

YOUNG DIRECTOR CANDIDATE INFORMATION

BREWER, Lauren

CHAMPION, Michelle

CHRISTENSEN, Sam

KUHN, Emily

SOLANO, Maddyson

WAGLE, Sofia

REIQ 2026 ELECTION

BREWER, LAUREN

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

1. **Legislative change:** I fully endorse out peak body's ongoing education and advocacy, but we must emphasize to the government that the real estate sector suffers from change fatigue and requires regulatory stability over unnecessary shifts.
2. **Changing Marketplace:** With shifting demographics driving higher consumer demands for speed, transparency, and service, Queensland real estate professionals must actively prove their value and expertise in a fast-changing market. I'm passionate about equipping industry professionals with capabilities that build trust with our consumers and community.
3. **Technology, Innovation & the Future:** I support responsible AI adoption to boost efficiency and service, but innovation must build productivity and trust without replacing core professionalism.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

Leveraging eight years across key real estate sectors, I currently serve as REMAX Australia's Marketing & Innovations Manager, where I drive technology, systems, and marketing improvements to directly empower grassroots practitioners. A passionate 2026 REIQ LIFT Ambassador, I am dedicated to advancing Queensland real estate through best practice and advocacy.

Question 3. Describe your academic and professional qualifications.

With a Bachelor of Business (Marketing/ Management), I've progressed from coalface roles to strategic leadership across technology, stakeholder engagement, marketing and change management. Now working nationally, I recognize the unique challenges facing real estate businesses of every scale.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

I bring practical experience driving marketing, technology, and cross-sector innovation across the full gambit of the real estate world. As a contemporary voice, I offer the next-generation perspective the Young Director role was designed to capture. To complement my practical skills, I am committed to completing formal director governance training upon appointment.

Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

Real estate plays a critical role in navigating Queensland's housing and affordability challenges. My unique background has given me a complete industry view. Blending technology and marketing expertise with energetic, next-generation advocacy, I am eager to contribute a broad, forward-looking perspective to the REIQ board as I build my governance capabilities.



CHAMPION, MICHELLE

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

Queensland is an incredibly diverse market. I would advocate for regional practitioners to have a genuine voice in REIQ advocacy, policy and decision-making, ensuring the challenges and opportunities outside South-East Queensland are understood and represented.

Our profession is only as strong as its people. I support meaningful education, mentoring, leadership and accountability, while attracting and retaining quality people and developing the next generation of industry leaders.

I support strong consumer protection while advocating for legislation and compliance that is practical, balanced and reflects the realities of operating a real estate business.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I am the Owner, Director and Principal of Champions In Real Estate, an independent Cairns agency I built from the ground up into an established sales and property management business and recognised regional brand.

I remain a practising agent and am currently the #1 Sales Agent in Cairns, while leading the strategy, growth and development of our business and team. This provides first-hand experience as an agent, employer, business owner and industry leader.

Question 3. Describe your academic and professional qualifications.

I hold a Bachelor Degree in Accounting, providing a strong foundation in financial management, commercial decision-making, risk, budgeting and business performance.

Building Champions in Real Estate from scratch has developed my experience across strategy, finance, leadership, recruitment, negotiation, marketing, brand development, people management and organisational growth.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

As a business owner and Director, I have practical experience in financial oversight, risk management, compliance, employment matters, strategic planning and organisational leadership.

I have also held board positions with Access Housing and JUTE Theatre Company, providing governance experience beyond my own organisation and an understanding of the responsibility's directors have to organisations and their stakeholders.

My accounting background further strengthens my ability to contribute to financial oversight, risk, accountability and considered board-level decision-making.

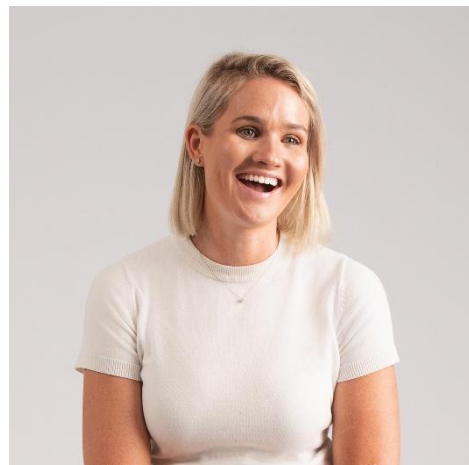
Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

I am proudly regional, commercially minded and passionate about the future of our profession.

I was named Cairns Business Woman of the Year in 2025 and recognised by The Courier-Mail as one of Queensland's 100 Most Influential People, alongside being Cairns' #1 sales agent. I was also named in the REB Top 50 agents in QLD in 2025.

I have built a business and brand from the ground up, created employment and opportunities for others, contributed at board and community level, and understand the everyday realities facing our members because I live them.

If elected, I would bring an independent regional voice, commercial and financial expertise, energy and constructive challenge, while always acting in the best interests of the REIQ, its members and the Queensland real estate profession.



CHRISTENSEN, SAM

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

Property Management Advocacy – As a career property manager, I believe it is important to have a strong voice on matters effecting PM professionals and businesses sitting on the board. Issues in this space are at times secondary in our industry so I would love to bring a focus on promoting outcomes around this area.

Commercial Property – Despite having started my career in the residential sector, I have spent most of the last decade working across commercial assets. I want to encourage and foster further support to commercial professionals whilst in turn growing the institute's standing with the broader commercial industry.

Agency Support – As a small business owner myself, I believe that the REIQ offers an enormous amount of assistance to principals and independents. Notwithstanding this, I will be a passionate advocate for ensuring that our offering meets the everchanging needs of the industry and requirements of agencies.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I commenced in the property industry over a decade ago working in the residential management space for Living Here & the Coronis Group, eventually overseeing a team of 5 across a portfolio of 550+ assets. In early 2018, I joined Trident Property Advisory (then Chesterton International) as a commercial property manager before taking the reins of the asset management division as Director in 2020. In the years since then, I have acquired equity and today hold the position of Joint Managing Director overseeing a team of 12, managing circa \$850M in commercial assets across 105,000m² of net lettable area. These properties run from the Gold Coast through to Cairns and include a number of prominent multi-tenant sites. Our firm takes a wholistic approach to asset management & advisory with direct involvement in project coordination (~\$100M of works delivered in the last 5 years) along with leasing (historic transaction volumes north of \$2.1B). I am passionate about contributing to the broader profession – previously sitting on both the QLD YPP Committee & State Committee for the Australian Property Institute and currently sitting on the Commercial & Industrial Chapter Committee for the REIQ. Within the REIQ itself, I have been involved in shaping CPD programs (both through content review and new module drafting), assisting with providing advocacy insights and driving increased engagement with commercial peers. In 2023 I was awarded REIQ Commercial PM of the Year at the annual awards for excellence, a title which members of my team have subsequently won in both 2024 & 2025.

Question 3. Describe your academic and professional qualifications.

In addition to holding a full QLD Real Estate Licence, my tertiary qualifications include a Master of Applied Finance (Kaplan), Post-graduate Certificate of Property (Deakin University), Diploma of Marketing (Open Colleges) & Bachelor of Music (Griffith University - QLD Conservatorium). I believe that my blended practical experience as a business Director and operator, paired with my committee experience between the API & REIQ along with my tertiary training across finance, property & marketing position me well to be able to meet the needs of the REIQ board.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

I have existing experience as a Director of a number of entities including our operating business. Moreover, I have and continue to sit on various body corporate committees (including as a member, treasurer and chairperson) and have had direct involvement in the volunteer committees across the API & REIQ as detailed above. Separate to this, my work as an asset manager has seen me acting on behalf of various privates & SME's managing complex operating budgets for standalone entities with annual revenue up to ~\$10M. Collectively, these experiences as a small business Director, a committee member and an asset manager have provided me a strong set of insights into managing budgets & financials, assessing risk & compliance, forming business plans and running operating entities that are directly comparable to the REIQ Board requirements.

Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

I am passionate and excited about the opportunity to potentially take on the Young Director board position with the REIQ. Given my background and experience I believe my skills would be complimentary to the board and after over a decade in the industry I believe I could offer some valuable insights for a diverse range of advocacy and industry pinch points. My focus will be on supporting member outcomes and ensuring the REIQ continues to act as a strong voice for the profession.



KUHN, EMILY

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

Practical implementation of regulation: The profession is navigating significant change, including AML/CTF, privacy, cybersecurity and property legislation reforms. The REIQ should combine strong advocacy with practical tools that enable compliance without unnecessary complexity or duplication.

Responsible AI and digital transformation: AI is developing rapidly, but governance can be overlooked in the urgency to adopt it. The REIQ can help ensure technology is relevant to real estate and that innovation does not outpace privacy, data, consumer and employment obligations.

Sustainable and productive businesses: Rising costs, increasing compliance and disconnected systems create duplicated work, inconsistent data and unnecessary administration. I would support better technology integration, industry collaboration and benchmarking to help agencies become more efficient, scalable and financially sustainable.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I have worked in real estate since 2012 across reception, sales and operations, including a combined 10 years with the Coronis Group. I joined Coronis in operations and progressed to General Manager, now working across sales, property management, compliance, technology, marketing, people and franchising.

My experience across frontline, operational and leadership roles gives me a practical understanding of how industry decisions affect every level of an agency.

My contribution to the REIQ includes leading our offices to become members and advocating for our franchise businesses to join and engage with the Institute.

Question 3. Describe your academic and professional qualifications.

My professional development has been experience-led. I have worked across operational strategy, financial performance, regulatory implementation, people leadership, technology transformation and change management.

I regularly work with proptech providers and suppliers to assess systems for operational relevance, compliance, scalability and commercial value. Leading cross-functional initiatives across sales, property management, marketing, compliance, shared services and offshore teams has developed my commercial judgement, strategic thinking and ability to oversee complex business risks.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

I have not held a formal company director position; however, my General Manager role requires me to consider organisational performance, financial outcomes, regulatory and reputational risk, workforce strategy, technology investment and major business change.

I regularly work with executive leaders and business owners to balance commercial, compliance, customer and people considerations. I am committed to completing the required AICD Director Short Course.

Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

At 33, I combine a next-generation perspective with 14 years of industry experience. I would be a practical Director who listens to members, challenges constructively and keeps decisions grounded in the realities of operating a real estate business.



SOLANO, MADDYSON

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

1. The future strength of the real estate profession depends on the quality of people we attract and our ability to retain and develop them. I would advocate for stronger education and mentoring along with career pathways for newer entrants to the industry with greater access to experienced leaders in the industry. I would ensure younger professionals have a genuine voice within the REIQ and can see long term future within the profession in any facet of the industry.
2. Our profession is built on trust. As legislation, compliance requirements and consumer expectations continue to evolve, the REIQ has an important role to play in ensuring Queensland practitioners are not simply meeting the minimum requirements but continually raising the bar or professionalism across the industry.

I would support continued investment in practical education, ethical practices and professional development that helps members confidently navigate their obligations whilst delivering better outcomes for consumers.

3. The way people are buying, selling, renting and managing property is changing rapidly. Technology, AI, data and automations are already reshaping the profession and that change is accelerating. Rather than viewing these changes as a threat, I believe the REIQ has an opportunity to help members understand and adopt new technology whilst still utilising the human skills that remain fundamental in the real estate profession.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I have been in real estate since 2010, starting in reception roles working my way into property management, into buyer's agency now being the Director of Hot Property Buyers Agency. I have been an individual member of the REIQ since August 2013.

Question 3. Describe your academic and professional qualifications.

I have worked in QLD real estate since 2010 and am currently the Director of Hot Property Buyers Agency, where I have been a part of the business since 2012. My experience spans Buyers Advocacy, Property Management, Business Ownership, Negotiation, Marketing, Strategy and Client Engagement.

Having owned and operated businesses within the industry, I understand both the opportunities and challenges facing practitioners and business owners. I bring strong leadership, commercial decision making, communication and relationship building skills, together with a practical

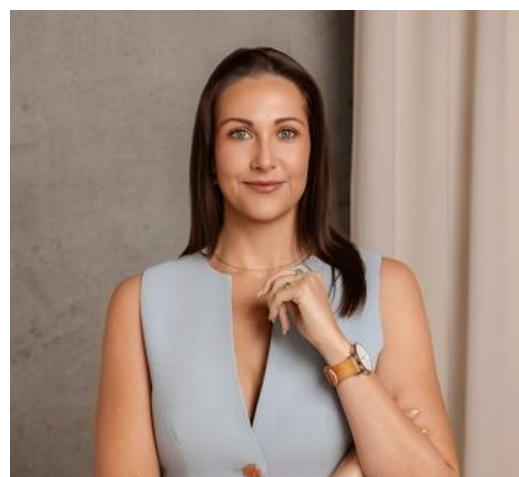
forward-thinking perspective that I believe would add value to the REIQ Board.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

As a director & business owner, I have practical experience in strategic planning, finance oversight, compliance, risk management and decision making that impact both business performance and reputation. I have worked closely with my husband Zoran throughout his progression from Vice President to President of REBAA, giving me valuable exposure to industry association leadership, governance and stakeholder engagement. Combined with my involvement in community and industry initiatives, I bring practical, considered and commercially focused experience that would support me in undertaking the responsibilities of an REIQ Director.

Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

I have grown up personally and professionally within the QLD real estate industry and genuinely care about where our profession goes next. I bring the perspective as a younger director, business owner and working practitioner who understands both the challenges facing established businesses and the expectations of the next generation entering our industry in a softer market. I am not afraid to ask questions, challenge traditional thinking or to bring a fresh perspective to the table. Most importantly, I would approach the role with energy, integrity and a genuine commitment to representing REIQ members and strengthening the profession of the future.



WAGLE, SOFIA

Question 1. What are 3 key issues of importance to the real estate profession in Queensland you would promote and support as a Director of the REIQ?

Three areas I am particularly passionate about are housing affordability and pathways to home ownership, maintaining high professional and ethical standards within our industry and ensuring our profession effectively serves Queensland's increasingly diverse communities. I believe education is important for both consumers and real estate professionals. Buyers and sellers should feel informed and confident when making major property decisions, while agents should have access to strong professional development, practical industry support and clear guidance as the profession continues to evolve.

Question 2. Please describe your background and experience in the real estate profession including any positions held and contributions made to the REIQ.

I am the Director and Principal of Nepal Real Estate and hold a Full Real Estate Agent Licence in Queensland. I am also a residential property investor, giving me firsthand experience in property acquisition, investment and property ownership. My professional experience includes working with buyers and sellers, property marketing, client relationship management, market analysis and negotiation. My focus through Nepal Real Estate is on providing personalised service and helping clients better understand their property options and make informed decisions. My existing CV supports my experience in residential property investment, marketing, inspections and negotiations.

Question 3. Describe your academic and professional qualifications.

I hold a Certificate IV in Real Estate Practice (CPP41419) from Real Estate Academy Australia and a Full Queensland Real Estate Agent Licence. As the Director and Principal of my own agency, I have developed skills in business development, communication, relationship management, marketing, organisation, decision-making and leadership.

Running a business has also strengthened my understanding of accountability, compliance and the importance of maintaining professional standards.

Question 4. Outline any experience you have, or any professional training that you have completed in the role of a company director that would assist you in undertaking the duties of an REIQ Director.

As Director and Principal of Nepal Real Estate, I am responsible for making business decisions and overseeing the operation and development of the agency. This requires me to consider compliance, financial and operational responsibilities, business risk, client service and the long-term direction of the business. Establishing and developing my own agency has strengthened my leadership, problem-solving and decision-making abilities.

I understand that serving as an REIQ Director carries broader governance responsibilities, and I would approach those responsibilities with professionalism, accountability and a willingness to continually learn.

Question 5. Please describe anything else you would like REIQ members to know about you and your ability to take on the role of a Director of the REIQ.

As a migrant to Australia, property ownership has a very personal meaning to me. Owning a home represented more than purchasing property. It represented security, stability, belonging and the opportunity to build a future in the country I now call home. That experience is a major reason I genuinely love real estate and helping others on their property journey.

Building my own property portfolio and later establishing Nepal Real Estate has allowed me to turn that passion into my profession. I particularly value the opportunity to help first-home buyers, families and people from culturally diverse backgrounds feel informed and confident when navigating the property market. If given the opportunity to serve as a Young Director, I would bring the perspective of a business owner, property investor, migrant and real estate professional, together with a genuine commitment to listening, learning and contributing to the future of Queensland's real estate profession.





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