



Gavel & Glass

July 2017

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



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THE INDUSTRY CHOICE OF PROFESSIONALS



Look for the logo – its your guarantee

auctioneers.com.au

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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 May 2017



Davin Poulter
Davin Real Estate



Marc Olsen
Refined Real Estate



Matt Lindblom
Ray White Corporate



Elizabeth Kraft
E.K Conveyancing



Kate Smith
Raine & Horne Sem-aphore



Kathryn Coleiro
Tru2Blu Real Estate



Tim Alder
Alder & Co P/L



Richie Carter
Carter Partners



Society of Auctioneers & Appraisers (SA) Inc. Clare Document Update



CLARE Open Discussion Format Q & A Session

The Society, rather than have a formal seminar, is holding an informal documentation and legislation Q & A session for members with Society Trainer Chris Gill...



PRESENTED BY
CHRIS GILL

FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF

Documentation Update (Real Estate)

**Agency, Contract and Form 1 Update
and Compliance with Latest Legislation**

DATE

Thursday 20th July 2017

TIME

8.30am for 9am start to 12noon

VENUE

Clare Valley Motel

74A Main North Road, Clare SA

[CLICK HERE](#)

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Society of Auctioneers & Appraisers (SA) Inc.

2 Day Auction Academy: Graduation



Graduation Auctioneers

It is refreshing to see so many females embracing the opportunity to become a licensed Auctioneer and recognising the unique skill set in this time honoured craft.

The Society is very proud to be initiating Auction Academy especially for females under the guidance of past

president, Sharon Gray who with her infectious enthusiasm has been invaluable providing insight and experience to all attendees to benefit from.

We have conducted 4 Auction **Academy's so far this year.**

There has been a resurgence in people aspiring to be Auctioneers.

With the current Real Estate market experiencing an acute shortage of homes in the metropolitan area, this has facilitated increased competition and higher success rates then we have experienced in the last decade and more and more Agents are embracing the Auction System as the preferred marketing process to ensure they are achieving maximum prices for their clients.

If you know anyone who you think would make a good Auctioneer contact Garry Topp.

Telephone: 8372 7830



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2 Day Auc Academy: Graduation



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Society of Auctioneers & Appraisers (SA) Inc.

2 Day Auc Academy: Graduation





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

2017 Golf Classic.





WEST LAKES GOLF CLUB

2017 Golf Classic.

MAJOR SPONSOR: SA LIFE

KEY SPONSORS: BLAZE, LEXUS ADELAIDE, BOWDEN, SUNSET

ALSO SUPPORTED BY: The Firm, Royal Eas, LawSoft, MA Risk Solutions, CORSERS, SkyVUE

PARTNERS: BusinessSA (South Australia's Chamber of Commerce and Industry)

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

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

Sponsor

WEST LAKES GOLF CLUB

GOLF CLASSIC 'SPONSOR A HOLE'

20 OCTOBER 2017

This year 'sponsor a hole' - put up your signage and promote your brand or office. Networking opportunity on the day!

- Invite your guests & clients
- Advertise your business

\$595 for 4 players

Includes 4 players

- Barbecue lunch
- On course drinks & snacks
- prizes
- after game snacks



See separate brochure for the booking form

West Lakes Golf Club
26 Lochside Drive
West Lakes, 5021

GOLF DAY, Fantastic opportunity to have a great day out on the 20th October at West Lakes Golf course for the Society Golf Classic Great value in which you can sponsor a Hole and get signage at the hole, a team of 4 together, barbeque lunch, drinks through the day & finger foods at the end of play all for \$595. Great way to impress clients & friends.



Attilio Cavuoto M.S.A.A.
Social Events Board Member

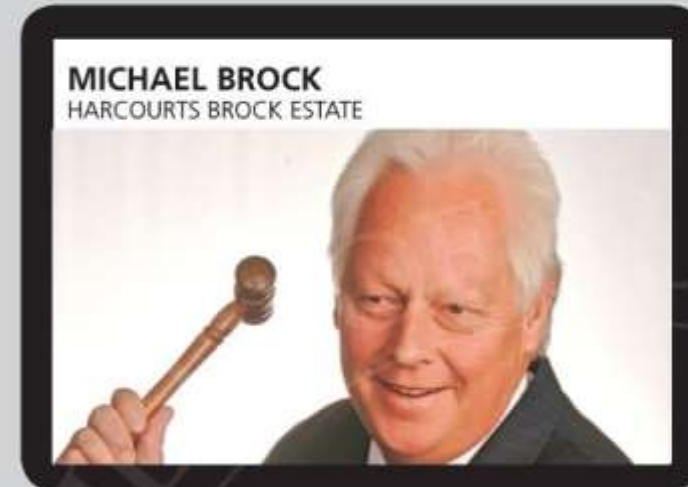
[CLICK HERE](#)



Society of Auctioneers & Appraisers (SA) Inc. Breakfast of Champions—Master Class

MASTER CLASS

BREAKFAST OF CHAMPIONS



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

- > How they started
- > Bumps and humps in the road to success
- > Where they see the industry in 5 to 10 years

Wednesday 23 August
7.15am for 7.30am start

Lexus of Adelaide
164 West Terrace, Adelaide

\$36 per member or bring a friend!
2 or more tickets for \$30 ea

Bookings close Friday 18 Aug 2017



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SA LIFE

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SUPPORTERS:



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Real Estate ATO Threshold changes

Members are advised of new changes coming in on 1 July 2017 relating to CGT foreign residents withholding tax. The CGT threshold for foreign capital gains tax withholding is reducing to include all sales of \$750,000 or more and the rate is increasing if no exemption certificate is produced to 12.5% from 10% withholding by the purchaser.

This will create compliance for more vendors as an exemption will be required by all resident vendors (Aussies) for all property sales over this amount, indeed most sales these days.

The Society on line forms (reaforms.com.au) are being changed to reflect the new threshold. It is after 1 July when new Contracts are entered into. Old Contracts (pre 1 July) still can apply the \$2m threshold.



Mark Kurtze
Corsers Lawyers



Naracoorte Document Training



26 Agents and staff attended The Society's documentation training conducted by Society trainer Chris Gill on Thursday 22nd June at the Naracoorte Hotel.

As always the attendees were appreciative The Society comes to the region to conduct training as regional areas have differing issues and markets to metropolitan Adelaide.

The training covered the Contract, Sales Agency and Form 1 documents and was an interactive session whereby the agents could learn from each another and experience the issues other agents are facing.

The usual areas of Contract conditions, especially with land divisions,

the recent Withholding Tax Changes, GST and Sales Agency extensions were covered in detail and hopefully those that attended have a better insight into what has to be considered and implemented by the way of documentation.

For details about the next document training please contact Garry Topp: 8372 8370



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Society of Auctioneers & Appraisers (SA) Inc.

AucDocs in The Cloud

- All Residential, Commercial, and Rural Sales & Property Management
- Only one (1) office Principal needs to be a Society member for all in the office to use the forms.
- Cloud-based forms which can be used and re-edited.
- All Property Management and all tribunal forms are online.
- Contract in Mandarin for Chinese Buyers
- App available for iPad devices

Contact Person: Michael Madsen

itadmin@lawsoft.com.au

08 8223 6092

We are the only provider in Australia to provide an iPad App, free-of-charge, which operates with your forms.

You can create forms offline on the iPad, even if the system is down or you are out of wifi or data range. The forms are then synchronized into the cloud once you are connected to the internet.

Edit and Print, anytime, anywhere, any number

Unlike other products in the market which restricts editing once printed, you can edit any form and print anytime, anywhere. You do not have to re-enter the data once a print job is done.

Just re-open, edit, and re-print.

Sign Online

Forms can be signed online are enabled with E-signing within the form or you can e-mail them to the other party to sign. The Contract has not been enabled (E-signing) as we believe contracts should be printed, read and signed, the good old fashioned way with a pen. Of course, Contracts once signed can be scanned and e-mailed or sent from the facsimile machine. Lawsoft and the Society are conservative and do not believe Contracts should be signed online.

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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](#)

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Powerful Marketing Tool



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE deadlines

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



JULY 19: Real Estate Bookings are now due

JULY 25: Advertisements complete and approved

AUG 3: 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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Society of Auctioneers & Appraisers (SA) Inc.
Auction: Clearance Rate

Real Estate
AUCTION
Clearance Rate
70%
Over last 4 weeks



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

Brochure



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



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.

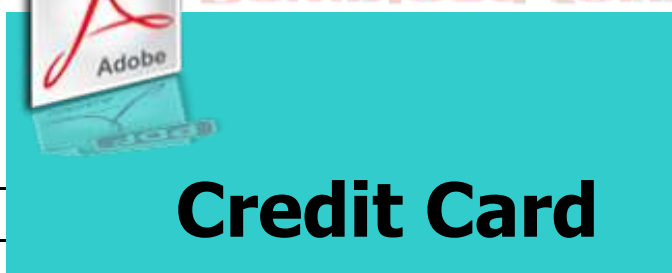
Signed _____ Dated ____/____/20____

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

Payment by credit card
Card Visa Mastercard



Download form



Credit Card

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.

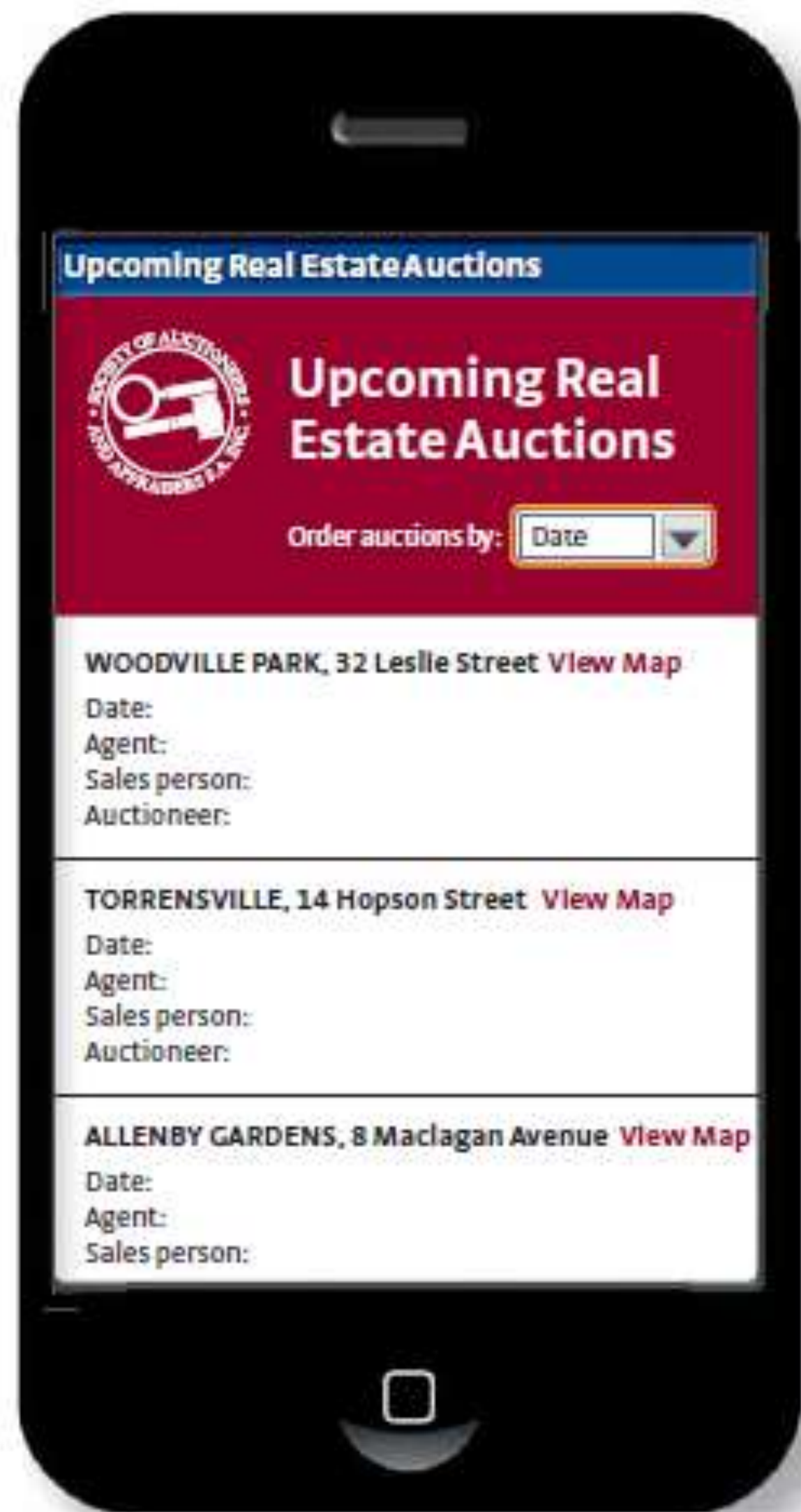
Corsers provide a full FIRB Service For Foreign Buyers which includes:

- **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!



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!

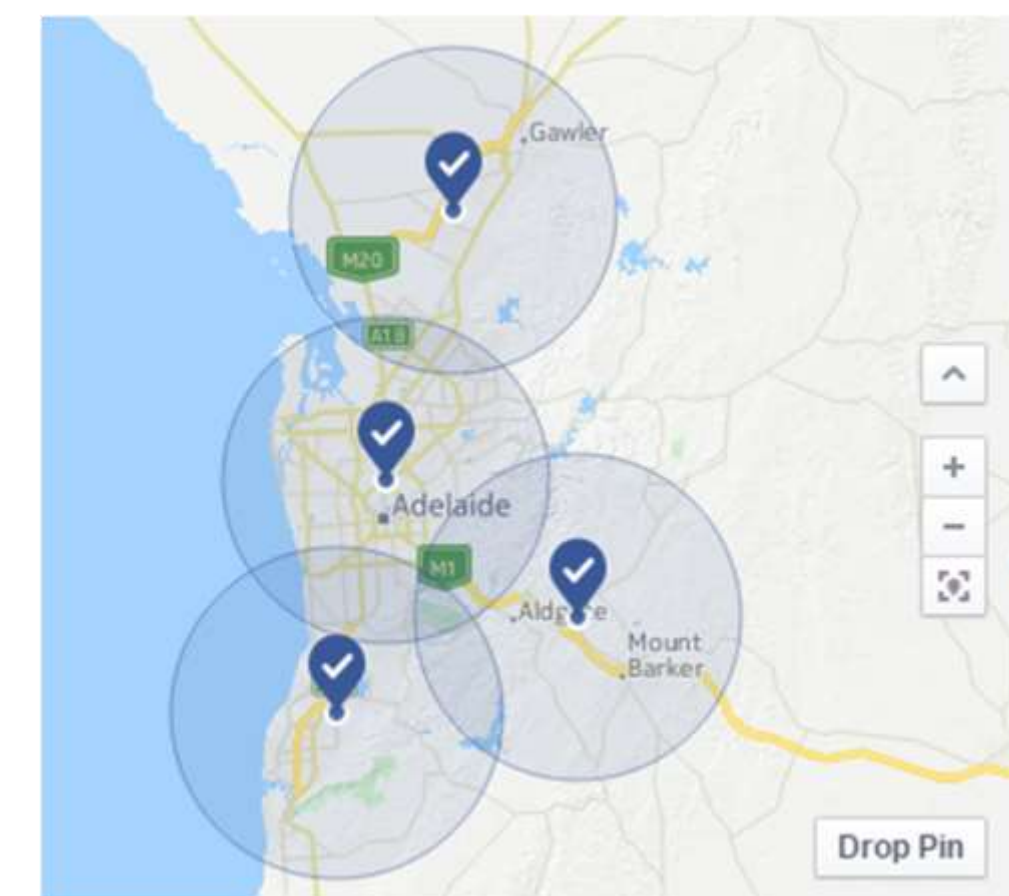


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

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!



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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





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Chris Gill
0412 062 112

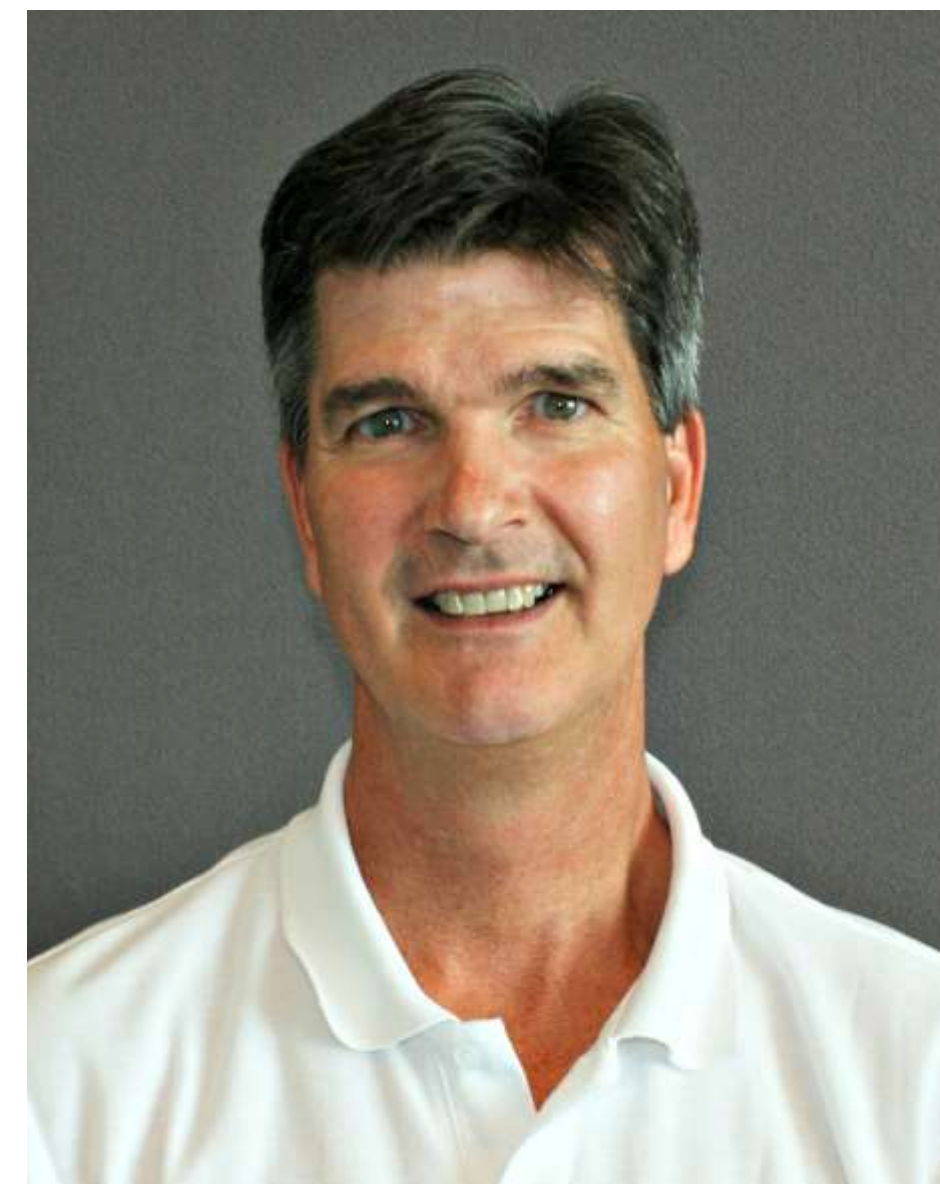
www.rentrollsales.net.au



***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

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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

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info@whiteskylabs.com

www.whiteskylabs.com

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BusinessSA

South Australia's Chamber of
Commerce and Industry

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ADELAIDE



SUPPORTED BY

The Form 1 CompanyTM

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LawSoft Pty Ltd | ACN 068 458 024

COWDEN (SA) PTY LTD
(THE INSURANCE BROKERS)

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eBook Publishing System
Previously known as Proactive VUE