

Property E-contracting drives efficiencies – a Smarter Law case study

Smarter Law elements

Client engagement

New product development

Process improvement

Digitisation

Industry alignment



The challenge

Selling off-the-plan lots for large property developments is often a cumbersome and expensive process. It can take up to four days to complete a contract using a traditional paper-based conveyancing system because of manual tasks such as scanning, posting and tracking contracts. A top-tier property development corporation needed a more efficient process to streamline this high-volume task and reduce costs.

What Smarter Law delivered



Signing process cycle time takes **4 mins** not **4 days**

130,000+
hard copy
pages **saved**



**Real-time
audit trail**
of contracts



Instant access
to sales status



100% reduction of double-lot signing



The solution

The Hall & Wilcox property and client solutions teams created a user-friendly e-contract portal to digitise the contractual selling process for multiple lot developments.

To do this, we mapped the process, looked at the tools available, and worked with our client to refine and implement the solution – a portal powered by Infotrack and DocuSign, with supporting processes.

Our clients now benefit from an efficient digital land selling process that enables e-signing, high visibility and tracking of the contract execution steps, and effective data reporting on the sales process. Property contracts can now be signed and completed within minutes – not days. Using the portal, developers also have better control and visibility of the sales process, risk management and online access to all documentation.

Smarter together

Hall & Wilcox teams

Property team

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