



The Australian Property Institute

A brief intro

- South Australia (1926)
- Queensland (1929)
- Victoria (1930)
- Western Australia (1931)
- New South Wales (1933)
- Tasmania (1949)
- Australian Capital Territory (1978)

In 2015 we formed a national body the Corporations Act, API Ltd with a Board of Directors, comprising of elected members, independant specialists and non executive directors.



Education



Protection



Standards



Membership



Future Focused

Helping the property sector to respond and adapt to a changing operational landscape

- 1.1 Create a Roadmap to the Future of the Profession Report
- 1.2 Evolve our regulatory frameworks and standards to protect confidence in an increasingly complex and technology driven landscape.
- 1.3 Create future focussed professional opportunities.
- 1.4 Capitalise on technology, data, and commercialisation opportunities to create powerful value.



Powerful Voice

Raise the profile and drive positive change for the property profession

- 2.1 Be a powerful voice for the profession on the issues that matter.
- 2.2 Increase public recognition of the profession.
- 2.3 Be the pathway to resolve disputes and issues within the profession.



Skilled Professionals

Nurture skilled and confident property professionals

- 3.1 Developing and implementing standards to ensure consistency and professionalism.
- 3.2 Empower and enable workforce participants to remain and grow within the profession.
- 3.3 Attract new entrants to build a workforce for the future.
- 3.4 Deliver skills development and education opportunities to help members meet the needs of a contemporary and evolving profession and sophisticated customer.
- 3.5 Deliver relevant content and compelling formats to assist



A Strong and Sustainable Association

Not just what we do but how we do it

- 4.1 Deliver a Compelling Member Value Proposition
- 4.2 Cultivate an Aligned Culture
- 4.3 Invest in a Progressive Business Model
- 4.4 Ensure Organisational Sustainability

Upcoming Strategic Initiatives

RESPONDING TO THE CURRENT PI CRISIS

Introducing Propsec Insure

API has been in discussions with Howdens scoping the development of a Member based solution to the PI crisis. A fund which will ensure accessible PI Insurance is available to protect our Members.

This work has culminated in the recommendation to develop and implement a Howden Discretionary Trust, a model 100% supported by insurance.

To discuss this in more detail contact:



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Discretionary Trust framework

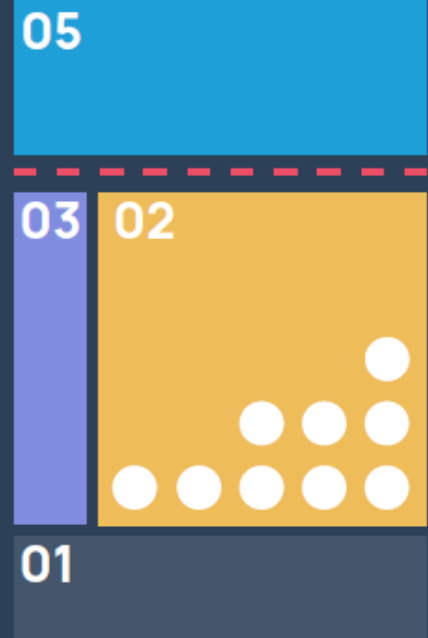
05 Excess insurance
This is used for claims above the **Trust aggregate** and **single event limit**.

04 Single event limit
If the claim is larger than the single event limit then any amount over the limit will be met by **excess insurance**.

03 Trust aggregate
This is the total of the **Trust contributions**. Left over monies after claims goes back to the members.

02 Trust contributions
The more members, the larger the Trust contributions to cover all claims.

01 Members excess
Just like traditional insurance, there is an agreed excess for all claims.



Future of the Property Profession Report



- What will the property industry look like in 10 years time?
- What skills do our members need to be able to succeed in the future?
- How can we eliminate low value work and help our members prioritise high value outcomes for their businesses?

Working Together

API & PINZ

Creating better outcomes for our Members, together.

API

AUSTRALIAN PROPERTY INSTITUTE



- **Standards & Technical Papers**
- **Knowledge sharing**
- **Education products**

— Standards Steering Committee (SSC)



The API SSC is charged with advising the API Board on guidance and education required for API members to ensure professional standards are maintained.



PINZ representative:

Blue Hancock

Current and Future Projects:

01

Standards Upgrade Phase 1

Rebrand & refresh the existing Technical Information Papers & Guidance Notes to Guidance Papers

02

Standards Upgrade Phase 2

Review of content & updating existing Guidance papers including Rural & Agribusiness, Build to Rent, Contaminations, Disclaimers Limitations

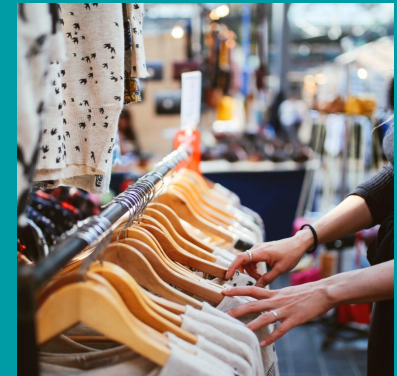
03

Blank Canvass

What else can we do together into the future to better support our members?

Australian property market trends

- Residential
- Office
- Industrial & logistics
- Retail



Residential

National home values (as of May 2022)

- National median home value: \$752,507.
- 1.1% quarterly home value growth.
- 14.1% annual home value growth.

Demand

- National housing turnover down 14.3% year-on-year in Q1 2022.

Supply

- Residential building approvals down 32% YOY in April 2022.

Source: CoreLogic, Knight Frank, ABS.



Office

Investment

- \$3.4 billion in Q1 2022 (-18%).
- \$24.8 billion between March 2021 – March 2022 (+63%).

Demand

- 150,345 sqm of CBD net absorption over H2 2021.
- 11.4% national CBD office vacancy rate.

Supply

- Almost 320,000 sqm of CBD office supply additions in H2 2021.

Source: Real Capital Analytics, Colliers



Industrial & logistics

Investment

- \$4.1 billion in Q1 2022 (+27%).
- \$31.8 billion between March 2021 – March 2022 (+92%).

Demand

- 980,334 sqm of take-up in Q1 2022.
- 2.3% national vacancy rate.

Supply

- Almost 320,000 sqm of completions in Q1 2022.

Source: Real Capital Analytics, Colliers.



Retail

Investment

- \$2.7 billion in Q1 2022 (-13%).
- \$19.6 billion between March 2021 – March 2022 (+119%).

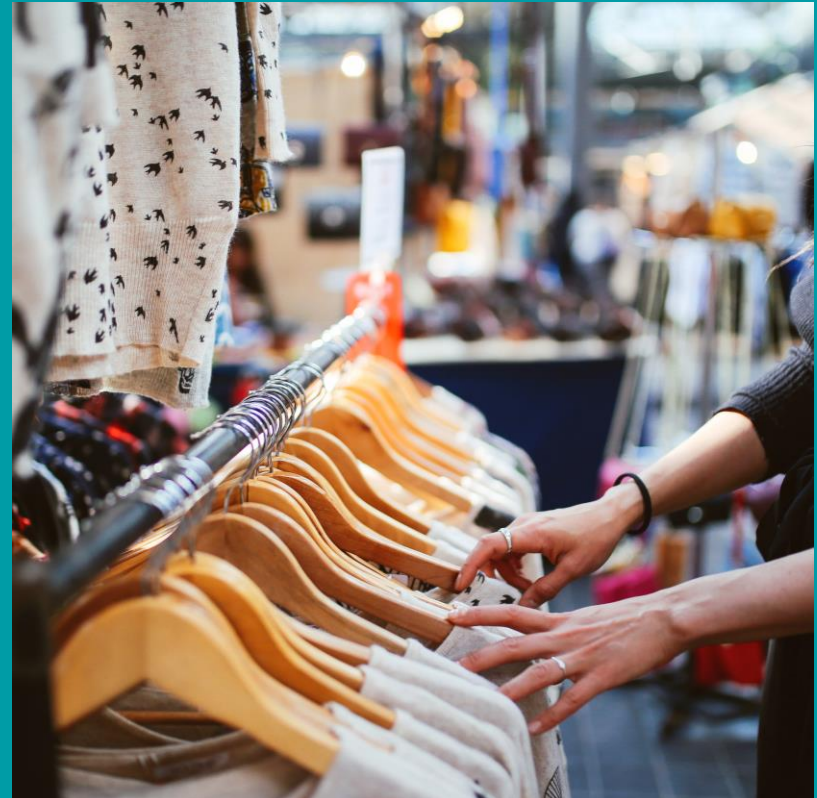
Demand

- 6.9% national vacancy rate in Q4 2021.

Supply

- 23,100 sqm of completions in Q1 2022.
- 329,800 sqm of retail development under construction.

Source: Real Capital Analytics, JLL.



Any questions?