the campaign met the objectives.
4	Media coverage (maximum 500 words)	Outline details of any additional editorial or media coverage the property received. Include copies of relevant documents as evidence.
5	Website and electronic marketing (maximum 500 words)	Outline details of all website placements and electronic media used. Ensure any associated costs are referenced.

JUDGING CRITERIA

- ✦ Cost effectiveness of campaign relative to outcomes
- ✦ Creativity and innovation
- ✦ Effectiveness of marketing campaign
- ✦ Identification and customisation of campaign for target audience

ENTRY DETAILS – COMMERCIAL & INDUSTRIAL BEST MARKETING CAMPAIGNS – *Leasing IMPORTANT INFORMATION

- ✦ All information submitted must relate to the award period, 1 July 2025 to 30 June 2026.
- ✦ Supporting material is encouraged to provide evidence and credibility and may be uploaded in PDF format. It may include: agency business plan, data feeds, third party data provider endorsements, audited statements, marketing material, client testimonials, etc.
- ✦ Answers to all questions must be entered directly into the relevant fields in the online Awards portal. Entrants may not upload answers in PDF, Word or other format. Entrants should draft their answers offline and then cut and paste the answers into the relevant fields within the portal.
- ✦ Responses can either be full sentences or dot points, depending on the entrant's preference.
- ✦ Entrants may not submit the same or substantially similar entry as they have submitted in previous years. Where an entrant has entered the same category in previous years, REIV will conduct a comparison of the entries.

C&I - BEST MARKETING CAMPAIGNS – SMALL, MEDIUM AND LARGE - *Leasing

These Awards recognise excellence in commercial and industrial advertising, marketing and promotion across a commercial leasing campaign in any sector.

There are three categories:

Best Campaign by a Small Agency

Under 25 employees in the commercial and industrial sector

Best Campaign by a Medium Agency

Between 25-50 employees in the commercial and industrial sector

Best Campaign by a Large Agency

Over 50 employees in the commercial and industrial sector

ELIGIBILITY

- ✦ Entrants may operate as a single or multiple office network trading under one Victorian corporate licence.
- ✦ An office within a franchise may enter this category provided it is made clear the entry and all claims against the criteria relate only to that specific office.
- ✦ **Note: This Award is not judged on rental information.**

ENTRY DETAILS

1	Description (maximum 500 words)	Provide a description of the property leased. Include the date the property was offered for lease and the date it was leased.
2	Marketing campaign (maximum 500 words)	Summarise the marketing campaign adopted. Include an outline of the total campaign spend with itemised costings showing breakdowns of creative and placement costs. You may also like to outline any other forms of marketing, innovations or promotional activities undertaken.
3	Achievement (maximum 500 words)	Provide a statement detailing how the campaign met the objectives.
4	Media coverage (maximum 500 words)	Outline details of any additional editorial or media coverage the property received. Include copies of relevant documents as evidence.
5	Website and electronic marketing (maximum 500 words)	Outline details of all website placements and electronic media used. Ensure any associated costs are referenced.

JUDGING CRITERIA

- ✦ Cost effectiveness of campaign relative to outcomes
- ✦ Creativity and innovation
- ✦ Effectiveness of marketing campaign
- ✦ Identification and customisation of campaign for target audience

AGENCY CATEGORIES – ENTRY DETAILS

IMPORTANT INFORMATION

- ✦ All information submitted must relate to the award period, 1 July 2025 to 30 June 2026.
- ✦ Supporting material is encouraged to provide evidence and credibility and may be uploaded in PDF format. Where relevant, supporting material may include: agency business plans, marketing material, client testimonials, data feeds, audited statements, third party independent data provider endorsements, letters of appreciation etc.
- ✦ Answers to all questions must be entered directly into the relevant fields in the online Awards portal. Entrants may not upload answers in PDF, Word or other format. Entrants should draft their answers offline and then cut and paste the answers into the relevant fields within the portal.
- ✦ Responses can either be full sentences or dot points, depending on the entrant's preference.
- ✦ Entrants may not submit the same or substantially similar entry as they have submitted in previous years. Where an entrant has entered the same category in previous years, REIV will conduct a comparison of the entries.
- ✦ Where the category progresses through to the 2027 REIA National Awards for Excellence, the winner will automatically become an entrant in the corresponding category, subject to their consent.

COMMERCIAL AGENCY OF THE YEAR

This Award recognises outstanding agency practice in the commercial sector, including small, medium and large agencies.

ELIGIBILITY

- ✦ Entrants may operate as a single or multiple office network trading under one Victorian corporate licence.
- ✦ An office within a franchise may enter this category provided it is made clear the entry and all claims against the criteria relate only to that specific office.
- ✦ **Note: This Award is not judged on sales figures.**

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Commercial Agency of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Significant achievements (maximum 500 words)	Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider include growth (both in size and revenue), expansion through additional staff, outstanding results, implementation of systems, introduction of new services, use of technology, significant sales and/or property listings etc. Achievements can include progressing or building upon projects, services etc. commenced prior to the submission period and/or previously submitted to the Awards for Excellence program. Where this is the case, specific details of what new results and improvements have been achieved must be highlighted.
2	Business Development Plan (maximum 500 words)	State three main priorities in your business plan and include an explanation for choosing these priorities.
3	Service to clients (maximum 500 words)	Provide two examples of how your agency has displayed outstanding service to clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients.
4	Professional Development (maximum 500 words)	Outline the professional development strategies that you used during the submission period to develop your staff to their maximum potential and how these have improved business performance.
5	Marketing (maximum 500 words)	Highlight the most successful marketing strategies you employed during the submission period. Supporting material: You may upload up to three pages and all supporting material must relate to the submission period.
6	Additional Information to be Provided (maximum 500 words)	Provide the following details about the agency; size of team; number of offices; geographic coverage of the agency; services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

COMMUNITY SERVICE AWARD

This Award recognises the contribution of agencies, offices or individuals to community service.

ELIGIBILITY

- ✦ An entrant may be an agency or office, or an individual.
- ✦ Entry is open to REIV Agency Members or REIV Affiliates, if the office is not eligible for Membership and the company's core business is the buying and selling of real estate.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Community Service Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Community Service Program (maximum 500 words)	Provide details of your community service program during the submission period. The submission must include an endorsement of how the funds were raised, the time spent and the amount of monies raised or contributed by an agency (NOT their franchise) or an individual and the community service in receipt of the donated or contributed monies.
2	Rationale (maximum 500 words)	Provide a rationale for your involvement in this community service program.
3	Benefit to the Community (maximum 500 words)	Outline how this program has made a difference to the wider community

INNOVATION AWARD

This Award recognises innovative services, products and ideas developed by member agencies or offices that add value to the property transaction.

ELIGIBILITY

- ✦ An entrant must be an agency or office, not an individual.
- ✦ An entrant may be an agency, organisation with brand offices or a marketing franchise group.
- ✦ If the innovation you are entering has been entered into the Awards before, please explain the new ideas or concepts that have been implemented to ensure this innovation meets the definition of a 'newly' introduced idea or product.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Innovation Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Innovation (maximum 500 words)	Outline the essential elements of the innovation made in your business and its contribution to the success of your business during the submission period. Include dates relevant to the development timeline and a description of how the innovation has improved your business efficiency.
2	Cost (maximum 500 words)	Discuss the budget implications of the innovation made in your business and how this has been managed.
3	Innovative process (maximum 500 words)	Explain the innovative process. Include work undertaken internally by your staff and work conducted by external service providers.
4	Benefit to industry (maximum 500 words)	Outline any potential benefits of the innovations you have introduced to the wider real estate industry.
5	Benefit to consumers	Outline the benefits of the innovations you have introduced to consumers.

MARKETING AND COMMUNICATIONS AWARD

This Award recognises excellence in marketing, advertising or communications of an agency or office.

ELIGIBILITY

- ◆ An entrant must be an agency or office, not an individual.
 - Entry is open to REIV Agency Members or REIV Affiliates, if the office is not eligible for Membership and the company's core business is the buying and selling of real estate.
- ◆
- ◆

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Marketing and Communications Award category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Marketing and communications strategy (maximum 500 words)	Provide a summary of your overall marketing and communication objectives and strategies during the submission period and demonstrate how this ties into your overall business plan.
2	Skills (maximum 500 words)	Provide examples of two advertisements (print or electronic) or brochures you have prepared during the submission period and/or provide your website address and describe its features. Describe key aspects of your marketing and advertising procedures that you feel set you apart in the industry. It would be advantageous to outline why you have selected specific media channels, e.g. print, social media, newsletters, etc. Attachments should be less than 5MB each.
3	Achievements (maximum 500 words)	Outline how your communications strategy has contributed to business achievements for your agency during the submission period. Information in this section could include how you track your engagements with clients, measurable financial results and increased branding awareness in the marketplace.
4	Compliance with legislation	Outline how your communications activities comply with relevant Victorian legislation.
5	Benefit to industry and consumers	Outline how your communications strategy/activities provide benefits to both consumers and to the wider real estate industry.

REGIONAL AGENCY OF THE YEAR

This Award recognises outstanding agency practice by an agency located in regional Victoria, as defined by REIV Divisions. The agency may operate in the residential and/or commercial/industrial sector.

ELIGIBILITY

- ✦ Entrants can either be an agency operating under a single licence OR an office of a franchise group trading under its own licence.
 - ✦ • The entrant should be an agency or office operating within one of the 9 regional (not Metropolitan) districts listed on the REIV website at <https://reiv.com.au/membership/chapters-divisions>.
 - ✦ • An office within a franchise may enter this category provided it is made clear the entry and all claims against the criteria relate only to that specific office.
- Note: This Award is not judged on sales figures.

ENTRY DETAILS

1	Agency activity (maximum 500 words)	Provide details of how your overall business performance has improved over the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales, percentage increase in rent roll etc.). Explain what strategies you have employed to achieve this success.
2	Significant achievements (maximum 500 words)	Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement. The type of examples you may consider including growth (both in size and revenue), expansion through additional staff, outstanding sales or property management results, implementation of systems, introduction of new products or services, use of technology etc.
3	Business development plan (maximum 500 words)	State three main priorities in your business plan and include an explanation for choosing these priorities. Supporting material: You may choose to upload a copy of your business plan.
4	Professional Development (maximum 500 words)	Outline the professional development strategies the agency used during the submission period to develop staff to their maximum potential and how these have improved business performance.
5	Marketing (maximum 500 words)	Highlight the most successful marketing strategies you employed during the submission period.
6	Service to clients	Provide two examples of how your agency has displayed outstanding service to your clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients
7	Additional Information to be provided (maximum 500 words)	Provide the following details about the agency: size of team; number of offices; geographic coverage of agency; services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service. Note this information will not be scored. It will simply be used by the judges to better understand the entrant's business model.

RESIDENTIAL AGENCY OF THE YEAR – SMALL, MEDIUM AND LARGE

These Awards recognise outstanding agency practice in the residential sector.

Large Residential Agency

Employs 21 or
more people

Medium Residential Agency

Employs between
11 and 20 people

Small Residential Agency

Employs a maximum
of 10 people

ELIGIBILITY

- ◆ Total number of employees within a single trading includes remote/offshore staff, virtual assistants and the principle. All employees must operate from a single location under its own licence.
- ◆ Entrants can either be an agency operating under a single licence OR an office of a franchise group trading under its own licence.
- ◆ Where an independent or franchise business operates from multiple offices in different locations under a single licence:
 - ◆ and employs fewer than 21 people in total (including the Principal) then a single office location must be chosen and enter that office in the Medium or Small category dependent on staff numbers;
 - ◆ If more than 21 people are employed across multiple offices then staff numbers aggregate and enter the agency in the Large category.
- ◆ Total number of employees must include the Principal and any administrative staff.

Note: This Award is not judged on sales figures.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winners of these categories will automatically become entrants in the corresponding categories in the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Agency activity (maximum 500 words)	<p>Provide details of how your overall business performance has improved over the submission period. Outline any year-on-year improvement (e.g. percentage increase in sales, percentage increase in rent roll etc.). Explain what strategies you have employed to achieve this success.</p> <p>Supporting material: including, but not limited to data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.</p>
2	Significant achievements (maximum 500 words)	<p>Specify the agency's two most significant achievements during the submission period. Outline why you believe these were significant, how you achieved success and how it contributed to business improvement.</p> <p>The type of examples you may consider including growth (both in size and revenue), expansion through additional staff, outstanding sales or property management results, implementation of systems, introduction of new products or services, use of technology etc.</p> <p>Supporting material: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.</p>
3	Business development plan (maximum 500 words)	<p>State three main priorities in your business plan and include an explanation for choosing these priorities.</p> <p>Supporting material: You may choose to upload a copy of your business plan.</p>
4	Professional Development (maximum 500 words)	<p>Outline the professional development strategies the agency used during the submission period to develop staff to their maximum potential and how these have improved business performance.</p>
5	Marketing (maximum 500 words)	<p>Highlight the most successful marketing strategies you employed during the submission period.</p>
6	Service to clients	<p>Provide two examples of how your agency has displayed outstanding service to your clients during the submission period. Describe how your agency achieves a point of difference when delivering excellent service to clients</p>
7	Additional Information to be Provided (maximum 500 words)	<p>Provide the following details about the agency; size of team; number of offices; geographic coverage of the agency; services delivered (e.g. sales, property management, strata management etc.) and the percentage of business attributable to each service.</p> <p>Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.</p>

RESIDENTIAL MARKETING AWARDS

This Award recognises outstanding creativity and innovation in the marketing of a residential property.

Budget under \$10k

A residential property campaign, with a budget of \$10,000 or less

Budget over \$10k

A residential property campaign, with a budget of over \$10,000

ELIGIBILITY

- ✦ Entrants must be agencies, not individuals.
- ✦ If the property was marketed in a conjunctional arrangement, please provide details of the conjunctional agent(s).

IMPORTANT INFORMATION

- ✦ All information submitted must relate to the award period, 1 July 2025 to 30 June 2026.
- ✦ Physical submissions are no longer required for this category. Supporting material can be uploaded to the Awards portal with submission. Supporting material is encouraged to provide evidence and credibility.
- ✦ Answers to all questions must be entered directly into the relevant fields in the online Awards portal. Entrants may not upload answers in PDF, Word or other format. Entrants should draft their answers offline and then cut and paste the answers into the relevant fields within the portal.
- ✦ Responses can either be full sentences or dot points, depending on the entrant's preference.
- ✦ Entrants may not submit the same or substantially similar entry as they have submitted in previous years. Where an entrant has entered the same category in previous years, REIV will conduct a comparison of the entries.

ENTRY DETAILS

1	Property (maximum 500 words)	Describe the property sold/leased. Include the date the property was offered for sale or lease and the date it was sold or leased
2	Marketing campaign (maximum 500 words)	Summarise the marketing campaign adopted. Include an outline of the total campaign spend with itemised costings showing breakdowns of creative and placement costs. You may also like to outline any other forms of marketing, innovations or promotional activities undertaken.
3	Media coverage (maximum 500 words)	Outline details of any additional editorial or media coverage the property received. Include copies of relevant documents as evidence.
4	Website and electronic marketing (maximum 500 words)	Outline details of all website placements and electronic media used. Ensure any associated costs are referenced.
5	Achievement (maximum 500 words)	Provide a statement detailing how the campaign met the objectives.

RESIDENTIAL PROPERTY MANAGEMENT TEAM OF THE YEAR

This Award recognises outstanding achievement by teams in residential property management.

ELIGIBILITY

- ◆ Team Definition: minimum of two team members working under the name of a lead agent.
- ◆ Entrants must be agencies, not individuals.

Note: This Award is not judged on sales figures.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Residential Property Management Team of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent

ENTRY DETAILS

1	Team performance (maximum 500 words)	Provide details of how overall team performance has improved over the submission period. Explain what strategies were employed to achieve this improvement.
2	Significant achievement (maximum 500 words)	Specify the team's most significant achievement during the submission period. Outline why you believe it was significant and how you achieved success. The type of examples you may consider include achieving retention or significant growth for the rent roll, managing complex rental situations, innovative approaches which have led to greater efficiencies or results, effective marketing techniques etc. Supporting material: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period
3	Business development (maximum 500 words)	Provide details of the business development strategies the team have used during the submission period. Explain how the strategies have resulted in the growth and development of the property management business. Highlight any year-on-year improvement. Supporting material: Including, but not limited to, data feeds, audited statements, third party independent data provider endorsements etc. You may upload up to five pages and all supporting material must relate to the submission period
4	Culture (maximum 500 words)	Describe the strategies and activities used during the submission period to build an outstanding team culture.
5	Professional development (maximum 500 words)	Outline any professional development activities undertaken by the team during the submission period and how they have improved the team's performance. The types of activities outlined may include both formal and informal professional development; for example compulsory CPD courses; in-house training, coaching, role playing sessions etc.
6	Additional information to be provided	Provide the following details about the team: size of team and roles; size of rent roll (less than 500, 500-1000, more than 1000); property types within rent roll; and geographic coverage of rent roll. Note: this information will not be scored. It will simply be used by the judges to better understand the entrant's role and responsibilities.

RESIDENTIAL SALES TEAM OF THE YEAR

This Award recognises outstanding achievement by teams in residential sales.

ELIGIBILITY

- ✦ Team Definition: minimum of two team members working under the name of a lead agent.
- ✦ Entrants must be agencies, not individuals, and the entry submission must be made by the lead agent.

Note: This Award is not judged on sales figures.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Residential Sales Team of the Year category as part of the REIA National Awards for Excellence, subject to the winner's consent.

ENTRY DETAILS

1	Team activity (maximum 500 words)	<p>Provide details of the following key business metrics for the submission period; size of team and roles; ratio of appraisals to listings; ratio of listings to sales; geographic coverage of your agency. How do these metrics compare to 12 months ago? Outline any year-on-year improvement.</p> <p>Supporting material: including, but not limited to, data feeds, audited statements, third party independent data provide endorsements etc. You may upload up to 10 pages and all supporting material must relate to the submission period.</p>
2	Significant achievement (maximum 500 words)	<p>Specify the team's most significant achievement during the submission period. Outline why you believe it was significant and how you achieved success.</p> <p>The types of examples you may consider include achieving a significant sale for the local area, an innovative approach to the sales process, effective marketing techniques etc.</p> <p>Supporting material: You may wish to include supporting material in the form of client testimonials, marketing material or other evidence. You may upload up to three pages and all supporting material must relate to the submission period.</p>
3	Innovation (maximum 500 words)	<p>Detail any innovative sales strategies or techniques introduced during the submission period and how they have contributed to the success of the team. Outline how you believe these will assist the team in the short term (next 12 months) and the longer term (next five years).</p>
4	Culture (maximum 500 words)	<p>Describe the strategies and activities used during the submission period to build an outstanding team culture.</p>
5	Business challenges and risk management (maximum 500 words)	<p>Give examples of challenges or major risk management issues that you have encountered during the submission period, explain how you overcame them. Include details of a difficult client or sale expectations.</p>
6	Professional development (maximum 500 words)	<p>Outline any professional development activities undertaken by the team during the submission period and how they have improved the team's performance.</p> <p>The types of activities outlined may include both formal and informal professional development; for example compulsory CPD courses; in-house training, coaching, role playing sessions etc.</p>
7	Additional information to be provided	<p>Provide the following details about the agency; size of team; number of offices; geographical coverage of agency; services delivered and the percentage of business attributable to each service.</p> <p>Note: This information will not be scored. It will simply be used by the judges to better understand the entrant's business model.</p>

SUSTAINABILITY LEADERSHIP AWARD

This Award recognises excellence in furthering sustainable outcomes in Victorian real estate residential and commercial practices.

ELIGIBILITY

- ✦ An entrant must be an agency or office, not an individual.
- ✦ An entrant may be an agency, organisation with brand offices or a marketing franchise group.

REIA NATIONAL AWARDS FOR EXCELLENCE

The winner of this category will automatically become an entrant in the Sustainability Leadership Award – Agency category as part of the REIA National Awards for Excellence, subject to the winner’s consent.

ENTRY DETAILS

1	Significant sustainability achievements (maximum 500 words)	<p>Please describe your agencies key sustainability strategies, initiatives, or projects over the submission period.</p> <p>This may but not be limited to include emissions reductions or offsets implemented in your business, people and culture initiatives, a project of significance for sustainable home (this may include sales campaigns, a development project or property management), cybersecurity, an energy-based project, a staff, or consumer awareness program; or a coordinated sustainability strategy incorporating various initiatives across your business.</p> <p>This section should ideally articulate how your initiative is helping to contribute to Australia’s commitment to implementing the Sustainable Development Goals and/ or Australia’s Net Zero 2050 and what the overall impact you propose your strategy, initiative or project will make over time. In other words, what is your big picture ‘why.’</p>
2	Sustainability planning and performance (maximum 500 words)	<p>‘Sustainability is defined as the ability of the organisation to exist and operate over its planned lifetime.’</p> <p>Please describe how you’ve developed an overarching strategy or project plan to coordinate your agencies approach to achievements in sustainability over your planned lifetime. In short, what process did you undergo internally to define what your sustainability strategies, initiatives or projects will be.</p> <p>In this section you may articulate your agencies vision, mission, purpose, stakeholder management, strategy development, implementation, and reporting approach.</p>
3	Reporting your sustainable impact (maximum 500 words)	<p>In this section, please describe how you plan on meaningfully reporting the impacts of your initiative and progressively improving: how, when, frequency, format, and how you will ensure accuracy of reporting data.</p> <p>This should also describe your approach to making incremental improvements based on the reported data sets.</p> <p>This section is designed to highlight your agencies point of difference and demonstrate commitment to creating lasting sustainability impacts over ‘greenwashing.’ In short, how do you or will you report and be transparent with your sustainability outcomes and commit to continuous improvement.</p>
4	Supporting documentation (Not limited, provided these are supplied in PDF format)	<p>Please attach as a PDF any supporting strategies, reports, accreditation, or certifications in support of your entry.</p>

WELLBEING AWARD

This Award recognises a real estate agency that has demonstrated outstanding commitment to fostering mental health and overall wellbeing among it's team members.

ELIGIBILITY

- ✦ An entrant must be an agency, corporate or franchise office, not an individual.
- ✦ The agency may have multiple offices in one city or regional location but may not be a multiple city or national franchise group.
- ✦ An office within a franchise may enter this category provided it is made clear the entry and all claims against selection criteria relate only to that specific office.
- ✦ A corporate office operating in the real estate sector however not necessarily practicing agents may enter, provided they are an REI member at the time of nomination and at the time of award presentation.

ENTRY DETAILS

1	Wellbeing Strategy Max 500 words.	<p>Provide at least two examples that demonstrate your agency's commitment to mental health and wellbeing, such as policies, leadership training, and role modelling.</p> <p>Explain how wellbeing is clearly integrated into your company values, business goals, or strategic planning. Additionally, describe the investment made in resources, support systems, and internal champions to promote wellbeing.</p>
2	Workplace Culture and Support Max 500 words.	<p>Provide evidence of a positive, inclusive, and psychologically safe work environment.</p> <p>Describe the internal communication and support networks in place to promote mental health. Include information on engagement and participation levels across the team, employee feedback or stories that reflect the agency's culture and commitment to support.</p>
3	Impact and outcomes Max 500 words.	<p>Outline quantifiable outcomes that demonstrate the impact of your wellbeing initiatives, such as improved retention, reduced absenteeism, or positive feedback.</p> <p>Include qualitative evidence in the form of testimonials or case studies and describe how metrics or feedback tools are used to measure effectiveness and drive continuous improvement.</p> <p>You may include any involvement in broader industry initiatives, partnerships, or advocacy that highlight your agency's commitment to ongoing education and improvement in mental health and wellbeing.</p>
4	Supporting Documentation.	<p>(Size not limited, provided these are supplied in a single PDF format) Please attach as a PDF any supporting strategies and reports in support of your entry.</p>

TERMS AND CONDITIONS OF ENTRY

ELIGIBILITY

An entry/entrant will be deemed ineligible if the individual or agency are the subject of/to, or are aware, or could reasonably be aware of:

- An inquiry under Section 25, 28 or 59 of the Estate Agents Act 1980.
- A defendant or a respondent in criminal or civil proceedings in Australia or elsewhere in connection with or in relation to: bankruptcy; bullying; culpable driving; defamation; discrimination; dishonesty; drugs; fraud; harassment; insolvency; misleading or deceptive conduct; money laundering; occupational health and safety; paedophilia; pornography; privacy; taxation; the sale, purchase, letting or management of real estate or a business; trust moneys; violence.
- As a defendant or as a respondent you were subject to an adverse finding, whether or not it resulted in a conviction or an order being recorded or made against you, by a court or a tribunal in Australia or elsewhere in connection with or in relation to any of the matters set out above.
- You have provided an enforceable undertaking to Consumer Affairs Victoria or the Australian Competition and Consumer Commission.
- You were subject to an adverse finding by an REIV Hearing Panel in connection with or in relation to a member-to-member complaint or dispute.

Agency categories

To be eligible to enter any agency category in the REIV Awards for Excellence, the agency must be an REIV member at the time of entry and remain so until winners are announced at the Awards for Excellence Dinner in October. Note: this means you must have paid your membership for the 2026/27 financial year.

At all relevant times, membership fees and other amounts payable to REIV must be fully paid and not in arrears. If the agency's membership is 'on hold' due to non-payment of fees, other amounts or breaches, the entrant will be ineligible for an award.

An entry/entries submitted into any agency category must be approved and signed by the Principal or Officer-in-Effective Control of the agency.

For additional eligibility requirements, please refer to the criteria for the category/s you wish to enter. When determining the size of an agency, REIV will take into account all branch offices of the agency.

Individual categories

To be eligible to enter any individual category in the REIV Awards for Excellence, the entrant must be a REIV licensed or representative member at the time of entry and remain so until winners are announced at the Awards for Excellence Dinner in October. Note: this means you must have paid your membership for the 2026/27 financial year.

REIV Affiliates may only enter, if they are employed by an REIV Agency member for: - Business Development Manager of the Year - Marketer of the Year - Operational Leadership Award, or - Operational Support Award categories.

Student members are not eligible to enter.

For additional eligibility requirements, please refer to the criteria for the category/s you wish to enter.

Declaration

Entrants must complete a declaration through the online Awards portal confirming you agree:

- You cannot withdraw your entry, add to, amend or substitute with another entry after submission.
- You confirm the information in your entry is true and correct and the matters on which your entry is based occurred entirely within the award period.
- Your entry becomes the property of REIV and will not be returned to you.

Should your contact details change between the lodgement of your submission and the Awards for Excellence Gala Dinner, please contact REIV Events via email to events@reiv.com.au.

Disqualification

REIV reserves the right to disqualify an entry before, during or after the contest judging, official announcement of winners and awards presentation if it is determined that:

An entry or entrant breaches or fails to comply with any of the stated eligibility, terms and conditions, ceases to be a member or the information provided within is/was false, misleading or deceptive or is likely to mislead or deceive.

In the case of disqualification after the Awards ceremony, the entrant will be required to return the award and immediately cease to use award promotional material and resources. The REIV, at its discretion, also reserves the right to make a public announcement.

TERMS AND CONDITIONS OF ENTRY Continued...

Terms of Entry

REIV does not charge a fee to enter the Awards. Entrants are responsible for any costs associated with entering or attending the REIV Awards for Excellence and/or the REIA National Awards for Excellence.

REIV reserves the right to change or update any aspects of the award categories and criteria.

If the submission is entered into a category for which it does not qualify, REIV reserves the right to move the submission to an appropriate category, without prior consent from the entrant.

If the REIV considers there are insufficient eligible entries for one or more categories, or if there are no eligible entries for an Award category by the deadline, it may, at its discretion:

- extend the deadline for entries for the respective category/s or
- in lieu of extending the deadline, not present an Award in that category/s.

It is the entrant's responsibility to:

ensure (if you or another agency/s were jointly engaged on the subject matter of your entry) the other agency/s submit their entries in conjunction with your entry. Your entry alone will be ineligible if this circumstance applies.

- ensure the correct category has been entered.
- ensure the entry is submitted/completed by the close of entries date.

Judging

An independent judging panel will be appointed by REIV for each Award category. Judges are selected for their knowledge and expertise in the category to be judged. They may, or may not, be directly involved in the real estate industry in Victoria.

Every effort will be made to ensure that judging panels do not have any conflict of interest, and that judging processes are transparent. Judges are required to sign a declaration and confidentiality agreement.

The identities of the judges specific to your category will remain confidential and will not be disclosed.

Judges will only award one (1) winner in each category, unless exceptional circumstances exist.

ENTRANT DECLARATION

INDIVIDUAL

1. I accept REIV's decision as final.
2. In the event that I am chosen as a winner or a finalist, I understand that the agency may use the REIV winner or finalist logo supplied by REIV in promotional material, on the condition that the agency retains membership of REIV and in accordance with any applicable licence deed or other instructions prescribed by REIV.
3. I have entered my individual submission in the format specified. In the event that I am chosen as a winner or a finalist, I understand that the agency may use the REIV winner or finalist logo supplied by REIV in promotional material, on the condition that the agency retains membership of REIV and in accordance with any applicable licence deed or other instructions prescribed by REIV.
4. I declare that this submission is entirely my own work, including written content, marketing material etc and that I have obtained the consent of any client or any third party prior to submitting any confidential information or material created by, for, or related to them.
5. I agree to include in my submission, where applicable, only examples of work that are directly related to Victoria and no other Australian State, Territory or another country.
6. The information I have provided and declarations I have made are true and correct to the best of my knowledge at the date of this declaration.
7. If, after lodging this submission, I become aware that any of the information lodged or declarations made are, or become, incorrect or false, I undertake to immediately inform REIV of that fact and I acknowledge and agree that the REIV may act in accordance with paragraph 8 below.
8. I understand and agree that REIV reserves the right, in its sole discretion, to remove or withdraw my nomination/application for an award or revoke or rescind an award once given where it turns out that any information contained in the lodged submission or this declaration was, or is, false or misleading.

AGENCY

1. I am authorised by the agency to lodge this submission.
2. I declare that this submission is entirely the agency's own work, including written content, marketing material etc and that I have obtained the consent of any client or any third party prior to submitting any confidential information or material created by, for, or related to them.
3. The above individual declarations are true to the best of my knowledge.
4. The information I have provided is true to the best of my knowledge.

PROGRESSING TO REIA NATIONAL AWARDS FOR EXCELLENCE 2027

Eligible winners of the following categories will automatically become an entrant in the corresponding category as part of the REIA National Awards for Excellence, subject to the winner's consent.

INDIVIDUAL CATEGORIES

- Achievement Award
- Business Broker of the Year
- Business Development Manager of the Year
- Buyers' Agent of the Year
- Commercial Property Manager of the Year
- Commercial Salesperson of the Year
- Marketer of the Year
- Operational Leadership Award
- Operational Support Award
- Residential Property Manager of the Year
- Residential Salesperson of the Year

AGENCY CATEGORIES

- Commercial Agency of the Year
- Community Service Award
- Innovation Award
- Marketing and Communications Award
- Residential Agency of the Year
(Small, Med & Large)
- Residential Property Management
Team of the Year
- Residential Sales Team of the Year
- Sustainability Leadership Award

Eligibility

To be eligible for the REIA National Awards for Excellence you must remain a member of REIV in the same membership category to which you held, at your original entry submission date. You must remain a REIV member until winners are announced at the REIA National Awards for Excellence Dinner in 2027. Should your membership cease, REIV, at its sole discretion, may disqualify you as an entrant, finalist or winner.



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