

## 2026 Australian Auction & Valuation Sector Insurance Insights & Reform Report

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A review of the insurance challenges in the auction and valuation sectors, outlining reforms to improve access, affordability, coverage, and regulatory settings, strengthening resilience, supporting professional practice, and enabling sustainable growth across the industry.

Auctioneers & Valuers Association of Australia  
March 2026 (Version 1.1)

## Report Index

This report examines insurance across the auction and valuation sector, highlighting its essential role in enabling professional practice, client engagement, and market participation. The data is drawn from a survey conducted by the Auctioneers and Valuers Association of Australia (AVAA) of members, plus other professionals and small businesses in the auction and valuation sectors.

Index.....	Page i
Executive summary.....	Page 1
Key findings.....	Page 2
The commercial and regulatory environment.....	Page 4
Professional indemnity insurance.....	Page 7
Cyber risk insurance.....	Page 10
Public liability insurance.....	Page 13
Business interruption insurance.....	Page 16
Insurance taxes, levies and stamp duties.....	Page 19
Conclusions and reform options.....	Page 20
Appendix A – About the survey.....	Page 23
Appendix B – AVAA introduction.....	Page 24



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## Executive Summary

Insurance in the auction and valuation sectors is integral to how these sectors operate, shaping who can participate, what work they can undertake, and the confidence placed in their services. The Auctioneers and Valuers Association of Australia (AVAA), as the national peak body representing auctioneers and valuers across diverse goods markets, embeds insurance within its professional standards and expectations of practice. In this context, insurance is not separate from the sector or its governance. It is a core mechanism through which professionalism, accountability, and trust are established, maintained, and recognised in the market.

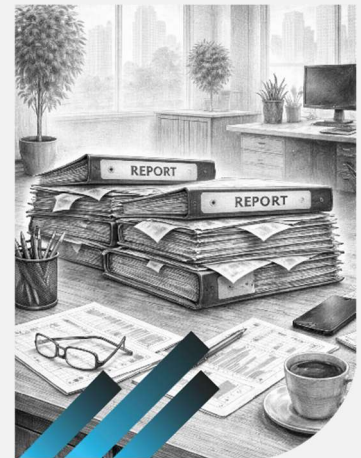
For auctioneers and valuers, insurance is a core condition of market participation, professional credibility, and client confidence. For many firms, insurance determines whether they can tender for work, satisfy bank and institutional panel requirements, protect against errors in professional judgement, and continue trading after disruption or loss. This report examines the state of insurance across the sector using the *2026 AVAA Auction and Valuation Sector Insurance Survey* as its evidence base. It is designed as the first edition of a biennial reference report that will be updated on a consistent structure in future years. The analysis considers insurance adequacy, affordability, availability, underwriting conditions, and policy settings across principal insurance classes used by auctioneers and valuers nationally today.

The survey shows a market under pressure. Only 38.7 per cent of respondents consider their cover fully adequate for contemporary risks, while 22.1 per cent report partial adequacy, 16.1 per cent report inadequacy, and 22.7 per cent remain unsure. Cost is a material issue. Although 48.4 per cent describe insurance as having minimal impact on viability, 32.3 per cent report a moderate impact, 12.9 per cent a significant impact, and 6.5 per cent say it threatens sustainability. Professional indemnity is the main pressure point. Over three years, 63.3 per cent report higher premiums and 26.7 per cent tighter terms. Market competition is limited, with 64.0 per cent saying competition is insufficient. Business interruption and cyber insurance are often lacking, and the understanding of cyber risk insurance remains weak. The sector needs insurance that is affordable, available, and better aligned to actual professional risk. Without improvement, smaller firms may reduce cover, accept higher uninsured exposure, or withdraw from institutional work, weakening overall resilience, competition, and professional capability across the sector.

Notably, many small businesses in the auction and valuation sectors said they are still trying to determine whether cyber risk, artificial intelligence, or digital operations are actually addressed by current policies.

For insurers and governments, there is much to be done to support Australia's auction and valuation sector when it comes to insurance policy reform.

Troy R Williams  
AVAA Chief Executive  
Canberra – March 2026



## Key Findings

The survey findings present a clear and structured picture of how insurance operates in practice across the auction and valuation sectors, defined by four linked themes: dependence, pressure, uneven adoption, and structural mismatch. They highlight its central role in enabling participation, while also identifying areas where alignment between coverage, cost, and risk can be strengthened. Taken together, the results point to a system that is established and functional, but where targeted refinement will deliver more consistent and proportionate outcomes across the market.

First, insurance is integral to ordinary trading conditions and not simply a prudential choice. Many firms require current certificates of currency to remain on bank panels, satisfy institutional clients, rent venues, consign goods, or undertake valuations for higher-value matters. The survey confirms that businesses treat insurance as essential, even when they are frustrated by pricing and policy design.

Second, the adequacy of insurance is uneven. Only 38.7 per cent of respondents say their current insurance coverage adequately reflects contemporary business risks. Another 22.1 per cent say coverage is only partially adequate, 16.1 per cent say it is inadequate, and 22.7 per cent are unsure. That uncertainty matters because it suggests many policyholders cannot confidently map their current cover to cyber threats, digital operations, the use of artificial intelligence, and supply chain disruptions.

Third, cost pressure is substantial. Insurance has a minimal impact on viability for 48.4 per cent, a moderate impact for 32.3 per cent, a significant impact for 12.9 per cent, and a threat to business sustainability for 6.5 per cent. Comments show smaller, and specialist firms feel fixed insurance costs more sharply, especially when turnover fluctuates, or work is episodic. Respondents also point to high cover requirements imposed by banks and clients, including expectations for very high professional indemnity limits.

### Insurance adequacy and coverage

- 38.7 per cent report coverage is fully adequate for contemporary risks.
- 48.2 per cent report cyber insurance is not in place.
- 60.7 per cent report business interruption insurance is not in place.
- 16.7 per cent report professional indemnity insurance is not in place.
- 76.0 per cent report regulatory requirements are clear and proportionate.

Comments also show that insurance pressure is experienced unevenly. Sole traders and niche valuers described premiums as a large, fixed overhead when work is irregular, while others noted that cover levels required by banks and institutional panels can far exceed the risk that is being covered.

Fourth, behavioural pressure is evident. Overall, 25.8 per cent have considered reducing cover, increasing excesses, or going uninsured because of cost. Within professional indemnity insurance, 26.7 per cent have considered doing so. These are warning indicators. They do not yet show widespread retreat from insurance, but they do show that the margin for maintaining full cover is narrowing.

Professional indemnity is the clearest point of strain. Only 6.7 per cent report difficulty obtaining cover and 3.3 per cent report outright decline, yet 26.7 per cent report reduced limits, increased exclusions, or stricter underwriting, and 63.3 per



cent report premium increases over three years. Public liability remains more available, but 53.4 per cent still report a premium greater than 15 per cent over the past three years. Business interruption insurance is not in place for 60.7 per cent. Cyber insurance is absent for about half of respondents, and understanding of cyber risk insurance remains weak, with 42.1 per cent not so confident and 7.9 per cent not at all confident.

#### Insurance costs and business sustainability

- 48.4 per cent report minimal impact on viability.
- 26.7 per cent report tighter underwriting conditions.
- 25.8 per cent report considering coverage changes due to cost pressures.
- 64.0 per cent report insufficient competition in the insurance sector.
- 56.5 per cent report regulatory imbalance between insurers and clients.

The fifth finding is market concentration. 64.0 per cent of respondents say competition is insufficient, while only 16.0 per cent say it is sufficient. The sixth finding is dissatisfaction with policy settings. A majority, 56.5 per cent, do not believe the regulatory framework appropriately balances consumer protection and insurer sustainability. Taken together, these findings show a sector that continues to buy insurance because it must, not because the market is consistently delivering clear, proportionate, and competitively priced protection. That tension should frame future advocacy, insurer engagement, data collection, and policy reform from here.



## The Commercial & Regulatory Environment

The commercial and regulatory framework that shapes insurance in the auction and valuation sector, as represented by AVAA, reflects a complex interplay among market structure, insurer participation, pricing, and policy settings. These factors directly influence access to insurance, business viability, and professionals' ability to operate effectively across diverse and specialised markets nationally.

The insurance environment for auctioneers and valuers in Australia reflects a complex intersection of market structure, regulatory settings, and professional obligation. It is a market that is both essential and imperfect, shaped by the characteristics of a specialised profession that does not align neatly with broader insurance categories. Practitioners operate across diverse asset classes, including fine art, collectables, vehicles, and plant and equipment, each presenting distinct risk profiles. This chapter examines how insurance is accessed, priced, and regulated, and how these factors interact to shape outcomes for businesses. It draws on survey data to identify structural constraints, gaps in market performance, and the implications for firms operating across metropolitan, regional, and specialist markets within Australia today.

The commercial structure of the insurance market serving this sector is relatively concentrated. Survey findings indicate that 64.0 per cent of respondents believe there is insufficient competition in the insurance market, while only 16.0 per cent consider competition sufficient. This imbalance has direct implications for pricing, product design, and underwriting flexibility. In markets with limited competition, insurers are less exposed to pressure to tailor products or adjust pricing in response to sector-specific conditions.

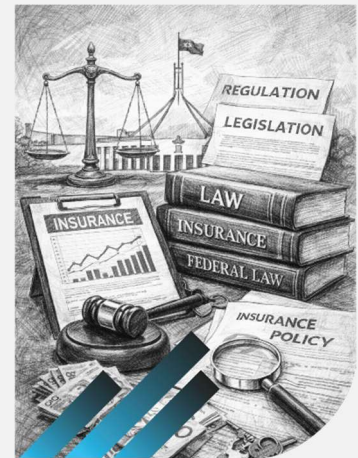
Survey commentary reinforces that point. Respondents referred to a dwindling number of brokers and underwriters willing to deal with specialist auction and valuation work, and some said they increasingly rely on brokers simply to locate a market and interpret policy terms that are becoming harder to compare.

### Declining insurer participation and rising premiums

Respondents report a shrinking pool of insurers willing to underwrite auction and valuation risk. Fewer options at renewal increase reliance on brokers and reduce negotiating power. This contraction is linked to rising premiums, often independent of claims history. Auction and valuation professionals describe a limited ability to challenge pricing or terms. The result is a perception of a market where cost increases are accepted rather than tested.

This lack of competition is particularly evident in professional indemnity insurance, but it has broader implications across all classes. Limited participation by insurers reduces choice and may constrain businesses' ability to negotiate terms or seek alternative providers. It also contributes to the perception among respondents that insurers do not fully understand the sector, instead applying generalised risk frameworks that may not reflect actual exposure.

The consequences of this misalignment are evident in pricing trends. Survey data shows that insurance premiums are increasing across multiple classes, even where coverage remains unchanged. For example, 63.3 per cent of survey respondents



report increases in professional indemnity premiums over the past three years, while approximately half report increases in public liability premiums. These increases occur in a context where respondents perceive claims experience to be relatively low, suggesting that pricing may be influenced by broader market conditions rather than data specific to the Australian auction and valuation sectors.

Insurance costs are a material factor in business viability. While 48.4 per cent of respondents report minimal impact, 32.3 per cent report moderate impact, 12.9 per cent report significant impact, and 6.5 per cent report that insurance threatens business sustainability. This distribution indicates that cost pressures are concentrated among certain segments of the market, particularly smaller businesses and sole practitioners. These businesses are less able to absorb fixed costs and may be more sensitive to premium increases.

External requirements play a significant role in shaping insurance outcomes. Many respondents report that clients, particularly financial institutions, require minimum levels of insurance coverage as a condition of engagement. These requirements often specify high levels of professional indemnity insurance, sometimes up to \$20 million. Such requirements are not always aligned with the scale or nature of the work being undertaken, creating a disconnect between risk and coverage.

These client-driven requirements function as a form of de facto regulation. They establish minimum standards that businesses must meet to participate in certain markets, regardless of whether those standards are proportionate to the risk. For smaller businesses, this can create a barrier to entry or expansion, as the cost of meeting these requirements may be prohibitive.

The formal regulatory framework adds another layer of complexity. Insurance in Australia is subject to disclosure obligations, prudential regulation, and dispute resolution mechanisms. Survey data indicate that 76.0 per cent of respondents consider disclosure and compliance requirements to be proportionate and clear, while 24.0 per cent do not. Those who express concern cite complexity and difficulty in interpreting policy documentation.

The balance between consumer protection and insurer sustainability is a key issue. A total of 56.5 per cent of respondents believe that the current regulatory framework does not achieve an appropriate balance between the interests of insurers and the insured. This suggests that while the framework provides important protections, it may also contribute to inefficiencies or unintended consequences, such as increased costs or reduced insurer participation.

Brokers play an important role in navigating this environment. Many respondents indicate that they rely on brokers to source coverage and interpret policy terms. This reliance reflects both the complexity of insurance products and the opacity of the market. While brokers provide valuable expertise, their role also highlights the need for greater transparency and simplicity in policy design.

The relationship between claims experience and pricing is also relevant. Survey comments suggest that claims in this sector are relatively infrequent, particularly for professional indemnity insurance. Despite this, premiums continue to rise. This disconnect contributes to perceptions that pricing is not fully aligned with risk. It also reinforces the importance of improving data collection and sharing within the sector to support more accurate underwriting.

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Emerging risks are reshaping the insurance landscape. Cyber risk provides a clear example. While digital systems are central to modern business operations, approximately half of the respondents do not hold cyber insurance, and many report low confidence in their understanding of the product. This indicates a gap between exposure and protection that may become more significant over time.

Cyber risk, digital operations, and the use of artificial intelligence are increasingly relevant to auctioneers and valuers. However, survey data indicate that these risks are not consistently reflected in insurance coverage. Only 38.7 per cent of respondents consider their cyber risk overall insurance coverage fully adequate, while the remainder report partial adequacy, inadequacy, or uncertainty. This suggests that emerging risks are not fully integrated into existing policies.

Geographic factors also influence insurance outcomes, although the survey results are inconclusive. A total of 16.1 per cent of respondents believe that regional businesses face greater challenges, 19.4 per cent do not, and 64.5 per cent are unsure. This suggests that while location may play a role, it is not a dominant factor in shaping insurance outcomes.

Dispute resolution mechanisms appear to be underutilised. A total of 87.2 per cent of respondents report that they have not lodged a dispute, while 12.8 per cent report that they have and found the process ineffective. This may reflect either low levels of disputes or a lack of engagement with formal mechanisms.

#### Restore insurance market competition and accountability

There is a clear opportunity for the Australian Government to address declining competition and improve accountability in insurance markets. Encouraging insurer participation, improving data transparency, and strengthening oversight will support fairer pricing. This will ensure insurance markets function effectively and deliver outcomes that reflect real risk rather than constrained supply and limited competitive pressure.

The overall picture is one of a market that is functioning but under strain. Insurance remains available for small businesses in the auction and valuation sectors, but it is increasingly costly and complex. Limited competition, regulatory complexity, and evolving risk profiles are combining to create challenges for businesses.

From AVAA's perspective, the commercial and regulatory framework for insurance in the auction and valuation sector requires ongoing attention. Improving competition, enhancing transparency, and ensuring that coverage aligns with actual risk will be critical to maintaining a sustainable and effective insurance market.

A market that lacks competition will not deliver fairness. The Australian Government must act to restore balance, or small businesses will continue paying the price for systemic failure.

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## Professional Indemnity Insurance

Professional indemnity insurance sits at the heart of professional practice, yet it is also where strain is most visible. Premium growth, tighter underwriting, and demanding client requirements are reshaping access to work. The survey suggests that businesses still carry cover because they must, but many believe the price, scope, and structure of protection no longer match risk for many firms.

Professional indemnity insurance is the central risk management instrument for auctioneers and valuers and underpins the credibility of the profession in commercial and institutional settings. It protects against claims arising from errors in professional judgement, valuation inaccuracy, and advice relied upon by clients, lenders, courts, and counterparties. In practice, it is a prerequisite for participation in significant segments of the market, including bank panels and government work. This chapter examines how professional indemnity insurance is accessed, priced, and structured within the sector, and considers the implications of recent trends identified in the survey data for businesses of different scales and specialisations operating across Australia today.

Professional indemnity insurance is widely held across the sector, reflecting its essential role in enabling businesses to operate. Survey responses indicate that most practitioners maintain coverage even where it is not formally mandated by legislation. However, 16.7 per cent of respondents report that professional indemnity insurance is not in place. This minority is significant because it indicates that some practitioners operate outside formal insurance frameworks, whether due to cost, perceived low risk, or limited client requirements.

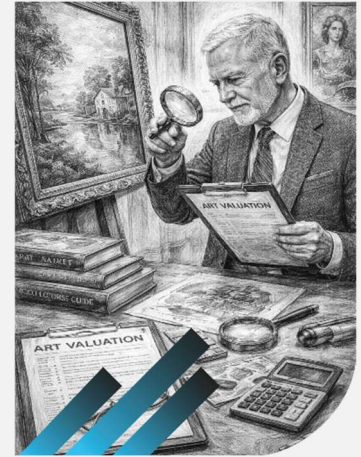
Access to professional indemnity insurance remains generally available. Only 6.7 per cent of respondents report difficulty obtaining coverage in the past three years, while 3.3 per cent report that insurers have declined to offer coverage. While these figures suggest that outright denial of coverage is uncommon, they do not fully capture the constraints experienced by businesses. Respondents note that the availability of cover is often contingent on accepting higher premiums, reduced policy limits, or more restrictive terms.

### Insurance as a condition of market access

Insurance is widely seen as a prerequisite for operating, not a discretionary safeguard. Respondents emphasise that without professional indemnity and public liability cover, they cannot access work. Institutional requirements, particularly from banks, often mandate high coverage levels. These thresholds are not always aligned with actual risk. For smaller firms, insurance becomes both an enabler of participation and a barrier to entry.

Comments indicate that the difficulty is less often a complete refusal of cover than the narrowing of practical choice. Respondents referred to insurers leaving the market, limited options above modest cover thresholds, and a growing sense that businesses are being funnelled into a small number of underwriters with stronger pricing power.

Pricing pressure is a defining feature of professional indemnity insurance in the sector. Over the past three years, 63.3 per cent of respondents report that their



premiums have increased. Within this group, 23.3 per cent report increases of less than ten per cent, 26.7 per cent report increases of between ten and twenty-five per cent, and 13.3 per cent report increases of more than twenty-five per cent. Only 10.0 per cent report that premiums have remained unchanged, and a very small proportion report decreases. This pattern indicates a sustained upward trajectory in pricing.

Respondents were particularly concerned that premium growth often appears disconnected from their own claims experience. Several said the same cover becomes more expensive each year, while others reported additional exclusions, higher excesses, or policy restructuring that adds cost without giving greater confidence that the protection is better suited to valuation work.

The drivers of these increases are not always transparent to policyholders. Survey comments suggest that premiums are rising even where coverage has not materially changed. Some respondents report that increases are accompanied by the splitting of policies or the introduction of additional coverage elements, which may increase cost without necessarily improving the relevance of coverage.

Underwriting conditions are also tightening. A total of 26.7 per cent of respondents report reduced policy limits, increased exclusions, or stricter underwriting conditions. These changes can materially affect the scope of protection provided by insurance. For example, exclusions relating to specific types of valuation work or the introduction of higher excess levels can reduce the practical utility of coverage.

The relationship between coverage requirements and market access is particularly important. Many respondents report that clients, especially financial institutions, require high levels of professional indemnity insurance as a condition of engagement. Survey comments indicate that requirements of up to twenty million dollars are not uncommon. These requirements apply irrespective of the scale of the business or the value of individual assignments. This creates a situation where insurance coverage is determined by client expectations rather than risk-based assessment.

Behavioural responses to these pressures are evident in the data. A total of 26.7 per cent of survey respondents report considering reducing coverage, increasing deductibles, or going uninsured due to cost. This is consistent with broader findings in the survey, where 25.8 per cent of respondents report similar considerations across all insurance types. While most respondents ultimately retain coverage, these figures indicate that the financial burden of professional indemnity insurance is approaching a threshold where businesses begin to reassess their risk tolerance.

The impact of cost is also reflected in broader measures of business viability. While the survey does not isolate professional indemnity insurance from other insurance classes in this context, the fact that 51.6 per cent of respondents report moderate to severe impact from insurance costs overall suggests that professional indemnity insurance cost is a significant contributor in business viability.

Market structure plays a key role in shaping these outcomes. A total of 64.0 per cent of respondents believe that there is insufficient competition in the insurance market. This lack of competition is particularly relevant for professional indemnity insurance, where the pool of insurers is limited and underwriting appetite is constrained. In such an environment, insurers have greater pricing power and less incentive to tailor products to the specific needs of the sector.

“ The fact that 51.6 per cent of respondents report moderate to severe impact from insurance costs overall suggests that professional indemnity insurance costs are a significant contributor to business viability. ”



### End one size fits all indemnity requirements

Professional indemnity settings should reflect actual risk, not blunt institutional requirements. The Australian Government and insurers can work with industry to ensure coverage thresholds are proportionate and evidence based. Reform will reduce unnecessary cost barriers, support small business participation, and maintain professional standards without imposing excessive insurance requirements that restrict access to work.

The implications for the sector are significant. Professional indemnity insurance is fundamental to professional standards and client confidence. If coverage becomes unaffordable or increasingly restrictive, there is a risk that businesses will reduce their level of protection, withdraw from certain types of work, or exit the market altogether. This would have broader consequences for competition, service availability, and the overall resilience of the auction and valuation sectors.

From survey data and associated feedback, AVAA concludes that professional indemnity insurance remains accessible but is under increasing strain. Rising premiums, tightening underwriting conditions, and limited competition are combining to create a challenging environment for auctioneers and valuers. Addressing these issues will require a combination of improved market competition, better alignment between pricing and risk, and greater engagement between insurers and the sector to ensure that coverage remains both effective and sustainable.

When insurance blocks access to work, it is no longer protection. Reform must ensure professional indemnity supports participation, not restricts capable practitioners from contributing to the economy.



## Cyber Risk Insurance

Cyber risk is now part of ordinary business operations, but the understanding of insurance has not kept pace. Firms handle client data, digital records, and online transactions every day, yet many remain unsure what cyber policies actually cover. The result is a widening gap between exposure and protection, with low adoption leaving the sector vulnerable to practical disruption and loss.

Cyber risk insurance is an increasingly important component of risk management for auctioneers and valuers as business operations become more dependent on digital systems, online platforms, and electronic communication. Client records, valuation reports, transaction data, and payment systems are routinely stored and transmitted electronically, creating exposure to data breaches, ransomware attacks, and system disruptions. Unlike traditional risks associated with physical assets or professional judgment, cyber risk is evolving rapidly and often lacks clear boundaries. This creates challenges for both insurers and policyholders in defining and pricing coverage. This chapter examines the level of awareness, adoption, pricing, and underwriting of cyber risk insurance within the sector, using survey data to assess how well current arrangements align with businesses' actual and emerging risk profiles.

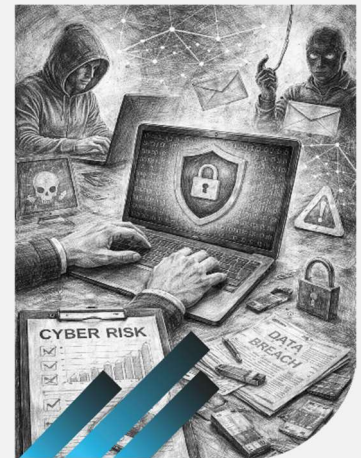
Understanding of cyber risk insurance within the sector is limited. Only 10.4 per cent of survey respondents report being extremely confident in their understanding of cyber insurance, and a further 12.1 per cent report being very confident. In contrast, 26.9 per cent report being somewhat confident, 42.3 per cent report not being very confident, and 8.3 per cent report not being confident at all. This means that 50.6 per cent of respondents have low or no confidence in their understanding of cyber insurance. This lack of confidence is significant because it directly affects businesses' ability to assess their exposure and make informed decisions about coverage.

Survey comments show that understanding is uneven rather than absent. Some respondents clearly linked cyber cover to data breaches, ransomware, legal costs, and business interruption, while others described it only in broad terms such as hacking or online attacks. That spread suggests many businesses recognise the threat to the auction and valuation sectors, but not always the policy response.

### Cyber risk awareness gap

Comments reveal a gap between awareness and understanding of cyber risk. Some respondents identify risks such as data breaches and ransomware clearly, while others express uncertainty about coverage. Many acknowledge the need to better understand cyber exposure. Adoption remains limited, and some cite compliance requirements as barriers. This suggests that cyber risk is recognised but not yet fully integrated into business risk management.

Adoption of cyber risk insurance is also limited. Survey results indicate that 48.1 per cent of respondents report that cyber insurance is not in place. This aligns closely with the proportion of respondents who report low confidence in understanding the product. It suggests that lack of knowledge is a key barrier to uptake, alongside cost and perceived complexity.



Comments also suggest that non-adoption is sometimes driven by uncertainty about relevance and compliance burden. One respondent said the business had looked at cyber insurance but found the compliance requirements too difficult, while another regarded cyber exposure as minimal in a valuation practice. Those views help explain why take-up remains low.

For those businesses that do hold cyber risk insurance, access does not appear to be a major constraint. No respondents report difficulty obtaining cyber insurance in the past three years, and no respondents report that insurers have declined to offer coverage. This contrasts with professional indemnity insurance, where access can be more constrained. However, the absence of access issues does not necessarily indicate that coverage is well aligned with risk. It may instead reflect the relatively low penetration of cyber insurance within the sector.

Pricing trends for cyber risk insurance show moderate upward movement. A total of 18.5 per cent of respondents report premium increases of less than ten per cent, 3.3 per cent report increases of between ten and twenty-five per cent, and 4.1 per cent report increases of more than twenty-five per cent. A further 11.1 per cent report that premiums have remained unchanged, while 59.3 per cent indicate that the policy is not in place. These figures suggest that pricing pressure exists but is less pronounced than in professional indemnity insurance.

Underwriting conditions for cyber risk insurance appear relatively stable. No respondents report reduced policy limits, increased exclusions, or stricter underwriting conditions. This may reflect the early stage of market development, where insurers are still building portfolios and refining their understanding of risk. It may also reflect the fact that many policies are relatively standardised and have not yet been subject to significant claims experience.

Behavioural responses to cost pressure are limited but present. A total of 7.4 per cent of survey respondents report considering reducing coverage, increasing deductibles, or going uninsured due to cost. While this is lower than the corresponding figure for professional indemnity insurance, it indicates that cost remains a consideration even for a relatively underutilised insurance class.

The gap between exposure and coverage is a central issue. Cyber risk is inherently linked to modern business practices. Auctioneers and valuers routinely handle sensitive client information, financial data, and high-value transactions. Despite this, nearly half of survey respondents lack cyber insurance, and many lack confidence in their understanding of the associated risks. This suggests that exposure may be underestimated or not fully recognised.

Survey responses regarding the purpose of cyber insurance provide additional insight. Respondents identify coverage areas including data breaches, ransomware, system outages, legal liability, and business interruption. However, the variation in responses indicates an inconsistent understanding of the scope of coverage. Some respondents provide detailed descriptions of cyber risks, while others express uncertainty about what the insurance covers.

The broader insurance environment also influences the uptake of cyber risk insurance. The finding that 38.7 per cent of respondents consider their overall insurance coverage fully adequate, while the remainder report partial adequacy, inadequacy, or uncertainty, suggests that cyber risk is not fully integrated into

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overall risk management strategies. This is reinforced by comments indicating that some policies do not explicitly address cyber risks or artificial intelligence.

Market structure is another contributing factor. The broader finding that 64.0 per cent of respondents believe there is insufficient competition in the insurance market suggests that product development and pricing may not be optimised for emerging risks. Limited competition can slow innovation and reduce incentives for insurers to tailor cyber products to the sector's specific needs.

### Lift cyber readiness across the sector

Cyber risk is growing, yet protection and understanding lag. The Australian Government and insurers can lead targeted education, simplify product design, and improve accessibility for smaller businesses. This will lift baseline resilience, ensure that emerging risks are properly managed, and support a modern digital economy in which auctioneers and valuers operate with confidence and appropriate protection.

The implications for the auction and valuation sectors are significant. Cyber risk is increasing as digital adoption expands, yet insurance coverage and understanding have not kept pace. This creates a growing gap between exposure and protection. Businesses that do not hold cyber insurance may face significant financial and operational consequences in the event of an incident.

Cyber risk insurance remains an underdeveloped component of the insurance landscape for auctioneers and valuers. While coverage is available and underwriting conditions are stable, low levels of understanding and adoption limit its effectiveness. Addressing this gap will require increased education, improved product design, and greater integration of cyber risk into broader insurance strategies.

Cyber risk is real, growing, and underinsured. Without action, businesses remain exposed. Insurers and the Australian Government must close this gap before a preventable failure becomes a national issue.



## Public Liability Insurance

Public liability insurance remains one of the more stable classes of cover in the sector, but stability should not be confused with comfort. It is still essential for auctions, inspections, and work involving the public. Costs are rising, explanations are not always persuasive, and some businesses remain uneasy that pricing is moving faster than their operational risk across Australia today.

Public liability insurance is a foundational component of operational risk management for auctioneers and valuers, particularly where activities involve physical interaction with goods, clients, contractors, and members of the public. Auctions, inspections, transport of goods, and on-site valuations all create exposure to injury or property damage claims that may arise unexpectedly and with significant financial consequences. This form of insurance is therefore closely linked to day-to-day operations rather than purely professional judgement. It is often required as a condition of leasing premises, conducting auctions at third-party venues, or engaging with commercial clients. This chapter examines the availability, pricing, and structure of public liability insurance within the sector using survey data to assess its stability, cost trajectory, and practical effectiveness across businesses.

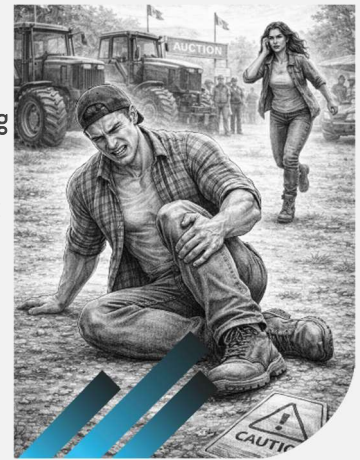
Public liability insurance is widely available across the auction and valuation sector. Survey results show that 76.9 per cent of respondents report no difficulty obtaining public liability insurance in the past three years, and no respondents report that insurers have declined to offer coverage. This indicates a stable underwriting environment when compared to professional indemnity insurance, where availability can be more constrained. However, 23.1 per cent of respondents indicate that public liability insurance is not in place. This suggests that a minority of businesses either operate without this form of coverage or rely on alternative arrangements, such as operating under another entity's policy or limiting exposure through business structure.

Despite its broad availability, public liability insurance is subject to increasing cost pressure. Over the past three years, 23.4 per cent of respondents report that premiums have increased by less than ten per cent, and 26.6 per cent report increases of between ten and twenty-five per cent. A further 23.1 per cent report that premiums have remained unchanged, while only 3.9 per cent report decreases. This indicates that approximately half of the respondents have experienced upward pricing pressure, consistent with trends observed across other insurance classes.

### Misalignment between risk and pricing

Respondents frequently question whether premiums reflect actual risk. Many believe pricing is driven by broader market conditions rather than sector-specific claims experience. Practitioners note that their work is specialised and controlled, yet premiums continue to rise. Some suggest insurers apply generic risk assumptions. This perceived misalignment reduces confidence and reinforces the need for better data and more tailored policy design.

Comments in this area were blunt. Some respondents simply attributed price increases to market behaviour rather than claims experience, while others pointed to the lingering effect of a high-profile court case on insurer attitudes. Even where availability remains sound, the survey suggests confidence in the fairness of pricing is more fragile than the headline figures imply.



The drivers of these increases are not always clear to policyholders. Survey comments indicate that some respondents attribute premium increases to broader market conditions rather than sector-specific claims experience. One respondent noted that cost increases may be linked to high-profile legal cases, while others expressed frustration at perceived pricing practices. While these views are anecdotal, they reflect a perception that pricing is not always closely aligned with the sector's risk profile.

Underwriting conditions for public liability insurance appear relatively stable. Only 3.9 per cent of respondents report reduced policy limits, increased exclusions, or stricter underwriting conditions. This contrasts with professional indemnity insurance, where more than a quarter of survey respondents report that conditions are tightening. The relative stability of underwriting in public liability insurance suggests that insurers view this class as more predictable or better understood.

Behavioural responses to cost pressure are limited in this class. Only 3.6 per cent of the survey respondents report having considered reducing coverage, increasing deductibles, or going uninsured due to cost. This is significantly lower than the 25.8 per cent reported across all insurance types. The difference reflects the operational necessity of public liability insurance. Businesses are less able to reduce coverage because it is often a prerequisite for engaging in activities involving public interaction.

The relationship between public liability insurance and broader insurance coverage is also relevant. Survey responses indicate that some businesses hold bundled policies that combine public liability and professional indemnity insurance. In such cases, pricing changes in one class may influence the overall cost of the policy. This can obscure the specific drivers of cost increases for public liability insurance.

The impact of public liability insurance on business viability is best understood in the context of overall insurance costs. While the survey does not isolate the contribution of public liability insurance, the finding that 51.6 per cent of respondents report moderate to severe impact from insurance costs overall suggests that this class contributes to cumulative cost pressure. For smaller businesses, even relatively modest increases in public liability premiums can be significant when combined with increases in other insurance classes.

#### Fair pricing that reflects real risk

Public liability insurance remains stable, but pricing confidence is weakening. There is an opportunity to strengthen transparency and ensure premiums reflect sector-specific risk. The Australian Government and insurers can work together to reinforce fair pricing principles, maintain accessibility, and prevent the gradual erosion of confidence in a class of insurance critical to daily business operations.

Market competition appears stronger in public liability insurance than in professional indemnity insurance, but concerns remain. The broader finding that 64.0 per cent of respondents believe there is insufficient competition in the insurance market indicates that pricing pressure may persist even in more stable classes. Limited competition reduces businesses' ability to negotiate better terms or switch providers.

The implications for the sector are relatively balanced. Public liability insurance continues to function as an effective and accessible form of risk management. It supports safe business operations and provides protection against common

“ The finding that 64.0 per cent of respondents believe there is insufficient competition in the insurance market indicates that pricing pressure may persist even in more stable classes. Limited competition reduces businesses' ability to negotiate better terms or switch providers. ”



operational risks. However, rising costs and limited competition indicate that this stability cannot be taken for granted.

Public liability insurance remains one of the more stable components of the insurance landscape for auctioneers and valuers. It is widely available, subject to relatively consistent underwriting, and deeply embedded in operational requirements. At the same time, the evidence of rising premiums and broader market constraints suggests that ongoing monitoring is required. Ensuring that this class remains affordable and proportionate will be important for maintaining safe and sustainable business operations across the sector.

Confidence in pricing matters. If premiums drift from real risk, trust erodes. Maintaining fairness now will prevent deeper instability in a class of insurance that businesses depend on daily.



## Business Interruption Insurance

Business interruption insurance sits on the edge of the sector's insurance strategy rather than at its centre. Many firms do not consider it essential, especially when work can continue remotely or flexibly. Even so, disruption to premises, systems, or stored goods can have real consequences, and low uptake may mask under-recognised exposure across the sector for businesses over time.

Business interruption insurance is designed to protect businesses against loss of income resulting from disruption to normal operations, yet its relevance within the auction and valuation sector is not uniform. Many firms operate with relatively flexible structures, limited fixed infrastructure, and the capacity to continue work remotely or through alternative arrangements. As a result, the perceived value of this insurance class varies significantly across the sector. At the same time, external shocks such as natural disasters, supply chain disruption, or loss of premises can materially affect operations. This chapter examines the level of adoption, pricing trends, underwriting conditions, and behavioural responses associated with business interruption insurance, drawing on survey data to assess how well current coverage levels align with potential exposures across businesses operating in diverse markets.

Adoption of business interruption insurance is low relative to other insurance classes. Survey data shows that 60.7 per cent of respondents report that business interruption insurance is not in place. This contrasts with professional indemnity and public liability insurance, which are widely held. The high rate of non-adoption suggests that many businesses do not consider business interruption insurance essential to their operations, either because they assess the risk as low or because they believe they can absorb or manage disruption without insurance.

Although commentary on this class was limited, what was provided is still useful. Some respondents appear to regard business interruption cover as secondary to the policies needed to win work or satisfy clients, while one respondent who did report tightening conditions referred to policy cover being split across the board, increasing complexity without improving appeal.

### Coverage does not reflect modern risk

Many respondents question whether insurance reflects contemporary operations. Policies are seen as focused on traditional risks, with limited clarity around the interaction, if any, between business continuity insurance and cyber risks, artificial intelligence, and digital workflows. Some note that emerging risks appear priced into premiums but are not clearly defined in coverage. Others simply do not know if they are adequately covered. This uncertainty limits confidence in insurance as an effective risk management tool.

For those businesses that do hold business interruption insurance, access does not appear to be a significant constraint. No respondents report difficulty obtaining coverage in the past three years, and no respondents report that insurers have declined to offer coverage. This indicates that where there is demand for business interruption insurance, the market can supply it without the access issues observed in other insurance classes.



Pricing trends for business interruption insurance indicate moderate upward pressure. A total of 10.1 per cent of survey respondents report increases in premiums of less than ten per cent, 11.3 per cent report increases of between ten and twenty-five per cent, and 7.1 per cent report increases of more than twenty-five per cent. A further 14.3 per cent report that premiums have remained unchanged, while 57.1 per cent indicate that the policy is not in place. These figures suggest that price increases are present but less pronounced than in professional indemnity insurance.

Underwriting conditions for business interruption insurance appear relatively stable. Only 7.2 per cent of respondents report reduced policy limits, increased exclusions, or stricter underwriting conditions. This suggests that insurers view this class as relatively predictable or low risk within the sector. The absence of widespread tightening may also reflect the relatively low level of claims activity or the standardised nature of policies.

Behavioural responses to cost pressure are minimal. Only 3.6 per cent of survey respondents report having considered reducing coverage, increasing deductibles, or going uninsured due to cost. This is significantly lower than the corresponding figures for professional indemnity and overall insurance. The low level of behavioural response reflects the discretionary nature of business interruption insurance. Businesses that do not perceive a strong need for coverage are unlikely to purchase it, and those that do hold it are less likely to adjust coverage in response to price changes.

The relationship between business interruption insurance and broader insurance strategies is important. The survey indicates that many businesses prioritise professional indemnity and public liability insurance due to external requirements and direct operational relevance. In contrast, business interruption insurance is often viewed as supplementary. This prioritisation is reflected in the high rate of non-adoption.

However, the low uptake of business interruption insurance raises questions about the alignment between perceived and actual risk. While some businesses may be able to continue operations in the event of disruption, others may be more vulnerable than they recognise. For example, loss of access to premises, damage to stored goods, or interruption to key systems could have significant financial consequences.

### Close the gap on business disruption risk

Business interruption risk is often underestimated or uninsured. The Australian Government and insurers can improve awareness and develop flexible, relevant products aligned to modern business models. This will support better preparedness for disruption, strengthen continuity planning, and ensure businesses are not exposed to avoidable financial shocks when operations are interrupted.

Survey data on overall insurance adequacy provides additional context. With only 38.7 per cent of respondents considering their insurance coverage fully adequate and the remainder reporting partial adequacy, inadequacy, or uncertainty, it is likely that business interruption risk is not fully incorporated into risk management strategies. This suggests that some businesses may be underinsured in relation to operational disruption.

“ The survey indicates that many businesses prioritise professional indemnity and public liability insurance due to external requirements and direct operational relevance, with business interruption insurance is often viewed as supplementary. ”



Market structure also influences outcomes. The broader finding that 64.0 per cent of respondents believe there is insufficient competition in the insurance market suggests that product design and pricing may not fully reflect the sector's needs. While this appears less acute in business interruption insurance, it may still affect the availability of tailored products.

The implications for the sector are mixed. On the one hand, the low uptake of business interruption insurance may reflect rational decision-making informed by business models and risk tolerance. On the other hand, it may indicate a gap in awareness or a tendency to underestimate certain risks.

Business interruption insurance occupies a secondary but still relevant position within the insurance landscape for auctioneers and valuers. It is widely available and subject to relatively stable underwriting conditions, but adoption remains low. Addressing this gap may require greater awareness of potential risks and consideration of how business interruption insurance can complement other forms of coverage.

Disruption does not wait for preparedness. Without better awareness and relevant products, businesses will face avoidable losses. Reform can ensure resilience is built before the next shock.



## Insurance Taxes, Stamp Duties & Levies

Taxes, duties, and statutory levies are a significant structural component of insurance pricing in the auction and valuation sector. Insurance premiums commonly include the Goods and Services Tax (GST), state-based stamp duties, and in some jurisdictions, fire services levies. When combined, these charges can represent 30-35 per cent of the total cost of a business insurance policy, forming an important part of the overall pricing framework faced by small businesses.

For small and specialist businesses in the auction and valuation sectors, these settings shape how insurance is accessed and structured. As insurance is a core requirement of professional practice, client engagement, and participation in institutional markets, the way taxes are applied directly influences how firms manage coverage and align their insurance with operational needs. In this context, taxation is not separate from the insurance market. It is embedded within it and contributes to how risk is priced and managed across the sector.

The interaction of these charges is also relevant. GST is applied to insurance premiums at a rate of 10 per cent, and in some jurisdictions, stamp duty is calculated on a premium that already includes GST.

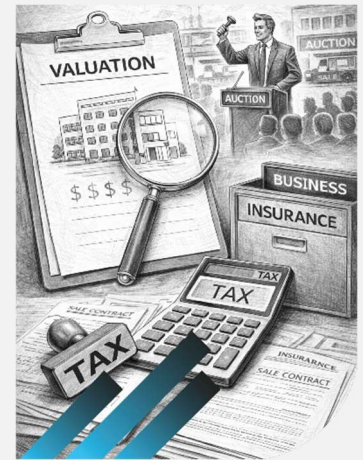
### GST Attracting stamp duty creates a tax on a tax

Where some state / territory governments apply a stamp duty on top of the GST, this creates a layered tax structure, often described as “tax on a tax”, where charges are applied sequentially rather than independently. Fire services levies, when included within premiums, further contribute to this structure by allocating the funding of essential services through insurance pricing.

These arrangements highlight the broader policy role of insurance taxation. They demonstrate how revenue mechanisms, sector regulation, and professional practice intersect in ways that directly influence pricing, coverage decisions, and market behaviour. Variation across jurisdictions also reflects differing policy approaches, adding a further dimension to how insurance is experienced by businesses operating nationally.

There is a clear opportunity to consider how these settings can continue to evolve alongside the needs of modern professional sectors, such as auction and valuation. Greater alignment between taxation structures and contemporary risk environments would enhance pricing clarity, improve understanding of insurance products, and ensure the framework remains well-suited to how auctioneers and valuers operate today. In a sector where insurance underpins trust, participation, and professional standing, these settings play an important role in shaping a stable and effective insurance environment.

Modernising insurance taxation will unlock affordability, strengthen participation, and support small business resilience. State and territory governments should remove stamp duty, end tax-on-tax arrangements, and adopt fairer funding models to ensure insurance pricing reflects risk rather than layered taxation.



## Conclusions & Reform Options

Insurance is a defining feature of professional practice in the auction and valuation sector, shaping participation, capability, and client confidence. This report draws on sector data to assess adequacy, affordability, and market dynamics. It identifies clear opportunities to strengthen alignment between insurance settings and actual risk, supporting competition, professional standards, and a more responsive, sustainable insurance environment.

The insurance environment for auctioneers and valuers is stable in form but increasingly strained in function, and it now requires deliberate, coordinated adjustment to remain fit for purpose. Insurance remains available across all major classes, and most businesses can obtain the cover required to operate. However, the survey data show that adequacy, affordability, and alignment with risk are all under pressure. These pressures are not yet system-breaking, but they are clearly system-shaping. If left unaddressed, they will influence how businesses participate in the market, how risk is managed, and ultimately how professional standards are sustained. This chapter sets out a practical direction for insurers and the Australian Government to respond in a way that is proportionate, well-informed, and implementable over the next reporting cycle.

That conclusion is reinforced by the tone of the comments throughout the survey. Respondents did not describe a market that has failed outright. They described a market that still functions but is harder to understand, more expensive to carry, and increasingly disconnected from the practical risk settings of many auction and valuation businesses.

The first conclusion is that insurance is no longer simply a safeguard. It has become a gatekeeper. Businesses require professional indemnity and public liability insurance not only to manage risk, but to access work. High levels of cover are often required by banks and institutional clients, sometimes exceeding the scale of the work undertaken and with little relationship to the risks to be covered. This has the effect of setting a minimum cost of participation in parts of the market. When combined with rising premiums, this creates a structural barrier for smaller firms.

The second conclusion is that cost pressure is real and uneven. While 48.4 per cent of respondents report minimal impact, 32.3 per cent report moderate impact, 12.9 per cent report significant impact, and 6.5 per cent report that insurance threatens business sustainability. These figures do not describe a failing system, but they do describe a system where pressure is concentrated in particular segments. The impact on smaller and specialist operators is likely to be greater, as fixed premiums account for a larger share of revenue.

The third conclusion is that adequacy is uncertain. Only 38.7 per cent of respondents consider their insurance fully adequate for contemporary risks, while the remainder report partial adequacy, inadequacy, or uncertainty. This is not a marginal issue. It indicates that a majority of businesses are either underinsured or unsure whether their coverage reflects emerging risks such as cyber exposure and artificial intelligence.



The fourth conclusion is that competition is insufficient. A total of 64.0 per cent of respondents believe that the insurance market lacks adequate competition. This finding is consistent with reports of limited insurer participation, particularly in professional indemnity insurance. Limited competition affects pricing, product design, and insurers' willingness to tailor policies to the sector's specific needs.

The fifth conclusion is that behaviour is beginning to shift. A total of 25.8 per cent of survey respondents report considering reducing coverage, increasing deductibles, or going uninsured due to cost. This is a leading indicator. It does not yet represent widespread withdrawal from insurance, but it signals that businesses are testing the limits of what they can afford.

Taken together, these conclusions point to a system that remains functional but is moving away from optimal alignment. The task is not to rebuild the system, but to recalibrate it.

### Cost pressures and small business viability

Cost pressure is uneven but significant, particularly for sole practitioners and small firms. Insurance is a fixed expense regardless of workload, making it difficult to sustain during periods of reduced activity. Some respondents note premiums represent a meaningful share of turnover. Others describe peers leaving the profession due to cost. Insurance is accepted as necessary but increasingly challenging to justify commercially.

For insurers, the direction is clear. The sector requires products that better reflect its actual risk profile. Auctioneers and valuers operate in a professional environment where judgement is central, but claim frequency appears relatively low. There is an opportunity to refine underwriting approaches to distinguish between different types of valuation activity and to price risk more accurately.

Insurers should also improve transparency. Survey responses indicate that policy complexity remains a concern for a portion of the market, with 24.0 per cent of respondents reporting that disclosure and compliance requirements are neither proportionate nor clear. Simplifying policy language and clearly articulating coverage, exclusions, and emerging risk areas would improve confidence and reduce reliance on intermediaries.

Product development should respond to emerging risks. Cyber risk is the most immediate example. Approximately half of the respondents do not hold cyber insurance, and many report low confidence in their understanding of the product. There is a clear opportunity to develop products that are accessible, understandable, and aligned with the scale of businesses in the sector.

For the Australian Government, the priority is to improve market conditions rather than to intervene directly in pricing. The survey responses suggest that regulatory settings may contribute to limited competition and higher costs. A total of 56.5 per cent of respondents do not believe that the current framework appropriately balances consumer protection and insurer sustainability.

One area for consideration is the cost burden associated with insurance, including taxes and charges. Survey comments refer to stamp duty as a contributor to cost. Reducing or removing such charges for small businesses would provide immediate relief without distorting market dynamics.

“Businesses require professional indemnity and public liability insurance not only to manage risk, but to access work. High levels of cover are often required by banks and institutional clients, sometimes exceeding the scale of the work undertaken and with little relationship to the risks to be covered.”



The Australian Government can also play a role in supporting competition. This may include measures to encourage insurer participation in niche markets or to reduce barriers to entry. While the market is specialised, it is not insignificant, and there is scope to broaden participation.

Recognition of professional standards is another avenue. The sector maintains its own standards of practice, including requirements for insurance, professional development, and conduct. There is an opportunity for the Australian Government to recognise these standards as a factor in risk assessment, potentially supporting more favourable insurance outcomes for compliant businesses.

For the sector itself, the direction is equally important. There is a need to strengthen the evidence base for risk. Insurers rely on data to price and underwrite policies, and the absence of sector-specific data may contribute to conservative pricing. Improving data collection on claims, risk management practices, and outcomes would support more accurate underwriting.

Education is also critical. The survey shows that understanding of cyber risk insurance is limited and that there is broader uncertainty about the adequacy of coverage. Increasing awareness of risks and insurance options would support better decision-making.

#### **Act now to secure the sector's sustainability**

The insurance system is stable but under strain. Government and insurers have a clear opportunity to act collaboratively to improve competition, align products with risk, and restore confidence. Timely reform will support the viability of small businesses, maintain market participation, and ensure that the auction and valuation sector remains resilient and economically productive.

Finally, there is a need for continued engagement between the auction and valuation sectors, insurers, and the Australian Government. The issues identified in this report are not unique to auctioneers and valuers, but they are particularly acute in a specialised market. Addressing them will require collaboration.

The objective should be clear. Insurance should be available, affordable, and aligned with risk. It should support participation in the market rather than constrain it. It should reflect the realities of modern business, including emerging risks, without imposing unnecessary complexity or cost.

The warning signs are clear. Insurers and the Australian Government must now restore balance, or accept a future with fewer businesses, less competition, and reduced professional capability across the auction and valuation sectors.



## About The Survey (Appendix)

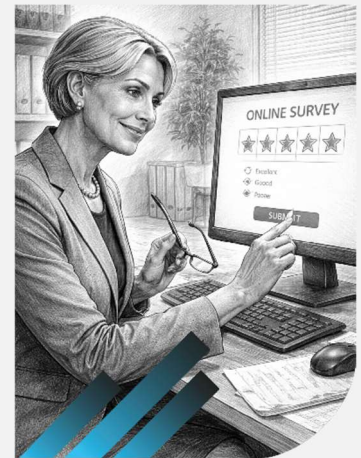
The *2026 AVAA Auction and Valuation Sector Insurance Survey* was conducted between 4 and 22 March 2026 and received 127 valid responses from businesses operating across the auction and valuation sectors. Respondents were deliberately drawn from a broad cross-section of the industry, including sole practitioners, small enterprises, and large, multimillion-dollar firms. This distribution supports coverage of the principal operating models within the sector and enables comparative insights across scale, revenue profile, and service mix.

While the absolute sample size is modest, its analytical value is strengthened by the structure of the underlying population. With an estimated industry size of 210 active businesses nationally and around 650 individual auctioneers and valuers, the survey captures responses from a meaningful proportion of the auction and valuation sector. In industry-based statistical analysis, particularly in small and specialised professional sectors, this level of participation is generally considered sufficient to support indicative, directionally reliable findings, provided the sample reflects the diversity of the auction and valuation sectors. On this basis, the survey meets accepted thresholds for sectoral insight and policy-relevant interpretation.

The consistency of responses across different business types further supports the dataset's robustness. Key indicators, including perceptions of adequacy, cost impact, and market competition, show convergence rather than divergence across respondent categories. This reduces the likelihood of sampling bias and increases confidence that the findings reflect the market's structural characteristics rather than isolated experiences.

In addition to quantitative data, the survey includes qualitative commentary that closely aligns with the statistical results. This triangulation of quantitative and qualitative inputs is consistent with best practice in industry research, where narrative responses are used to validate and contextualise numerical findings. As reflected in the broader analysis, respondents consistently describe a market that is operational and accessible, while also identifying areas where alignment between insurance settings and business realities can be strengthened.

Taken together, the survey provides a statistically credible and methodologically sound evidence base for understanding insurance dynamics in the auction and valuation sector. It reflects both measurable trends and practitioner experience, supporting informed analysis, policy development, and targeted engagement with insurers and government.



## AVAA Introduction (Appendix)

Since 1952, the Auctioneers and Valuers Association of Australia (AVAA) has been the national peak body representing professional auctioneers and valuers across a diverse and economically significant sector. Spanning fine art, antiques and collectables, goods and chattels, vehicles, and plant and equipment, the sector sits at the intersection of commerce, culture, finance, and asset realisation.

AVAA provides a unifying national framework that brings together practitioners, businesses, and stakeholders under a shared commitment to professionalism, integrity, and trust.

At its core, AVAA is a member-driven professional association, shaped by the expertise and practical experience of those working at the front line of auctioneering and valuation practice. Its members are individuals and firms who provide independent advice, exercise expert judgement, and play a critical role in enabling transparent markets and informed decision-making. Through its Certified Auctioneer (CAAU) and Certified Valuer (CVAU) credentials, AVAA establishes clear and respected benchmarks for professional capability, ethical conduct, and ongoing development. These designations signal to clients, government, insurers, and the broader business community that AVAA members meet nationally recognised standards and operate within a robust framework of accountability.

AVAA's leadership role extends well beyond member services. It serves as a central voice for the auction and valuation sector, actively engaging with government, regulators, and industry bodies to shape policy and regulatory settings. By representing the collective interests of its members at national, state, and territory levels, AVAA ensures that the practical realities of the profession inform legislative and policy development. This advocacy is grounded in real-world experience and supported by a commitment to strengthening trust, transparency, and confidence in markets where accurate valuation and effective asset realisation are essential.

A defining feature of AVAA is its commitment to setting and upholding professional standards. Through the *AVAA Code of Ethics*, membership requirements, and alignment with international benchmarks, including those of the International Valuation Standards Council (IVSC), the Association ensures that its members operate at a level consistent with global best practice.

AVAA also plays a central role in building professional capability and community. Through education programs, continuing professional development, and industry events, it provides opportunities for members to strengthen their expertise, engage with emerging issues, and connect with peers and stakeholders. Conferences, seminars, and forums bring together leaders from across the sector, government, and the wider business community, positioning AVAA as a focal point for thought leadership, collaboration, and industry advancement.

As an active and growing national body, AVAA represents a profession that underpins confidence in transactions, supports economic activity, and contributes to cultural and commercial life across Australia. Its leadership, advocacy, and commitment to excellence position it as a respected and authoritative voice, one that continues to shape the future of the auction and valuation sector.





The **Auctioneers and Valuers Association of Australia (AVAA)** is the leading national body representing professional auctioneers and valuers across a diverse range of specialties, including fine art, antiques, collectables, goods, vehicles, plant, and equipment.

#### **Our Vision**

As the peak body for auctioneers and valuers in Australia, AVAA upholds the highest professional and ethical standards through education, advocacy, and leadership.

#### **Our Mission**

To support and represent Australia's auctioneers and valuers through rigorous standards, ethical leadership, quality education, and credible advocacy, ensuring trust, professionalism, and future-readiness in a changing world.

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