

On 27 February 2012, South Australian Deputy Premier, Attorney-General, Minister for Planning and Minister for Business Services and Consumers, the Hon. John Rau announced that the State Government will reform South Australia's real estate industry. Firstly, The Government wants to provide a new layer of protection for buyers and sellers, and secondly it wants to cut red tape for the real estate industry.

Firstly, the Government wants to crack down on real estate agents 'underquoting' by advertising properties at prices lower than expected. "The Government will change legislation to require real estate agents to provide the vendor with comparative sales data and/or a report which justifies their estimate" Mr Rau said.

Furthermore, the Government will extend the two-day cooling-off period for purchasers to also include bodies corporate. The use of private companies has become widespread, in particular those run by small private investors as trustees of superannuation funds or family trusts. "In these circumstances, it is reasonable that such investors be entitled to a cooling-off period and the opportunity to consider a vendor's statement before deciding whether or not to proceed" Mr Rau said.

Secondly, The Government has accepted a range of proposals from the real estate industry to reduce red tape.

Measures include:

- Relaxing the requirements for agents to deliver agent's certificates and sales agency agreements to vendors (extending this to 48 hour, instead of 'immediately').
- Allowing an extension of the current 90 days limit on sales agency agreements.
- Removing the time-consuming requirement for standard conditions of auction to be read audibly before the auction of residential land.
- Allowing a number of forms to be delivered electronically.