

Podcast Transcript

Episode Title: Welcome to Bowral Conveyancing Centre

Podcast Host: Ian (Speaker 2)

Guest: Paul Denny (Speaker 1)

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Transcript

Speaker 2 (00:00.174)

I proudly partnered with many local businesses. I consider our station to be very much a part of this community. And today we welcome a new business to the Highlands, Bowral Conveyancing Centre. And I'm pleased that the principal conveyancer of the business is Paul Denny, and he's with me today.

Good morning, Paul. How are you? Welcome to 2ST. Many of our listeners would know the name Paul Denny. I certainly do. From the well-known conveyancing practice in Sydney, Paul Denny Conveyancing. So why the Bowral Conveyancing Centre?

Speaker 1 (00:30.094)

Good morning, Ian.

Yeah, well, that's right, Ian. I started conveyancing in 1993 and developed that practice to become one of the most respected in Sydney.

Just over 12 months ago, I decided to remove myself from the challenges of actually running a large organisation and handed over the reins to my colleagues with whom I'd been working for many years. That was supposed to be retirement for me. But I soon realised that I just missed conveyancing. And as a resident of Bowral, I decided to continue assisting people to buy and sell property, but more and more of a...

What, for a better word, boutique practice. I can now focus on assisting my clients and not be distracted by managing a large organisation.

Speaker 2 (01:15.000)

Now you say you started in 1993, but I'm under the impression, and I may well be

wrong, that you actually hold the very first conveyancers' license issued in New South Wales.

Speaker 1 (01:37.614)

That's exactly right. Prior to 1993, the only conveyancers operating were those few that actually employed solicitors to do the legal part of the work. Now, since 1993, conveyancers are now licensed to act for anyone dealing in property exactly the same as solicitors.

I actually first started in 1978 in South Australia in Adelaide, where conveyancers had practised side by side with solicitors for decades. When the legislation permitted the licensing of conveyance in New South Wales, that was in 1993, I had no hesitation in relocating to New South Wales. Because I was already licensed in another state, I was able to apply for my license immediately, which, of course, I did.

Speaker 2 (02:15.000)

Now you say buying and selling property, but there are other situations where you can assist listeners as well.

Speaker 1 (02:25.000)

Yeah, anything to do with property, really.

Often, people just want to transfer an interest in their property to a relative or another person. That could be for all sorts of personal reasons. It could be a marriage, divorce, or death. And they often qualify for concessional stamp duty. We can handle all of those.

Some other activities, if people are applying for a DA from the council, the council may require that they put a covenant or a restriction on their title. Again, we can handle that.

And what's becoming more common is dealings with the self-managed super funds. A lot of tradies, professional, medical practitioners, etc. run their own self-managed super fund, and they can actually buy and sell property even from themselves under some circumstances. Again, many of these dealings also qualify for concessional stamp duty.

Speaker 2 (02:58.636)

Now, you also mentioned to me (we'll talk about this next week), you undertake some educational activities, and I'm very keen to hear about that, but right now, I think it's important that we let people know just how they get in touch with you.

Speaker 1 (03:23.317)

Yes. www.bowralconveyancing.com.au

Speaker 2 (03:30.000)

www.bowralconveyancing.com.au

I thank you for coming in. Welcome to 2ST, and we'll chat again soon.

Speaker 1 (03:40.000)

Thank you. Looking forward to seeing you next week.

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Key Information

Website: www.bowralconveyancing.com.au