

# GAVEL & GLASS

JUNE 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



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– its your guarantee*

**auctioneers.com.au**

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## MEET the Board

**President**



Attilio Cavuoto

**Vice  
President**



Matt Smith



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes

## Gavel & Glass

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# Upcoming Events

## LISTING AND SELLING AUCTIONS



### How To Blitz Your Competition and Enhance Your Corporate Profile Using Auction

Presented by  
Society Board Members

Featuring:

- Property auction selling guide
- Public auction - real property South Australia



Jarrah Holmes

Leveraging off your auction  
performance in the Public Arena  
gaining confidence of vendors!



Matt Smith

**COST: \$25 including free cup of  
coffee on arrival  
20% discount for those under 27!**

THURSDAY 25TH JULY 2019  
8.30AM FOR 9AM START TO 11AM  
THE ARKABA HOTEL  
150 GLEN OSMOND ROAD,  
FULLARTON SA 5063

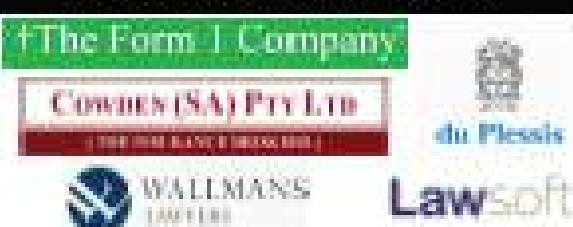
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**Domain**

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NON-MEMBERS Please advise Address \_\_\_\_\_

Ph \_\_\_\_\_ Email \_\_\_\_\_

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

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# Domain Golden Gavel Rising Stars

8 Rising Stars competed at the stunning Adelaide Oval on Wednesday 8th May 2019 before a panel of judges in their quest to be named Domain Golden Gavel Rising Star 2019.



Amelia Langhans



Sarah Bower



Enrique Bisbal



Phoebe Ge



Vincent Doran



Sam George



Kristy Saunders



Lochlan Smith

## Gavel & Glass



# Domain Golden Gavel Rising Stars



## Judges:

Darren Read, Josh Biggs, Sharon Gray, Jarrod Tagni, Jarrah Holmes, Wayne Phillips, Attilio Cavuoto and Nick Katsaros.

Floor Manager: Paul Henry

Trustee: Oren Klemich

The performances demonstrated great flair and empathy, highlighting lifestyle benefits of the impressive property which was a Palm Springs style home featuring Carey Gully stone walls cantilevered martini balconies, overlooking a sparkling pool on a large 933m square block.

All performers blew us away with their creativity and ability to challenge the scripted bidding plan and entice bids from the bidders, Matt Smith, Marc du Plessis, Rachel Coulter and Andrew Monks, finally selling at \$719,750.

It is truly incredible to see more females coming into the the profession - we had 4 male and 4 female Rising Star contestants this year!



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# Domain Golden Gavel Judging

## General & Livestock

4 contestants competed in the General and Livestock competition by conducting a live auction that was streamed onto the Society's Facebook event page. The contestants were Marc du Plessis, Richard Ward, Brett McGarrigle & Gordon Wood.

The contestants were judged before a panel of judges on 9th May 2019 at the Arkaba Hotel based on the videos that they have uploaded onto Facebook. The judges were Attilio Cavuoto, Christopher McLaughlin, Andrew Monks and Anthony Hurl.



## Senior Real Estate

8 contestants competed in the Senior Real Estate competition by uploading their live auctions onto the Society's Facebook event page.

The contestants were AJ Colman, Bronte Manuel, Hamish Mill, Jarad Henry, Jarrod Tagni, John Morris, Rod Smitheram & Steve Alexander.

The contestants were judged on 10th May 2019 at the Arkaba Hotel based on the auctions that they have uploaded onto Facebook.

The judges were Wayne Johnson, Kirsty McDowall, Rosalind Neale, David Smallacombe, Phil McMahan, Leo Redden, Arvin Bisbal and Steve Kemp.



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Society of Auctioneers & Appraisers (SA) Inc.

# Domain Golden Gavel Senior Real Estate Winner

Domain  
GOLDEN GAVEL  
2019

Senior Real Estate Winner



Hamish Mill  
Harcourts Brock Williams



**"It is a great pleasure to win the 2019 Domain Golden Gavel. I have very much enjoyed competing in the Golden Gavel auction competition for many years.**

**This year we went live in the field and it was a real test for the auctioneers. I would like to thank the Society of Auctioneers and Appraisers for putting on this event every year.**

**I would like to thank Domain as the major sponsor and Lexus of Adelaide, Bowden, Read Brothers, Wavemaker, Business SA and all the other sponsors".**

"Congratulations Hamish, 2019 Domain Golden Gavel Winner. I have never met a more deserving winner!! After years & years & years of trying and never giving up, you are an inspiration to us all... HUGE AWARD, against the very best people in the business that requires a massive amount of passion, skill, practise, persistence and dedication to win... Really well done HAMMER!!"  
- **John Williams**

"A huge CONGRATULATIONS to our very own auctioneering superstar, Hamish Mill who took out the GOLDEN GAVEL last night!! ☐☐ We are so very proud of you!! There is no one that trains as hard as you and your passion for auctions is inspiring. Well done from all of us!"  
- **Stephanie Williams**

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Domain  
GOLDEN GAVEL  
2019

Rising Star Winner &  
Under 27 Winner



Vincent Doran  
Harcourts Plus Seaton



**"All it takes is practice.**

**A big thank you to Garry Topp and the Society of Auctioneers & Appraisers as well as Domain and all the other sponsors. It was a very well and smoothly run competition.**

**I would like to thank my mentors Anthony DeMarco, Simon Jones, AJ Colman and the team at Harcourts Plus Seaton for supporting me and spending time to train and hone my skills with me.**

**Congratulations to Sam George, Enrique Bisbal, and Kristy Saunders for making it into the finals.**

**Thank you as well to the volunteers, judges, bidders, and all the staff that made the event possible.**

**I look forward to training hard and participating in the 2020 Domain Golden Gavel Senior Real Estate Competition.**

**If anyone is on the cusp of participating in the Domain Golden Gavel Rising Star competition, I urge you to do so – it is a fantastic event that will advance your career and give you great exposure".**





Society of Auctioneers & Appraisers (SA) Inc.

# Domain Golden Gavel General Auctioneer Winner

Domain  
GOLDEN GAVEL  
2019

General Auctioneer  
of the Year



Richard Ward  
Pickles Auctions



**"Congratulations on putting together a great night last night gents !  
Also big thank you for Michelle and the girls for making everything run  
smoothly on the night.**

**Great turn out and everyone seemed to have a great night – and it was a  
very good venue....where else do you get “Peroni Reds” at a function ?!**

**Obviously my enjoyment was further helped by the fact I won the General  
Auctioneer Competition ..... Big thank you to the judges for that.**

**My wife and I are heading overseas in September / October and I will  
make sure we use the winnings for a special event [or two] whilst  
there.....**

**[I’ll make sure to toast the Society whilst doing so].**

**I have already spoken to our auctioneers who did not enter and three  
new auctioneers that I have just started training and told them that they  
need to be in this competition next year”.**

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Society of Auctioneers & Appraisers (SA) Inc.  
**Domain Golden Gavel**  
**Livestock Auctioneer Winner**

**Domain**  
**GOLDEN GAVEL**  
**2019**

**Livestock Auctioneer**  
**of the Year**



Gordon Wood  
Landmark



**"I am humbled to have been placed 1st in the 2019 Domain Golden Gavel Awards Livestock Section.**

**It is rewarding to be judged by your peers and recognized for the work and effort put in, I am passionate about auctioneering and the positive results it brings our clients at Landmark".**

- Gordon Wood's Award was taken by Geoff Watts as he was away in Scotland -

**Gavel & Glass**





### Senior Real Estate Finalists



**AJ Colman | AJ Colman Independent**  
**Jarad Henry | LJ Hooker Glenelg**  
**Bronte Manuel | Toop & Toop Real Estate**  
**Hamish Mill | Harcourts Brock Williams**  
**John Morris | Morris Auctions**



### General Auctioneer Runner up

**Brett McGarrigle | Pickles Auctions**



### Rising Star Finalists



**Enrique Bisbal | Ray White Para Hills**  
**Vincent Doran | Harcourts Plus Seaton**  
**Sam George | Klemich Real Estate**  
**Kristy Saunders | Klemich Real Estate**





### Domain GOLDEN GAVEL 2019

#### 'Peter du Plessis' Golden Pen

Marc du Plessis |  
du Plessis Auction Gallery



### Domain GOLDEN GAVEL 2019

#### Innovation Award

Victor Velgush |  
Refined Real Estate

### Domain GOLDEN GAVEL 2019

#### Top Real Estate Auctioneer of the Year

Brett Roenfeldt |  
BR Auctioneer







### Domain GOLDEN GAVEL 2019

### Top 15 'Gold Club' Auctioneers

Hamish Mill | Harcourts Brock Williams  
 Jarrod Tagni | Harcourts Tagni  
 Bronte Manuel | Toop & Toop Real Estate  
 Brett Pilgrim | Ray White - Adelaide  
 John Morris | Morris Auctions  
 Phil McMahon | Phil McMahon Real Estate  
 Brett Roenfeldt | BR Auctioneer  
 AJ Colman | AJ Colman Independent



### Domain GOLDEN GAVEL 2019

### Top 10 Sales Consultant Auction Marketers

Steve Alexander | Klemich Real Estate  
 Judy Morris | Klemich Real Estate  
 Andrew Welch | LJ Hooker - Kensington|Unley  
 Bronte Manuel | Toop & Toop Real Estate  
 Hamish Mill | Harcourts Brock Williams

### Domain GOLDEN GAVEL 2019

### Top 10 Principal Auction Marketers

Paul Arnold | Real Estate Partners (SA)  
 Attilio Cavuoto | Ray White - Flinders Park  
 Nick Psarros | Ray White - Port Adelaide  
 Jason Spagnuolo | Ray White Norwood  
 Brett Pilgrim | Ray White Adelaide







# Domain Golden Gavel

## Winners



**Top Sales  
Consultant &  
Principal Auction  
Marketer**

**Andrew Welch | LJ Hooker Kensington|Unley  
Nick Psarros | Ray White Port Adelaide**



**Real Estate Highest  
Sale Price -  
Country**

**Geoff Schell |  
Ray White Clare Valley**



**Real Estate Highest  
Sale Price -  
Metropolitan**

**Brett Roenfeldt |  
BR Auctioneer**







Domain  
**GOLDEN GAVEL**  
**2019**  
Real Estate  
Group  
Auction Marketer

Ray White



Domain  
**GOLDEN GAVEL**  
**2019**

Real Estate Highest  
Private  
Treaty Sale

Sally Cameron |  
Toop & Toop Real Estate

Domain  
**GOLDEN GAVEL**  
**2019**

General Auctioneer  
Highest Price  
Single Lot and  
Highest Price Sale

Marc du Plessis |  
du Plessis Auction Gallery





# Domain GOLDEN GAVEL 2019



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# Coonawarra - CBS & Land Agent's Threats Workshop

## CBS Workshop

What a beautiful venue the Chardonnay Lodge was!

We held our popular Consumer & Business Services Q&A Workshop along with our Land Agent's Threats Workshop in Coonawarra on 30th May 2019.

First up was our CBS workshop held by Society Trainer Chris Gill and CBS Authorised Officer David Sedgwick. We had 20 attendees who loved the Workshop.

This year, our CBS Workshops are focused on Form 1 and Contract Issues & pitfalls. These included Capital gains withholding, GST withholding, stamp duty exemption for commercial, whether to re-serve Form 1 or not, building indemnity insurance and so much more. Chris Gill discussed and went through many issues regarding contracts and contract issues and then provided tips and tricks on how to write and issue a Form 1.



## Land Agent's Threats Workshop

Past President Wayne Johnson delivered our next workshop of the day on How to run a viable business with a long-term future. Wayne has 30 years of experience in Real Estate including Sales and Property Management and multiple office agency ownership. In his workshop, he covered topics such as the critical implication of the margin of gross profit, and average gross commission returns.

There are multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

We had 9 Principals & Sales Consultants who attended Wayne's workshops with excellent feedback.





# 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](mailto: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](mailto: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!

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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 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](http://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](http://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](mailto:society@auctioneers.com.au)  
W: [Auctioneers.com.au](http://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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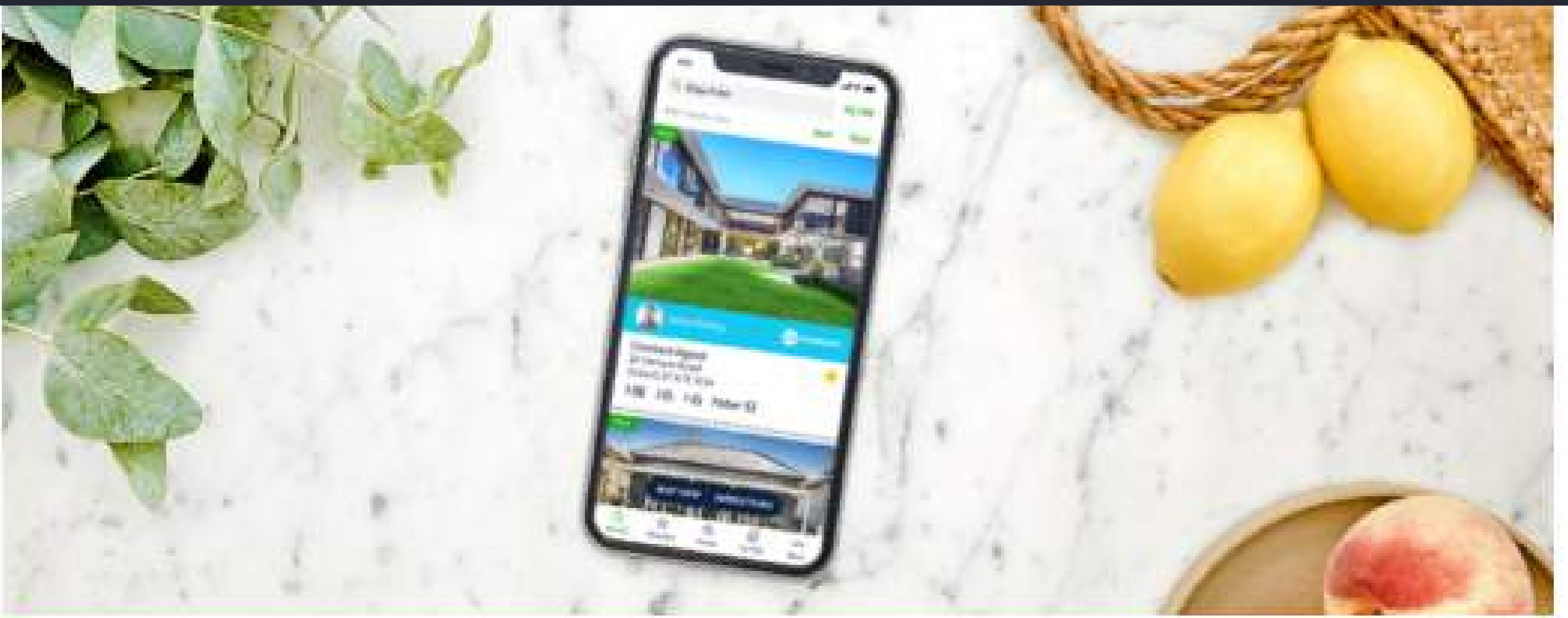
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[Click Here  
for details](#)

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# Domain delivers buyers

DOMAIN'S AUDIENCE IS...

## EXTENSIVE

1.8m

Australians who intend to buy property in the next 12 months<sup>1</sup>

## AFFLUENT



**WEALTHY**  
56% are social grade AB<sup>1</sup>



**HIGH INCOME**  
61% more likely to have a household income of over \$250,000<sup>1</sup>

## READY TO BUY

78%

Intend to buy a home to live in<sup>1</sup>

41%

Intend to buy an investment property<sup>1</sup>

## EXCLUSIVE



Domain app users who do not use the nearest competitor<sup>2</sup>

## GROWING



Domain Digital Audience<sup>3</sup>  
June – October 2018

## ENGAGED



Domain enquiries sent via mobile<sup>4</sup>

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, canberratimes.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.



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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 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) models, 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 ban 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 ban 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.

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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.**

---

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# AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"

## AGENTS



## PRACTICE FORMS

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MANAGEMENT FORMS

ALL RESIDENTIAL,  
COMMERCIAL, AGENCY,  
RURAL & SALES FORMS

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- 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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**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](http://www.auctioneers.com.au)

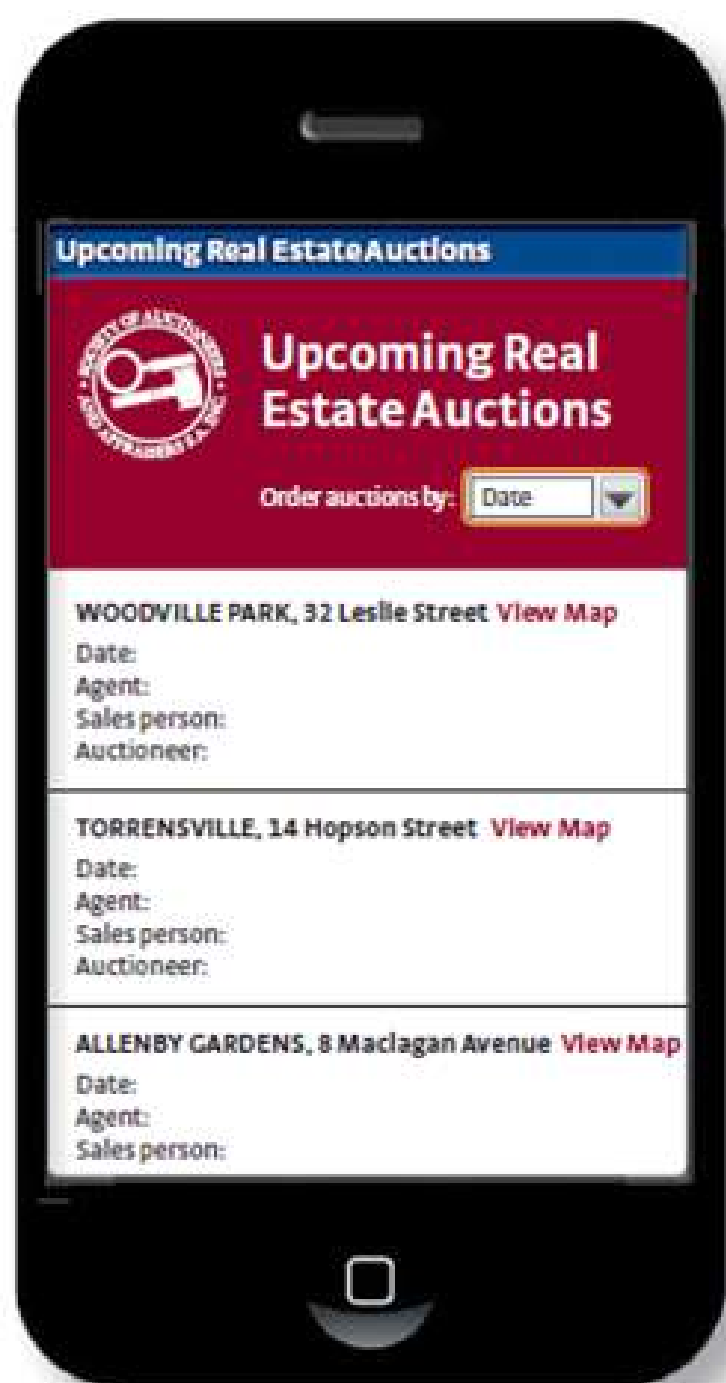
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# Upcoming Auctions App

**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

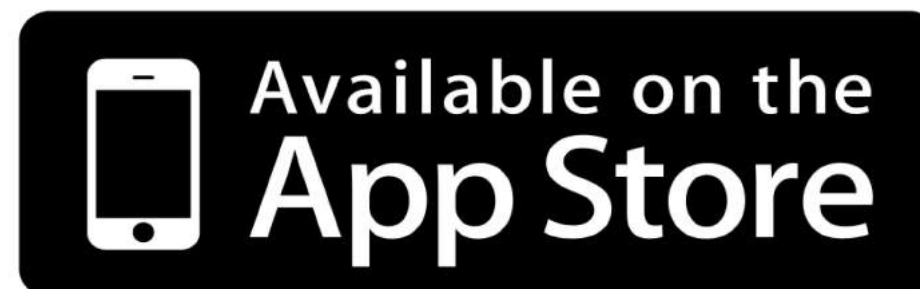
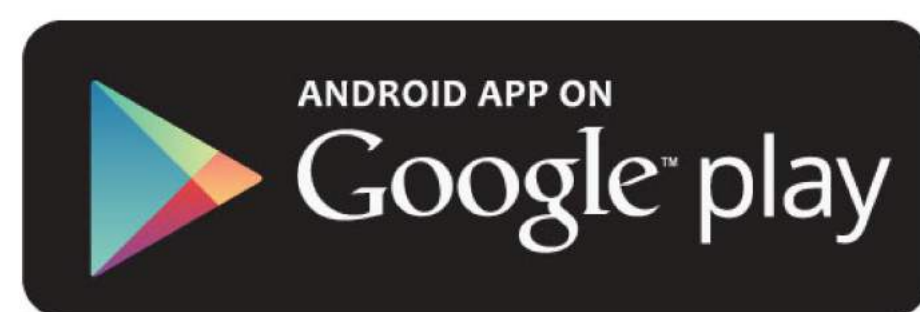
## INSTANT UPDATE

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

## LIST

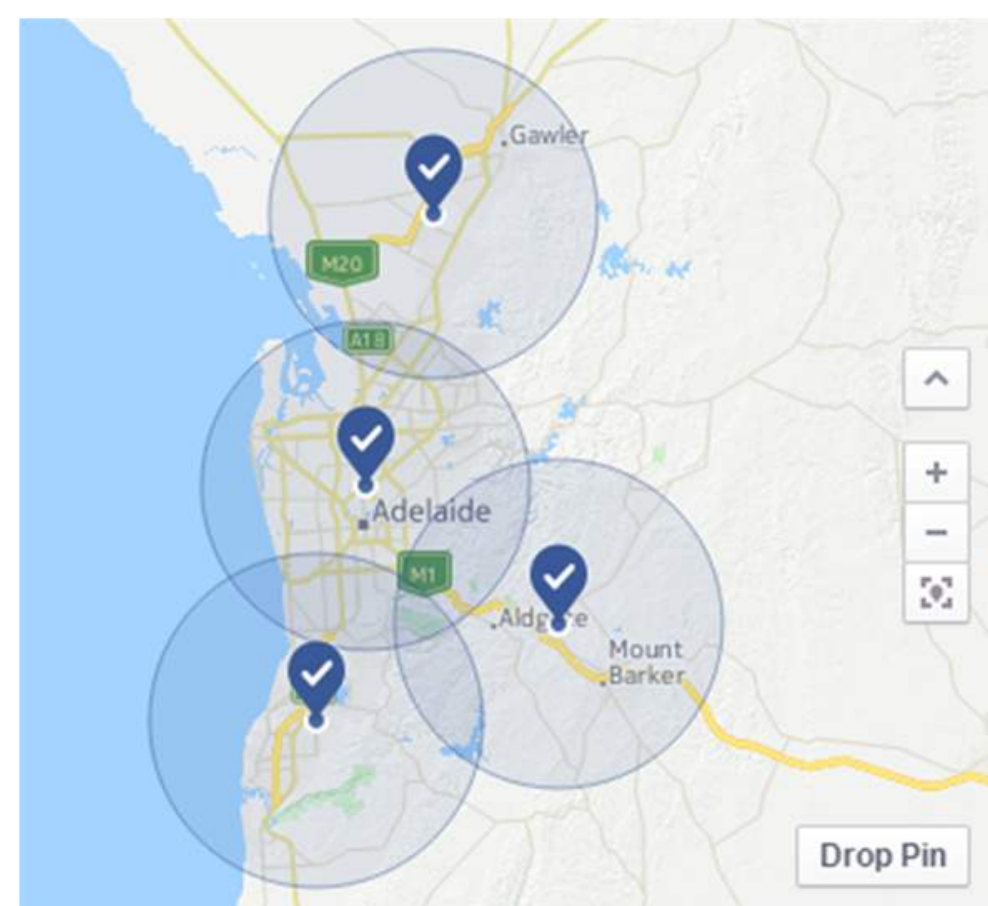
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**For Form 1 preparation please contact Chris Gill on 7221 4908**

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.

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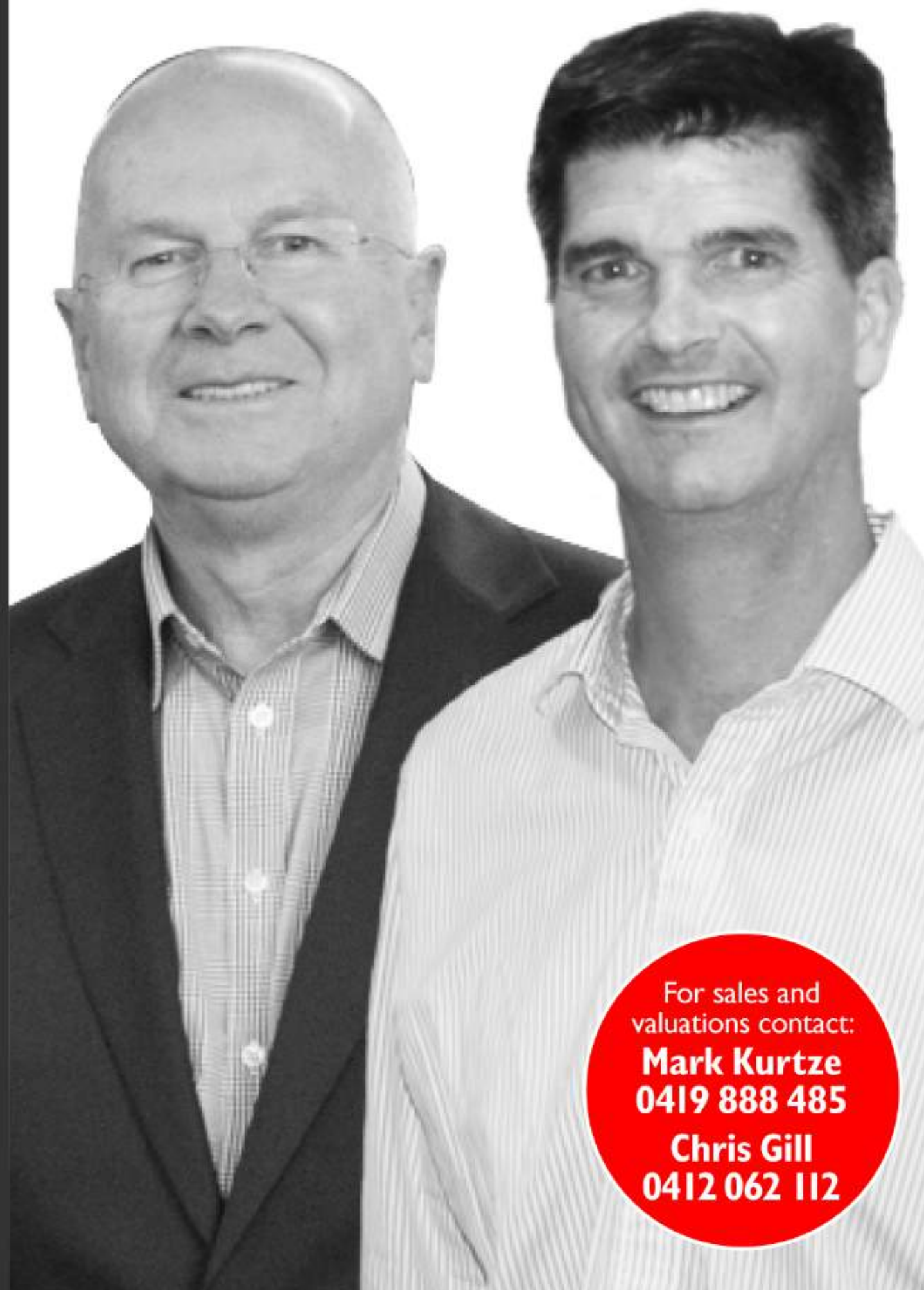




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