### CPD COURSES

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<tr>
<th>Location</th>
<th>Course Details</th>
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<tr>
<td>Castle Hill</td>
<td>Sales &amp; Prop Mgmt</td>
<td>Thu 5th Feb</td>
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<tr>
<td>Bathurst</td>
<td>Stock &amp; Station or Sales &amp; Prop Mgmt</td>
<td>Mon 9th Feb</td>
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<tr>
<td>Sydney</td>
<td>Sales or Prop Mgmt</td>
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<tr>
<td>Sydney</td>
<td>Commercial &amp; Retail Sales &amp; Leasing</td>
<td>Tue 10th Feb</td>
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<tr>
<td>Sydney</td>
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<td>Ballina</td>
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<td>Goulburn</td>
<td>Stock &amp; Station or Sales &amp; Prop Mgmt</td>
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### First Home Owners’ Grant

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

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

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

The Office of State Revenue have defined “Substantially Renovated” as:

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

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

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

The conditions of the grant extend to and include:

- No person on the contract has purchased property in the past;
- The amount the purchaser pays for the property. As of 1 July 2014 that amount was increased to $750,000;
- No purchaser listed on the contract has received a first home owners grant in any state or territory;
- Purchaser must live in the property for a continuous period of 6 months within the first 12 months of ownership;
As well as the financial incentive to encourage purchasers entering into the market to purchase new homes, the Office of State Revenue grant eligible purchasers with exemptions from transfer duty on new homes valued up to $550,000 and concessions for new homes valued between $550,000 and $650,000.

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

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

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

Til next time,
Wishing you every success in your business ventures,
Rosy Sullivan

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

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

$99

USI

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

You can create your USI here: http://www.usi.gov.au/create-your-USI/Pages/default.aspx
CERTIFICATE OF REGISTRATION COURSES

Bathurst
(Dist Ed + 1 day workshop)
Tue 10th Feb

Sydney
Mon 16th – Wed 18th Feb

Sydney
(Dist Ed + 2 day workshop)
Sat 21st – Sun 22nd Feb

Goulburn
(Dist Ed + 1 day workshop)
Thu 19th Feb

Newcastle
(Dist Ed + 1 day workshop)
Fri 27th Feb

Castle Hill
Mon 2nd – Wed 4th Mar

Port Macquarie
(Dist Ed + 1 day workshop)
Tue 3rd Mar

Parramatta
Mon 9th – Wed 11th Mar

FINANCE AND MORTGAGE BROKING COURSES

Cert IV in Finance & Mortgage Broking
Sydney
Wed 4th - Fri 6th Mar

Dip of Finance & Mort Broking Mgmt
Upgrade for existing Cert IV holders
Sydney
Mon 9th - Tue 10th Mar

News from the Office

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

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

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

Commercial and Retail Sales and Leasing Skills Course

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

Port Macquarie
Monday 23rd to Tuesday 24th March

Sydney CBD
Monday 13th to Tuesday 14th April

Ring 1300 88 48 10 to book!

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

Social Media
Is it Time You Upgraded to Your Licence?

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

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

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

Business Broking Agency Practices Course
for existing Real Estate, Strata and Stock & Station Licensees

**Thurs 5th to Fri 6th February**

Why not try online CPD for $99?

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

Ring 1300 88 48 10 to book
or visit our website - www.acop.edu.au

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

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

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

**Property Licence Courses**

- Experienced Agents Property Licence Program
  - Sydney
  - Mon 2nd - Fri 6th Feb

- Trust Accounting
  - Sydney
  - Mon 2nd - Wed 4th Feb

- Property Management
  - Sydney
  - Wed 4th - Fri 6th Feb

- Business Broking Agency Practices
  - Sydney
  - Thu 5th - Fri 6th Feb

- Sales for Real Estate
  - Sydney
  - Tue 10th - Fri 13th Feb

- Strata Management Agency Practices
  - Sydney
  - Tue 27th - 30th Jan

- Stock & Station Agency Practices
  - Sydney
  - Mon 11th - Fri 15th May

- Financial Management
  - Sydney
  - Tue 27th - Wed 28th Jan

- Staff Management
  - Sydney
  - Thu 5th - Fri 6th Feb

- Auctioneer Accreditation
  - Sydney
  - Fri 6th Mar