



## AUSTRALIAN INSTITUTE OF CONVEYANCERS NT DIVISION INC

ABN 41 308 494 799

Address: GPO Box 4148, Darwin 0801 Ph: 0488 559 455 Fax: **(08) 8918 8107**

5 March 2015

### REPORT TO NATIONAL COUNCIL BY NT DIVISION

A new Committee was appointed in late October 2014 which saw a change in President and other positions on Council. The new Council have focussed many hours on ensuring the continuity and delivery of our CPC Program which we believe to be our biggest asset, both as an income earner for our association and by way of benefits to our members. Assisting us with this is our part time (20 hours per week) Administrative Officer who is experienced in a whole of lot of facets that we need, including but not limited to: setting up and recording of seminars, website design, promotion of CPC program and upcoming seminars. Our Admin Officer also manages the memberships and is continually looking for opportunity to promote or gain services for our association.

We have a range of 9 seminars again for this year, the first of which has occurred. It was well attended and the feedback to the seminar was positive.

Our CPC program is now in it's second year which means we have had members achieve for the first time status as a Certified Practising Conveyancer. Out of our 33 members, 17 have now achieved this status. As our CPC program is only in it's infancy we are encouraged by these results and our continued numbers registering for our CPC.

Our next project is to gain sponsorship and finalise both radio and TV advertising to make the community aware of the availability of CPC members. Our goal is that with the advertising, the community will be better informed of a choice of Conveyancer and able to query their Conveyancer as to whether they are CPC's. To assist with identification of members who have reached this status, we have provided stickers for business windows as well as a Certificate for display.

We are hoping sponsorship will allow us to continue our progression towards being self sufficient and less reliant on government grant funding. We do not expect our funding to be as significant next year and are looking at ways to supplement it without the need for high membership fees or gross increases in seminar fees. We are working to entice sponsors by offering them opportunities to present their advertising at our seminars, to come and promote their services at the seminars by way of a 15min time slot or to have a presence on the website. This continues to be works in progress.

REINT & MFAA have been liaising with AICNT in regard to lobbying government over the removal of the FHOG for Buyers when purchasing pre-loved homes. It has affected the numbers of sales quite significantly. In addition, the removal of the PPR to existing homes has also lessened the number of Buyers who are in a position to upgrade from their first home or Unit. Our industry is currently on a slow down and we are finding that prices are beginning to stabilise if not decline in some instances and the uptake of successful Contracts remains slow. This at least present an opportunity for our businesses to take stock and revisit the little things that never seem to get done!



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E-Conveyancing is not really a reality to the Northern Territory as yet. We are not yet in a position to go live and continue to keep an eye on the progression of other states. A major consideration with the introduction of E-Conveyancing is to update our current approved Contract of Sale. Funding for the re-drafting of the AICNT contract is being applied for, to ensure that we are e-conveyancing ready. The Contract we are currently working with was approved in 2006, and we are finding with the introduction of smoke alarm legislation, e-conveyancing there are changes which will need to be addressed. Our industry is hoping to work closely once again with the REINT and the Law Society to achieve a Contract that is workable for all stakeholders – although it is well known that our opinions on what should be reflected in a Contract of Sale usually differ!!

I have enjoyed my short time in the Presidents role and feel the committee is starting to make progress on all fronts relevant to provide quality information and services to the Members and public.

All in all a very busy year to date.