



# Gavel & Glass

August 2017

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





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## CONTENTS

New Members	Page 3
Breakfast of Champions	Page 4
Golf Classic 2017	Page 5
Country Report— Rural Real Estate	Page 6
Matt Smith	Page 7
Changes Announced in State Budget	Page 8
Robin Du Plessis	Page 9—10
Auction Clearance Rate	Page 11
AucDocs in the Cloud	Page 12
21 Advantages of Auction	Page 13
SALIFE Booking Deadline	Page 14
AucDocs member practice forms	Page 15
FIRB Service	Page 16
Upcoming Real Estate Auction App	Page 17
Rent Roll Sales	Page 18
The Form 1 Company	Page 19
Form 3 Service	Page 20
Sky Vue	Page 21
Sponsors	Page 22

**Victor Velgush**  
*President*



**Attilio Cavuoto**  
*Vice President*



**Marc du Plessis**  
*Board Member*



**Bernie Altschwager**  
*Board Member*



**Jarrah Holmes**  
*Board Member*







# Society of Auctioneers & Appraisers (SA) Inc.

## New Members

WELCOME to our New Members since July 2017



Tim Ferrier

*Tim Ferrier Real Estate*



Elizabeth Kraft

*E.K Conveyancing*



Peter Shizas

*Harris Real Estate Prospect*



Jennifer Punke

*Belair & Blackwood*



John Karras

*Chasecrown*





# Society of Auctioneers & Appraisers (SA) Inc. Breakfast of Champions

*Masters Series – 1.*

**Breakfast**  
of Champions



**MICHAEL BROCK**  
HARCOURTS BROCK ESTATES

**ROSALIND NEALE**  
NEALE REALTY

**JUDY MORRIS**  
KLEMICH REAL ESTATE

**Join the icons of our profession and  
gain an insight into their success:**

- How they started
- Leverage their success and make it yours
- Looking at the road to success
- Insight to the industry for the next 5 to 10 years

**Wednesday 23<sup>rd</sup> August, 2017  
7:15am for 7:30am Start**

**Lexus of Adelaide  
164 West Terrace, Adelaide**  
\$36.00 per member, or bring a friend!  
2 or more tickets for \$30.00 each

**Please Book By Friday 11 August 2017**

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[CLICK HERE](#)





# Society of Auctioneers & Appraisers (SA) Inc. Breakfast of Champions

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YOU ARE INVITED TO THE

## Society's Members Networking

- MEET THE NEW BOARD -

### **PRESIDENT'S SUGGESTION**

arrive by Taxi or Uber and come along to thoroughly enjoy the night without having to worry about driving!

We hope to see you there!

**First Drink Free**

**Platters of Fine Italian Food**

**{ Open Bar at cost }**

5 P M

SEP

19

2017

TUES

CUCINA NORTH ADELAIDE

21 O'CONNELL ST, NORTH ADELAIDE 5006

Please RSVP by Friday 8th  
Sep 2017 to 8372 7830 or  
[society@auctioneers.com.au](mailto:society@auctioneers.com.au)







# Society of Auctioneers & Appraisers (SA) Inc. Golf Classic 2017



ATTENTION!!

ATTENTION!!

ATTENTION!!



## 2017 Golf Classic.

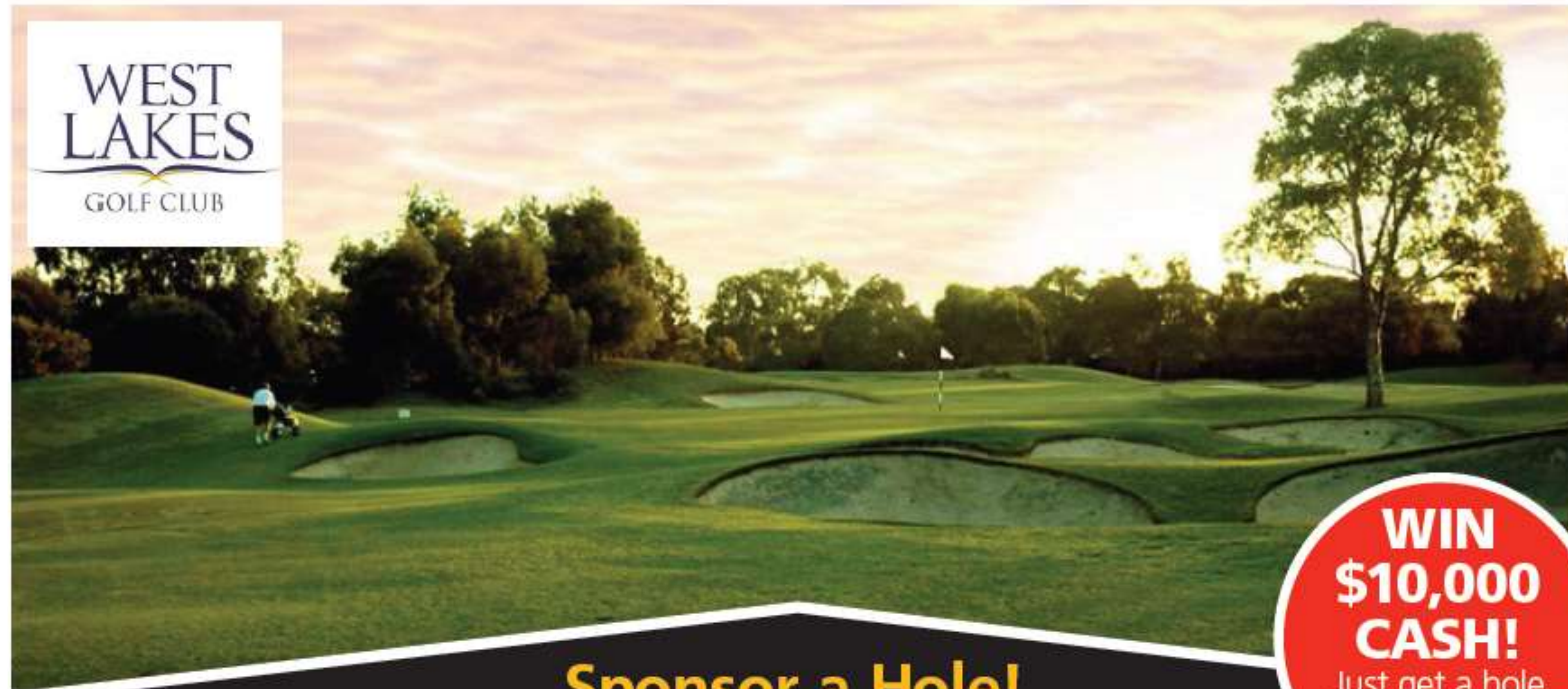
FRIDAY 20 OCTOBER 2017

WEST LAKES GOLF CLUB, 26 LOCHSIDE DRIVE, WEST LAKES

Situated on the sand belt at West Lakes, the West Lakes Golf Club provides a perfect and picturesque setting for avid golfers with its quality 18 hole golf course – with excellent greens and is playable in all weather conditions.

WIN  
\$10,000  
CASH

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CASH!  
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in one on  
16th hole

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includes 4 players and business signage at hole

JUST \$595

\$129 per person for golf, barbecue lunch, on-course drinks and snacks, after game finger food and prizes

11.30am BBQ Lunch  
12.30pm Tee Off  
5.30pm Prizes & Awards

Teams of 4 players  
Ambrose competition

Please RSVP by returning booking form via email or fax to Garry Topp with attendee names before Friday 29th September





Society of Auctioneers & Appraisers (SA) Inc.

# Country Report—Rural Real Estate

The Rural Real Estate scene in the South East of SA has been on fire, late summer / early autumn saw quite a few properties offered and sold and several that had been available for 6 months or more all found new owners. Now that we are into winter there are very few properties available out there from one end of the South East to the other.

The interest has subdued only a little with the dryer start to winter, we in the Lovely south east were / are fortunate in that for February, March, April and May most centres received average to above average monthly rainfall so we have gone into winter with a “full soil moisture profile”, 99% of the crop is in the ground and up and away, just this week the district has received from 10 to 30mm of timely welcome rain.

The spring time is generally where we see the majority of listings come available most years, not so for **2017 “the cupboard is very bare”** there will be a few but only a few on offer. I suggest that with the current very strong demand and still good confidence, the market will remain very solid and may even creep northwards some more.

You are most likely aware of the recent offerings of good sized SA pastoral holdings and some in the NT over the past 6 months, most of these have all sold quite well, perhaps above expectations and received a broad range of enquiry, one such holding I know of had 28 inspections of which these take 8-9 hrs to do, 15 registered bidders and 80 odd people at the auction.

Needless to say it was sold on the day.

In the event you have any city based clients looking for an update on the worth of their Rural holdings just let me know and I will sort it asap.

**“It is a good time to be on the market”**

Geoff Watts  
Landmark Harcourts



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Society of Auctioneers & Appraisers (SA) Inc.

# Matt Smith

19 June 2017

Mr V Velgush  
President  
Society of Auctioneer and Appraisers  
22 Greenhill Road  
WAYVILLE SA 5034



Dear Victor,

I'd like to thank you for bestowing upon me the "Outstanding Service Award 2017" for training and mentoring students and rising stars at the recent Society of Auctioneers and Appraisers (SA) Inc SA Life Golden Gavel Awards Night.

It was a great honour to receive the award and indeed a career highlight to be recognised for my contribution to the real estate profession.

I'd like to take this opportunity to congratulate you, Garry Topp CEO and the entire Board for what you have achieved in recent times. Your strong leadership and collaborative approach continues to strengthen a solid membership based group of talented real estate professionals.

Once again, thank you for my award. I'm so thrilled.

Yours faithfully,  
**KLEMICH REAL ESTATE PTY LTD**

**MATT SMITH**  
Director





# Changes announced in State Budget

Measure	Legislation	Commencement Date
Job Accelerator Grant payments increased by up to \$5000 for businesses that hire apprentices or trainees		Scheme start date 1 July 2016
The off-the-plan stamp duty concession will be extended until 30 June 2018 but will be retargeted so that it no longer applies to foreign purchasers	<i>Stamp Duties Act 1923</i>	22 June 2017
A \$10 000 grant will be provided to eligible off-the-plan apartment purchasers where the contract is entered into between 22 June 2017 and 30 September 2017	<i>First Home and Housing Construction Grants Act 2000</i>	22 June 2017
A five year land tax exemption will apply to eligible apartments bought off-the-plan where the contract is entered into between 22 June 2017 and 30 June 2018	<i>Land Tax Act 1936</i>	Midnight 30 June 2017
Payroll tax rate for small businesses lowered to 2.5%	<i>Payroll Tax Act 2009</i>	1 July 2017
A major bank levy for major banks offering services in South Australia will be introduced		1 July 2017
A stamp duty surcharge of 4% will apply to foreign purchasers of South Australia residential property	<i>Stamp Duties Act 1923</i>	1 January 2018
<p>The Bill also contains a number of other minor amendments to the <i>Payroll Tax Act 2009</i>, <i>First Home and Housing Construction Grants Act 2000</i>, <i>Taxation Administration Act 1996</i> and <i>Stamp Duties Act 1923</i>.</p> <p>For further information on these measures, please visit the <a href="#">State Budget Update</a> page.</p>		





Society of Auctioneers & Appraisers (SA) Inc.

# Robin du Plessis

Robin du Plessis was a Founding Member of the Society which was incorporated in 1981, Robin obtained her South Australia's Auctioneers Licence in 1976 as the first woman to be licensed in Metropolitan Adelaide.

Robin served on the committee of the Society for most of the 1980s, including editor of The Newsletter, and was instrumental in the design of the Society's first logo.

Robin, a Fellow of the Society, was awarded Life Membership at the AGM 2014 in recognition of her participation in all aspects of the Society's business for in excess of 30 years and of late, providing \$2500 prize money to the General Auction category of the SALIFE Golden Gavel Awards.



Robin is the proprietor and Director of the du Plessis Auction Gallery at 1 London Road, Mile End, South Australia where she presides over her Internationally known Auction House specializing in Antiques, Fine Arts and Collectibles, including classic Motor Vehicles. Such in their reputation, that the con-

tents of a French Chateau was sent to Adelaide, South Australia to be sold back to an International market.

The du Plessis Auction Gallery recently went through a major refurbishment of their Auction Rooms 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.

Robin with her late husband, Peter, founded the du Plessis Auction Gallery in Sydney in the late 1960s and then moved the young family to Adelaide. Their business expanded into all States of Australia – while also being instrumental in producing Legislative changes to most of the Auctioneers Legislation across Australia.

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# Robin du Plessis



Going, going gone . . . Mrs du Plessis makes a sale

## 'Horror' as Robin takes the bids

### the bids

Auctioneer Robin du Plessis "gets the horrors" every time she has to open a fine, antique cupboard or desktop in front of an auction crowd.

*By Hamish Barrett*

"Bidders are often full of surprises.

"For instance, this man decided he wanted two beautifully ornate chamber pots.

"They were very good quality, but the price he paid was incredibly high, much more than we expected.

"We asked him why he had bought them. He told us the lady he was with was interested in reading tea leaves.

"He intended using them for that."

Mrs du Plessis says people often are surprised when they see a woman with a gavel (auctioneer's hammer) in hand.

"It is quite acceptable overseas," she says.

"I remember my first auction was awful. I was so nervous I could hardly say anything."

### Society

"But I haven't found being a woman has stopped me from doing anything I wanted to do."

Mrs du Plessis is a member of the Society of Auctioneers and Appraisers which conducts schools for those already established in the business and those wishing to enter.

"Auctioneers have become increasingly aware the profession has be-

"Sometimes they just won't open," she said.

"Unfortunately, things can happen at the worst times.

"It's very embarrassing when you are up there telling people how fantastic something is and it won't operate.

Youngsters present another problem.

"Naturally, with a large crowd you can't pick out everyone," she said.

### Female

"Every now and again a child may wave its hands around. You have to be careful not to mistake it for a buyer."

Mrs du Plessis is Adelaide's only female auctioneer of antiques and fine arts.

Based in Marleston, the company she operates with husband Peter, auctions a wide variety of goods including, rugs, furniture and paintings.

Robin and Peter decided to go into auctioning when they arrived in Sydney 20 years ago. They had met and married overseas.

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The couple moved to Adelaide 13 years ago because of the better lifestyle for themselves and their five children.

There are only a handful of fine art auctioneers in Adelaide and Robin says the qualities needed are a sense of humor and an ability to adapt.

"You meet all types," she said. "You have to enjoy people.

prised when they see a woman with a gavel (auctioneer's hammer) in hand.

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"Auctioneers have become increasingly aware the profession has become highly specialised," she said.

"Today's successful auctioneer has to know the merchandise he is selling.

"The public is advised who specialises in a particular field. Previously it was expected a highly successful real estate firm also could be the best to sell grandma's diamond jewellery."





Society of Auctioneers & Appraisers (SA) Inc.  
**Auction: Clearance Rate**

Real Estate

AUCTION

Clearance Rate

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Over last 4 weeks





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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?

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# **Powerful Marketing Tool**





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# SALIFE deadlines

SALIFE Magazine are now booking for the **SEPTEMBER Issue** of SALIFE



**AUG 23;** Real Estate Bookings are now due

**AUG 29:** Advertisements complete and approved

**SEPT 7:** New issue of SALIFE arrives at subscribers and newsagents

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

**Exclusive Society of Auctioneer and Appraisers Real Estate Member Offer:**

Book a full page advertisement and receive a One-Year SALIFE gift subscription for your vendor to remind them each month of your support!

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**Michael: [itadmin@lawsoft.com.au](mailto:itadmin@lawsoft.com.au)**

Brochure



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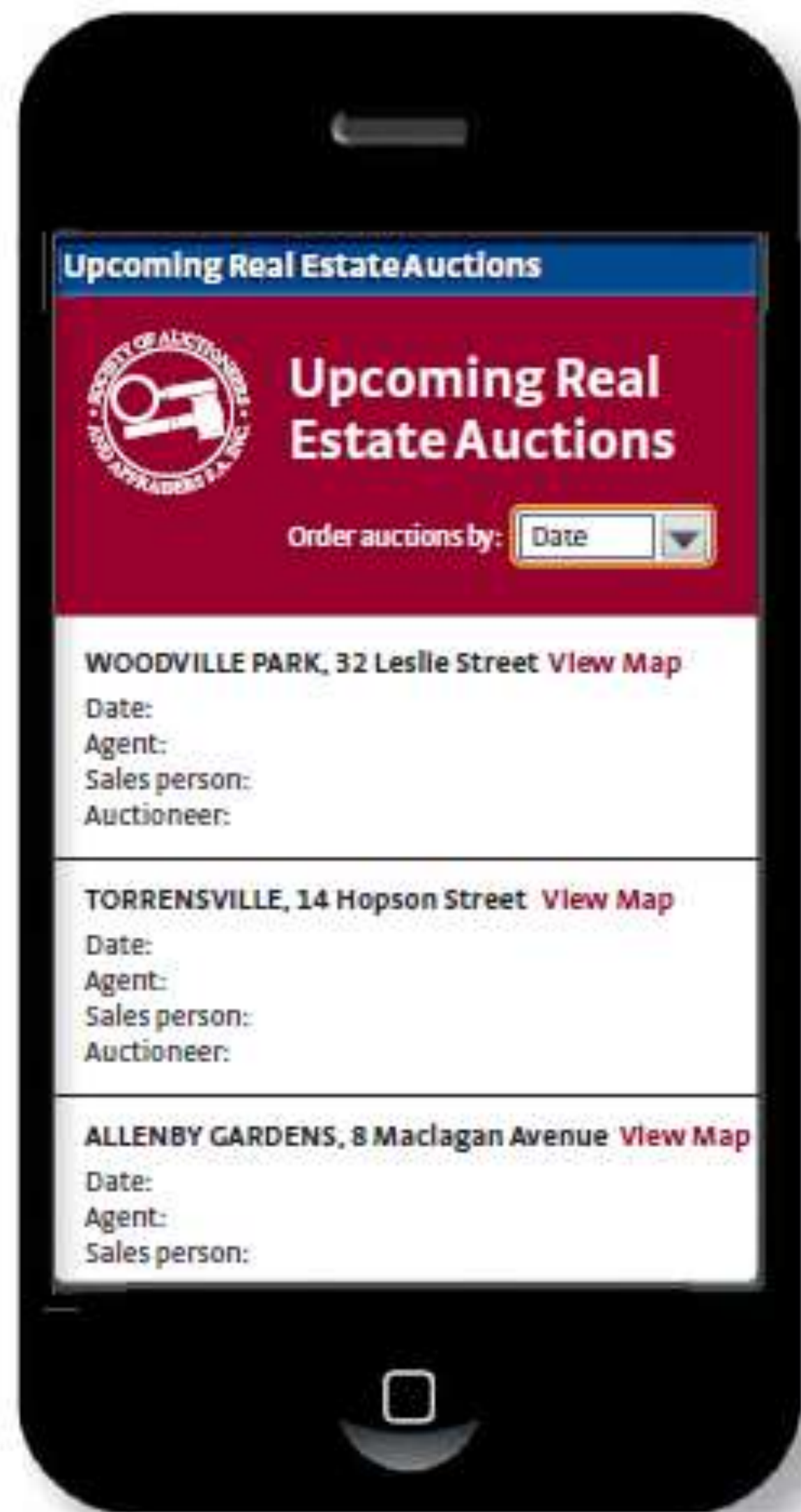
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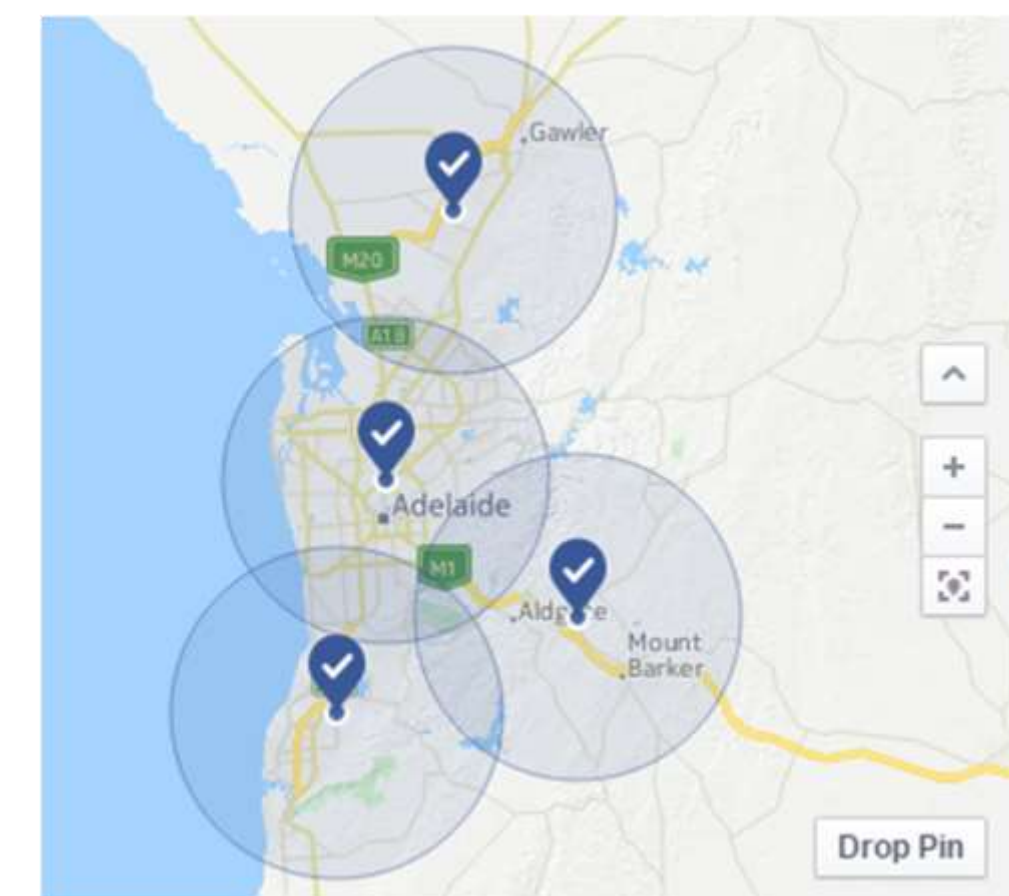


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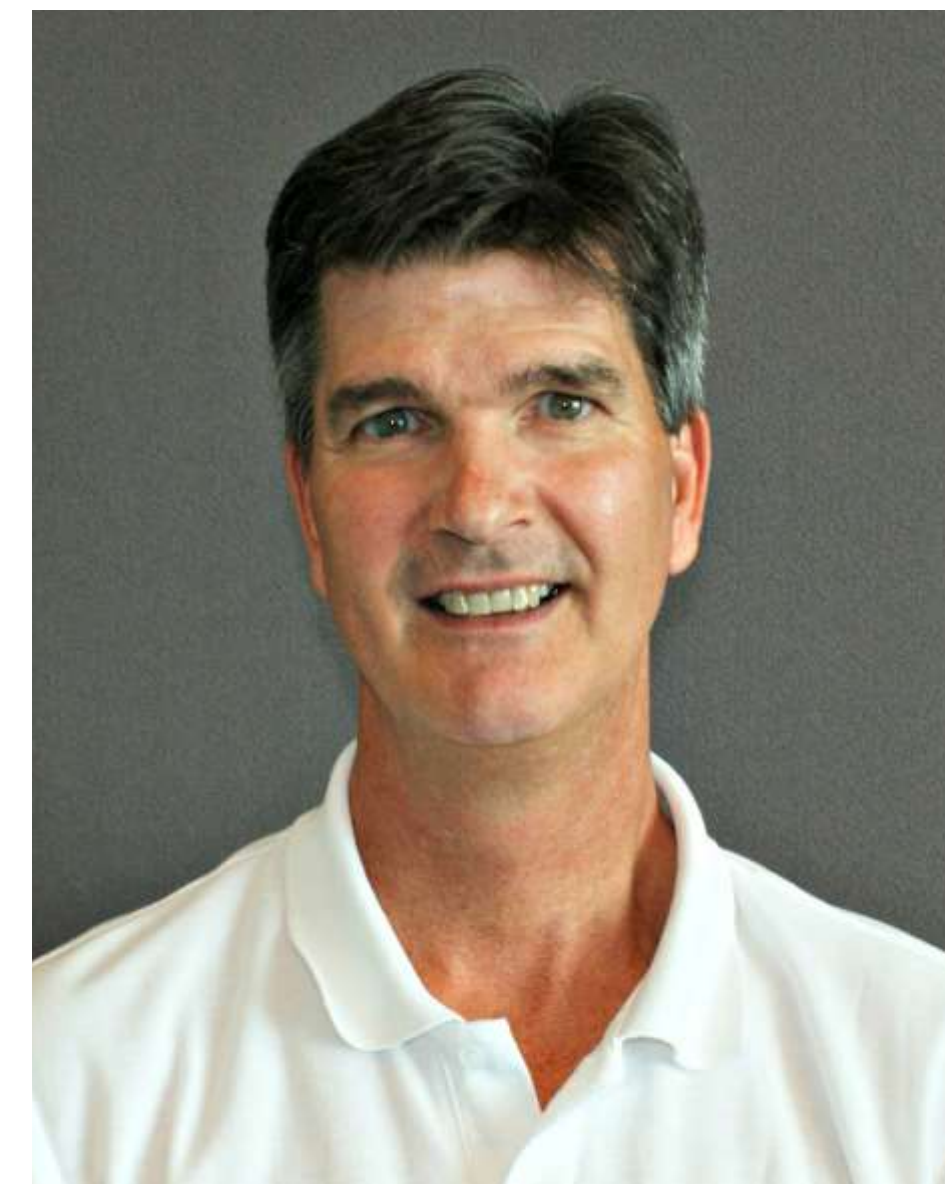




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**The Society's SkyVUE eBook has taken the Society to a new level of professionalism.**

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**Garry Topp**

**Chief Executive Officer**

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