



## More Messenger Community News~Mortgage Choice Golden Gavel News



The following message of goodwill was sent to one of the Auction Idol Competitors, Hannah Tucker, who was waiting on a heart transplant, from Lindsay Warner on behalf of the Society and it's members.

Dear Hannah

*Congratulations on your growing health and well-being. Having only met you for a short period of time, your attitude to life, positive mindset and determination to keep moving forward under extreme circumstances is an inspiration to us all.*

*I am sure you will be a beacon for future recipients of organ donation and a spokesperson to encourage more people to become a part of this program.*

*Well done and good health.*

*With admiration from myself and all members of the Society of Auctioneers & Appraisers.*

*Lindsay Warner  
Trustee Golden Gavel and  
Schools Auction Idol Competitions*

### AUCTION IDOLS GO ON WITH IT!

Last year saw the staging of the inaugural **Messenger Community News~Mortgage Choice Auction Idol competition**. The concept was a great tool to bring the complexities and skills of auction to a whole new generation. It is fair to say that none of the entrants had ever considered Real Estate as a profession, however, after their experiences through the competition most of the students would now look

Tom Hector



to Real Estate as a viable and interesting career choice.

**Last year's finalist Tom Ratcliffe** took up the offer of a **traineeship with Brock Harcourts**

and even assisted in the Auction Idol competition this year.

This year's winner, **Tom Hector**, has recently accepted an offer of **traineeship with Toop & Toop**.

Last year, student **Hayden Rogers**, entered the livestock auctioneering comp at the **Junior Heifer Expo** and is now employed at **Landmark**. Hayden entered the competition again this year and took out the top prize.

Not only does the **Messenger Community News~Mortgage Choice Golden Gavel** provide **immeasurable self development opportunities** for those willing to put themselves to the test, but the forum that has been created for students, allows **some amazing talent to be discovered** that may otherwise have gone unnoticed. And for those of you who haven't been fortunate enough to witness these kids in action, watch out – because tomorrow they could be your competition!

### CHARITY AUCTIONS

Many auctioneers donate their own time to assist in helping various charities raise money to help others in the community. This not only raises their own profiles, but helps the entire industry win the battle against public perception.

Following are just a few of the functions for which our members have donated their time.

#### Rod Adcock – L.J. Hooker

**Rod Adcock**, State Manager SA/NT for L.J. Hooker and three time Messenger Community News~Mortgage Choice Golden Gavel Award winner happily donated his time to ensure the best auction results possible for Act for Autism last Saturday night.

At an exclusive cocktail party at The Food Business in Hazelwood Park attended by over 60 guests, Rod auctioned highly sought-after items including Sports Memorabilia, Yalumba wine and ASO tickets. Rod's professional and lively



Rod Adcock MSAA with wife Brenda

auction ensured the nights total was extremely pleasing for the organisers with over fourteen thousand dollars raised.

Rod said "Act for Autism is a small S.A. based group that is very worthy of the support of all South Australians, which

*continued on page 2 . . .*

### Inside this issue

- 3 L.J. Hooker Unley are unbeatable in Auctions
- 3 Society Sponsors Future Australian Stock Auctioneers
- 4 Australiasians 2008
- 4 Sotheby's appoint new SA Consultant
- 5 House Prices Recover in NZ Market
- 6 How the Wheel Turns
- 6 Have Gavel, Will Travel
- 6 Succession Planning

... continued from page 2

is why I was extremely pleased to be involved with this weekend's event."

The Head of Act for Autism, Shelly Wilson, was thrilled with the night results saying "We were so pleased to having our states leading auctioneer Rod Adcock on board and are grateful to L.J. Hooker and our other supporters for ensuring a great result for our organisation. We look forward the event being even bigger and better in 2009."

The money raised on Saturday will go to the **Flinders University Early Intervention Research Program for Autism**.

## Sharon Gray Jock Gilbert Real Estate

I was invited to be the charity auctioneer to help raise funds for the Cancer Care Centre, an innovative non profit organization providing complimentary health care services to people affected by cancer. Organised by Pam and Trevor Nielsen and hosted by Glenys and Jeff Berry at their wonderful home "The Quarry" in Stirling. Themed a "Hippy Night" and best described as a "Mini Womad," the night was packed with belly dancers, fire jugglers, community drumming, local vocalist and an old time rock and roll band. Overall, the evening **raised over \$6,000** and was a credit to everyone who helped organize this inaugural event.



Kevin Hodges in action at a Charity Auction to benefit the Elizabeth Special School

## Kevin Hodges Lin Andrews Real Estate

Kevin Hodges, Director in charge of Lin Andrews Real Estate at both Salisbury and Munno Para Offices, was recently asked to perform a Charity Auction to benefit the Elizabeth Special School.



Alexandra Berry, Trevor Nielsen, Sharon Gray, Pam Nielsen and Kerry Jarvis

Senior Sales Consultant Graham Moody also from Salisbury Office, ably assisted Kevin as Auctioneer's Clerk.

Kevin and Graham proudly report that **the Auction raised \$20,600!**

The event was a special project of Hope Central Church where Kevin also serves on the Board.

Many fine items were donated by business and community groups, but the highlight was auctioning several paintings done by the School students themselves.

There was **\$37,000 raised on the night** in total and we acknowledge the fine work of Kathy Tripodi and Jodi Habermehl of the Hope Central Church, who worked tirelessly to make the evening a success. Over 350 people attended the function including the Mayor of Playford Council and Members of Parliament.

Other Auctioneers in Action:

## Paul McGrath McGrath Real Estate

Conducted an auction for car 222 in the Variety Club Car Bash. They raised \$22,000 from eight items on the night. The benefit was held in front of about 185 people at The Grand Hotel.



## Christopher McLaughlin

- Auction conducted at Aquinas Catholic University College at Montefiore Hill in conjunction with Rotary on the Tour Down Under Sunday.
- And another auction for the Adelaide Hunt Club.

## Matt Smith Klemich Real Estate

Matt recently conducted a charity auction for the Crows Foundation.



If you have been able to help a local charity or have an interesting story, please submit it to the Society to be included in the next newsletter. Photos would also be desirable.

## UPCOMING SOCIAL EVENTS

### Breakfast of Champions

Our next Breakfast is to be held at Next Generation on Wednesday 15th October, guest speaker will be **Stephen Pallaras QC**, SA's Director of Public Prosecutions. Stephen has successfully prosecuted cases of international fraud and drug trafficking and he will give us an insight into the current government's legislative review process.

### Golf Day Rescheduled

An executive decision has been made to reschedule the Golf Day for a time when we may expect some better weather.

It will now be held on **THURSDAY 20TH NOVEMBER**

Tee-off time 8am for 8.30am.

Drinks will be available from the drinks cart during the day and then join us in the clubrooms for lunch.

Hookers already think they have it won so find some mates and book a team!

More details available soon!

### Christmas Drinks

These will be held in the Gill Langley Room at Adelaide Oval on Thursday 11th December. ●



## L.J. Hooker Unley are unbeatable in Auctions

**P**eter Economou, Principal of L.J. Hooker Unley is amongst the first auctioneers in the L.J. Hooker network to achieve Gold Auction Accreditation this June.

This accreditation adds to Peter's wealth of experience which includes being a past President of the **Society of Auctioneers & Appraisers**, being recognised as a **Master Auctioneer** in SA and a three time Golden Gavel finalist. This combination of knowledge and experience means that Peter, backed by his professional team at L.J. Hooker Unley, can guide clients through the challenging new real estate legislation so that they can buy, sell, rent or invest with confidence.

Peter is proud of this achievement saying, "I encourage all of my Sales staff to aspire towards becoming a Gold Member. In this competitive environment, the Auction Accreditation is a real point of difference from our competitors".

L.J. Hooker Unley also achieved Auction Market and Auction Office Level Accreditation which endorses their commitment to conducting professional auctions and auction campaigns.

Peter said "The auction process is extremely important to any real estate

office. If an auction process is handled professionally and expertly by the listing Salesperson, Sales Team, Administration Staff and then of course the Auctioneer – then great results will follow."

The **L.J. Hooker Auction Accreditation** program encourages education, training, practice and accountability and I am delighted to have this recognition and extra endorsement under my name."

The new **Auction Accreditation program** graduates are the first group to become accredited. There are four levels of Accreditation – Gold and Silver Level Auctioneers, Accredited Auction Marketer and Accredited Auction Office.

This program allows individual staff members and their offices to expand their portfolio of expertise and professionalism. The achievement of the Accreditation certificate is a fabulous marketing tool and will help promote the benefits of the specialist skills that have been recognised through the program.

Not only does Auction Accreditation help promote the company to potential clients, it helps L.J. Hooker demonstrate to the public and industry in general, that we are dedicated to a specific level



Peter Economou MSAA (Master)

of professionalism and expertise in the auction process.

L.J. Hooker Regional Manager SA/NT **Rod Adcock** says "This Accreditation program is a great initiative by L.J. Hooker which allows us to ensure our auctioneers are the **best of the best** and means clients are assured they have a leading auctioneer on their sales team to achieve the best result for their property. Well done the L.J. Hooker Unley for being amongst the trail blazers. ●

## Society Sponsors Future Australian Stock Auctioneers

**T**his year the Society was proud to be a sponsor of the **24th South Australian Junior Heifer Expo**, held at the Wayville Showgrounds from 14th to 17th July.

It was again a hugely successful event that includes educational programs covering a broad range of topics, an entertainment night, heifer and handler judging and the opportunity to win several prizes and scholarships.

**Around 150 participants** (aged between 8 and 23) **from all over the world** took part this year and again Society member **Ben Finch's Auctioneering Course** was a highlight of the education program.

Ben's intensive one hour auction course takes around 20 participants a time and teaches the basics of auctioneering including **preparation, voice projection and technique**.

From there, eight students were selected to compete in an auction final on the

Wednesday evening and after further one-on-one tuition from Ben, **Society Member Steve Redden** and a panel of judges witnessed all eight finalists give a fantastic performance.

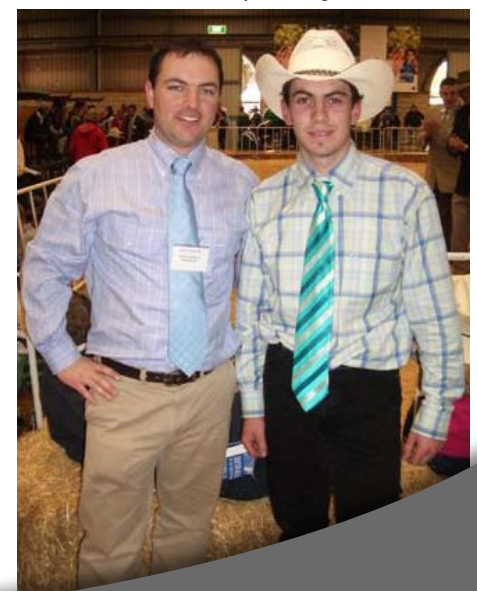
The big day is Thursday with the final judging and awards ceremony in the main Cattle Pavilion. Here all eight finalists were presented to a large crowd and **Board Member Andy Edwards** presented each a SAA certificate awarding them with the **Society's full day Livestock Training Workshop** (valued at \$350 each) run by Society Trainers Brett Roenfeldt and Garry Topp.

The winner of the auction competition was then announced, which went to the very capable **Hayden Rogers of Hamilton, Victoria**.

The Workshop will take place in Adelaide and coincide with the September school holidays.

**Congratulations to Ben Finch** whose initiative and passion will surely see this auction competition grow in stature amongst a premier Livestock event. ●

Ben Finch MSAA and Hayden Rogers



## Sotheby's Appoint New South Australian Consultant



**Anthony Hurl MSAA  
(Master)**

Sotheby's has appointed Anthony Hurl to be its new consultant for South Australia.

Anthony has a strong background in Decorative Arts and been

instrumental in many important sales of decorative arts in South Australia including a pair of **Louis Comfort Tiffany** on behalf of **Pulteney Grammar School** in 2002 and one of the most important pieces of Australian Silver, the Hanson Cup and Salver by C. Firnhaber. Anthony has also been involved in the sale of various important pieces of **William Morris design**.

Anthony has a strong network with membership of many professional associations, including the Adelaide Society of Collectors, Australian Antique Dealers Association and is a **Master member of the Society Auctioneers and Appraisers (S.A) Inc.**

Lesley Alway, Managing Director said, "We are delighted that Anthony has joined the Sotheby's team to assist in increasing our profile and services for clients within South Australia. Given the strength of art collectors and collections within South Australia this is a very important market to us and we anticipate holding events such as previews and appraisals on a regular basis."

We're very pleased that Anthony has joined the Sotheby's Australia team.

**For further enquiries please contact  
Anne Wall: 0418 819 006**



*Garry Topp, Emma Slape, Lindsay Warner, Rod Adcock and Brett Roenfeldt at the Australasian Awards*

## Australasians - 2008

Society C.E.O. **Garry Topp** and **Trustee Lindsay Warner** joined **Brett Roenfeldt** as South Australian Judge and **Greg Troughton** and **Emma Slape** from REISA in Darwin on 1st and 2nd September at the Crown Plaza Hotel where we all witnessed the top auctioneers performance to very high standards. Both South Australia representatives (Rod Adcock and Paul Henry) put in excellent performances.

**Congratulations to Rod Adcock** who was selected as one of the **top four finalists** along with **Mark Sumich, Jason Andrew and Damien Cooley**. Delegates were hosted at a Cocktail Party on the front lawn of Parliament House overlooking the Darwin Harbour with the backdrop being one of the most stunning sunsets we have even seen.

Finalists and Judges were bussed on Tuesday morning to a magnificent two-storey house on 7.9 Ha for them to inspect and prepare their auction scripts. Final performances were outstanding with very few points separating first and second.

*Brett Roenfeldt, Garry Topp, Lindsay Warner and Uncle Bruno enjoying the Mataranka Springs, NT*



**Mark Sumich** made Australasian history in successfully defending his Australasian Title with the young gun auctioneers giving him strong competition. The Tuesday evening



**Mark Sumich**

was black tie event held at the Landmark Convention Centre overlooking the Darwin Harbour.

**Garry Topp, Brent Roenfeldt and Lindsay Warner** took the opportunity on Wednesday to hire a car and drive 425 kilometres to Mataranka Springs to visit our their old friend Uncle Bruno where we witnessed sunrise in the therapeutic thermal pools before experiencing the most amazing hospitality at the Mataranka Hotel courtesy the proprietor, Bruno Carrabs. (The trip down took 4½ hours with Brett driving, and 2 hours back with Lindsay behind the wheel). ●





## Auctioneers Compliance Workshop – Coonawarra

Society Accredited Trainers Brett Roenfeldt and Garry Topp headed for the South East on Wednesday 20th August for Real Estate Auctioneering Compliance Training as part of a program of Workshops to give Auctioneers the necessary qualifications to register under the new Real Estate Industry Reform Act. To be compliant under the new Act, proof of attainment of PRDRE26A, Conduct Sale by Public Auction, a unit of PRDRE40101, Certificate IV in Property

(Real Estate) is required. For Auctioneers without a statement of attainment, the Society convened a one day workshop jointly with REISA on 21st August 2008 at Coonawarra and 29th August and 17th September at REISA. It is our understanding that all Auctioneers who have not completed the two day Auction School or Certificate IV in the last two years will need to have attended!

For Auctioneers who have completed the Society's two day Auction School in

the last eighteen months, and who wish to register as an Auctioneer, you will be sent a Course Enrolment Form (Page 2 is not required and no fees are payable) to complete which then needs to be sent back with a signed copy of your Auction script which must be compliant with the new Act. Auctioneers must also confirm the dates of attendance at the two day School. Once received, the information will be submitted to the R.T.O. and when assessed as compliant a Certificate of Attainment will be forwarded. ●

## House Prices Recover in New Zealand Market



Roger Dawson

I thought it was time to put some brief thoughts to paper before I toddle off for a mid year break. As I write this, signs are emerging that we may be well through our winter of discontent.

While sales numbers are at a five or six year low, sales are occurring at steady levels and despite constant media talk of a crashing and collapsing market, in many cases homes are selling for above prices that were paid in the last year or two, just as some are selling below while others are selling at about 'money back'. Growth has slowed but prices are flat but steady.

Figures released in August by Quotable Value NZ suggest that Christchurch prices have slipped 2% in the last 12 months. Now that really is a blip on the radar.

Then during this week REINZ figures for July were released showing an "unexpected recovery" for the housing market, apart from Auckland.

Auckland has historically experienced

far wilder swings and fluctuations than the rest of the country with higher growth in boom times but bigger falls in harder markets, so once again this appears normal for the type of markets we are presently experiencing.

Yes, owners do have to be sharp with their pricing or buyers are voting with their feet and staying away.

I have in my possession a copy of last week's *Melbourne Age* weekly auction report which notes that "the markets erratic course continued with some homes struggling and others attracting good interest."

Alistair Craig, Director of leading Melbourne Agents Jellis Craig said "Buyers are becoming increasingly discerning about price". "If vendors are above the market their properties are being passed in."

Sounds like a mirror image of New Zealand to me. So in my humble opinion it's not all bad out there and there are some signs that we may be moving out of the doldrums. These include:

### SPRING IS COMING

Every year we see a traditional lift after winter and this year is no different. The last two months have seen a small lift

in sales numbers after bottoming out in May. This appears to be continuing for August.

### OFFICIAL CASH RATE DROPPED

There was good news last month when the Official Cash Rate was reduced for the first time in several years. Most commentators are predicting further drops until Christmas.

### MANY BUYERS ARE PRE-QUALIFIED

Our mortgage brokers report that there are a large number of pre-qualified buyers out there ready to move on the right property when it comes along. They report very strong enquiry from those wishing to get qualified in advance.

### REAL ESTATE WEBSITE HITS ARE INCREASING

For the first time this year [www.realestate.co.nz](http://www.realestate.co.nz) as well as others reported an increase in web traffic in July. Prior to this every month of the 2008 year had seen a successive drop off each month. ●

### ROGER DAWSON

# How the Wheel Turns

With the new Legislation and particularly, the registration of Auctioneers it makes me smile how views and methods change with the passing of time'. So says **Christopher McLaughlin, Life Member and third President of the Society (1984-1987).**

He remembers vividly how the Government of the time deregulated the Profession, and, recommended that we form our own Society to establish a high level of expertise. He refers to a portion of his President's report in Volume 1, No. 6 of *The Auctioneer and Appraiser*. Quotation - 'Towards the end of 1981, the General Manager of the Real Estate Institute of South Australia Incorporated, Mr Colin Spry, wrote that sweeping changes were to be made for then currently licensed Appraisers and Auctioneers. The Government thought fit that such persons establish a self regulated body, to replace the licencing procedure. With the assistance of the Real Estate Institute, a

Society for persons interested either in the appraisal of chattels and real property or the auction of chattels, real property, livestock and other goods, was formed to be known as the **Society of Auctioneers and Appraisers (SA) Incorporated.**

And now with the new regulations, Auctioneers must once again be registered. Sometimes it has appeared that anybody could become an Auctioneer – however, the standard generally did appear to be at a high level.

It must also be minuted that the recently voluntarily adopted practices by the Auctioneering Profession of the conduct of Auctions eg.(a) registration of bidders and (b) declaration of vendor bidding, has worked particularly well with the **public embracing the transparency.**

The addition now required by the Government of Auctioneers being required to call at each bid the number of the bidder seems totally unnecessary and detrimental especially where there are

various bidders bidding quickly.

**Christopher McLaughlin** does refer to a portion of a paper on 'A generational challenge to repower America' that he does feel is applicable in considering regulations – 'In such moments, we are called upon to move quickly and boldly to shake off complacency, throw aside old habits and rise, clear-eyed and alert, to the necessity of big changes. Those who, for whatever reason, refuse to do their part must either be persuaded to join the effort or asked to step aside. This is such a moment.' ●



Christopher McLaughlin MSAA

**DR CHRISTOPHER DUGUID**

## Succession Planning

Due to the fantastic success of the **Messenger Community News~Mortgage Choice Schools Idol competition**, we are receiving a high level of enquiry from VET Coordinators from Schools with students keen to investigate a career in the Real Estate Sales, Property Management and Auctioneering. **The Schools are looking to the Society** to provide a pathway to enter the Real Estate Industry and as such we are looking to establish a register of Society.

*Members who would be interested in providing work experience for students with the possibility of future employment opportunities, please register your interest with CEO, Garry Topp. ●*

## Have Gavel, Will Travel

Most Auctioneers help various charities and organisations by doing fundraising auctions but Nick Baranikow of Brock Harcourts (past President of the Society 1999, 2000, 2001), Adelaide, had to travel a bit further than just across town for a special one.

**On Thursday 12<sup>th</sup> July, Nick flew up to Moomba** in the far north-eastern corner of the State with Wayne 'Flipper' Phillips, former coach of the SA Redbacks state cricket team, to help raise funds for a rare medical condition, metachromatic leukodystrophy, or MLD. MLD is a progressive genetic disorder for which there is no cure.

Sadly, one of the process workers at Moomba, Matt Laursen, recently lost his young daughter Mikayla to MLD.

The Moomba community was keen to do something to help out.

Wayne Phillips gave a very entertaining and humorous talk and assisted Nick with the Auction of over 40 items, including a highly sought-after signed and framed Geelong premiership jumper which fetched \$4,250.

Result? More than \$14,000 was raised to help support families who have a child with MLD.

**Anyone wishing to make a donation should contact the Australian Leukodystrophy Support Group on 03 9584 7070 or email mail@alds.org.au ●**



Nick Baranikow MSAA

### MAJOR SPONSORS:

**Messenger**  
community news



### KEY SPONSORS:

**adcorp**  
MARKETING COMMUNICATIONS



**LEXUS**  
of Adelaide

**connectnow.**



### ALSO SUPPORTED BY:

**KIRRHILL**  
WINES

**CORSERS**  
SOLICITORS

**<TER>L**  
COMMUNICATIONS

**Advertiser**  
Newspapers

**LawSoft**  
LAWSON PUBLISHING | ACN 088 958 024

**Miller**

**Livestock Markets Limited**