



REIWA.COM

AWARDS

AWARDS RULES

Amended as at April 2020



CONTENTS

DEFINITIONS	3
GENERAL CONDITIONS	11
ELIGIBLE PERSONS	11
REQUIREMENTS TO PROVIDE AND DISPLAY INFORMATION	11
DETERMINATION OF AWARD WINNERS	13
ELIGIBLE PERSON ENTITLED TO BENEFIT OF LISTING OR SALE	13
PROPERTY SALES OR LEASES NOT PROCEEDING TO SETTLEMENT	14
TEAMS	14
ELIGIBLE SALES	15
BREACHES OF THESE RULES	15
WINNERS AND PLACEGETTERS	15
AWARD CATEGORIES	15



DEFINITIONS

1. **1.1 "Act"** means the *Real Estate and Business Agents Act, 1978*
- 1.2 "Annual Awards"** means those awards designated in Rule 20 of these Rules as being Annual Awards.
- 1.3 "Assisted" and "Assistance"** means when an Eligible Person:
 - (a) receives assistance from anyone including, but not limited to, Real Estate Agents or Sales Representatives in respect to the Listing of properties during an applicable reiwa.com Year; or
 - (b) receives assistance from anyone including, but not limited to, Real Estate Agents or Sales Representatives in respect to the Selling of properties during an applicable reiwa.com Year, including, but not limited to, the marketing, displaying, promoting and negotiating the Sale of any properties, PROVIDED THAT:
 - (i) the mere receiving of assistance from clerical staff employed to undertake normal office duties and who are not Real Estate Agents or Sales Representatives does not amount to the receiving of assistance for the purposes of these Rules;
 - (ii) the fact that a property is sold pursuant to a Conjunctional Agreement or pursuant to an open or joint Listing of that property shall not be taken into account in determining whether an Eligible Person is **"Assisted"**, **"Unassisted"** or is receiving **"Assistance"**;
 - (iii) the mere receiving of assistance by an Eligible Person from a Real Estate Agent or Sales Representative who is employed or engaged by the same Real Estate Business that employs or engages the Eligible Person (whether or not the person providing assistance is from the same Office) shall not be taken into account in determining whether that Eligible Person is **"Assisted"** or is receiving **"Assistance"** if that assistance is provided as part of the performance by that other person of the duties needed to be performed in order for that other person to be able to claim that he or she has introduced a buyer to the relevant property and thereby receive a share of the commission or other reward payable in respect to the property; and
 - (iv) if an Eligible Person receives **"Assistance"** after the commencement on an applicable reiwa.com Year such that the person is no longer entitled to win reiwa.com Awards for that year based on **"Unassisted"** Sales, the person does not forfeit any monthly awards (including those based on **"Unassisted"** Sales) he or she may have won before becoming so disentitled.



- 1.4 "Auction"** means when a property, of any kind or description whatsoever, is marketed to be sold by any mode whereby the highest, lowest, or any bidder is the purchaser, or whereby the first who claims the property submitted for sale at a certain price named by the person acting as auctioneer is the purchaser, or whereby there is a competition for the purchase of any property in any way commonly known and understood to be by way of auction. For the avoidance of doubt, a property will be regarded as having been sold by **"Auction"** if the sale of the property is marketed as an **"Auction"** and a date for that Auction is fixed, even if the property is sold by private treaty prior to or within 14 days after that date.
- 1.5 "Average Number of Sales Representatives"** means the count of the number of people employed in the Office identified as a Sales Representative for each day of the reiwa.com Awards period divided by the number of days in the relevant period. If it is a monthly period, then divided by the number of days in the month, and if the period is annual, then by the number of days in the annual period - 1 July through 30 June, or the relevant number of days for an Office where Sales Representatives have only been present for part of the period.
- 1.6 "Boutique Office"** means an Office where the Average Number of Sales Representatives is one to three people.
- 1.7 "Conditional Contract"** means a Contract for the sale of land that is not, or is no longer, the subject of any conditions precedent the lack of fulfilment of which will render the Contract unenforceable and will bring about a termination of the Contract without either party having any residual rights.
- 1.8 "Conjunctional Agreement"** means any agreement between a Real Estate Agent who has entered into a Listing agreement with a seller of a property with another Real Estate Agent, known as the **"Conjunctional Agent"**, to share a fee arising from the introduction and/or finding of a buyer by that other agent.
- 1.9 "Contract"** means a Contract for the sale of land whether by offer and acceptance or otherwise.
- 1.10 "Days on Market"** means the number of days between Display Date and Leased Date.
- 1.11 "Display" or "Displayed"** means, in the context of the content of information on reiwa.com, the projecting of information on that website to users, such information including, but not limited to, the name of the Eligible Person, Team, Office, Marketing Referral Group or other entity or grouping entitled to participate in the reiwa.com Awards that is associated with a Property that appears on reiwa.com.
- 1.12 "Display Date"** means the first day that a listing is displayed on reiwa.com. By way of clarification while a listing maybe loaded onto reiwa.com it may be programmed by the Office to be displayed on reiwa.com at a specified date in the future.
- 1.13 "Eligible Person"** is a person eligible for the reiwa.com Awards pursuant to the terms of Rule



two of these rules.

1.14 “Franchise Group” means a group of Franchisees (as that term is defined in the Franchising Code of Conduct), all of whom have entered into Franchise Agreements (as that term is defined in The Franchising Code of Conduct) with the same Franchisor and trade under substantially the same franchise name, excepting for references to geographic areas and locations PROVIDED THAT in order to be eligible to win reiwa.com Awards the group must have at least 10 identifiable Franchises which are separate legal entities and the existence of separate branch offices (pursuant to section 37 of the *Real Estate and Business Agents Act, 1978*) conducted by an individual member of the group shall not be taken into account in determining the overall number of members of that group.

1.15 “Franchising Code of Conduct” means the Franchising Code of Conduct pursuant to the Competition and Consumer (Industry Codes - Franchising) Regulations, 2014.

1.16 “Land” includes all improvements and other fixed improvements on the land.

1.17 “Land Project Marketing” means, in the context of its use in the title of awards categories, awards that make reference to Land Project Sales.

1.18 “Land Projects” means six or more parcels of Vacant Land, the subject of Separate Certificates of Title but physically adjacent to one another and owned by the same registered proprietor.

1.19 “Large Office” means an Office where the Average Number of Sales Representatives is equal to or greater than 30 people.

1.20 “Leased Date” means the day on which the residential lease agreement has been signed and the associated money has been paid by the tenant.

1.21 “Listing” or “Listed” means a valid authority to sell or lease pursuant to section 60 of the *Real Estate and Business Agents Act, 1978* that is displayed on reiwa.com.

1.22 “Marketing Group” means a co-operative, marketing group or Franchise Group, that supplies:

- (a) real estate or business agency marketing services; and/or
- (b) real estate or business agency information pooling services to its members PROVIDED THAT in order to be eligible to win reiwa.com Awards the group must
 - (i) have at least 10 identifiable members that are separate legal entities and the existence of separate branch offices (pursuant to section 37 of the *Real Estate and Business Agents Act, 1978*) conducted by an individual member of the group shall not be taken into account in determining the overall number of members of that group; and



(ii) trade and operate their businesses under business names that include the name of the Marketing Group.

1.20 “Median” means the number that is halfway into a set of numbers. To find the median the data is arranged in order from least to greatest and the middle value is taken. If there is an even number of items in the data set, then the median is found by taking the mean (average) of the two middlemost numbers.

1.21 “Medium Office” means an Office where the Average Number of Sales Representatives is 10 to 29 people.

1.22 “Month” or “Monthly” means calendar month.

1.23 “Monthly Awards” means those awards designated in Rule 19 of these Rules as being Monthly Awards.

1.24 “Office” means a registered Office pursuant to section 36 of the *Real Estate and Business Agents Act, 1978* at which place a real estate agency business carries on business or a branch Office pursuant to section 37 of the *Real Estate and Business Agents Act, 1978* at which place a Real Estate Agent carries on business. For the avoidance of doubt, where, for example, a real estate agency business carries on business at both a registered office and a branch office, those offices shall be regarded as being two separate Offices for the purposes of these Rules. PROVIDED THAT if the real estate agency business or the Real Estate Agent that carries on business at the office or branch office concerned ceases to be a Corporate member of REIWA or ceases to carry on business at the office or branch office concerned (no matter whether the directors, partners or principal of the Corporate member are or become associated with another entity that is or becomes a REIWA entity or not) THEN, for the purposes of the reiwa.com Awards, the office shall cease to exist and any Listings or Sales associated with that Office shall not be credited to any other office.

1.25 “Person” means a natural person and does not include corporations or any other entities that are not natural persons.

1.26 “Person in Bona Fide Control” means the person designated as being in bona fide control of the business operated under a Real Estate Agent’s licence, as that term is used in the *Real Estate and Business Agents Act, 1978*.

1.27 “Properties” means Residential Properties, Vacant Land, Residential Projects and/or Land Project Sales.

1.28 “Real Estate Agent” means a person who is:

- (a) defined in the *Real Estate and Business Agents Act, 1978* as a Real Estate Agent; and
- (b) is licensed as a Real Estate Agent under that Act.

1.29 “Register” or “Registered” means the lodging by an Eligible Person with REIWA (in a form



required by REIWA) of either (as the case may be):

- (a) the details of an Eligible Person, Team, Office, Marketing Referral Group or other entity or grouping entitled to participate in or win reiwa.com Awards; or
- (b) the details of a Listing or Sale of a Property on reiwa.com including, but not limited to, the name of the Eligible Person, Team, Office, Marketing Referral Group or other entity or grouping entitled to participate in or win reiwa.com Awards, that claims the benefit of that Listing or Sale for those Awards.

1.30 “Reporting Date” means the date on which REIWA is advised that the status of a listing for leases changes from an active listing to “leased”.

1.31 “Required Information” means all information and details as stipulated by REIWA from time to time as being required to be provided in relation to the reiwa.com Awards including, but not limited to the sale price of Properties and any information requested by REIWA in relation to the eligibility of any entity to win a reiwa.com Award and/or the compliance by an entity with these Rules.

1.32 “Residential Project” means six or more Residential Properties (whether in the form of houses, units, duplexes, townhouses or apartments) the subject of separate Certificates of Title but physically adjacent to one another and owned by the same registered proprietor.

1.33 “Residential Property” or “Residential Properties” means:

- (a) Land upon which has been erected houses, units, duplexes, townhouses or apartments primarily used for residential purposes; or
- (b) Vacant Land that is capable of being used for the erection of houses, units, duplexes, townhouses or apartments primarily for residential purposes; but
- (c) does not include commercial properties, business properties, retail properties, rural properties and/or Vacant Land (other than Vacant Land referred to in Rule 1.31b).

1.34 “REIWA” means The Real Estate Institute of Western Australia (Inc), being an association incorporated pursuant to the Associations Incorporation Act, 1987.

1.35 “reiwa.com” means the reiwa.com internet business carried on by REIWA.

1.36 “reiwa.com Awards” means the awards the subject of these rules that are awarded by REIWA with reference to use of reiwa.com.

1.37 “reiwa.com Year” means the period from 1 July to 30 June each year.

1.38 “Sales Representative” means a person who is:

- (a) defined in the *Real Estate and Business Agents Act, 1978* as a Sales Representative,



(b) registered as a Sales Representative under that Act; and

for the purposes of the Office Awards is a Person who is identified on REIWA's membership records as a "sales representative". That Person may be a licensed real estate agent as defined under the *Real Estate and Business Agents Act 1978* or a Sales Representative as defined above.

1.39 "Sales and/or Leasing Verification/Award Report" means a report published or displayed from time to time by REIWA and provided to an Eligible Person and then when requested by REIWA signed by that Eligible Person and/or the Person in Bona Fide Control of the relevant real estate business setting out Listings and Sales and Leasing that have been reported by or on behalf of an Eligible Person in relation to reiwa.com and are eligible to be included in the reiwa.com Awards through meeting the requirements to provide information as set out in Rule three (3).

1.40 "Small Office" means an Office where the Average Number of Sales Representatives is four to nine people.

1.41 "Sold", "Sells" or "Sale" means a Contract has been entered into whereby a property the subject of a Listing is sold, whether or not the Contract is a Conditional Contract.

1.42 "Team" means a grouping of individuals who satisfy and comply with the following conditions. For the avoidance of doubt, one individual, acting without Assistance or with Assistance from only one person, cannot constitute a team.

- (a) a Team must comprise a minimum of three individuals (including a Team Leader) and, subject to Rule 1.42b below, a maximum of five individuals;
- (b) REIWA, at its absolute discretion, may approve in writing, following upon the making of a written request by a Team Leader, a Team comprising more than five individuals PROVIDED THAT at any time REIWA may, at its absolute discretion, cancel that approval in writing and require a Team to comprise no more than five individuals;
- (c) a Team Leader is not eligible for any individual Awards during the period that he or she is the Team Leader;
- (d) all Listings and/or Sales relevant to a Team must be Registered with reiwa.com in the name of the Team Leader or other member of the Team who is responsible for the Listing and/or Sale;
- (e) a person who is a member of a Team, other than the Team Leader, is only eligible to be a member of a Team if the person provides assistance to the Team Leader and a Team Member is not eligible to participate in any other reiwa.com Awards category;
- (f) any Property Displayed on reiwa.com must be Displayed with reference to either:
 - (i) the name of the Team; or



- (ii) the name of the Team, plus either the name of the Team Leader or other Team Member in whose name the Property has been Registered.
- (g) a Team may be formed after the commencement of a reiwa.com year and, for the purposes of determining reiwa.com Awards for Teams, any Sales and Listings that occur after the Team has been created and Registered with REIWA may be taken into account;
- (h) a Team must be Registered with REIWA, with reference to the nominated Corporate member of REIWA who employs and/or engages the Team Members, under a specific Team name with an individual nominated Team Leader and stipulated Team Members;
- (i) a Team must have a Team Leader who is Registered with REIWA and whose Team Leader may not change throughout a relevant reiwa.com Year, but whose other Team Members may change throughout that year;
- (j) Team Members (including Team Leaders) may only be associated with one Team at any one time and a Team must be comprised of Persons who all work at the same Office;
- (k) a Team Leader must be a licensed real estate agent or a registered sales representative under the Act, but no other team member is required to be so licensed or registered. All participants in the reiwa.com Awards are reminded of the obligations under the Act on persons and entities to be licensed or registered before performing activities relating to real estate transactions stipulated under the Act;
- (l) Listings and/or Sales that are made by a Team through an Office that is not the Office where the Team is based are not eligible to be taken into account in determining the Team's entitlement to win any reiwa.com Awards;
- (m) a Team must be made up of a number of persons that is less than the total number of Eligible Persons who work at a particular Office (for example, if a total of three Eligible Persons work at an Office, a team from that Office must number no more than two of those Eligible Persons);
- (n) if:
 - (i) the Team Leader leaves the employment of or ceases to be engaged by the Corporate member of REIWA Registered as being associated with that Team, or
 - (ii) the Corporate member of REIWA Registered as being associated with a Team ceases to be a member of REIWA (no matter whether the directors, partners or principals of the Corporate member are or become associated with another entity that is or becomes a REIWA Corporate member)THEN the Team shall cease to exist, and any Listings or Sales associated with that defunct Team shall not be credited to any other Team that any member of the Team later joins;
- (o) if a Team based at a particular Office becomes based at a different Office (conducted by the



same Corporate member of REIWA) THEN the Team (including the benefit of all its past Listings and/or Sales) is entitled to continue to be Registered with reiwa.com and to participate in the reiwa.com Awards.

1.43 “Team Leader” means the individual nominated to REIWA and registered with REIWA as being the Team Leader of a Team.

1.44 “Unassisted” means when an Eligible Person:

- (a) does not receive any assistance from anyone including, but not limited to, Real Estate Agents or Sales Representatives in respect to the Listing of properties during an applicable reiwa.com Year; and
- (b) does not receive any assistance from anyone including, but not limited to, Real Estate Agents or Sales Representatives in respect to the Selling of properties during an applicable reiwa.com Year, including, but not limited to any of the following, the listing, marketing, displaying, promoting and negotiating the Sale of any properties,

PROVIDED THAT:

- (i) the mere receiving of assistance from clerical staff employed to undertake normal office duties and who are not Real Estate Agents or Sales Representatives does not amount to the receiving of assistance for the purposes of these Rules;
- (ii) the fact that a property is sold pursuant to a Conjunctive Agreement or pursuant to an open or joint Listing of that property shall not be taken into account in determining whether an Eligible Person is **“Assisted”**, **“Unassisted”** or is receiving **“Assistance”**;
- (iii) the mere receiving of assistance by an Eligible Person from a Real Estate Agent or Sales Representative who is employed or engaged by the same Real Estate Business that employs or engages the Eligible Person (whether or not the person providing assistance is from the same Office) shall not be taken into account in determining whether that Eligible Person is **“Unassisted”** or is receiving **“Assistance”** if that assistance is provided as part of the performance by that other person of the duties needed to be performed in order for that other person to be able to claim that he or she has introduced a buyer to the relevant property and thereby receive a share of the commission or other reward payable in respect to the property; and
- (iv) if an Eligible Person receives **“Assistance”** after the commencement on an applicable reiwa.com Year such that the person is no longer entitled to win reiwa.com Awards for that year based on **“Unassisted”** Sales, the person does not forfeit any monthly awards (including those based on **“Unassisted”** Sales) he or she may have won before becoming so disentitled.

1.45 “Vacant Land” means Land on which there are no improvements other than works in the nature of draining, filling, excavation, grading or levelling of the Land, retaining walls or



other structures or works for that purpose, the removal of rocks, stones or soil, and the clearing of timber, scrub or other vegetation.

1.46 "Value" means the aggregate of all Sale prices of properties sold by an Eligible Person.

GENERAL CONDITIONS

ELIGIBLE PERSONS

2. The persons eligible for the reiwa.com Awards are as follows:

2.1 Members of REIWA who are Registered with REIWA as subscribing to reiwa.com; and

2.2 persons who are Registered with REIWA as being entitled to use reiwa.com and who are employed by a Corporate member of REIWA, PROVIDED THAT the Corporate member is recorded by REIWA as subscribing to reiwa.com.

2A. If an Eligible Person is Assisted by more than one person, that person is not entitled to win any of the **"Assisted"** categories of reiwa.com Awards. If an Eligible Person is Assisted by more than one person then, subject to the criteria set out in the definition of **"Team"** in Rule 1.42, that grouping of people may qualify as a team.

REQUIREMENTS TO PROVIDE AND DISPLAY INFORMATION

3. All REIWA members, Eligible Persons and Persons in Bona Fide Control of real estate agency businesses associated with Eligible Persons must:

3.1 provide and Register all Required Information to REIWA as soon as possible after:

(a) a relevant Listing has been obtained but not later than four days after the latest date on the relevant listing authority;

(b) a relevant Sale or Lease occurs; and

(c) otherwise being required to do so by REIWA,

3.2 display a relevant Listing for at least 24 hours.


PROVIDED THAT:

(i) in the case of Monthly Awards, if the Required Information regarding a Sale is not provided to REIWA prior

to seven days following the end of the Month in which the Sale occurs (for example, for the month of January, by 7 February), the Sale shall not be eligible to be taken into account for the calculations of the Monthly Awards;



- (ii) in the case of Quarterly Awards, if the Required Information regarding a Lease is not provided to REIWA prior to four days following the end of the Quarter in which the Lease occurs (for example, for the quarter ending in December, by 4 January, the Lease shall not be eligible to be taken into account for the calculations of the Quarterly Awards;
 - (iii) in the case of Annual Awards for sales, if the Required Information regarding a Sale is not provided to REIWA prior to 60 days following the date upon which the Sale occurs (for example, if the relevant Contract was accepted on 15 April, by 15 June) the Sale shall not be eligible to be taken into account for the calculations of the Annual Awards; and
 - (iv) in the case of Annual Awards, notwithstanding the provisions of Rule 3.1c, if the Required Information regarding a Sale that has occurred in June is not provided to REIWA by 7 July, the Sale shall not be eligible to be taken into account for the calculations of the Annual Awards;
 - (v) in the case of Annual Awards for Leases, if the Required Information regarding a Lease is not provided to REIWA prior to four days following the Lease Date (for example, if the relevant Lease was accepted on 30 June, by 4 July) the Lease shall not be eligible to be taken into account for the calculations of the Annual Awards 2A. If an Eligible Person is Assisted by more than one person, that person is not entitled to win any of the **"Assisted"** categories of reiwa.com Awards. If an Eligible Person is Assisted by more than one person then, subject to the criteria set out in the definition of **"Team"** in Rule 1.42, that grouping of people may qualify as a team.
- 3.3** If required in writing by REIWA, provide a statutory declaration declaring the accuracy of any information or facts provided to REIWA;
- 3.4** Permit REIWA, upon REIWA providing written notice to the Eligible Person and/or the Person in Bona Fide Control, access to all records (whether written or electronic) relevant to the entitlement of a person to win or participate in the reiwa.com Awards including, but not limited to, evidence of Listings, Sales, Leases Values and whether Eligible Persons have been Assisted or Unassisted;
- 3.5** Not promote the entitlement to any reiwa.com Awards or otherwise act in a misleading or deceptive manner and, to that end, must always stipulate the category and year in which an award has been won when promoting the winning of that award.
- 4.** Only Listings, Sales and Leases:
- 4.1 reported to and Registered with REIWA by or on behalf of an Eligible Person;
 - 4.2 Displayed on reiwa.com for at least 24 hours; and
 - 4.3 that are the subject of Listings using the forms published by REIWA known as the Exclusive Selling Agency Agreements and authorities", the "Internet Listing Service Selling Agency Agreement - Residential", the "Exclusive Management Authority for Residential Premises" and any other form stipulated by REIWA as being acceptable for



reiwa.com from time to time, will be taken into account in determining the winners of the reiwa.com Awards.

5. Eligible Persons and Persons in Bona Fide Control must ensure that all information provided to and/or Registered with REIWA is entirely accurate and that any discrepancies, errors or changes in information supplied to REIWA and/or subsequently set out by REIWA in Sales Verification Reports is reported to REIWA immediately.
6. REIWA is not responsible for or liable for errors or discrepancies in information relied upon by it in determining the winners of the reiwa.com Awards or in publishing Sales or Leasing Verification Reports and REIWA members and Eligible Persons shall not make any claims or take any action against REIWA in relation to the accuracy of that information.
7. Advice of the fact of a Listing and/or Sale shall be provided by or on behalf of Eligible Persons to REIWA by telephone, by facsimile, by ordinary post, by e-mail, by data entry posted to reiwa.com, by the supply of information to REIWA by a third party internet service provider or such other method as stipulated from time to time by REIWA.
8. All documents, notices, reports, facts or other information required to be provided to REIWA pursuant to these Rules shall be provided in the manner stipulated from time to time by REIWA.

DETERMINATION OF AWARD WINNERS

9. The winners of the reiwa.com Awards will be solely determined by REIWA with respect to each Month, Quarter and each reiwa.com Year in accordance with the Awards' categories set out below and with reference to data concerning Listings, Sales and Leases provided to and Registered with REIWA in accordance with these Rules.

ELIGIBLE PERSON ENTITLED TO BENEFIT OF LISTING OR SALE

10. The Eligible Person, Office or Team entitled to be credited with the benefit of a Listing and/or Sale and/or Lease for the purposes of the reiwa.com Awards is that Eligible Person, Office or Team whose name is recorded on the relevant Contract, notification of which is subsequently Registered with REIWA, PROVIDED THAT, in accordance with Rules 1.42d, all Listings and/or Sales relevant to a Team must be Registered with reiwa.com in the name of the Team Leader or other member of the Team who is responsible for the Listing and/or Sale.

If there is any doubt as to who is entitled to be credited with the benefit of a Listing and/or Sale and/or Lease for the purposes of the reiwa.com Awards, any such doubt shall be resolved by referral to the Person in Bona Fide Control of the real estate agency business associated with the Listing and/or Sale and/or Lease.

11. Subject to Rule 1.42n regarding Teams, should, during a particular Monthly or annual period applicable to the reiwa.com Awards, an Eligible Person cease his or her employment or engagement with one real estate agency business and subsequently be employed or engaged by another real estate agency business there shall be no change and/or reduction to the



entitlement of an Eligible Person to the benefit of a particular Listing and/or Sale for the purposes of the reiwa.com Awards due to the fact of that change of employment or engagement.

PROPERTY SALES OR LEASES NOT PROCEEDING TO SETTLEMENT

12. If, for whatever reason, a Sale or Lease of a property that has been Registered with REIWA for the purposes of the reiwa.com Awards:

- (a) does not proceed to settlement,
- (b) the relevant Contract is cancelled or rescinded; and/or
- (c) the relevant Contract is varied such that any details of the Required Information previously provided to REIWA (for example, the price is altered),

THEN:

the Eligible Person(s) must inform REIWA of this fact immediately; and

12.1 an adjustment shall be made to the reiwa.com Award records and, if the periods prescribed for the reporting of Sales for the determination of Monthly and/or Quarterly and/or Annual Awards have closed (as provided for in Rule 3.1).

- (i) The fact, price and/or value of the Sale or Lease shall be deducted from the relevant Eligible Person, Office or Team's calculations and statistics used for the determination of Annual Awards and Monthly or Quarterly Awards for the reiwa.com Year and Month and Quarter in which REIWA is informed of the fact; and
- (ii) The fact, price and/or value of any replacement, substituted or varied Contract shall be credited to the relevant Eligible Person, Office or Team's calculations and statistics used for the determination of Annual Awards and Monthly Awards and Quarterly for the reiwa.com Year and Month and Quarter in which REIWA is informed of the fact. For the avoidance of doubt as to the interpretation of Rule 12.1 and by way of example, if a Sale of a property is Registered in January for the purposes of the reiwa.com Awards and the relevant Contract is cancelled in May and substituted with a new Contract (evidence of which is provided to REIWA immediately), then the Eligible Person, Office or Team's records for May shall be debited by the equivalent value of the Sale that has not proceeded and credited with the value of the new Contract.

TEAMS

- 13.** Notwithstanding any other provision of these Rules, if an Eligible Person is a member of a Team, that person shall not be entitled to win any Award presented to individuals.
- 14.** In accordance with Rule 1.42n, if a Team Leader transfers employment or engagement from one REIWA Corporate member to another the Team associated with that Team Leader ceases



to exist and, even if the Team Leader Registers a new Team with the same Team name and, the Listings and Sales achieved by the original Team or associated with the Team name at that earlier employment or engagement shall not be taken into account in determining that new Team's entitlement to any future reiwa.com Awards awarded with reference to Teams.

- 15.** A Team will be credited with the Listing and Sale of properties Listed and Sold by the Team Leader or any Team Member from the Office in relation to which the Team is Registered.
- 16A.** In accordance with Rule 1.42(d) all Listings and/or Sales relevant to a Team must be Registered with reiwa.com in the name of the Team Leader or other member of the Team who is responsible for the Listing and/or Sale.
- 16.** A Team may change its name during a reiwa.com Year upon giving notice to REIWA, but a Team Leader shall not establish a new team after the commencement of a reiwa.com Year or be a Leader or member of more than one Team.

ELIGIBLE SALES

- 17.** Only Properties as defined in Rule 1.26 above are to be included in determining the winners of the reiwa.com Awards PROVIDED THAT whether Vacant Land, Residential Projects and/or Land Projects are eligible to be included in determining the winner of the Awards categories is stipulated in the description of the Award Categories set out in Rules 19, 20 and 21.

BREACHES OF THESE RULES

- 18A.** Should any member of REIWA breach these Rules (including, in the case of Corporate members, due to vicarious liability for the actions of its servants and/or agents) that member will be liable to disciplinary action in accordance with Articles 23 to 33 of REIWA's Articles.

WINNERS AND PLACEGETTERS

- 18B.** REIWA may, with respect to any of the reiwa.com Awards categories, in its absolute discretion, award place getters with respect to specific awards (eg. first, second, third places) but there shall be no obligation upon REIWA to do so.

AWARD CATEGORIES

19. MONTHLY AWARDS

19.1 Top Unassisted Salesperson by Number of Residential Properties Sold.

Awarded to the Unassisted Eligible Person who Sells the highest number of Residential Properties during a particular Month that have previously been Listed by that person (in



determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded).

19.2 Top Assisted Salesperson by Number of Residential Properties Sold.

Awarded to the Assisted Eligible Person who Sells the highest number of Residential Properties during a particular Month that have previously been Listed by that person (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded).

19.3 Top Team by Number of Residential Properties Sold.

Awarded to the Team that Sells the highest number of Residential Properties during a particular Month that have previously been Listed by that Team (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded).

19.4 Top Unassisted Salesperson by Value of Residential Properties Sold.

Awarded to the Unassisted Eligible Person who Sells the highest Value of Properties during a particular Month that have previously been Listed by that person, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

19.5 Top Assisted Salesperson by Value of Residential Properties Sold.

Awarded to the Assisted Eligible Person who Sells the highest Value of Properties during a particular Month that have previously been Listed by that person, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

19.6 Top Team by Value of Residential Properties Sold.

Awarded to the Team that Sells the highest value of Residential Properties during a particular Month that have previously been Listed by that Team (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

19.7 Rookie of the Month.

Awarded to the Unassisted Eligible Person who:

(a) is in his or her first year of being registered under the Act as a Sales Representative or licensed as a Real Estate Agent (if never registered as a Sales Representative before);



- (b) has advised REIWA of that fact;
- (c) sells the highest number of Properties during a particular Month that have previously been Listed by that person;
- (d) is not a member of a Team; and
- (e) If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest value of listings sold.

PROVIDED THAT an Eligible Person who is in his or her first year as described in Rule 19.7(a) above may win this award in a particular reiwa.com Year even if the person originally became eligible to win the award in the previous reiwa.com Year (by way of example, if a person is registered under the Act on 1 January, that person may win The Rookie of the Month award the next December but is not permitted to win the award after December) (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

19.8 Top Salesperson for Land Project Marketing by Number of Properties Sold.

Awarded to the Unassisted or Assisted Eligible Person who has Sold the highest number of Properties during a particular month that have previously been Listed by that person and that are Properties that are part of Land Projects, but not Residential Projects.

19.9 Top Boutique Office by Number of Properties Sold.

Awarded to the Boutique Office which sells the highest number of Properties during a particular Month that have previously been Listed by that Office (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest value of listings sold.

19.10 Top Small Office by Number of Properties Sold.

Awarded to the Small Office which sells the highest number of Properties during a particular Month that have previously been Listed by that Office (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest value of listings sold.

19.11 Top Medium Office by Number of Properties Sold.

Awarded to the Medium Office which sells the highest number of Properties during a particular Month that have previously been Listed by that Office (in determining the



winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest value of listings sold.

19.12 Top Large Office by Number of Properties Sold.

Awarded to the Large Office which sells the highest number of Properties during a particular Month that have previously been Listed by that Office (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest value of listings sold.

19.13 Top Boutique Office by Value of Properties Sold.

Awarded to the Boutique Office which Sells the highest total Value of Properties during a particular Month that have previously been Listed by that Office, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the value of listings sold, then the winner will be decided on highest number of listings sold.

19.14 Top Small Office by Value of Properties Sold.

Awarded to the Small Office which Sells the highest total Value of Properties during a particular Month that have previously been Listed by that Office, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the value of listings sold, then the winner will be decided on highest number of listings sold.

19.15 Top Medium Office by Value of Properties Sold.

Awarded to the Medium Office which Sells the highest total Value of Properties during a particular Month that have previously been Listed by that Office, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the value of listings sold, then the winner will be decided on highest number of listings sold.

19.16 Top Large Office by Value of Properties Sold.

Awarded to the Large Office which Sells the highest total Value of Properties during a particular Month that have previously been Listed by that Office, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential



Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the value of listings sold, then the winner will be decided on highest number of listings sold.

19.17 Top Salesperson by Residential Project Marketing by Number of Properties Sold.

Awarded to the Unassisted or Assisted Eligible Person who has Sold the highest number of Properties during a particular month that have previously been Listed by that person and that are Properties that are part of Residential Projects, but not Land Projects.

19.18 Top Salesperson by Number of Properties Sold by Auction.

Awarded to the Unassisted or Assisted Eligible Person who sells the highest number of Properties by Auction during a particular Month that have previously been Listed by that Person (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

19.19 Top Office for Land Project Marketing by Number of Properties Sold.

Awarded to the Office which has Sold the highest number of Properties during a particular month that have previously been Listed by that Office (in determining the winners of this category, only sales of Land Projects are to be included).

19.20 Top Office Residential Project Marketing by Number of Properties Sold.

Awarded to the Office which has Sold the highest number of Properties during a particular month that have previously been Listed by that Office (in determining the winners of this category, only sales of Land Projects are to be included).

19.21 Top Office by Number of Properties Sold by Auction.

Awarded to the Office which sells the highest number of Properties by Auction during a particular Month that have previously been Listed by that Office (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

19.22 Top Marketing Group and/or Franchise Group by Number of Properties Sold.

Awarded to the Marketing Group or Franchise Group that has Sold the highest number of Properties during a particular Month that have previously been Listed by that Group (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

19.23 Top Marketing Group and/or Franchise Group by Value of Properties Sold.



Awarded to the Marketing Group or Franchise Group that has Sold the highest total Value of Properties during a particular Month that have previously been Listed by that Group (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20. ANNUAL AWARDS

20.1 Top Unassisted Salespersons by Number of Residential Properties Sold.

Awarded to the Unassisted Eligible Persons who Sell the highest number of Residential Properties during a particular reiwa.com Year that have previously been Listed by those persons. All winners of this award each reiwa.com Year shall also be automatically awarded the **“Master Salesperson Award”**, whether or not they otherwise achieve the criteria for that award (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded).

20.2 Top Unassisted Salespersons by Value of Properties Sold

Awarded to the Unassisted Eligible Persons who Sell the highest Value of Properties during a particular reiwa.com Year that have previously been Listed by those persons, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

20.3 Top Assisted Salespersons by Number of Residential Properties Sold.

Awarded to the Assisted Eligible Persons who Sell the highest number of Residential Properties during a particular reiwa.com Year that have previously been Listed by those persons irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded).

20.4 Top Assisted Salespersons by Value of Properties Sold.

Awarded to the Assisted Eligible Persons who Sell the highest Value of Properties during a particular reiwa.com Year that have previously been Listed by those persons, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

20.5 Top Teams by Number of Residential Properties Sold.

Awarded to the Teams that Sell the highest number of Residential Properties during a particular reiwa.com Year that have previously been Listed by that Team. This Award shall be awarded with reference to first, second and third place-getters (in determining the winners of this category, sales of Residential Properties are to be included, while sales of



Residential Projects and Land Projects are to be excluded).

20.6 Top Teams by Value of Residential Properties Sold.

Awarded to the Teams that Sell the highest Value of Residential Properties during a particular reiwa.com Year that have previously been Listed by that Team, irrespective of the raw number of properties sold (in determining the winners of this category, sales of Residential Properties shall be included, while sales of Residential Projects and Land Projects are to be excluded).

20.7 Top Rookies of the Year.

Awarded to the Unassisted Eligible Persons who:

- (a) are in their first full reiwa.com Year of being registered under the Act as a Sales Representative or licensed as a Real Estate Agent (if never registered as a Sales Representative before);
- (b) have advised REIWA of that fact;
- (c) Sell the highest number of Properties (during that first year of registration referred to in 20.7(a) above that have previously been Listed by those persons; and
- (d) are not a member of a Team; and
- (e) If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest Value of listings sold.

PROVIDED THAT if a person is first registered under the Act before the commencement of a full reiwa.com Year, the Sales made by that person for the 12 months following that registration shall be the Sales taken into account in determining that person's entitlement to win this award (by way of example, if a person is registered on 1 January of a particular calendar year, the person shall be eligible to win this award for the reiwa.com Year that commences the following 1 July, but the Sales taken into account in determining the person's eligible Sales for that reiwa.com Year shall be the Sales made by that person during the 12 month period commencing on the 1 January date of registration and ending on 31 December (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.8 Top Salespersons for Land Project Marketing by Number of Properties Sold.

Awarded to the Unassisted or Assisted Eligible Persons who have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those persons and that are Properties that are part of Land Projects, but not Residential Projects.

20.9 Top Boutique Offices by Number of Properties Sold.



Awarded to the Boutique Offices which have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Offices (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest Value of listings sold.

20.10 Top Small Offices by Number of Properties Sold.

Awarded to the Small Offices which have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Offices (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest Value of listings sold.

20.11 Top Medium Offices by Number of Properties Sold.

Awarded to the Medium Offices which have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Offices (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest Value of listings sold.

20.12 Top Large Offices by Number of Properties Sold.

Awarded to the Large Offices which have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Offices (in determining the winners of this category, sales of Residential Properties are to be included, while sales of Residential Projects and Land Projects are to be excluded). If there is a tie for the Award based on the number of listings sold, then the winner will be decided on highest Value of listings sold.

20.13 Top Boutique Offices by Value of Properties Sold.

Awarded to the Boutique Offices which have Sold the highest total Value of Properties during a particular reiwa.com Year that have previously been Listed by those Offices, irrespective of the raw number of Properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the Value sold, then the winner will be decided on highest number of listings sold.

20.14 Top Small Offices by Value of Properties Sold.

Awarded to the Small Offices which have Sold the highest total Value of Properties during



a particular reiwa.com Year that have previously been Listed by those Offices, irrespective of the raw number of Properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the Value sold, then the winner will be decided on highest number of listings sold.

20.15 Top Medium Offices by Value of Properties Sold.

Awarded to the Medium Offices which have Sold the highest total Value of Properties during a particular reiwa.com Year that have previously been Listed by those Offices, irrespective of the raw number of Properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the Value sold, then the winner will be decided on highest number of listings sold.

20.16 Top Large Offices by Value of Properties Sold.

Awarded to the Large Offices which have Sold the highest total Value of Properties during a particular reiwa.com Year that have previously been Listed by those Offices, irrespective of the raw number of Properties sold (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included). If there is a tie for the Award based on the Value sold, then the winner will be decided on highest number of listings sold.

20.17 Top Offices for Land Project Marketing by Number of Properties Sold.

Awarded to the Offices which have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Offices and that are Properties that are part of Land Projects.

20.18 Top Marketing Group and/or Franchise Group by Number of Properties Sold.

Awarded to the Marketing Groups or Franchise Groups that have Sold the highest number of Properties during a particular reiwa.com Year that have previously been Listed by those Groups (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.19 Top Marketing Group and/or Franchise Group by Value of Properties Sold.

Awarded to the Marketing Group or Franchise Group that has Sold the highest total Value of Properties during a particular reiwa.com Year that have previously been Listed by those Group (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Sales Projects are to be included).

20.20 Top Salespersons for Residential Project Marketing by Number of



Properties Sold.

Awarded to the Unassisted or Assisted Eligible Person who Sells the highest number of Properties by Auction during a particular reiwa.com Year that have previously been Listed by that Person (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.21 Top Salesperson by Number of Properties Sold by Auction.

Awarded to the Unassisted or Assisted Eligible Person who Sells the highest number of Properties by Auction during a particular reiwa.com Year that have previously been Listed by that Person (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.22 Top Office by Number of Properties Sold by Auction.

Awarded to the Office which sells the highest number of Properties by Auction during a particular reiwa.com Year that have previously been Listed by that Office (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.23 Top Office by Lowest Median Days on Market for 10-49 Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties Leased during a particular reiwa.com Year that have previously been Listed by that Office for between 10 and 49 Residential Properties Leased.

20.24 Top Office by Lowest Median Days on Market for 50-149 Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties leased during a particular reiwa.com Year that have previously been Listed by that Office for between 50 and 149 Residential Properties Leased.

20.25 Top Office by Lowest Median Days on Market for 150-249 Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties leased during a particular reiwa.com Year that have previously been Listed by that Office for between 150 and 249 Residential Properties Leased.

20.26 Top Office by Lowest Median Days on Market for 250 and more Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties leased during a particular reiwa.com Year that have previously been Listed by



that Office for 250 and more Residential Properties Leased.

20.27 Million Dollar Clubs.

Awarded to the Unassisted and Assisted Eligible Persons (not including Team Leaders) who achieve, within a particular reiwa.com Year, Sales of Properties that have previously been Listed by those persons, the total Value of which exceeds the amount stipulated by REIWA in the categories of those clubs. The names of the Million Dollar Clubs and the Sales Values relevant to an entitlement to be awarded membership of those clubs shall be determined and stipulated by REIWA from time to time (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.28 Master Salesperson.

Awarded to Unassisted or Assisted Eligible Persons (not including Team Leaders) who Sell Properties during a particular reiwa.com Year, that have previously been Listed by those persons with either

- (a) A total Value as stipulated by REIWA from time to time, irrespective of the raw number of Properties Sold, or
- (b) A total number of Properties stipulated by REIWA from time to time, irrespective of the Value of those properties, (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

20.29 Grand Master.

Awarded to Unassisted or Assisted Eligible Persons who Sell Properties during a particular reiwa.com Year, that have previously been Listed by those persons, with either:

- (c) a total Value as stipulated by REIWA from time to time, irrespective of the raw number of Properties sold; or
- (d) a total number of Properties stipulated by REIWA from time to time, irrespective of the Value of those Properties, (in determining the winners of this category, sales of Residential Properties, Vacant Land, Residential Projects and Land Projects are to be included).

21. QUARTERLY AWARDS

21.1 Top Office by Lowest Median Days on Market for 10-24 Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties Leased during a particular reiwa.com Quarter that have previously been Listed



by that Office for between 10-24 Residential Properties Leased.

21.2 Top Office by Lowest Median Days on Market for 25-49 Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties leased during a particular reiwa.com Year that have previously been Listed by that Office for between 25-49 Residential Properties Leased.

21.3 Top Office by Lowest Median Days on Market for 50 or more Residential Properties Leased.

Awarded to the Office which has the lowest median of days on market for Residential Properties leased during a particular reiwa.com Quarter that have previously been Listed by that Office for 50 or more Residential Properties Leased.