

## Additional training and accreditation pathways - NatHERS for existing homes

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### Introduction

The Real Estate Institute of Australia (REIA) serves as the national peak body representing the real estate profession, advocating for policies that foster a prosperous and sustainable industry since 1924. As the leading voice for real estate professionals, REIA welcomes the opportunity to contribute to the consultation paper on the additional training and accreditation pathways for NatHERS for existing homes.

Real estate agents are essential stewards of the built environment, playing a crucial role in shaping a sustainable future. Alongside all levels of government, the real estate sector is uniquely positioned to drive the widespread adoption of energy-efficient homes, supporting affordability, job creation, and long-term economic growth while reducing emissions.

As a leading industry body, we actively collaborate with the Federal Government and key stakeholders to accelerate the transition toward low-energy, net-zero emissions housing by 2050. Central to this effort is positioning real estate professionals as trusted advisors, equipping them to guide buyers, sellers, landlords, and renters on the benefits of energy efficiency at the point of sale and lease.

### Recommendation

1. REIA recommends positioning real estate agents as accredited data collectors for use by accredited assessors to rate homes, by recognising that the completion of a Certificate IV in Real Estate Practice provides comparable knowledge outcomes to:
  - [CPPCOM4001](#) – Manages own work, professional development and ethical behaviour
  - [CPPCOM4002](#) – Implement safe work practices in the property industry
2. Fund State and Territory Real Estate Institutes to deliver the “Conduct NatHERS assessments for existing homes” unit to real estate agents and property managers who hold a [Certificate IV in Real Estate Practice](#).

### Use of Real Estate Agents and Property Managers as data collectors

Utilising real estate agents and property managers offers a highly scalable and efficient mechanism to collect energy efficiency data nationwide, particularly at the critical points of property sale and lease.

Agents currently play a vital role in shifting market expectations, improving transparency and accelerating the upgrades to energy-efficient features amongst consumers. Through market education and advocacy, we foster greater demand for sustainable homes, ensuring energy performance becomes a key consideration in property decisions.

While we acknowledge there may be a perceived conflict of interest (i.e. a higher energy rating achieves a higher sale price), the nature of the energy rating process being predominantly quantitative and objective, with the proper collection processes in place, and an independent assessor overseeing, the risk surrounding this conflict can be easily mitigated.

### Accreditation Pathways

Generally, real estate agents and property managers hold a [Certificate IV in Real Estate Practice](#). This existing qualification should be acknowledged as fulfilling the units of competency proposed in the consultation paper, as outlined below.

Units of Competency	Relevant Units Completed	Unit Type
<u>CPPCOM4001</u> – Manages own work, professional development and ethical behaviour  <u>CPPCOM4002</u> – Implement safe work practices in the property industry	<u>CPPREP4001</u> – Prepare for professional practice in real estate	Core
	<u>CPPREP4002</u> – Access and interpret ethical practice in real estate	Core
	<u>CPPREP4003</u> – Access and interpret legislation in real estate	Core

In order to meet the proposed full training requirements of a data collector, real estate agents and property managers should only have to satisfy the Conduct NatHERS assessments for existing homes training unit. Our member institutes are well placed to roll this unit out en masse, and funding of this delivery by governments should be considered.

Essentially, governments would be able to mobilise a workforce of over 100,000 who are already intrinsically embedded at the point of sale and lease, achieving the scale of expansion that NatHERS requires with ease. As agents and property managers are already attending the property, this would certainly result in a reduced cost to the consumer to obtain the rating.

### Accredited Assessor Pathway

The immediate goal of mobilising real estate agents as data collectors is to ensure a reliable and widespread data stream, feeding into a centralised hub for energy efficiency information. This data collection capability is vital for the successful national roll-out of a mandatory disclosure framework for energy efficiency.

While the primary recommendation is to leverage licensed real estate agents and property managers as data collectors, consideration should also be given to developing a bridging course to offer these professionals a future pathway to become full NatHERS accredited assessors.