

GAVEL & GLASS

MAY 2019

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



Contents

**About the Society
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

Domain Golden Gavel Rising Star.....	Page 3
Upcoming Events.....	Page 4
President's Report.....	Page 5
Breakfast of Champions 2019.....	Page 6
Winx for Cody Gray.....	Page 7
Property Management Workshop.....	Page 8-10
In memory of Frederic John Moller.....	Page 11
Domain	Page 12
How to Upload Upcoming Auctions.....	Page 13
21 Advantages of Auction.....	Page 14
Lexus of Adelaide.....	Page 15
AucDocs (REAFForms).....	Page 16-17
Upcoming Auctions App.....	Page 18
The Form 1 Company.....	Page 19
Wallmans Lawyers.....	Page 20
Rent Roll Sales.....	Page 21
Sponsors.....	Page 22

MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes

Gavel & Glass

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



Domain Golden Gavel Rising Star

Domain

Golden Gavel

Rising Star Real Estate

Venue: The Adelaide Oval

Time: 9:15am

Date: Wednesday 8th May 2019

Rising Star Entrants

Phoebe Ge

Vincent Doran

Amelia Langhans

Sam George

Kristy Saunders

Lachlan Smith

Sarah Bower

Enrique Bisbal

Shaun O'Callaghan

Gavel & Glass

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

Upcoming Events



Domain GOLDEN GAVEL 2019



**Celebrating 27 years
since 1993**

*You are invited to celebrate the achievements of the best
auctioneers and appraisers of real estate, general and livestock*

Wednesday 22nd May 2019
6:00pm for 6:30pm start to 10:30pm

Carrington Function Centre
262 Carrington Street, Adelaide

Cost: \$125 per person (U27 Members 20% off)
or \$900 per table of 8 (includes food, wine and beer)

Please note dietary requirements if any

FREE PARKING:

Parking lot on Cardwell St behind Carrington Function Centre

Please RSVP by Monday 13th May 2019
to admin@auctioneers.com.au
or book online at <http://bit.ly/2SGYaDZ>

**Special Guest
John Letts**
former Australian
Jockey, rode over
2,300 winners!



MC
Wayne "Flipper" Phillips
Former Australian Cricketer,
played for SA between 1978-1991

Credit Card Authority for Expenses: TAX INVOICE: ABN: 82 885 149 245

Name _____ Company Name _____

Address _____

Telephone (work) _____ Mobile _____ Email _____

Names Attending 1. _____ 2. _____
3. _____ 4. _____
5. _____ 6. _____
7. _____ 8. _____

Credit Card Type (please tick): Visa Amex Mastercard

Card No. _____ CVC _____ Amount: \$ _____ Expiry Date ____/____

Cardholder's Name _____ Signature _____

OR Pay by cheque (enclosed) OR Direct debit: BSB 105 011 Account 106 198 240

Please post cheque or fax to: Society of Auctioneers & Appraisers (SA) Inc. Facsimile (08) 8372 7833 • Telephone (08) 8372 7830 • 22 Greenhill Rd, Wayville SA 5034

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

Gavel & Glass

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

President's Report



Attilio Cavuoto

With the **Domain** Golden Gavel Awards and Dinner being held on Wednesday 22nd May, we encourage all our members to come along and bring your family, friends and colleagues.

It is being held at the Carrington Function Centre which is central location on Carrington Street in the CBD with free parking.

This is about celebrating auction and having a party - sit back, relax, have a few drinks and an absolute ripper of a night with colleagues and friends! We have guest celebrity cricketer, Wayne 'Flipper' Phillips as the MC, and Melbourne cup winning jockey, John Letts as our Special Guests. **They are both flamboyant, humorous and will no doubt have you rolling on the floor with laughter!**

We will be announcing the 2019 winner of the **Domain** Golden Gavel, The 5 Finalists, the General and Livestock winners, Rising Stars, Real Estate and General Highest Price Sales and Auctions, Peter du plessis Golden Pen Award, Auctioneer Agency of The Year, Real Estate Group Auction Marketer, Top 15 Real Estate Auctioneers and the Top 10 Principal and Sales Consultant Auction Marketers – We foresee a hysterical and fantastic night!

John Letts will auction a tribute to Winx - arguably the world's greatest race horse at the dinner with proceeds to the Cody Gray Foundation.



We have introduced the Charity Auction Register. We invite members to submit your charity auction results through the Society and to lift your profile in Auctions that certainly will help you with your core business. The funding tracker is on the webpage, if you're unsure how to access this, please contact the Society Office at admin@auctioneers.com.au for help in uploading your Charity Auction Details.

Please ensure with all the various upcoming events... that you put them in your diary and lock them in!

With the election looming, and with the negative information coming from the Eastern States, the Adelaide market has slowed but we anticipate that over the next few months if the banking sector start being a bit more lenient with lending the market should hold its own.

I'm happy to hear from anybody with any ideas in developing the Society of Auctioneers & Appraisers.

Please feel free to contact me at 0411 660 125.

President Attilio Cavuoto M.S.A.A

Gavel & Glass

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

Breakfast of Champions

2019

We are currently planning our popular Breakfast of Champions series to be held in August this year at the Lexus of Adelaide Showroom! We've got some exciting speakers to announce... so keep your eyes out for the announcement.

I would like to encourage all Auctioneers to start uploading your Upcoming Auctions on the Upcoming Auctions App. We've had great outcomes as a result of buyers using the data on our app.

You are now able to add and update your upcoming auctions through your phone so it is simpler than ever.

Please contact the Society Office at admin@auctioneers.com.au if you are having any troubles logging in.

The Society is currently working with our Major Sponsor, **Domain** to provide you with more current statistics on the market and we hope to announce this very soon.

We are always looking to provide training for Under 27's who are looking to join the business! If you have any suggestions or requests about what type of training you would like, please contact me at j.holmes@c21brighton.com.au



Jarrah Holmes

• Properties are now being sold directly as a result of the buyers introduced to the property on the upcoming auction app!

Gavel & Glass

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

Winx for Cody Gray



At the Domain Golden Gavel Awards and Dinner to be held on Wednesday 22nd of May 2019 at the Carrington Function Centre, special guest John Letts, himself a champion Melbourne Cup Winning Jockey, has been fascinated by and always wanted to try his own hand at auctioning.

John Letts has organised a special Winx limited edition framed memento of possibly the best horse in the world at this time. John Letts will auction the prized tribute to Winx as part of the entertainment at the dinner with full proceeds going to the charity of our choice, **The Cody Gray Foundation.**

Please Join us at the dinner, joining the festivities and meet MC Wayne Flipper Phillips and John Letts for what shall no doubt be a night of laughs and some excitement and entertainment!

**Friends,
Colleagues and
clients are all
welcome to
join us!**



Gavel & Glass

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

Property Management Workshop

Listing success and growing the rent roll was presented by Rachel Coulter on Friday 5th April 2019 at The Arkaba Hotel.

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 and property managers build their businesses. The entire workshop received accolades from members that attended. Rachel had many valuable statistics and had some great creative ideas to put your business head and shoulders above the competition.

Rachel highlighted the benefits of social media, especially Facebook and Instagram, noting that 86% of buyers look for rental property online, and the average person spends 12 hours a week on Facebook. We discussed in-depth investor tips, building relationships and more importantly, know your competitor – find what your opposition is doing, and make sure you are far better! Many little tips like “quote your occupancy rate, not your vacancy rate”, and “leverage from partners in business that can assist your landlords and tenants”.

Rachel had some sensational ideas on how to grow your rent roll, define your demographic, and many ideas on effective communication with landlords and tenants and how to leverage from community groups, schools, strata meetings, and the like.

We will hold another property management workshop presented by Rachel Coulter later in the year. All property managers should attend and with the numerous tips you will receive, you too, will be a property specialist!



Gavel & Glass

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

Property Management Workshop

When asked:

1. Did you gain anything from this presentation?

"The tips on growing my rent roll".

"yes! Well-presented and well structured".

"Excellent information, very exhaustive and complete".

"Thank you Rachel, great ideas and I will definitely be putting these into practice".

"Loved the ideas on maximising rental value".

"Yes! Bringing in business as a junior".

"Yes! A great relatable experience and tenant handbooks, why didn't I think of that before?!"

"Yes! The video clips were a fantastic idea".

2. What did you like the most?

"All of it!"

"Rachel's manner and helpfulness".

"You! (Meaning Rachel) haha".

"Information on BDM for property growth".

"The idea to be pointed out as an expert at our company auctions".

"The amount of in-depth details".

"The casual environment - easy to keep up".

"I loved the information resetting up in a café for a catch up with investors".

"Rachel's knowledge and delightful presentation style - very helpful and exceptionally well done".

Gavel & Glass

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

Property Management Workshop

When asked:

3. What else would you like covered?

"Scripts".

"More strategies and more tips on how to prospect".

"More information on tapping into networks".

"Mapping out ideal weeks".

"can't think of anything else".

"More ideas on targeting private landlords".

4. What would you tell others as the main benefits of this workshop?

"Driving your property management business forward".

"Very informative and great presenter".

"Very educational, Rachel love your work!".

"It gives you a wide range of ideas to implement that don't necessarily cost you a lot of money".

"After attending, I now feel like an investment specialist, not just a property manager".

"Great in-depth detail delivered in such a personable and friendly manner; Rewriting old ideas".

Gavel & Glass

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

In memory of Frederic John Moller

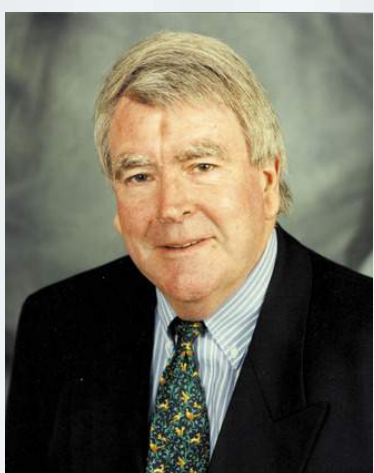


In Memory of the early days of the Society, we record the passing of Frederic John Moller, a member of the Society in the 1980's.

Whilst I was the Third President, Freddie joined us on the Committee on the Appraisers Sub Committee, where he enthusiastically propounded the importance of Appraisers promoting their profession under the banner of the Society. He led the way, particularly when it came to Appraisers meeting as a collective, forceful group.

Fred was essentially a Hotel Broker, specializing in selling in remote areas, like Buckleboo. Prior to that, he was a Banker and a Hotelier, which gave him an excellent basis for his profession.

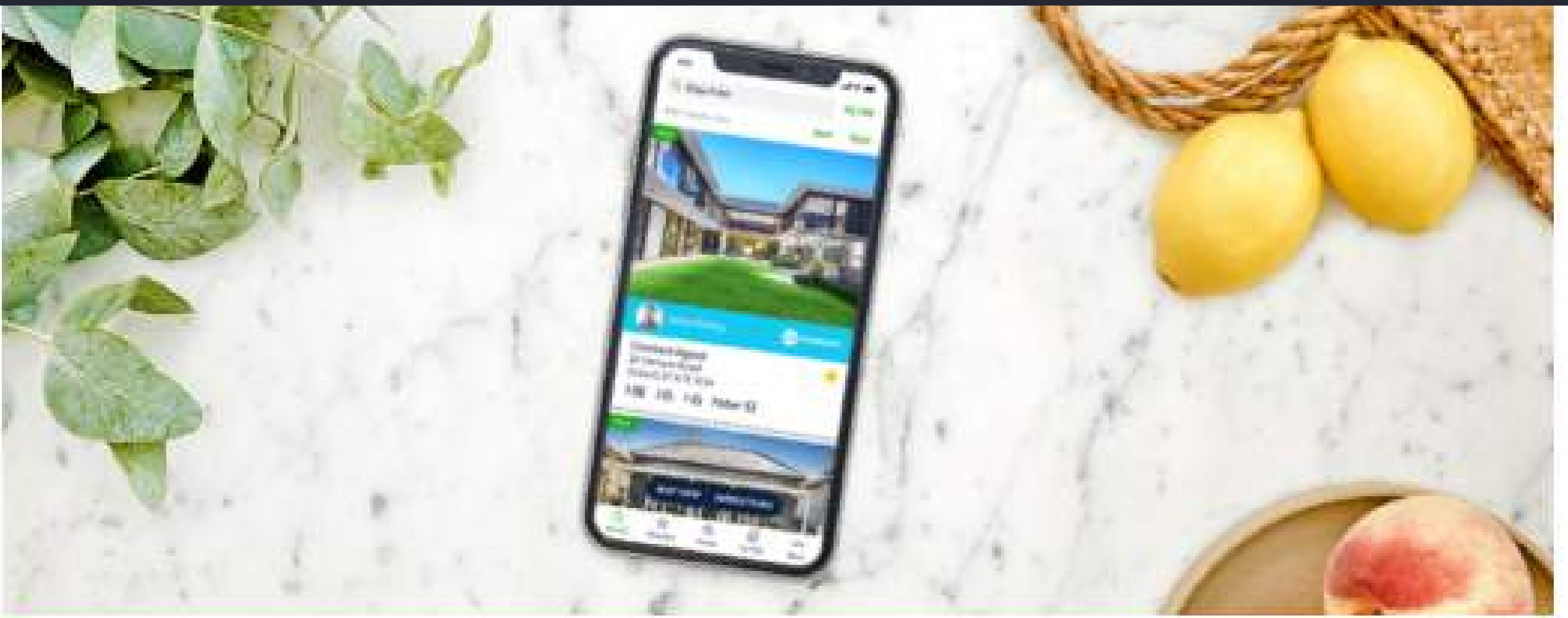
He is to be remembered for his great cheerfulness and his most famous saying, will always be remembered,
" How lovely to see you"



Christopher McLaughlin - Life Member
Third president 1984 - 1986

Gavel & Glass

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



Domain delivers buyers

DOMAIN'S AUDIENCE IS...

EXTENSIVE

1.8m

Australians who intend to buy property in the next 12 months¹

AFFLUENT



WEALTHY
56% are social grade AB¹



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

READY TO BUY

78%

Intend to buy a home to live in¹

41%

Intend to buy an investment property¹

EXCLUSIVE



Domain app users who do not use the nearest competitor²

GROWING



Domain Digital Audience³
June – October 2018

ENGAGED



Domain enquiries sent via mobile⁴

For more information, contact your Domain Account Manager today.

Domain

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

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 search by Auctioneer, Agent, Suburb, Date or Time.

The moment you add or update an auction to the website, the mobile 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 uploads your Upcoming Auctions the minute they are confirmed.

Step One

LOG IN

'Log 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 Add New Auction

Maintain Auctions

Looking for member downloads? [Click here!](#)

Add New Auction

Step Three

AUCTION TYPE

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

In Rooms Auctions?
Add the address where it is held at!

Example of Property Auction entry page

ADDRESS	
SUBURB	
IN ROOMS (NOT HELD AT PROPERTY ADDRESS)	
AGENT	
SALES PERSON	
AUCTION DATE	
AUCTION TIME	
SHOW AUCTION ON AUCTIONEERS WEBSITE/APP	
PRICE (NUMBERS ONLY) SEE BELOW FOR MORE OPTIONS	
PRICE NOT DISCLOSED	
STATUS	



You can now add & edit your auctions on the App! Download it now in your App Store!



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

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

www.auctioneers.com.au

Click Here
for details

Gavel & Glass

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

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 CE, IS, RC, RCF, GS, GSE, LX, ES (up to and including June 2018 production), LS & LC models (up to August 2018 production). Excludes ES (from July 2018 production) and utility, RCF & GSE 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)



REAL ESTATE AUSTRALIA FORMS

Property Searches in forms

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

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

Save time and money on searches and form compiling.

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

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

professional practice forms for real estate agents in australia

EASY AS. ANYTIME. ANYWHERE.

Gavel & Glass

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

AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"

AGENTS



PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

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

Free
iPad App
with
each licence

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

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

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

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

Designed by Agents for Agents

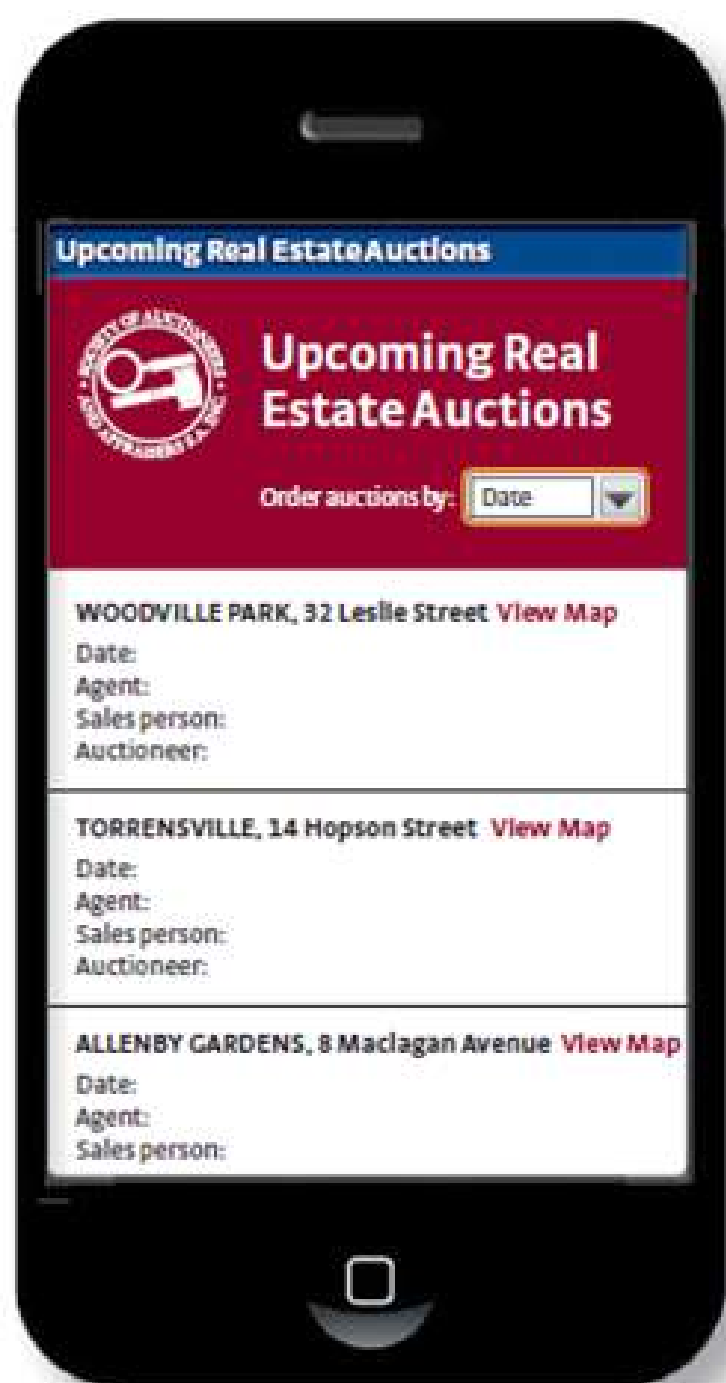
www.auctioneers.com.au

Gavel & Glass

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

Upcoming Auctions App

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

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

Just search "upcoming auctions"

SEARCH WITH EASE

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

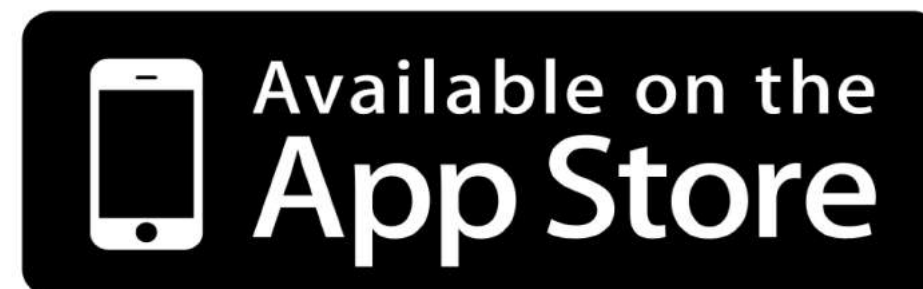
INSTANT UPDATE

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

LIST

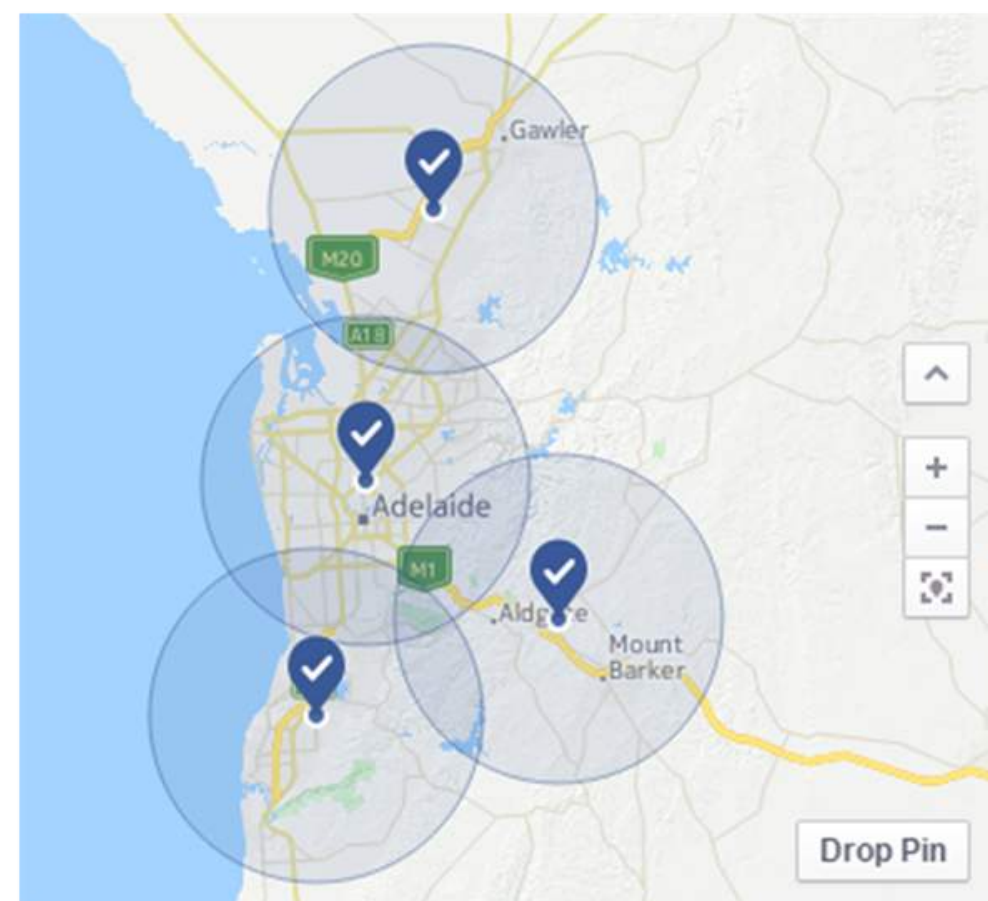
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

Gavel & Glass

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

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

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

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

Make your searches and Form 1 compliance easy.

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

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



For Form 1 preparation please contact Chris Gill on 7221 4908

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

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

www.form1.net.au

Gavel & Glass

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



WALLMANS
Conveyancing

Conveyancing & Cooling Off Waivers

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

Call Rebecca Vasey, Registered Conveyancer

08 8235 3089

rebecca.vasey@wallmans.com.au

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

Form 3 Assist Service

Expert, fixed fee waivers

Conveyancing

Fixed fee, competitive with no additional admin or storage costs



WALLMANS
LAWYERS

Legal Services for Real Estate Agents & their Clients

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

Call Brian Paris, Real Estate Law

08 8235 3023

brian.paris@wallmans.com.au

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

Our services include:

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

Real Estate Law

Dedicated, specialist lawyers with key expertise

Gavel & Glass

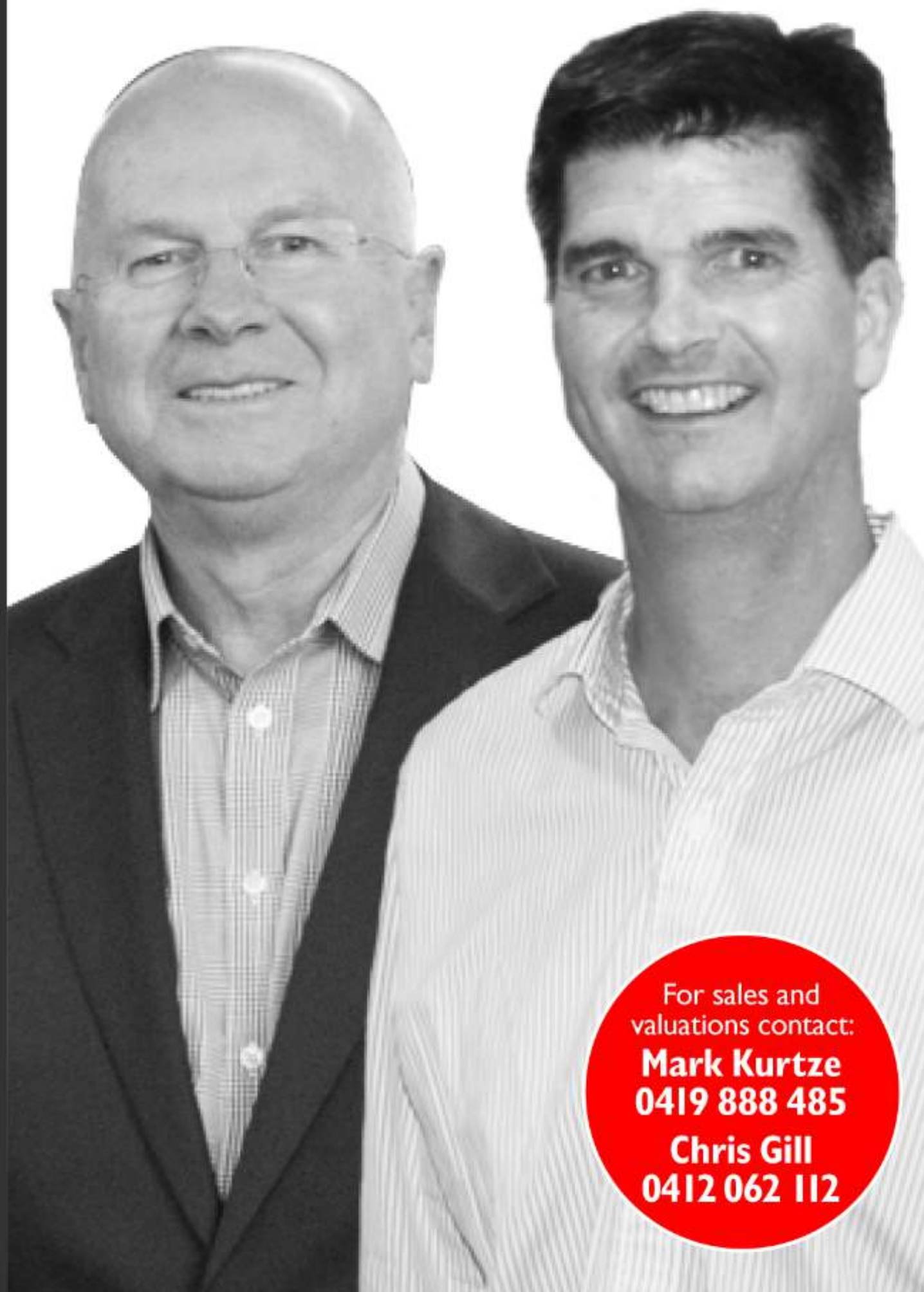
The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc



Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



For sales and
valuations contact:

Mark Kurtze
0419 888 485

Chris Gill
0412 062 112

Gavel & Glass

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

Sponsors

Major Sponsor

Domain

Key Sponsors



ADELAIDE



BOWDEN GROUP
Print + Media & Marketing = Solutions



READ BROTHERS



WAVEMAKER
MEDIA. CONTENT. TECHNOLOGY.

Also Supported By

†The Form 1 Company™

COWDEN (SA) PTY LTD
(THE INSURANCE BROKERS)



du Plessis



WALLMANS
LAWYERS

Lawsoft

Partners

BusinessSA

South Australia's Chamber of
Commerce and Industry



IN-TRUST?
IT'S A MUST!

ENGAGING AN AUCTIONEER ?

SOCIETY OF AUCTIONEERS & APPRAISERS
MEMBERS CONDUCT EVERY AUCTION
UNDER A PROFESSIONAL CODE OF ETHICS.



PROTECT YOURSELF. LOOK FOR THE LOGO &
ENSURE YOU ENGAGE WITH A SOCIETY MEMBER

Gavel & Glass

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