

GAVEL & GLASS

SEPTEMBER 2019

THE OFFICIAL
NEWSLETTER OF
SOCIETY OF AUCTIONEERS
& APPRAISERS (SA) INC



CONTENTS

The Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



Look for the logo
– its your guarantee

auctioneers.com.au

President's Report.....	Page 3
Upcoming Events.....	Page 4-8
Real Estate Shortage of Stock.....	Page 9
This is How it's Done/S.A Housing Trust.....	Page 10
Sale Agency & Pricing Compliance Workshop.	Page 11&13
Gavl.....	Page 14
21 Advantages of Auction.....	Page 15
Domain.....	Page 16
Lexus of Adelaide.....	Page 17
AucDocs (REAFORMS).....	Page 18
Upcoming Auctions App.....	Page 19
The Form 1 Company.....	Page 20
Wallmans Lawyers.....	Page 21
Rent Roll Sales.....	Page 22
Sponsors.....	Page 23
	Page 24

THE BOARD

President



Attilio Cavuoto

**Vice
President**



Matt Smith



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes



Like us on facebook
www.facebook.com/SocietyofAuctioneersandAppraisersSA/



Visit our Website
auctioneers.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

PRESIDENT'S REPORT

ATTILIO CAVUOTO M.S.A.A. President



Certainly exciting times ahead for The Society, launching the Domain Golden Gavel on the 11th September at End End Cellars earlier than any other time to allow Auctioneers the opportunity to put their auctions up & with the possibility to add if they think they have improved. This timing will incorporate Spring into the mix.

I encourage as many Agents/Auctioneers to get along to the Domain Golden Gavel launch, it also acts as a great networking night & catching up with others in this fantastic industry that we work in.

We have the Society Golf Classic on the 11th October once again sponsored by the Form 1 Company, the 2nd year that Chris Gill is doing that, which is allowing the day to only be \$88 per player. So get your teams ready for this enjoyable day, plus have the chance to win \$20,000 hole in one courtesy of Gordon Tonkin from Cowden Insurance.

Hopefully this cold weather will be behind us soon & with Spring just around the corner we all start getting busy with Sales & Auctions.

Also the Society AGM will be held on the Monday 16th September at the Arkaba Hotel 5.00pm for 5.30pm so it be great to catch up & have a quiet drink. Please let us know if you will be attending, if not, could you please submit a formal apology that will be acknowledged at the meeting.

As I like to say "Keep Busy", but support the Society when ever you get the chance, because we are working to help our members as much as possible.

Please feel free to contact me if u have any thoughts.

Attilio Cavuoto | M.S.A.A President | attilio.cavuoto@raywhite.com | 0411 660 125

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

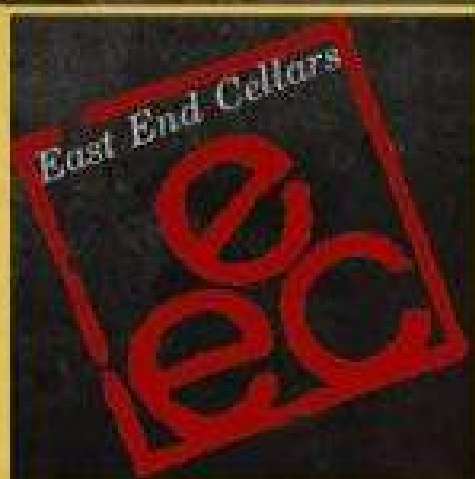
Domain GOLDEN GAVEL LAUNCH 2020



Date: Wednesday 11th of September, 2019

Time: 5.00pm for 5.30pm start

Where: East End Cellars | 25 Vardon Avenue Adelaide,
(across Belgium Beer Cafe, off Rundle Street East)



**EAST END CELLARS
FINE WINE MERCHANTS**

**PRICE \$38.50 PER PERSON
FOOD PROVIDED | CASH BAR**

**ALL MEMBERS AND AUCTIONEERS
SHOULD ATTEND!**

**BRAND NEW INITIATIVES FOR 2020
INCLUDING SPRING 2019**

RSVP BY Monday September 2nd

Booking form to: admin@auctioneers.com.au

or click here: <https://bit.ly/2YwQVFc>



MAJOR SPONSOR

Domain

KEY SPONSORS



**WM
WAVEMAKER**
WINE, COUNTRY, RESOURCES

ALSO SUPPORTED BY



PARTNERS

BusinessSA
South Australia's Chamber of
Commerce and Industry

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex

Card No.

Amount \$ **Expiry** / **CVV/CVC**

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph **Email**

Please RSVP with booking form

admin@auctioneers.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



AGM

37TH ANNUAL GENERAL MEETING

**MONDAY 16TH SEPTEMBER 2019
AT 5.00 PM FOR 5:30 PM START**

**VENUE: THE ARKABA HOTEL,
150 GLEN OSMOND ROAD, FULLARTON**

**22 GREENHILL ROAD, WAYVILLE SA 5034,
TEL: 8372 7830, FAX: 8372 7833,
EMAIL: SOCIETY@AUCTIONEERS.COM.AU**

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

2019 GOLF CLASSIC

Sponsored by Chris GIII.
†The Form 1 Company™

MAJOR SPONSOR:
Domain

KEY SPONSORS:

 **BOWDEN**
Real Estate & Mortgages & Business

 **LEXUS** of Adelaide

 **ROAD BROTHERS**

 **WMA**
WAVEMAKER

ALSO SUPPORTED BY:

†The Form 1 Company™

 **COWDEN (SA) PTY LTD**
THE FIDUCIARY SOLUTION

 **WALLMANS**
LAWYERS

 **Lawsoft**

 **du Plessis**
Business & Legal Advice

PARTNER
BusinessSA
South Australia's Chamber of
Commerce and Industry



FRIDAY 11TH OCTOBER 2019
MOUNT OSMOND GOLF CLUB
60 MOUNT OSMOND RD, MOUNT OSMOND

WELCOME

TO ADELAIDE'S MOST BEAUTIFUL TEST OF GOLF

Only 15 minutes from the centre of the CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

TIMELINE

11.30am	Lunch
12.30pm	Tee Off
5.00pm	Prizes & Awards

PRICING

\$88 for golf, on-course drinks and snacks, barbecue lunch and snacks after the game

Sponsored by The Form 1 Company –
ONLY \$88 PER PERSON

FORMAT

Teams of 4 players – Ambrose with shotgun start

Please return completed booking form to Garry Topp with names of those attending before Friday 27th September

WIN \$20,000 CASH!

JUST GET A HOLE IN ONE ON THE 4TH

BOOKING FORM: 2019 GOLF CLASSIC

Note: Payment must be received with this booking form. Please post this slip with payment to:
Garry Topp, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034 or fax to 8372 7833

Team: _____

Player 1: _____ Handicap: _____ Player 2: _____ Handicap: _____

Player 3: _____ Handicap: _____ Player 4: _____ Handicap: _____

Note: Players without official handicap – maximum 24 will apply.

Credit Card Authority for Expenses. **TAX INVOICE ABN 62 885 149 245**

Credit Card Type (please tick): ☐ Visa ☐ American Express ☐ Mastercard ☐ Diners Club (add 3% surcharge)

Card No. _____ CW _____ Expiry Date ____/____ \$ _____

Cardholder's Name _____ Signature _____

OR ☐ Pay by cheque (enclosed) OR ☐ Direct Debit: BSB 105 011 Account 106 198 240 (BankSA, Unley)

Non-members please advise: Address: _____

Phone: _____ Fax: _____ Email: _____

Please RSVP with booking form
admin@auctioneers.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

LAND AGENT'S THREATS

PRESENTED BY WAYNE JOHNSON

HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE

For Principals & Sales Consultants
running a business within a business



TESTIMONIAL
Absolute Gold! Best eye
opening training & most
valuable I have attended in my
career!
- From Last Workshop!

Is your business structured to remain profitable and sustainable?

This workshop, presented in an easy to digest manner, examines multiple scenarios demonstrating the effect on the net profit levels of various gross commission returns (average \$ return per transaction), sales commission structures and the growing level of referral fees paid to intermediaries

The workshop covers the following topics:

- The notion of adequate compensation for business owners and sales people
- The critical implication of the margin of gross profit
- Average gross commission returns
- Sales staff remuneration structures including the impact of the new Award introduced on 30th April 2018

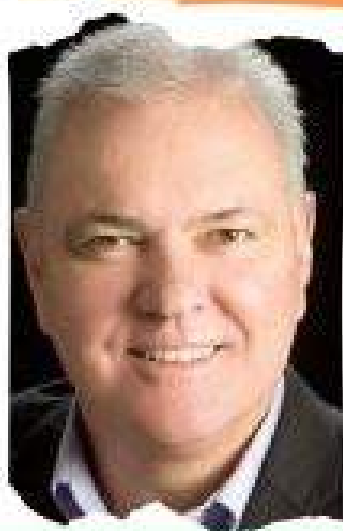
THURSDAY 17TH OCTOBER 2019

9.00am for 9.30am start to 12.30pm

Arkaba Hotel | 150 Glen Osmond Road,
Fullarton SA 5063

Members and Employees \$129 each OR \$99.00
each for two or more from the same office

RSVP BY FRIDAY OCTOBER 4TH



WAYNE JOHNSON

Society of Auctioneers & Appraisers (SA) Inc President
in 2008, Wayne has 30 years of experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO, and risk management consultancy.

Wayne has an MBA - Bachelor qualification in property and is a qualified workplace trainer.

LEARN HOW TO

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point - client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
- Desk cost per sales person
- Break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction
- How many appraisals, listings, and sales do you need to produce an average commission

With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

MAJOR SPONSOR

Domain

KEY SPONSORS

LEXUS | **ADELAIDE**

BOWDEN | **READ BROTHERS**

WAVEMAKER

ALSO SUPPORTED BY

The Form I Company

COWDEN (SA) PTY LTD

WILKINS | **Lawsoft**

PARTNERS

BusinessSA

Credit Card Authority for Expenses	TAX INVOICE	ABN: 82 855 149 245
Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc		
Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034		
Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers		
Credit Card Type (Please tick)	<input type="radio"/> Visa	<input type="radio"/> Mastercard <input type="radio"/> Amex
Card No.	<input type="text"/>	<input type="text"/>
Amount \$	Expiry /	CVV/CVC
Name on Card		
Names Attending		
NON-MEMBERS Please advise Address		
Ph	Email	

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

PROPERTY MANAGEMENT WORKSHOP

LISTING SUCCESS AND GROWING THE RENT ROLL

- CONVERT THAT FEE ENQUIRY INTO AN APPRAISAL
- ARMED AND DANGEROUS AGAINST COMPETITOR!
- DON'T BUY A RENT ROLL, GROW IT!
- IDEAL WEEK'S
- SCRIPTS AND DIALOGUE'S
- LANDLORD LISTING PRESENTATION - *WHAT YOU'VE ALWAYS KNOWN BUT NEVER DONE*



Presented by Rachel Coulter

8.30am for 9.00am start until 12.00pm
Thursday 14th November 2019
Arkaba Hotel | 150 Glen Osmond Road,
FULLARTON
Members \$88.00 each (groups of 2 or more
from the same office \$77.00 each)
Bookings by: Friday 1st November

Rachel has worked in the Real Estate Industry for over 26 years and 15 years in Business Development within the industry she is passionate about helping Business Owners & Property Managers

MAJOR SPONSOR

Domain

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex

Card No.

Amount \$ Expiry / CVV/CVC

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph Email

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

REAL ESTATE SHORTAGE OF STOCK

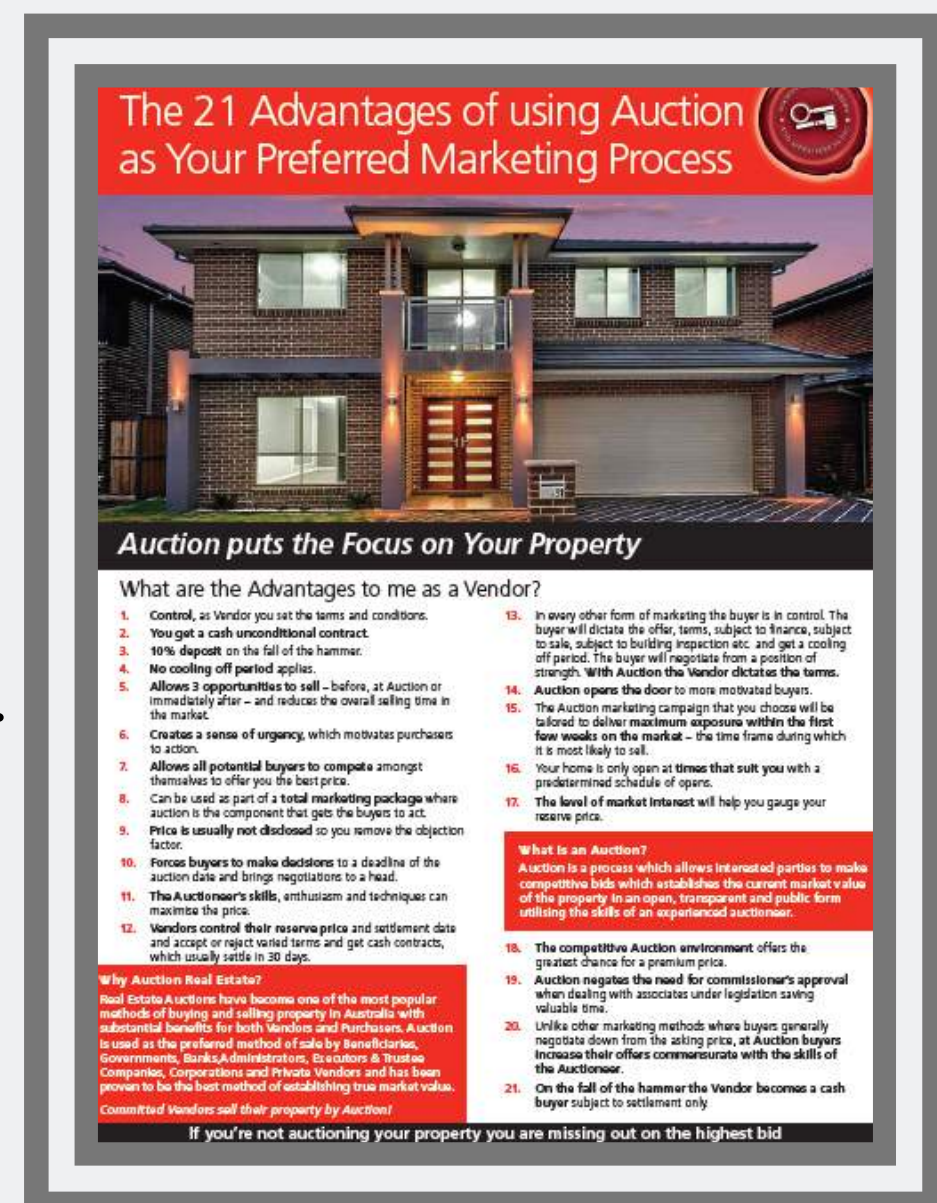
WITH LESS PROPERTIES NOW COMING ONTO THE MARKET IN SOUTH AUSTRALIA, PLUS SPRING FAST APPROACHING AND SHORTAGE OF STOCK, NOW IS THE TIME TO AUCTION!

Why Auction Real Estate?

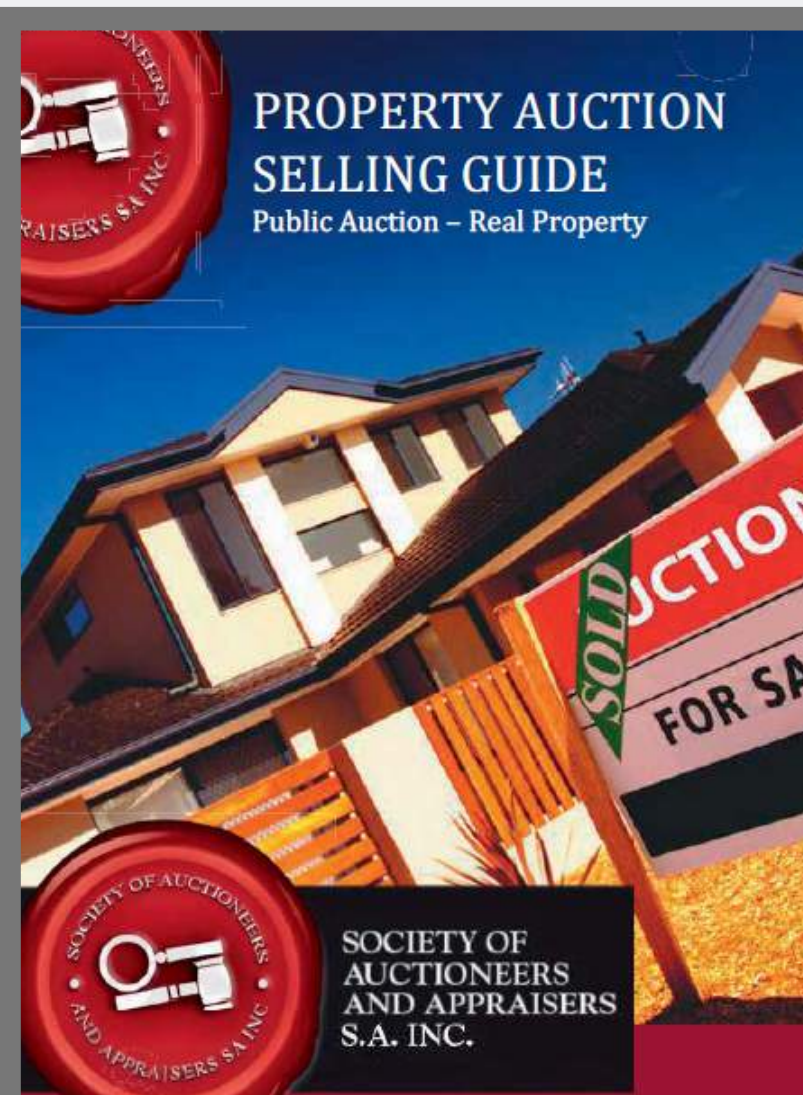
Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

Committed Vendors sell their property by Auction!

Remember if you are negotiating with a buyer at your Auction - you are negotiating with a cash unconditional buyer & when the vendor accepts the offer, the vendor, in turn, becomes a cash buyer. Subject to settlement only!



Click here for Brochures



The Society of Auctioneers and Appraisers (SA) Inc. has produced a 20-page booklet as a step by step guide through the entire auction process. From listing marketing, how to run an auction campaign, buyer awareness, scripts & dialogues and checklists its everything an Agent needs to know on running a successful auction!

Remember a 3-week Auction campaign gives you time to meet prospective buyers, appraise subject sales, obtain quality and prepares buyers for the Auction.

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

THIS IS HOW IT'S DONE

**'The property sold under the hammer for \$7.8million -
a new price record for the Stewarts Range district'**



CLICK THE PHOTO TO WATCH THE FULL VIDEO

Follow us on Youtube -

Society of Auctioneers and Appraisers



S.A HOUSING TRUST

After years of perseverance with the Housing Trust, we are now pleased to advise that from September 1st 2020, the Society forms system reформи (AucDocs) will be accepted by the Housing Trust. The next tender from the Housing Trust will acknowledge tendering Agents and can use Society contracts. Lawsoft will provide a Housing Trust Directory of contract terms for Agents to use if doing Housing Trust sales contracts.

Mark Kurtze - Director
Lawsoft

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

SALES AGENCY & PRICING COMPLIANCE

THURSDAY 29TH AUGUST

60 Members sales and support staff attended the Society Seminar at the Arkaba Hotel on Thursday the 29th of August 2019 where we held another one of our popular workshops in conjunction with Consumer and Business Services. **The heading was “Don’t rely on your own interpretation of the Legislation – hear directly from CBS and Chris Gill.**

Issues included, sales agency, subsequent and extended agencies, vendor & agent pricing in the agency agreement, compliant dialogue in reference to pricing and advertising, price guides given verbally at open inspections and over the phone, clarifying market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation and comparable sales versus recent sales in the context of misrepresentation.

We invited Attendees to get guidance from CBS on these issues and heard firsthand what issues authorised officers are looking for when carrying out an office audit.

Chris Gill chaired the Seminar with assistance from Paul Bertram, CBS Deputy Commissioner and Senior Inspectors David Sedgwick and Josie Shimmin.

Issues of relevance included:

- **Identifying your vendor** and advice, check your Vendor is who they say they are, NEVER sign a contract on behalf of a vendor unless you have specific instructions to do so relevant to all variables to include price, settlement and any subject clauses.
- **Deposit should be 10 percent** and if insufficient deposit, the vendor could have a claim against the agent if this wasn’t discussed with the Vendor at the time of Contract signing, (you can always use a deposit bond to top the deposit up to 10%).
- **Property details** – watch for extensions and renovations without consent.
- **Agency** - Note R1 & R2 and recent sales must be given to the vendor before signing the agency – if no comparable sales, you need a note of explanation as how you arrived at your price. And beware at 91 days, if your agency has expired you have no authority whatsoever to act in any capacity on the property. Vendors selling price must be what the vendor will accept and all representation of price must be consistent with the Prescribed Minimum Advertising Price (PMAP) – best to give buyers all sales for 6 months.
- **R3** - the workshop suggested that a clause be added making it clear that the agent acts for the vendor and the purchaser should get their own advice as to price.
- **R6** – Make sure you have signed when listing a subject sale property for a property you have sold.
- **Property Management, please note from 28 September Property Managers cannot work without a licence.**
- **Trust accounts**, make sure you have a registered statutory trust account in the name in the trading entity.

At the end of the session there was a Q & A session and when asked did you gain anything from this presentation? Answers were:

‘YES’ - a reminder how critical the paper work is, ‘YES’ - CBS interaction is awesome, ‘YES’ - clarifying many grey areas, ‘YES’ - Chris Gill, crystal clear with explanations, ‘YES’ - great clarity and dialogue with CBS was paramount!

What did you like most?

CBS attendance and their explanations and responses, Chris Gill always makes a boring topic interesting! Was excellent to have reps from CBS - was very informative, it’s nice to hear CBS take a common sense approach.

What would you tell others about this workshop?

Clarity of understanding complex legislation and access to CBS, Should be compulsory to attend this type of training annually, I have been to every Society CBS session so far and continue to learn, there is so much an agent needs to know.

SALES AGENCY & PRICING COMPLIANCE

THURSDAY 29TH AUGUST



SALES AGENCY & PRICING COMPLIANCE

THURSDAY 29TH AUGUST

GOVERNMENT SUBMISSION

The Society has been running workshops with CBS for the last two years and as a result of the Q & A format, many issues have arisen that are causing agents concern, resulting in unnecessary red tape and compliance. Workshops have been held in Adelaide, Naracoorte, Coonawarra, Port Lincoln and Berri with some 500 attending representing a vast cross section of the Real Estate profession in South Australia.

Many issues have come to light that need clarification or simplification.

1. We believe the current legislation unintentionally forces the agent to over quote. If a vendor's acceptable price is \$600,000 and the agent's genuine estimate of price is \$580,000 the property must be advertised with a minimum figure of \$600,000 which is misleading as it appears to a perspective buyer that the true market value is between \$600,000 and \$660,000. This price representation is not attracting the right buyers to a property as this property may well be sold at a figure around \$580,000. **This legislation we believe is contributing to Agents deliberately under quoting in an attempt to entice buyers at a more realistic figure.**
2. **Duration of sales Agency Agreements.** Many vendors are inconvenienced in having to renew their agency agreements continually every 90 days. This requirement also burdens regional small business with unnecessary red tape as some country agents can have hundreds of listings with properties taking several years to sell, resulting in every vendor to be addressed every 90 days.
3. **Caveats.** Not being able to lodge a caveat for the recovery of authorised, legitimate expenses, severely disadvantages agents.
4. **We have also lobbied the Government in South Australia with a suggestion of no stamp duty for first home buyers** where the rationale is that if lower value homes are easily sold the owners of these homes will buy another and there will be a flow on affect. I.e. give away one and get multiple. In Victoria they have already removed stamp duty on all transactions under \$600,000. This initiative should have the effect on increasing supply. **We are also seeking stamp duty relief for retirees downsizing** by putting larger homes on the market to provide housing for younger families. This initiative also could greatly increase supply.
5. **Land Tax.** Should be reduced to 1% to stimulate sales and to facilitate keeping investment money in South Australia. Money is flowing out of South Australia to other states, in particular to Northern Territory where there is no land tax whatsoever on property.

Garry Topp - F.S.A.A. (Life)
CEO



Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

Gavl

Gavl is the world's leading real estate platform for auction livestreaming and bidding technology.

Since its launch in November 2016, it has streamed more than 15,000 auctions and achieved 4.5 million views from 52 countries, allowing buyers from all over the world to watch, bid and buy at auction, digitally.

Gavl is offering Society Members a highlight package that you can now upload onto your social media channels & Promoted on the Society's Facebook Page

FREE

Highlights Package
for Society
Members

**Gavl will pick one
Society Auctioneer a
week!**

Includes:

- 45 seconds - 1 minute highlight of your SOLD AUCTION - Perfect for your Instagram and social media!

Conditions:

- Post your upcoming auctions onto our Upcoming Auction App/web page - Auctioneers.com.au
- Use Gavl to livestream your auctions

Click here to
check out Gavl!



**Taking Auction Marketing
to a Whole New Level!**



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store. Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

Don't miss out on exposure!

**Upload your Auctions onto
the Upcoming Auctions App
NOW!**

Not sure how to upload?

Give the Society a call a 8372 7830 or email us admin@auctioneers.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL
MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.

13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at **times that suit you** with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer** the Vendor becomes a cash buyer subject to settlement only.

Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value. *Committed Vendors sell their property by Auction!*

If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

www.auctioneers.com.au

Click Here
for details

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



Domain delivers buyers

DOMAIN'S AUDIENCE IS...

EXTENSIVE

1.8m

Australians who intend to buy property in the next 12 months¹

AFFLUENT



WEALTHY
56% are social grade AB¹



HIGH INCOME
61% more likely to have a household income of over \$250,000¹

READY TO BUY

78%

Intend to buy a home to live in¹

41%

Intend to buy an investment property¹

EXCLUSIVE



Domain app users who do not use the nearest competitor²

GROWING



Domain Digital Audience³
June – October 2018

ENGAGED



Domain enquiries sent via mobile⁴

For more information, contact your Domain Account Manager today.

Domain

Source: 1. emmiTM conducted by Ipsos Australia, People 14+ for the 12 months ending Oct 2018, 14+ Nielsen Digital Panel data calibrated to Digital Consent Ratings Oct 2018. Includes audience across total Domain print and digital, Domain Review, Allhomes, Allhomes.com.au in The Canberra Times and the Dream Homes partnership network including the Nine digital metro newspapers, canberranews.com.au and nine.com.au. Data based on people intending to buy a new or existing home to live in or as an investment within the next 12 months. *Percentage more likely compared to the average Australian aged 14+. 2. Domain app audience who do not use the realestate.com.au property app, iOS and Android average, App Annie, Sept 2018. 3. Nielsen Digital Consent Ratings (Monthly Total), Unique Audience, Oct 2018, P3+, PC, Smartphone and Tablet, Total. 4. Domain Group Internal data, Oct 2018. Includes app and m-site.

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



ADELAIDE

CRAFTED WITH — YOU IN MIND



RX 300 CRAFTED EDITION^(A)
FROM **\$79,888** DRIVE AWAY



NX 300 2WD CRAFTED EDITION^(B)
FROM **\$62,888** DRIVE AWAY

NOTHING IS CRAFTED LIKE A LEXUS — And, for a limited time, we've crafted offers with you in mind. Introducing the NX and RX Crafted Editions. Tailored design from the inside out, complete with striking black exterior accents, a moonroof in the RX, and a panoramic view monitor exclusive to the NX.

These Crafted Editions are in limited numbers, so visit your Lexus dealer today.

LEXUS OF ADELAIDE | 164 West Terrace, Adelaide
PH 08 8238 5400 | www.lexusofadelaide.com.au | LVD2009

Recommended driveaway price (RDP) shown is applicable for private customers, only at participating dealers. Offer available on new 2019 built (A) RX 300 Crafted Edition & (B) NX 300 2WD Crafted Edition models purchased between 01/07/2019 and 31/07/2018 unless extended. RDP includes 12 months registration, 12 months compulsory third party insurance (CTP), maximum dealer delivery charge, stamp duty & Luxury Car Tax (LCT). Metallic/Premium paint at additional cost. Lexus reserves the right to extend or amend the offer at any stage. Limited stock available.



Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

AucDocs (REA Forms)



REAL ESTATE AUSTRALIA FORMS

Property Searches in forms

You can now search SAILIS/L and Services SA data within your enabled forms and purchase the registered Title Details which includes registered proprietors, parcel details, last sales details, constraints and valuation number(s).

Our integration provides reaforms users with direct access to data for Contracts, Agency Agreements and Property Management Agreements.

Save time and money on searches and form compiling.

On purchase the owner details, title reference and property description are imported into the form and a PDF is attached.

If not a current reaforms user contact us for a free trial.

professional practice forms for real estate agents in australia

EASY AS. ANYTIME. ANYWHERE.

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



AGENTS

PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
- Professionally presented Documents with your Company Logo
- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)

Free
iPad App
with
each licence

Prices inc GST & are per annum
Sole Trader (1 user) - \$350
Small User (2 - 4 users) - \$990
Medium User (5 - 9 users) Licence - \$1,760
Large User (10+ users) licensing - \$2420

PLEASE CONTACT

GARRY TOPP (08) 8372 7830
SOCIETY@AUCTIONEERS.COM.AU

- Edit and Print anytime, anywhere
- You can create Forms offline - The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions

- Pre-determined Special Conditions included; copy and paste into Contacts
- Subject Clauses (Finance, Sale of another property etc) is included; not as an addendum.
- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

Designed by Agents for Agents

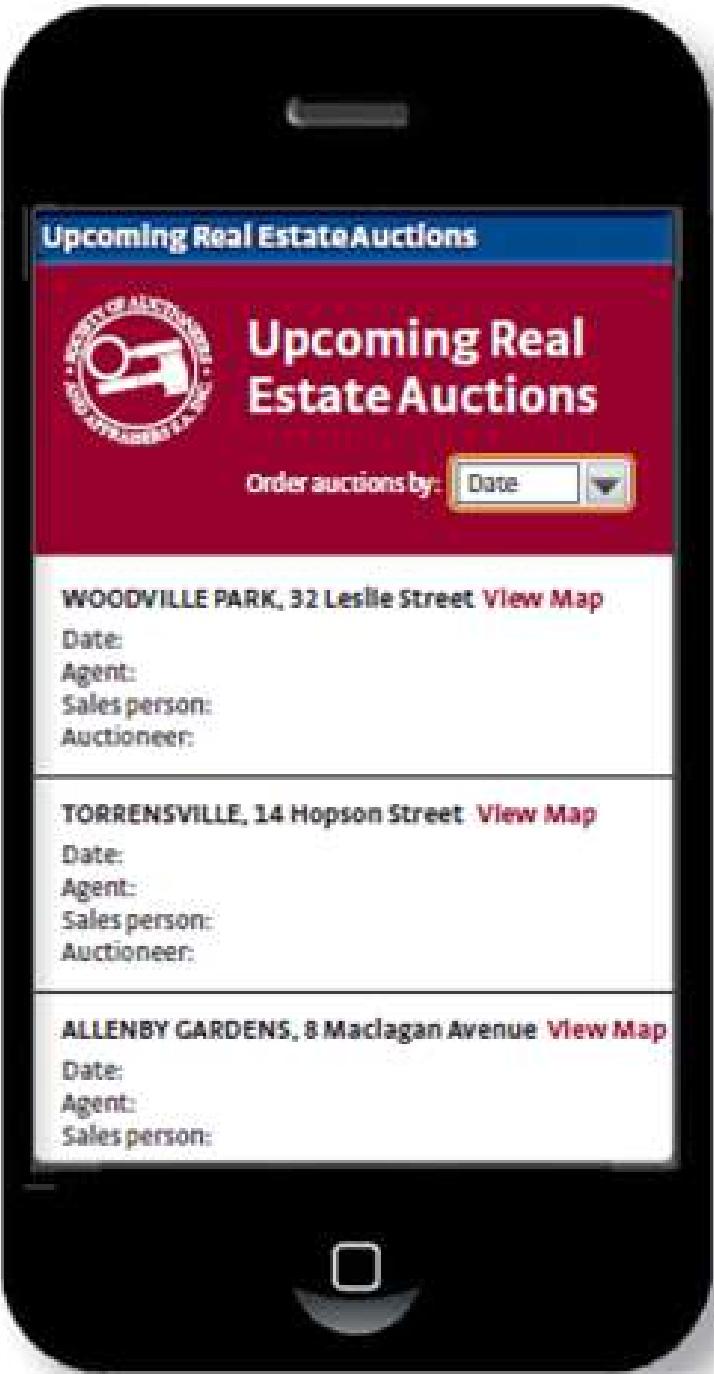
www.auctioneers.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

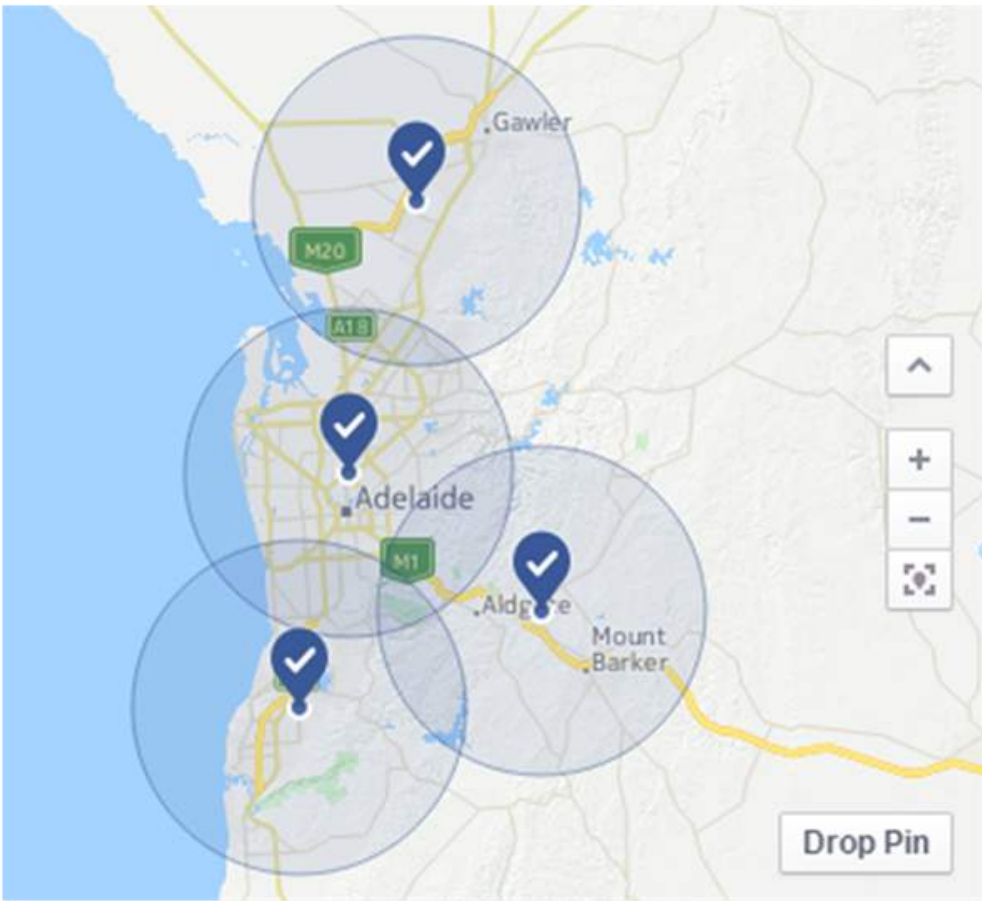
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

All auctions submitted to the website will automatically be uploaded to the phone app, **ABSOLUTELY FREE!**



We're targeting Everyone in the mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...
MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide and maximise your benefit by submitting all your auctions to our website!



Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

The first and only independent Form 1 service provider in South Australia



For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

www.form1.net.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



WALLMANS
Conveyancing

Conveyancing & Cooling Off Waivers

Wallmans Lawyers Conveyancing, a dedicated service, that provides discounted, fixed fee services for **Cooling Off Waivers** and **Conveyancing** to members of the Society and their clients.

Call Rebecca Vasey, Registered Conveyancer

08 8235 3089

rebecca.vasey@wallmans.com.au

L5, 400 King William St, Adelaide SA 5000 (08) 8235 3000 wallmans.com.au

Form 3 Assist Service

Expert, fixed fee
waivers

Conveyancing

Fixed fee,
competitive with
no additional admin
or storage costs



WALLMANS
LAWYERS

Legal Services for Real Estate Agents & their Clients

Wallmans Lawyers, a proud partner of the Society of Auctioneers and Appraisers, are recognised experts in all facets of real estate agency law, property and commercial law.

Call Brian Paris, Real Estate Law

08 8235 3023

brian.paris@wallmans.com.au

Our services include:

- > Real Estate Agency advice
- > *Form 3 Assist* - expert, fixed fee & responsive waivers
- > Form 1 advice
- > Professional conduct & disciplinary issues
- > Employment law
- > Agency & contract disputes

Real Estate Law

Dedicated,
specialist lawyers
with key expertise

L5, 400 King William St, Adelaide SA 5000 (08) 8235 3000 wallmans.com.au

Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

**SELLING?
Call Us**

Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



THANKYOU TO OUR SPONSORS

MAJOR SPONSOR



KEY SPONSORS



READ BROTHERS

ALSO SUPPORTED BY



PARTNERS



Gavel & Glass

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc