

# GAVEL & GLASS

DECEMBER 2019

THE OFFICIAL  
NEWSLETTER OF  
SOCIETY OF AUCTIONEERS  
& APPRAISERS (SA) INC



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**The Society of Auctioneers and Appraisers (SA) Inc.**

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



*Look for the logo  
– its your guarantee*

**auctioneers.com.au**

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## THE BOARD

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

# PRESIDENT'S REPORT

## MATT SMITH M.S.A.A. President



The Society of Auctioneers and Appraisers Board are working extremely hard towards the Domain Golden Gavel Competition and Awards with many Rising Stars and competent Auctioneers already enrolled to compete.

We are excited to be going to Adelaide Oval, Ian McLaughlin Room. We will be hosting a prestigious black tie evening to acknowledge and celebrate the best Auctioneers and Appraisers in the State.

Don't forget you can still register your interest across all facets in the Domain Golden Gavel Live 2020 Event, visit our website to find more information.

Christmas Drinks went off with a hit! Members, Sponsors, Colleagues, Friends and Family celebrated the year that was and enjoyed the end of the year celebration at Stones Throw, Norwood on Thursday 28th November 2019.

We thank all Members and Sponsors for ongoing support with the great success of 2019. As the year comes to a close we wish you a happy, healthy Christmas season, and hope to recharge your batteries and get ready for an outstanding year ahead in 2020.

Matt Smith M.S.A.A. President | [matt@klemich.com.au](mailto:matt@klemich.com.au) | 0407 770 725



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# CEO CHRISTMAS REPORT

I'm ecstatic we have survived another year alive and well. It has been a relatively tough year with the volume of sales of Real Estate, General and Livestock down from previous years due to a lack of confidence that has been evident in the business community caused mainly by the land tax issue and the uncertainty while the proposed legislation was being debated. Our sincere thanks to John Darley MLC who successfully negotiated a far better deal for South Australians than the original Government proposal where the outcome I believe now 85% of South Australians will be better off with the bill that was passed through Parliament on Thursday the 28th November 2019.

**With the indecision and skepticism behind us we now look forward to a far more promising 2020 where with some more confidence in the market we expect that Property Sales, Car Sales and Retail will enjoy improved sales.**

We sail into 2020 with a raft of training including 2 Day Auction Academy, Land Agents Threats presented by Wayne Johnson, with special relevance in a **newly created workshop on "Pricing Compliance" presented by Chris Gill for Real Estate Agents as there is still some confusion regarding pricing, price guides, listing price, verbal price guides and vendor selling price in sale agency agreements.** Late in 2019 Consumer and Business Services were carrying out extensive Office Audits in multiple offices where in some instances they were taking up to 100 files, downloading the contents of Agents personal phones and virtually shutting down offices while these audits were being carried out.

The Society has put a formal proposal to the South Australia Government requesting that these audits in the pursuit of a prosecution of under quoting be halted until such time as the legislation can be reviewed and changes made.

The Society is a vibrant body of top class professionals striving for excellence in a competitive world and our training is absolutely first class. Please attend as many Training, Social and Networking Events during the year to be sure you are at the forefront of your profession.

**Thanks for all your support during 2019 and I hope to see you at every one of our events in 2020 and please either enter or come along and watch every part of the Domain Golden Gavel Live in 2020 where we will highlight the expertise of our Auctioneers and Appraisers.**

On behalf of Ayesha and myself we look forward to seeing you at all our events in 2020, best wishes for Christmas and the New Year!

**Garry Topp - CEO (Life) F.S.A.A. | [society@auctioneers.com.au](mailto:society@auctioneers.com.au) | 8372 7830**

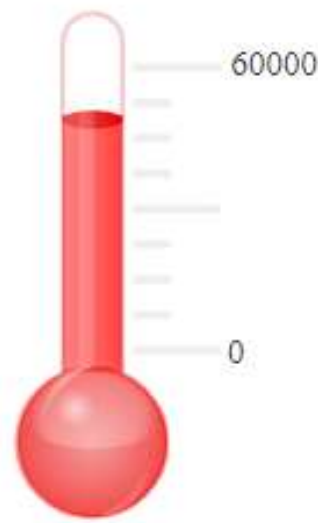


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# CHARITY AUCTION NOW LIVE ON SOCIETY WEBSITE

**You can now upload  
Charity Auction Results  
to the Society Website!**

find it on the Society  
Website homepage!



Charity **Funds Raised** by Members

The total amount raised by members is **\$ 49,200**

01 August 2019 **Garry Topp** raised a total of \$49,200 for Cody Gray Foundation

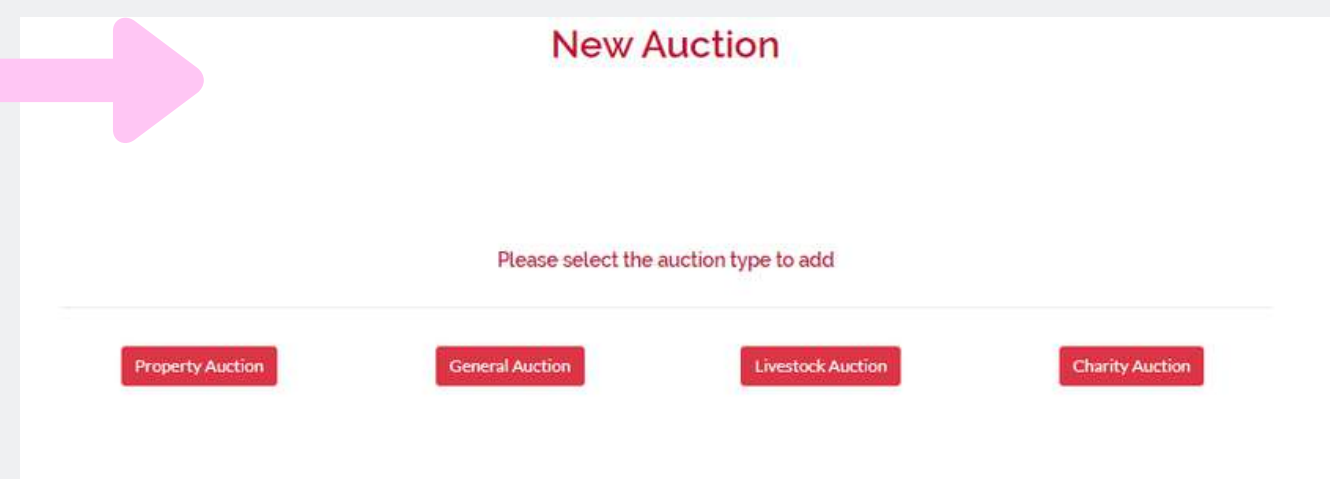
## STEP ONE:

**Log into the Society Website**

→ **[www.auctioneers.com.au](http://www.auctioneers.com.au)** ←

## STEP TWO:

**Select Charity Auction (like you  
would uploading any other  
auction to the website)**



New Auction

Please select the auction type to add

Property Auction

General Auction

Livestock Auction

Charity Auction

New Auction

DESCRIPTION OF AUCTION

AUCTION DATE

AMOUNT RAISED (NUMBERS ONLY)

[Back To Auctions](#)

[Save Changes](#)

## STEP THREE:

**Fill in the details:**

- **Description of Auction**
- **Auction Date**
- **Amount Raised**

## STEP FOUR

→ **SAVE!!** ←

**Don't forget you can upload past  
Charity Auction Results!**

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# 2020 **Domain** GOLDEN GAVEL AUCTIONEERS

UPLOAD YOUR AUCTIONS FROM THE 1ST  
OF SEPTEMBER 2019  
FOR THE 2020 DOMAIN GOLDEN GAVEL LIVE

Nomination Form:  
<https://bit.ly/2NQIoHD>

Conditions of Entry:  
<https://bit.ly/2kHxk3d>



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# UPCOMING EVENTS 2020

## HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE

For Principals & Sales Consultants  
running a business within a business



**TESTIMONIAL**  
Absolute Gold! Best eye opening training & most valuable I have attended in my career!  
- From Last Workshop!



### WAYNE JOHNSON

Society of Auctioneers & Appraisers (SA) Inc President in 2008, Wayne has 30 years of experience in Real Estate including Sales and Property Management, multiple office agency ownership, National franchise CEO, and risk management consultancy. Wayne has an MBA - Bachelor qualification in property and is a qualified workplace trainer.

#### Is your business structured to remain profitable and sustainable?

This workshop, presented in an easy to digest manner, examines multiple scenarios demonstrating the effect on the net profit levels of various gross commission returns (average \$ return per transaction), sales commission structures and the growing level of referral fees paid to intermediaries

#### The workshop covers the following topics:

- The notion of adequate compensation for business owners and sales people
- The critical implication of the margin of gross profit
- Average gross commission returns
- Sales staff remuneration structures including the impact of the new Award introduced on 30th April 2018

**THURSDAY 27th February 2019**

9.00am for 9.30am start to 12.30pm  
Arkaba Hotel | 150 Glen Osmond Road,  
Fullarton SA 5063

Members and Employees \$129 each OR \$99.00 each for two or more from the same office

**RSVP BY FRIDAY 21st FEBRUARY**

## LEARN HOW TO

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point - client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
- Desk cost per sales person
- Break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction
- How many appraisals, listings, and sales do you need to produce an average commission

With multiple disruptors all looking for their share of a decreasing commission pie, the industry is facing intense competition with enormous pressure on professional fees.

MAJOR SPONSOR

**Domain**

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Ph \_\_\_\_\_ Email \_\_\_\_\_

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# LEARN THE FULL FUNCTIONALITY OF ELECTRONIC FORMS AND ESIGNING



The Society receives many calls on the correct use of Esigning and when & how to use it and many Members do not understand how & when to use Electronic Signing and a combination of both when one signs the hard copy and another that signs electronically. On Thursday the 31st of October we held a workshop at the Arkaba presented by Michael Madsen and Mark Kurtze from Lawsoft, we covered issues such as:

- **Property Management Forms and how to send Tenancy and Management Agreements to be completed online**
- **Update on integration with property management systems**
- **The new Offer System for Agents and how Agents now receive SMS notification to smart phones of offers**
- **Esigning tips and traps - when and when NOT to use Esigning**
- **Is witness required with built-in SMS verification?**
- **How to integrate data from Agency to Contract**
- **Automatic insertion of drop in professionally drafted conditions**
- **How to integrate data from Property Management Agreements to Tenancy Agreements**
- **How to create and use the new Property Folder for sales management of files**
- **Edit and Re Edit Forms after created**
- **New integrations with property management software**

Some of the issues addressed with the new enhancement in REAForms of Property Folders were; you can store documents so they are easy to find and subsequent documents can be dragged into each folder. **There is a new link from the Agency Agreement to the Contract where you can populate the contract from the Agency with one click.** All forms now have electronic signing within the system, you click on the blue button then the client gets an email saying there is a form to sign and you can use your mouse, felt pen and now even type your name in with your computer keyboard. **You can also add their phone number and they get an SMS to tell them there is an email waiting for them regarding the signing of a document or form.**

We have included a drop down box, so you can add in an email after the form has been completed. Once sent for signing, the document is locked and cannot be changed and the screen shows when you sent it and who you sent it to. **With multiple signatures you can send all at the one time and they can individually send back when signed.**

The system knows the IP address as evidence that it was in fact received and signed and can issue a certificate of compliance of who signed it and when. After the document is sent the screen shows "Signature Pending", if something goes wrong only the Agent can delete the signature and go through the process again and as an added bonus the system can send a PDF of the form by email if they want to sign it physically.



# LEARN THE FULL FUNCTIONALITY OF ELECTRONIC FORMS AND ESIGNING

There is now a Title Search Facility in the system (costs \$22.00, pay with credit card) and the system allows you to populate the form with the data from the title. The system is set up where the Agent can obviously see all forms with only the Salesperson able to access their own forms.

A great advantage of REAForms is that the Electronic Signing App is part of the system and you do not need an add-on at an extra cost like DOCuSign. The Society was first with computerised documents in South Australia and the Society was first with iPad signing of documents. The Society was first and only system that has produced the Real Estate Contract in Mandarin for Chinese buyers and now the Agency and Subsequent Agency are both available in Mandarin translation.

Michael Madsen has been with Lawsoft for 15 years and has been involved in the planning and development of our forms system. Mark Kurtze attended the workshop to discuss any legal or contract issues that the Members might have had for the ongoing improvement of our documentation system.

If you have any suggested improvements from time to time please send them in and we will endeavour to include any suggestions with merit in the next upgrade. Michael Madsen and Mark Kurtze are the voices at the other end of the phone if you have ever had any issues with the form system, however with the current new state of the art system you should never need to call again.



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# LEARN THE FULL FUNCTIONALITY OF ELECTRONIC FORMS AND ESIGNING

When asked did you gain anything from this Presentation? Answers were:

I now have the confidence to use Electronic Signing

I had no idea this new system was so versatile, with so many new features

I can now upgrade the professionalism of our office with computer generated forms

Yes, fascinating, I learned heaps!

When asked what did you like the most? Answers were:

The interaction with Presenters and Members, just being updated!

The integrating between documents and CRMS, the use of the new folders will streamline my office

I love the fact that clients can just write their names as a signature!

The straight forward delivery of the Presenters

When asked what you would tell others as the main benefits of the Workshop?

To gain further knowledge and understanding of the system; being up to date!

Very good, ten out of ten!

All my property management staff will attend the next workshop; the legalities of electronic signing is imperative within electronic age.

I am now much more skilled as an Agent

# FORM 1 SEMINAR



Chris Gill from the Form 1 Company presented a Form 1 Seminar at the Arkaba Hotel on Thursday 7th of November. Chris has prepared over 19,000 Form 1's in the last 10 years and has experienced a lot of scenarios in that time. The Society is grateful he was able to share his considerable experience in this field, during the Seminar.

This was the first Form 1 Seminar conducted by the Society with 18 attendees learning how to accurately complete and understand the Form 1, from the simplest component to the most complex. The 2 ½ hour session focused on understanding the section 7 searches and how to transcribe that information accurately into the Form 1.

In addition the seminar addressed what questions need to be asked and answered by the Vendor for information not contained in the section 7 searches, i.e. Fences Act and EPA issues.

**The scope and complexity of a Form 1 is often overlooked and a Form 1 not prepared with 100% accuracy may well be defective, near enough is definitely not good enough with a Form 1.**



### When asked did you gain anything from this presentation? Answers were:

Yes, very detailed and informative! Yes, I was unaware of what to look out for with the EPA Section. Yes, refreshing my memory and new knowledge! Yes, plenty of information, great refresher course! Yes, Chris showed what needs to be and what DOESN'T need to be in a Form 1. Yes, great overview coming back into the industry!



### What did you like most? Answers were:

Well explained. Presenter professionalism. All points covered, easy to understand. Going through EPA's and Strata. All information was extremely interesting, great refresher! Chris was easy to listen to, follow and good material which made sense. The emphasis on what to look out for! Overall presentation was excellent!



### What would you tell others as the main benefit of this Workshop? Answers were:

General understanding of the Form 1. Go to the next seminar to expand your knowledge and understand your responsibilities! It is a great overview of the Form 1, well worth it! All Sale Agents should attend annually as risk management. This Seminar covers all aspects! Explicit details of what needs to be incorporated in the Form 1!

# PROPERTY MANAGEMENT WORKSHOP



**Society live-wire Trainer Rachel Coulter presented another edition of Listing Success and Growing the Rent Roll as part of our series of Property Management Workshops held at the Arkaba on Thursday 14th of November 2019 with direction on Convert that fee inquiry into an appraisal; Armed and Dangerous Against Your Competitor; Don't Buy a Rent Roll, Grow It; complete with scripts & dialogues and some practical tips in how to blitz your competition.**

The Workshop began with back to basics where it is imperative that you know your appraisal to listing rate and how you should follow up and find out why another Agent got it and you didn't – look for the common thread.

**When a landlord rings for fees ask for an appointment to provide tips to maximum the return and to attract the best tenant. A landlord information booklet is imperative and coupled with a video message can set you head and shoulders above the competition. Rachel suggested ways to connect on LinkedIn and other social media and how to personalise the 'Thankyou Card' – there is no point sending a generic one. Rachel stressed that you need to know everything about your competition so then you can identify you point of difference. Equally important is the tenant's handbook which lists everything required for tenants including; if they want to break the lease etc. Your office could hold investor evenings, coffee shop information mornings and the like.**

**Discounting fees - If a Landlord says another agent will do it cheaper one of the delegates Rob Heaslip commented "That's clever you have out negotiated your negotiator" and then when they ask why should I use your agency you need to have the answer.**

Rachel suggested a separate Facebook Page for Property Management and how to source leads from Admin Staff, Sponsorship's, Trades, and Branding at Schools etc. **If your office employs an Auctioneer you can offer your services at all you local service organisations, Schools, Sporting Clubs etc. with assistance in fundraising for no charge, compliments of your Agency.**



# PROPERTY MANAGEMENT WORKSHOP

## When asked did you gain anything from this Presentation? Answers were:

- The whole day was very informative, new things learnt and a reminder of all the things I must do!
- Yes, I feel like it has given me direction in regards to building a rent roll and thinking outside the box in regards to networking!
- Yes definitely, great ideas!
- Yes, by using social media!
- Yes, thankyou, video focus, mentoring and all-inclusive fees.
- Yes, some hard truths, new ideas and smarter ways to work.
- Yes, the main thing I gained was the many ways to make yourself stand out in an appraisal situation and also the many different methods to potentially build the rent roll especially with the use of video.



## When asked what did you like the most? Answers were:

- I liked how informative and how inclusive the presentation was.
- The tips and suggestions were practical and will fit perfectly into our business model.
- Legal information that can assist in consequences; I loved the lively presentation style.
- The social media aspect including LinkedIn, the friendliness and relaxed atmosphere.

## What else would you like covered? Answers were:

- More handouts.
- Tenants and Landlords advice on handling objections.
- Scripts and dialogues, how to feel confident using them without sounding like a robot
- Examples of the APPs, Websites, Media Sources etc. so you can see what they look like and how they work.



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# SOCIETY CHRISTMAS DRINKS



Fabulous time that was had with Members, Sponsors, Board and Friends at Stone's Throw on the Parade in Norwood – festivities were enjoyed with some pleasant music, fine food and a few celebratory ales.

On behalf of the Board, we wish everyone a Merry Christmas and Happy New Year!  
Matt Smith, President M.S.A.A



# SOCIETY CHRISTMAS DRINKS



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# HON ROB LUCAS MLC GOVERNMENT REACHES AGREEMENT WITH HON JOHN DARLEY ON LAND TAX BILL

The Marshall Liberal Government has announced it has reached an agreement with the Hon John Darley MLC to further amend its land tax reform package in exchange for his support for the passage of the amended bill this week.

Treasurer Rob Lucas said Mr Darley had made it clear to the Government that he wanted further amendments to the bill in particular to assist smaller 'mum and dad' property investors.

## **The major amendments to the Land Tax (Miscellaneous) Amendment Bill 2019 will include:**

- A \$25m transition fund over 3 years for eligible individual taxpayers and company groups with possible relief up to \$50,000 (50% of the maximum possible rebate) in 2020-21, \$30,000 (30%) in 2021-22 and \$15,000 (15%) in 2022-23 from any increased land tax payable due to new aggregation changes. This transition fund disappears after 3 years and gives taxpayers the opportunity to restructure their affairs over 3 years;
- A reduction in land tax for land valued between about \$755,000 and \$1.1 million from 1.65% to 1.25% to 2020-21 and to 1.0% in 2022-23;
- An increase in the threshold for the top 2.4% tax rate to \$2.0 million (indexed) from 2022-23;
- A land tax concession for eligible developers of affordable housing based on land for affordable housing not being aggregated with other land holdings subject to certain criteria;
- An extension to the beneficiary nomination period for discretionary trusts to 30 June 2021; Relief for eligible developers holding land for 'greenfield or brownfield' residential development of 10 allotments or more.

"This amended package will provide further relief to thousands of smaller 'mum and dad' property investors whilst achieving a fair and much more competitive land tax system," said Mr Lucas.

"If this amended package is approved by the Parliament, the Government will have achieved two key objectives it set for its comprehensive land tax reform.

"The Government has refused to compromise on its objective to massively slash the top land tax rate in SA.

"This rate will now be slashed from 3.7% to 2.4% and will help create an investment attracting and job creating land tax system.

"At 2.4%, the top rate will equal the average top rate of all mainland states in Australia. And the increase in the threshold to \$2m at which the top rate applies, also makes our system more competitive.

"The Government has also refused to compromise on its objective to introduce changes to aggregation rules in SA.



# HON ROB LUCAS MLC

## GOVERNMENT REACHES AGREEMENT WITH HON JOHN DARLEY ON LAND TAX BILL

"The amended package represents a fairer and more equitable system as it introduces changes to aggregation rules similar to most other states.

"They will mean it will no longer be possible for an investor to own \$3m in property in 7 separate companies and not pay a single dollar in land tax."

The Government has not agreed to submissions from some industry stakeholder groups to commit to further reduce land tax as a direct result of extra land tax collected through the revaluation exercise.

The former Labor government had already budgeted for an extra \$19m per year to be collected from the revaluation exercise and some industry stakeholders believe that estimate will be an underestimate.

The Government also accepts that the investment attracting 2.4% top rate will lead to increased investment activity in commercial and industrial property in SA, which will also lead to increased valuations and land tax revenue.

"It needs to be noted that the only alternative option left to the Government if the bill was defeated was the already legislated 3 year cost of \$150m so the net cost to the Government of the amended package is \$39m over 3 years.

This comprehensive land tax reform package is one part of the Government's investment attracting, jobs creating, economic growth strategy based on reducing the costs of doing business in SA:

- Big cuts in land tax including the top rate slashed from 3.7% to 2.4%
- Payroll tax abolished for all small businesses
- \$90m per annum cut in ESL bills for businesses and households
- Further cuts in workers compensation premiums
- Cuts in water costs from July next year



### Real Estate Report

This month I had a meeting with David Dercho and Brian Paris of Wallmans Lawyers. We are planning a legal training workshop based on case studies to be held in their fantastic meeting room for our members in February 2020. Wallmans provide conveyancing, Form 3 waivers as well as being available to provide legal advice to our membership.



Warmest wishes,  
Amelia Langhans

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# Gavl

Gavl is the world's leading real estate platform for auction livestreaming and bidding technology.

Since its launch in November 2016, it has streamed more than 15,000 auctions and achieved 4.5 million views from 52 countries, allowing buyers from all over the world to watch, bid and buy at auction, digitally.

**Gavl is offering Society Members a highlight package that you can now upload onto your social media channels & Promoted on the Society's Facebook Page**

**FREE**

Highlights Package  
for Society  
Members

**Gavl will pick one  
Society Auctioneer a  
week!**

### Includes:

- 45 seconds - 1 minute highlight of your SOLD AUCTION - Perfect for your Instagram and social media!

### Conditions:

- Post your upcoming auctions onto our Upcoming Auction App/web page - [Auctioneers.com.au](http://Auctioneers.com.au)
- Use Gavl to livestream your auctions

Click here to  
check out Gavl!



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Use your smart phone to search for  
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The Society's Upcoming Auctions App  
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Drive around, see what's happening and  
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The moment you add or update an  
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the Upcoming Auctions App  
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# 21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

## The 21 Advantages of using Auction as Your Preferred Marketing Process



## POWERFUL MARKETING TOOL

### *Auction puts the Focus on Your Property*

What are the Advantages to me as a Vendor?

- 1. Control**, as Vendor you set the terms and conditions.
- 2. You get a cash unconditional contract.**
- 3. 10% deposit** on the fall of the hammer.
- 4. No cooling off period** applies.
- 5. Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
- 6. Creates a sense of urgency**, which motivates purchasers to action.
- 7. Allows all potential buyers to compete** amongst themselves to offer you the best price.
- 8.** Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
- 9. Price is usually not disclosed** so you remove the objection factor.
- 10. Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
- 11. The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
- 12. Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
- 13.** In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
- 14. Auction opens the door** to more motivated buyers.
- 15.** The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
- 16.** Your home is only open at **times that suit you** with a predetermined schedule of opens.
- 17. The level of market interest** will help you gauge your reserve price.
- 18. The competitive Auction environment** offers the greatest chance for a premium price.
- 19. Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
- 20.** Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
- 21. On the fall of the hammer** the Vendor becomes a cash buyer subject to settlement only.

#### What is an Auction?

**Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.**

#### 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!*

**If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy**

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[www.auctioneers.com.au](http://www.auctioneers.com.au)

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for details

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# Domain delivers buyers

DOMAIN'S AUDIENCE IS...

## EXTENSIVE

1.8m

Australians who intend to buy property in the next 12 months<sup>1</sup>

## AFFLUENT



**WEALTHY**  
56% are social grade AB<sup>1</sup>



**HIGH INCOME**  
61% more likely to have a household income of over \$250,000<sup>1</sup>

## READY TO BUY

78%

Intend to buy a home to live in<sup>1</sup>

41%

Intend to buy an investment property<sup>1</sup>

## EXCLUSIVE



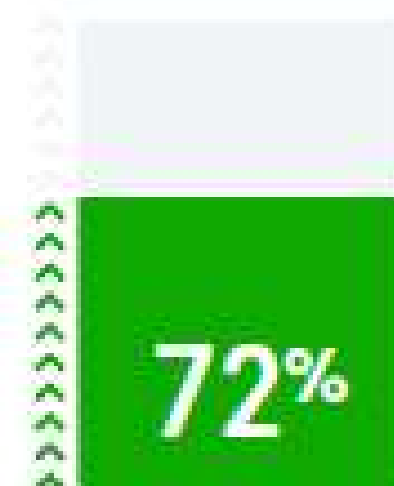
Domain app users who do not use the nearest competitor<sup>2</sup>

## GROWING



Domain Digital Audience<sup>3</sup>  
June – October 2018

## ENGAGED



Domain enquiries sent via mobile<sup>4</sup>

For more information, contact your Domain Account Manager today.

**Domain**

Source: 1. Ipsos<sup>SM</sup> conducted by Ipsos Australia, People 14+ for the 12 months ending Oct 2018, 14+ Nielsen Digital Panel data calibrated to Digital Consent Ratings Oct 2018. Includes audience across total Domain print and digital, Domain Realist, Allhomes, Allhomes.com.au in The Canberra Times and the Dream Homes partnership network (including the Nine digital metro mastheads, canberradreams.com.au and rna.com.au). Data based on people intending to buy a new or existing home to live in or as an investment within the next 12 months. <sup>2</sup>Percentage from Study compared to the average Australian aged 14+. 3. Domain app audience who do not use the realestate.com.au property app, iOS and Android average, App Annie, Sept 2018. 4. Nielsen Digital Consent Ratings (Monthly Total), Unique Audience, Oct 2018, P2+, PC, Smartphone and Tablet, Total. 5. Domain Group Internal data, Oct 2018. Includes app and m-site.

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# AucDocs (REA Forms)



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VENDOR Mr and Mrs Seller

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E-mail 2

ABN

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### PLEASE CONTACT

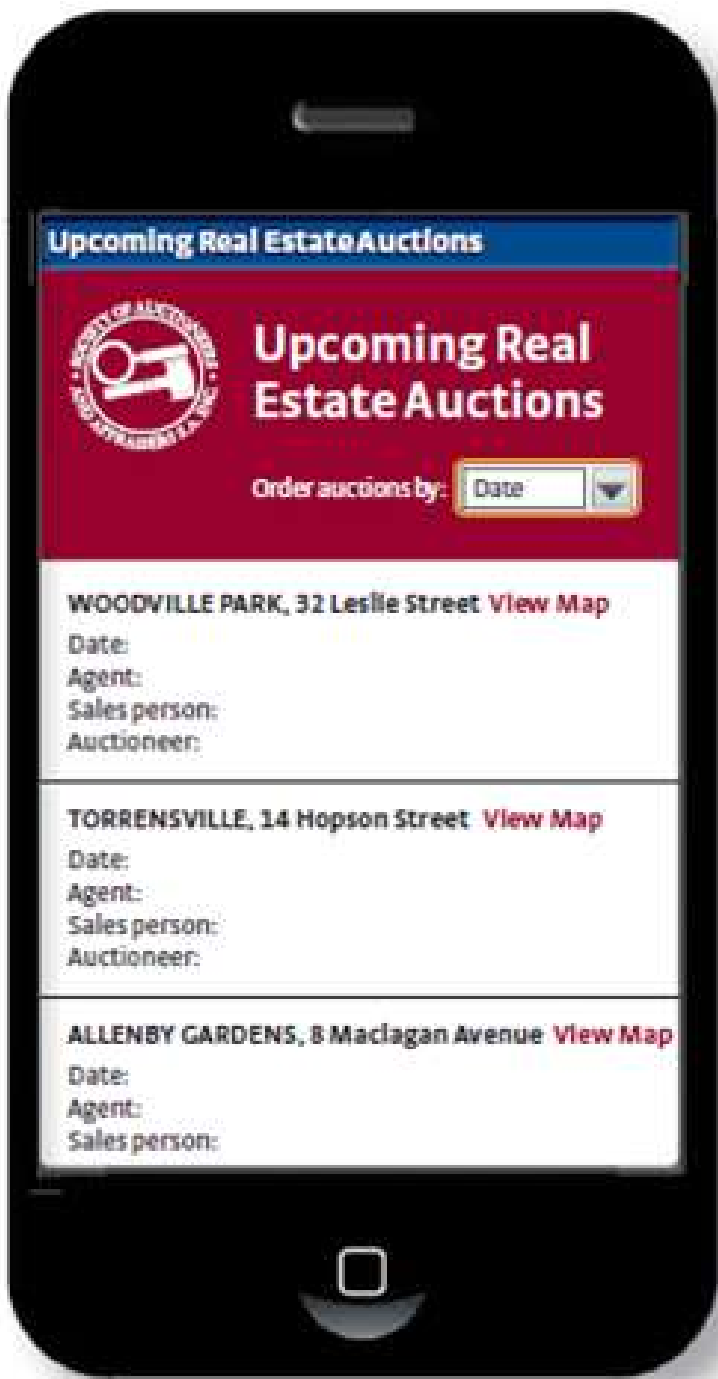
GARRY TOPP (08) 8372 7830  
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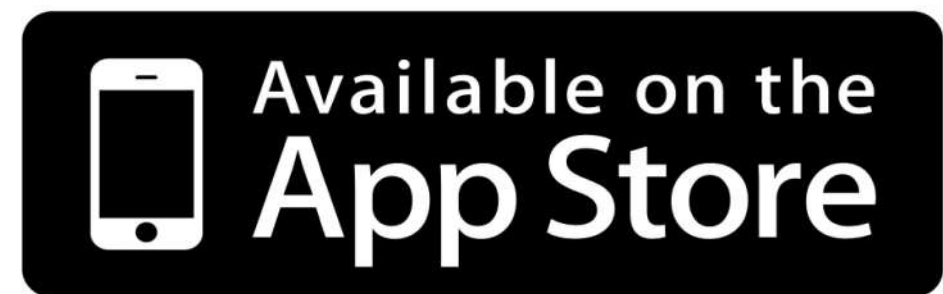
## INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

## LIST

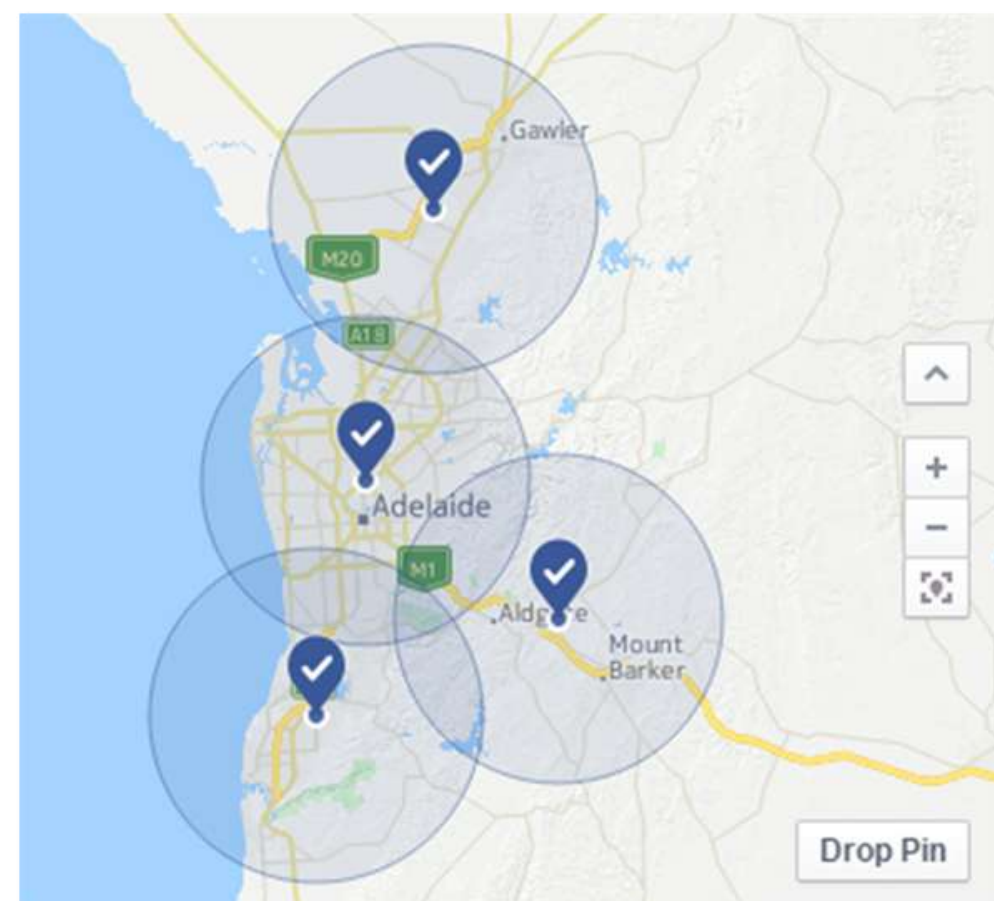
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**For Form 1 preparation please contact Chris Gill on 7221 4908**

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.

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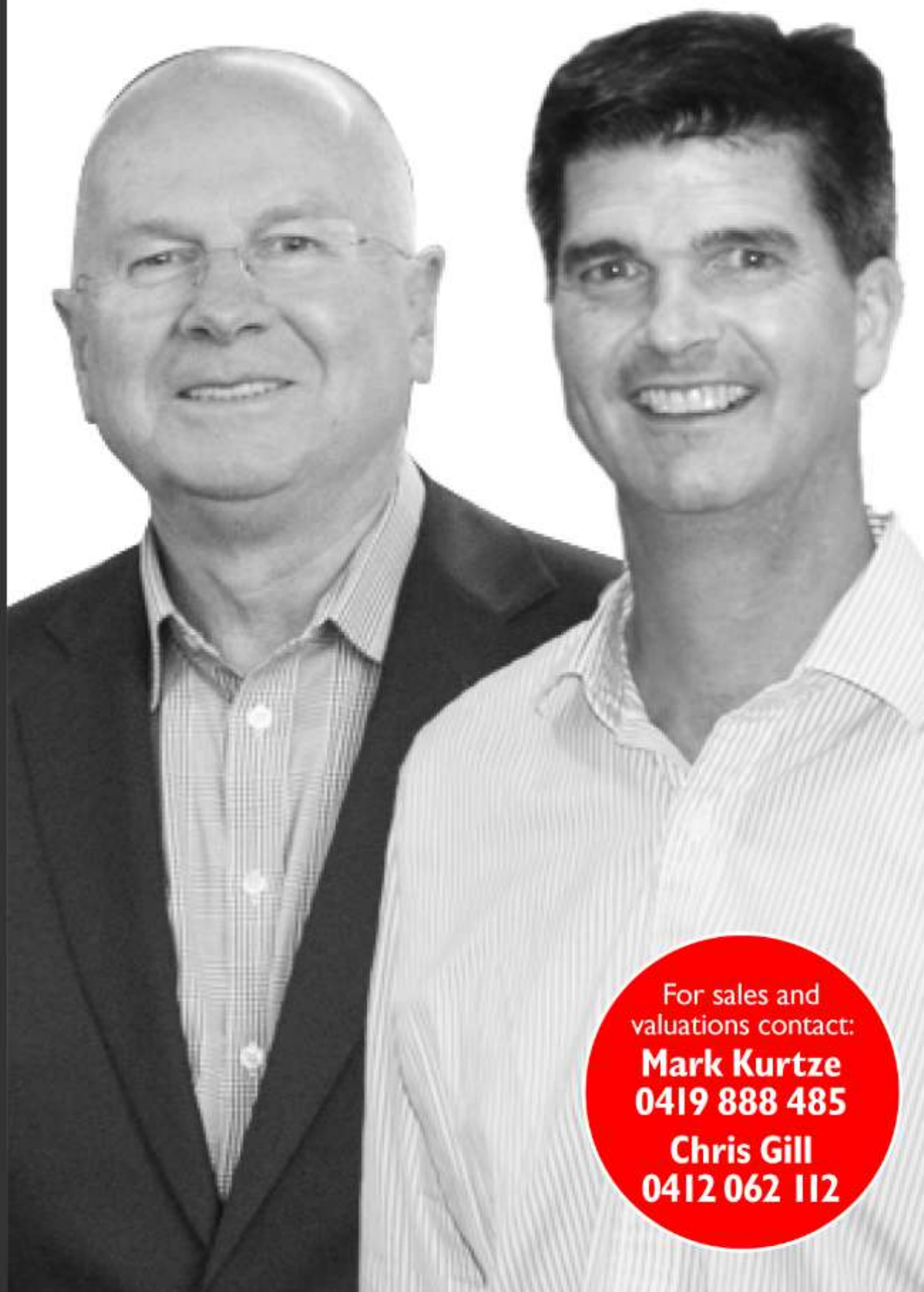
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