

GAVEL & GLASS

JANUARY 2020

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

President



Matt Smith

Vice President



Andrew Monks



Amelia Langhans



Richard Ward



Sarah Bower



John Morris

Board Members



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Visit our Website
auctioneers.com.au

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PRESIDENT'S REPORT

Happy New Year!

MATT SMITH

M.S.A.A. President



We trust our Members are refreshed and are ready to attack in a positive way for 2020!

The Society of Auctioneers and Appraisers (SA) Inc has a number of key issues at hand and a number of exciting and upcoming events for 2020 including Pricing Compliance Workshop, presented by Chris Gill on January 23rd, Land Agent's Threats Workshop presented by Wayne Johnson on February 27th and the all-important Two Day Auction Academy Workshop being held on January 31st and February 7th! **Notwithstanding the Domain Golden Gavel Live 2020.**

We hope by now you have considered your entry in nominating to these awards, you can find all information on our website on how to participate. We look forward to catching up with everyone at the Awards Dinner on May 29th 2020.

We look forward to a positive year ahead!

Matt Smith M.S.A.A. President | matt@klemich.com.au | 0407 770 725

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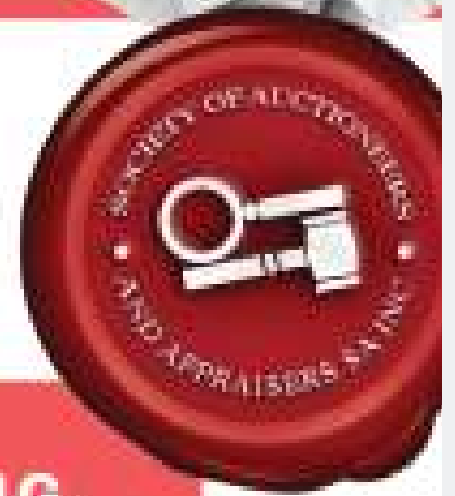
UPCOMING EVENTS

PRICING COMPLIANCE

- \$10 MILLION FINES
- PRISON SENTENCES
- BREACHES OF FEDERAL CONSUMER LAWS
- LOSS OF AGENTS LICENCES
- POTENTIAL PROSECUTIONS
- CBS OFFICE ADULTS



SEMINAR FORMAT WITH OPEN DISCUSSION AND Q & A SESSION. IT'S THE ISSUES THAT ARISE IN THE GROUP QUESTIONS & ANSWERS THAT WILL GIVE YOU AN INSIGHT INTO WHERE AGENTS ARE MISUNDERSTANDING THE REQUIREMENTS OF THE LEGISLATION



THERE IS STILL SOME CONFUSION REGARDING PRICING, PRICE GUIDES, LISTING PRICE, VERBAL PRICE GUIDES & VENDORS SELLING PRICE IN SALES AGENCY AGREEMENTS

FOR AGENTS, SALES CONSULTANTS & SUPPORT STAFF - ALL NEED TO ATTEND! ALL EXPLAINED!

DON'T RELY ON YOUR OWN INTERPRETATION OF THE LEGISLATION

- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation
- Clarify what needs to be provided to Vendors

THURSDAY 23RD JANUARY 2020
 8.45am registration for 9.00am start to 10.30am
Fullarton Room - Arkaba Hotel 150 Glen Osmond Road Fullarton SA 5063
 Members and employees \$38.50 (groups of 3 or more from the same office \$33)

BOOK BY WEDNESDAY 15th JANUARY 2020

MAJOR SPONSOR

Domain

KEY SPONSORS

LEXUS | ADELAIDE
 BOWDEN |
 WA/EMAKER
ALSO SUPPORTED BY
 The Form I Company
 Cowan (SA) Pty Ltd
 WALLMANS LAWYERS | Lawsoft
PARTNERS
 BusinessSA

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245
 Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc
 Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034
 Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____/____/____ Cvv/Cvc _____
 Name on Card _____
 Names Attending _____
 NON-MEMBERS Please advise Address _____
 Ph _____ Email _____

BOOK HERE!

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UPCOMING EVENTS

LAND AGENT'S THREATS

PRESENTED BY WAYNE JOHNSON

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 Previous Workshop!

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



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.

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.

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

MAJOR SPONSOR

KEY SPONSORS

ALSO SUPPORTED BY

PARTNERS

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 Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc
 Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034
 Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____ / ____ CVV/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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TASK GROUP REPORTS FOR 2020

REAL ESTATE

Amelia Langhans and John Morris



2019 was an incredible year, it was fantastic to see many members and sponsors at our Christmas drinks, we are very grateful for all of your support.

We have been working hard on planning our events for the year, especially the Domain Golden Gavel Gala which is set to be our best event ever.

There is still plenty time to enter - **CLICK HERE Nomination Form: <https://bit.ly/2NQIoHD> (REMEMBER ALL NOMINATIONS MUST BE IN BY FRIDAY 28TH FEBRUARY 2020).**

Wishing you a wonderful and successful New Year in 2020! Look forward too seeing you soon,

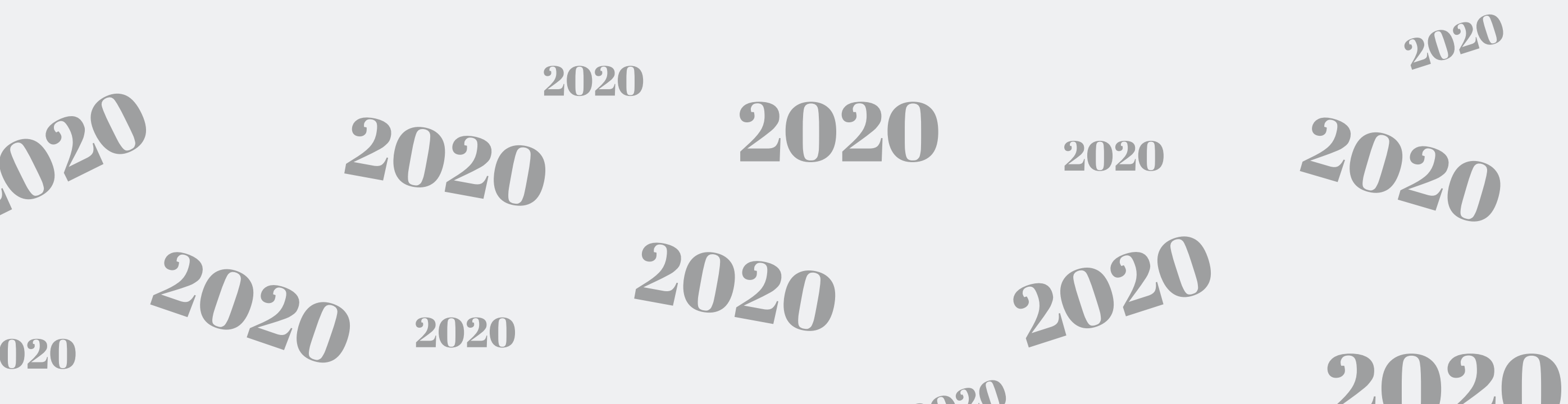
SOCIAL EVENTS, NETWORKING AND TECHNOLOGY

Andrew Monks and Sarah Bower



After another great year of Society's events across the 2019 calendar including the Domain Golden Gavel Launch at East End Cellars, the very successful Society Golf Day, many professional development workshops, Auctioneers training and Breakfast of Champions. I would like to take this opportunity to thank all members, sponsors and guests who have contributed to making these events the success they have been and look forward to the continued support and growth of the Society's events for 2020.

A true standout event for the upcoming year is the Domain Golden Gavel Awards Dinner to be held at Adelaide Oval on Friday May 29th. This premier black-tie event is one not to be missed, so please make sure you have it in your calendar.



TASK GROUP REPORTS FOR 2020

DRIVE THE SOCIETY

Matt Smith and Andrew Monks



This new year we will be focusing and prioritising on an increase in the number of practicing female and young auctioneers in the industry, and increasing the membership base & sponsorship.

Domain Golden Gavel is only a few months away, we encourage all Real Estate, General and Livestock Auctioneers to participate, there is still time to nominate!

We have already started preparation for the prestigious event. Save the date **May 29th 2020.**

Looking forward to another successful year!

PAST PRESIDENTS LUNCH

President's Lunch Every year since inception in 1981 Society Presidents have got together and shouted themselves a lunch just before Christmas each year to remiss, remember, celebrate our history and try to envisage what the future will hold for the Society of Auctioneers and Appraisers (SA) Inc. This year we joined together and put our hands in our pockets and celebrated a seafood feast at Sammy's on the Marina at Holdfast Shores on Wednesday the 4th of December 2019.

Those who attended were:

- Matt Smith
- Brett Roenfeldt
- Garry Topp
- Colin Gaetjens
- Marc du Plessis
- Rod Adcock
- Damian Popiwijcz
- Wayne Johnson
- Attilio Cavuoto
- Paul Henry
- Peter Economou
- Sharon Gray
- Phil Rogers



The food was delicious, the views out over the Golf were sensational, and the weather was perfect with a sunny day and a cool breeze blowing and great comradery. **On behalf of all the Presidents, we wish you a prosperous 2020 and we await what the New Year will hold for us all.**

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

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SOUTHEAST EBOOK REPORT



The South East of SA has had an average to above average season with regards to production even with lesser annual rainfall received. The productivity has been very good and considering other less fortunate areas across the State and Country we feel quite thankful, blessed and lucky to be in the land of milk and honey.

Rural Real Estate has been for the past 18 months and will continue for some time to be in big demand. Values across the board have risen an average of 25% + and in some cases even more. The dry sheep equivalent (DSE) rates have climbed from \$5-550 12/18 months ago to now be \$6-700 and more in the lower south east higher rainfall areas up to \$900.

For some time land has been priced as to earning capacity and productivity, now this is taking a second step as the buyers in the market are slowly coming to recognize the position that unless they meet the market at these increased rates they will be left a long way behind.

Generally there has been less properties on offer for the past 12 months and those that are offered if priced and presented right will sell. There seems to be more being offered by EOI or ROI than auction and these methods have been successful although when properties are offered by Auction they generally exceed expectations considerably and records are broken.

The enquiry is from within the district as much or more than from other areas. Those regions on the look are the Yorke Peninsula, Lower and Mid North. It appears that the far North and pastoral areas have slowed up somewhat as I gather there are very few livestock left! Factors such as the price of money, strong earning forecasts for livestock productivity and the reliable rainfall in the South East all help considerably. The banks are keen to lend however they have adjusted their lending criteria considerably with Rural lending and are intense on assessing an individuals "ability to service" any loans etc. Finance application approvals now take 35 to 55 days or more and 35-40% of applications are unsuccessful.

The outlook continues to look positive and bright, the numbers of properties to come onto the market will continue to be few as operators enjoy profitable seasons.

All the best for the festive season and 2020!

Geoff Watts | geoff.watts@landmark.com.au | 0427 717 515



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2 DAY AUCTION ACADEMY

The Society's Two Day Auction Academy was held on Wednesday, November 27th and Thursday the 5th of December 2019 where 4 delegates produced outstanding scripts and will all make very effective Auctioneers in the South Australian market.

They were **Ann Preston Flint** whose passion in life is houses where she lives and breathes Real Estate and loves re-jigging floor plans to maximise the space. **Ben Heaslip** from Victor Harbor joined the family Real Estate business two years ago, he wants to see more Auctions on the South Coast especially from his companies 4 offices. Ben's passion is Sport and he has played for South Adelaide in the S.A.N.F.L. **Jordan Schmidt** has worked in Commercial Property for the last 8 years focusing on Retail and Leasing and whose passion in life is also Football. **Anton Vizzari** is from a small boutique brand, McCammon Real Estate and has been in the profession for 16 months and wants to make his point of difference by adding his Auctioneering skills to add value to his office. Anton loves Sport has played Football, has participated in Surf Life Saving and has a passion for music.

All four candidates seem to nail the lifestyle benefits by painting pictures of the lifestyle you could enjoy in the homes that they chose to auction in the workshop. Over the two days their performances came alive, their energy and enthusiasm flourished where they were put through their paces with the various scenarios that the trainers challenged them with.

The Two Day Licensed Workshop is designed to bring out the individual personalities of each Auctioneer where they learn to deliver an impressive auction divided into segments. They receive instruction on: Body Language, Voice Projection and Modulation, Delivery Techniques and how to inspire trust in the bidders and build excitement in their presentation, with negotiation, instruction when the reserve price has not been reached. Candidates receive a full briefing on the legislation, how to utilise best practice procedures, how to effectively answer questions, and the effective use of the 3 calls.



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2 DAY AUCTION ACADEMY



“What did you like most?”
Answers were:
 Role play – practice makes perfect!

“What would you tell others as the main benefits of this workshop?” **Answers were:**
 Learning a new skill that can be put into practice, and was facilitated by experienced auctioneers with great knowledge and willingness to assist the participants in the future also!

When asked “Did you gain anything from this presentation?” **answers were:**
 Yes, great presentation, very detailed with covering legislation and hearing past experiences.

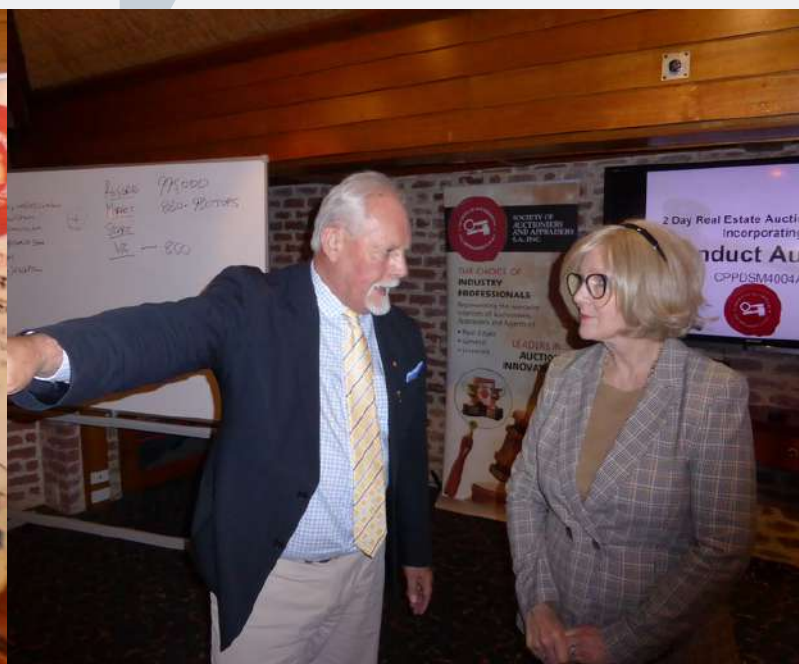
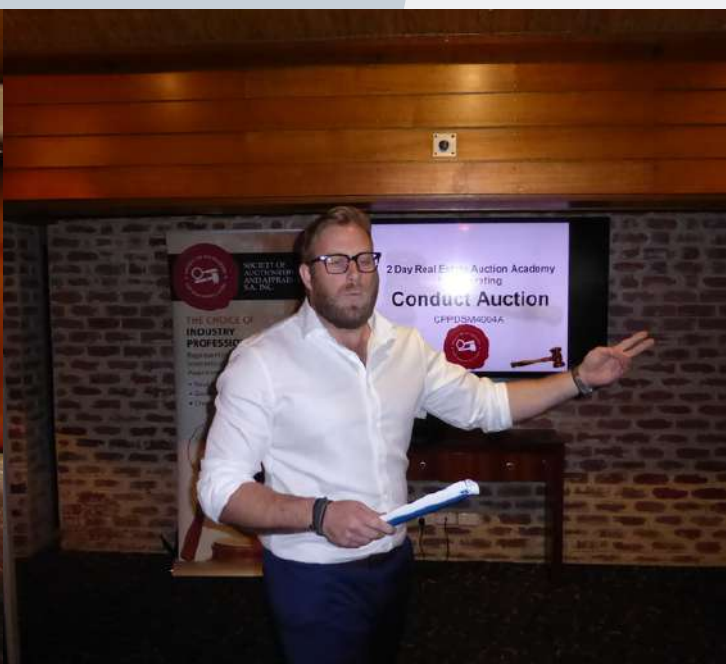
“What did you like most?”
Answers were:
 The bidding practice and feedback!, Role play – practice makes perfect!

“What did you like most?”
Answers were:
 The knowledge of the facilitators was excellent, and the structure was very relaxed in the sense that we could ask questions.

“What would you tell others as the main benefits of this workshop?” **Answers were:**
 Great Teachers and Mentors!
 Great method of sale, excellent workshop all around!

When asked “Did you gain anything from this presentation?” **answers were:**
 Yes, gained more confidence in auctioning and public speaking. I also gained a better understanding of the auction process.

When asked “Did you gain anything from this presentation?” **answers were:**
 Certainly, As someone with very little exposure to auctions and no prior knowledge of the legislation and requirements, it was very informative!



2020 **Domain** GOLDEN GAVEL AUCTIONEERS

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

**ALL NOMINATIONS MUST BE IN BY FRIDAY
28TH FEBRUARY 2020**

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

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



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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

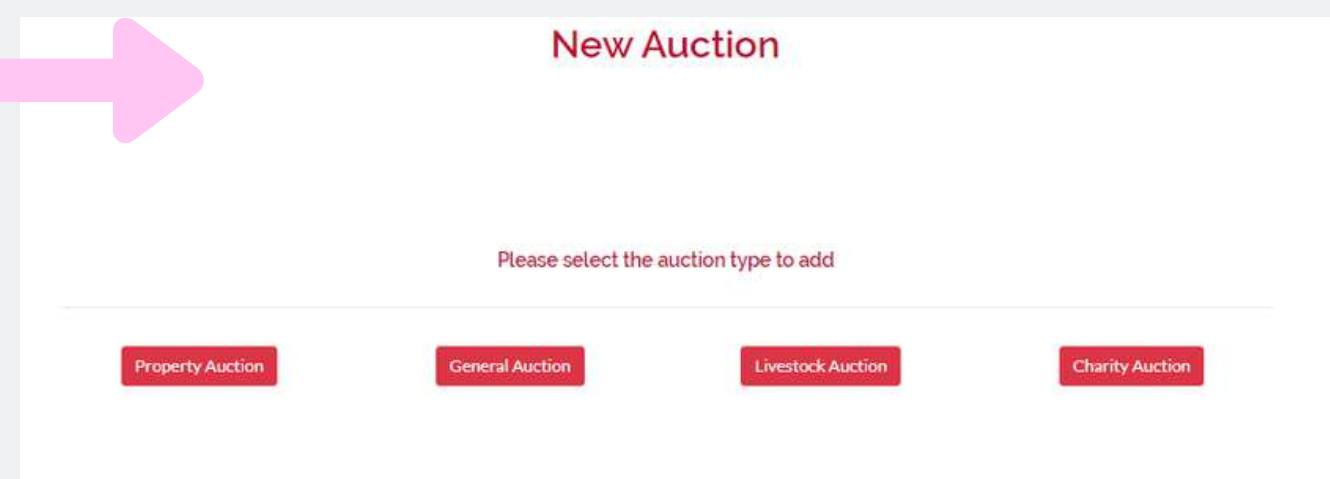
STEP ONE:

Log into the Society Website

→ **www.auctioneers.com.au** ←

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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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
- Use Gavl to livestream your auctions

Click here to
check out Gavl!



**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!

Don't miss out on exposure!

**Upload your Auctions onto
the Upcoming Auctions App
NOW!**

Not sure how to upload?

Give the Society a call a 8372 7830 or email us
admin@auctioneers.com.au

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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

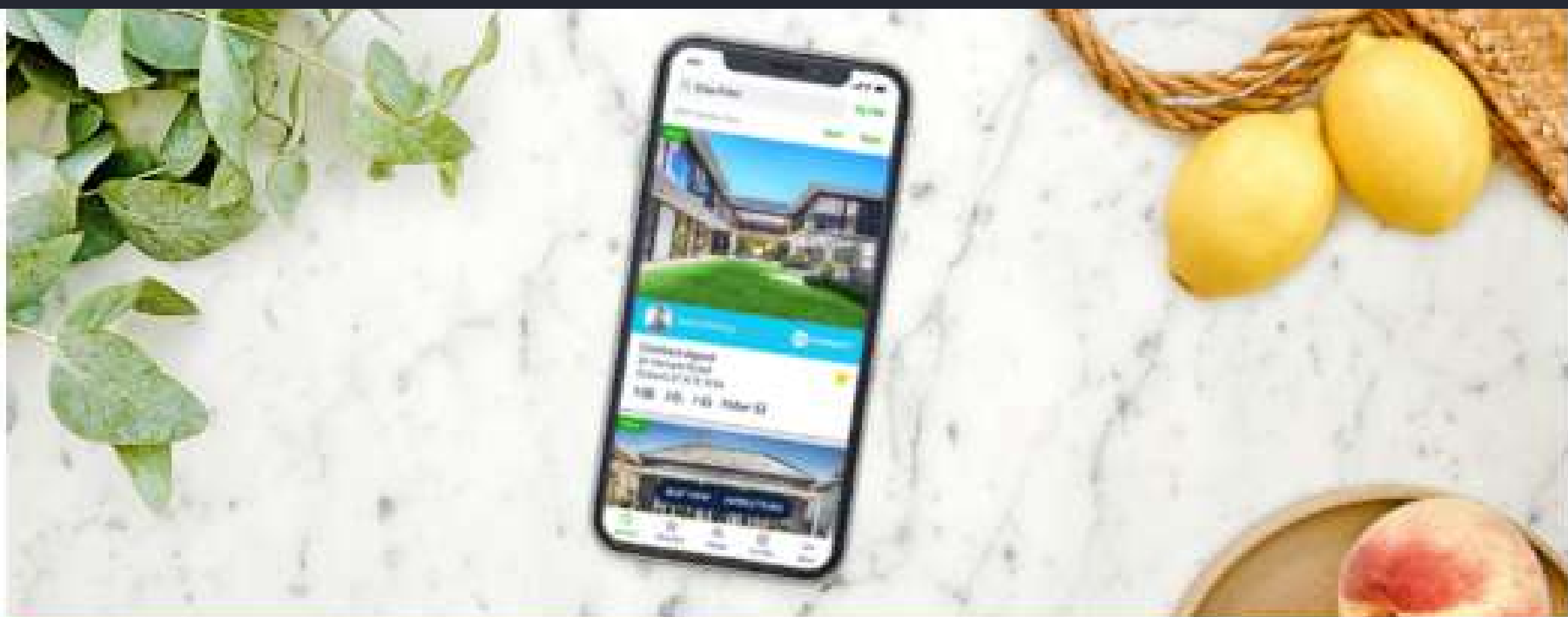
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www.auctioneers.com.au

Click Here
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 months¹

AFFLUENT



WEALTHY
56% are social grade AB¹



HIGH INCOME
61% more likely to have a household income of over \$250,000¹

READY TO BUY

78%

Intend to buy a home to live in¹

41%

Intend to buy an investment property¹

EXCLUSIVE



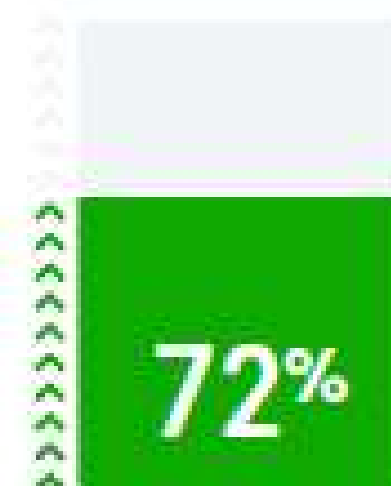
Domain app users who do not use the nearest competitor²

GROWING



Domain Digital Audience³
June – October 2018

ENGAGED



Domain enquiries sent via mobile⁴

For more information, contact your Domain Account Manager today.

Domain

Source: 1. IpsosSM 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. ²Percentage 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, P3+, PC, Smartphone and Tablet, Total. 5. Domain Group Internal data, Oct 2018. Includes app and m-site.

AucDocs (REA Forms)



REAL ESTATE AUSTRALIA FORMS

Property Searches in forms

You can now search SAILIS/L and Services SA data within your enabled forms and purchase the registered Title Details which includes registered proprietors, parcel details, last sales details, constraints and valuation number(s).

Our integration provides reaforms users with direct access to data for Contracts, Agency Agreements and Property Management Agreements.

Save time and money on searches and form compiling.

On purchase the owner details, title reference and property description are imported into the form and a PDF is attached.

If not a current reaforms user contact us for a free trial.

professional practice forms for real estate agents in australia

EASY AS. ANYTIME. ANYWHERE.

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AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



AGENTS

PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
- Professionally presented Documents with your Company Logo
- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)

- Edit and Print anytime, anywhere
- You can create Forms offline - The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- 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

Free
iPad App
with
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agrees that the appointment is subject to the terms as set out herein.

VENDOR Mr and Mrs Seller

E-mail 1

E-mail 2

ABN

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

- Pre-determined Special Conditions included; copy and paste into Contacts
- Subject Clauses (Finance, Sale of another property etc) is included; not as an addendum.
- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line

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PLEASE CONTACT

GARRY TOPP (08) 8372 7830

SOCIETY@AUCTIONEERS.COM.AU

Designed by Agents for Agents

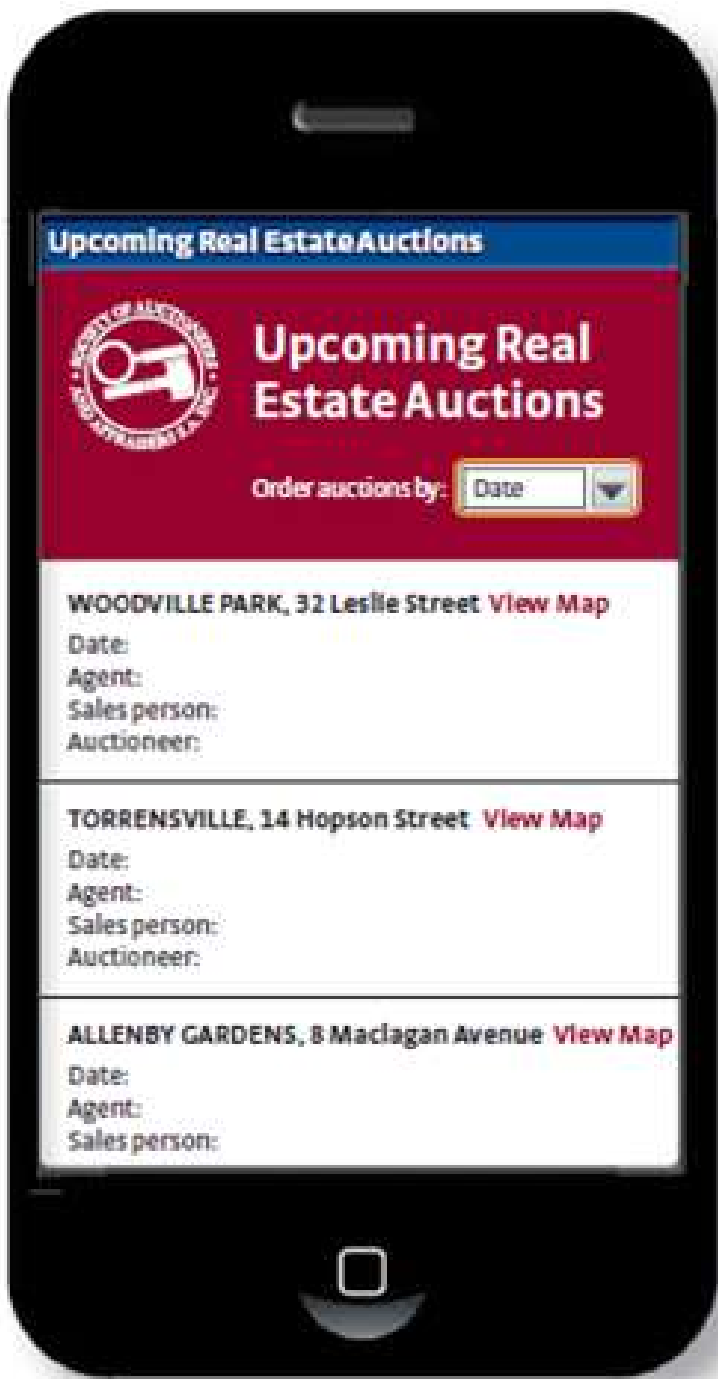
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UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

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The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

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Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

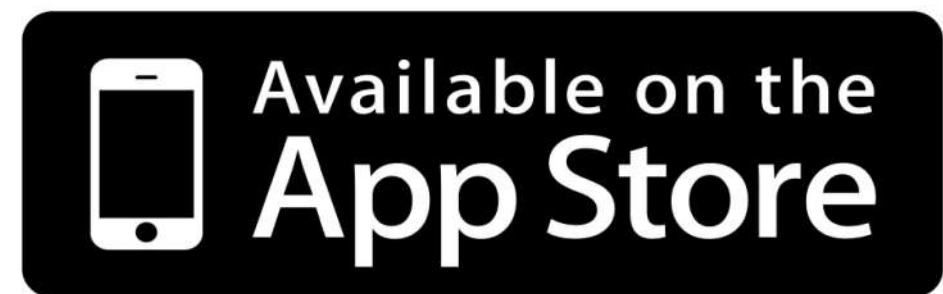
INSTANT UPDATE

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

LIST

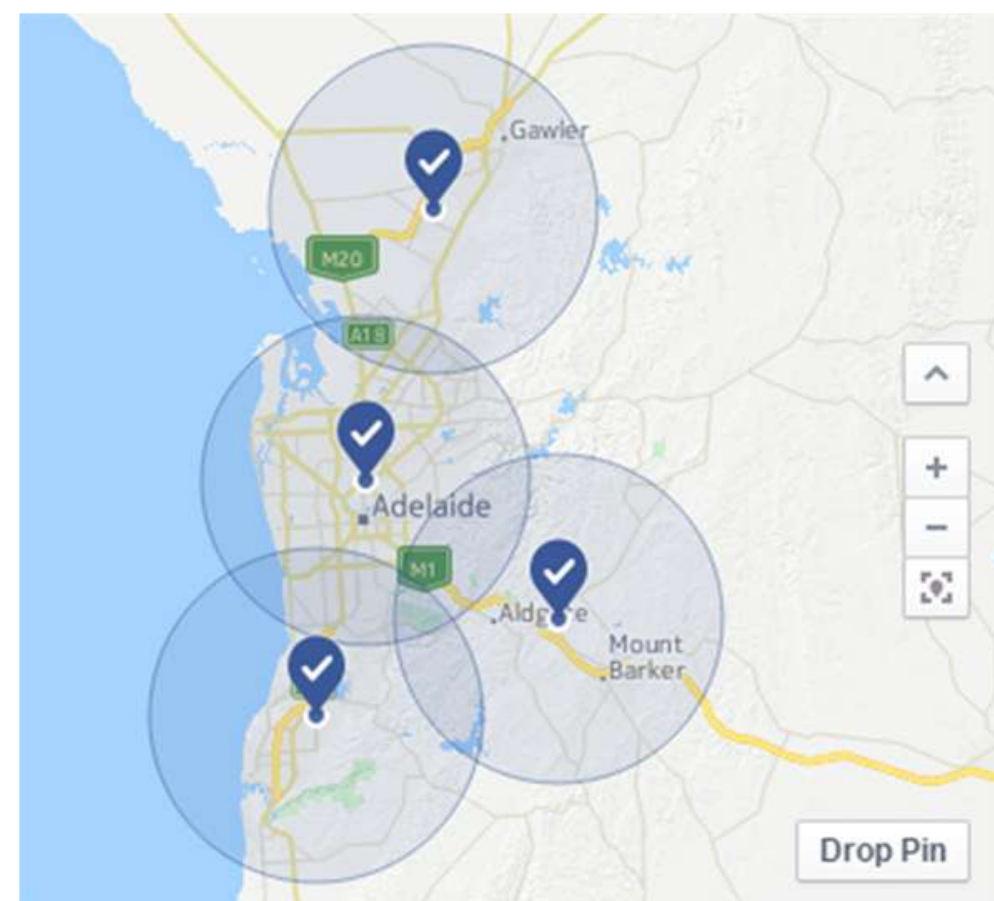
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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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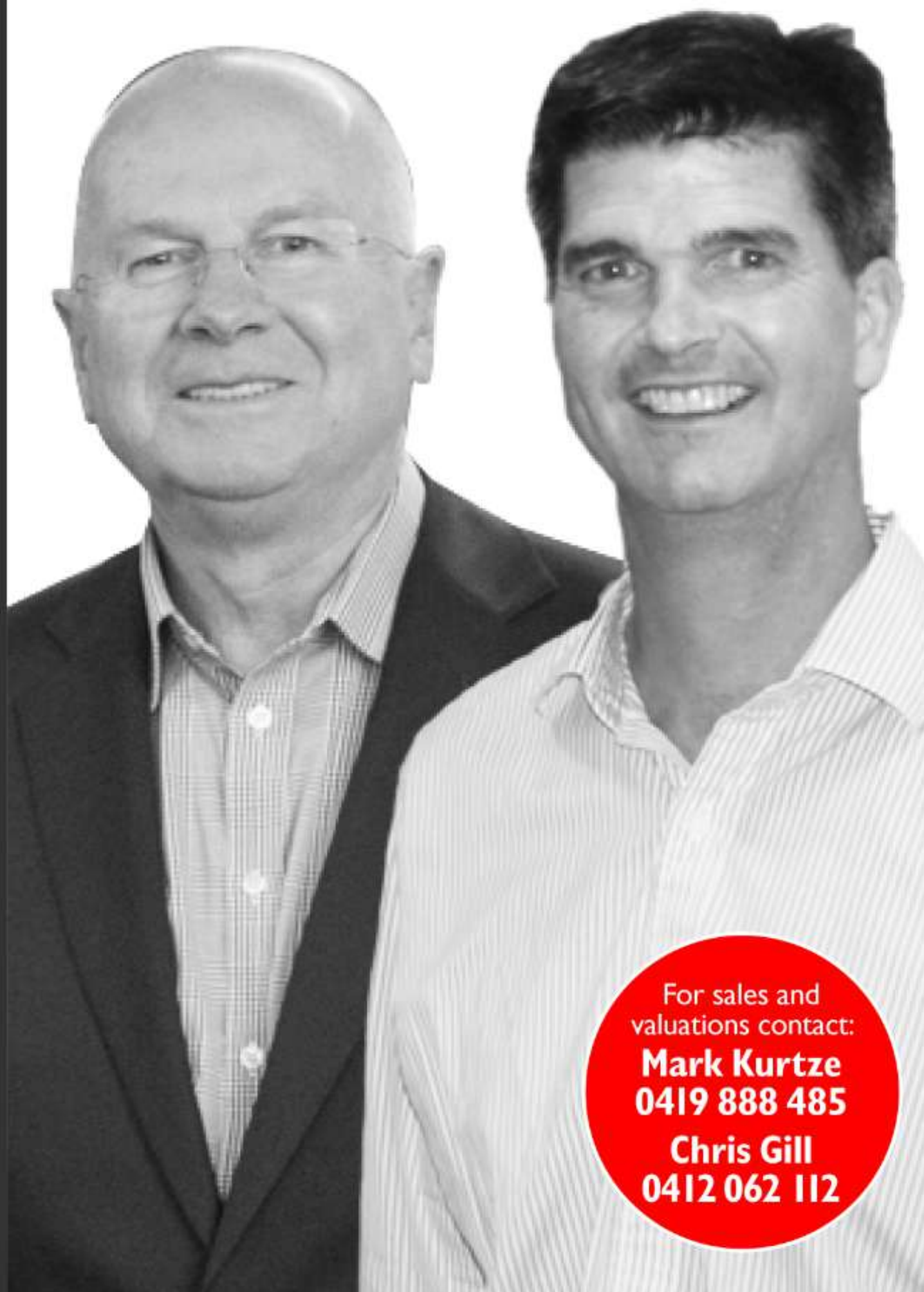
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