



GAVEL & GLASS

JULY 2015

Society of Auctioneers & Appraisers (SA) Inc. CONTENTS

Board Members

The Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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One fine evening



Society Key Sponsor, Solitaire Automotive hosted an exclusive event – One Fine Evening at the Solitaire Showroom 26 Belair Road, Hawthorn SA 5062 on Wednesday the 4th of June giving members an opportunity to view legendary marques including Bentley, Aston Martin, Jaguar, and Land Rover whilst enjoying Award Winning wines from Sunset Winery, Kangaroo Island.

Society Vice President Victor Velgush welcomed the guests followed by and addressed by Jade Clifford, daughter of the wine maker Colin Hopkins highlighting the gold, silver and bronze medals won by their exquisite Sauvignon Blancs from their 2011, 2012, 2013 and 2014 vintage. We particularly enjoyed the sparkling Shiraz and the 2012 Shiraz was sensational. Matt Linett from Solitaire gave us a brief introduction about the showroom with particular emphasis on the Land Rover range.

Thank you Solitaire for putting on such a welcoming and casual event. We are looking at doing another more relaxed evening down the track so if any Society members would like to attend the **next one, let us know and we'll put you on the guest list!**





ASTON MARTIN





The Society of Auctioneers & Appraisers (SA) Inc.
cordially invites you to

One Fine Evening

TO EXPERIENCE A TASTE OF FINE WINE AND THE FINEST OF MOTOR VEHICLES

Enjoy award-winning wines from Sunset Winery Kangaroo Island whilst being among legendary marques such as Aston Martin, Bentley, Jaguar and Land Rover.

As numbers are strictly limited to this premium event please RSVP by emailing admin@auctioneers.com.au before Monday 11th May 2015.

Event Date: Wednesday 3rd June 2015
Commencing: 6.30pm
Venue: 32 Belair Road, Hawthorn.

Solitaire
Automotive Group



Last night we hosted a very successful boutique event that was thoroughly enjoyed by all who attended. The food and wine were of the highest quality and the cars were amazing. Highly enjoyable Inspirational and aspirational all in one! In SAA style the event was genuine, personal, effortless and classy.

The SAA team did a great job bringing it all together and huge thanks to the sponsors who were there hosting contributing and supporting the event!

Regards, Victor V.



Solitaire event: One fine evening





Solitaire event: One fine evening





Chris gil l - the gol den gavel

It was a great experience being a judge the Golden Gavel competition. Having been a spectator and a dummy bidder in past competitions it was interesting to see the criteria and weighting for judging the auction performances.

The quality of the auctioneers in both the Senior and Rising Star heats was outstanding. Even experienced Auctioneers can have an attack of nerves and having seen most of the Senior Auctioneers perform live auctions it is fairly apparent that being in a auction competition is much more difficult than auctioneering in the field.

The nature of the competition requires a performance in front of your peers whilst being judged. It puts pressure on all auction skill components and it is interesting to see how the competitors perform against each other. The standard achieved was incredibly high and even the lowest marked performance would be a great performance under less trying conditions.

The usual and expected hurdles are placed in the way of competitors, not to trip them up necessarily, but to see how various situations are handled. It is a credit to the competitors that most situations were expertly handled, even though some stumbled mainly due to perceived pressure rather than difficulty.

It is without doubt that competitors gain valuable auctioneering experience from entering the competition as the training and time taken to fine tune their auctioneering skills for the competition must assist them when conducting auctions for their clients.

If the continuing quality of auctioneers is upheld then the auction process will remain a really strong sale process option.

If you get a chance next year to **participate or watch as a spectator you won't be disappointed.**



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Golden Gavel Comments

Lisa Field

Just wanted to send a huge thank you for included me in yesterday's proceedings. I had such a wonderful time and have a new appreciation for your industry!

Apologies I could not stay last night I have a board meeting to get to. I would love to know who the winners were!

Thank you for introducing me to Susan, let's see where that goes.

Let's keep in contact and well done on yesterday!

Christopher McLaughlin

G.T.

Heartiest Congratulations on a Job VERY WELL DONE !

There is an Enormous amount of behind the scenes work that has to be done. You did that very well indeed. Everybody tends to forget that, right down to the Girls at your Office.

With Thanks
Christopher

Jason Andrew

Garry

Congratulations on another outstanding day. SA are the leaders for auction competitions and innovation. I was so excited to be a part of schools idol again in particular.

Talk soon





AND/OR NOMINEE

There is now no need to execute a contract as purchaser “and or nominee” from recent ruling by RevenueSA and there is no need to produce a letter of nomination to the conveyancer. However, the conveyancer would still need a Deed of Assignment when the transferee or assignee is a third party and when there is an extra consideration being paid by the end purchaser.

RevenueSA also acknowledges that the purchaser under a Contract has a common law right to direct the vendor to transfer the land at settlement to any person or entity the purchaser desires. This common law right exists irrespective of whether the purchaser has executed the Contract “and/or nominee” or not.

However, where an Assignment is still executed (e.g. where a transferee requests an Assignment of the purchaser’s contractual interest to them), duty will continue to be payable on the Assignment, calculated on the greater of the consideration paid for the Assignment or the full market value of the interest assigned.

In the majority of situations, the amount assessed on the Assignment will be equal to the deposit paid by the purchaser under the Contract, unless the market value of the land has increased since the date of the Contract. In addition, duty is also payable

on the Transfer on the full market value of the land conveyed. Subsection 68(3) of the Act provides that the contracted resale of a property, prior to its conveyance to an original purchaser, to any other person other than the original purchaser, will be chargeable with duty as:

- a conveyance to the original purchaser on the consideration for the sale; and
- a conveyance by the original purchaser to the sub purchaser on the consideration for the sale.



Revenue Ruling

[Click here for more details](#)



Country auction and market update

Geoff Watts - Landmark Harcourts South East (Keith)

The market last spring and this past summer for land in the South East was quite strong, many properties have sold which leaves **very few actually “available and on the market”**

Values received were / are quite good although commensurate with the reduced numbers of late which are less than we had seen 2/3 years before hand.

I suggest there will be good blocks on offer this spring which should receive good attention from the buying public.

Local buyers ie those within 30kms of what is on offer have been the strength, together with other areas such as the lower and mid north of SA with an odd international looking about, but not buying too much.

Sing out if you have anyone wanting any Rural from Ki Ki to Mount Gambier and I will sort them out.



Paul Kilby - Elders (Cummins)

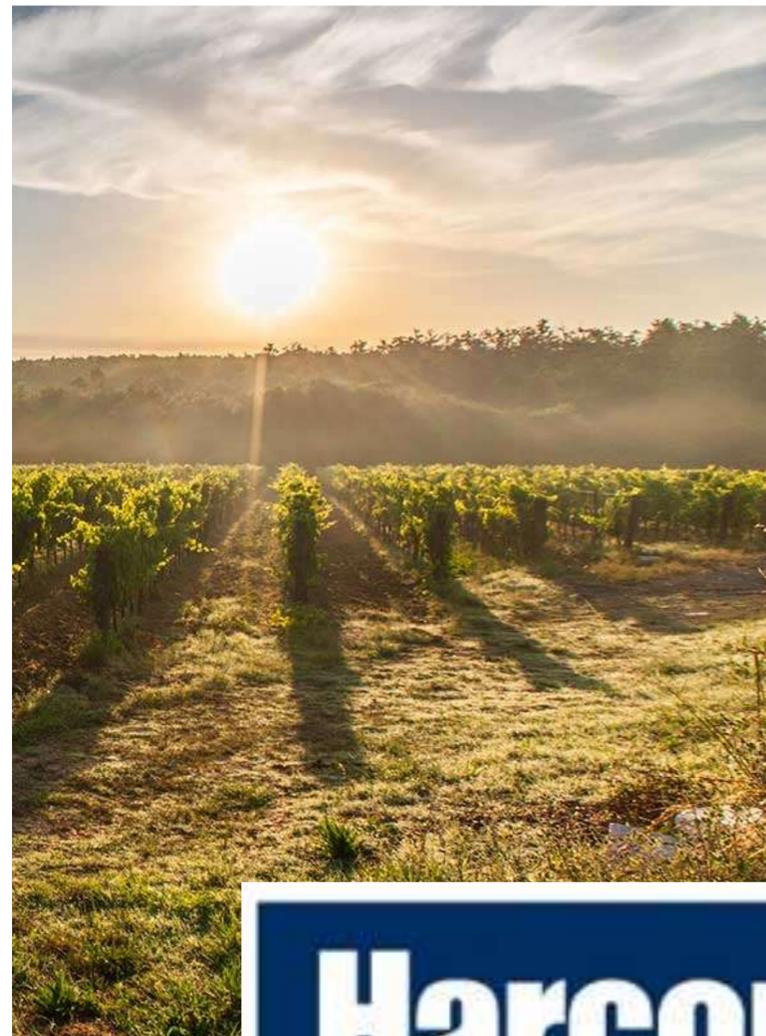
The season has opened with optimum timing of rainfall; with the whole Cummins district receiving ANZAC week rains providing ideal moisture conditions to commence seeding early to mid-May. Demand for land in the region is very healthy with foreign investment having made significant purchasers over the last 2 seasons.

Local farming enterprises are now valuing productive country in light of this outside competition. With the reliability of the Cummins region this makes for great investment in agriculture for the future.



Residential houses

Suburb	Street Address	Selling Agent	Selling Agency	Auctioneer	Date of Auction	Sale Price	General Comments
Hamley Bridge	27 Gilbert Street	Janelle Baker	Harcourts Gawler Sales	Ben Clarence	2/05/2015	\$ 75,000	One bidder and one bid only. Half the town turned up to watch!
Freeling	9 Peake Street	Rhonda Brown	Harcourts Gawler Sales	Ben Clarence	11/04/2015	\$ 130,000	One bidder, good result for the area.



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Golf at grange!



We are exploring the idea of holding our Golf Day at Grange this year, Friday the 6th of November.

Designed by Greg Norman, *The Grange Golf Club is one of Australia's premier sporting venues with two internationally rated 18 hole championship golf courses and an award winning function centre.*

As Grange is more expensive than the courses we usually play at, we are seeking your thoughts as to whether you think this course is a good choice.

The cost would be in the vicinity of \$165 each for Lunch, Golf, and on course drinks and snacks.

Please get back to us with your thoughts, and let us **know if you would like to be a starter....**



Thanks & Regards,
GT



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Visit Grange Golf website: <http://www.grangegolf.com.au/cms/>



Courage for Cody



The President of the Society had great pleasure in presenting a cheque to Past President Sharon Gray for monies raised through the Society for the Cody Gray Foundation.

"It is fantastic to see our members supporting Cody. To see Sharon's smile made my week. I hope that over time, with the Society's ongoing support, we can make a difference."

Marc du Plessis



Courage for Cody

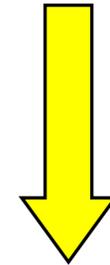


Our whole family is overwhelmed by the continuing support we have received from the real estate industry and in particular, members of the society. I have always been proud to be a member of The Society but recent times have shown that being a member of the Society really is like having an extended family. The generosity of support is not only financial but emotional and always available. We sincerely thank everyone for being there for Cody and our whole family. It will have been a year since Cody's accident on the 14th July and on Monday the 6th, she is heading off to Melbourne for innovative bilateral nerve transfer surgery at the Austin hospital. It will take 12 more months to see the full extent of the results but we hope it will afford her a wider range of arm movement and possibly some finger extension. Tomorrow night will see her attend her year 12 formal and she has just completed her mid year exams. Every day she continues to amaze us with her determination to just get on with things in such a positive way. We thank you again for your support that enables us to provide the ongoing daily requirements and hope we can update you on her future achievements.

- Sharon, Mick, Cody and Riley Gray -



Chinese Buyer Interpreter Service



For more information email:
sales@wowu88.com
Or call
Emmaline Sibila 8113 1833

AUCTION PACKAGE

Society's sponsor, Wowu88 releases **"Auction Package"** by providing the convenience of an interpreter for Chinese bidders bidding at auction in South Australia. Wowu88 will help bidders understand the auction process and condition of purchase before and during the auction. Society members can now offer this service at all auctions in South Australia where Chinese buyers attend. The auction process is usually fast moving and Chinese buyers can now have the benefit of a person to assist them in all facet of the process in their own language.



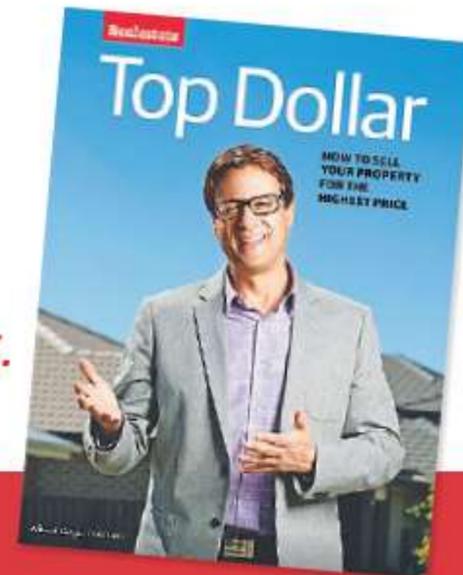


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Sunset Winery Kangaroo Island

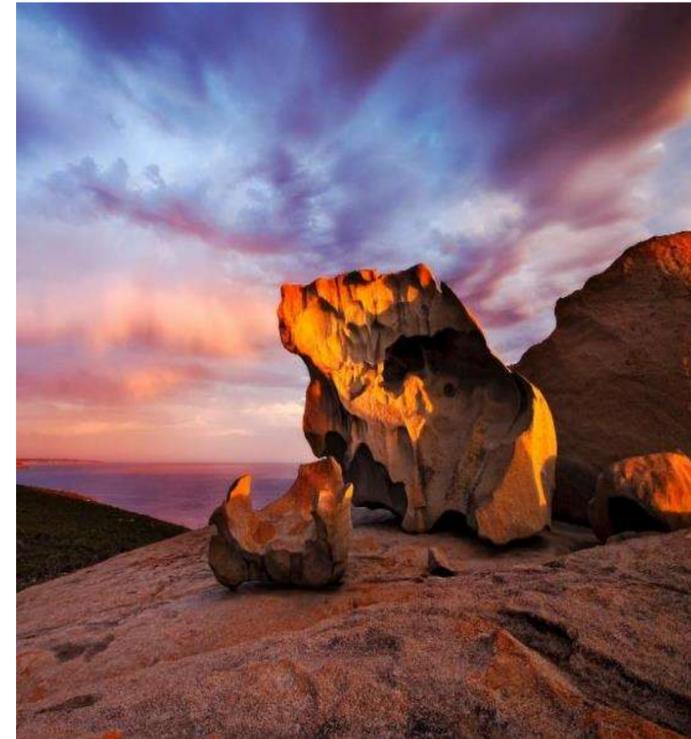


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Part of our production policy is that
all fruit for the wine is sourced from
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'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further

*Sunset Winery
...share the experience.*

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OR

Enter results through the **Upcoming Auctions App** which has a log-in button so multiple Auctions can be entered at the one time!

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Chris Gill

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Sky Vue



whitesky LABS

The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

We have had superb feedback with this new dynamic way of servicing our database and delivering up to the minute information to Members.

We love it!

Garry Topp

Chief Executive Officer

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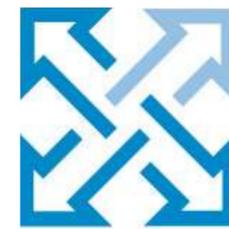
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