

GAVEL & GLASS

AUGUST 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

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PRESIDENT'S REPORT

ATTILIO CAVUOTO

M.S.A.A. President



As we are in the middle of winter, which is normally our quiet time & most agents are having a break, positive signs are appearing with a number of agents booking auctions across the state & are having fantastic success.

This is a good thing leading up to Spring. At the moment competition plays a important part in getting the vendor the best price in the current market place & most are achieving good results. General & Livestock Auctions are also quite prevalent at this time.

With our industry changing, seeing a lot of many youger persons coming into the industry, the challenge for us, is to show value in becoming a member of the Society. Our goal should be to provide support & representation.

If you have any questions & thoughts please fill free to call me.

Also make sure you book-in for Dispel of the Myths (29.8.19) and Golf Classic (11.10.19), its always a fun day!

Attilio Cavuoto M.S.A.A

0411 660 125 | attilio.cavuoto@raywhite.com

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UPCOMING EVENTS

SALES AGENCY & PRICING COMPLIANCE



PRESENTED BY SOCIETY TRAINER CHRIS GILL.
MEET DAVID SEDGWICK, PAUL BERTRAM
& JOSIE SHIMMIN (AUTHORISED OFFICERS
COMPLIANCE & ENFORCEMENT OPERATIONS
CONSUMER & BUSINESS SERVICES)

SEMINAR FORMAT WITH OPEN DISCUSSION AND Q & A SESSION

**PLEASE ENSURE ALL
SALES STAFF AND
SUPPORT STAFF ATTEND
THIS WORKSHOP**

DON'T RELY ON YOUR OWN INTERPRETATION OF THE LEGISLATION - HEAR DIRECTLY FROM CBS & CHRIS GILL

- 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.

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 WEDNESDAY 21ST August 2019

MAJOR SPONSOR

Domain

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS

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 ____/____ CVV/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



Sponsored by Chris Gill.
 †The Form 1 Company™



MAJOR SPONSOR:
Domain

KEY SPONSORS:



ALSO SUPPORTED BY:



PARTNER
BusinessSA
 South Australia's Chamber of
 Commerce and Industry



FRIDAY 11TH OCTOBER 2019
 MOUNT OSMOND GOLF CLUB
 60 MOUNT OSMOND RD, MOUNT OSMOND

WELCOME

TO ADELAIDE'S MOST BEAUTIFUL TEST OF GOLF

Only 15 minutes from the centre of the CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

TIMELINE

11.30am Lunch
 12.30pm Tee Off
 5.00pm Prizes & Awards

PRICING

\$88 for golf, on-course drinks and snacks, barbecue lunch and snacks after the game

Sponsored by The Form 1 Company –
ONLY \$88 PER PERSON

FORMAT

Teams of 4 players – Ambrose with shotgun start

Please return completed booking form to Garry Topp with names of those attending before Friday 27th September

WIN \$20,000 CASH!
 JUST GET A HOLE IN ONE ON THE 4TH

BOOKING FORM: 2019 GOLF CLASSIC

Note: Payment must be received with this booking form. Please post this slip with payment to:
 Garry Topp, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034 or fax to 8372 7833

Team: _____

Player 1: _____ Handicap: _____ Player 2: _____ Handicap: _____

Player 3: _____ Handicap: _____ Player 4: _____ Handicap: _____

Note: Players without official handicap – maximum 24 will apply.

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

Credit Card Type (please tick): Visa American Express Mastercard Diners Club (add 3% surcharge)

Card No. | _____ | CW | _____ | Expiry Date ____/____/____ \$ _____

Cardholder's Name _____ Signature _____

OR Pay by cheque (enclosed) OR Direct Debit: BSB 106 011 Account 106 198 240 (BankSA, Unley)

Non-members please advise: Address: _____

Phone: _____ Fax: _____ Email _____

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

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UPCOMING EVENTS

Domain GOLDEN GAVEL LAUNCH 2020

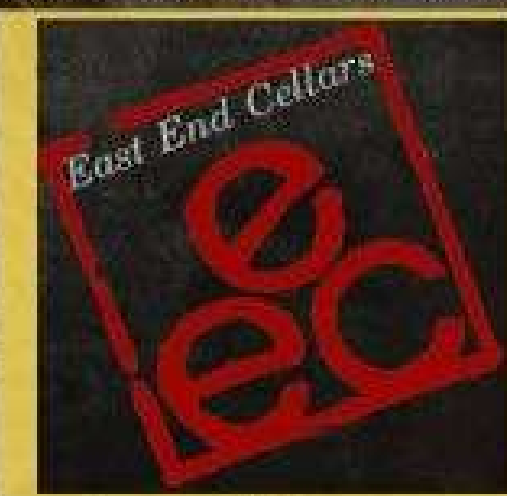


Date: Wednesday 11th of September, 2019

Time: 5.00pm for 5.30pm start

Where: East End Cellars | 25 Vardon Avenue Adelaide,
(across Belgian Beer Cafe, off Rundle Street East)

ALL MEMBERS AND AUCTIONEERS SHOULD ATTEND!
BRAND NEW INITIATIVES FOR 2020
INCLUDING SPRING 2019



**EAST END CELLARS
FINE WINE MERCHANTS**

**PRICE \$38.50 PER PERSON
FOOD PROVIDED | CASH BAR**

RSVP BY Monday September 2nd
Booking form to: admin@auctioneers.com.au
or click here: <https://bit.ly/2YwQVFc>



EAST END CELLARS - WINNER OF BEST RETAIL OUTLET & BEST GENERAL BISTRO CASUAL DINING - INNER METROPOLITAN AREA - AHA AWARDS 2019

MAJOR SPONSOR
Domain

KEY SPONSORS

LEXUS | ADELAIDE
BOWDEN | ISSAD BROTHERS
WAVEMAKER

ALSO SUPPORTED BY

The Form | Company
COWDEN (SA) PTY LTD (INSURANCE BROKERS)
WALLMANS LAWYERS | Lawsoft

PARTNERS
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
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Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____ / ____ Cvv/Cvc _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____

Click here to book online!

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CBS WORKSHOP - BERRI

THURSDAY 4TH JULY

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



Attendee's at the Berri Workshop, held on July 4th

We held our popular Consumer & Business Services Q&A Workshop in Berri on 4th July at the Berri Hotel – what a beautiful place over-looking the river!

The workshop was held by Society Trainer Chris Gill and CBS Authorised Officer David Sedgwick - great turn out at the training as well.

Our topics of focus for the CBS Workshops are 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.

We will be holding another Workshop in Adelaide soon! Keep an eye out on our website and social media.

Michelle Lee - Society of Auctioneers and Appraisers

The Society held a Contract and Form 1 document training session in Berri on the 4th of July. 15 local agents attended the session conducted by Society trainer Chris Gill of The Form 1 Company and CBS Senior Investigator David Sedgwick.

The training covered Contract common issues and round table discussion about those areas that always cause concern for agents and in addition the nuances and details required for the preparation and service of an accurate Form 1.

The regional training sessions are always well appreciated and attended and once again there were a lot of topics covered outside the scope of the presentation papers.

David Sedgwick's overview of CBS' area of interest covered amongst other things property pricing and advertising, trust account management and compliance, the upcoming property management licensing and the future provision of an electronic licence for Sales Representatives and Agents.

Members are reminded that constant training is essential to keep abreast of current thinking and legislation so all members and staff should be encouraged to attend at least 1 training session during the year.

Chris Gill - The Form 1 Company, Society Trainer



Chris Gill - The Form 1 Company

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CBS WORKSHOP - BERRI

THURSDAY 4TH JULY

Did you gain anything from this presentation?

Always pick up a couple of items either to clarify or reinforce my knowledge

Picked up a few things about deposits that I wasn't aware of

What did you like the most?

BOTH!
Contracts and Form 1

- Idea of putting together a couple of "in house forms" for vendors to "sign off"/acknowledge either/and approval unregistered mortgages encroachments

- Review in house check sheet & vendor/purchasing meeting/investors

What else would you like covered?

- EPA Details
- Refresher Land & Business Act Water Act Sections especially in Riverland relevant

More indepth conversation on strata/community titles

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

A recap on what we know is good as it cuts out the bad habits

Better understanding of caveats protecting mortgages

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NEW FEATURES

SMS OFFERS TO PURCHASE



SMS Agent notifications send you the Offer details

Our enhanced Offer system is at your fingertips

- Send the Offer form to the interested Party to complete and sign online
- The Offer has SMS code security to confirm the Party's identity
- The Agent receives an immediate SMS with the Offer details and the mobile number of the buyer to allow calling from your mobile

An Offer to Purchase 100 King William Road Hyde Park has been submitted online by John Smithson, [041988486](tel:041988486). Offer: \$1,500,000

- The Agent also receives an email with all Offer terms (see right).
- You can forward that email on to the Vendor

Offer to Purchase Residential Land has been completed

 noreply@reaforms.com.au 7:35 pm
To You

 REAL ESTATE AUSTRALIA FORMS

Form completed remotely

An Offer to purchase 100 King William Road Hyde Park has been submitted online.

Details are as follows

Offer by: John Smithson

Mobile: [041988486](tel:041988486)

Amount: \$1,500,000

Deposit: \$80,000

Subject to Finance: No

Settlement: [1 September 2019](#)

GENERAL AUCTIONEERS TAKATA AIRBAGS

Did you know that selling a vehicle with an airbag subject to the Compulsory Takata Airbag recall could potentially lead to a \$1,000,000 fine for the auction company involved, or your vendor?

The Compulsory Takata Airbag recall is the biggest issue to impact the sale of second hand vehicles in recent history. The process can be confusing and lead to vehicles with affected airbags being sold to unwitting customers. Vehicles subject to recall can be on “Active Recall” or “Future Recall”. There are some quite onerous requirements and obligations on sellers of affected motor vehicles that fall within these categories and auction companies are no exception.

To put it in perspective, currently in Australia, hundreds of thousands of vehicles are still affected by the Compulsory Takata Airbag recall :

“The ACCC says one year since the ACCC started overseeing the Takata airbag recall, 1.8 million potentially deadly airbags still need replacing as part of a compulsory recall that will run until 2020.” 1

The bottom line from an auction company’s perspective is that if you sell any vehicle that is subject to an “Active” or “Future” recall and do not strictly comply with your obligations, you risk exposing your organisation to substantial liabilities. Furthermore, you may face the liability to anyone who purchased a vehicle from you, which is under a recall notice, who is subsequently killed or injured by the faulty airbag, if the vehicle was not sold according to the correct procedure.

Auction companies need to be aware that the obligations with respect to dealing with affected vehicles includes every category of vehicle including fleet, abandoned, salvage, accident damaged or written off - even burnt out vehicles are not exempt. The sale price is irrelevant. Auction companies should not be complacent by thinking that low value assets are excluded from the ambit of the Recall notice.

What is all the fuss about?

In short, the fuss is about the potential for Takata airbags to deploy and subsequently injure or even kill drivers and passengers, as has already occurred in Australia and overseas. The Deputy Chair of the ACCC, Delia Rickard recently stated: “Our greatest concern remains around the alpha airbags, which can still be found in almost 20,000 cars. Make no mistake, these airbags can kill and our advice is for consumers to check our website to see if there car is affected by this recall. If your car contains an alpha airbag, it should not be driven.” 2

All auction companies should ensure that no vehicle that is under a “Active Recall” is put to sale, until the obligations of that recall are met. This includes isolating the vehicle, contacting the vendor to alert them to the situation, contacting the respective franchise dealership and organising the removal and /or replacement of the affected airbag.

A further complication is the transition of vehicles which are under “Future Recall” to “Active Recall”. Over the next 18 months, motor vehicle manufacturers are required to ensure that all their affected vehicles are brought under “Active Recall” to ensure the airbags in affected vehicles are removed and replaced. A vehicle may not be on the “Active recall” list today and you may think you can proceed with the sale. However, the vehicle may be put on an “Active recall” list by the manufacturer tomorrow and the fact that you did not check the status of the vehicle again will be no defence if you are found to have sold an affected vehicle under the “Active recall”.

Branch Manager for Pickles in Adelaide, Richard Ward, advises all members to be extremely vigilant in this area. “With fines of up to \$1,000,000 through the ACCC for selling an affected vehicle under “Active recall”, this is a major risk for any company handling the sale of motor vehicles.”

“Almost two million deadly Takata airbags still in Australian cars.” 2 August 2018

Sourced at < <https://www.accc.gov.au/media-release/almost-two-million-deadly-takata-airbags-still-in-australian-cars>>

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Gavl

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 Society Members 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

**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

Click here to
check out Gavl!



**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!

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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!

Don't miss out on exposure!

**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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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



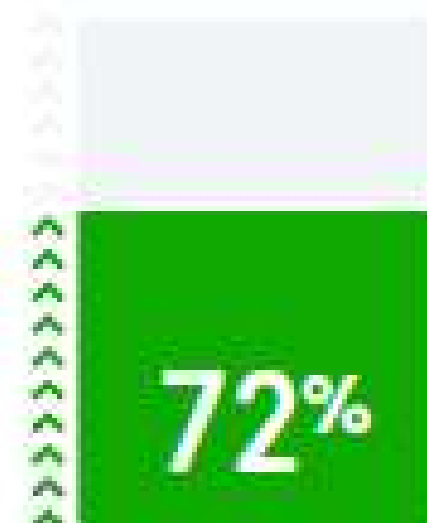
Domain app users who do not use the nearest competitor²

GROWING



Domain Digital Audience³
June – October 2018

ENGAGED



Domain enquiries sent via mobile⁴

For more information, contact your Domain Account Manager today.

Domain

Source: 1. arima™ 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 five digital metro mastheads, canberadomes.com.au and reale.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 reale.com.au property app, iOS and Android average, App Annie, Sept 2018. 3. Nielsen Digital Consent Ratings (Monthly Total), Unique Audience, Oct 2018, P0+ PC, Smartphone and Tablet, Total. 4. Domain Group internal data, Oct 2018. Includes app and m-site.



ADELAIDE

CRAFTED WITH YOU IN MIND



RX 300 CRAFTED EDITION^(A)

FROM **\$79,888** DRIVE AWAY

NX 300 2WD CRAFTED EDITION^(B)

FROM **\$62,888** DRIVE AWAY

NOTHING IS CRAFTED LIKE A LEXUS – And, for a limited time, we've crafted offers with you in mind. Introducing the NX and RX Crafted Editions. Tailored design from the inside out, complete with striking black exterior accents, a moonroof in the RX, and a panoramic view monitor exclusive to the NX.

These Crafted Editions are in limited numbers, so visit your Lexus dealer today.

LEXUS OF ADELAIDE | 164 West Terrace, Adelaide
PH 08 8238 5400 | www.lexusofadelaide.com.au | LVD2009

Recommended driveaway price (RDP) shown is applicable for private customers, only at participating dealers. Offer available on new 2019 built (A) RX 300 Crafted Edition & (B) NX 300 2WD Crafted Edition models purchased between 01/07/2019 and 31/07/2018 unless extended. RDP includes 12 months registration, 12 months compulsory third party insurance (CTP), maximum dealer delivery charge, stamp duty & Luxury Car Tax (LCT). Metallic/Premium paint at additional cost. Lexus reserves the right to extend or amend the offer at any stage. Limited stock available.



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.

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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

RESIDENTIAL SALES AGENCY AGREEMENT

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

VENDOR Mr and Mrs Seller

E-mail 1 _____

E-mail 2 _____

ABN _____

Prices inc GST & are per annum

Sole Trader (1 user) - \$350
Small User (2 - 4 users) - \$990
Medium User (5 - 9 users) Licence - \$1,760
Large User (10+ users) licensing - \$2420

PLEASE CONTACT

GARRY TOPP (08) 8372 7830
SOCIETY@AUCTIONEERS.COM.AU

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

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

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Designed by Agents for Agents

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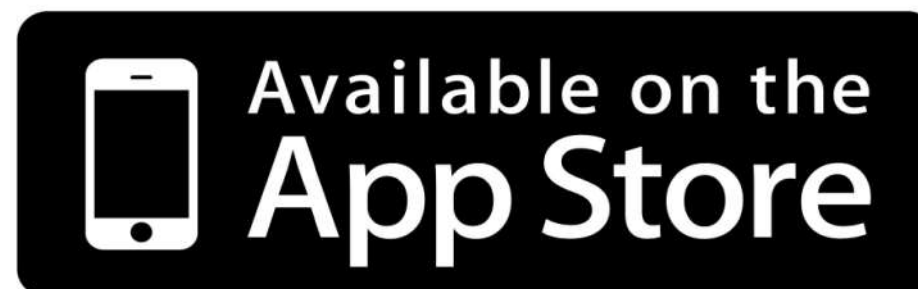
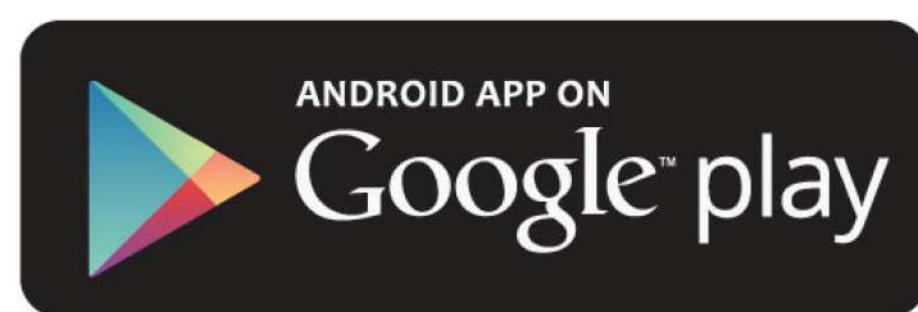
INSTANT UPDATE

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

LIST

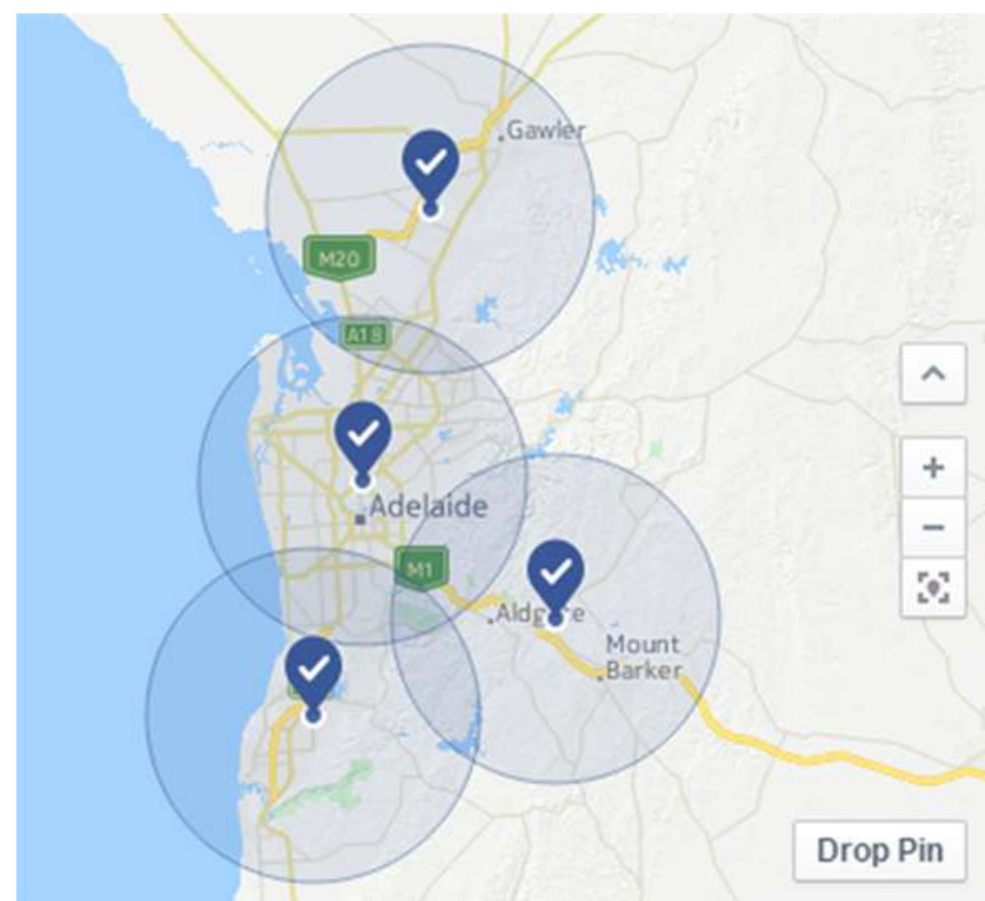
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For Form 1 preparation please contact Chris Gill on 7221 4908

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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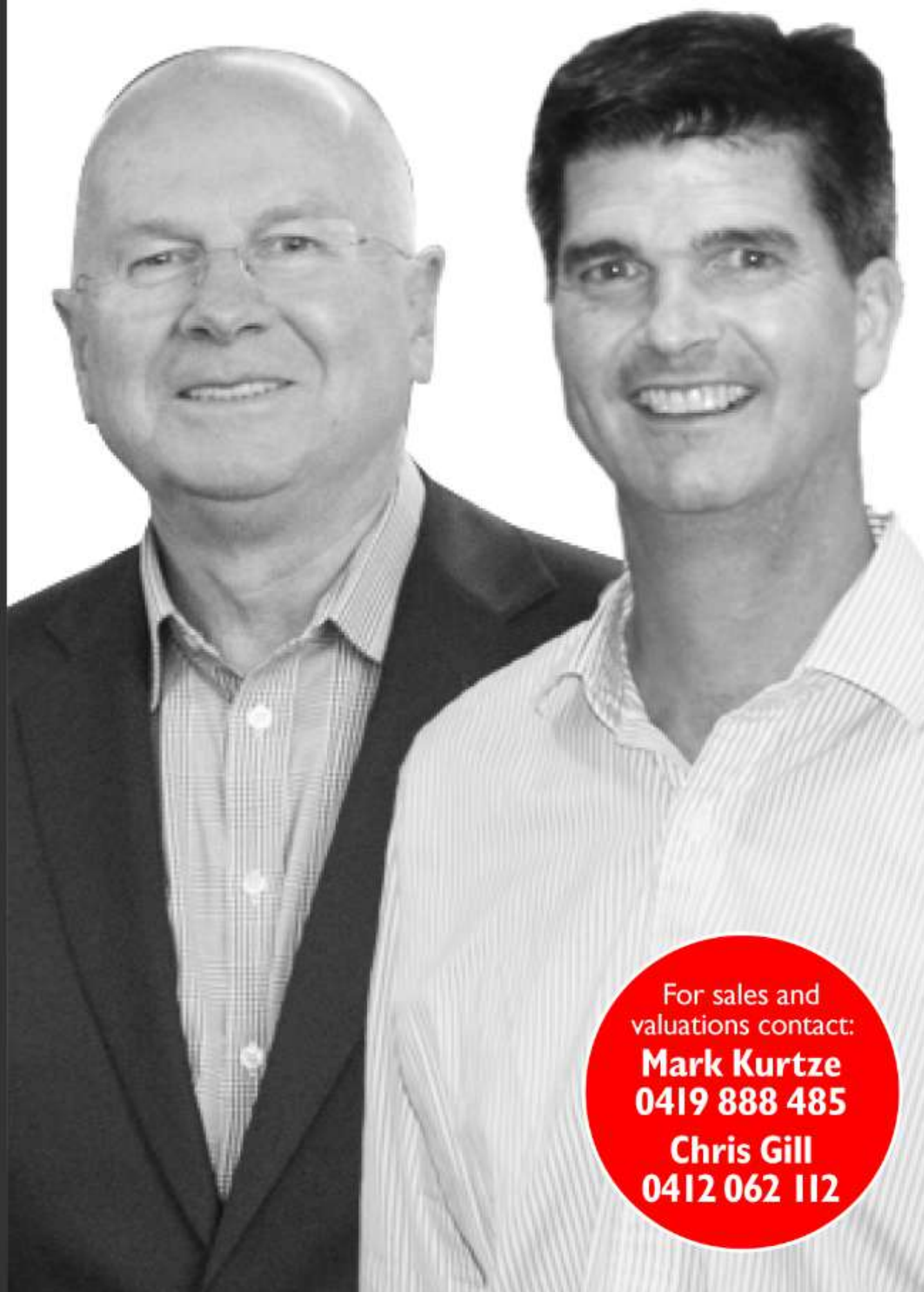
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