

Dear Committee,

Thank you for giving Shelter NSW the opportunity to speak at the No Grounds Eviction Inquiry last Monday. In relation to the highlighted sections on the transcript, please find below our comments.

of either the size of the rent roll, the number of transactions, and one of those transactions has to be that every time there's a rent increase, there's a change of activity and there's a right of that real estate agent to charge for that service. In some ways, if the reforms that are proposed suggest that there's less that has to be done because tenancies tend to be longer, we would also say that if tenancies tend to be longer and the rate at which those tenancies' rental increases is fixed at once a year or once every two years, whatever it happens to be, it can't help but be the activity of the real estate is slightly reduced. That's as much as I've got to say on that, but I'm happy to come back to you with some details.

Mr CLAYTON BARR: I think the comparison with commercial is really interesting, and I'd love some detail or something in that regard because it's a very good point you make. Ms Davies, I noticed you nodding your head at one stage during that. Would you like to contribute, or add?

Mr Clayton Barr, an initial search for information and data has revealed not much analysis has been conducted into the comparison of these two areas however should a subsequent more detailed search reveal more information, we will forward it onto the committee and/or individual members of the committee

industry, because of the way in which it is set up, doesn't always promote that. I think the chain model actually disincentivises long leases and stability.

The CHAIR: Has there been any research done as to the level of profit and the average costs? We've got good research from the Tenants' Union in relation to moving costs in terms of renters. People now point to the thousands of dollars that are involved. Is there any indication of the billing, the costing and the profit that's coming into the real estate industry as a result of each time someone is issued a no-grounds eviction or each time the house is re-let and those kind of things? Are you aware of that kind of research or is that something that you could point us to?

JOHN ENGELER: Not off the top of my head, but I could certainly come back to you and have a look to see what we've got around it.

The CHAIR: If there is, that would be really helpful as another consideration, in this cost-of-living crisis, of who's paying and who's benefiting. That would be great. Thank you very much. Ms Azize, if I can come in in terms of the impact on families and children. You touched on it briefly in terms of the people's commission that

Shelter NSW's cursory glance of such topic area research does not reveal that this is an extensive area of study however I would refer the committee members to information provided by the Real Estate Institute and other such professional bodies who regularly undertake business analysis on behalf of their members including areas of productivity and commercial return for such areas of focus.