



Gavel & Glass

April 2017

The Official Newsletter of the Society of Auctioneers & Appraisers S.A Inc.



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PROFESSIONALS



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**Attilio Cavuoto
Vice President**



**Marc du Plessis
Board Member**



**Bernie Altschwager
Board Member**



**Trent Godfrey
Board Member**



**Jarrah Holmes
Board Member**





NEW ENERGY NEW VISION

The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of auctioneers & appraisers of real estate, general & livestock.

The Society is pleased to introduce our new board for 2017 with the theme of - new president, new vision, new direction.

It is my honour to represent an organisation with such a rich history and loyal membership.

Progress will be made through innovation and improvement, and the Society will continue creating leading events such as the SALIFE Golden Gavel.

VICTOR VELGUSH (PRESIDENT), MARC DU PLESSIS (PAST PRESIDENT), ATTILIO CAVUOTO (VICE PRESIDENT), BERNIE ALTSCHWAGER & TRENT GODFREY



Garry Topp FSAA (Life) CEO 22 Greenhill Road, Wayville South Australia 5034
T: (08) 8372 7830 F: (08) 8372 7833 E: society@auctioneers.com.au
www.auctioneers.com.au

Click [HERE](#) to
Meet the 2017
Board!



Society of Auctioneers & Appraisers (SA) Inc.

New Board Member

We would like to welcome our newest 2017 Society Board Member



Jarrah Holmes | Board Member

With more than 8 years of experience selling residential Real Estate and more than 2 years of being a Director and Principal of Century 21 Bayside Brighton — Jarrah's goals and aspirations for the Society and Members are to aide and assist in the growth of the Society, allowing greater member satisfaction. He hopes to be able to help and advise through listening and implementing suggestions and also to create more event for the members!

Jarrah's passions in life include his family, his business, helping others, and of course—being successful!



Society of Auctioneers & Appraisers (SA) Inc.

Administration Update



Yvonne Chua has worked with the Society as an administration executive for the last two years and in early April will leave to take up a career as an accountant in Malaysia. Yvonne had been involved in all facets of the Society with events – the Golden Gavel, Training Academies, golf

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days, and the general administration of maintaining databases, payments, processing new members, handling members enquiries and everything you can think of including preparing financial statements, and Board reports. Yvonne had always been punctual, reliable, diligent, and dedicated – on behalf of the Society I would like to thank her for the contributions she had made while working here. In a dynamic, busy, and demanding office she was able to quickly grasp all facets of our business especially with liaising and greeting our members in respect to our events and training. Yvonne please accept our sincere thanks and appreciation for your sensational contribution to our business and we wish you all the best in your future career as an accountant.

As from the first of the April, Michelle Lee will commence work in the office – taking over from Yvonne. Michelle has a Bachelor of Tourism and Events Management

from the University of South Australia, which will be invaluable in assisting us in managing of events like the 2017 SALIFE Golden Gavel Live, the Golf Classic, 2 Day Auction Academy, document training and all other high-profile Society events.

Michelle speaks fluent Chinese (Mandarin), Hokkien, English, and basic Japanese. She has a passion for travel and a strong interest in diverse cultures and creating events to inspire delegate participation. Michelle complete a Business and Leadership Program in 2015.

On behalf of the board, we welcome Michelle into the Society's warm fellowship and look forward to raising the bar of the Society's already market leading events.

CEO Garry Topp, President Victor Velgush, and Members of the Society



Society of Auctioneers & Appraisers (SA) Inc.

President's Report

Society on Fire

I am proud to say that we went against common sense and all good advice by putting on 4 events in mad March and we are pleased to say that all 4 has been resounding success with great attendance and very positive feedback from members and sponsors. In fact, the Society of Auctioneers & Appraisers (SA) Inc. is full of energy and enthusiasm with great contribution from all the current Board Members.

Last year we only conducted one 2 Day Auction Academy with Brett Roenfeldt and Garry Topp. This year we have conducted 3 by the end of March including the Inaugural Female only Auction Academy which was so well received. Our next 2 Day Auction Academy will be held in April (4 so far this year).

Part of the new energy and enthusiasm, is the brilliant brand new concept of Golden Gavel Live where participants are judged live in the field where we will announce Adelaide's best live auctioneer at the Awards and Dinner on Thursday the 1st of June. All live streaming Facebook entry and Rising Star nominations must be received by Sunday the 30th of May celebrating 25 years and this year breaking new ground with cutting edge technology bringing the Society in line with the latest worldwide innovation and technology.

Please join us at the Awards at Adelaide's newest luxury and sophisticated venue, Mayfair Hotel.

For further details, please call me personally Victor Velgush 0419 815 933



Victor Velgush



Society of Auctioneers & Appraisers (SA) Inc.

Board Reports

Dear Members, on the 16th March the Society had a free members evening with drinks & finger foods on offer at the Fantastic facilities of du Plessis Auction Rooms in Mile End, where they had 11 magnificent cars that were going to auction on the Sunday in which 10 sold on the day & the other early that week which sold for a Total was well over 2 million dollars.

It was the very first time with cars, we also got to view all other aspects of the business & Marc de Plessis also gave a 5 minute talk which gave us a overview of their whole business which was very interesting..

Well over 50 members & guests attending the De Plessis were lovely hosts, a big thank you to the De Plessis Family for putting on the evening and to Nick George who supplied the red & wine George's Wine which was consumed on the night.

The night was a opportunity for members to network together, so we are looking to have another one soon so any suggestions would be great.

Attilio Cavuoto, Vice President

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Attilio Cavuoto



Bernie Altschwager



Trent Godfrey

Mad March has come and gone, we trust you enjoyed yourself! Keeping you updated as we move into April:

A new look and user friendly website -
www.auctioneers.com.au (Click here to check it out!)

We are currently in the process of **updating the Society 'Advantages of Auction'** documentation. Let's encourage more of our vendors to sell using the auction process

Melbourne Cup Ladies Lunch: more details coming soon, to be hosted by Past President, Sharon Gray

Charity Auctions: email us all of the details, photos, funds raised, we would love to share this news with our members
society@auctioneers.com.au

If you have any questions feel free to contact **Trent Godfrey** 0478 078 052 or **Bernie Altschwager** 0404 483 694



Society of Auctioneers & Appraisers (SA) Inc.

Best Live Auctioneer

CLICK HERE

How to Enter

1. Complete the nomination form and make payment here <http://bit.ly/2l73aFN>
2. 'Like' **and** 'Follow' Society of Auctioneers & Appraisers (SA) Facebook page.
3. Ensure the auction you submit for judging is visible on the Society's 'Upcoming Auctions' app.

Make sure you're familiar with the submission process found on the email you will receive following nomination, and will have easy access to the Facebook App on the day of the auction. We strongly recommend that you familiarise yourself with Facebook live streaming prior to your auction.

Scan the QR code to go straight to the Facebook event





Society of Auctioneers & Appraisers (SA) Inc. 2 Day Auction Academy

Do you someone who would make a great auctioneer?

The Society runs 2 Day Auction Academy Workshops with Brett Roenfeldt — If you know someone who will benefit from this workshop, please [contact Garry Topp at 9372 7830](tel:93727830) or [Brett Roenfeldt at 0411 180 960](tel:0411180960) for more information.

Date and Time: TBA

Cost: Members \$770, Non-members can join prior to attending

Or email Garry Topp at society@auctioneers.com.au with your interest



Society of Auctioneers & Appraisers (SA) Inc.

Regional Document Update



ADELAIDE

Open Discussion Format Q & A Session

The Society, rather than have a formal seminar, is holding an informal documentation and legislation Q & A session for members with Society Trainer Chris Gill...



PRESENTED BY
CHRIS GILL

FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF

Documentation Update (Real Estate)

**Agency, Contract and Form 1 Update
and Compliance with Latest Legislation**

Naracoorte - Thu 22nd June 2017

Clare - Thu 20th July 2017

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Society of Auctioneers & Appraisers (SA) Inc.

Trucks: Sale & Auction

**new heavy vehicle inspection
scheme from January 2017**
improving safety on our roads



Heavy Vehicle Inspection Scheme (HVIS)
Update March 2017

Stage One

On 1 January 2017, stage one of the South Australian HVIS commenced. This stage requires all vehicles and trailers with a Gross Vehicle Mass (GVM) or Aggregate Trailer Mass (ATM) over 4.5 tonnes that are three (3) years of age and over from date of manufacture to pass a **roadworthy inspection prior to the vehicle being registered in South Australia at change of ownership**. Vehicle inspections must be carried out by an authorised inspector at an authorised private inspection station accredited by the Department of Planning, Transport and Infrastructure (DPTI).

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Currently four (4) authorised inspection stations are operating in the metropolitan area. Vehicles that

will have a future registered address in a rural or outer metro area can be inspected at a DPTI authorised rural location by prior arrangement, or at one of the metropolitan inspection locations.

The aim of the scheme is to confirm that the heavy vehicle meets the requirements of the *Motor*

Vehicles Act 1959, to ensure the vehicle is not transferred and driven on the road if it puts the safety of the driver and other road users at risk and that the vehicle complies with regulated design, construction and maintenance requirements.

Here are a few key points to consider:

1. Under the new scheme there is a requirement to have a roadworthy inspection with a pass result recorded before a vehicle can be registered in the new owner's name. The responsibility to have the vehicle inspected and passed as roadworthy ultimately rests with the **new owner** as they will not be able to register or transfer registration into their

name until the vehicle has passed the change of ownership inspection.

2. If such an inspection fails, the vehicle will have a fail result recorded against it and will not be transferred until the required repairs are completed and a pass result is recorded.

3. When buying a **registered** vehicle there is a requirement to register it in the new owner's name within **14 days**. If registration is not transferred within 14 days, a late transfer fee applies.

When exceeding 28 days the owner's Registration and Licensing account is frozen and no transfers can take place until the account is unfrozen by a Services SA manager. Services SA will also use discretion when the timeframe exceeds the 14 days due to necessary repairs or delays in obtaining an in-





Society of Auctioneers & Appraisers (SA) Inc.

Trucks: Sale & Auction



spection. An application for an extension can be made through Services SA.

4. The time limit above does not apply to vehicles purchased **unregistered**. In this case the new owner has to ensure that an inspection with a pass result takes place before being able to register the vehicle in his name.

The following options are available when buying a vehicle through auction:

1. Buy an unregistered vehicle

a. No timeframe for registration of the new vehicle applies
b. Before a heavy vehicle can be registered in a new name it

must have an inspection with a pass result recorded against it on the Registration and Licensing data base

c. An unregistered vehicle is only permitted to drive on a road to an inspection station if it is displaying a Trade Plate or has been issued with an Unregistered Vehicle Permit

2. Buy a registered vehicle

a. Requirement to register a vehicle in the new owners name within **14 days** – a late transfer fee applies when exceeding this time frame

b. Application for an extension can be made through Services SA: servicesa@sa.gov.au

d. Account unfrozen by a Services SA manager or when an inspection with a pass result is recorded in Registration and Licensing data base.

It is recommended that, wherever possible, a registered vehicle is sold with a valid road-worthy inspection. Should this not be possible the purchaser should be made aware of the requirements listed above.



c. When exceeding 28 days the owner's Registration and Licensing account is frozen

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Price Record at Henley Beach



It's not every day that an absolute Beachfront property comes to market.

This bungalow Circa 1918 was offered for the first time in over 50 years. Zoned Residential. The original home set on an allotment of approximately 855m² with a frontage of approx 18.29m. You could subdivide and construct two premium properties (STCC).

Sale price \$3,450,000

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We had plenty of interest during the marketing campaign with nearly 50 groups inspecting the property. From occupiers, investors and developers. We had 18 Registrations on the day. We had 6 bidders at the auction. 2 of the bidders went 'toe to toe' after we went over the \$2.5m mark, pushing the price up to its eventual sale price. Proving the 'power of competition' of selling by auction. Absolute beachfront property to which during the auction we actually had swimmers in knee deep of water watching the auction which was very unique.

Probably about 100 to 150 people were in attendance, making it a very well attended auction.

A great auction proving the popularity of quality metro beachside suburbs: Henley Beach, Glenelg, Brighton etc.

We all thought a dream target would be 3000m² with two bidders eventually taking it to 4025m² with the crowd blown away with the final result.



Luke Domingo

Sales Consultant & Auctioneer

McCammon Real Estate





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Property Manager Registration

The Real Estate Training College has had a lot of inquiries over the last few months since the November 11 Government announcement about the introduction of Property Manager registration.

I urge you to read both the [Consumer and Business Services statement](#) that we requested, which is now on their website, and also the College Information sheet 3 below.

Consumer and Business Services clearly reinforce the fact that there is a long lead in time for these changes, that the units to study have not yet been determined and that there will be a transitional period.

The Real Estate Training College urges employers and staff to ring us if you have any questions, but there is NO need for concern.

Link to Consumer and Business Services Statement:
<http://www.cbs.sa.gov.au/property-management-reforms/>



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Property Manager Registration

The government has announced a **PROPOSED** introduction of a registration system for Property Managers of residential property and the development of a Code of Conduct.

[Click here for the official government news release](#)

However, please don't panic. The government will now begin to determine what they believe property managers may require and how standards will be set and enforced.

The government will commence to consult with industry in 2016/2017 before releasing a draft bill and Code of Conduct for public comment in the first quarter of 2017.

Outcomes then need to be legislated, which all takes time. Finally, it is most likely there will be a 12 month period for introduction.

So, **NOBODY** knows what educational requirements need to be undertaken so **RELAX** and the **REAL ESTATE TRAINING COLLEGE** will continue to keep you updated as I am sure will Consumer and Business Services.

Please feel free to ring me if you would like to chat about this announcement but there is nothing to be done or pre-empted at this time.

Do you have a question you'd like answered?

Please email greg@retc.com.au



Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



Three super high achievers

Lexus of Adelaide hosted our Q&A Industry Insight 2017 Breakfast of Champions on Tuesday 7th March in their state-of-the-art stunning showroom at 164 West Terrace, Adelaide.

50 Society members, guests, and sponsors enjoyed a gourmet breakfast and had an opportunity to view the latest Lexus models

Guest speakers were 3 young super

high achievers: Mark Fricker, Nathan Casserly, and AJ Colman - who continue to go against the trend with sales and auctions.

Mr Drew Ford, General Manager of Lexus welcomed all the guests and then first cab off the rank was Mark Fricker.

Mark called his first auction in September 2015 and has since called in excess of 250 auctions along with selling full time, and in 2016 competed in the SA LIFE Golden Gavel and will enter again this year. Mark's per-



ception of the industry is that these days people think auctions are all like what they see on the television in The Block - his point of difference is with culture, support, and training and he intricately explains the entire process to his vendors and presents simple honest case studies and gives his clients the cold hard facts. **Mark mentioned that he utilises the Society's 21 Advantages of Auction as a powerful listing tool and explains to his vendors how simple the process really is.**

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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



machinery, virtually anything which resulted in his first Real Estate Auction in Dulwich for Toop & Toop as the vendors were so impressed with his estate service they wanted him to auction the property also.



The Golden Gavel win put AJ amongst the elite group amongst the 14 who have won the award in 25 years.

AJ has tried all sorts of marketing to get going, including no-sale no-charge, but after the Golden Gavel win his career took off. His estate business now employs 6 staff with two trucks and this year he is on track to conduct 350 Real Estate Auctions.

Next up was AJ Colman. AJ was a car auctioneer and buyer for Car Auctions Adelaide and Car Net.

His specialty was buying and selling wholesale cars between dealers – which isn't easy – and that's where he learnt his negotiation skills that he utilises now as an effective Real Estate Auctioneer.

AJ also runs a down-sizing and estate business here he manages the disposal of surplus furniture, cars,

It took 2 years to be recognised as a competent real estate auctioneer winning the Society's Rising Star in 2009, General Auctioneer in 2010, and eventually the best award in the country – SA LIFE Golden Gavel Winner in 2015.



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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



Ouwens Casserly started in 2010 and is arguably the fastest growing independent real estate agency in South Australia with 90 staff and in excess of 1200 rental properties.

Nathan Casserly spoke at a prestigious Australian conference in 2016, attended by 5000 delegates on the Gold Coast and has presented with Rupert Murdoch, John Simonds, John McGrath, and Paul Cave.

Nathan has a Bachelor of Education and Diploma of Management and



was a school teacher for 6 years before entering Real Estate – seems to be a brave move for a school teacher, but he obviously made the right choice!

Nathan is a keen sportsman and was a fitness coach to central districts Football Club 2005 – 2010 when they won 4 out of 5 Premierships. He is married with two daughters and when he gets time off he has a holiday home at Black Point in the Yorke Peninsula.

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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions



Nathan started in real estate in the conventional way trying to get business from people that didn't know him and learnt through mentors and conferences the art of building a client base and has witnessed some massive changes in the industry – 2005 Realestate.com.au started – 2010 consumers have access to Sold data – 2015 open agent and Sell My Castle and now agents are rated like Trip Advisor, and now the most disruption is happening.

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Nathan says the key is to be able to change quickly and his greatest ability is his negotiation skills. Towards the Year 2020, be prepared – look what's just happened to the Taxi industry!

Brooke Seward and Cassie Bar-endregt from SA LIFE gave everyone who attended the latest edition of SA LIFE and we were all out of there by 9am suitably motivated to take on the world.

At the end of the Breakfast, Lexus did a business card draw for 'Lexus for The Weekend' and it was suitably won by Nathan Casserly.

If you have any suggestions for the next Breakfast of Champions Q&A Insight please let us know.

Call Garry Topp at 8372 7830





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Breakfast of Champions



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Society of Auctioneers & Appraisers (SA) Inc.

Breakfast of Champions





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21 Advantages of Auction

The 21 Advantages of using Auction
as Your Preferred Marketing Process



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.
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

Click [HERE](#) to view

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Powerful Marketing Tool



Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery



Innovative Auction rooms

On Thursday 16th March 2017, the Society of Auctioneers and Appraisers SA Inc hosted a Member's Awareness Cocktail Party at the du Plessis Auction Gallery - 1 London Road, Mile End. **The du Plessis family business recently presided over a major refurbishment of their auction rooms with a totally new concept of individual room settings with a**

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controlled environment and lighting where the antiques and fine art could be displayed and viewed in settings depicting the various rooms of a house culminating in the most modern and innovative auction rooms in Australia and possibly equal to anything you would see anywhere in the world. Society Past President, Board member and head Auctioneer Marc du Plessis hosted the evening and welcomed special



guests **James Bonner and Frank Liu from Lexus of Adelaide, Christopher McLaughlin and Gordon Bitter - both members since the 80s, and Mark Kurtze from REA Forms and Lawsoft.** Society President Victor Velgush highlighted the fact that the Society has always been innovative and progressive and was first in Australia with auction competitions (Golden Gavel), first with computerised Real Estate documentation (REA Forms – AucDocs), first in Australia to release



Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery



Peter was unquestionably one of the best Antiques and Fine arts auctioneer that the State has ever seen. Peter encouraged and supported Society members, especially general auctioneers and appraisers and for the last 3 years, Peter had provided \$2500 in prize money for the general section of the SALIFE Golden Gavel – this will be continued into the future courtesy of the du Plessis family.



an Upcoming Auctions App, and now first to launch a world first in auction innovation by releasing the **2017 SALIFE Golden Gavel LIVE.**

We took a moment to remember Peter du Plessis, a Master Auctioneer, Fellow, Life, and Founding Member of the Society. Sadly Peter passed away on Monday 19th December 2016.



In honour of Peter, we will introduce the **Peter du Plessis Golden Pen Award** for a substantial valuation from the previous year. Our Plant and Machinery, and Antiques Valuers don't seem to get the recognition they deserve – sometimes valuing assets into the tens of millions.

Marc gave guests a personal tour of the auction rooms and demonstrated how it makes it easier to display the furniture in rooms so buyers can envisage how it will look in their own

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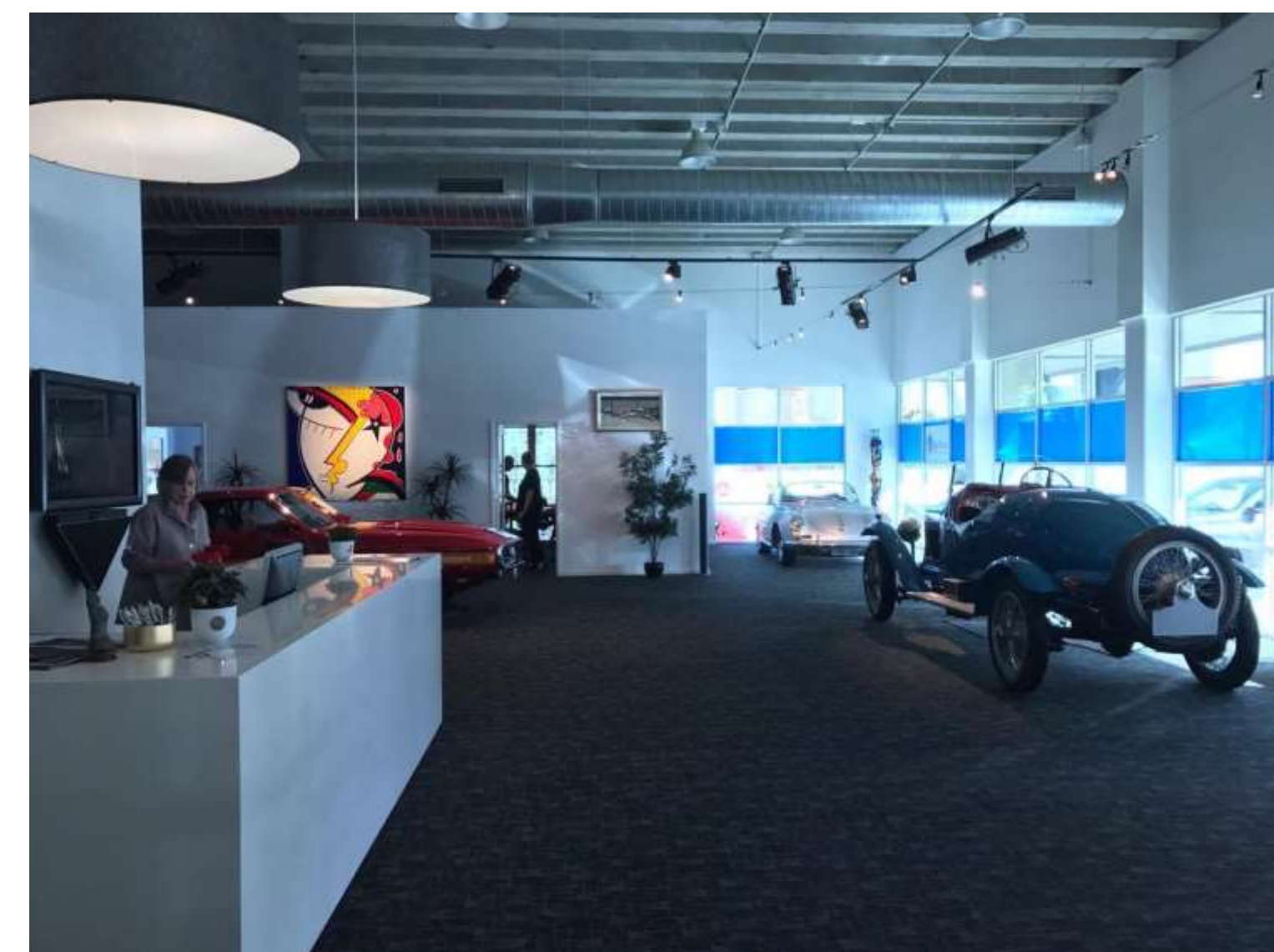
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Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery



function centre and as of late, were utilised for a display of classic and collectible cars where the sale realised in excess of \$2million – every lot was sold to buyers from all over Australia. **The interchangeable auction rooms with state-of-the-art facilities would be the perfect environment to hold in-room Real Estate Auctions.**



home as opposed to other auctions where the furniture are stacked or in rows. As an extra service, they have a climate controlled storage area to suit paintings and collections.

Another unique feature is an in-house library – where perspective purchasers and clients can research items in more detail prior to buying.

The premises are also suitable as a



All guests appeared to be suitably impressed and Real Estate Agents referring business to the du Plessis Auction Gallery can be confident that the Antiques, Fine Arts & Collectibles will be presented in the most innovative and optimal way to get the absolute best return to an International market.

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Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery





Society of Auctioneers & Appraisers (SA) Inc. du Plessis Auction Gallery



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SALIFE deadlines

SALIFE Magazine are now booking for the **MAY Issue** of SALIFE



APRIL 19: Real Estate Bookings are now due

APRIL 24: Advertisements complete and approved

MAY 4: New issue of SALIFE arrives at subscribers and newsagents

Book now and have a copy of SALIFE opened to your advertisement during open inspections

Exclusive Society of Auctioneer and Appraisers Real Estate Member Offer:

Book a full page advertisement and receive a One-Year SALIFE gift subscription for your vendor to remind them each month of your support!

SALIFE

SAVE UP TO 37%

SUBSCRIBE
AND SAVE

Subscribe to SAGardens & Outdoor Living

SAGardens & Outdoor Living is our quarterly magazine that's full of practical advice. You will be inspired, what to do and how to do it, whether it be in the garden or an outdoor living space. Take out a one year subscription to SAGardens & Outdoor Living for only \$20.

Homes and Gardens subscription offer

* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of SAHomes & Interiors, and the next four issues of SAGardens & Outdoor Living (save \$20.00). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of SAHomes & Interiors, and the next eight issues of SAGardens & Outdoor Living (save \$95.20).

Subscribing is simple:

Phone 08 8408 0200

Subscribe online at salife.com.au

A gift subscription makes a great vendor or purchaser gift.



Include us in your marketing plan

Book now for the May issue of SALIFE magazine, on sale **Thursday May 4**. With a quick lead time and prime positioning at the front of the magazine, your new property listing will be delivered in high quality to a targeted market. Full page and half page spaces are available to list one or more properties.

Booking deadline **April 19**
Material deadline **April 24**

Call Brooke on 0407 312 699 or Cassandra on 0400 997 044 today to receive more information and our competitive rates.



SALIFE

The best of Adelaide and South Australia

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AucDocs Member Practice Forms are now in the Cloud Online!



REAL ESTATE AUSTRALIA FORMS™

reaforms.com.au

Pricing is now by user numbers

Prices include GST and are per annum:

Sole trader (1 person)	\$350
Small user (2 - 4)	\$990
Medium user (5 - 9 users) licence	\$1,760
Large user (10+ users) licensing	\$2,420

These forms are **Sensational!**

All Property Management & Tribunal Forms are online.

Bond Forms, Tenancy Agreements and all Notices!

The iPad is fully functional

Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface

Inspections now at the press of a button!

Contact for demonstration access and licensing

Genevieve: sales@reaforms.com.au or

8223 6092

Michael: itadmin@lawsoft.com.au

Brochure



Member Practice Forms



REAL ESTATE AUSTRALIA FORMS™

All Residential, Commercial and Rural Sales
and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
 - An iPad App with e-signing
 - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
 - Firm logos on forms
 - Email forms to vendors
- All Property Management and all Tribunal Forms are online
 - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
 - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
 - iPad forms can be used out of wi-fi and then sync when in wi-fi range



Dear Members,

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to. Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

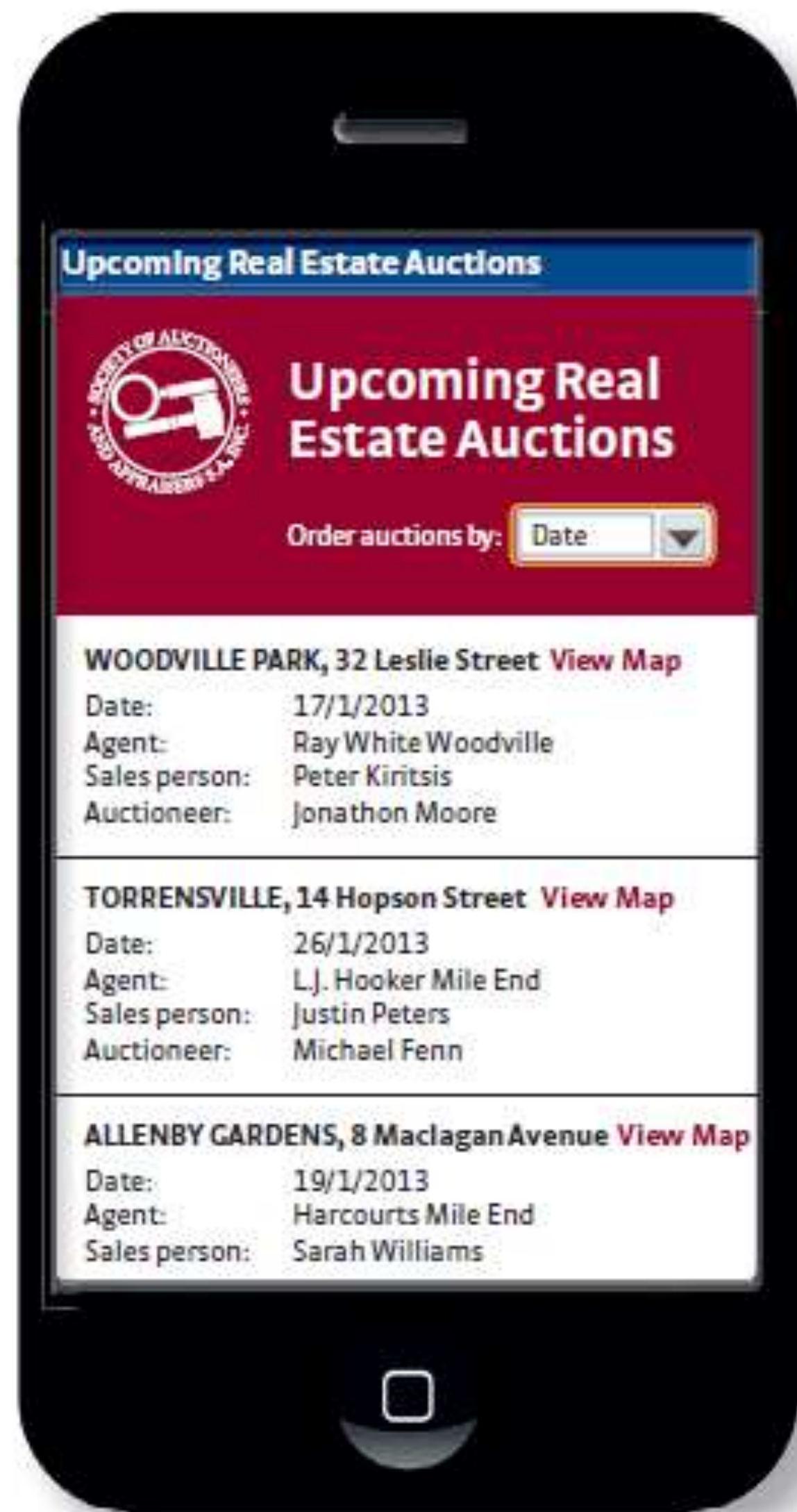
Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at corsers@corsers.net.au:

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

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!

Upcoming Auctions App - To be seen by over 180,000 Smartphone users in

□ Adelaide!

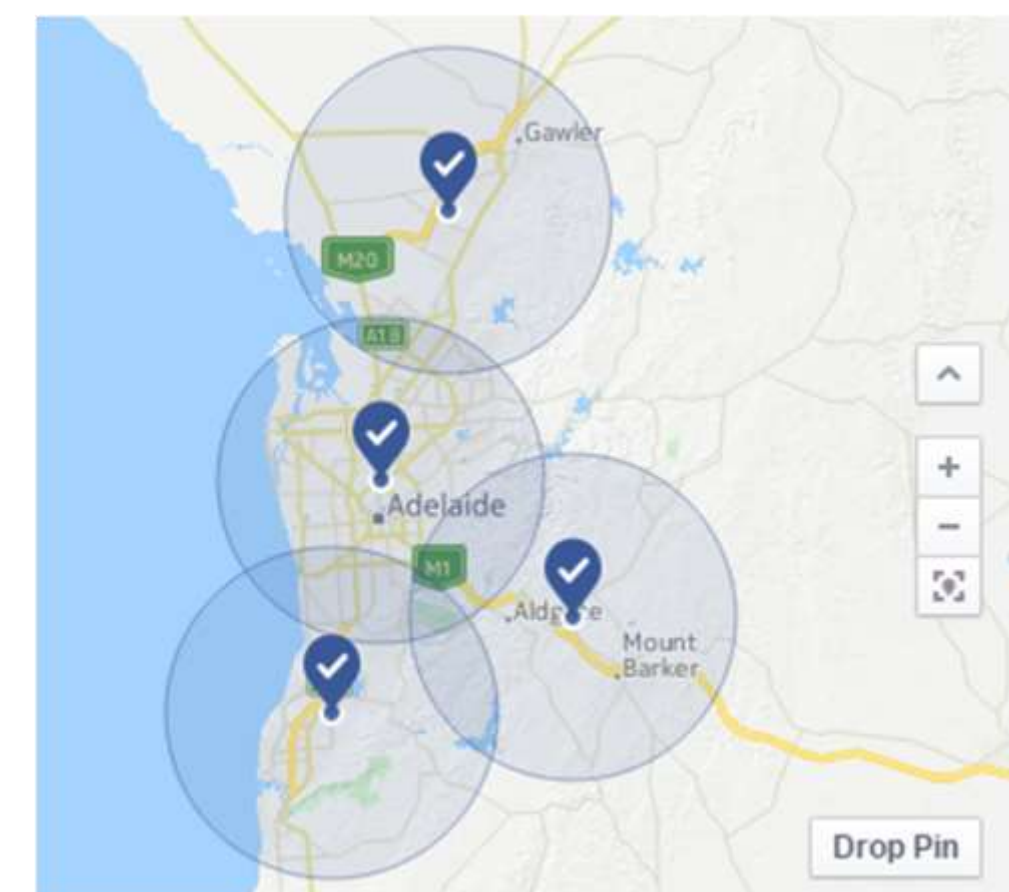


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What this means for our members...

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Sunset Winery ...share the experience



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery. Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards

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With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further

Sunset Winery Kangaroo Island

ABN 67 099 878 850

PO Box 133

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South Australia 5222

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***The Form 1 company* is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, Conveyancing and Legal 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.



†The Form 1 Company™

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Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

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We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



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SkyVue

The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

We have had superb feedback with this new dynamic way of servicing our data base and delivering up to the minute information to Members.

We love it!

Garry Topp

Chief Executive Officer

**THE SOCIETY OF
AUCTIONEERS AND
APPRAISERS (SA) Inc.**

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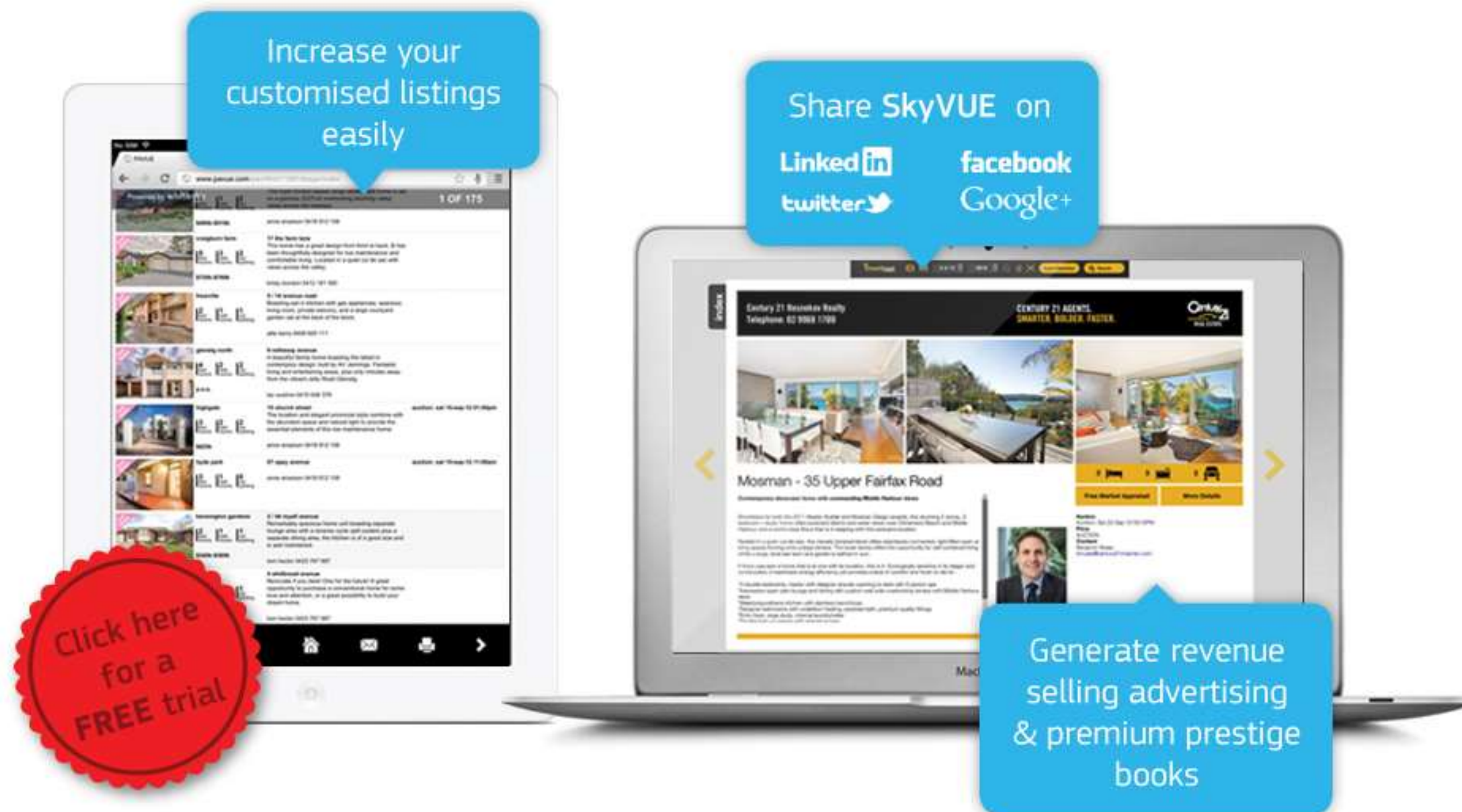


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