

GAVEL & GLASS

MARCH 2019

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



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Click here!**

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

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

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MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes

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Upcoming Events

Society of Auctioneers & Appraisers (SA) Inc

BREAKFAST of champions



ADELAIDE



Brenton Ilicic

EYS Auctions - Founder & Director

He leads a team of 7 specialist Auctioneers who facilitated over 1,300 Auctions in the 2019 Calendar year.

Over the last 12 months, certain pockets of Melbourne have experienced a rapid 30% decline in property prices & Brenton will discuss his experiences, systems & processes to combat a down-turning market.

Brenton trained & got his Real Estate & Auctioneers Licence in South Australia!

Many Sales Consultants have not worked in a declining market...

Brenton will show you strategies:

- to reignite buyer interest
- upstage your negotiating skills to respond to the current tough market

NEW DEVELOPED STRATEGIES

- Educating Vendor in respect to Market
- Setting reserves that are most competitive
- Process from booking to Auction Day
- Communication with Sales Consultants & Vendors
- Techniques during the Auction to extract the most from bidders
- Mid-Auction Negotiations
- Strategies for Sales Consultants to convert Stale private treaty listings for Auction
- Effective utilization of Gavl online Auction streaming

At our Breakfast, Brenton will be elaborating on how to convert more Open for Inspection attendees into active bidders at Auction and how to inspire your vendors to set their reserve at competitive levels in a declining market.

Thursday 7th March 2018
7:15am for 7:30am Breakfast
7:50am On the Air!

Lexus of Adelaide | 164 West Terrace, Adelaide

\$36 per member, or bring a friend!
2 or more tickets for \$30 each

(Non members are invited to join prior to attending)

Bookings by Friday 22nd February

<https://bit.ly/2GY8HK8>



Sam Alexander

Klemich Real Estate

At 22...how I got confidence of vendors

- My First Days in Real Estate
- How I got established
- Why I chose a career in Real Estate
- Is it for everyone?
- How i created a database of my own
- How i fast-tracked my new career

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



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Upcoming Events



Government of South Australia

Consumer and Business Services



ADELAIDE

Form 1 & Contract Workshop

with Consumer & Business Services

Chaired by Society Trainer, Chris Gill,
with CBS Authorised Officer David Sedgwick
from Consumer & Business Services
(Compliance & Enforcement Operations)



ALL EXPLAINED!

Form 1 and Contract Issues & Pitfalls

- Capital gains withholding
- GST withholding
- Stamp duty exemption for commercial
- Form 1 re-serve or not
- Asbestos, EPA, planning approvals
- Building indemnity insurance

THURSDAY 28th March 2019
9am for 9:30am start
to 12 noon (Approx)

.....

Arkaba Hotel
150 Glen Osmond Road
Fullarton SA 5063

.....

Members and employees \$44
(groups of 3 or more from the
same office \$37)

*Non members are invited to
join in order to attend*

.....

BOOK BY
Friday 8th March 2019

CLICK
HERE

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

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Upcoming Events

★ *Property Management Workshop*

LISTING SUCCESS AND GROWING THE RENT ROLL

Presented by
Rachel Coulter

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



- Convert that fee enquiry into an appraisal
- Armed and dangerous against your competitor!
- Don't buy a rent roll - GROW IT!

**Come Join us
at our first
Property
Management
Workshop!**

Friday 5th April 2019 | 8:30am for 9am start
Arkaba Hotel | 150 Glen Osmond Road, FULLARTON
Members \$49 (groups of 2 or more from the same office \$42)
Non-members are invited to join prior to attending
Book by Wednesday 27th March 2019

The Society of Auctioneers & Appraisers (SA) Inc
E: admin@auctioneers.com.au

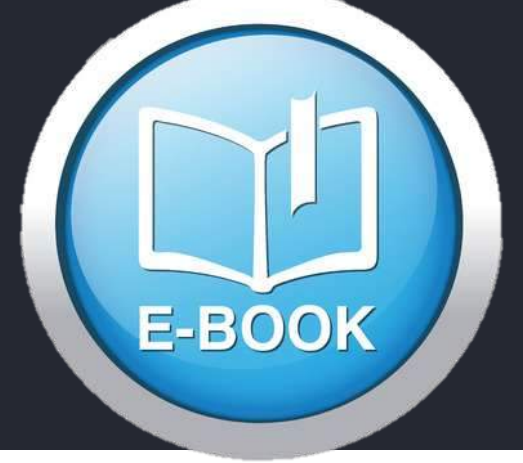


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Member communication and Social Events Board Report



Andrew Monks

What a great event and a wonderful launch of the newly named Domain Golden Gavel!

The launch was very well attended with an excellent representation of both Real Estate and General Society Members.

Hosted at The Gallery on Waymouth St Adelaide, guests were welcomed with a wonderful selection of canapés and beverages. The night kicked off with a warm welcome and launch of the 2019 Golden Gavel by the presiding Golden Gavel trustee Oren Klemich.

Following Oren was Vice President Matt Smith, Klemich Real Estate, who delivered the announcement of Domain as the new key sponsor for the Society.

The board and committee thank all members who attended.

With the Domain Golden Gavel now launched we look to the submission of all auctions from entrants across all categories.

Remember to live-stream your auctions up to the website by 30th April 2019!
We wish you all the best with your entries and auctions!

Other upcoming events for entry in members diaries are –

- Breakfast of Champions | Thu 7th Mar
- Adelaide Form 1 & Contracts Workshop | Thu 28th Mar
- Property Management Workshop | Friday 5th Apr
- Coonawarra Form 1 & Contracts Workshop | Thu 30th May
- Coonawarra Land Agents Threats Workshop | Thu 30th May
- Domain Golden Gavel Rising Star Heats | Wed 8th May
- Domain Golden Gavel Awards & Dinner | Wed 22nd May
- Berri Form 1 & Contracts Workshop | Thu 4th July
- Port Lincoln Form 1 & Contracts Workshop | Thu 1st August

We look forward to your continued support at all functions.

Any feedback you may have on either past or future functions or events please feel free to contact me.

Andrew Monks M.S.A.A.

Board Member

**2019 Domain
Golden Gavel LIVE!**



Domain

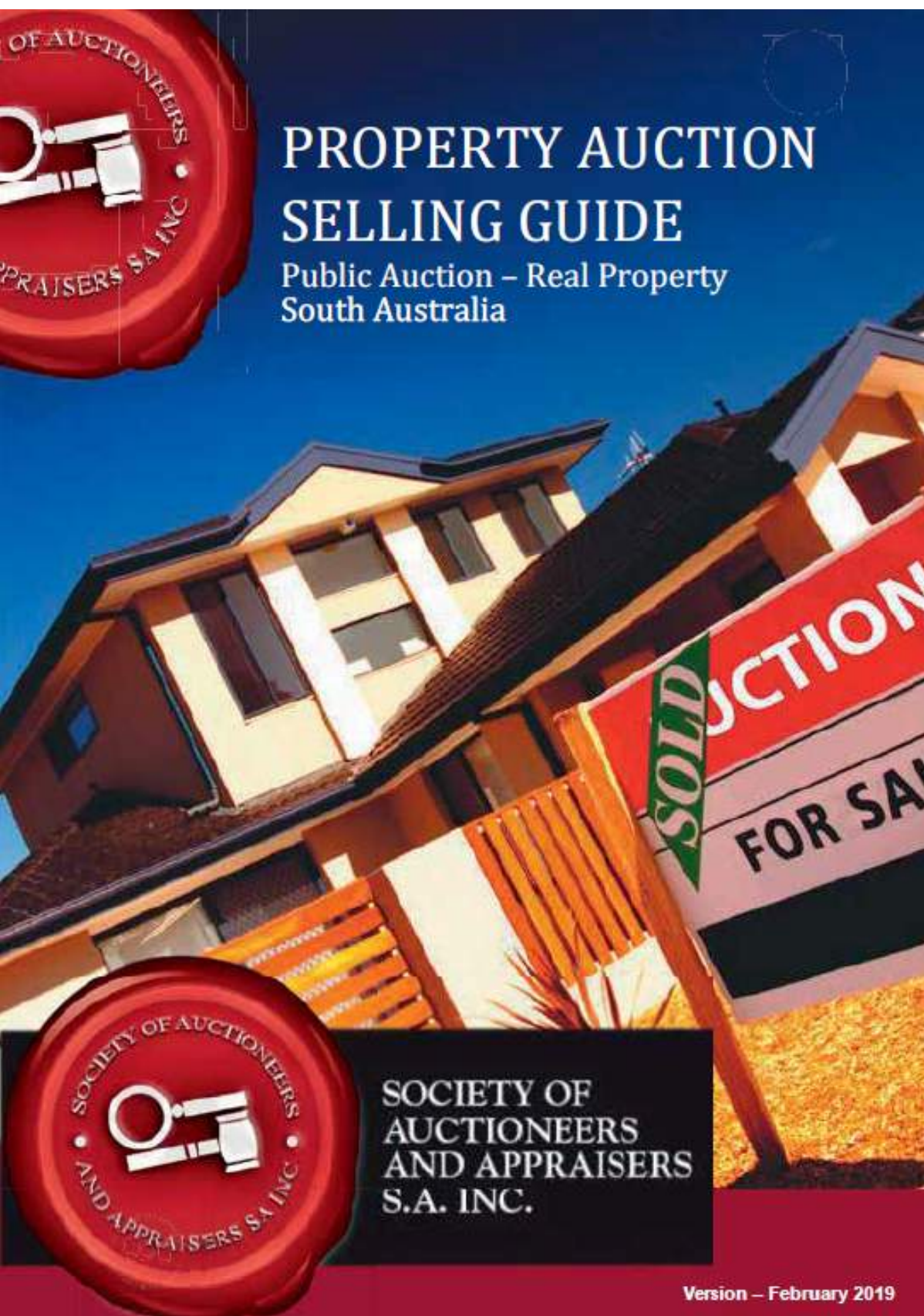
Domain is a strong Digital Property Portal for residential Real Estate in Australia. The brand was born as the real estate classified of Fairfax's Sydney Morning Herald and The Age newspapers. It became an online classified for real estate in 1999.

Previously owned by Fairfax, Domain Group was listed on the ASX in November 2017 and today remains a publicly listed company with Nine, Now a combination of Fairfax and Nine Entertainment Company as major shareholder.

Domain has become a strong partner to the real estate industry in SA, particularly over the last 5 years. With an exceptional team led by Kirsty McDowall, Domain has established genuine partnerships with agencies. Also, strong brand campaigns and sponsorships with the Adelaide Crows and more recently the Australian Men's Test team has meant that a growing number of South Australians are using the website and mobile app to assist them finding their next home. **The Society of Auctioneers & Appraisers(SA) Inc. is excited to announce that we have signed a Sponsorship with Domain to sponsor the Society as Major Naming Rights Sponsor, such that the Golden Gavel will now be known as The Domain Golden Gavel.**



Property Auction Guide



The Society has a burning desire to raise the profile of Auction in South Australia. Many Top Sales people use Auction very effectively in marketing Real Estate. But many don't! The Society released a 20 page booklet as a guide to Private Treaty Agents to make it easy to use Auction.

It covers everything from...

- 1 | Listing a Property for sale by Auction
- 2 | Marketing Collateral available to Society Members
- 3 | How to run a successful Auction Campaign
- 4 | Buyer Awareness Program
- 5 | Reserve meeting within 24 - 48 hours before Auction
- 6 | Documentation
- 7 | Bidding
- 8 | Briefing between Agent & Auctioneer
- 9 | Briefing of potential Buyers
- 10 | Auction Clerk's responsibilities at the Auction
- 11 | At Auction
- 12 | After the Auction
- 13 | Common Questions
- 14 | Relevant Issues

**Booklets are available to Members
please contact us at 8372 7830**

Wallmans

Lawsoft, the creators of AucDocs is delighted to announce that Wallmans Lawyers has been appointed by Lawsoft in the legal and compliance aspects of the Society forms online with Real Estate Australia Forms - known as AucDocs)

Mark Kurtze will continue to manage questions from members with Garry Topp at the Society and Brian Paris from Wallmans also working with Agents queries.

Wallmans will be the legal advisory firm for member's questions on compliance and Society Contract and Agency issues and other property matters.

Wallmans is an Adelaide icon with a 110 year history in servicing the law and property markets in South Australia as a well respected and large full service firm.

The Society welcomes Wallmans and looks forward to working with them in the future.



Domain Golden Gavel Launch

The 2019 Domain Golden Gavel Live was launched at the trendy bar at 30 Waymouth Street, ADELAIDE, known as 'The Gallery'. The service, food and drinks were outstanding keeping up the Society's high standard of events associated with the Domain Golden Gavel.

Society CEO Garry Topp welcomed guests and reiterated how a delegation from the Supreme Court of Beijing had recently come to South Australia to learn about Auction from the Society. They could have gone anywhere in the world which demonstrates that the Society really now has an International presence with expertise in all facets of Auction.

Garry acknowledged special guests including Hon John Darley Member of the Legislative Council great supporter of the Society, Gary Johanson, Previous Mayor of Port Adelaide & Enfield, from Wallmans Lawyers, Scott Lumsden, Brian Paris, David Dercho, Rebecca Vasey, from Domain Jeroen van de Peppel, Kirsty McDowall & Matt Lipari, Wade Sander from Lexus of Adelaide, Sam Bowden representing the Bowden Group, John Morris Real Estate Training College, Mark Kurtze From Lawsoft REA Forms & (AucDocs), Brett Roenfeldt current Golden Gavel Winner & REISA President, Richard Ward current Golden Gavel General Auctioneer, Sam Alexander current Rising Star Winner, Chris Gill from Form 1 Company, Marc du Plessis du Plessis Auction Gallery, Immediate Past President & Board Advisor Victor Velgush, Golden Gavel Trustee, Mr Oren Klemich, Society Patron Mr Paul Henry.

With apologies from The Deputy Premier and Attorney General, Hon. Vickie Chapman MP, The Speaker of the House The Hon. Vincent Tazia, Anthony & Sylvia Toop, Martin Haese BusinessSA.



Domain Golden Gavel Launch

Garry welcomed previous Golden Gavel winners Oren Klemich, Paul Henry, Brett Roenfeldt, AJ Colman and Bronte Manuel.

President Attilio Cavuoto introduced the Board and outlined upcoming events being Land Agents Threats Workshop, Breakfast of Champions, Form 1and Contract Workshop and the Property Management Workshop all to be held within the next 6 weeks. Culminating in the Domain Golden Gavel awards and dinner to be held on Wednesday 22nd May with guest's celebrity's cricketer Wayne Flipper Phillips and Melbourne cup winning jockey John Letts. Next on the microphone was Domain Golden Gavel Trustee Oren Klemich who outlined the procedure to nominate for Senior, Rising Star, General & Livestock. Oren outlined his experiences as a Golden Gavel winner himself and experiences from his own business selling Real Estate and utilising the Auction marketing method to get the best results possible for his clients.

Oren then handed over to Vice president Matt Smith, with 3 substantial announcements propelling the Society into the future enhancing our image, status and credibility. These included the releasing of the "Property Auction Selling Guide", Lawfirm appointment of Wallmans and the naming of Domain as Major naming rights sponsor such that the Golden Gavel will now be known as the Domain Golden Gavel Live.

Jeroen van de Peppel responded on the appointment and both organisations now look forward to a vibrant future where the two key organisations work together to enhance benefits to members and their respective clients.

The evening ended in a business card draw where the winners were Lyn Chow and Damian Dercho and the serious members of the group moved up to the rooftop bar on Level 3 for further networking and celebrating the launch of the 2019 Domain Golden Gavel Live.



Domain Golden Gavel Launch



Land Agents Threats Workshop

How to run a viable business with a long term future was presented by Past President Wayne Johnson at the Arkaba on Thursday the 28th February 2019. Wayne has experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO and risk management consultant. Wayne has an MBA - Bachelor qualification in property and is a qualified workshop trainer. The workshop presented in an easy to digest manner examples of multiple scenarios demonstrating the effect on the net profit level of various gross returns, sales commission structures and the growing level of referral fees paid to intermediaries.

The Workshop covered the notion of adequate compensations for business owners, the critical margin of gross profit and sales staff remuneration including the impact of the new award introduced in 2018 with the focus on learning how to calculate activity necessary to maintain break-even point with respect to private contacts, listing opportunities, actual listings and sales. With scenario analysis on desk cost per sales person and break-even point for sales.

What did you gain from this presentation?

Understanding business planning at a much higher level; to watch leakage and how to calculate the true costs on running a business; yes, understanding in detail components of profitability and the extent on the impact of the bottom line; yes, agent planner.

What did you like the most? Answers were, staff structure and BEP; level of detail, how to calculate operational analysis.

What else would you like covered? Answers were, Property Management structure and KPI's; more real life case studies; more of the same over a longer period; ideas on approving operating cost efficiencies.

What would you tell others of the main benefit



of this workshop? informative guidance on fully understanding your business; how your office is tracking at all times; you will learn something even if you already have a good understanding of accounting and finance; it will give you the skills to conduct a detailed financial analysis; helps understand what the numbers mean; the realisation there are genuine easy tools to help your business.

Please attended as many Society workshops as you possibly can to further your knowledge to help us advance the professionalism of practitioners in South Australia such that we all become the best in the country!

Form 1 & Contract Workshop

Our first Form 1 and Contract Workshop with Consumer and Business Services was held on Thursday 7th February at the Arkaba shared by Society trainer Chris Gill with CBS authorised officer David Sedgwick and Denis Moro. Previous workshops on Agency and Legislation has seen 400 + Society members attend last year.



This workshop was concentrated on, Contract and Form 1 Issues and pitfalls, Capital Gains Withholding, GST Withholding and issues like Form 1 re-serve or not, asbestos registers, environmental planning authority, planning approvals and building indemnity insurance. Other issues included selling for companies and how to insure the company in fact exists, correct Vendor names when handling a Power of Attorney and how the Vendor is when they are an executor of an estate, Probate Issues, Family Trusts, Super Funds, Trustees, issues regarding risk and who is responsible if the HWS breaks down, GST implications and use of the margin scheme, GST issues when a developer sells to a developer, planning approvals, seeking retrospective approval, improvements without council consent, insurance issues where tenants contents are vulnerable during open inspections, Foreign Investments review board approvals and with electronic signing if purchasers signs electronically the Vendor cannot also sign electronically as the Vendor must sign the exact document.

David Sedgwick pointed out that your Trust Account must be a statutory trust account as if it was just an ordinary account, marked trust account, it would be in breach of the legislation and when scanning files, scan absolutely everything, not just the main documents as CBS can arrive at any time and download your files. He also reminded us all that with Property Management everyone must be listened by September 2019.



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Form 1 & Contract Workshop

Critiques

Did you gain anything from this presentation?

- I didn't know there were so many pitfalls; Understanding ways to add clauses to cover unusual circumstances; Yes, Chris is a good presenter, easy to talk to and explains in a way that people understand; The content of this workshop was excellent as it applied to the legislation.

What did you like the most?

- Quality content, professional and precise presentation from a very knowledgeable presenter; Real life examples and the clarity of the answers; The necessity to double check your Form 1; The GST and margin scheme, I now know what I am doing.

What else would you like covered?

- Perhaps some case studies from CBS; More information on overcoming errors in paperwork; Next time I would like copies of the Form 1 and Contract on the seat for easy reference; Nothing, extremely well covered. All aspect of Real Estate practice.

What would you tell others as the main benefits of this Workshop?

- Excellent delivery of the most pertinent of everyday aspect of Real Estate Law and Contracts; Well worth attending, should be mandatory; Understanding broader issues that we often don't learn about as they are outside of our training scope; I am now up to date and appreciate the Form 1, requirements are constantly changing; As an agent of 8 years experience I still learnt plenty today.

Due to the overwhelming success of this Workshop, we are holding another Contract and Form 1 Workshop at the Arkaba on the Thursday 28th March 2019. So if you haven't already attended a Contracts and Form 1 workshop this could be your chance to bring yourself right up to date with all the issues that affects Real Estate practice in South Australia.

We will hold a Property Management workshop on Friday 5th of April 2019, Contract and Form 1 Workshop at Coonawarra on Thursday 30th May, Contract and Form 1 Workshop in Berri on Thursday 4th July 2019 and Port Lincoln Thursday 1st August 2019.



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esigning with reafoms

Common Misunderstanding with esigning in reafoms online (Aucdocs)

If you are esigning a Contract (or other form) in part only then you need to be aware the esigned document must be printed with esignatures on it and then counter signed by hand if someone is not esigning.

A Contract esigned by 1 party (or less than all) cannot be held separately and then “combined” with a separate Contract that is signed by hand in biro that does not contain the esignatures.

The esigned Contract and the counter signed Contract (by hand) must be the one document and treated no differently than a Contract signed by hand.

So if a Contract (or indeed any other form) is in part esigned, then print the esigned Contract and get that printed esigned Contract countersigned by hand.

A Contract document must contain all the signatures.

No witnessing provisions are in esigned documents or the signing areas. No witness signature is required for a Contract at law.

If users print a Contract for normal signing and it is signed by one party then esigning in part will not be able to be used.

Mark Kurtze
Private Law Consultants
www.rprivatelaw.com.au

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DOMAIN GOLDEN GAVEL LIVE

Senior Real Estate, General & Livestock Auctioneers (City & Country)

Auctions can now be performed between 1st December 2018 until 30th April 2019

The **DOMAIN GOLDEN GAVEL** has developed and evolved to recognize excellence for all Auctioneers and Appraisers in South Australia.

The **DOMAIN GOLDEN GAVEL** for Real Estate, General and Livestock Auctioneers & Appraisers is the longest running Auctioneering Competition in the Southern Hemisphere and has unquestionably raised the standards of Auctioneering in South Australia and has been the springboard that has fast-tracked the careers of many South Australia Auctioneers & Appraisers.

- You will be judged live in the field by uploading your performance to the Society's Facebook
- [Nominations are now closed](#)
- **You can upload as many auctions as you wish, however, the last one uploaded will be the one that is judged. We suggest you get in early and upload an auction to enter - then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction. You can keep doing this as many times as you wish.**

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Domain Golden Gavel 2019

Click here
for
Conditions
of Entry



Nominations
are
now
Closed

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 8th 2019.
Nominations must be in by 28th February 2019.



Brett Roenfeldt, Sam Alexander, Richard Ward

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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

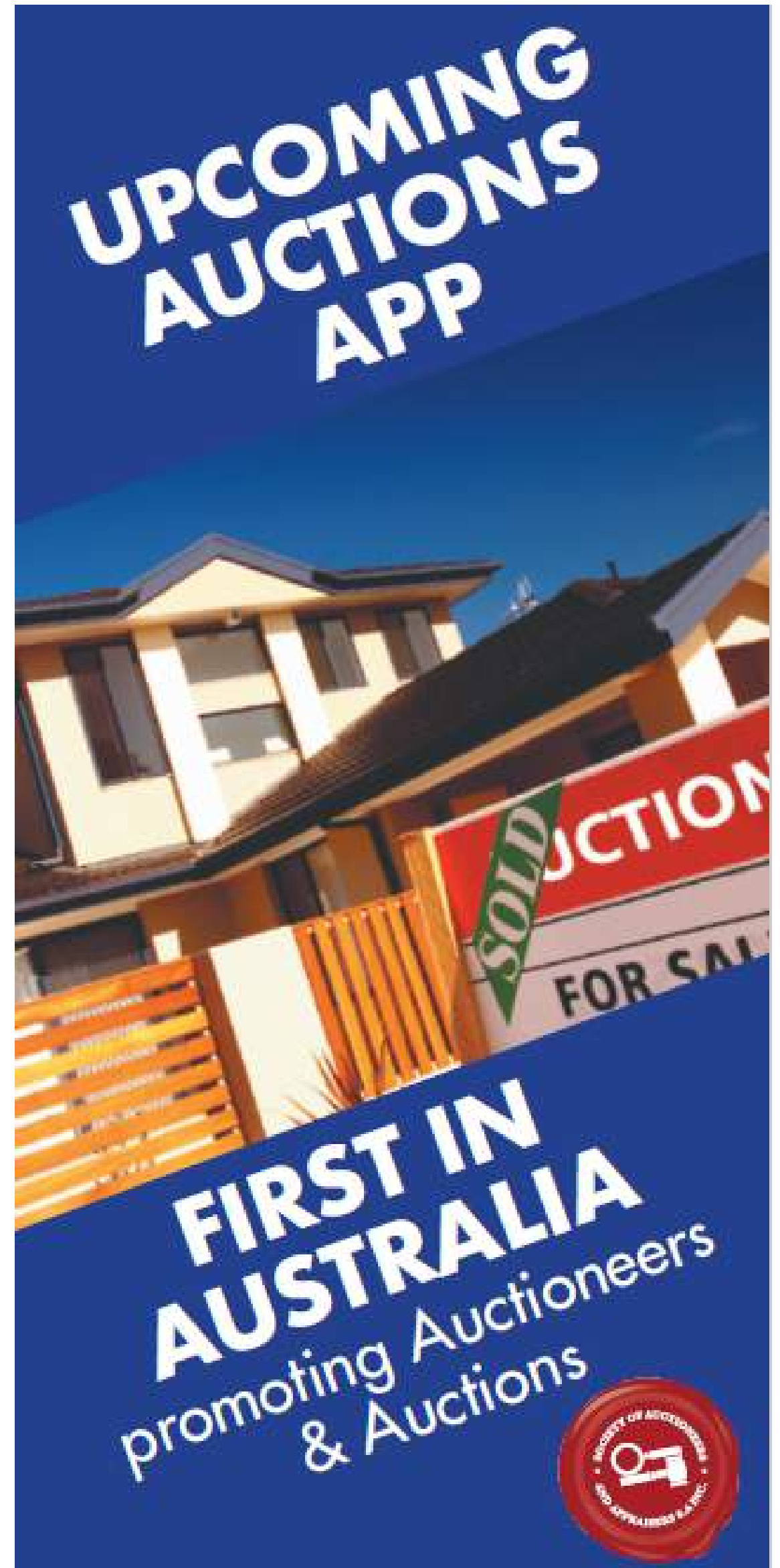
The moment you add or update an auction to the web page the App will adjust accordingly

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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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!

Auction Manager	
Suburb	<input type="text"/>
Address	<input type="text"/>
In Rooms	<input type="checkbox"/>
Description	<input type="text"/>
Agent	<input type="text"/>
Sales Person	<input type="text"/>
Auction Date	<input type="text"/>
Time	<input type="text"/> AM <input type="text"/>
Sold Date	<input type="text"/>
Price	<input type="text"/> <input type="checkbox"/> Not Disclosed
Status	<input type="text"/>
<input type="button" value="New Item"/>	

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
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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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www.auctioneers.com.au

Click Here
for details

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WELCOME TO LEXHIBITION



RC350 model shown.

1% INTEREST RATE

1.99% COMPARISON RATE

ON NOW

OFFER ENDS OCTOBER 31. AVAILABLE ON SELECTED MODELS

LEXUS OF ADELAIDE | 164 West Terrace, Adelaide
PH 08 8238 5400 | www.lexusofadelaide.com.au | LV2009

 LEXUS | ADELAIDE

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 LC, LS, RC, RCF, GS, GX, LX, ES (up to and including June 2018 production), LS L, LC models (up to August 2018 production). Excludes ES (from July 2018 production) and all RCF & GX ID6 inventory models, demonstrator and lease vehicles. Finance applications must be received between 10/9/2018 and 31/10/2018 and vehicles must be registered by 31/12/2018 and loan contract settled by 5/1/2019. 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, amend or withdraw an offer at any time. Comparison rate based on a 5-year secured consumer credit rate cap 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 48 002 435 191 AFSL and Australian Credit Licence 302536.

AucDocs (REA Forms)

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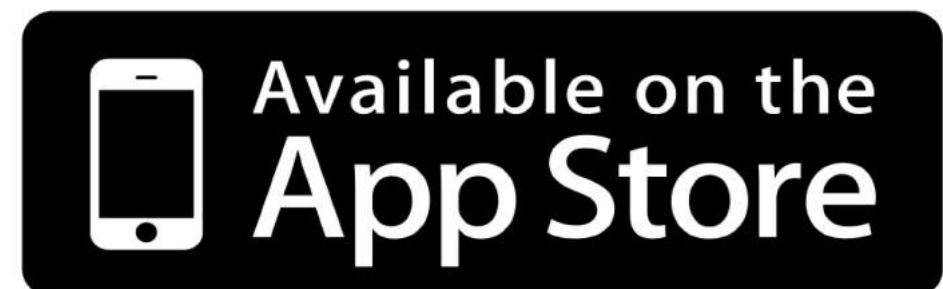
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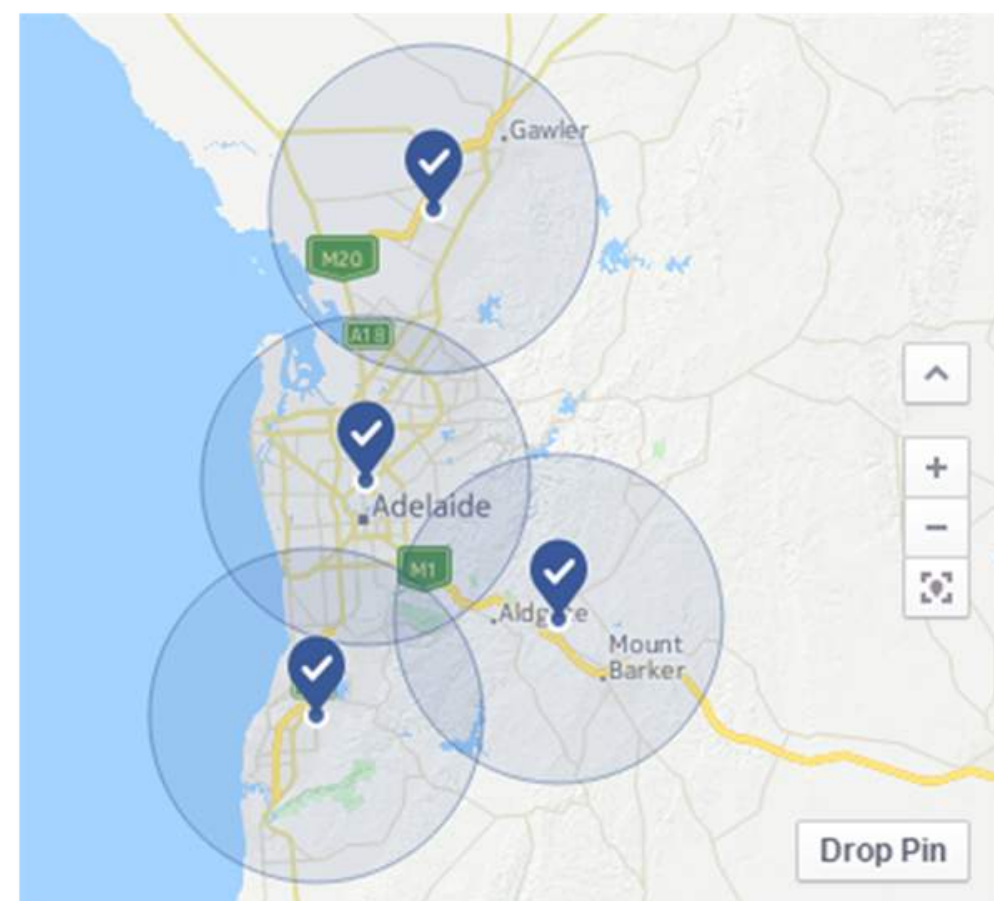
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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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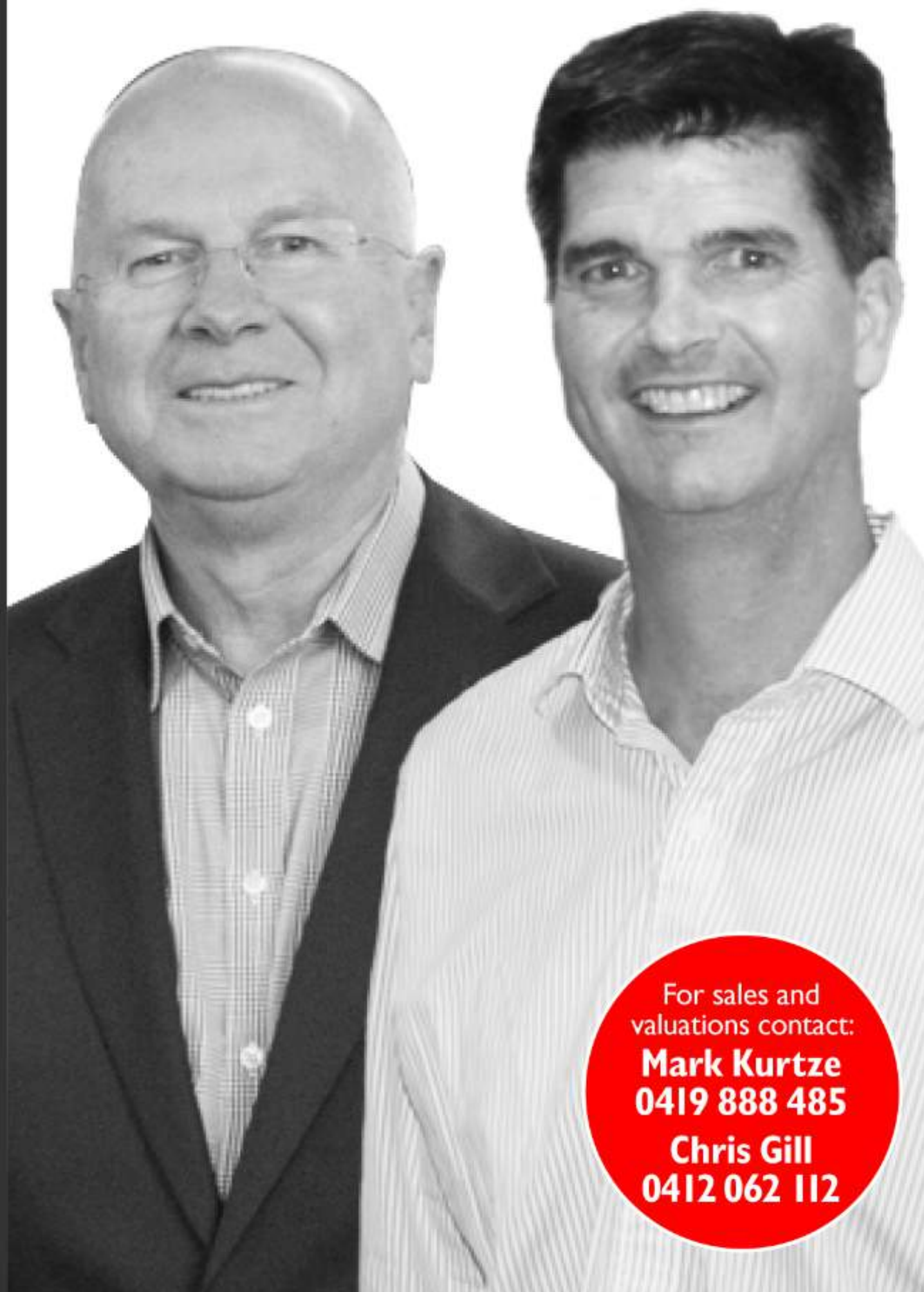
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