

GAVEL & GLASS

JULY 2019

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



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**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

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MEET the Board

President



Attilio Cavuoto

**Vice
President**



Matt Smith



Amelia Langhans



Andrew Monks



Richard Ward



Jarrah Holmes

Gavel & Glass

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

President's Report

**Attilio
Cavuoto**



Well with the beginning of the finance year here with all the requests of the new government & RBA hopefully the banks will start easing on lending so buyers have more confidence when coming to our opens and are better prepared with making offers on the properties we all have for sale or auction.

The Domain Golden Gavel being a huge success this year, we are going to launch the 2020 Domain Golden Gavel earlier than normal being early September to give more auctioneers across the board, Real Estate (Senior & Rising Star), General & Livestock an opportunity to participate and use spring 2019 to full advantage as last year a number of Auctioneers didn't put in due to time running out, so I encourage everybody to get in early as there is great prizes and recognition for the winners.

Also our training continues for our members with Berri, Port Lincoln hosted by Chris Gill and CBS on the best way to comply with legislation for best practice.

There will also be one hosted in Adelaide for us city dwellers at the Arkaba Hotel, information on those will come out in your emails.

Coming events to get excited about are our golf day on Friday 11th October 2019 and Matt Smith & Jarrah Holmes sharing the experience and knowledge in a Q & A format and give step by step guide to help make your auction successful on Thursday 25th July 9am at the Arkaba Hotel.

If you have any thoughts on helping the Society with suggestions please feel free to call me.

Attilio Cavuoto M.S.A.A. President
0411 660 125 - attilio.cavuoto@raywhite.com

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

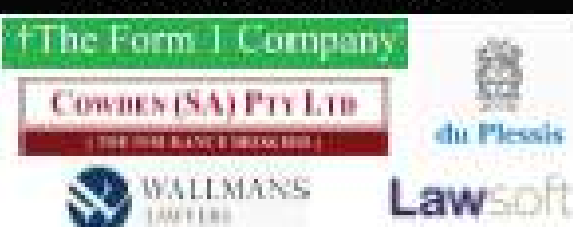
MAJOR SPONSOR

Domain

KEY SPONSORS



ALSO SUPPORTED BY



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BusinessSA

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____/____ CW/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____

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

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Upcoming Events



Government of South Australia

Consumer and Business Services



PORT LINCOLN

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 1st August 2019
9:30 for 10am start to 12 noon

Port Lincoln Hotel
1 Lincoln Highway
Port Lincoln SA 5606

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 12th July 2019

KEY SPONSORS



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Ph _____ Fax _____ Email _____

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

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Upcoming Events



CONSUMER & BUSINESS SERVICES WORKSHOP

DISPEL THE MYTHS

Ensure your office fully complies with legislation in all aspects of agency and pricing

Meet David Sedgwick, Consumer & Business Services Authorised Officer at an Open Discussion Q&A Session!



THURSDAY 29th August 2019
8:30am for 9am start
to 12.30pm

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 23rd August 2019

CHAIRER BY SOCIETY TRAINER, CHRIS GILL,
WITH CBS AUTHORISED OFFICER DAVID
SEDGWICK FROM CONSUMER & BUSINESS
SERVICES (COMPLIANCE & ENFORCEMENT
OPERATIONS)

- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Get guidance from CBS on these issues and hear first-hand what issues Authorised Officers are looking for when they carry out an audit.

PLEASE ENSURE ALL SALES STAFF AND SUPPORT STAFF ATTEND THIS WORKSHOP

MAJOR SPONSOR

Domain

KEY SPONSORS



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Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

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Names Attending _____

NON-MEMBERS Please advise Address _____

TEL: _____ FAX: _____

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

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Gavl is the world's leading real estate platform for auction livestreaming and bidding technology.

Since its launch in November 2016, it has streamed more than 15,000 auctions and achieved 4.5 million views from 52 countries, allowing buyers from all over the world to watch, bid and buy at auction, digitally.

Gavl is offering a highlight package that you can now upload onto your social media channels & Promoted on the Society's Facebook Page

FREE

Highlights Package
for Society
Members

Click here to
check out Gavl!



**Gavl will pick one
Society Auctioneer a
week!**

Includes:

- 45 seconds - 1 minute highlight of your SOLD AUCTION - Perfect for your Instagram and social media!

Conditions:

- Post your upcoming auctions onto our Upcoming Auction App/web page - Auctioneers.com.au
- Use Gavl to livestream your auctions

Don't miss out on exposure!

**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!

**Upload your Auctions onto
the Upcoming Auctions App
NOW!**

Not sure how to upload?

Give the Society a call a 8372 7830 or email us admin@auctioneers.com.au

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TODAY'S HOT PROPERTY



4 1 2



Character charmer with potential

98 Third Ave, Joslin. Contact agent for price.

A partially renovated Joslin home is waiting for you to come in and finish the job. The home features four bedrooms - the master complete with a built-in robe, a fireplace, a cupboard, a box bay window and access to a porch for alfresco dining. Two of the minor bedrooms have built-in robes and the home also has formal lounge and dining rooms - both with fireplaces. Folding doors lead from the dining room to the casual eat-in kitchen, which also offers access to the home's renovated bathroom - complete with floor-to-ceiling tiling, a modern vanity unit, a contemporary toilet and a shower with a frameless glass screen - and a large laundry with a toilet. The home also has an entry porch, a 6m x 8m garage with automatic roller door, and a garden shed. The home has character features throughout, including polished timber floors, high ceilings, timber fretwork and original fireplaces. Despite having significant cracking throughout, the home would respond well to a contemporary renovation, its agent says.

Contact: Harcourts Williams' Hamish Mill on 0408 971 668 or Matthew Paternoster on 0400 308 805. Land size: 875sqm. Auction: 10.30am Saturday, July 6. Open: 1pm to 1.30pm tomorrow, and 1.30pm to 2pm Tuesday.

See more in The Advertiser Real Estate Magazine tomorrow



"Print advertising gives vendors' properties unparalleled exposure. We've found that for properties advertised in the Real Estate Magazine we see more people coming through open inspections, creating fiercer competition and in the end getting them a higher price."



HAMISH MILL
HARCOURTS WILLIAMS



Print offers **+209,000** more potential home buyers*

*Across a 4-week period, 209,000 South Australians will read the Real Estate magazine but not visit a major real estate website.
Source: emmaTM conducted by IPSOS Media CT, May-18. Major real estate websites include realestate.com.au and domain.com.au.

Not in The Advertiser, you're not in real estate



Congratulations to the Domain 2019 Golden Gavel Winners!

Hamish Mill, Harcourts Williams was announced **2019 Domain Golden Gavel Champion.**

Vincent Doran, Harcourts Plus - Seaton was also named **Domain 2019 Golden Gavel Rising Star.**

"To compete against the very best people in the business that requires a massive amount of passion, skill, practise, persistence and dedication to win..."

harcourts.com.au



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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 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

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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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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



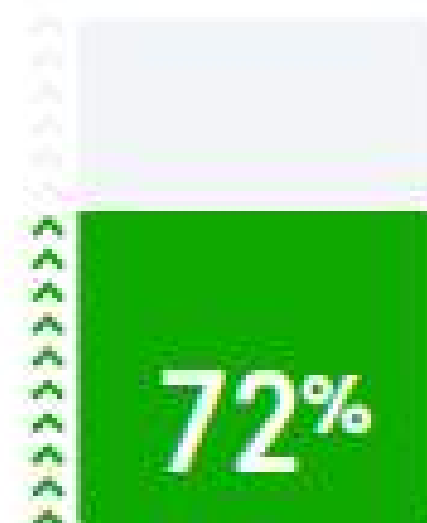
Domain app users who do not use the nearest competitor²

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, 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

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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) 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.

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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.

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EASY AS. ANYTIME. ANYWHERE.

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UPDATE TO "AUCDOCS IN THE CLOUD"

AGENTS



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ALL PROPERTY
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ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
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- 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

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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

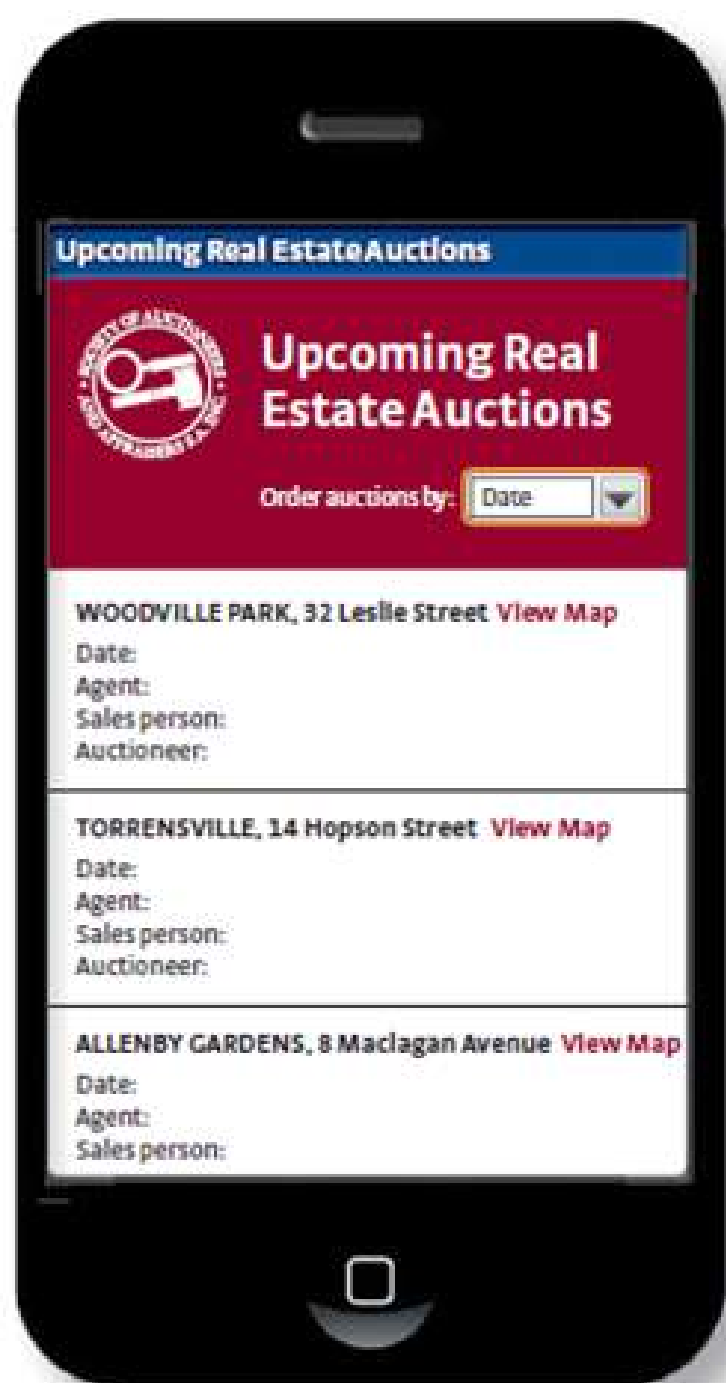
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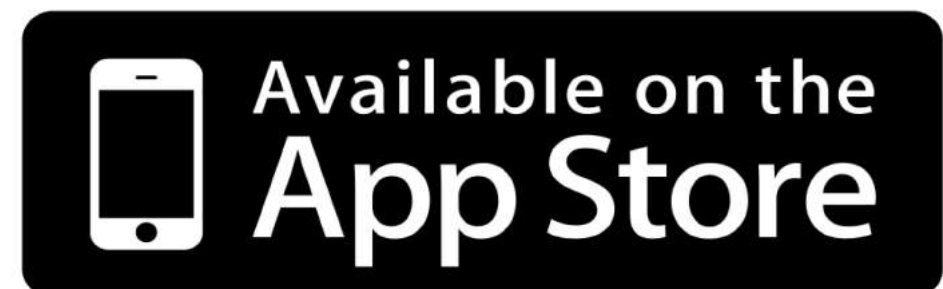
INSTANT UPDATE

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

LIST

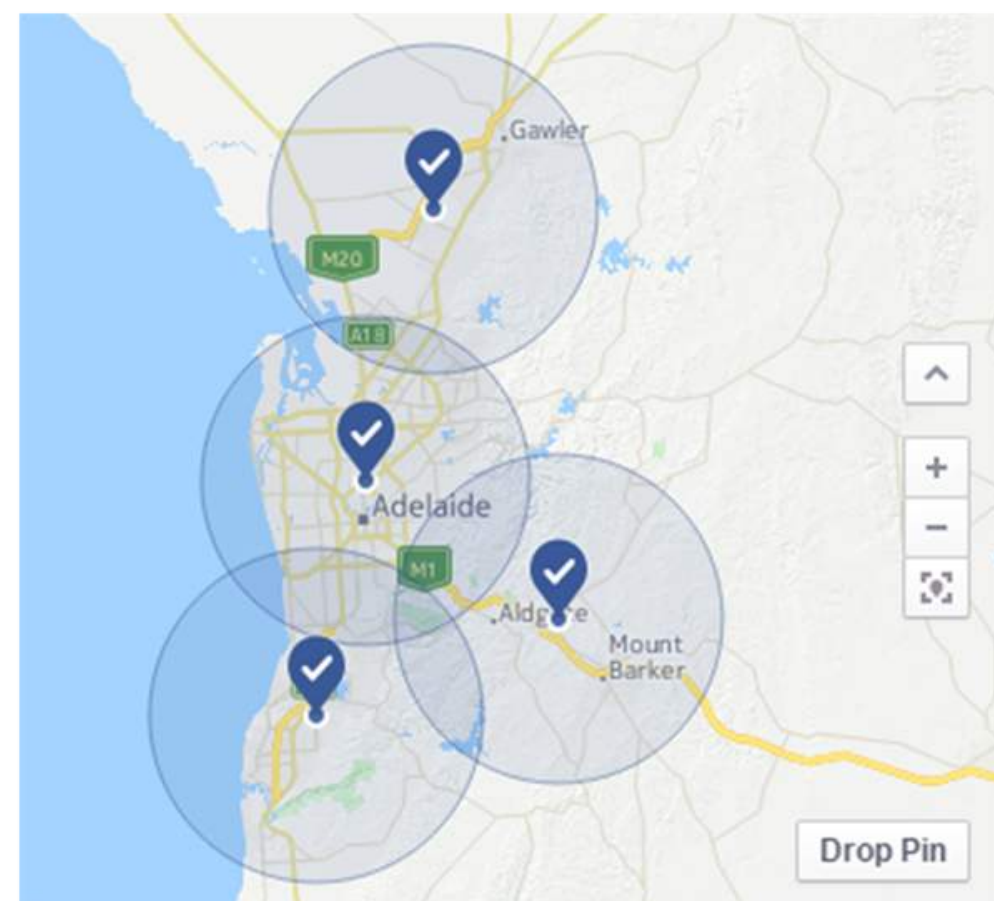
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!

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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

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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.

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rebecca.vasey@wallmans.com.au

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or storage costs

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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

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

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Law

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specialist lawyers
with key expertise

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Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



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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.



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