

# *Celebrating 35 Years*



AUGUST 2016

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



**Sandra Berry**  
**President**

**THE INDUSTRY CHOICE OF PROFESSIONALS**



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**auctioneers.com.au**

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**Board Member**



**Chris Gill**  
**Board Advisor**  
**Bo**



# SOCIETY TRAINING JULY



The Society held a Documentation Update (Real Estate) on Tuesday the 12th July at the Arkaba to update members on recent legislative changes to ensure that each office complies with the new act and regulations.

Training can be a drag but Chris Gill is a vibrant presenter with a thorough knowledge of all issues as he works daily in the profession. We had a good response with the room full of members eager to participate in the discussion. If you haven't been to training in the last 2 years, it's time!

There will be things that you have forgotten and new legislative requirements like the ATO Disclosure for Sales Over \$2M and the usual issues like Pool & Spa compliance with issues that need clarification. Some of the issues that arose during the general discussion for example:

Q: Vendor spent \$50,000 on improvements after signing the Auction Agency agreement and wants to raise reserve accordingly.

Q: What are the advantages and risks with no price guide?

Q: How to serve a Form 7 and comply with Act?

Q: Would I ever need to use a Subsequent Agency or should I just execute a new 90 day agreement. What are the pitfalls and advantages?

Q: How to deal with improvements without Council consent in the Form 1, and how to draft the contract to suit?

There were plenty of discussions regarding the electronic Conveyancing and the implications for vendors and the need for the agents to identify the vendors especially now there is no duplicate certificate of title. The workshop was well attended, interactive with plenty of questions, with plain English answers with examples. It was a cold, wet, and windy day and just as we finished, the power went out and the venue was plunged into darkness—perfect timing!

**Garry Topp F.S.A.A (Life) CEO**

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# SA LIFE

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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.

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## 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



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Reply Paid 84149  
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GOODWOOD SA 5034



# FASHION SHOOT IN A PENTHOUSE!

The Editor of SA Life, Jacqui Harbison is looking to do a fashion shoot in a **Penthouse** in the **week of August 22nd** and they request any of our members to contact them if you have any suitable and available for a feature in SA Life.

Please contact Jacqui at [editorial@salife.com.au](mailto:editorial@salife.com.au)



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# AGM 2016



# 2016 AGM & Cocktail Party

The President and Board invite Members to the  
34th AGM of the Society of Auctioneers & Appraisers (SA) Inc.

**AT: The Highway, 290 Anzac Highway, Plympton**

**ON: Monday, 12th September 2016**

**AGM 5.00pm for 5.30pm start  
Cocktail Party 6.00pm**

**Cost: \$33 each for food (bar at cost)**

Please RSVP by returning Booking Form to Garry Topp with the names of those attending before Friday 2nd September 2016

**Click here for  
BOOKING  
FORM**

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# WHERE ARE ALL THE AUCTIONS?



Auctioneers who are currently posting their auctions on The Society's **Upcoming Auctions App** are as follows:



AJ Colman    Brett Roenfeldt    Jarrod Tagni Bronte Manuel    John Bruce    John Morris    Jonathon Kiritsis    Lindsay Warner



Peter Fried    Richard Thwaites    Tim Thredgold    Nick Baranikow    Sharon Gray    Brett Pilgrim    Phil McMahon    Troy Tyndall    Mark Fricker



Trent Godfrey



Jonathon Moore



# NEW MEMBERS



**Sara La Nauze—Marx Real Estate**

My reasons for joining the Society was to be able to have access to the documentation that makes sense in this industry! To be part of a Society that is progressive and because so many of your members actually work in the industry, I believe you are at the forefront in making the changes that resonates to those of us working within it also.



**Emily Smart—Madison Management Group PTY LTD**

I run a boutique property management business specialising in holiday rentals. I joined the society to network and provide access to relevant information.





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



## REAL ESTATE AUSTRALIA FORMS™

[reaforms.com.au](http://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](mailto:sales@reaforms.com.au) or**

**8223 6092**

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



# TECHFORCE PROJECTS

## TECHFORCE Projects

• *Pre Purchase Building & Liveability Inspection*

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supports and engages



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**0421 911 292**

**[techforceprojects.com.au](http://techforceprojects.com.au)**

### **Per-purchase building inspections.**

Looking to get a Building inspection? And you're about to go to auction?

We understand that the Auction process can be frustrating when it comes to paying for building Inspection Services when there's a high risk you might miss out on the house on Auction day. So we have put together a special inspection price for these occasions. Which offers you an upgraded service for a better price. Which allows you to put that little bit extra if need be on auction day to walk away with the property.

**Matt Warner**

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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!

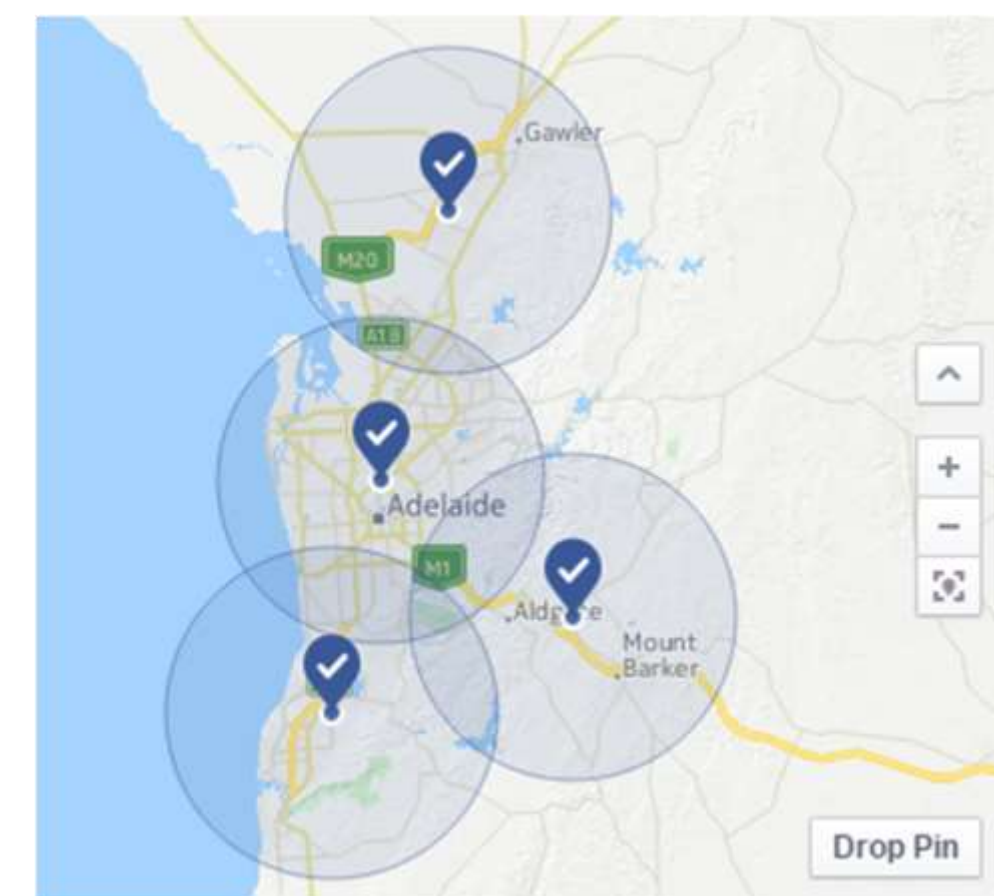


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### 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!



# Sunset Kangaroo Island Wines

[www.sunset-wines.com.au](http://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](http://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](mailto:sales@wowu88.com) or call **Emmaline Sibila 08 8113 1833**



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**Chris Gill**      **0412 062 112**

**Mark Kurtze** **0419 888 485**

**[www.rentrollsales.net.au](http://www.rentrollsales.net.au)**

# Solitaire Automotive Group



## Solitaire Automotive Group



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# † The Form 1 Company™

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

Make your searches and Form 1 compliance easy.

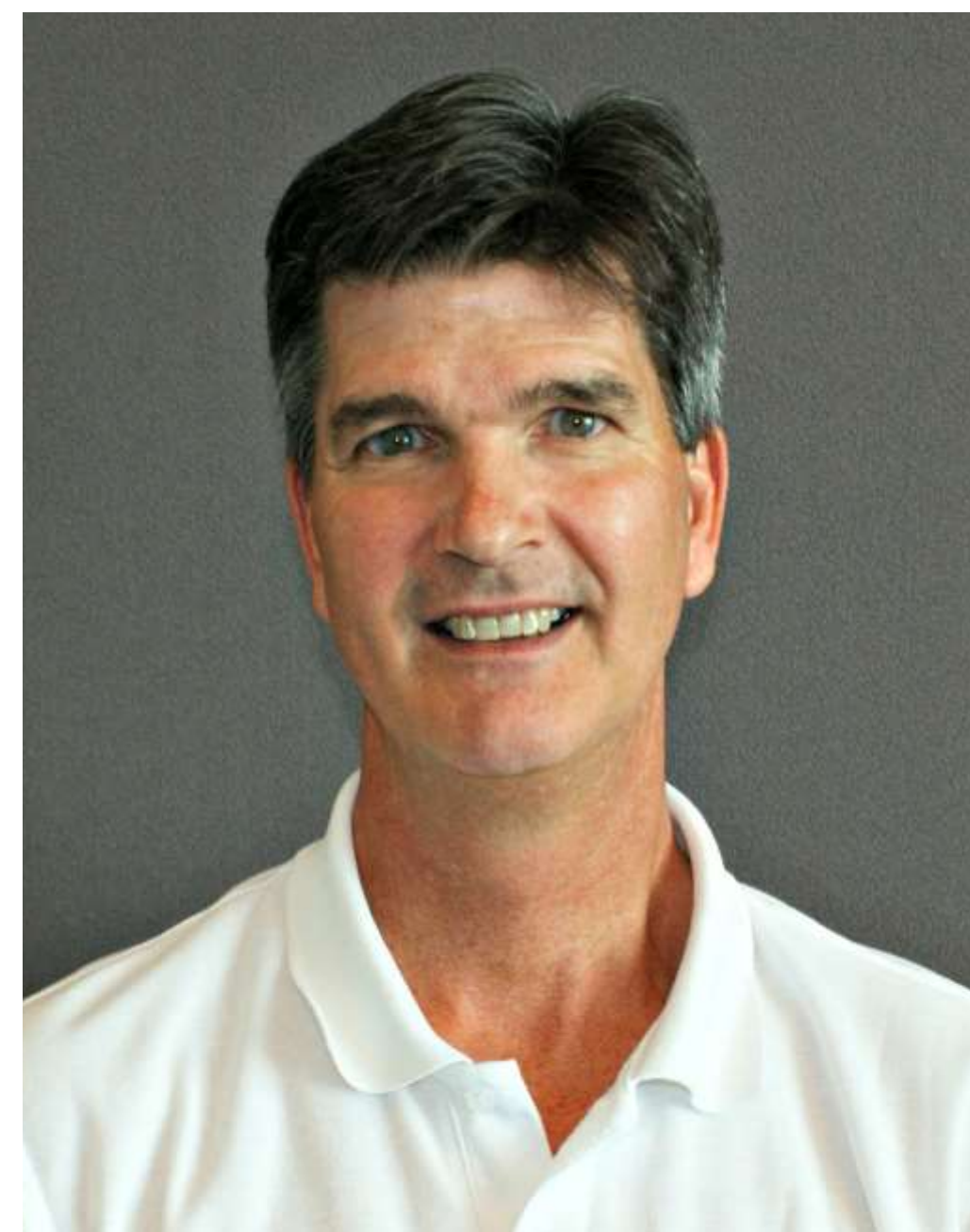
Contact Chris Gill  
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: [form1@form1.net.au](mailto:form1@form1.net.au)

[www.form1.net.au](http://www.form1.net.au)



**Chris Gill Tel: 7221 4908**

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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](mailto: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**

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