



Speech by

DESLEY BOYLE

MEMBER FOR CAIRNS

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PROPERTY AGENTS AND MOTOR DEALERS BILL

Ms BOYLE (Cairns—ALP) (10.22 p.m.): In speaking to this Bill, I will be as brief as I can. I agree with the sentiments that have been expressed so well by members on this side. However, in Cairns a particular element of this Bill will be welcomed widely not only by the real estate industry but also by some of my constituents who have been prey to marketeers. Although in recent years it has been recognised as a more serious problem on the Gold Coast, unfortunately marketeering has come to Cairns. I would like to thank particularly Mr Bob Norman and some others who are in the property and development business in Cairns who brought this matter to my attention and who have participated in the consultation processes, thereby contributing to the development of this Bill, in order to rein in this gross, dreadful practice through which, unfortunately, people in Cairns have lost money.

In fact, even tonight I was told of another example occurring in Cairns. One of the good real estate agents in Cairns was dealing with a woman who was in a position to invest in a second property. For some time he had not had anything to suit this woman and so had not seen her for two weeks. He tells me that yesterday he went to see her because there was a property that had come onto the market that he thought would be just right for her. However, she said, "You're too late. I purchased a property yesterday. They rang me from the Gold Coast and they just offered me this wonderful deal. So I have bought myself a unit on the Gold Coast." This man asked, "For how much?", and she told him. On the information that we have in terms of understanding the marketeering and the sorts of losses that have been sustained already by other people, we are in a fair position to predict that she will be seeing the end of about \$50,000 for no good result several years down the track.

The harm to these good Australians, but often people who are unsophisticated in real estate practice—not used to the fancy selling techniques, the silver tongues of the marketeers—is to be brought to an end by the provisions of this Bill. I congratulate the Minister on that. The provisions that we are hopeful will substantially bring such practices to an end will expose the marketeers. Those provisions contain warnings and cooling-off periods. We hope that those provisions will solve this problem of marketeers for now and in the future.

The real estate industry in general welcomes the other provisions in the Bill. Yes, the industry recognises that it will impose some additional administrative burden. It also recognises that standards are going up and that that is also an extra burden of responsibility that it will have to carry. However, at the same time, the industry recognises that it is inevitable and, while not necessarily easy to manage in its early stages, it is the right and proper thing to do, particularly as it will protect consumers against the unfair people in the business who have not been trading properly. The impacts on those so-called real estate agents will, indeed, be welcomed. The provisions in the Bill that relate to motor dealers will have a similar effect.

May I add to this short presentation my congratulations to the Minister and her staff for the thorough consultation that has occurred with all the representatives of the industry bodies from around Queensland over the past 18 or so months. These are difficult matters. However, there has been ample opportunity for all of the industry bodies to have their say, to consider the issues contained in the drafts and to come back to the Minister with further opinions. That is indeed to the Minister's credit and to that of her staff. Certainly on this occasion, it has been pleasing that people in Cairns who have been concerned about these provisions have had a chance to have some direct input into them rather than

that input being left to the peak bodies in Brisbane, with the people in Cairns hoping that they spoke for them. I thank the Minister very much for her effort. I do indeed support this Bill and commend it to all members of this House.
