



January 2017

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

THE INDUSTRY CHOICE OF PROFESSIONALS



Look for the logo – its your guarantee

auctioneers.com.au

CONTENTS

Sad Loss of A Fellow Member	Page 3-7
2 Day Auction Academy	Page 8-14
Reaforms Aucdocs	Page 15
GST and Property	Page 16
North Brighton Auction Record	Page 17
Auctioneer Champion Boxer	Page 18
South East Country Report	Page 19
Christmas Drinks 2016 @ 2KW	Page 20-26
New Members	Page 27
Past Presidents Lunch	Page 28-30
SA Life	Page 31
AucDocs in the Cloud	Page 32
FIRB Service	Page 33
Upcoming Real Estate Auction App	Page 34
Sunset Winery	Page 35
WoWu88 Property Brochures in Mandarin	Page 36
Rent Roll Sales	Page 37
The Form 1 Company	Page 38
FIRB Service	Page 39
Sky Vue	Page 40
Sponsors	Page 41

Victor Velgush
President



Attilio Cavuoto
Vice President



Marc du Plessis
Board Member



Jason O'Halloran
Board Member



Trent Godfrey
Board Member



Bernie Altschwager
Board Member





Society of Auctioneers & Appraisers (SA) Inc.

Sad Loss of a Fellow Member



Peter du Plessis F.S.A. (Life)



Society of Auctioneers & Appraisers (SA) Inc.

Sad Loss of a Fellow Member



Peter du Plessis F.S.A.A. (Life)
&
Victor Velgush M.S.A.A. (Life)
President

I am very sad to advise of the passing of a founding member of the Society. Peter du Plessis passed in the early hours of Monday 19th December morning after a short illness. The funeral will be at Hysen Chapel, Centennial park, Friday 30th December at 10:30am.

Peter had a passion for the Society second to none and had been at the forefront of fighting for the Society at any time we were under threat.

The entire Society and its membership is in a stronger position thanks to the commitment and involvement of Peter over the last 34 years and we will remember the formal and respectful approach that Peter gave to the Society and continued to do so even in the last days in hospital.

Peter had worked in 6 continents holding an auctioneers license in Hong Kong, Singapore and Malaysia and in 1967 was granted his first Australian license when he conducted auctions for Elder Smith Goldsbrough Mort.

Peter and wife Robin, founded the du Plessis Auction Gallery in the late 60s in Sydney and then moved to Adelaide where they created the most modern and innovative antiques and fine art auction rooms setting a new benchmark in Australia.

Peter, a Fellow of the Society, was awarded life membership of the Society at the AGM in 2014 with his wife Robin.

We formally recognize Peter for an extraordinary and outstanding contribution to the Society and the professions.

Thank you Peter for all the memories.

GAVEL & GLASS

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



Sad Loss of a Fellow Member



Peter du Plessis F.S.A.A. (Life) & Robin Plessis F.S.A.A (Life) at the AGM in 2014

Peter was the first person in Australia to introduce bidding numbers for buyers in auctions which has now been taken up by auctioneers all over Australia for Real Estate, General and Livestock. Peter still holds the record for the highest house content sales proceeds in 3 states in Australia and recently conducted an auction at 'The Castle' with the sale realizing in excess of \$2 million—another record for South Australia, however **Peter's most famous** auction was one for May Gibbs, an Australian author conducted in Sydney.

Until recently, Peter was still heavily involved in antiques and fine arts auctions in every State in Australia.



Society of Auctioneers & Appraisers (SA) Inc.

Sad Loss of a Fellow Member



Two years ago the contents of a French chateau of 17th, 18th and 19th century furniture was sent from Europe to Adelaide for Peter to personally conduct the sale to an International market.

Peter, together with son Marc recently presided over a major refurbishment of their auction rooms at 1 London Road, Mile End, with a totally new concept of individual room settings with a controlled environment and lighting where the antiques and fine art could be displayed and viewed in settings depicting the various rooms of a house culminating in the most modern and innovative auction rooms display in Australia.

Peter was the true gentleman in every sense of the word and his passion as an auctioneer and appraiser fitted perfectly with the ideals of the Society in developing and enhancing the professional standards of members being streets ahead in innovation.

Uncle Peter, you have touched all our lives, we are all the better to have known you and you will sadly missed by us all.

Garry Topp F.S.A.A (Life) Fellow Member and life long friend.



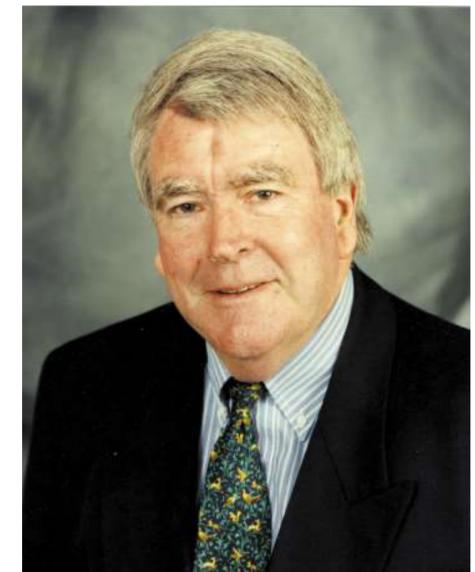
Society of Auctioneers & Appraisers (SA) Inc. Amongst the Greats!



Garry,
Peter was unquestionably one of the State's Best Fine Art Auctioneers that this State has Ever seen. The World is a lesser place without him. He was, of course, a great supporter of the Society.

May He Rest In Peace

Christopher McLaughlin



Amongst the greats!

GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy

Do you know a potential female auctioneer?

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
Nationally Accredited Trainer
Brett Roenfeldt



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



The Society will conduct a 2 Day Auction Licence Academy specifically for Females early in January 2017.

Guest appearance: Past President and auctioneer, Sharon Gray, will provide personal insights and coaching to all participants.

We have 4 booked already who are keen to participate.

Email Garry Topp at society@auctioneers.com.au with the booking form Before The New Year to secure your spot!

Limited Spaces Left!

**CLICK HERE FOR
BOOKING FORM**

GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy



There are five new auctioneers at Toop & Toop!

The Society organised a 2 Day Auction Academy held on the 5th and 12th of December 2016 with 5 delegates, all from Toop & Toop Real Estate.

Andrew Shields has been in Real Estate since 1994 in Northern Ireland, and a business coach and consultant. In 2012, he came back to Australia and joined Toop & Toop in 2014 and attended the Auction School to add value and prestige and to enhance his negotiation skills utilising auction.

Matt Kenny has been with Toop & Toop for 3 and a half years had worked in marketing and advertising with one of the world's biggest

agencies and had worked for a custom builder. He started at Toop & Toop running the advertising studio and went into sales in 2015. Matt sold his first property under auction conditions and his second at auction and loved the process.

Amelia Langhans has been at Toop & Toop for 12 years. Started as a sales coordinator, absolutely loves her work and did the sales course last year. She attended wanting to give a point of difference to clients as being an auctioneer with a different skill set to enhance the listing process.

Raph Liddle works in sales at the Glenelg office and has a strong passion for real estate. Like Bronte Manuel, comes from the country selling rural and riverfront properties had the ultimate goal for working at Toop & Toop.

Joe Marriott has worked at Toop & Toop for 6 months, he was born in London and joined the military at 19. He moved from Sydney to South Australia, talked to Genevieve Toop and was offered a job. At the course his first settlement was due from the first property that he sold.

GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy

Nationally accredited trainer **Brett Roenfeldt**, worked with each participant on developing their auctions in segments and we watched their performances improve every time they stood out the front. They all got on like a house on fire – encouraged and motivated each other and now have a profound understanding of the entire process from beginning to end.

“All 5 auctioneers will provide a fabulous platform for auction development within team Toop. I congratulate them all on putting the work in to provide outstanding performances during the day.

I’d like to take this opportunity to thank Bronte Manuel for coordinating this event and providing another positive auction outcome for team Toop.”

Brett Roenfeldt F.S.A.A. (Life)



When asked.....

‘What did you gain from this presentation?’

A great understanding of the structure of auction; the strategy around bidding dynamics; strategies and tips; this course was amazing I learned so much!; learning the language, scripts and dialogues, the legals and how to deal with questions; I learned a lot about voice control and the necessity to have a fine tuned script.

‘What did you like the most?’

Projecting voice and bidding; being placed on the spot and having no choice but to perform.

‘What else would you like covered?’

Much more on strategy and negotiation; more input on script preparation and more on how to handle it when no one bids; Nothing! You covered everything.

‘Did Brett inspire you to change your way of thinking on any issues?’

Certainly! Need to have an affirmation as to whether I can become an effective auctioneer; Yes very much so – Brett was a real inspiration; Yes he did – practice, practice, practice!; I found the 2 days very informative, with this new found knowledge to best serve my vendors I will endeavour to put every property I list to auction.

The Society will conduct another 2 Day Auction Academy on Thursday and Friday 12th and 13th of January 2017 specifically for females. If you would like to attend, or if you know someone who would benefit from attending please call **Garry Topp at 8372 7830.**

GAVEL & GLASS

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

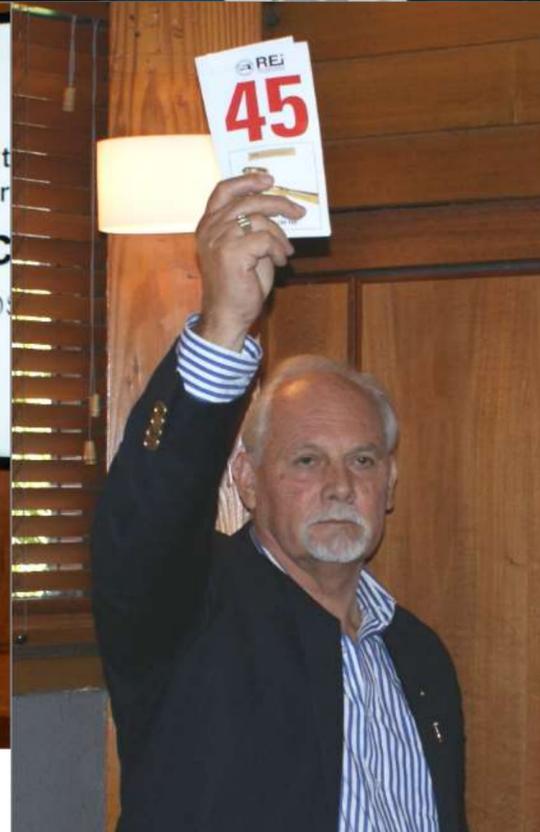


Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy





Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy





Society of Auctioneers & Appraisers (SA) Inc. December 2 Day Auction Academy





Society of Auctioneers & Appraisers (SA) Inc. January 2 Day Auction Academy

FEMALE AUCTIONEERS?

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
Nationally Accredited Trainer
Brett Roenfeldt



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



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 Legislation).**

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 Requirements
- ✓ 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.

For more information please contact:

Garry Topp

society@auctioneers.com.au

(08) 8372 7830 — **FOR FEMALES!**

Booking required prior to New Year!

GAVEL & GLASS

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

- 3 ½ 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 Gavel 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.



Reaforms Aucdocs

Real Estate Australia Forms (reaforms) Aucdocs

Lawsoft advises the following upgrades to the online forms system:

1. The iPad has been improved and revamped and is now available for download or update from iTunes App store. Members can work off line now on their iPad, and various bugs have been fixed and resolved.
2. A Director's Guarantee form is now available to drop into all Contracts. This should be considered for use when Purchasers are companies and only a small deposit is only given. Members have been experiencing issues with Purchaser companies defaulting and having no assets as many company nominees do not have assets.
3. Tenancy Agreements now have drop in Special Clauses to cover all those issues from Air BNB to gardens and complying with strata corporation rules.

www.reaforms.com.au

OTHER CONDITIONS

Print As Below Choose Special Clauses

Practice Note

If a company is the Purchaser, consider whether a Director's Guarantee is to be required. If so, tick the box below and it will be inserted when you print/preview/email.

Directors Guarantee (if required)



Society of Auctioneers & Appraisers (SA) Inc.

GST and Property



Australian Government
Australian Taxation Office

Many people are actually carrying on an enterprise when making property transactions, but do not register for goods and services tax (GST) when they are required to do so. Even with a one-off transaction, you may still be required to register for GST because your activity, or activities, in carrying out this one-off property transaction may constitute an enterprise.

If you are dealing with property – for example, you buy, sell, lease or develop – you may be considered to be conducting an enterprise. If this is the case and your turnover from these activities is more than the GST registration threshold, you will be required to register for GST.

In this guide, property includes any of the following:

- land
- land and buildings
- an interest in land
- rights over land
- a licence to occupy land.

You apply GST differently to property, depending on whether it is either:

- commercial premises
- residential premises
- commercial residential

When you sell a property, the sale may be:

- taxable – this means you are liable for GST on the sale, and you can claim GST credits for anything you purchase or import to make the sale (subject to the normal rules on GST credits)
- GST-free – this means you are not liable for GST on the sale, but you can claim GST credits for anything you purchase or import to make the sale (subject to the normal rules on GST credits)
- Input taxed – this means you are not liable for GST on the sale and you cannot claim GST credits for anything you purchase or import to make the sale
- mixed – this is a combination of any of the above.

Your property transactions may need to be included in your GST registration turnover calculation.



Society of Auctioneers & Appraisers (SA) Inc.

North Brighton Auction Record

“Set a **new Auction record** at 70 Gladstone Road, North Brighton on Sat 26th Nov. Just 10 houses back from the Esplanade, a sixties original home on land area 660m². Reserve set at \$850k based on last local sale a week earlier but 880m² land area similar position sold for \$860k

Phil Rogers’ gavel came down at \$1,007,000”

Phil Rogers M.S.A.A.



It just goes to show what can happen when you put your heart & soul into the auction process!





Society of Auctioneers & Appraisers (SA) Inc. Auctioneer Champion Boxer



Michael Cavuoto has recently joined the Society of Auctioneers & Appraisers (SA) Inc. after completing the 2 Day Auction Academy with Brett Roenfeldt and Garry Topp. He is currently auctioning for his office, Ray White Flinders Park. Last Friday, he passed his diploma and now has his Agents Licence and can now offer auctioning for other agents!

Michael has been boxing for 5 to 6 years and this is the first year his gym has started competing. Michael competes in the heavy weight category of 81kg to 91kg. The first competition was the Golden Gloves held in Brisbane 16 weeks ago. He fought 3 times in the 3 day event and won! The second competition, Boxing SA State Championship Title, was held on the 19th and 20th of November 2016. He won this 2 day event as well – congratulations Michael! As he said, “hard work pays off!”

He said that boxing has kept his Mind & Body healthy while also teaching him discipline during work.



Society of Auctioneers & Appraisers (SA) Inc.

South East Country Report

The real estate scene in past six months has seen a great deal of enquiry and very few listings on offer right across the state, let alone the South East. There have been several sales both on and “off market” and generally all have at quite good realistic rates. The value of our dry sheep equivalents has started to climb a little with the increased enquiry and demand and in keeping with the increased returns for beef, lamb and wool. The enquiry from overseas buyers/investors is still there and they continue to look for scale, productivity and economies of scale.

The rain gods thankfully turned up this year and “even set up camp for a while” with above average winter and spring falls from the top to the bottom of our area. Many swamps and lakes were filled that haven’t been for several years giving the whole region a very welcome recharge. Hay crops across the area are quite amazing with bales all over the place. The harvest is just getting underway now, certainly considerably later than last year and yields so far excellent. Quick! Ring up and order another half a dozen silos!!

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

It is great to see everybody smiling and enjoying a very productive season for a change!

The Lucerne growers in the Upper South East are all set for a dryland crop this year and those with irrigation are flat out getting things sorted ready to start the pumps.

When talking with a few who have been interstate of late they tell me there is bulk feed from the middle of Queensland all the way down to Portland in Victoria.

Kind Regards,

Geoff Watts M.S.A.A.

Country & Livestock Advisor to the Society.





Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks



with breathtaking views – overlooking Parliament House, Government House, and the sensational Adelaide Oval with St. Peter's Cathedral in the backdrop.

The camaraderie, the goodwill and generosity of spirit was alive and well.

Even though it rained and got a little windy at times, the weather could not hold back the enthusiasm and excitement with members, sponsors and guests eating exquisite hors d'oeuvres, drinking fine South Australian wines and beers on what was scheduled to be a short evening (it is on record that several groups partied on after the Christmas Drinks arriving home in the early hours of the morning!)

The energy is back!

We held the Society's Christmas Drinks on
Thursday 8th December 2016 at 2KW Bar
and Restaurant on the Terrace

GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks

Many new members attended, with this their first experience of Society hospitality where the banners come down and we all help each other to be better at what we do.

The energy was unmistakable, with everyone enjoying a great experience. In true Society tradition, we all became one group with one mission – in being better at what we do.

With Past President, Sharon Gray in attendance, President Victor Velgush featured a Charity Auction with Bill Dimou from News Limited donating promotional advertising space **in Saturday's lift out guide, and Martin Palmer** from 2KW and the Palmer Hotel Group donating two fine dining lunches with similar fine wines from his private collection.





Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks

The lunches will be hosted by Martin himself, and Victor Velgush. In only a few minutes we had raised an unbelievable \$11,500 for the Cody Gray Foundation! Sharon Gray was delighted with the result and the incredible gestures of generosity from Bill and Martin, and from the bidders for their contributions.

This was the last official event of the year for the Society of Auctioneers and Appraisers (SA) Inc. and the quality of the experience at 2KW has certainly thrown down the gauntlet for an amazing year ahead in 2017.





Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks



GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks





Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks





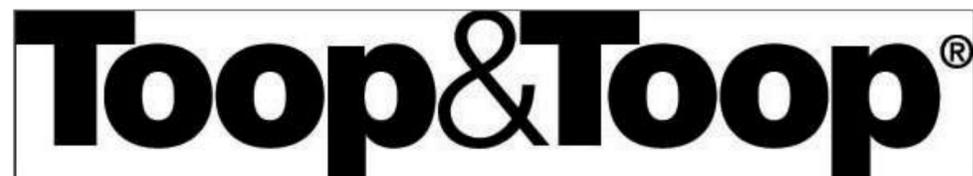
Society of Auctioneers & Appraisers (SA) Inc. Christmas Drinks



We look forward to seeing you all as part of our events and training this year. **If you have any suggestions as to Events or any direction you'd like to see the Society take up, or any issues or legislation you would like us to target – please contact me personally at 0419 815 933 or victor@refined.com.au** Victor Velgush



Society of Auctioneers & Appraisers (SA) Inc. New Members



Welcome to our New Members!

The Society would like to acknowledge our new members who have only recently joined us!

1. Colin Vincent—JHT Real Estate
2. Matt Kenny—Toop & Toop Real Estate
3. Raphael Liddle—Toop & Toop Real Estate
4. Amelia Langhans—Toop & Toop Real Estate
5. Joe Marriott—Toop & Toop Real Estate
6. Andrew Shields—Toop & Toop Real Estate
7. Jaymi Humphreys—Refined Real Estate
8. Michael Williams—Refined Real Estate
9. Andrew Monks—Evans Clarke National
10. Allesia Gardner—Home Logic Real Estate
11. Rob Robinson—LJ Hooker

GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. Past Presidents Lunch

Our new President, Victor Velgush has recently been elected with a vision of 'New President, New Direction, New **Vision**', and to that end Victor hosted the Past President's lunch held at Louca's Seafood and Grill on Pulteney Street on Tuesday 13th December 2016. Past Presidents met with the current President in a social environment where all could reflect on the achievements of the past and look forward to a vibrant future using training, technology, innovation and representation to enhance our proud organisation, the Society services and vision into the future in our ever changing world.



GAVEL & GLASS

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



Society of Auctioneers & Appraisers (SA) Inc. Past Presidents Lunch

Those who attended were: John Fereday, Christopher McLaughlin, Peter Economou, Sharon Gray, Marc du Plessis, Phil Rogers, Colin Gaetjens, Wayne Johnson, Garry Topp, Brett Roenfeldt, Paul Henry and our host Victor Velgush.

We enjoyed South Australia's best seafood and Roenfeldt Genesis Shiraz, which was kindly donated by Brett Roenfeldt.

Whilst we look to the future, it is always beneficial to glean the trials and tribulations from the past and hear first hand of the experiences of previous Boards.

Victor Velgush addressed the Presidents in a welcome and saying, **"I am honoured to be amongst the Past Presidents and honoured to be entrusted to lead this great organisation with such a rich and proud history of contribution and achievement,"** I am grateful for your attendance and heartened by energetic and positive support I have been given already in this very short time in the position.

Victor Velgush M.S.A.A. President

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





Society of Auctioneers & Appraisers (SA) Inc. Past Presidents Lunch



Past Presidents Lunch

GAVEL & GLASS

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



SA LIFE

SUBSCRIBE



SA LIFE
SUNDAYS at 5.30pm on 7



Include us in your marketing plan

Book now for the August issue of SALIFE magazine, on sale Thursday, August 4. 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 one or more properties.

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

SUBSCRIBE AND SAVE

SAVE UP TO 37%

Subscribe to SAGardens & SAOutdoor Living

SAGardens & SAOutdoor Living is our quarterly magazine that's full of practical advice. You will be inspired; what to do and how to do it, whether it be in the garden or an outdoor living space. Take out a one year subscription to SAGardens & SAOutdoor Living for only \$20.

Homes and Gardens subscription offer

* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of SAHomes & Interiors, and the next four issues of SAGardens & SAOutdoor Living (save \$20.60). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of SAHomes & Interiors, and the next eight issues of SAGardens (save \$95.20).

or



SA LIFE

The best of Adelaide and South Australia



Subscribing is simple:

Phone 08 8408 0200
or fax this form to 08 8373 0066

Subscribe online at salife.com.au

Send this subscription form (no stamp required) to:
Canongate Partners Pty Ltd
Reply Paid 84149
PO BOX 2
GOODWOOD SA 5034



AucDocs Member Practice Forms are now in the Cloud Online!



REAL ESTATE AUSTRALIA FORMS™

reaforms.com.au

Pricing is now by user numbers

Prices include GST and are per annum:

Sole trader (1 person)	\$350
Small user (2 - 4)	\$990
Medium user (5 - 9 users) licence	\$1,760
Large user (10+ users) licensing	\$2,420

These forms are Sensational!

All Property Management & Tribunal Forms are online.

Bond Forms, Tenancy Agreements and all Notices!

The iPad is fully functional

Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface

Inspections now at the press of a button!

Contact for demonstration access and licensing

Genevieve: sales@reaforms.com.au or

8223 6092

Michael: itadmin@lawsoft.com.au



Member Practice Forms



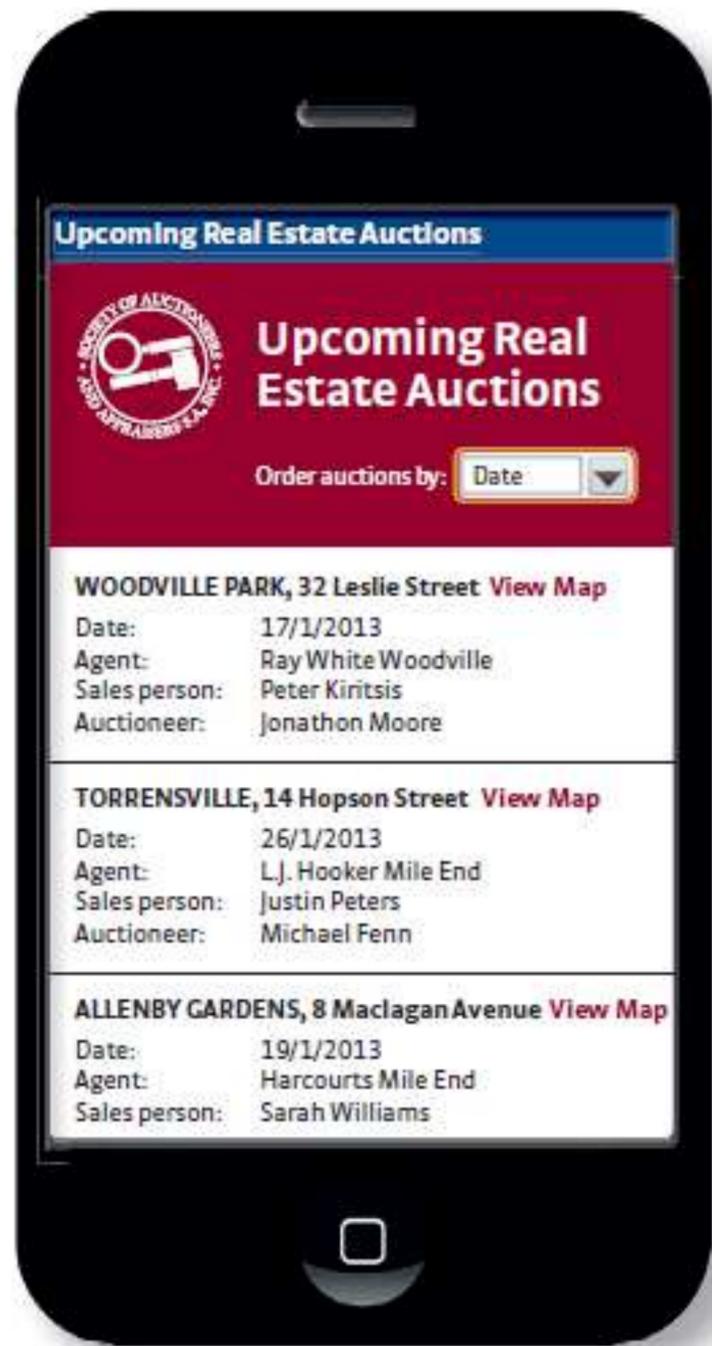
REAL ESTATE AUSTRALIA FORMS™

All Residential, Commercial and Rural Sales and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
 - An iPad App with e-signing
 - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
 - Firm logos on forms
 - Email forms to vendors
- All Property Management and all Tribunal Forms are online
 - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
 - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
 - iPad forms can be used out of wi-fi and then sync when in wi-fi range

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!

Upcoming Auctions App - To be seen by over 180,000

Smartphone users in

☐ Adelaide!

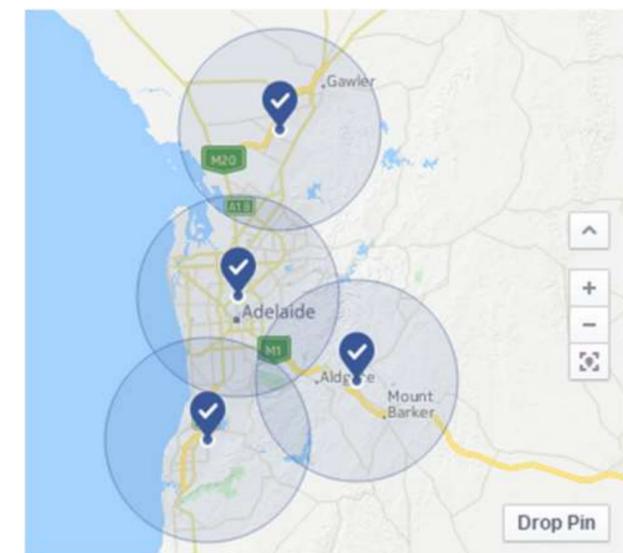


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



GAVEL & GLASS

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

Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free* through this Smartphone app!



Sunset Kangaroo Island Wines

www.sunset-wines.com.au

Sunset Winery ...share the experience



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery. Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards

'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 Kangaroo Island

ABN 67 099 878 850

PO Box 133

Penneshaw

South Australia 5222

Phone +61 8 8553 1378

Fax +61 8 8553 1379





Marketing to Chinese Buyers— Property Brochures in Mandarin



Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

- Printable **Chinese Property Brochures**
- Online property portal (www.wowu88.com)
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome



- Compatible with Mobile devices



- E-Brochure

**ALL FOR \$66
PER PROPERTY
UNTIL SOLD**

R4-R7 Government Forms translated into Mandarin available from sales@wowu88.com or call **Emmaline Sibila 08 8113 1833**



 **Rent Roll Sales**
australia

SELLING?
Call Us

The most experienced
and effective team in
South Australia.



For sales and valuations contact us.

Chris Gill **0412 062 112**

Mark Kurtze **0419 888 485**

www.rentrollsales.net.au



The Form 1 company is a specialist provider of the statutory Form 1 (the "cooling-off" form) to the real estate, Conveyancing and Legal 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.



The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

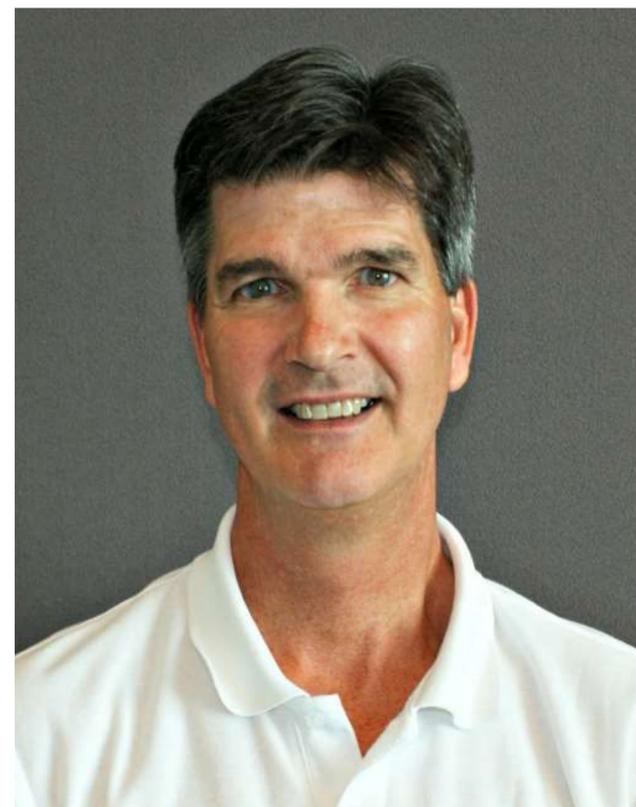
Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

www.form1.net.au



Chris Gill Tel: 7221 4908

GAVEL & GLASS

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



FORM 3 COOLING OFF WAIVER SERVICE



Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



KARLEY THOMAS 8223 6788

The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

Contact:

Karley Thomas

Corsers Lawyers

8223 6788

EMAIL: CORSERS@CORSERS.NET.AU



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

THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.
Tel: 8372 7830



Previously known as Proactive VUE



whitesky LABS

Award winning dynamic ePublishing software

Increase your customised listings easily

Share SkyVUE on
LinkedIn, twitter, facebook, Google+

Generate revenue selling advertising & premium prestige books

Click here for a FREE trial



Ray White.



harris real estate

Raine&Horne.

R&W

1300 309 865

info@whiteskylabs.com

www.whiteskylabs.com

GAVEL & GLASS

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

MAJOR SPONSOR

PARTNERSHIP

SALIFETM

The **best** of Adelaide and South Australia

BusinessSA

South Australia's Chamber of
Commerce and Industry

KEY SPONSORS



SUPPORTED BY



†The Form 1 CompanyTM



CORSERS
LAW & PROPERTY