

GAVEL & GLASS

DECEMBER 2018

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



Contents

**Auction
Clearance Rate
Last Month
59.25%**

**The Society of
Auctioneers and
Appraisers (SA) Inc.**

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

- Upcoming Events..... Page 3
- President's Report..... Page 5
- Board Report..... Page 6
- 2018 Christmas Drinks..... Page 8
- Marketing Upcoming Auctions..... Page 10
- Golden Gavel 2019..... Page 11
- How to Upload Upcoming Auctions..... Page 12
- 21 Advantages of Auction..... Page 13
- Lexus of Adelaide..... Page 14
- AucDocs (REAFForms)..... Page 15
- FIRB Service..... Page 16
- Upcoming Auctions App..... Page 17
- Rent Roll Sales..... Page 18
- The Form 1 Company..... Page 19
- Form 3 Service..... Page 20
- Sponsors..... Page 21

MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Andrew Monks



Richard Ward



Jarrah Holmes

**About the Society
Click here!**

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Register your
interest now

2019

SAVE THE DATES

The Society of Auctioneers & Appraisers (SA) Inc

NETWORKING NIGHT FOR UNDER 27S | THU 24 JAN @ 5:30PM
hosted by Matt Smith (Klemich Real Estate) and the Board of the Society

- Network with High Achievers
- What specific training do you want for Under 27s?

All members
requested to attend

FORM 1 & CONTRACT WORKSHOP ADELAIDE | THU 7 FEB @ 9:30AM
presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

2019 GOLDEN GAVEL LAUNCH | THU 21 FEB @ 5:30PM

Join us at the Launch of the 2019 Golden Gavel Launch!

Nominate now at: <https://bit.ly/2N29dbz>

LAND AGENT'S THREATS WORKSHOP | THU 28 FEB @ 9AM

presented by Past President Wayne Johnson

- How to run a viable business with a long-term future
- Is your business structured to remain profitable and sustainable?

BREAKFAST OF CHAMPIONS | THU 7 MAR @ 7:30AM

location: Lexus of Adelaide on West Terrace

- Join us at our popular Breakfast of Champions series
- Exciting Speakers TBA!

COONAWARRA FORM 1 & CONTRACT WORKSHOP | THU 11 APR

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

2019 GOLDEN GAVEL AWARDS & DINNER | THU 30 MAY

Celebrating 27 years of the longest running Auction competition in the Southern Hemisphere

You are invited to celebrate the achievements of the best Auctioneers & Appraisers of Real Estate, General, & Livestock.

BERRI FORM 1 & CONTRACT WORKSHOP | THU 18 JULY

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!

PT LINCOLN FORM 1 & CONTRACT WORKSHOP | THU 1 AUG

presented by Chris Gill and CBS Authorised Officer David Sedgwick

- Form 1 & contract issues pitfalls ALL EXPLAINED!



WWW.AUCTIONEERS.COM.AU | (08) 8372 7830 | SOCIETY@AUCTIONEERS.COM.AU

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Upcoming Events

**THU 24 JAN 2019
530PM**

Cucina North Adelaide

21 O'Connell Street, Nth Adelaide

\$20 per person food incl. Bar at cost

(bring 1-2 friends under 27 for FREE!)

Please book by Thu 17 Jan 2019

All
members
Requested
to attend

UNDER 27S

NETWORKING NIGHT

Hosted by

Matt Smith (Klemich Real Estate) and the Board of
the Society

- Network with High Achievers
- Tell us about your experience so far in Real Estate
- Tell us what specific training you want for Under 27s

WWW.AUCTIONEERS.COM.AU | (08) 8372 7830 | SOCIETY@AUCTIONEERS.COM.AU



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

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President's Report

by Attilio Cavuoto

Another year is nearly gone...
and what a year it has been.

The Society is moving forward in a positive way, encouraging our members to support the fantastic events that have been put on this year - Breakfast of Champions, cocktail parties, Chris Gill's Form 1 Workshop with CBS, Form 1 company sponsored Golf Classic - which was the most attended with over 90 players! This was the Society's best ever attended day.

Our End of Year Christmas Drinks at the Oyster Bar Holdfast Shores was a lovely night of socialising and sensational food that was provided - another well-attended event by approx 50 people!

Looking to 2019...

The 1st event of the year is on Thursday January 24th - which is the **Networking Event targeting Under 27s - ALL MEMBERS ARE ENCOURAGED TO COME.** The event will be held at Cucina North Adelaide from 5:30PM. Tickets are \$20 each..bring a friend or 2 **Under 27 FOR FREE.**

More training will be provided in 2019 and I also encourage all **Real Estate, General and Livestock Auctioneers & Appraisers** to participate in our **Golden Gavel 2019** which will begin on 1st December. We encourage **ALL COUNTRY MEMBERS TO PARTICIPATE!**

We are currently conducting a survey for legislation review to the government. We encourage all members to participate in the survey and please let us know if there are any issues you'd like us to address.

**I wish everyone a Merry Christmas and a Happy 2019.
Looking forward to catching up in the New Year!**



Attilio Cavuoto - President

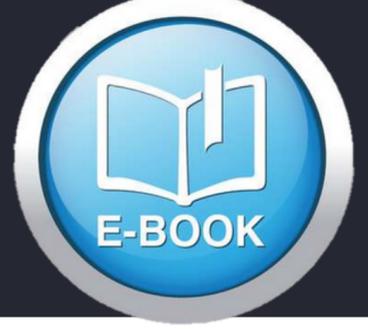
**Click here
for the
Nomination
Form**

**Conditions
of Entry**



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Member communication and Social Events Board Report



Andrew Monks

Due to overwhelming success of the 2018 Society Golf Classic sponsored by Chris Gill Form 1 Company at Mount Osmond Golf Club, we will be once again holding this event out at Mount Osmond with the Form 1 Company kindly confirming sponsorship again for 2019, please put this date in your diary to be sure not to miss out! - [Friday 11th October 2019](#)

COUNTRY, GENERAL & LIVESTOCK AUCTIONEERS

Nominations are now open for performances between 1st December 2018 – 30th April 2019 for your chance to win a share in \$3000 cash prizes and the opportunity to raise your profile and public image by becoming the 2019 Golden Gavel Country, Livestock and/or General Auctioneer of the year.

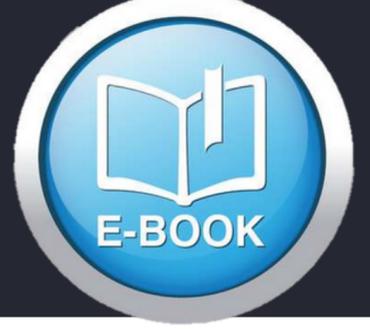
1. Judged live in the field via Facebook upload!
2. Nominate prior to your performance or 28th February 2019.
3. Perform Anytime from ~ 1st December 2018 to 30th April 2019.
4. Not happy with it? upload as many auctions as you like, only the final upload will be judged!

**2019 Golden
Gavel LIVE!**



**Click here
for the
Nomination
Form**

**Conditions
of Entry**



Country Real Estate & Auctions Board Report



Geoff Watts

IN THE SOUTH

Over the past 6/8 months we have seen very little property come available generally but what has been out there has generally received excellent enquiry, almost all auctions conducted have sold there and then on the day at above expectations to spirited competition or within 7 days of Auction. **The values for grazing land, in particular, have enjoyed an increase of 10 -25 % and in some cases more than the same time last year.**

Demand exceeds supply 10 to 1. However, it is still 'difficult' often to secure funds to assist in a purchase with the major lenders wanting to hold all the cards and more. They are doing their calculations on a borrowers ability to service at 25 % less than budgeted productivity and at interest of 7.5%. **One almost has to prove that you don't need the money before they will give it to you!**

Generally though if we can get them for sale we can sell them readily. There have also been a few off market sales conducted at good rates, **but I still think they would have done better at Auction!**

I suggest supply will continue to be tight for the next 12 months and enquiry will remain high.

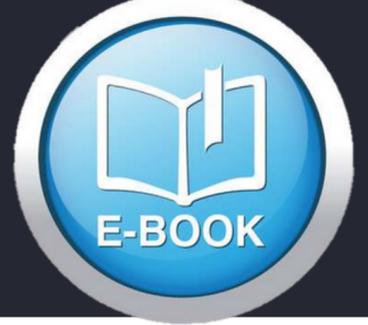
Much the same story in the North and YP as there have been some amazing results of sales on the YP, and pastoral land continues to be in demand even in spite of the continued dry conditions.

Would all of our city cousins please pray for rain for the Northern boys, and hopefully 2019 delivers in gallons.

Generally harvest will be over quickly in most areas as the "quantity " just won't be there. A tight spring and a few widespread frosts have reduced areas considerably. **We can't complain at all in the South, most will have good yields and very good prices for the grain.**

All the very best for the festive season and the new year. Kind Regards, Geoff





Real Estate Auctioneers & Appraisers Board Report



Jarrah Holmes

Professional Development is foremost in our minds for 2019 with the new initiative of encouraging Under 27 Members to events and specific Training for younger Members.

We will host an Under 27 Networking on Thursday 24th January at Cucina Restaurant North Adelaide 5:30pm to 7:30pm hosted by Society Vice President, Matt Smith from Klemich Real Estate.

We are offering tickets for \$20 and bring two friends Under 27 with you at the same cost (ie 3 tickets for \$20) . This will cover exquisite tasty Italian food and the bar will be open for anyone who would like to purchase a drink or two. **Matt will survey the attendees on their experience so far**

in Real Estate and gain insight into the type of training that may assist during 2019 and beyond.

These events are invaluable when you get the opportunity to **mix with high achievers** and other young practitioners who are new to sales and auctions.

We are planning a Contract & Form 1 Update on Thursday 7th February. These Workshops hosted by Society Trainer Chris Gill are very informative and presented in plain English language to give Members a full understanding of the issues Agents face on a daily basis. The Q&A format has proved very popular with many issues from the legislation explained as to the intent and likely ramifications of noncompliance.

Our Breakfast of Champions series is where we get super high achievers to spill the beans of how they write sensational figures with tips to newcomers into the Industry. These are held at the state of the art Lexus Showrooms in West Terrace Adelaide and are an invaluable way to get new ideas to compliment your practice as an Auctioneer or Appraiser. **The next one will be held on Thursday 7th March – don't miss this one, wait until you see who the speakers are!**

Our inaugural Land Agents Threats was presented this year by Society Past President Wayne Johnson and was a raging success. Its all about **how to run a viable business with a long-term future** and is for Principals & Sales Consultants running a business within a business. A comment after the last session was **"This is Gold – I never knew how to look at and analyse my business with such amazing insight into what I was actually doing"** We will present this workshop again on Thursday 28th February next year. All Principals and Sales Consultants should attend!

The Golden Gavel has been instrumental in raising the professional standards of practitioners in South Australia. Its open for Real Estate, General & Livestock Auctioneers, all you have to do is stream a live performance onto the Society's Facebook its that easy! [Details on the Web \(Auctioneers.com.au\).](#)

Let's make 2019 bigger and better by every Auctioneer & Appraiser both City & Country entering and having a go! Next year there will also recognition for the **highest price Private Treaty Sales** so everyone, no matter how you choose to sell Real Estate, can have due recognition.

You can enter now! Performances and entries are accepted from 1st December 2018 for recognition at the Awards Dinner on Thursday 30th May 2019 at the Italian Club in Carrington Street.

Getting back to the Under 27 Members from now on you will receive a 20% discount at all Training Events held by the Society, this will be announced at the Networking evening on 24th January.

In the meantime, if you have any suggestions or request regarding real estate, I'm your man – Jarrah Holmes Tel 0430 145 991

**Click here
for the
Nomination
Form**

**Conditions
of Entry**

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2018 Christmas Drinks

After raining all day, as Michelle, Rebecca, and I arrived to set up with the sponsors banners...you wouldn't believe it! Blue skies and the sun came out!

It was the perfect backdrop for the Society's End of Year Christmas Drinks Celebration for members, sponsors, and guests.

It's been several years since we've been to the Oyster Bar for Christmas. The food has always been sensational – **but this year it appeared even better with the most succulent Oysters I've ever tasted, plenty of squid, prawns, antipasto, and spring rolls – a feast set for a King and Queen.**

We made a presentation to Sharon Gray for our Charity of Choice, the Cody Gray Foundation of funds raised at our Form 1 Company Golf Day back in October.

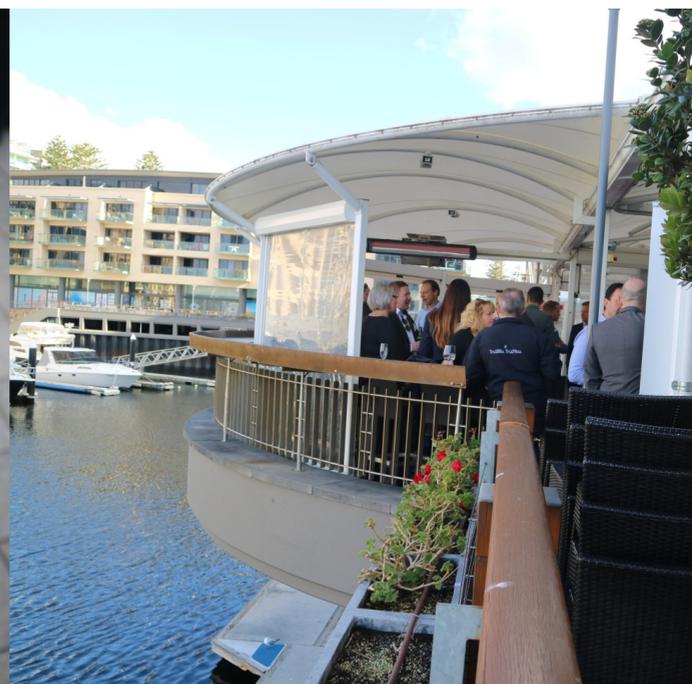
The President, Attilio Cavuoto, addressed the group and giving his best wishes for 2019 and beyond!

Special guests included: John Darley M.L.C, Gary Johanson (recently retired Mayor of the city of Port Adelaide and Enfield) and **Sponsors included:** Tonino Rapuano and John Talbot from Lexus of Adelaide, Darren Read from Read Brothers, Chris Gill from the Form 1 Company, Marc du Plessis from the du Plessis Art Gallery, and Sam Bowden and Damien Burchell from Bowden Print Group.

On the whole, a great night which officially ended at 8pm!
However, several guests were still partying on until midnight.

MERRY CHRISTMAS TO ALL!

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



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2018 Christmas Drinks



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Marketing Upcoming Auctions

Sales Consultants/Agents

Are you marketing your Auctions on the Society's free upcoming Auctions App?

- Use your smart phone to search for upcoming auctions by
 - Agents
 - Auctioneer
 - Date
 - Suburb

SALES

Many Properties have been sold with the Buyer seeing your property on the 'UPCOMING AUCTIONS APP'

INSTANT UPDATE

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

AUCTION RECORD

When you enter the result after an auction the results appear on the Society's web page

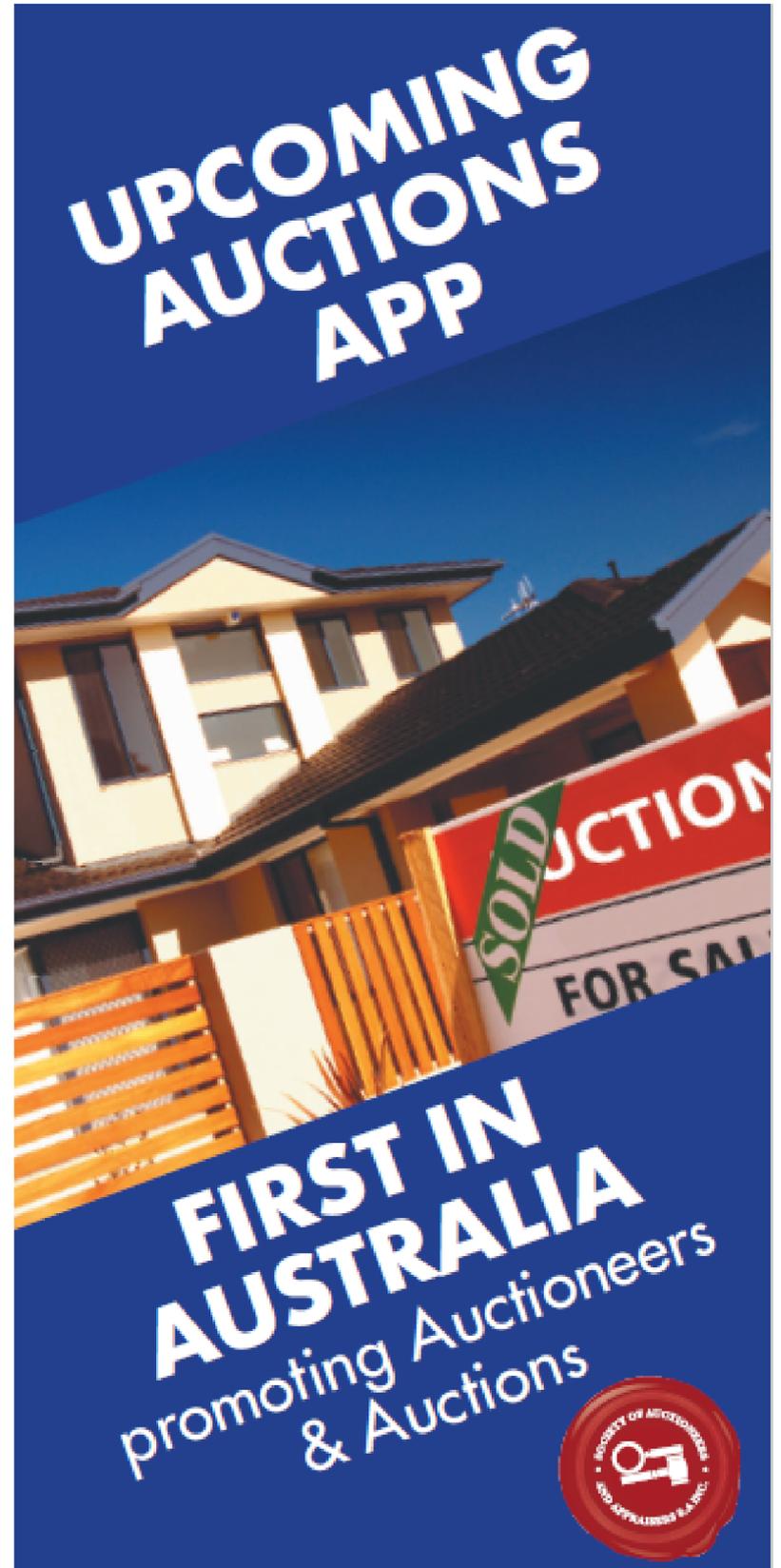
DATA SUPPLIERS

When data suppliers ring the Agent & Auctioneer for the results – refer them to the Society Web Page and ask them to stop calling you!

Our website shows instant Auction results and the latest four auctions completed will appear on our home page.

Auctioneers will receive an email 30 minutes after the Auction time requesting the result. A reply to that email will instantly update our completed auctions panel on www.auctioneers.com.au

OR



Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time.

When data suppliers ring the Auctioneer or Agent on Saturday night for results, simply refer them to the Society website and take a rest after working all day.

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Golden Gavel 2019

Click here
for
Conditions
of Entry



Click here
for
Nomination
Form

Senior Real Estate, General & Livestock

1. Judged live in the field via Facebook upload!
2. Nominate prior to your performance or 28th February 2019.
3. **Perform Anytime from ~ 1st December 2018 to 30th April 2019.**
4. Not happy with it? upload as many auctions as you like, only the final upload will be judged!

Rising Stars

You will be judged at a designated location on Wednesday May 15th 2019.
Nominations must be in by 28th February 2019.



Brett Roenfeldt, Sam Alexander, Richard Ward

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UPCOMING AUCTIONS

How to Upload...

Our Upcoming Auctions **Free** app report Society member's Upcoming Auctions and the public can use their Smartphone to search for Upcoming Auctions.

They can search with ease and drive around and see what's happening and **search by Auctioneer, Agent, Suburb, Date or Time.**

The moment you add or update an auction to the website, the app will adjust accordingly.
Please ensure all your upcoming auctions are posted on our website the minute they are listed.

We are aware of an instance where the buyer at an auction found the property on our Upcoming Auctions App,
 and **it is free to use for Society members.**

Please ensure you or someone in the office puts your Upcoming Auctions on the website the minute they are confirmed.

Step One

LOG IN

'Member Sign In' at www.Auctioneers.com.au with your username and password (if unsure or forgotten, please contact us at 8372 7830).

Step Two

MAINTAIN AUCTIONS

Click 'Members Only' (Top left corner) and 'Maintain Auctions' in the drop down menu.

Members Only

Join The Society? [Register](#)

- Member Files
- Best Practice Procedures
- Proxy bidder authority for agent
- Proxy bidder authority
- Maintain Auctions
- Logout

Step Three

AUCTION TYPE

Choose the type of Auction (Property, General, or Livestock) and enter all relevant information and click save!

Example of Property Auction entry page

After each auction, you will receive an email 30 minutes after the Auction – requesting the auction results.

This email will provide a link to the page where you can update your result – this also updates the 'Completed Auctions' panel on our webpage.



Upcoming Auctions
 &
 Auction Results
 on
Auctioneers.com.au

SOCIETY OF AUCTIONEERS & APPRAISERS (SA) INC.

Contact Us

22 Greenhill Road, Wayville SA 5034
 P: (08) 8372 7830
 F: (08) 8372 7833
 E: society@auctioneers.com.au
 W: Auctioneers.com.au

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.

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!

- 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.

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

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1.99% comparison rate is available to approved personal applicants and 0.99% annual percentage rate is available to approved business applicants of Lexus Financial Services for the financing of new selected CT, IS, RC, RCF, GS, GSF, RX, ES (up to and including June 2018 production), LS & LC models (up to August 2018 production). Excludes ES (from July 2018 production) onwards, RCF & GSF 10th anniversary models, demonstrator and loan vehicles. Finance applications must be received between 10/9/2018 and 31/10/2018 and vehicles must be registered by 31/10/2018 and loan contract settled by 5/11/2018. Offer not available to government, Lexus Corporate Programme or rental customers. Maximum finance term of 48 months applies. Terms, conditions, fees and charges apply. Lexus Financial Services reserves the right to change, extend or withdraw an offer at any time. Comparison rate based on a 5-year secured consumer fixed rate loan of \$30,000. WARNING: This comparison rate is true only for the example given and may not include all fees and charges. Different terms, fees or other loan amounts might result in a different comparison rate. Lexus Financial Services is a division of Toyota Finance Australia Limited ABN 48 002 435 181 (AFSL and Australian Credit Licence 302536).

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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

RESIDENTIAL SALES AGENCY AGREEMENT

The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agrees that the appointment is subject to the terms as set out herein.

VENDOR Mr and Mrs Seller

E-mail 1 _____
E-mail 2 _____
ABN _____

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

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Designed by Agents for Agents
www.auctioneers.com.au

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for details

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FIRB Services

Instruction Authority & Tax Invoice FIRB Application Service and Advice

Payment to *Corsers* Lawyers Pty Ltd ABN 38 132 171 227

I _____

of _____

email _____ mobile _____

hereby request and instruct *Corsers* Lawyers to apply for FIRB approval in relation to a Contract to purchase property located at:

Corsers agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.

Signed _____

Dated ____/____/20__

Date of Invoice: ____/____/20__

It is acknowledged that the services are the date of invoice.

Payment by credit card

Card

Visa

Mastercard

**Corsers now
provide a full FIRB
service to Agents to
refer Foreign
Purchasers to.**

**DOWNLOAD
FORM**



**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

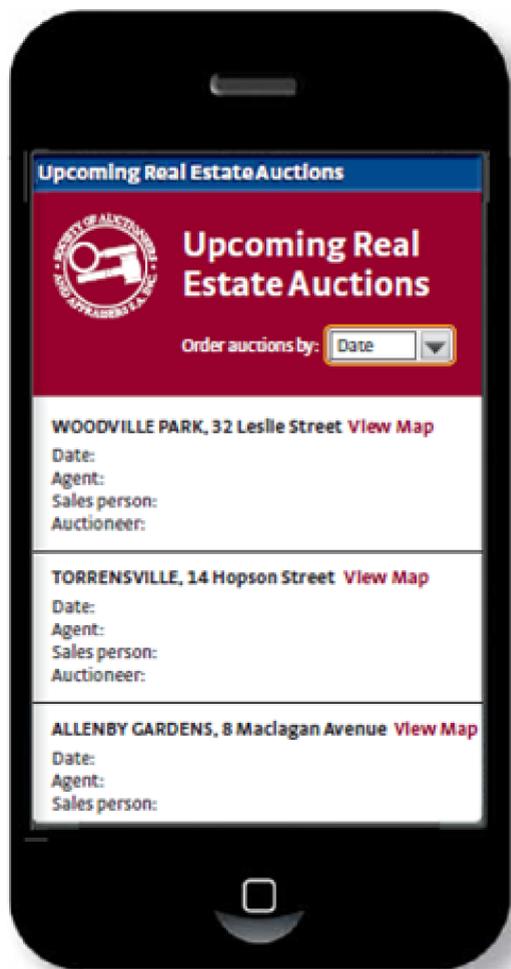
The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

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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

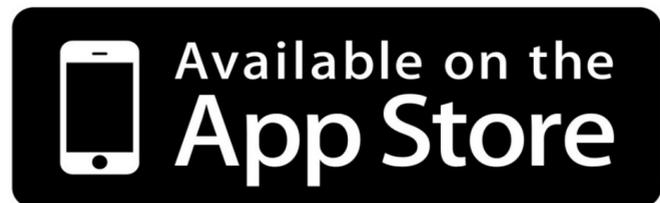
INSTANT UPDATE

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

LIST

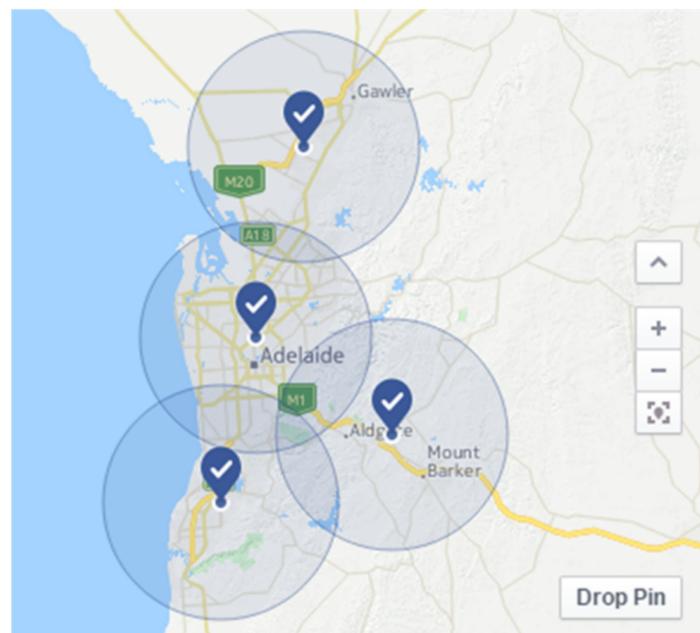
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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.

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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.

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