



Gavel & Glass

July 2018

The Official Newsletter of the Society of Auctioneers & Appraisers S.A Inc.





Victor Velgush
President

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

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Attilio Cavuoto
Vice President



Jarrah Holmes
Board Member



Matt Smith
Board Member



Angelo Bartemucci
Board Member



Andrew Monks
Board Member



Society of Auctioneers & Appraisers (SA) Inc

President's Report



Breakfast of Champions— Wade & Vincent

We present two of Adelaide's super high achievers

from different walks of life who will both share with you how they reached the top of their professions at a young age in a short time.

Vincent Tarzia MP was faced with a huge challenge in the recent state election with one of the highest profile politicians standing against him and **he overcame the challenge and won!**

We are very fortunate to have Vincent agree to speak to us and we look forward to seeing you there – **a talk you will remember for years to come.**

Vincent will no doubt hold an influential position in the South Australia parliament for many decades to come.

- Vincent Tarzia is the youngest speaker in the House of Representatives the history of SA.
- An incredible achievement for a humble young man from the North East suburbs of Adelaide.
- How he did it will inspire you and teach you the skills, attitudes and aptitudes required to elevate yourself to achieve your dreams, as Vincent has his.



Vincent Tarzia MP
Member For Hartley

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Society of Auctioneers & Appraisers (SA) Inc

President's Report

Wade Sander is the current General Manager of the Lexus of Adelaide one of Adelaide's most prestige car brands and arguably the most coveted job for anyone who starts as a sales person in the Car Industry.

Unlike many of his predecessors and peers Wade has done this with no advantages – he is not related and has none of the advantages we so often see in being appointed in these key positions.

Wade has done it in a very short time and on the back of his **ability as an elite sales person and leading a successful sales team to break record after record!**

Don't be deceived by Wade's humble demeanour – this is a man we can all learn from to better our lives and increase our incomes.

This will be a memorable event – both speakers don't usually share these insights into their personal successes.

Both are very busy and we are pleased to have them as our guests at the Breakfast of Champions.

This is a motivational breakfast you can bring all your staff too and still be in your office by 9am!

PLEASE BOOK BY FRIDAY 6th JULY 2018

[CLICK HERE](#)



Wade Sander
General Manager of
Lexus of Adelaide

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Society of Auctioneers & Appraisers (SA) Inc

Form 1 Company Society Golf Classic

SOCIAL EVENTS

We are pleased to announce that the 2018 Society Golf Classic will be held at the picturesque Mount Osmond Golf Club overlooking Adelaide on Friday 12th October with the hole in one cash prize of \$20,000 this year sponsored by Cowden Insurance!

Lots of other prizes will be presented on the day with a heavily subsidized price of \$88 per person courtesy of The Form 1 Company. We thank Chris Gill for being **the sponsor of this year's Society Golf Classic** which will enable people to play at a greatly reduced rate.

Please get your bookings in early!

If any members have suggestions, please email them to admin@auctioneers.com.au

Attilio Cavuoto M.S.A.A.

**Real Estate
Auction
Clearance Rate
Last 4 weeks
69.25%**



FIND OUT MORE
About Us
CLICK HERE


The Form 1 Company™
2018 Golf Classic
 SPONSORED BY CHRIS GILL

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. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round.

WIN \$20,000 CASH!
 Just get a hole in one on the 4th hole

ONLY \$88 PER PERSON
 The Form 1 Company sponsored

FRIDAY 12TH OCTOBER 2018
Mount Osmond Golf Club
 60 Mount Osmond Road, Mount Osmond

Our 18 Hole Course
 Our course is located up on the Adelaide Hills with glorious views of the City of Adelaide, Mt Lofty Ranges and the coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. 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.

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

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

Teams of 4 players
 Ambrose with shotgun start

Please RSVP by returning booking form to Garry Topp with the names of those attending before Friday 28th September

MAJOR SPONSOR: SA LIFE
KEY SPONSORS: LEXUS, BOWDEN, S.I.N.S.I.T.
ALSO SUPPORTED BY: CORNERS, LawSoft, SHYVUE, Cowden Insurance, The Form 1 Company

BOOKING FORM: 2018 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. _____ CVV _____ Expiry Date _____ \$ _____

Cardholder's Name _____ Signature _____

Pay by cheque (enclosed) Direct Debit: BSB 105 011 Account 106 198 240 (BankSA, Unley)

Non-members please advise: Address: _____

Phone: _____ Fax: _____ Email: _____

[CLICK HERE](#)

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Society of Auctioneers & Appraisers (SA) Inc SA LIFE Golden Gavel Live

Find us in the SA LIFE July 2018 issue

Pages 32 & 186



CREAM OF THE CROP
Brett Roenfeldt (pictured) has for the fifth time taken home the title of South Australia's top auctioneer at the 2018 SALIFE Golden Gavel Awards. For the past 26 years, the competition has showcased the talents of local auctioneers and remains the longest-running competition of its kind in the southern hemisphere. Brett was also awarded Top Real Estate Auctioneer of the year, while the General

Auctioneer of the Year was Richard Ward. Marc du Plessis was awarded General Auctioneer Highest Price, Highest Sale Proceeds and the Golden Pen Award. The Rising Star winner was Sam Alexander of Klemich Real Estate and the Principal Auction Marketer was awarded to Nick Psarros of Ray White Port Adelaide and Andrew Welch of LJ Hooker Kensington Unley.

Details: auctioneers.com.au

Gold stars

Photographs from events attended by SALIFE are now available for sale. See Page 190 for details.

The SALIFE Golden Gavel award for the best live auctioneer was presented to Brett Roenfeldt at the Society of Auctioneers & Appraisers SA Annual Awards Dinner at the Mayfair Hotel.



Richard and Sharon Ward



Pete Angel and Stephen Venn



Alex Diamond and Noah Bonnici



Jayne and Stuart McCalden



Darren Read, Amelia Langhans, Mallory Totani and Brett Roenfeldt



Brooke Seward, Sharon Gray and Sandra Veigush



Dan Schell and Kirsty Saunders



Gary Johanson, Tony Tagni and Jarrod Tagni



Ray Brincat and Mitchell Hawkes



Mark Fricker and Anthony Demarco



Rita Kinley, Kirsten Priess and Karen Millard



Jaymi Humphreys and Simon Jones



Nick and Lorraine Psarros



Rod Smitheram and Leon Yuan



Monique Fildes, Ricki Bonnici, Kate Smith and Sarah Zagari

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Society of Auctioneers & Appraisers (SA) Inc

Peter du Plessis Private Collection



Peter's passion for Fine Arts and Antiques was on display and gives you an insight into how a truly International collection is formed.

Most items are unique and irreplaceable and include the bell from the ship Napoleon surrendered on and Mary Queen of Scots bureau and the list goes on.

As CEO of the Society of Auctioneers & Appraisers (SA) Inc. I am honoured that this unique and irreplaceable collection was offered for sale by public auction in South Australia once again putting Adelaide in the International spot light.



The oil of canvas by Francesco Guardi, sold for \$237,700.



Nora Heysen's Spring Blooms sold for \$21,250.



18th century Napoleon's ships brass bell sold for \$35,000

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Society of Auctioneers & Appraisers (SA) Inc.

Dancing away with \$500,000 find

A RARE sculpture by French impressionist Edgar Degas has turned up in an Adelaide home, amazing the local art scene. The *La Danse Espagnole* sculpture has been owned by an unnamed private collector, who has now decided to auction the work.

Auctioneer Marc du Plessis has valued the sculpture at between \$300,000 and \$500,000.

Marc said it may well be the only Degas bronze to have ever been owned in SA. “I don't know of other bronzes, I know of artworks,” Marc said.

The wax model of *La Danse Espagnole* was created in about 1885 and just 24 were cast in 1920.



“Degas’ pastels quite regularly sell for millions and millions of dollars, even a little pencil sketch by him is in the hundreds of thousands,” Marc said.

“The bronzes, there are less of them. Not all of his bronzes sell for this sort of money, but the ‘Spanish Dancer’ is one that’s always sold well.”

Adelaide homes house some incredibly valuable and important works of art, many of them in secret.

“There are some truly amazing stuff floating around South Australia which no one ever gets to see,” **Marc du Plessis MSAA**

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Society of Auctioneers & Appraisers (SA) Inc.

Female Only 2 Day Auction Academy

Thursday 13th September @ 8am—6.30pm

Friday 14th September @ 8am—5.30pm

Arkaba Hotel | Board Room

150 Glen Osmond Road, FULLARTON

Members \$770

Non members are invited to join prior to attending

RSVP by

Friday 31st August

Email: admin@auctioneers.com.au

Phone: 8372 7830

[CLICK HERE](#)



**FEMALE ONLY
Real Estate Auction
Academy**

*2 Day Auctioneers
Licence Workshop*

Including Nationally Accredited Auction Training Module
CPPDSM4004A (CONDUCT AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy
This is the only Auction Academy run by four times Golden Gavel Winner Mr
Brett Roenfeldt, giving participants an insight into his experience in
conducting over 16,000 Real Estate Auctions in South Australia

Presented by the Society of Auctioneers & Appraisers (SA) Inc. in association with ACG Global Training & Coaching

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.
*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current registration). *When applying for Licence, remember to take evidence of your CPPDSM4019A Prepare for Auction and Complete Sale.*

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative questions
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a panel of two qualified Certificate (IV) Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial - including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes and vacant landholdings.
- The only trainer to win four Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

PRESENTED BY
Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (Life)

With guest presenters...
Sharon Gray & Rosalind Neale

For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830

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REA Forms—Important Update Information

We update and change forms as and when required. To help with your management and user experience we detail some points of use.

Contracts now have e-signing as an option

We have now enabled e-signing into all Contracts for the Sale of Land. You can still elect to have e-signing or hard copy signing.

If the button is selected for electronic signing then the Contract can be sent remotely for signing online and electronic signatures used. This is all self-explanatory but we recommend users do a few trial tests and always use the SMS confirmation (mobile phone number field) when sending a form to sign.

No witnesses are required in this format.

If *e-signing* is not selected then the normal printing clauses appear and witnesses are still required.

A legal agreement with consideration does not need a witness and it is of little

The screenshot shows a pink header box with the text "SIGNING" and "Select hardcopy signing OR electronic signing." Below this is a "Please Note:" section stating "esigning does not require witnesses." At the bottom, there are two blue buttons: "Use hardcopy signing" (with a radio button) and "Use electronic signing" (with a radio button). Below the buttons, there are three labels: "PURCHASER", "WITNESS", and "DATE", each with a horizontal line underneath it.

purpose today as with modern technology you know who we are dealing with now and with identity verification and auction registrations.

GST Withholding Tax

From July 2018, purchasers of a new residential premises or subdivisions of potential residential land will be required to withhold the GST component of the purchase price from the vendor, and pay that amount directly to the ATO.

The new regime will apply to all contracts of sale entered into on or after 1 July 2018 (or existing contracts under which settlement does not occur prior to 1 July 2020).

Typically, the amount to be withheld will be 1/11th of the purchase price under the contract. However, where the margin scheme applies, the required amount will be 7% of the purchase price.

As the withholding amount does not include adjustments made at settlement, vendors will be required to correct their actual GST liability in their next BAS.

Vendors may be entitled to claim input tax credits for the withheld amount paid by the purchaser.

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FIRB—Residential Real Estate

Residential Real Estate— Established Dwelling Exemption Certificate

Under Australia's foreign investment framework, foreign persons generally need to apply for and receive foreign investment approval before purchasing any residential real estate in Australia.

Reflecting the fact that foreign persons who are temporary residents need a place to live during their time in Australia, temporary residents can apply to purchase one established dwelling to use as their principal place of residence while they live in Australia.

Foreign persons who are temporary residents can apply for approval to purchase a specific dwelling or may apply for an established dwelling exemption certificate to allow them to purchase a single established dwelling within a specified state or territory to use as their principal place of residence. This certificate will allow a temporary resident to make multiple attempts to acquire one established dwelling by any method (such as auction, ballot, private offer, expression of interest or tender) without having to seek individual approval for each property they are interested in.

The exemption certificate will gen-

erally be valid for six months from the date of approval and will be subject to conditions that apply once an established dwelling has been purchased. These include that the temporary resident must use the property as their principal place of residence in Australia, and they must sell the property within three months of ceasing to be a temporary resident. The property must be vacant at settlement and cannot be rented out. Temporary residents are not permitted to purchase established dwellings as investment properties, to rent out, or as holiday homes.

This Guidance Note sets out the factors that are considered when

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FIRB—Residential Real Estate

assessing an application for an established dwelling exemption certificate and outlines the conditions that will normally apply to such a certificate.

Eligibility

Who is a temporary resident?

A temporary resident is an individual who:

- holds a temporary visa that permits them to remain in Australia for a continuous period of more than 12 months (regardless of how long remains on the visa); or is residing in Australia, has submitted an ap-

plication for a permanent visa and holds a bridging visa which permits them to stay in Australia until that application has been finalised.

Established dwelling exemption certificates will normally be approved for temporary residents who are eligible to purchase established dwellings as their principal place of residence under Australia's foreign investment rules.

Established dwelling exemption certificates provide a foreign person with approval to:

- purchase one unspecified estab-

lished dwelling only;

- purchase the established dwelling in the state or territory specified; and
- purchase the established dwelling up to the value specified on the exemption certificate.

However no agreements (even conditional agreements) can be entered into before the exemption certificate is given.



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Victoria Supreme Court: Agents Could Lose Commissions



REAL ESTATE AUSTRALIA FORMS™

reaforms.com.au

Members may be aware of a recent case in Victoria where express words required by legislation in an Agency form were omitted by REI Victoria in its standard Agency form.

That case has no bearing on the Society forms used - reaforms.com.au (Real Estate Australia Forms) (Aucdocs) here are legally vetted and have been reviewed and checked. Our forms provider reaforms.com.au also provides forms nationally to Agents in Victoria and all other States and has confirmed the case has no bearing on our SA forms. Its forms also comply with Victorian legislation and it is aware of the issues for the REI in Victoria.

The issue does however highlight professional standards and Members are encouraged to follow Practice guide notes in the forms online when creating Agency forms and rules about pricing.

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Country Report



The real estate market in the South of the state is quite strong, there have been considerably less properties on offer over the past 6 months than we have seen in the past for the same period of the year.

The enquiry is strong, supply is very low. What has been offered for sale, IF marketed and priced properly, has found a new owner readily. There are still a few out there that

have the mindset “if I can get X I will sell” most times they are considerably in excess of the market, which is often why they are still there.

The enquiry comes from a strong local interest, together with interest from other areas of the state, interstate and overseas.

The majority of enquiry comes from those interested in grazing land, on the back of good livestock returns especially sheep and wool together with the prolonged dry across the majority of southern Australia with those from other areas looking for properties with feed in order to be able to stem the sell off of breeders.

The value of a dry sheep equivalent (dse) has generally increased 10-20 % over the past 12 months to be now in the ranges of \$300-\$350 for lesser

rainfall and pasture base up to \$450-\$500 for the better areas and in some cases up to \$600 per dse.

Land is still seen as a good safe investment, providing good growth and returns.

Going forward we see this as continuing on the same vein as supply is tipped to remain low for some time.

Looking to buy or sell in the South East or know someone who is? Please give me a call!

Geoff Watts

Rural Real Estate Specialist



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CBS Workshop Berri



Berri Workshop 14th June, 2018

The Society conducted another “Dispel the Myths” workshop at Berri on 14th June 2018 at the Berri Hotel, convened by Society Trainer Chris Gill and David Sedgwick from Consumer & Business Services.

Many favourable comments were received along the lines of “Very good and informative and having

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David Sedgwick there to support the Legislation is essential in giving us a full understanding of how best to comply.”

Topical issues include:

- Agency Agreement Completion
- Council Approvals
- Pool Legislation
- Extra Expenses
- Administration Fees
- No Comparable Sales
- Agency current until settlement



- Verbal Price Guides
- Giving a high Price to Vendor when trying for a listing
- Agency about to Expire
- Unsolicited approach to Vendor Section 24E
- Section 24G
- CBS online application which can streamline Commissioners Approval
- Electronic Storage of File
- Fraud—trust accounts



Society of Auctioneers & Appraisers (SA) Inc

CBS Workshop Berri

- **Fraud—BSB and Account numbers**
- **Electronic Signing**
- **GST Withholding Tax**
- **CBS Office Audits**
- **90 Day Agency Agreements**—Agents are getting numerous complaints from Vendors to continually renew 90 day Agreements when it can take sometimes years to sell properties, Vendors are continually harassed by Agents to continually sign Agency Agreements every 3 months; the general consensus of opinion was that an initial 90 day then renewed in increments of 180 days or unlimited would ease the paperwork and the continual harassment of Vendors. The industry will take these concerns to the new Government.

[A full detailed report of the relevant issues appear in Members Information—Member Files in the Society Web Page](#)

[CLICK HERE](#)



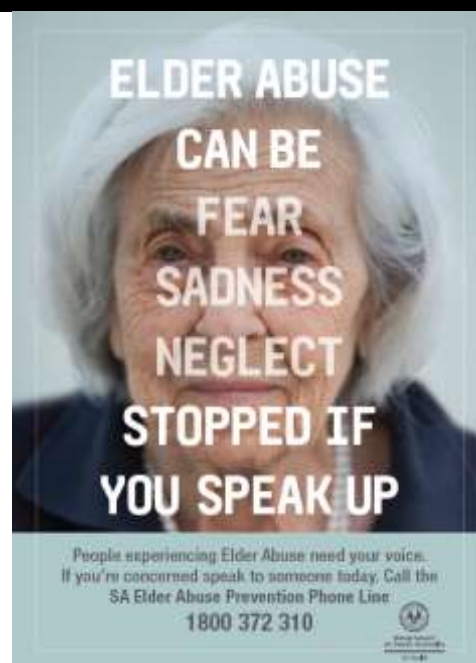
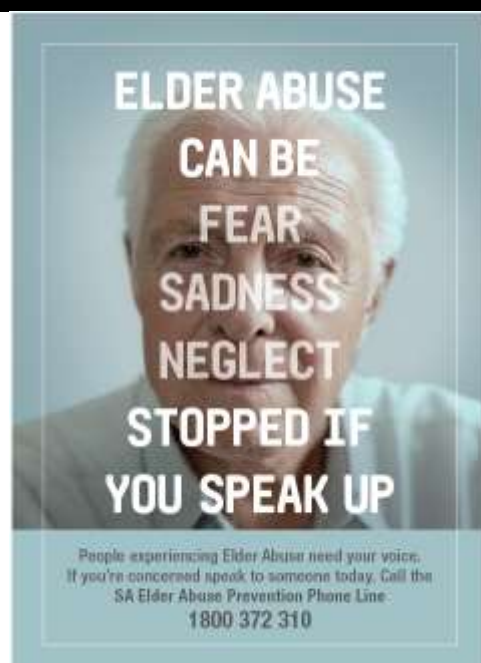
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Speak Up to Help Stop Elder Abuse



The South Australian Government's Stop Elder Abuse public awareness campaign is underway.

The 2018 campaign highlights the message 'Elder abuse can be stopped if you speak up' and where to seek assistance.

Elder Abuse is an act that causes harm to an older person, carried out by someone the older person knows and trusts.

This could be a family member, friend or carer. The harm could be accidental or deliberate.

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Elder Abuse can be physical, emotional, financial, social, neglect, sexual or chemical.

Around one in 20 older Australians experiences some form of abuse, from someone they know and trust, who is often a member of their own family.

In South Australia, 50% of elder abuse cases are financial, often coupled with emotional abuse.

A real estate agent, invited into the home of an older person, is in a prime position to notice if family members or others appear to be controlling the property transaction to the detriment of the older home owner.

This could be a sign of financial abuse.

The Government's eight-week awareness campaign is designed to provide the community with a clear under-

standing of the rights of older people and how these rights can be protected.

Learn about the signs of elder abuse, and what to do if you suspect elder abuse is occurring. Feel confident in knowing where to go for information, advice and assistance if you suspect Elder Abuse is occurring with your clients.

For free, confidential advice and support call the SA Elder Abuse Prevention Phone Line Support and Referral Service **1800 372 310** or visit www.sahealth.sa.gov.au/stopelderabuse where you can download fact sheets for workers and professionals.

Contact the Office for the Ageing via officefortheageing@sa.gov.au for free, professionally printed resources for your office and clients.



Society of Auctioneers & Appraisers (SA) Inc

Hyde Park IT

Welcome

Hyde Park IT is a computer support business servicing clients in the inner suburbs of Adelaide. It is operated by Steve Jenkins, an IT professional with over 30 years experience in large Corporate IT environments.

Throughout this time, I have extensive experience in a number of Corporate IT roles, including programming, systems administration, management, infrastructure, research, planning and architecture.

No matter what IT issues you have, whether it be Windows, Mac, Linux, smartphone or tablet, I have the knowledge and experience to help

Services

Whether you're an individual or a small business and you're using Windows, a Mac or even Linux, I can help you sort

out any problems you may be having. Depending on your problem, I can come to you or you can bring your machine to me.

Services include:

- Virus scan and clean – I'll check your system and remove viruses, malware and spyware that you may not even know you have
- Recover data – hard disk died – it may be possible to recover some or all of your precious information
- System tune up – is your machine running slow. I can tune it to optimise its performance
- Data backup – your data is everything. Let me set up a proper backup solution.
- Install / update operating system
- Network setup and troubleshooting – Do you have a new network that needs configuring?
- Wifi - Having problems with the wireless signal strength or interference in your home?

- New computer setup – let me advise you on what to buy to suit your needs or just help you setup your new machine
- Hardware repair and upgrades – need a bigger hard disk, more memory?
- Printer setup and configuration
- Computer speed issues – I will diagnose the problem and recommend a solution
- Program installation – need help installing, configuring or using an application
- Tutoring
- Project Management
- Infrastructure design
- Web site design and commissioning

Pricing

Time is charged at \$80 per hour for the first hour or part thereof. After the first hour, time is charged in 15 minute blocks.

Contact

Contact Steve on 0401 125 860 or email hydeparkit@outlook.com.



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Society of Auctioneers & Appraisers (SA) Inc. **21 Advantages of Auction**

The 21 Advantages of using Auction
as Your Preferred Marketing Process



Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

[CLICK HERE](#)

Powerful Marketing Tool

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SALIFE



Include us in your marketing plan

Book now for the April issue of SALIFE magazine, on sale **Thursday, May 3rd**. With a quick lead time and prime positioning at the front of the magazine, your new property listing will be delivered in high quality to a targeted market. Full page and half page spaces are available to list on or more properties.

Booking deadline **April 18th**
Material deadline **April 23rd**

Call Brooke on 0407 312 699 or Cassandra on 0400 997 044 today to receive more information and our competitive rates.

Book now to have a copy of SALIFE opened to your advertisement during open inspections.

Exclusive offer to all Society of Auctioneers and Appraisers (SA) members:

Book a full page advertisement and receive a one-year SALIFE gift subscription for your vendor to remind them each month of your support.

Subscribing is simple:

Phone 08 8408 0200

Subscribe online at salife.com.au

A gift subscription makes a great vendor or purchaser gift.

SALIFE

The best of Adelaide and South Australia





AucDocs Member Practice Forms are now in the Cloud Online!



REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



AGENTS PRACTICE FORMS

ALL PROPERTY MANAGEMENT FORMS

ALL RESIDENTIAL, COMMERCIAL, AGENCY, RURAL & SALES FORMS

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

- 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

Brochure



Why use AucDocs?

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- 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.



GAVEL & GLASS

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



FIRB SERVICE FOR FOREIGN BUYERS SERVICE TO AGENTS—CORSERS LAWYERS

**Instruction Authority & Tax Invoice
FIRB Application Service and Advice**

Payment to *Corsers Lawyers Pty Ltd* ABN 38 132 171 227

I _____
of _____
email _____ mobile _____

hereby request and instruct *Corsers Lawyers* to apply for FIRB approval in relation to a Contract to purchase property located at: _____

Corsers agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.

Signed _____ Dated ____/____/20____

Date of Invoice: ____/____/20____
It is acknowledged that the services are the date of invoice.

Payment by credit card
Card Visa Mastercard

Card Number

Name on Card * _____ * put in name and initials as on the card

Expiry Date _____ Card Verification Number * _____

Amount \$550.00 Signed _____

*this is the number on the rear of the card. For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we carry are passed on to you too. *Corsers* do not accept Diners Club or American Express

Dear Members,

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to. Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

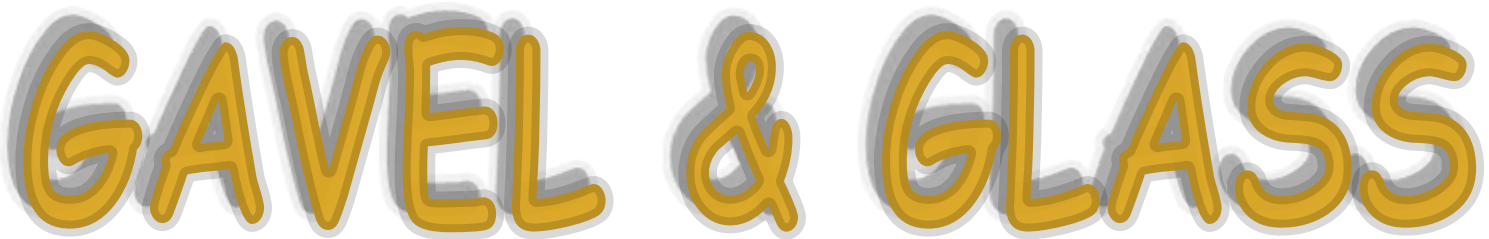
Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

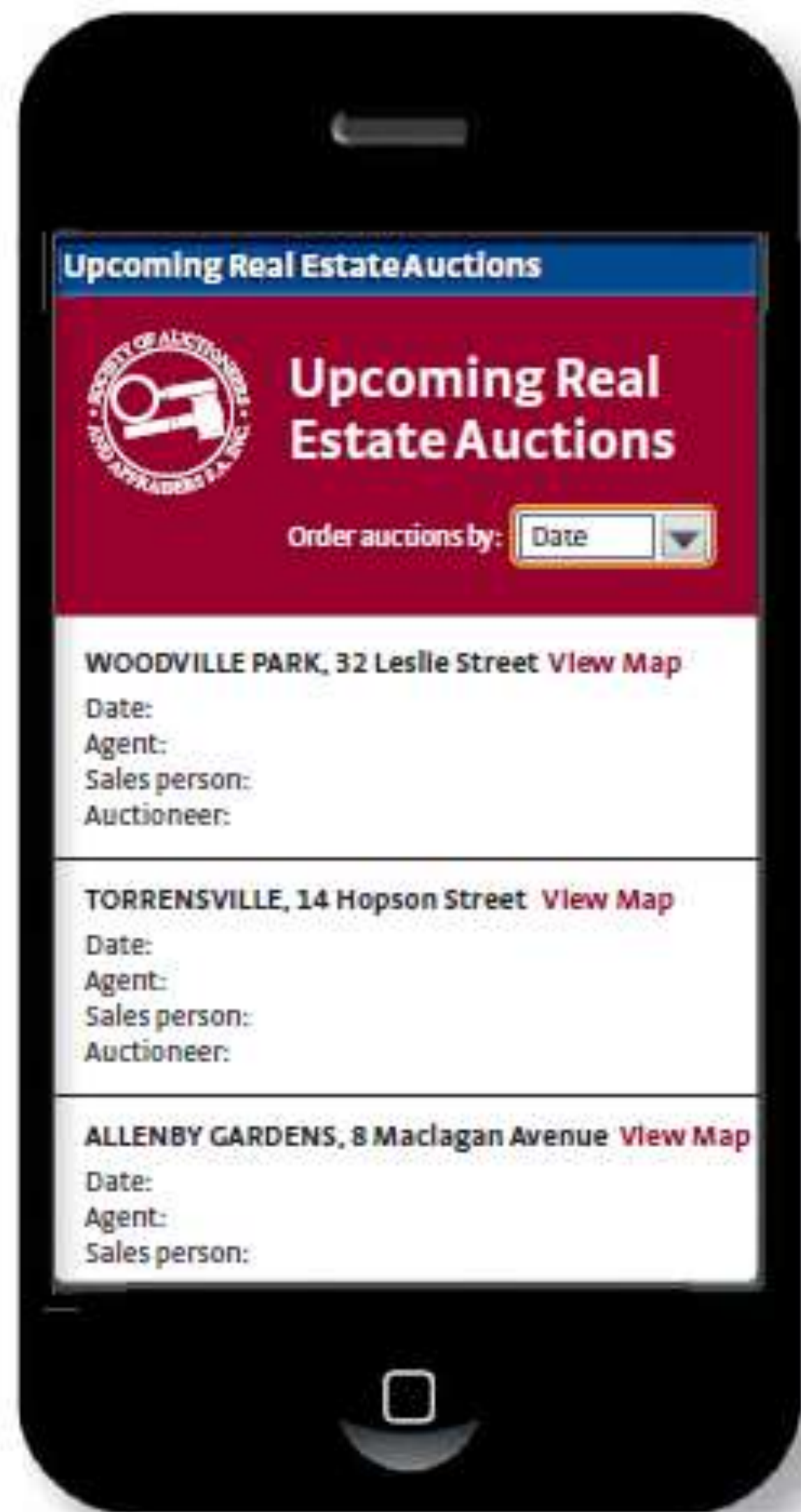
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at corsers@corsers.net.au:

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications



Taking Auction Marketing to a Whole New Level!



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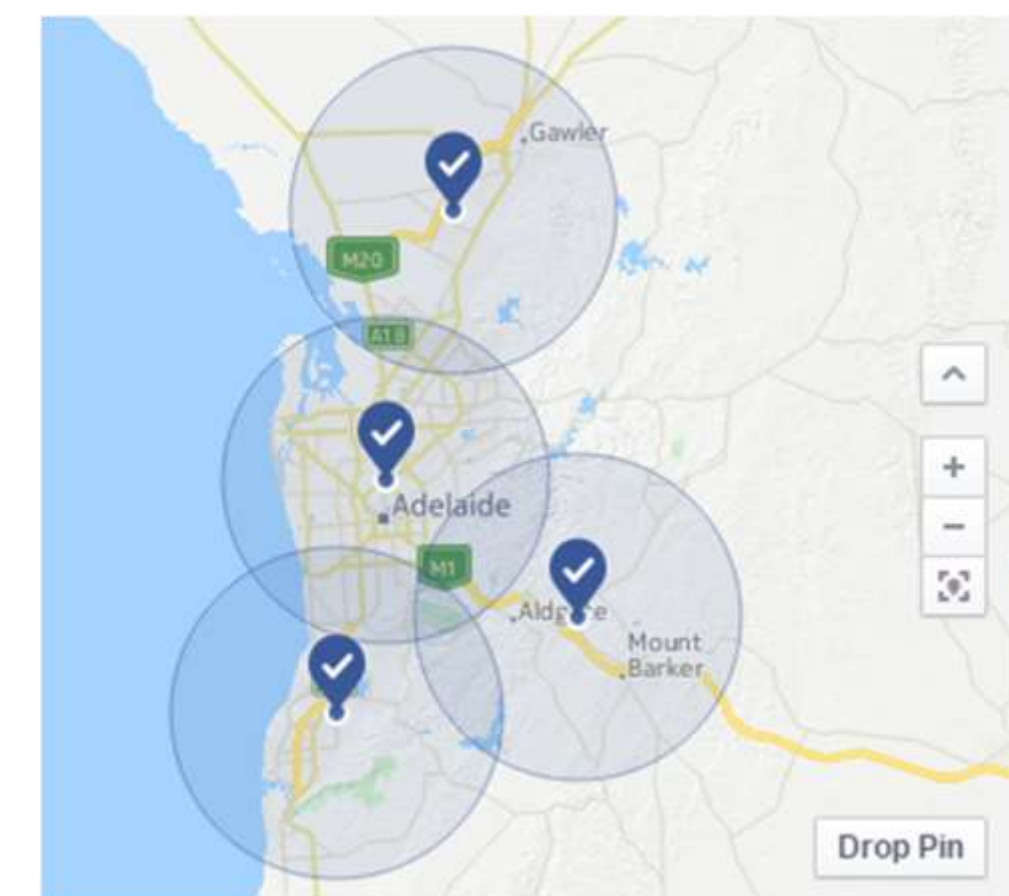


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Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



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.

For Form 1 preparation please contact Chris Gill on 7221 4908



FORM 3 COOLING OFF WAIVER SERVICE

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**Agent Legal Advice
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CONTACT

Nadia Shivarev

nadia.shivarev@corsers.net.au

CORSERS
Lawyers

122 Pirie Street, Adelaide SA 5000



SkyVue

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 data base and delivering up to the minute information to Members.

We love it!

Garry Topp

Chief Executive Officer

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