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# DOBROW VALUATIONS

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ABN 52 204 773 831  
PO Box 4444 Epping 2121  
DX 4444 Epping  
valuer@optusnet.com.au  
Fax 9876 1666: Phone 9876 1666

Occupational Licensing  
c/-The Better Regulation Office  
GPO Box 5431  
SYDNEY NSW 2001

28 November 2008

Dear Sir,

**RE: Strata regulation**

I have been involved in the real estate industry since I was 15, where I commenced my study for my real estate agents licence from Randwick Technical College and studied for the HSC at the same time.

I have since progressed to acquiring my Valuers registration. I have managed the Valuation Department of Hillier Parker in the late 1980's when it was awarded the Building Owners and Managers Association - Most respected valuation office in Australia. I have valued the largest property developments in the Sydney CBD and I have carried out due diligence on the largest property transactions in Australia. I currently have over 400 solicitors as clients and I spend about 50% of my time on Court matters. I also present papers on the presentation of expert witness evidence in Courts, for the Australia Property Institute and the University of Sydney's Associate Professional Certificate Courses.

Obviously I have a depth of knowledge of the real estate industry in NSW.

My view is that the regulation of specialist strata managers should be maintained (whether by full, self, or co-regulation), and indeed expanded in other states of Australia. It is an area of real estate agency practice that requires specialised knowledge. I believe that the consumer interest is better protected by those practitioners that have specialised rather than scant knowledge when dealing with strata or community title matters.

I agree with the Institute of Strata Title Management concerns regarding any removal of licensing would be a backwards step in maintain consumer protection, particularly having in mind the fact that money has to be held in trust accounts.

Although the strata industry is relatively new in comparison to pure real estate agency and is growing in the right direction, the government focus should be on the future and to determine what structure would best serve the consumer as well as the practitioner. NSW currently leads the world in titling systems which is now copied in many countries and NSW leads Australia in Strata management systems. I support the maintaining of a licensing system for strata title managers in Australia, because it is not only the prudent thing to do, but the right thing to do.

Yours sincerely,



W. L. Dobrow FAPI FREI REIV(Aust)  
Registered Valuer No. 515 (NSW) - Unrestricted