



# Gavel & Glass

December 2017

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





**Victor Velgush**  
*President*

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



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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



I would like to acknowledge all of you who took the time out from your business schedules and came to our 2017 AGM, particularly excited about the fact that we have some fresh enthusiastic new board members: Andrew Monks and Angelo Bartemucci.

**The Board and I are delighted with what we have been able to achieve in 2017 and hope that you've had the opportunity to attend some of our successful events and training. We are proud to say that this year has not only been successful with more events held this year than previous year, enjoying record attendances, especially the training and Breakfast of Champions series – which not only brought value to our members, and to our sponsors.**

I am also pleased to announce that our membership has climbed to about 360 members at the close of 2017, which is a 11% increase from the previous year.

The last event in collaboration with Consumer and Business Services on the 22<sup>nd</sup> November 2017 was such a great success and a sell-out that

we have convened a second workshop on Tuesday 5<sup>th</sup> December to allow all those who missed out to attend.

The relationship with the CBS is an important one for all Agents in South Australia, and as a key industry organisation we think this is an important relationship to pursue and develop.

We have several quality and enthusiastic sponsors that have now come on board this year and we are in talks at the moment for further opportunities in 2018. Keep your ears peeled for some exciting news in the New Year.

Thank you all for your support, and I hope to see you all in future events.

We have a vibrant Board and if you have any questions or suggestions please call me personally at 0419 815 933.

**Victor Velgush MSAA President**

As the year comes to a close, I'd like to wish you all and your loved ones a safe, healthy, and joyous festive season as we look forward to the last major event in the Society's 2017 Calendar being the Christmas Drinks.

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# Society of Auctioneers & Appraisers (SA) Inc

## Board Report—Social Events

The 2017 Golf Classic was the most successful in the History of the Society and I am looking forward to a bigger and better one In 2018 as Cowden Insurance have confirmed the prize for the Hole-in-one next year will be double to \$20,000!



We had our very first free social and networking event at Cucina North Adelaide as we are planning to have another Free Members Networking Event again next year and we are happy to look for our members to come up with suggestions for social and training events next year.

Please feel free to contact me, Attilio Cavuoto (0411 660 125).



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# SALIFE Golden Gavel Live: 2018 Changes

There will be some **changes to the Senior Real Estate, General, and Livestock Category** of the 2018 SALIFE Golden Gavel Live!

1. You will be judged live in the field by uploading your performance to the Society's Facebook Event Page.
2. Auctions must be **performed between 1st January to 30th April 2018**, Nominations close 28th February 2018.
3. **You can upload as many auctions as you wish, however the last one uploaded will be the one that is judged.** We suggest you **get in early and upload an auction to enter**—then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction (and not upload it). **You can keep doing this as many times as you wish.**

**Rising Stars will perform by auctioning a property from a brochure at a designated location and judged on site.**

**Nominations close 28th February 2018.**

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I am very excited to bring on this new innovative concept again this year and remember to nominate to be part of the 2018 SALIFE Golden Gavel Live Competition!

**TO NOMINATE click here: <http://bit.ly/2hudy9t>**

Remember to read and fully understand the Terms and Conditions of Entry!

I hope to see you at our 2018 SALIFE Golden Gavel Awards & Dinner on May 31st 2018.

Victor Velgush  
M.S.A.A.  
President





# Society of Auctioneers & Appraisers (SA) Inc Biggest Lifestyle Magazine

Now is the time to promote your prestige property, agent and agency profile in SALIFE magazine!

At over 300 pages this souvenir issue celebrates the magazine entering its 15<sup>th</sup> year.

Proudly South Australian the December/January is on sale for two months and features some amazing content with lots of promotion planned to celebrate this milestone.

## SALIFE

SOUTH AUSTRALIA'S BIGGEST SELLING LIFESTYLE MAGAZINE



**NOW BOOKING FOR DEC/JAN SALIFE!**

SALIFE will celebrate its 15th year of publication in the December/January issue! We are extremely proud as a family-owned business that the magazine continues to outsell national magazines in South Australia. Printed in South Australia with South Australian writers and contributors, the magazine is firmly entrenched in our state's culture and community. At more than 250 pages, the December/January double issue (the biggest of the year) is full of stories of amazing locals and their quirky pastimes, summer fashion, incredible homes and design, ideas for getting out and about in SA, and holiday reading. Plus plenty of inspiration for entertaining.

To discuss advertising options call 08 8408 0200

**Dec/Jan issue on sale Thursday, Dec 7, 2017**

**Real Estate rates :**

Full page : \$2200.00 + GST

Half page horizontal : \$ 1600.00 + GST

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# Society of Auctioneers & Appraisers (SA) Inc

## CBS Workshop



The Society holds many Training & Social Events during the year, please attend as many as possible as the networking opportunities are invaluable in keeping up to date with everything that's happening in South Australia – Especially our regular document and Legislative updates with Chris Gill, **it's** the questions that arise in these sessions that allude us all to pitfalls and or misunderstandings that can leave you vulnerable.

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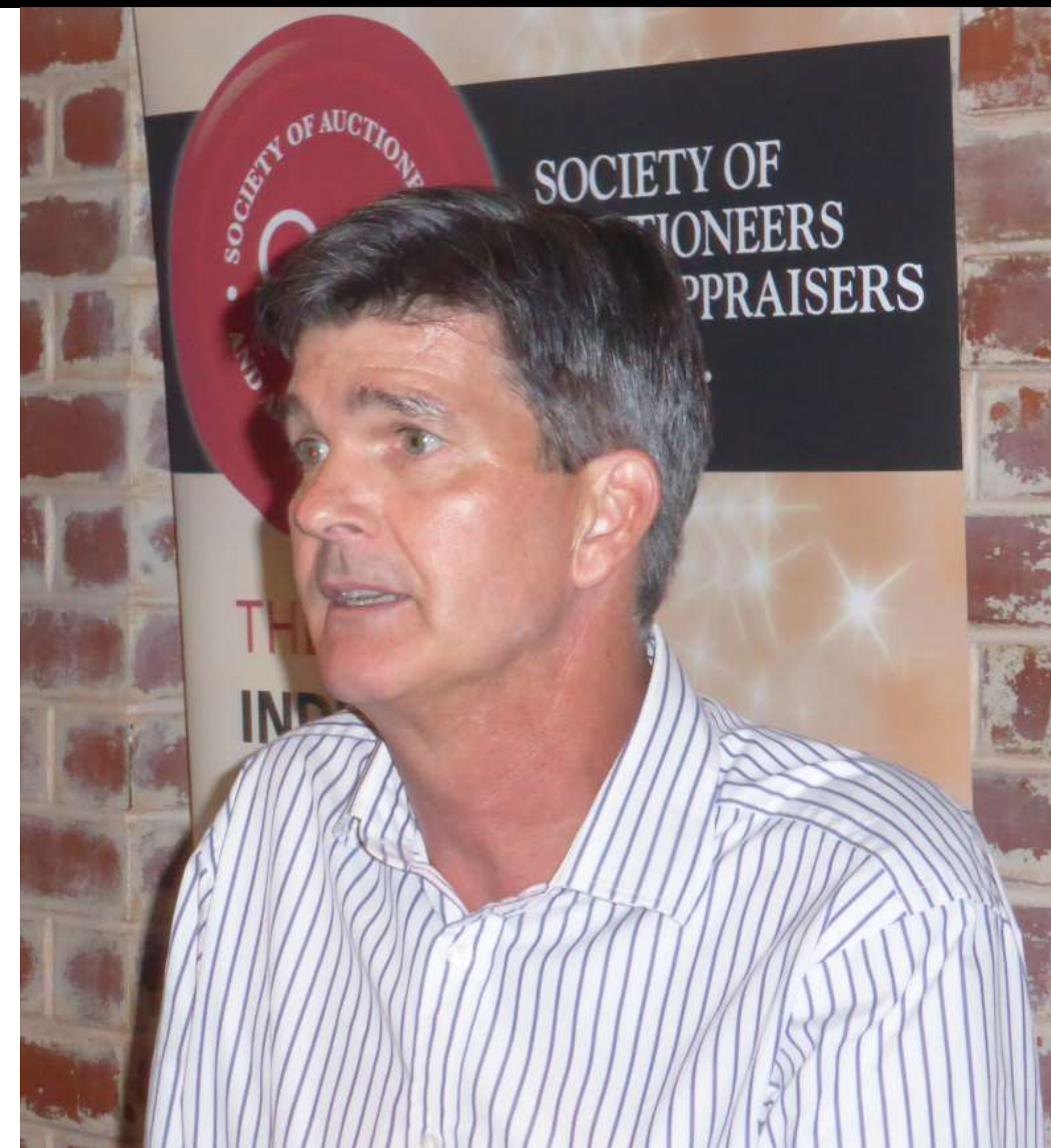
Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

This Workshop fulfils that vision.

There is some misunderstanding of many issues relating to pricing, advertising price guides, dialogue that can be used in reference to price over the phone and at open inspections, AND what constitutes recent sales – should the Agent select or just give them everything!

Society Trainer, Chris Gill hosted the workshop commencing with a brief overview of Agency requirements then introduced Paul Bertram & David Sedgwick & Josie Shimmin from Consumer and Business Services who participated in a Question and Answer Session.

This is a brand new initiative form



This is a brand new initiative from the Society in bringing Agents and CBS Officers together such that we can all work together to ensure South Australian Agents are the best practitioners in Australia.



# Society of Auctioneers & Appraisers (SA) Inc CBS Workshop

We must understand that CBS have a job to do and they have instructions from the Government to monitor Agents to ensure compliance, conduct Audits, monitor Sales, Open Inspections and Auctions, so we thought it would be a good idea to get together with CBS to provide some interactive dialogue. so hopefully:



CBS appreciate that Agents are doing their best to comply.

And Agents understand that CBS are required to monitor Agents to ensure compliance and handle public Complaints so lets clear up some of the areas that we could perhaps handle better.

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# Society of Auctioneers & Appraisers (SA) Inc **CBS Workshop**



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# Society of Auctioneers & Appraisers (SA) Inc

## CBS Workshop

When asked, What did you gain from this presentation? Answers were: Clarification, Confirmation, Hearing other Agents experiences, brilliant, very informative, knowing that CBS are logical and make fair judgments, explained subsequent agencies and the differences between extensions fully, being reminded of all the pitfalls, Everything was highly relevant and having the panel was insightful, clarity of responses was superb, you need to be a member and you need to attend the Training, yes—worthwhile to refresh to the correct rules, I have a far better understanding of the legislation now, guests were able to discuss the issues with CBS, I learnt more today about the issues that really matter than in any other previous workshop, I now understand the role of CBS and the issues they are faced with, the panel scenario is a winner, We will be more vigilant in our office from now on now we fully understand the relevant issues, Thank you Chris Gill & CBS, great advice!



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# Society of Auctioneers & Appraisers (SA) Inc

## Penfolds Grange World Record

ONE of the most spectacular sets of wine ever seen in Australia went up for sale in Adelaide on Sunday 26th November at du Plessis Auction Gallery at 1 Scotland Road Mile End breaking the world record for a full set of Penfolds Grange selling under the hammer to a local buyer for a staggering \$294,320.

The offering contained 62 bottles stretching from the first experimental 1951 vintage made by **Grange's creator Max Schubert** through to the latest release 2012 vintage made by current Penfolds chief winemaker Peter Gago and which was rated 99/100 points in the latest Halliday Wine Companion released August 3.



Many of the bottles have been signed by Penfolds' chief winemakers at the time of release, and also have been inspected by Penfolds' regular recorking clinics and marked as being in solid condition.

Auctioneer Mark du Plessis describes the set as being in excellent condition, having been pieced together over 25 years by an anonymous Adelaide building industry figure who is an avid collector and reportedly very particular about the storage and handling of the wine at all times.

Unbelievably, it is one of two sets owned by the vendor, though the second is still to be fully completed with some of the first and increasingly rare 1950s vintages.

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# Society of Auctioneers & Appraisers (SA) Inc

## Penfolds Grange World Record



The growth in the value of full Grange sets is difficult to track given their extreme rarity, though in 1988 a then set from 1952-1982 sold for a record Australian price of \$16,500. In 2002 a full collection then from 1951-1996 vintages realised \$190,680.

There was interest from international buyers before the auction as they spot the set's competitive price compared to

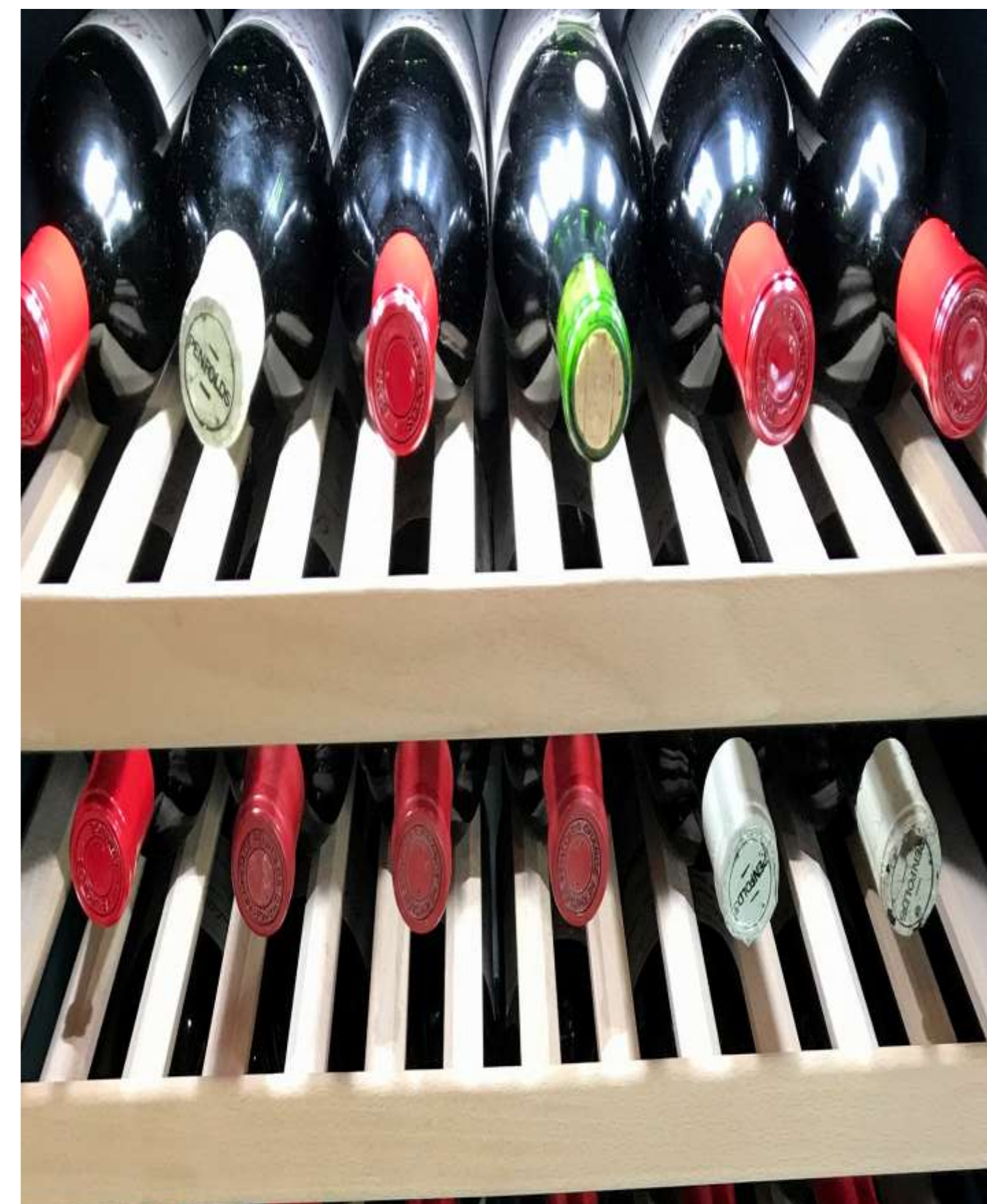
another full set for sale in Dubai in recent years going for the equivalent of more than \$600,000.

Investment interest has been sparked over the decades as even the rarest single bottles from better vintages have been doubling and tripling in price every two or three years.

A recent sale in Victoria of the first vintage 1951 Grange Hermitage sold for more than \$60,000.

“The potential buyers are keen because it is so hard to find a full set of Grange,” Mr du Plessis said. “We like to sell it in South Australia where the wine originates, and we'd like it to stay in South Australia,” Mr du Plessis said.

**“Penfolds Grange is not just an Australian icon, it's a South Australian icon. A set like this is of rare historical importance.”**



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# Society of Auctioneers & Appraisers (SA) Inc

## Semaphore Water Tower

**THE iconic water tower in Semaphore, which has 360 degree views of the coast and city, was sold for \$1.2m to a Sydney insurance broker.**

Just over a week ago the new owner Daniel Johnson, 47 was flying between Sydney and Melbourne when he noticed the landmark property being advertised for sale in a newspaper.

He says there was no time to fly to Adelaide to see the property and relied on a colleague to live-stream the opening on Facebook before the auction.

**“We are still in a bit of shock that we got it,” he says. “It feels fantastic just the fact that we bought a place that is one of the oldest places in Australia.”**

Mr Johnson credits his wife Virginia for encouraging him to bid, but says they haven't made any firm decisions on what they will do with the property.



“We want to make it the amazing place it could be,” Mr Johnson says. “It needs a little bit of love and we want to give it that love. We are still working through it. It could be an art gallery with a restaurant. It could be accommodation. We haven't had time to think about it.” The home's vendor Ben Ali, says there are “mixed emotions” about the sale.

“But we are really excited about having new owners.” Mr Ali's late grandparents, Czech migrant Manfred Stibr and his Australian-born wife Beverly, bought the tower, at 40 Blackler St, as a “weekend residence” in 1973. But they loved the property and beach lifestyle so much that they made the move permanent a few years later.

Nick Psarros M.S.A.A.

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# Ray White®



# Society of Auctioneers & Appraisers (SA) Inc Presidents Lunch



Every year Society Presidents meet for our annual Presidents Lunch where we all get together and renew strong friendships, reminisce about the past, predict the future and all have our two bobs worth of how to try to steer the Society into the future! All Presidents have a strong passion



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# Society of Auctioneers & Appraisers (SA) Inc

## Presidents Lunch



for the Society and its ideals which is still clearly evident and what better venue than Enzo's Ristorante to feast on a banquet fit for Price Harry and his new fiancé.

Courtesy of Marc du Plessis we sipped some exquisite wine that most of us would never had had the opportunity to ever taste (Except Colin Gaetjens and Brett Roenfeldt of course).

It was the best President's Lunch I have attended in my 36 years association with the Society!

After some 20 years we renewed our previously long and warm friendship and association with Ross Deere, Previous Society Secretary. Ross didn't look a day older and with our founding Presidents and some from the 80's and 90's it took us back to the good old days!

Attending were Peter Economou, Colin Gaetjens, Christopher McLaughlin, Brett Roenfeldt, Mark Forde, Jarrod Tagni, Damian Popowycz, Marc du Plessis, Garry Topp & Sharon Gray & Ross Deere.

### Auction Marketing Plan

- Controls contract terms
- Allows 3 opportunities to sell – before, at auction, or immediately after – and reduces the overall selling time in the market
- Motivates purchasers to action by auction date
- Removes price objection
- 10% deposit on the fall of the hammer
- No cooling off period
- Cash unconditional contract
- Maximises price obtained
- Guaranteed high profile campaign
- Settlement within your specified requirements
- Buyers compete at Auction
- Secure contract
- Create a sense of urgency
- Auction puts the focus on your property

**Achieves best possible contract in relation to conditions and price**

#### Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

*Committed Vendors sell their property by Auction!*

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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 October Issue of SALIFE magazine, on sale **Thursday, October 5**. 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.

Booking deadline **September 20**  
Material deadline **September 22**

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

## 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.

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

## Subscribing is simple:

Phone 08 8408 0200

Subscribe online at [salife.com.au](http://salife.com.au)

**A gift subscription makes a great vendor or purchaser gift.**

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The best of Adelaide and South Australia





# AucDocs Member Practice Forms are now in the Cloud Online!



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

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- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)



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- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- 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.



# 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.

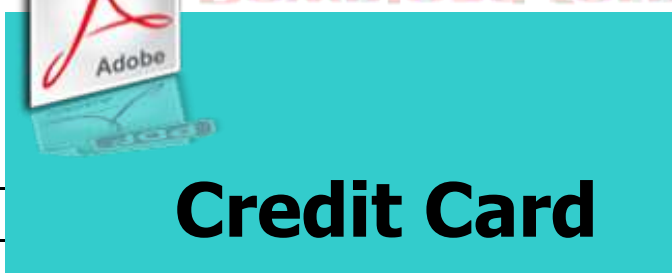
Signed \_\_\_\_\_ Dated \_\_\_\_/\_\_\_\_/20\_\_\_\_

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.

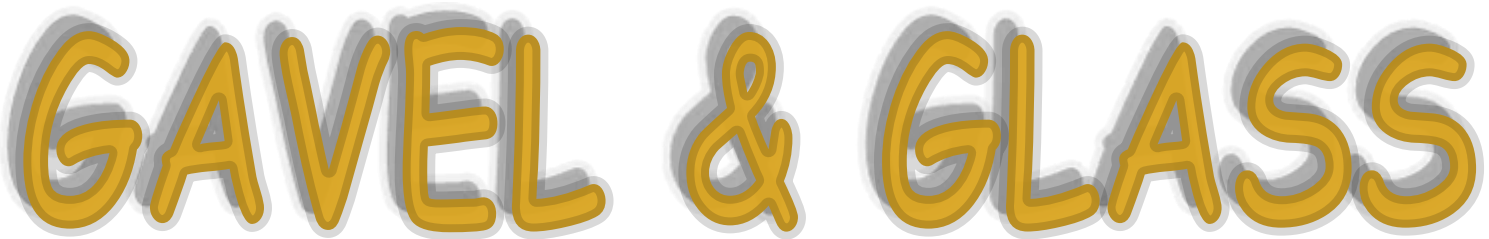
Contact Karley Thomas( [karley.thomas@corsers.net.au](mailto:karley.thomas@corsers.net.au) ) in the first instance at our office using the Forms attached for any referral.

*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**

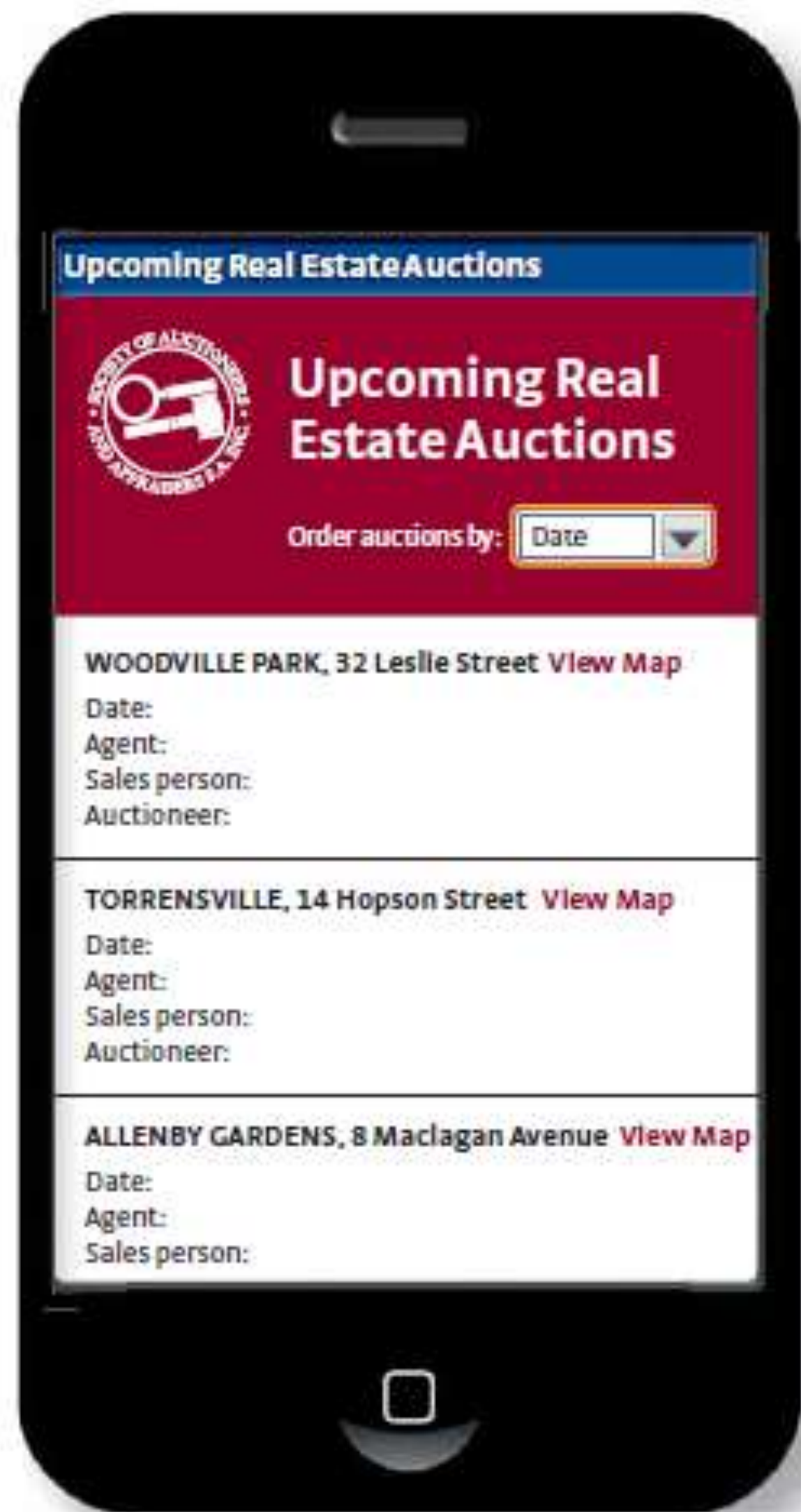
Call first and send all materials by email to Christine Ward or Karley Thomas at [corsers@corsers.net.au](mailto:corsers@corsers.net.au):

- 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



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# 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!

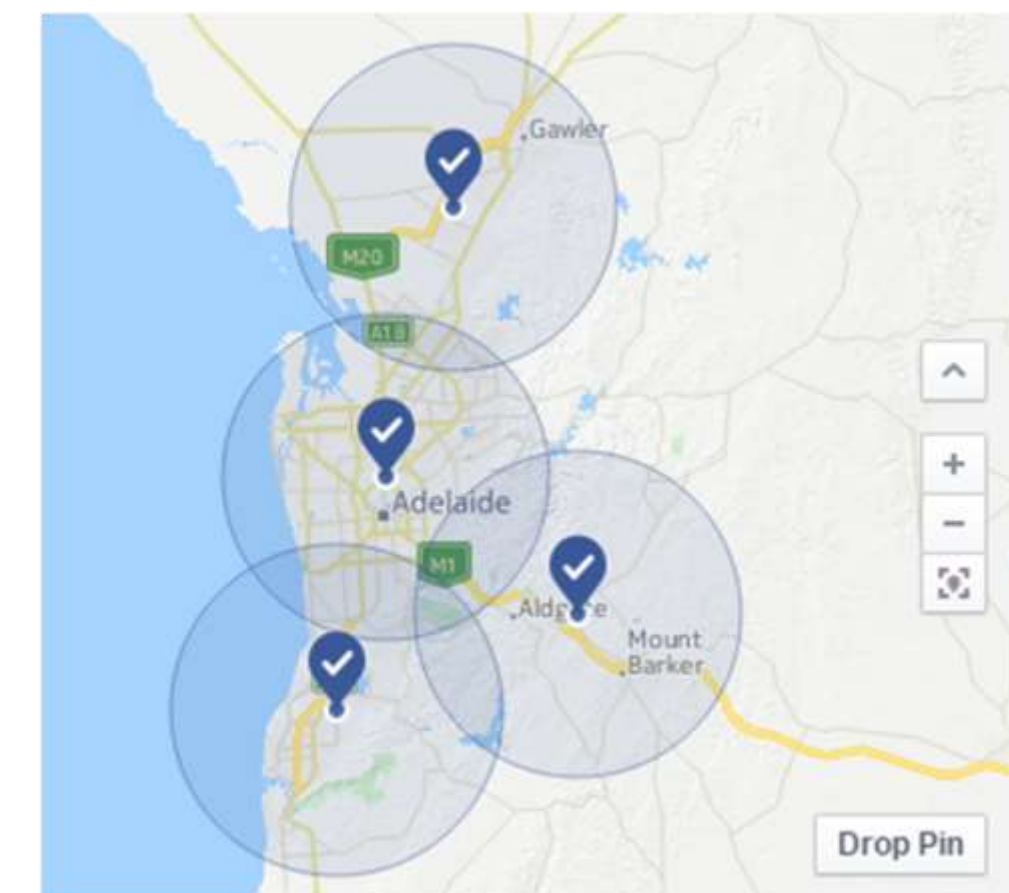


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### 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!



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# †The Form 1 Company™

## **The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing 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.

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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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# 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.**

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