

GAVEL & GLASS

JULY 2020

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



CONTENTS

The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

President's Report.....	Page 3
Upcoming Events.....	Page 4-6
Domain Golden Gavel Live - Thankyou.....	Page 7-8
Remember When.....	Page 9
Society Auctions.....	Page 10-11
Charity Auctions.....	Page 12
Domain - Bidtracker.....	Page 13
Academic Pavilion.....	Page 14
21 Advantages of Auction.....	Page 15
REAFORMS (AucoDocs).....	Page 16
Upcoming Auctions App.....	Page 17-18
The Form 1 Company.....	Page 19
Wallmans Lawyers.....	Page 20
Rent Roll Sales.....	Page 21
Sponsors.....	Page 22

THE BOARD

President



Matt Smith

Vice President



Andrew Monks



Amelia Langhans



Richard Ward



Sarah Bower



John Morris

Board Members



Like us on facebook

/SocietyofAuctioneersandAppraisersSA/



Visit our Website

auctioneers.com.au



Follow us on Instagram

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PRESIDENT'S REPORT

MATT SMITH M.S.A.A. President



We have started getting into the swing of things again with Events and Workshops to kick off the new financial year.

We have Auctioneers Drinks coming up on July 23rd at the Highway Hotel to discuss the future of Auction in South Australia, how to promote the Auction process and how we can encourage Agents to put more properties to Auction. Real Estate, General and Livestock Auctioneers are also invited.

We are currently working on a Health and Well-being Workshop which will be jointly held with REISA to assist Members with tough times that some may be experiencing at this time.

Agency Sales Business – Structuring for Survival a brand new workshop presented by Wayne Johnson to be held on Thursday July 16th. Please see brochure on Page 4 for more information and bookings.

We will hold another 2 Day Auctioneers Licence Workshop in August & September, so if you know anyone you think would make a great Auctioneer, let us know!

Board Members are reviewing and remodeling the Domain Golden Gavel Live 2021. General - Richard Ward and Andrew Monks will put a proposal to the Board to vary the format of next year's event.

A reminder as we are embarking on Auctions again if you need instant advice on Auction Day call Garry Topp 0427 667 112, he would be more than happy to assist.

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

UPCOMING EVENTS

AGENCY SALES BUSINESS STRUCTURING FOR SURVIVAL

PRESENTED BY WAYNE JOHNSON

HOW TO RUN A VIABLE BUSINESS WITH A LONG-TERM FUTURE
For Principals & Accounting/Bookkeeper Support Staff



- **Already facing profit challenges?** Real Estate Agency owners are now contending with the extraordinary circumstances around the economic impact of the corona pandemic.
- **Now, more than ever, it is critical to understand the profit drivers of the business and how to determine what action needs to be taken to ensure the business emerges from the current storm with the structure and tools to survive and thrive.**
- The 'Structuring For Survival' Workshop will examine the unique financial structure of the Real Estate agency business, the critical measures (particularly the margin of gross profit) and how to examine the current profit status of your business and to design a more robust structure.



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

THURSDAY 16TH JULY 2020

9.00am for 9.30am start to 11.00am
Arkaba Hotel | 150 Glen Osmond Road,
Fullarton SA 5063

Members and Employees \$69 each OR \$59 each for two or more from the same office
RSVP BY WEDNESDAY 8TH JULY 2020

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

KEY SPONSORS
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The Form Company
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PARTNERS
BusinessSA

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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
Email: admin@auctioneers.com.au
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 ____ / ____ CW/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____

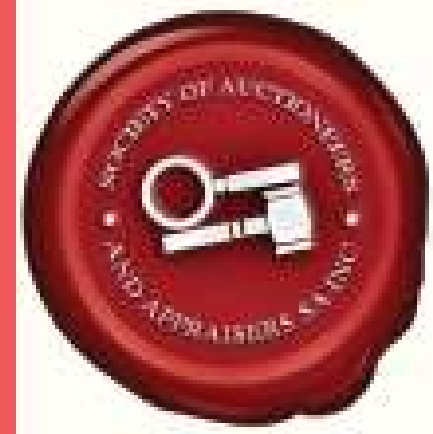


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UPCOMING EVENTS

**DO YOU KNOW ANYONE THAT 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 five 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 Academic Pavilion -
Registered Provider No. 91421

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite (Sales Representatives can only conduct Auctions for the Agent that employs them under the current registration). *When applying for Licence, remember to take evidence of your CPPDM4019A Prepare for Auction and Complete Sale.*

You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative questions
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook to record and monitor their progress of their personal performance.

Assessment of Competency will be by a Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification

National Statement of Attainment issued on successful completion.



For further information about
this dynamic program, talk to

Garry Topp 8372 7830



Next Workshop

THURSDAY 27TH AUGUST 8AM for 8:30AM to 5.30PM

THURSDAY 3RD SEPTEMBER 8AM for 8:30AM to 5:30PM

VENUE: Boardroom, Arkaba Hotel

150 Glen Osmond Road, FULLARTON

(For accommodation enquiries Please call: 8338 1100)

COST: \$880 for members

(Non members are invited to join prior to attending)

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UPCOMING EVENTS

2020



GOLF CLASSIC

FRIDAY 16TH OCTOBER

MOUNT OSMOND GOLF CLUB



Sponsored by Chris Gill †The Form 1 Company



MAJOR SPONSORS
Domain

KEY SPONSORS



ALSO SUPPORTED BY
†The Form 1 Company



PARTNERS
BusinessSA

WELCOME

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

TIMELINE

11.30AM - LUNCH
12.30PM TEA OFF
5.00PM PRIZES AND AWARDS

PRICING

\$99.00 FOR GOLF, ON-COURSE DRINKS AND SNACKS, BARBECUE LUNCH AND SNACKS AFTER THE GAME, SPONSORED BY THE FORM 1 COMPANY

ONLY \$99.00 PER PERSON
SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

FORMAT

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN START

PLEASE RETURN COMPLETED BOOKING FORM TO GARRY TOPP WITH NAMES OF THOSE ATTENDING BEFORE FRIDAY OCTOBER 2ND 2020



BOOKING FORM: 2020 GOLF CLASSIC

Note: Payment must be received with this booking form. Please post this slip with payment to: Garry Topp, Society of Auctioneers & Appraisers (SA) Inc., 22 Greenhill Road, Wayville SA 5034 or fax to 8372 7833

Team: _____

Player 1: _____ Handicap: _____ Player 2: _____ Handicap: _____

Player 3: _____ Handicap: _____ Player 4: _____ Handicap: _____

Note: Players without official handicap - maximum 24 will apply.

Credit Card Authority for Expenses. TAX INVOICE ABN 92 885 149 245

Credit Card Type (please tick): Visa American Express Mastercard Diners Club (add 3% surcharge)

Card No. _____ CW _____ Expiry Date ____/____/____ \$ _____

Cardholder's Name _____ Signature _____

OR Pay by cheque (enclosed) OR Direct Debit: BSB 106 011 Account 106 198 240 (BankSA, Unley)

Non-members please advise: Address: _____

Phone: _____ Fax: _____ Email: _____



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Domain

Golden Gavel Live 2020

Congratulations to our Top 10 + 10 & 15 Gold Club Recognition



"A big thank you to The Society of Auctioneers & Appraisers for again conducting the annual Domain Golden Gavel Awards.

Despite recent uncertain times, it is positive and reassuring that the Society of Auctioneers & Appraisers continued the long tradition of the annual awards and we sincerely thank Domain for their wonderful ongoing support.

I greatly appreciate this acknowledgement being in the Top 10 Auction Marketers in SA. My business partner Dan Schell and I have a strong and demonstrated commitment to the auction process and have enjoyed outstanding sales success with auction campaigns "

Geoff Schell



Thank you for the recent recognition in the category of Top 10 Principal & Sales Consultant Auction Marketers. It is an honour to be placed amongst the best in our industry. Thanks to both Domain and the Society of Auctioneers and Appraisers for their recognition in this year's Domain Golden Gavel Awards.

Matt Scarce



I am very pleased and grateful to receive this Award and being part of the Golden Gavel Top 15 "Gold Club" Auctioneers.

I would like to take this opportunity to thank Society of Auctioneers & Appraisers, Domain all staff and sponsors for making these awards possible.

Nathan Casserly



I was thrilled this year to again receive the award for being one of the Top 15 Real Estate Auctioneers Gold Club. It is always a great honour to sit alongside the other top performers in the industry.

I believe recognition such as this gives my clients assurance that they are dealing with a professional and I display it very proudly. Thanks again for the award.

John Morris



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Domain Golden Gavel Live 2020

Congratulations to our Top 10 + 10 & 15 Gold Club Recognition



Top Principal Auction Marketer

It was a great honour to have one the award for the Top Auction Principal Marketer. A great testimony to the great team that supports me in achieving this award and the trust that my vendors have in me!!

To be honest I didn't think I won the award when I got up to receive it on the day as I thought the commentator mentioned the 4 award.

It was only when I spoke to AJ after that it was brought to my attention that I had won!! So I wasn't too enthusiastic as I thought that I came in at 4th place.



Cheers - Nick Psarros

As a proud member of The Auctioneers and Appraisers Society I am honored to be recognised as one of Adelaide's active Auctioneers. Just getting back into the Auctions now which is exciting!

David Smallacombe



A big thankyou to Major sponsor Domain and the Society for once again recognising the Top 15 Real Estate Auctioneers in the Gold Club. I have been fortunate to have been a part of this select group since the inception of the award.

Congratulations to all BR Auctioneer clients for your incredible support, this acknowledgement would not be possible without your continued support and loyalty over decades in this profession.

Brett Roenfeldt



Top Real Estate Auctioneer of the Year

A huge thankyou to my loyal supporters (Agents & Vendors) who have consistently entrusted me to conduct & negotiate their auctions.

After 40+ years of doing what I love, I still get a buzz helping Agents to get the deal done & bringing people and property together.

The Auction process creates accountability to all stakeholders (Buyer/seller/agent) and continues to be the most transparent method for real estate transactions.

Jonathon Moore



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REMEMBER WHEN.....

Paul Henry, Rod Adcock and Michael Fenn being presented by Scott Keffley and Sharyn Martin



**2008 Golden Gavel Awards
The symphony of Auction
held at the Adelaide
Symphony Orchestra**

**Past winners: Phil Harris,
Paul Henry, Rod Adcock
(School Auction Idol
Inaugural winner Mia
Vassallo), Oren Klemich,
Lindsay Warner, Leo Redden
and Brett Roenfeldt**



SOCIETY'S AUCTIONS

SOLD!



22 Baroota Avenue, ROSTREVOR -
SOLD for \$745,000 with 5
registered bidders!
Agent: Mannas Chan
Auctioneer: John Morris



66 Muller Road, Greenacres, SA
5086 SOLD under the hammer for
\$850,000. 3 Registered bidders
Agent: George Tsiolis
Auctioneer: Brett Roenfeldt



124 Jetty Road, Largs Bay SA
SOLD under the hammer for
\$460,000. 3 registered bidders, 1
participating.
Another successful Auction!
Agent: Kate Smith
Auctioneer: Brett Roenfeldt



40 Willcox Avenue, PROSPECT -
1925 Bungalow in need of
restoration. 17 registered parties
with the Auction going over an
hour! SOLD under the hammer for
\$1,103,000!!
Agent: Anthony Demarco
Auctioneer: Anthony Demarco

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SOCIETY'S AUCTIONS

SOLD!



Check out this (extremely short) hot auction last Saturday carried out by Hamish Mill from Williams ...Domain Golden Gavel Winner 2020!

3/ 13-15 Hewitt Avenue ROSE PARK Sold for \$425,000 with 8 Registered Bidders. Take a look at the auction via this link: <https://youtu.be/a7FUaWUBoMM>

Testimonial

Hello Hamish

Thank you once again for selling our Rose park Property. We had virtually no previous experience in selling property so you guided us through the process. You had a clear plan which you vigorously and enthusiastically carried out keeping us thoroughly informed at all times.

The auction day was very well managed. The result was a sale achieving our hoped for price.

So well done, we admired your professionalism whilst enjoying your company and the process. We certainly can recommend you to others wishing to sell their properties.

Regards

Peter Cannon

AUCTION ACTION



Jonathon Moore

Myrtle Bank, 7/412 Fullarton Rd – Benjamin Philpott, dbphilpott Real Estate – 4 bidders selling at 435,000
Woodville, 13 Aberfeldy Ave – Peter Kiritsis, Ray White Woodville – 3 bidders selling at \$600,000
Welland, 35 Gawler Ave - Peter Kiritsis, Ray White Woodville – 3 bidders selling at \$521,000
Woodville South, 34 Branwhite St – Mark Bowden, Ray White Henley Beach – 7 Bidders selling at \$585,000
Fulham, 1 Delray St – Anthony Fahey /Samuel Parsons, Ray White Henley Beach – 6 Bidders selling at \$765,000
Henley Beach, 4 Chambers St – Anthony Fahey/Tom Royal, Ray White Henley Beach – 8 bidders selling at \$985,000

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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

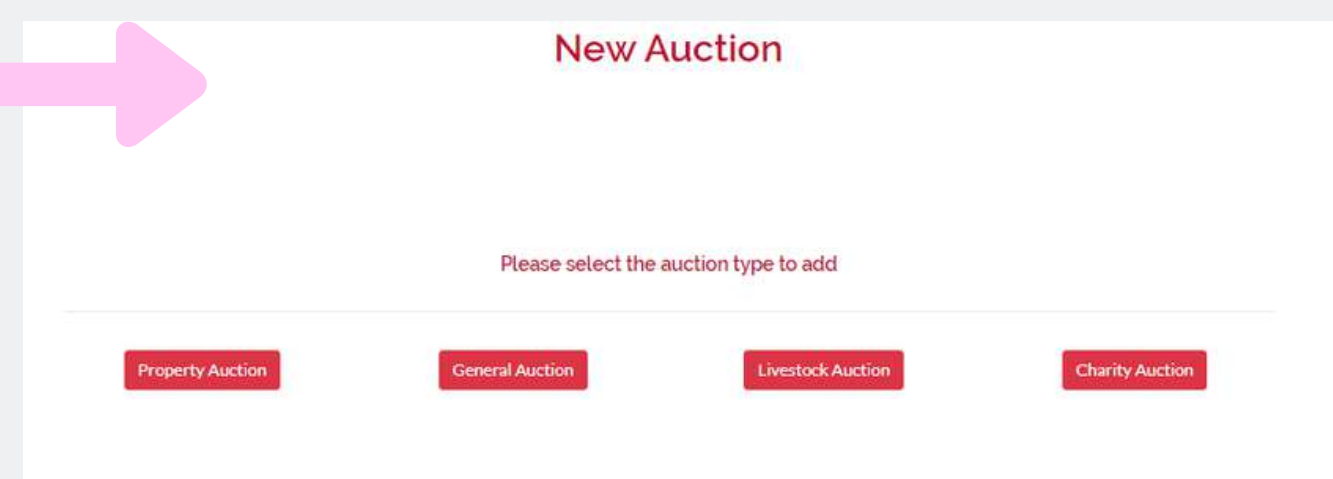
STEP ONE:

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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Sell your properties online with Domain and Bidtracker

With Bidtracker you can recreate the theatre of an in-room or in-person auction with seamless two-way video interaction between the auctioneer and bidders, and a real time live bid on screen. Domain will also exclusively highlight your Bidtracker auction via your Domain listing allowing potential buyers to easily register and participate.

Find out how to take your auctions online with Domain and Bidtracker.

Take a look



agent.domain.com.au/online-auctions

Domain

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Academic Pavilion - Providing all SA real estate licensing courses

Certificate 1V (Property Services) Real Estate

Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with **The Society of Auctioneers & Appraisers (SA) Inc.**

* Training in, Conveyancing, Legal Studies, Leadership & Management also available

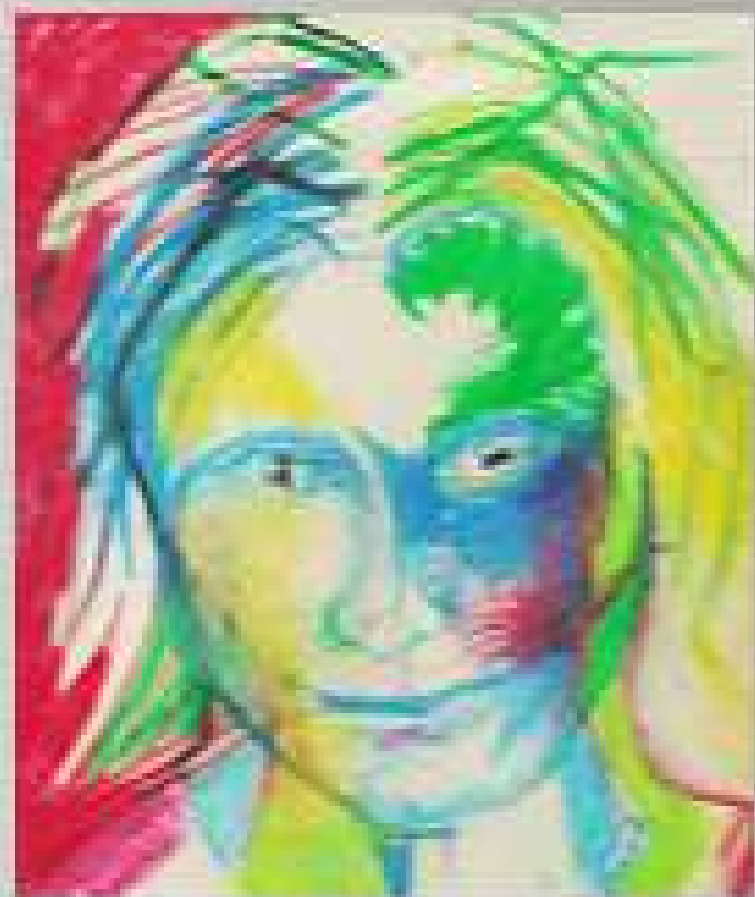
Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Megan Tamlin
State Manager
0413 027 669



Lyn Melville
CEO
0413 077 135

academicpavilion.edu.au

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

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for details

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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.

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ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

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- 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)

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

PLEASE CONTACT

GARRY TOPP (08) 8372 7830

SOCIETY@AUCTIONEERS.COM.AU

- 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

- 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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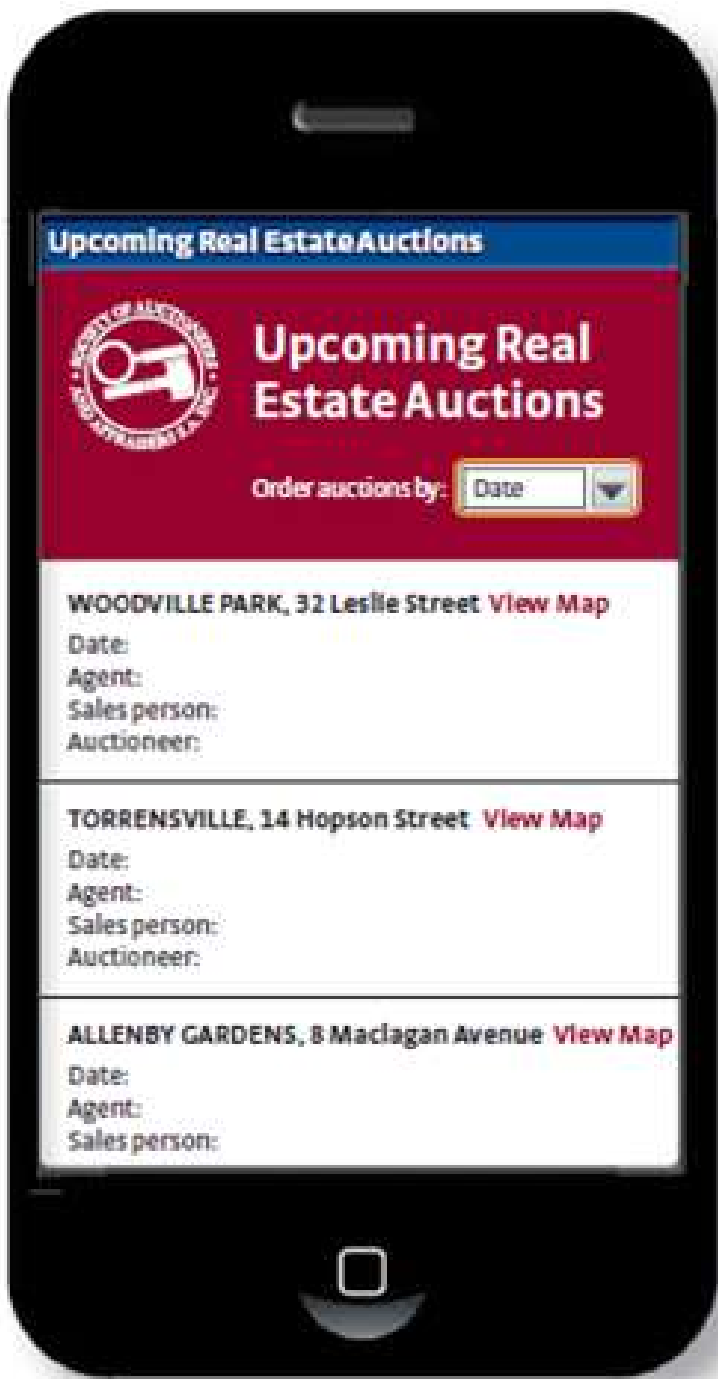
Designed by Agents for Agents

www.auctioneers.com.au

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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!

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

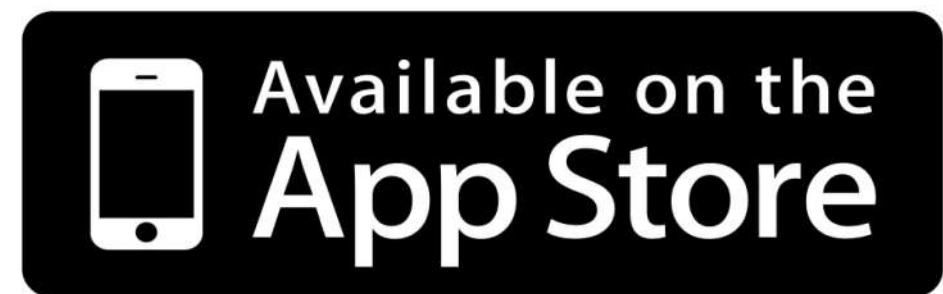
INSTANT UPDATE

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

LIST

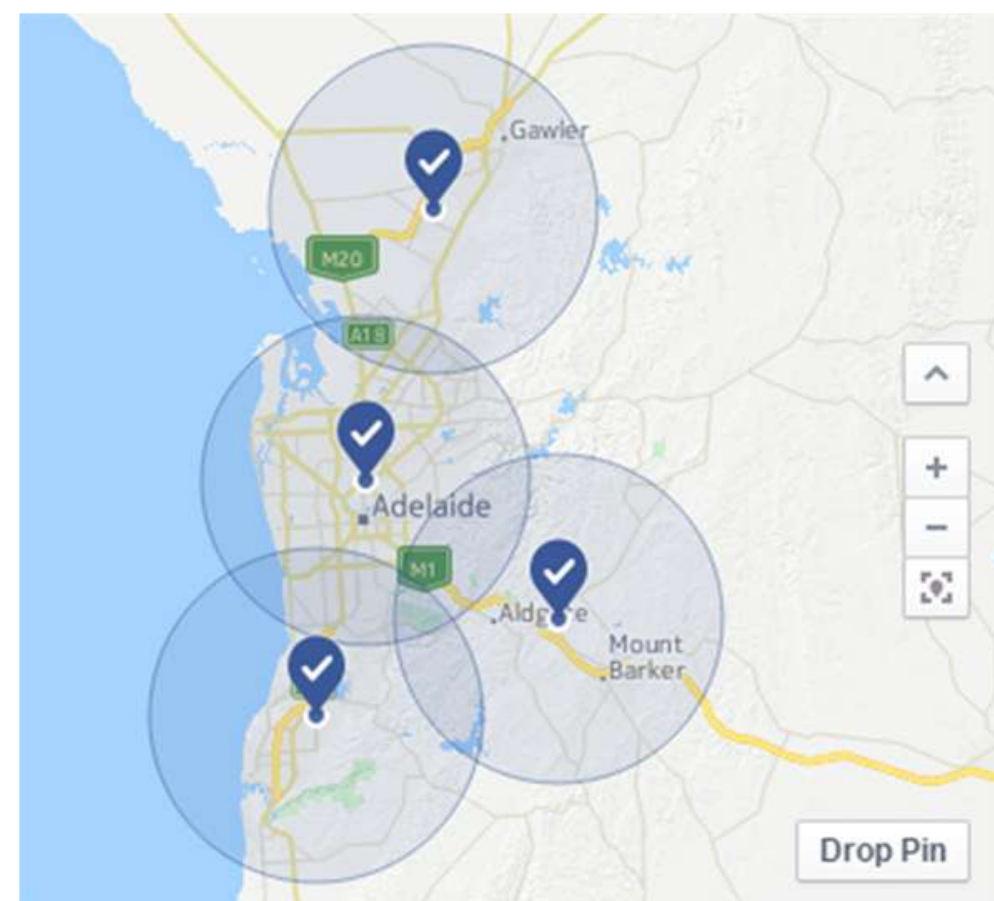
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



We're targeting Everyone in the 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 and maximise your benefit by submitting all your auctions to our website!



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

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

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

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

Make your searches and Form 1 compliance easy.

The first and only independent Form 1 service provider in South Australia

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



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.

www.form1.net.au



Conveyancing & Cooling Off Waivers

Wallmans Lawyers Conveyancing, a dedicated service, that provides discounted, fixed fee services for Cooling Off Waivers and Conveyancing to members of the Society and their clients.

Call Rebecca Vasey, Registered Conveyancer
08 8235 3089
rebecca.vasey@wallmans.com.au

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Conveyancing
Fixed fee, competitive with no additional admin or storage costs

L5, 400 King William St, Adelaide SA 5000 (08) 8235 3000 wallmans.com.au



Legal Services for Real Estate Agents & their Clients

Wallmans Lawyers, a proud partner of the Society of Auctioneers and Appraisers, are recognised experts in all facets of real estate agency law, property and commercial law.

Call Brian Paris, Real Estate Law
08 8235 3023
brian.paris@wallmans.com.au

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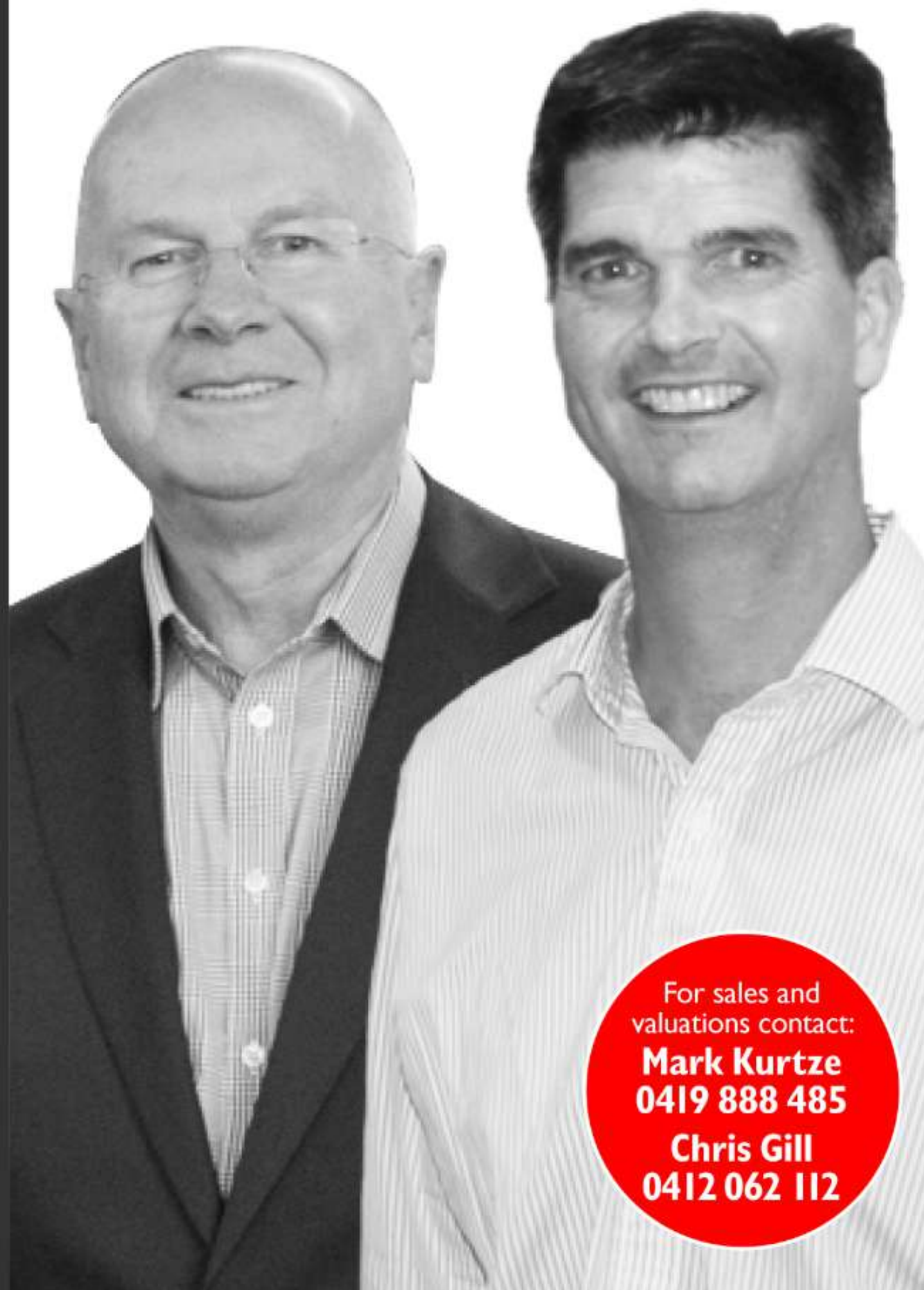
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