



Gavel & Glass

June 2017

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



The Society of Auctioneers and Appraisers (SA) Inc.

Society of Auctioneers & Appraisers (SA) Inc.

June 2017

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Victor Velgush
President



Attilio Cavuoto
Vice President



Marc du Plessis
Board Member



Bernie Altschwager
Board Member



Jarrah Holmes
Board Member





Society of Auctioneers & Appraisers (SA) Inc.

New Members

Let's welcome our New Members since February 2017



Jason Spagnuolo
Ray White City Edge



Kellie Dyer
Bruse Real Estate



Kylie Duffield
Ray White Willaston



Helen Matto
Just Rentals Adelaide



Will Fitridge
Klemich Real Estate



Lachie Mudie
Klemich Real Estate



Sam Alexander
Klemich Real Estate



Sarah Jaensch
Toop & Toop



Brigette Pierce
Neale Realty



Elizabeth Nussio
PRESCOTT Real Estate



Andrew Goodwin
Ray White Port Lincoln



Cynthia Bornman
Reign Realty



David Ferrari
Belle Property Glenelg



Steve Meins
Ouwens Casserly



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Awards & Dinner



The SALIFE Golden Gavel awards were created by Past President and Life member - Anthony Toop way back in 1993. The Golden Gavel Awards has been passionately supported by the entire Real Estate, General, and Livestock industries ever since. The Golden Gavel Awards is the longest running Auction Competition in the Southern Hemisphere.

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

The Society's SALIFE Golden Gavel competition has unquestionably raised the standards of Auctioneering in South Australia and has been the springboard which has fast-tracked the careers of many South Australian Auctioneers.

This year we embraced cutting edge technology by breaking new ground by judging real live Auctions by streaming to our Facebook.



This concept removes distance and allows anyone in South Australia to enter and also allows judging from interstate and internationally as well as local. The judges were Harry Li an Australian winner from Victoria, Peter Lawrence an Australasian Judge from Western Australia, Marc Du Plessis, David Smallacombe, Brett Roenfeldt, Leo Redden, Daniel Coulson an Australian winner from New Zealand, Justin Nickerson the current Australasian winner from Queensland, and Chris Gill.



Society of Auctioneers & Appraisers (SA) Inc. SALIFE Golden Gavel Awards & Dinner



The 25th Winner of the SALIFE Golden Gavel will join a select group of high achievers and take their part as an ambassador of the Society and Auction in making history. The Winner will receive the perpetual trophy, a framed boxed gold hammer, half page advertisement in SALIFE, and a luxury weekend escape (including a stylish Lexus Sedan plus **one nights' accommodation and breakfast** at the beautiful Manna Hahndorf) - compliments Lexus of Adelaide plus a cash prize.

This year it's not about multiple bidders and bidding, it's not a maths competition, no curly questions, no protestors or distributors - it's all about the skill of the Auctioneer and how they handle Real World situation.



Auctioneers can still win the SALIFE Golden Gavel Live even if your Auction didn't go off with a bang... as long as you did!





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Senior Real Estate Winner

SALIFE Golden Gavel Senior Real Estate Winner

AJ Colman, AJ Colman Independent



AJ Colman, Brooke Seward, and Nick Psarros

The SALIFE GOLDEN GAVEL Winner will receive the Perpetual Trophy, Large Gold framed Hammer, a Cash Prize, half page advertisement in SALIFE, and a Lexus for the Weekend and a weekend stay at Manna, Hahndorf.

It is AJ's second win after his inaugural win in 2015.

"The 2017 SALife Golden Gavel competition judging auctioneers live in the field was a brilliant concept like no other auction competition in Australia. Streaming live onto Facebook definitely lifted the profile of the competition and whilst the dynamics were different for each auctioneer it showed us that every auction is different and every auctioneer had to work very hard to achieve real money for real vendors. I found myself at the time of submission very relaxed and focused on what I had to do for my vendors, as the auctioneer **this platform allowed me to have total control. I didn't have to worry about interruptions, correctly calculating unusual bidding increments or worrying if the judges liked my suit. I conducted myself the way I always do on a Saturday in which I **try to make every auction a Golden Gavel worthy auction.**"** - AJ Colman M.S.A.A.



Society of Auctioneers & Appraisers (SA) Inc. SALIFE Golden Gavel Finalists



SALIFE Golden Gavel Finalists

AJ Colman, AJ Colman Independent
Anthony DeMarco, Refined Real Estate
Hamish Mill, Harcourts Brock Williams
Mark Fricker, LJ Hooker
Trent Godfrey, Ray White Brighton



SALIFE Golden Gavel Rising Star Finalists

Lachie Mudie, Klemich Real Estate
Sam Alexander, Klemich Real Estate
Will Fitridge, Klemich Real Estate



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel General Auctioneer winner

SALIFE Golden Gavel General Auctioneer of the Year

Angelo Bartemucci, Pickles Auctions



Angelo Bartemucci with Hon. John Darley MLC

General Auctioneers are the true heartbeat of the Auction profession selling everything from Cars, Earth-moving machinery to Antiques and Fine Art sometime selling 1000's of lots in a single day and conducting clearing sales sometimes realizing many millions of dollars.

“This year’s win for me was the best so far, the way it was run truly shows what us auctioneers do in our auction facility at a real life sale no editing or retakes it was what it was. All auctioneers in my opinion had done a fantastic job it would have been a close one to call. I hope this format continues in the future and I encourage more auctioneers to have a go as it not only rewards the winners but also helps develop your technique and skills as an auctioneer no matter what level you are at.

A special thanks to the du Plessis Family for not only putting up \$2,500.00 in prize money but for getting behind us general **auctioneer’s year after year.**

Well done to all at the Society of Auctioneers for making the **event what it was.”** - Angelo Bartemucci, M.S.A.A.

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Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel General Auctioneer of the year runner up



SALIFE Golden Gavel General
Auctioneer of the year
Runner Up

Brett McGarrigle, Pickles Auctions

Brett McGarrigle with Robin du Plessis F.S.A.A (Life)



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Rising Star/U25 Winner

SALIFE Golden Gavel Rising Star Winner & U25 Winner

Will Fitridge, Klemich Real Estate



Will Fitridge with Bernie Altschwager M.S.A.A.

The Rising Stars of our industry are those auctioneers who have completed less than 10 auctions in the field at the time of the Golden Gavel launch each year and have not won this Award previously. We also recognise a Rising Star Under 25 Winner.

“I am honoured and privileged to win this year’s Rising Star SALIFE Golden Gavel for 2017, open and under 25 categories. I am very thankful to my mentor, Matt Smith, director at Klemich Real Estate, for training me and giving me guidance in preparation for the competition. I would also like to thank runners up Lachlan Mudie and Sam Alexander for practicing with me and supporting me throughout the competition.” - Will Fitridge



Society of Auctioneers & Appraisers (SA) Inc. Peter Du Plessis 'Golden Pen' Award



Peter du Plessis 'Golden Pen' Award

Marc du Plessis, du Plessis Auction Gallery

For a comprehensive valuation of antiques, fine art and collectibles for insurance purposes of some 38 pages of 463 items which were valued in excess of \$2,400,000.

From the previous Calendar Year for a significant valuation.

Marc du Plessis with Robin du Plessis F.S.A.A (Life)



Society of Auctioneers & Appraisers (SA) Inc.

Outstanding Service Award

SALIFE Golden Gavel Outstanding Service Award

Matt Smith - Klemich Real Estate



Matt Smith with Sharon Gray M.S.A.A.

The Society's Outstanding Service Award is for a Member who has displayed outstanding performance and given outstanding service to the Society and its members.

Matt Smith has been instrumental in training and mentoring students and young Auctioneers – he has dedicated his time by participating as a bidder and judge in every School's Auction Idol competition and in the SALIFE Golden Gavel every year.

Matt has personally trained the three Rising Star finalists and his dedication and commitment and personalised hands-on training was evident in the superb calibre of the three Rising Star finalists from his company.



Society of Auctioneers & Appraisers (SA) Inc. Real Estate Principal Auction Marketers



Attilio Cavuoto with Sharon Gray M.S.A.A.

SALIFE Golden Gavel Real Estate Auctioneer

Jonathon Moore, Moore & Moore Auctions

For the Society Member who sold the most properties at Auction in the last Calendar Year.

Accepted by Attilio Cavuoto on his behalf



Society of Auctioneers & Appraisers (SA) Inc.

Real Estate Group Auction Marketer of the Year



SALIFE Golden Gavel Real Estate
Group Auction Marketer of the year

Ray White

This Award recognises the Group that has sold the most properties under Auction Conditions from the results submitted to the Society and published on the Society web page.

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Society of Auctioneers & Appraisers (SA) Inc. Top 15 Real Estate Auctioneers 'Gold Club'



AJ Colman - Independent Auctioneers, Brett Roenfeldt - BR Auctioneer, Bronte Manuel - Toop & Toop, David Smallacombe - Smallacombe Real Estate, Mark Fricker - LJ Hooker Walkerville & Modbury, Nick Ploubidis - LJ Hooker Kensington, Phil McMahon - Phil McMahon Real Estate



Society of Auctioneers & Appraisers (SA) Inc. Top 10 Sales Consultant Auction Marketers



Andrew Welch - Klemich Real Estate, Bronte Manuel - Toop & Toop, David Philpott - DB Philpott Real Estate,
Michael Cavuoto - Ray White, Flinders Park, Sharon Gray - Ouwens Casserly Real Estate



Society of Auctioneers & Appraisers (SA) Inc. Top 10 Principal Auction Marketers



Attilio Cavuoto - Ray White Flinders Park, Brett Pilgrim - Ray White Adelaide, Jonathon Kiritsis - Harcourts,
Nick Psarros - Ray White Port Adelaide, Paul Arnold - Elders Real Estate,
Scott Nowak - Ray White Morphett Vale, Scott Robinson - Ray White Brighton



Society of Auctioneers & Appraisers (SA) Inc. Top Real Estate Sales Consultant Auction Marketer



Andrew Welch with Victor Velgush M.S.A.A.

Top Real Estate Sales Consultant Auction Marketer

Andrew Welch, LJ Hooker

Society Members as Sales Consultants sell the most properties by Auction as reported in the Society's Auction Results.

The Top Sales Consultant Auction Marketer receive a plaque and a Lexus + a Luxury Weekend in Manna, Hahndorf.



Society of Auctioneers & Appraisers (SA) Inc. Real Estate Principal Auction Marketers



Loraine Psarros & Nick Psarros M.S.A.A.

Top Real Estate Principal Auction Marketer

Nick Psarros, Ray White

Society Members as Principals who sell the most properties by Auction as reported in the Society's Auction Results. The Top Principal Auction Marketer receive a plaque and a Lexus + a Luxury Weekend in Manna, Hahndorf.



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel General Auctioneer Highest price Single Lot and General Auctioneer and Highest Proceeds



Angelo Bartemucci with Robin du Plessis F.S.A.A. (Life)

General Auctioneer Highest Price Single Lot and Highest Sale Proceeds

Angelo Bartemucci, Pickles Auctions

For the sale of a 2008 Caterpillar D7R Series 2 Bulldozer showing 2712 hours. Sold for \$281,511 including the 8.25% buyer's premium

&

For an auction on 3rd August 2016 of trucks, trailers, machinery, and heavy salvage where the gross sale proceeds realised \$2,156,625.

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Society of Auctioneers & Appraisers (SA) Inc. 'Most likes' Auctioneer

The Most Likes Auctioneer is the person who gets the most likes on their 'ORIGINAL' not shared Live-stream video on the Society's Facebook.

This award is to promote the Auctioneers that post an auction on the Society's Facebook and can be promoted on Facebook by the Winner.



Society's Facebook

'Most Likes' Auctioneer

Mark Fricker, LJ Hooker

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Society of Auctioneers & Appraisers (SA) Inc.

Born to be an Auctioneer

2017 SALIFE Golden Gavel Finalist—Mark Fricker arrived at the dinner to be part of the Awards and no sooner had the proceedings begun—received an urgent telephone call from his very pregnant wife who had gone into labour. Mark agonized over if he should stay a little longer or race home to take his wife to the hospital!

Fortunately for Mark, he chose to race home and take his wife to the hospital so he wasn't able to formally receive his recognition with the other finalists.

Introducing to the world Henry Fricker! Our gorgeous little man arrived yesterday 2nd June at 4:37pm. We are so in love with our little boy!
Mark Fricker



As a result—we'd like to welcome Henry Fricker into the world!

And we wonder was the baby named after Society Patron Paul Henry—who had been a mentor and involved in training Mark for the competition!

We have reserved a spot in our 2 Day Auction Academy for Henry in about 18 years time!

So look out Mark—the competition from within the family has already begun!

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Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Awards & Dinner





Society of Auctioneers & Appraisers (SA) Inc. **SALIFE Golden Gavel Awards & Dinner**





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Awards & Dinner





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SALIFE Golden Gavel Awards & Dinner





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SALIFE Golden Gavel Awards & Dinner





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SALIFE Golden Gavel Awards & Dinner





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Awards & Dinner





Society of Auctioneers & Appraisers (SA) Inc. July 2 Day Auction Academy

Do you someone who would make a great auctioneer?

Real Estate Auction Academy

2 DAY AUCTIONEERS LICENCE WORKSHOP

Including Nationally Accredited Auction Training Module CPPDSM4004A (Conduct Auction)

Society of Auctioneers & Appraisers (SA) Inc.
Real Estate Auction Academy

This is the only Auction Academy run by four times Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

Presented by the Society of Auctioneers & Appraisers (SA) Inc. in association with ACG Global

ACG Global Training & Coaching

The Society is holding a 2 Day Auction Academy Workshop this July 2017 at the Arkaba Hotel at Fullarton with Brett Roenfeldt — If you know someone who will benefit from this workshop, please [contact CEO Garry Topp at 8372 7830](mailto:garry.topp@societyofauctioneers.com.au) or for more information.

Date and Time: Tuesday 18th July, 8am for 8:30am to 6:30pm

Friday 28th July, 8am for 8:30am to 5:30pm

Cost: Members \$770, Non-members can join prior to attending

Or email Garry Topp at society@auctioneers.com.au with your interest



SALIFE: June Issue



Left: David Cook takes his bidders through the maze of weird and wonderful items at country auctions. Opposite page: Peeking into history and incredible craftsmanship is all in a day's work for Marc di Plessis.



They can also be spectacular. Marc fell in love with a room, designed with the feel of a Parisian railway station and had his bean set on auctioning it there. The only problem was an indoor swimming pool that took up the entire space. He ended up employing engineers to build a deck over it, and nobody knew what they were sitting above.

Items on Marc's inventory come from all around. He once found himself in an international free economic zone - a warehouse in Switzerland he needed his passport to enter. "In the three days I was there, I saw in excess of \$1 billion dollars of artwork." There were works by Picasso, Renoir and Gainsborough, just to name a few. Marc came away with art, and Persian carpets from the 1700s and 1800s that went for up to \$100,000 each.

Marc has seen some changes over the years in auctioning, most notably the arrival of the internet, but there's something essentially traditional about what they do, with a very human element. "We're in an industry where people need to touch and feel the items to get an idea of quality, even down to smell. The internet misses out on that sensory experience."

After all these years, Marc still feels nervous stepping up to the rostrum. "It's a culmination of all the work you've put in from sourcing items, preparing them, cataloguing them, displaying them and showing them to the public. It all boils down to a few hours. At the end, it's such a relief of pressure."

A day in the country
It's a sunny afternoon in rural South Australia. The local ladies have put on a feedstuffer for the fancy club and friends are enjoying a cup of tea, sandwiches and a catch up. Cars and trailers are streaming in from one or two-hour journeys and it's all set to begin with. Then out comes David Cook, principal of Elders Botanic Valley, and the competition begins.

Farmers try to outdo each other to get their hands on the tractor they've had their eye on. A couple of ladies drive off with the price of a side table by a couple of hundred dollars more than was expected to go for.

It's just another country clearing sale for David, who has been in the business for 15 years, and loves the chaotic atmosphere of the day. "Clearing sales are a melting pot of varied opportunities," David says. "They're really good for all sorts of stuff everywhere - it's amazing what people collect."

A recent auction featured Aboriginal and Torres Strait Islander artefacts that once belonged to a former pharmacist and general trader, who left old pharmacy tools in his shed. Someone didn't even know what some of the items he was auctioning were, but that's the beauty of the day, and clearing sales in general. It's up to the crowd to decide if it's something of value. A lot of the time there are only reserves set on the big ticket items.

"Some things you'll sell for \$10, but you sell for \$100. I hope my clients, it'll be a roller coaster."

There's an incredible amount of work for a clearing sale, from the big day comes. David and his team go through every item, video and photograph them. One Saturday night, David and his team smashed items to his home and several sheds. David and his team auctioneers were working for seven hours, by the end of the day was all sold and the house was bare at the end.

Auction day sees a team of three admin staff, a reserve auctioneer and a speller. It has to run smoothly, and quickly. You can't muck around with the time, because if you lose the crowd, they're gone."

David will race around the property taking notes, the crowd following his every move, a flock of bidders with mobile phones at the ready. The warm up is the smaller household items, then it's on to the tools, and finally, the machinery. The lots can be as diverse as a \$200,000-plus header, to a box of bris-a-brac for a dollar.

And the crowd varies as much as the items up for auction. There are the decorators, opportunists looking for a bargain, farmers, and what's known in the industry as the "maggies" - second-hand dealers, who tend to see value where others don't.

As the old saying goes, one person's trash is another's treasure, and David has come across both. "There needs to be a minimum of around 500 lots of decent things to sell - or 300 if they're really interesting. If there aren't enough, I tell people just to have a garage sale."

It might be a lot of work, but David loves arriving at the moment he gets to step in front of the crowd and make all the preparation worth it. These days, his charisma and ability to take control is clear, but it wasn't always so.

"My first job was a house in Kapunda and I was terrible. Thankfully the audience was only a couple of people, a dog and a cat."

In the genes
"As the youngest of 10 children, I learnt very quickly to cut fat and talk fast."

Leo Redden's childhood was a great preparation for a career standing in front of boisterous crowds, vying for their attention. Leo, from Kardinia, doesn't get the luxury of fine auction rooms in livestock auctioneering, and has to be heard among the bustle and honk of the studs and stockyards. But wrangling the crowd is hardly a task for Leo; he's used to rehearsing in front of his wife and six children, who act as bidders.

He started in the industry three decades ago and has done a bit of everything, clearing sales, general real estate and land, but he started getting stud stock contracts after winning a couple of Golden Greys.

Livestock has allowed Leo to explore a few different personalities,

depending on what he happens to be auctioning that day. Stud stock is a big business; it's all about getting descriptive with the pedigree and genetic potential. The childhood training comes into play with the fast-paced style of prime stock auctioneering. "It often gets down to a battle of wits," Leo says. "You're dealing with professional buyers who are dealing with multiple auctioneers in one day. There's no time to muck around." The focus is on the graziers for stock auctions, so Leo can slow down a little to connect with the crowd.

There's not a lot that excites Leo more than the prospect of a new year of studs - he says preparation begins decades before the main event. "What you're presenting to the market is the best generation of livestock that have ever been produced. The only reason the hundreds of generations before it existed was to produce this generation that's better than they were."

Leo's role comes into play six to eight months before sale season, when that year's group of stock is decided and, much like the start of a busy season, entered into a draft with all sorts of statistics to help determine expected performance.

The rams and bulls are photographed and videoed, so half the buyers' decisions are made before the actual day. Then buyers fly or drive in from around the state and country, and Leo is put under the spotlight, balancing the tightrope between the interests of the vendor and buyer.

Auction day is thrilling for Leo; he loves the hype time spent in front of crowds vying for the best they can get their hands on. There are plenty of buyers and lots to sell, the energy ebbs and flows with each bang of the gavel.

Leo still feels the nerves; he likens his performance to that of a stand-up comedian. "You're right at the edge of falling off the cliff, but that's where the fun is."

There's a certain rush that comes with livestock, but land sales are the part of the job that holds even more satisfaction for him. "Land sales usually happen at the end of a farming career. Some people farm for multi-generations and it comes down to that one day so there's a lot of expectation and pressure. Sometimes those titles go back five generations so you have to be careful and sensitive. They'll remember it for the rest of their lives, and the kids will remember it as the day the farm was sold."

No matter what's been sold at the bang of the gavel, Leo says there's nothing better than getting results that exceed the vendor's expectations, sometimes getting them up for life.

"Of course there's usually a cold beer at the end of the day."

Big boys' toys
When you value and auction everything from old magazines to helicopters, you need a fair amount of storage space. The Maxon/Gray Strange (MGS) lot is set out over 25,000 square metres and is a collector's dream.

There's the line of old vehicles in the car shed, including the highly collectible Torana SLR 5000. A catering shed with enough equipment to set up a series of new restaurants. Every kind of end-of-line computer, phone and photocopier imaginable in the IT shed. The housekeeper's gem is the estate shed and its endless pieces of jewellery, knick-knack and furniture.

Leo's collecting joined the family business in 1988 when his household items were going for \$4000, and has since auctioned every household item, piece of machinery and vehicle you can think of. The smaller items can be fascinating, but Jamie is most interested in the big boys. And there are plenty of those to keep him busy.

MGS is the largest plant equipment auctioneers in the state by a



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Above: Leo Braken has covered almost every kind of auctioneering there is, but he's found a niche in livestock, and he loves seeing the evolution year by year. Opposite page: Jason Coaling is seen above on big boys' signs in the Mason Gray Storage lots.

country mile, as Jamie says. They've auctioned the contents of mining companies around the state and beyond, and the Port Augusta Power Station. That one took four auctions, and apart from the machinery, they sold remnants of the 1940s workshops, old signs and a 1950s Wormald brothers red fire floor (it went for \$25,000). Jamie has auctioned 150 Toyota ute's in one day, plus trucking fleets and helicopters. The most lots he's auctioned in a day is 1300. The job takes Jamie far and wide, one of his most memorable trips was to Kakadu after a cadew plantation went into administration. "I beat the crocs in the water, we were setting up and at night you could see the crocs in the water," Jamie says. "People flew in on choppers. The auction of the contents of a gold mine 400 kilometres from Alice Springs also had people flying in, and a 200-person camp had to accommodate them. We had to book out the dongas (transportable mining accommodation) so they had somewhere to stay."

Some of the big auctions are closer to home. Greenhills Adventure Park provided the most fun Jamie has had getting acquainted with an inventory. They ended up auctioning a water slide, paddle boats, go-karts and kayaks in front of 1000 people, plus more online. MGS were the pioneers of online auctions, as the partner of a former Flinders University maths professor, now all of their auctions are simultaneous online and hundreds webcast them. Jamie has stepped back from the day-to-day auctioneering to several other auctioneers in the business, but he remains involved in events for charities such as Variety SA, Sight for All, and the Flying Doctor Service. Auction day can be just as hectic for the bidder as it is for himself. If he has one piece of advice for potential buyers, it would be to keep close to the person you came with. "I remember once a husband and wife were standing on separate sides of a bidding table, bidding against each other for the same item."



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Rising Star



7 Vibrant and talented Rising Stars gathered at The East End Display Room at 297 Pirie Street, Adelaide – competing in the annual SALIFE Golden Gavel Rising Star Awards.

Judges were Hamish Mill, Mark Fricker, Grace Nankivell, Cassandra Barendregt, Luke Domingo, and Jarrah Holmes.

They witnessed some vibrant performances from the various participants.

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Bidders were Anthony DeMarco, Matt Smith, Bernie Altschwager, and Dale Gray who presided over an intricate bidding plan to test the skills of the up and coming Auctioneers.

Those who entered were: Sarah Jaensch from Toop & Toop Real Estate, Marc Olsen from Refined Real Estate, Mitchell Hawkes from Mitchell Hawkes Real Estate Auctioneer, Steve Meins from Ouwens Casserly, and Lachie Mudie, Sam Alexander, and Will Fitridge from Klemich.

They Auctioned apartment 908/297 Pirie Street, Adelaide from the plan – being the last apartment to be sold to achieve the acquired target and to complete the pre-sale phase of the marketing and allow for construction to commence.

The stunning apartment received spirited bidding with the various Auctioneers highlighting the benefits of apartment city living and featuring the unique design and sensational views over Adelaide and the hills.

The Auctioneering profession is in extremely good hands as the super high achievers take on responsibility in the real world after the encouragement given today by all concerned.





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Rising Star





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Judging



This year for General and Senior Real Estate, Auctioneers were required to submit a live feed of a Real Live Auction as opposed to a mock auction in front of a panel of judges as it has been done in the past.

Auctioneers submitted a live feed from a Smartphone or Ipad with auctions to be performed between 1st March - 30th April 2017. There will be no finals; however,

the Top 5 Real Estate Finalists and Top 2 General Auctioneers will be announced at the Awards & Dinner on Thursday 1st June 2017.

The General Auctioneers were judged on Tuesday 9th May 2017. The judges were Brett Roenfeldt, Ray Brincat, Attilio Cavuoto, Victor Velgush, and Christopher McLaughlin.

General Auctioneers filmed 10 minutes of a general Auction and posted it on Facebook. Judges were able to view their performance on Facebook.

We were treated to Auction segments of Trucks, vehicles, collectible cars and household items witnessing the various skills of the Auctioneer in the many categories.

We have had five entrants in this year's SALIFE Golden Gavel General category.

Our Trustee, Oren Klemich performed a draw for judging order.

The performances were shown in order of the draw:

- Marc du Plessis
- AJ Colman
- Brett McGarrigle
- Robert Hunkin
- Angelo Bartemucci



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Judging

The Senior Auctioneers were judged on Friday 19th May 2017. The judges were Marc du Plessis, Leo Redden, Chris Gill, Brett Roenfeldt, and David Smallacombe - and due to this new concept, interstate & international judges were Australian Judge from WA, Peter Lawrance and Australian Winners Harry Li, Daniel Coulson, and Justin Nickerson.

The judges loved the new format where they could hold, review, and discuss certain aspects of the performances with comment and referral to Trustee, Oren Klemich.

The Finalists and Winners were announced at the 2017 SALIFE Golden Gavel Awards & Dinner on Thursday 1st June 2017 at Adelaide's newest prestige venue - The Mayfair Hotel on King William Street.





Society of Auctioneers & Appraisers (SA) Inc.

SALIFE Golden Gavel Judging





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

Real Estate

AUCTION

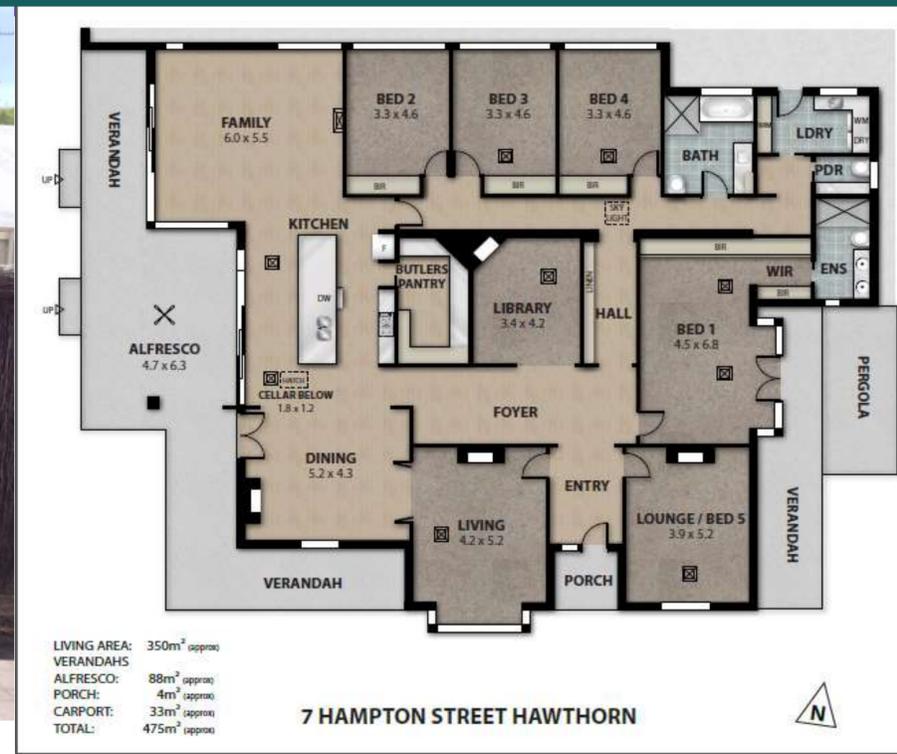
Clearance Rate

65.25%

Over last 4 weeks



Society of Auctioneers & Appraisers (SA) Inc. 1 Minute Hot Auction



1 minute hot auction carried out by Hamish Mill from Harcourts
Brock Williams

**“Fast and spirited bidding saw family home sell for \$2,375,000.
Another very successful auction!” - Hamish Mill**



Society of Auctioneers & Appraisers (SA) Inc.

Agency Forms

The Society has been asked to look at the issue of an abridged Sales Agency.

Our initial legal advice from Corsers Lawyers is that minimal information and small print may well cause unnecessary risk.

The present Agency forms was designed to engage with the Vendor so you can talk to them and to ensure you can get out any issues and information.

And also very importantly in the engagement to seek to recover all expenses. An abridged small print form may miss that opportunity.

The average size of commissions that are at stake are \$10,000 - \$20,000 (and often more) means risk is important and you need all the information you can gather in today's legal environment. If information is lacking this may lead to liability claims and lost commissions. Principals should be cautious that salespersons are also not cutting corners and putting sales at risk in poor documentation.

Lawsoft the provider of Real Estate Australia Forms (reaforms online) has advised however it will set up more areas in the Agency which can be **“switched off” in the printing which** will allow users to shorten the Sale Agency to their own desired length.

Many things these days sound sexy but may not be best practice.

Best practice is the key. The Society **presently can't see anything to be** gained by a short small print Sales Agency and there is a lot to lose.

For more information please contact
Mark Kurtze
Mark.kurtze@corsers.net.au
(08) 8223 6788



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



NARACOORTE Open Discussion Format Q & A Session

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



PRESENTED BY
CHRIS GILL

FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF

Documentation Update (Real Estate)

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

DATE

Thursday 22nd June 2017

TIME

8.30am for 9am start to 12noon

VENUE

Naracoorte Hotel

73 Ormerod Street, Naracoorte

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Society of Auctioneers & Appraisers (SA) Inc.

Clare Document Update



CLARE

Open Discussion Format Q & A Session

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



PRESENTED BY
CHRIS GILL

FOR ALL REAL ESTATE CONSULTANTS AND SUPPORT STAFF

Documentation Update (Real Estate)

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

DATE

Thursday 20th July 2017

TIME

8.30am for 9am start to 12noon

VENUE

Clare Valley Motel

74A Main North Road, Clare SA

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Society of Auctioneers & Appraisers (SA) Inc.

AucDocs in The Cloud

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

Contact Person: Michael Madsen

itadmin@lawsoft.com.au

08 8223 6092

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

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

Edit and Print, anytime, anywhere, any number

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

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

Sign Online

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

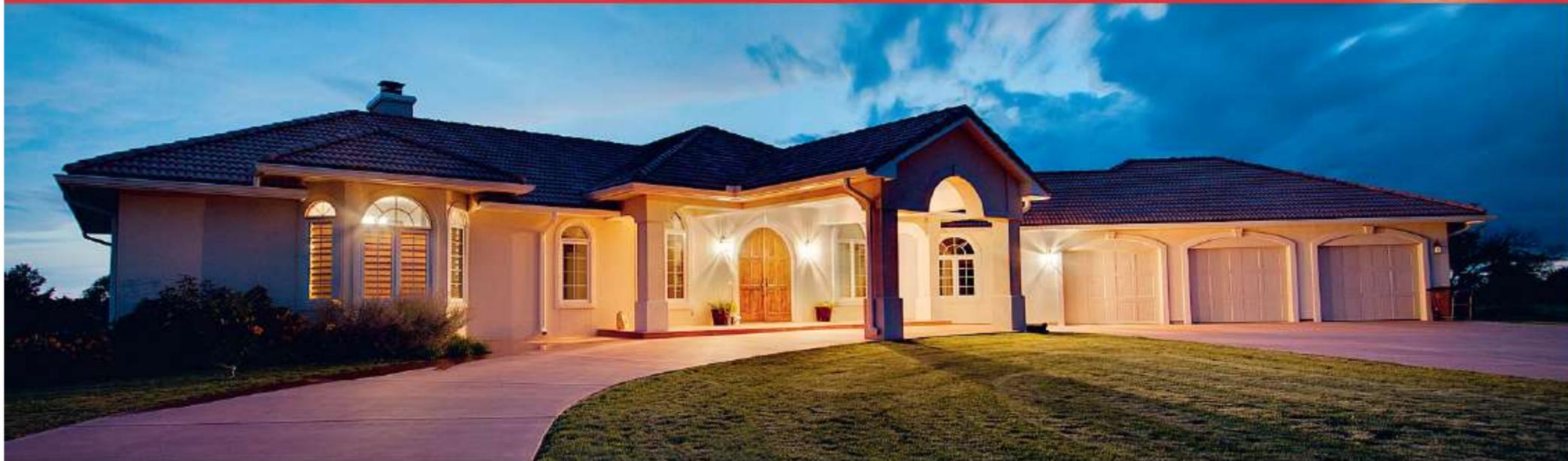
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Society of Auctioneers & Appraisers (SA) Inc. **21 Advantages of Auction**

The 21 Advantages of using Auction
as Your Preferred Marketing Process



Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

[CLICK HERE](#)

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Powerful Marketing Tool



Society of Auctioneers & Appraisers (SA) Inc.

SALIFE deadlines

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



JUNE 21: Real Estate Bookings are now due

JUNE 27: Advertisements complete and approved

JULY 6: New issue of SALIFE arrives at subscribers and newsagents

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

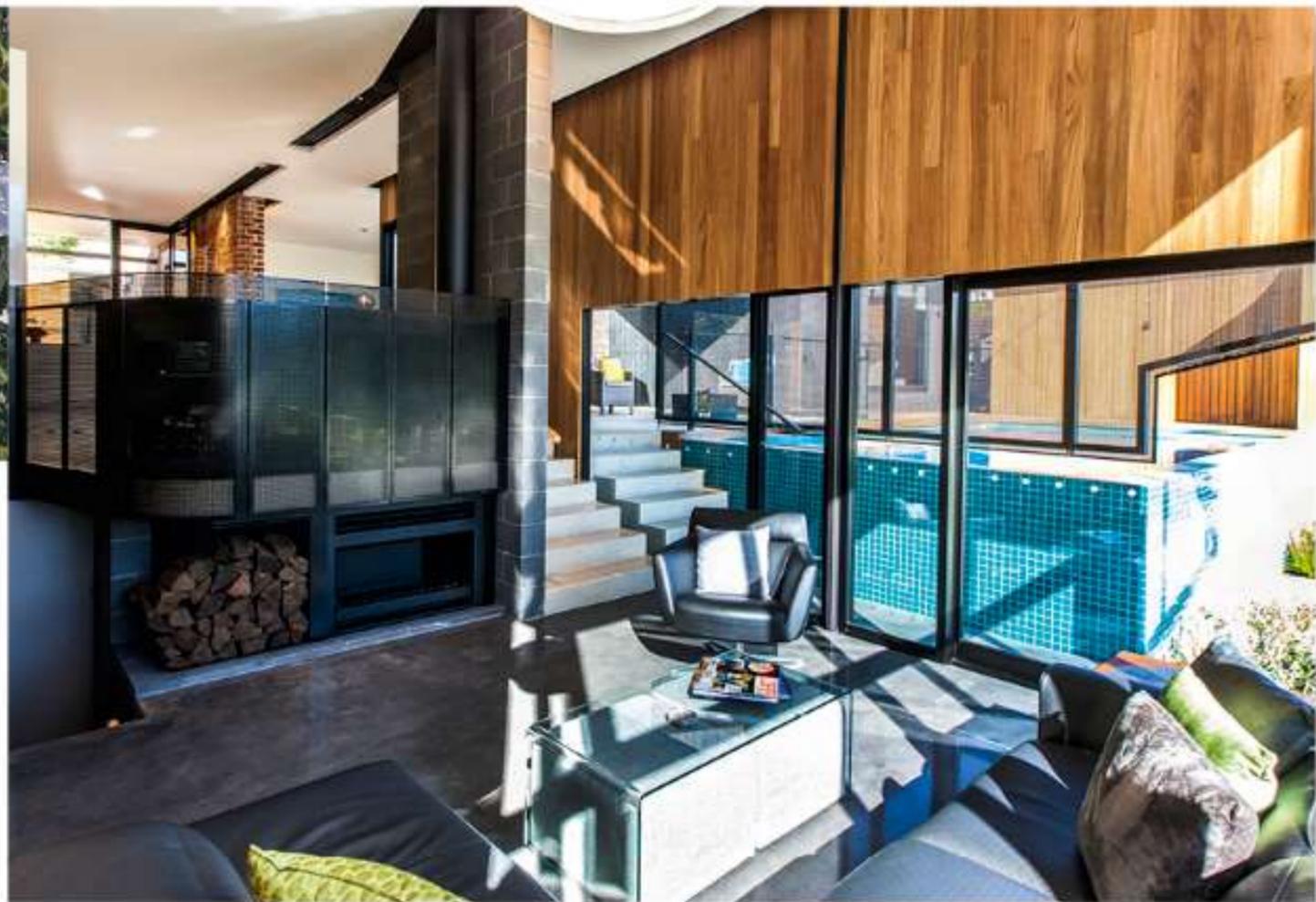
Exclusive Society of Auctioneer and Appraisers Real Estate Member Offer:

Book a full page advertisement and receive a One-Year SALIFE gift subscription for your vendor to remind them each month of your support!

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SALIFE



Include us in your marketing plan

Book now for the July issue of SALIFE magazine, on sale **Thursday, July 6**. 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 **June 21**
Material deadline **June 26**

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

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

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.

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A gift subscription makes a great vendor or purchaser gift.



AucDocs Member Practice Forms are now in the Cloud Online!



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Pricing is now by user numbers

Prices include GST and are per annum:

Sole trader (1 person)	\$350
Small user (2 - 4)	\$990
Medium user (5 - 9 users) licence	\$1,760
Large user (10+ users) licensing	\$2,420

These forms are Sensational!

All Property Management & Tribunal Forms are online.

Bond Forms, Tenancy Agreements and all Notices!

The iPad is fully functional

Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface

Inspections now at the press of a button!

Contact for demonstration access and licensing

Genevieve: sales@reaforms.com.au or

8223 6092

Michael: itadmin@lawsoft.com.au

Brochure



Member Practice Forms



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All Residential, Commercial and Rural Sales and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
 - An iPad App with e-signing
 - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
 - Firm logos on forms
 - Email forms to vendors
- All Property Management and all Tribunal Forms are online
 - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
 - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
 - iPad forms can be used out of wi-fi and then sync when in wi-fi range



FIRB SERVICE FOR FOREIGN BUYERS

SERVICE TO AGENTS—CORSERS LAWYERS

Instruction Authority & Tax Invoice
FIRB Application Service and Advice

Payment to *Corsers Lawyers Pty Ltd* ABN 38 132 171 227

I _____
of _____
email _____ mobile _____

hereby request and instruct *Corsers Lawyers* to apply for FIRB approval in relation to a Contract to purchase property located at: _____

Corsers agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.

Signed _____ Dated ____/____/20____

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

Payment by credit card
Card Visa Mastercard



Download form



Credit Card

Card Number

Name on Card * _____ * put in name and initials as on the card

Expiry Date _____ Card Verification Number * _____

Amount **\$550.00** Signed _____

*this is the number on the rear of the card. For Visa and Mastercard it is located on the back of the card. It is a three (3) digit number that will either, appear on it own, or be preceded by the credit card number. Credit card charges we carry are passed on to you too. *Corsers* do not accept Diners Club or American Express

Dear Members,

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to. Please see the attached service Forms information and Authority. The deal is closed when the FIRB approval is given so you want to get that done and we can help. New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers.

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

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

- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

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

- The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

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

Just search "upcoming auctions"

SEARCH WITH EASE

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

INSTANT UPDATE

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

LIST

Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

Upcoming Auctions App - To be seen by over 180,000

Smartphone users in

□ Adelaide!

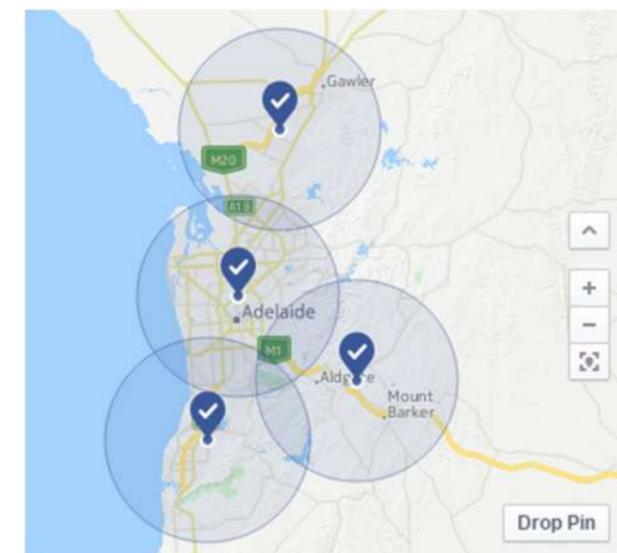


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website

All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



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Make sure you tell your vendors that *their auction will be advertised to thousands of the general public for free* through this Smartphone app!



Sunset Kangaroo Island Wines

www.sunset-wines.com.au

Sunset Winery ...share the experience



Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery. Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards

'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further

Sunset Winery Kangaroo Island

ABN 67 099 878 850

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Penneshaw

South Australia 5222

Phone +61 8 8553 1378

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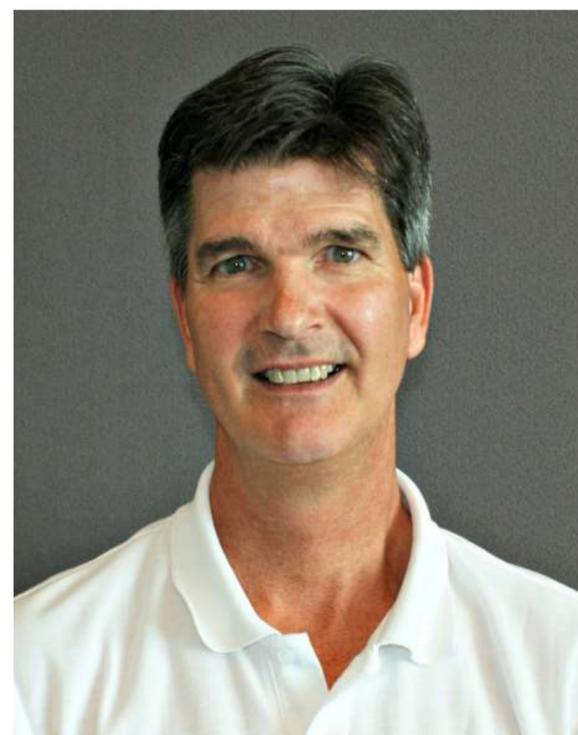
www.rentrollsales.net.au



***The Form 1 company* is a specialist provider of the statutory Form 1 (the “cooling-off” form) to the real estate, Conveyancing and Legal Professions.**

The complexity associated with form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the Purchaser.



†The Form 1 Company™

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

Make your searches and Form 1 compliance easy.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908
Fax: 08 7221 4909
Email: form1@form1.net.au
www.form1.net.au

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FORM 3 COOLING OFF WAIVER SERVICE



Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

Need to close an auction?

Need an unconditional contract?

Call Corsers.

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



KARLEY THOMAS 8223 6788

The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

Contact:

Karley Thomas

Corsers Lawyers

8223 6788

EMAIL: CORSERS@CORSERS.NET.AU



SkyVue

The Society's SkyVUE eBook has taken the Society to a new level of professionalism.

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

We have had superb feedback with this new dynamic way of servicing our data base and delivering up to the minute information to Members.

We love it!

Garry Topp

Chief Executive Officer

THE SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) Inc.
Tel: 8372 7830



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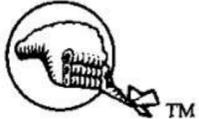
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