

## Standards for High-Quality Research and Consulting

- The problem should be relevant to the real estate industry and it should be well formulated.
- The study approach should be systematic and thorough. It should be well executed.
- Related studies and evidence should be well assessed. The data and information should be best available.
- Assumptions should be reasonable, explicit and justified.
- Insights should demonstrate depth, accuracy and relevance. Findings should advance knowledge. The recommendations should be logical, warranted by the findings, and explained thoroughly, with appropriate caveats.
- Client's situation, goals and requirements should be well understood and assessed. Client's goals should be achievable.
- Statements, verbal and written, should be warranted by the correct knowledge, evidence and logical analysis.
- The documentation and statements should be accurate, understandable, clearly structured, and temperate in tone.
- Clients should be well qualified before a consultation session. Consultants should be well prepared. The consultation should be structured, thorough and concise.

### ***Real Estate Logic***

***To be Melbourne's most trusted resource for real estate research, analysis and solutions.***