

GAVEL & GLASS

AUGUST 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*

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THE BOARD

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Matt Smith

Vice President



Andrew Monks



Amelia Langhans



Richard Ward



Sarah Bower



John Morris

Board Members



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PRESIDENT'S REPORT

MATT SMITH M.S.A.A. President



The Society Annual General Meeting is coming up on Monday September 21st at 5.00pm. We invite all Members to attend, get up to date with what the Society has been doing this last year and network over a drink after the meeting.

We have a new Planning, Development and Infrastructure Seminar coming up on Thursday August 20th hosted by Felicity Niemann from Wallman's Lawyers and Chris Gill the Form 1 Company, which all Agents and Sales Consultants should attend. To find more information and bookings please refer to page 4.

The Domain Golden Gavel Live Launch 2021 is coming up, on September 1st 2020 – please save the date. It's a Breakfast event at Next Gen Memorial Drive.

The Society Golf Classic on Friday October 23rd at Mount Osmond, hosted by Chris Gill from the Form 1 Company. Get your friends, colleagues, clients and put a team together! Always a great day – only \$99.00 for Golf Fee's on course drinks, snacks and BBQ lunch – plus prizes on the day! Please see Upcoming Events for bookings.

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



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UPCOMING EVENTS

PLANNING, DEVELOPMENT AND INFRASTRUCTURE ACT WHAT AGENTS WILL NEED TO KNOW



All Agents & Sales Consultants should attend and get an understanding of how this new system will affect your practice

PRESENTED BY FELICITY NIEMANN | WALLMANS LAWYERS

"The State Government are consolidating all 72 Development Plans into one single source document"

The largest overhaul of planning legislation and policy in South Australia's history, is nearing completion. The Planning, Development and Infrastructure Act 2016 is expected to be fully implemented before December 2020. As dedicated real estate industry professionals, you should be aware of the changes and what it might mean for you and your clients.

Join planning and environment law specialist, Felicity Niemann, Partner, Wallmans Lawyers who will provide you with an overview of what the changes are and what to keep an eye on. This includes an overview of development assessment, e-planning and access to information, the key changes to planning policy and knowing how to identify development opportunities for both residential and commercial land.

Plus : The Act changes will require amendments to the Form 1, Chris Gill will update what changes are known and what can be expected to change when the new Act commences. This will include how any transition period will likely apply for searches and Form 1's caught in the crossover.



Felicity Niemann

Felicity has comprehensive experience as a specialist planning and environment lawyer who provides practical and straightforward advice to her clients. She has practiced exclusively in this area for many years and is well known in the South Australian jurisdiction.

Her experience includes the provision of advice on all matters arising under the Development Act 1993 and related legislation. She also has an in depth understanding of the Planning, Development and Infrastructure Act 2016 and related planning instruments and its obligations as we transition towards full operation at the end of this year.

Felicity has a Bachelor of Laws (with Honours) and Bachelor of Arts (majoring in Politics) degrees from the University of Adelaide and a Graduate Diploma in Legal Practice.

9.00am for 9.30am start until 11.00am
Thursday 20th August 2020
Arkaba Hotel | 150 Glen Osmond Road,
FULLARTON
Members \$33.00 each (groups of 3 or more
from the same office \$22.00 each)
Bookings by: Friday 7th August



Chris Gill

**PLUS! Q & A session
on all related issues
of Real Estate
Legislation in South
Australia!**

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Domain

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WAVEMAKER

ALSO SUPPORTED BY



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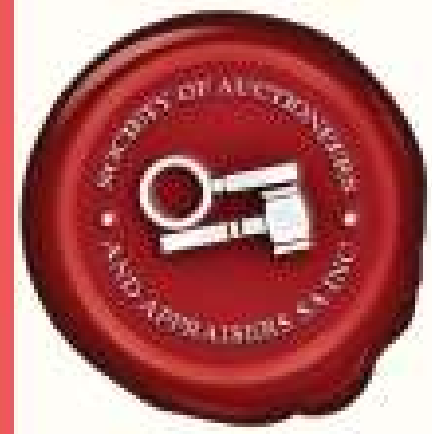
**BOOK
Here**

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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 CPPDSM4019A 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

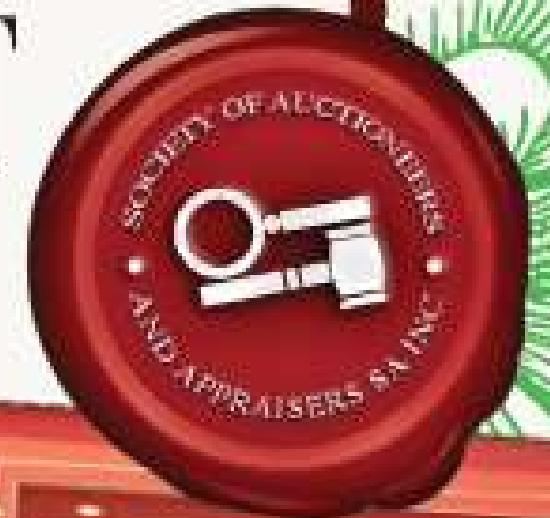
(Non members are invited to join prior to attending)

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UPCOMING EVENTS

Domain GOLDEN GAVEL LIVE BREAKFAST 2021 LAUNCH

**NOMINATE AT THE
BREAKFAST & GET
YOUR BREAKFAST
FOR FREE!**



Date: Tuesday, September 1st 2020
Time: 7.00am start for 7.30am Breakfast
Price: \$33pp - Plated Breakfast and Tea & Coffee
Where: Next Gen, Memorial Drive |
 War Memorial Dr, North Adelaide SA 5006
Bookings by: Friday 21st August 2020



Please come to our Launch to mingle and socialise with like-minded professionals, to promote the auction marketing method of sale for Real Estate, General, Livestock, Metropolitan and Country! Some exciting enhancements to the Competition in 2021



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Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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AGM

Monday September 21st, 5.00pm
Arkaba Hotel | 150 Glen Osmond Rd,
Fullarton SA 5063

Please advise if you will be attending or formally
apologise to admin@auctioneers.com.au

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 _____

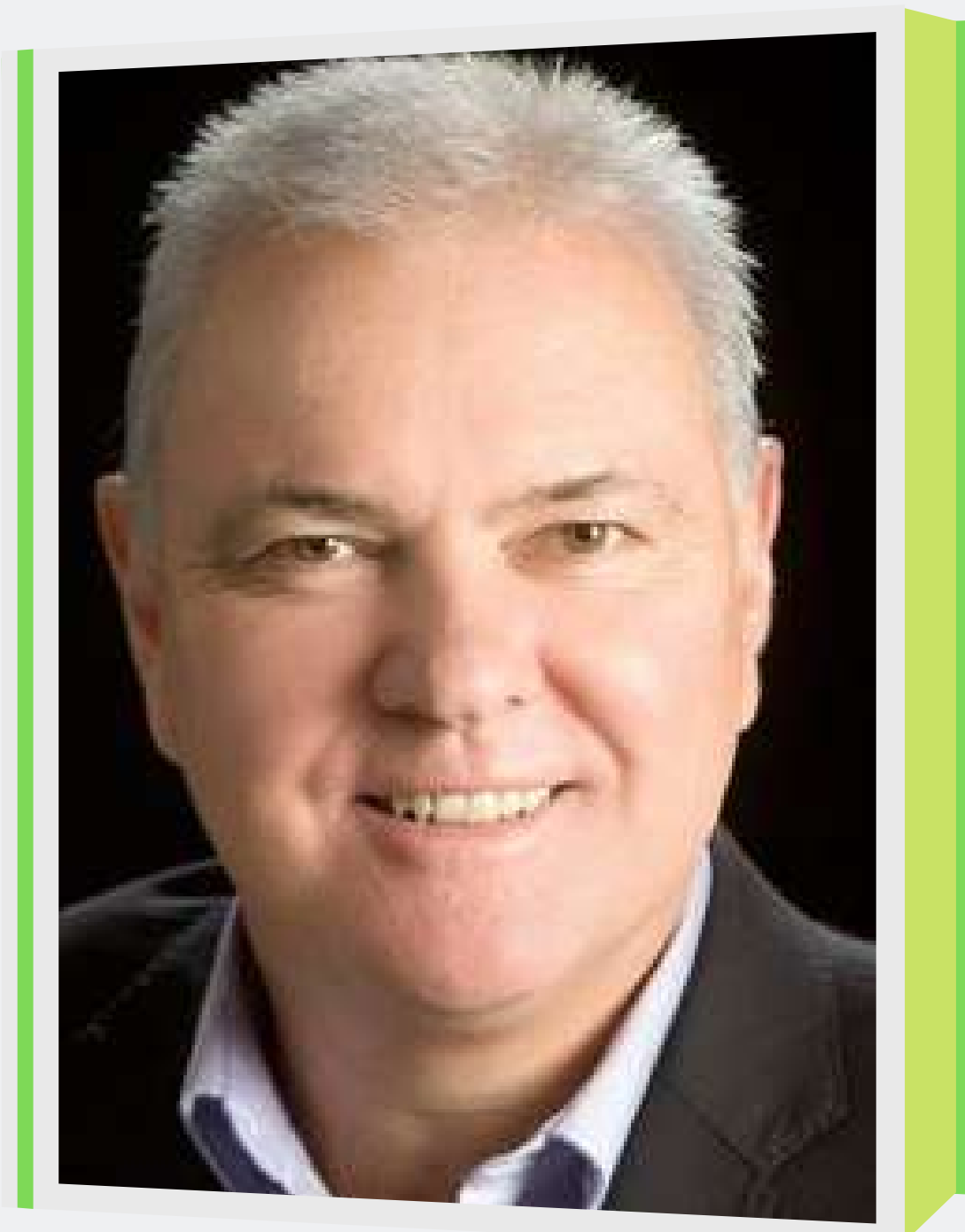


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The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

AGENCY SALES BUSINESS STRUCTURING FOR SURVIVAL

- 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.



Participants agreed that too much information or not the right information is always the problem of the busy agency owner trying to understand how to shape a more profitable business.

The workshop focused on simplicity and real-world questions, working through solutions to key questions around productivity and reward and the relationship to profitability. Not one solution fits all – each business has it's own ideal structure (team size, incentives, costs) but there each must focus on the same critical financial and sales activity measures that have a direct link to revenue and profit.

Our 'what-if'/scenario analysis exercise demonstrated the effect of subtle changes to structure using 'live' data from participants business.

Wayne Johnson

Joint Webinar with REISA and Hood Sweeny held on Thursday 9th of July to discover five key strategies to rebuild your business after the impact of COVID-19.

If you missed it, link is here:

<https://www.youtube.com/watch?v=FSB0AYnF1r8&feature=youtu.be>



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AUCTIONEERS DRINKS

Thursday the 23rd of July at 5.00pm - Highway Hotel was the venue we chose to host Auctioneers Drinks, for all Society Auctioneers to come along and talk about current experiences, how we can encourage Agents to put more properties to Auction and how we can promote the Auction process and better network amongst ourselves.

Apparently Auctions have been highly successful over the last few weeks due to the lack of stock with two of the Auctioneers at the drinks having auctioned 12 properties selling the lot with several way above Vendors expectations, so it is the perfect time to put properties to Auction to get a fast result.

If you have a suggested venue for another networking drinks please let us know and we will come visiting.



RURAL ACTIVITY



Ray White Rural South Australia | Geoff and Daniel Schell

2019/2020 Rural Sales and auction activity in SA

Despite the uncertainty and ever changing world through Covid 19 , we are very pleased to report that buyer enquiry levels and demand for a wide range of rural properties right across SA has been very strong throughout the first half of this year.

The Ray White Rural South Australia team has again enjoyed outstanding rural sales results in the past 12 months across a number of regions in South Australia. **We have had a 100% auction clearance rate during the past 12 months** with vendor expectations consistently exceeded.

Some highlights of these auction sales include :

'Pine Drive' Farrell Flat 712.59ha (approx. 1,760 acres) Auction Oct '19 \$5,400,000

Smitham's' Hart 369ha (approx. 911.8 acres) Auction Oct '19 \$3,225,000

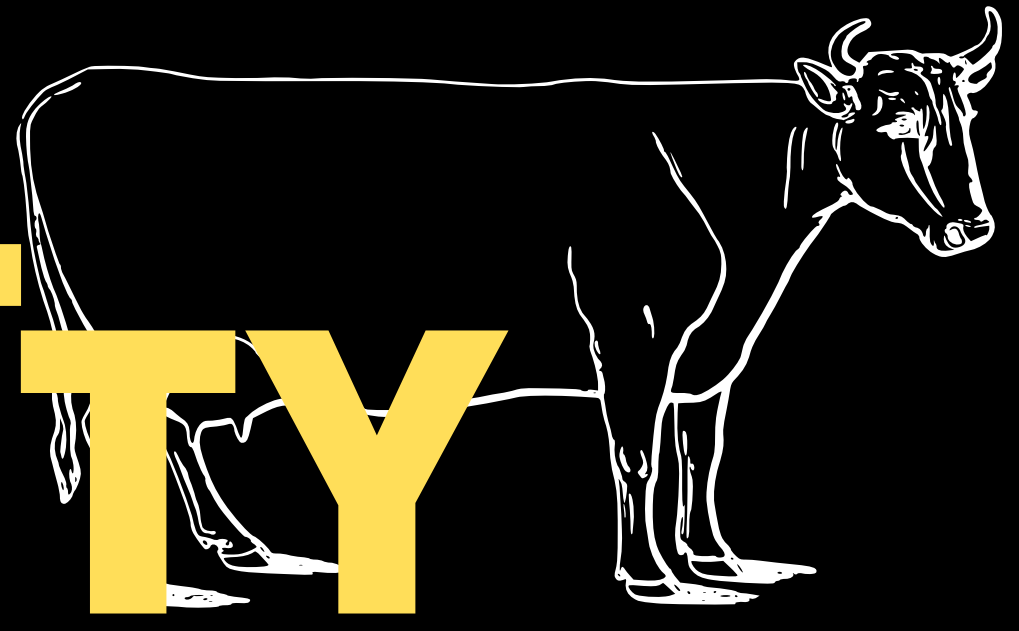
After the previous 2-3 years of dry starts to the season, 2020 saw a much better opening to the season and was positive for many areas of SA . Steady opening rains in April allowed cropping and pasture development programs to commence in a timely fashion in many areas. However, other than the South East region, much of the agricultural area of SA received lower than average rainfall through June and July and eagerly await late winter rainfall and a good spring.

A significant and outstanding sale was that of the Honan Estate, with land holdings in the Hallett/Whyte Yarcowie area comprising 1658ha (approx. 4097 acres) of farming and grazing land offered in 5 x Lots .



'Pine Drive' Farrell Flat
Auction October 2019
SOLD for \$5,400,000

RURAL ACTIVITY



Originally we planned for a May auction, however Covid 19 restrictions meant that we offered the property through an expression of interest (EOI) campaign . The enquiry level was outstanding, with over 80 direct enquiries, in excess of 30 inspections and 20+ written offers received for the 5 x Lots. All lots sold to a total in excess of \$9m with record prices being achieved for the area. Following the property sale we held an “on-line “ auction clearing sale to finalize the Estate, with over 470 registered bidders and exceptional auction sale prices achieved right across the 170 x lots.

We conducted our first ‘on line’ rural property auction in early May offering “ The Homestead Block” and “The Farm” , both located just to the west of Robertstown, with both lots selling to local buyers.

“Roehrs” comprising 218.4 ha (approx. 540 acres) of cropping land with some grazing areas , located in the Tarnma area near Marrabel, created strong interest from local farming businesses leading again to a very successful auction in the Marrabel Hall in March. **The March ‘20 auction saw multiple bidders compete to achieve a knock down price of \$2.18m**, a great result for the area.

Successful sales were also conducted in the Parilla area in the Mallee region of SA (“Gregors” 271ha/670 acres) and another great auction result at Everard Centre for “Winters”, 861 acres being knocked down to a local farming family for an even \$1m.



'Smitham's' Hart
Auction October 2019
SOLD for \$3,225,000

RURAL ACTIVITY



We continue to see the greatest demand for quality cropping and mixed farming properties, also with regular buyer enquiry for all types of grazing properties. This is being driven by the strong returns experienced for many sheep and beef enterprises in particular. The difficult seasonal conditions over the past 2-3 years in the pastoral regions of SA have been the only limiting factor, and we anxiously await a return to more consistent winter rainfall patterns to relieve the pressure on this sector.

The Covid 19 epidemic and associated disruption to world economies appears to have reinforced the interest and demand for Australian agricultural land. It seems that agriculture in Australia and particularly in the reliable areas of SA is seen as a “safe” place to be.

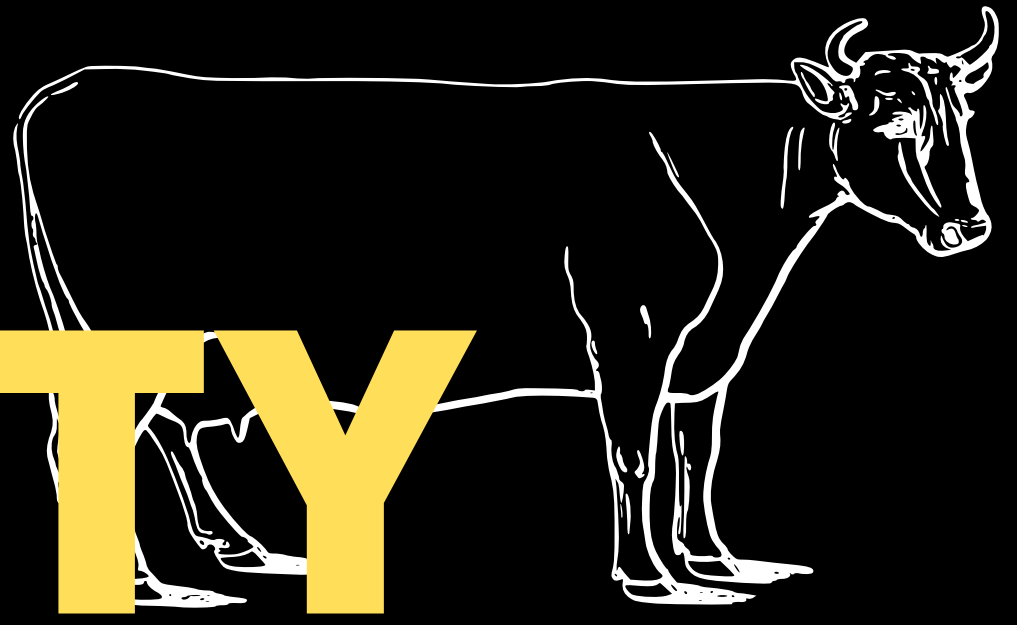
Buyers report that the decision to expand their rural holdings is based on long term planning and investment decisions, the attractive cost of rural finance available and generally a positive sentiment and outlook for agriculture in Australia.

If you would like preliminary information about our exciting new spring listings, or would like to discuss the rural property market in general, or if you'd like some advice on preparing your property to achieve the best possible price in this positive rural market, please don't hesitate to give us a call.

We wish you all the best for the 2020 season and sincerely hope that it continues to be an exciting and rewarding time for you and your rural business.

'Glenora Station' Burra 5,864ha (approx. 14,490*acres)	Auction Thursday 10th September
'McKays' & 'Reidys' Yatina 462.82ha (1,143.63*acres)	Auction Tuesday 15th September
'The Bluff', Hallett 610ha (approx. 1507.31*acres)	Expressions of Interest Thursday 17th September
"Gumglen", Quorn 4,554.3ha (11,253.67*acres)	Expressions of Interest Tuesday 22nd September

RURAL ACTIVITY



'Homestead Block' & 'Bews Block', Parilla
892ha (approx. 2204*acres)

Auction
Thursday 24th September

"Woodlands Brae", Hill River via Clare
171ha (approx. 422.54acres)

Auction
Thursday 15th October

Lot 58 Sturt Highway, Kingsford
35ha (approx. 86.49acres)

Auction
Date to be advised

"Drummore", Tarlee Road, Kapunda
163ha (approx. 402.77acres)

Auction
Date to be advised

'Pinerow', Wards Hill via Port Broughton
327ha (approx. 808 acres)

To be advised

'White House' Woods Point
House on 21ha (51*acres)

Auction (To be advised)

'Dieners' Woods Point
127.1ha (314.1*acres)

Auction (To be advised)

'Gales', Woods Point
5.2ha (12.85*acres)

Auction (To be advised)



Geoff & Daniel Schell
Ray White Rural, South Australia

REMEMBER WHEN.....

**Society of
Auctioneers
& Appraisers
S.A. Inc.**

**2008
Board of
Management**



Andy Edwards



Sharon Gray



Mark Forde



Wayne Johnson



Paul Henry



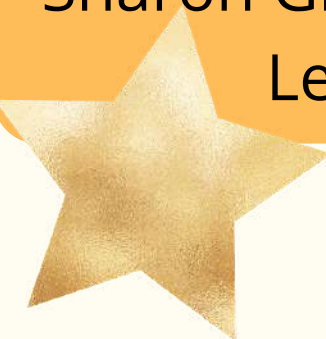
Wally Karpiuk



2008 Board Members:
Andy Edwards, Sharon Gray,
Mark Forde, Wayne Johnson,
Paul Henry & Wally Karpiuk

**Rising Star Award
Winner 2008**

Tracy Lethridge, Joe Lenco,
Sharon Gray, Garry Topp &
Leo Redden



Golden Gavel Finalists
Michael Fenn, Paul Henry,
Nick Baranikow, Rod
Adcock & Mark Grffin



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SOCIETY'S AUCTIONS

SOLD!



3 Marian Street,
SALISBURY EAST sold for
\$379,000.

Agent: Stefan Siciliano
Auctioneer: John Morris



11 Brown Street, NORTHFIELD
sold for \$441,000 with 10
registered bidders, 6 who
participated.

Agent: Paul Bateman
Auctioneer: Brett Roenfeldt



4 Silicate Avenue, TAPEROO sold
for \$500,000 with 4 registered
and a lot of conditional interest.

Agent: Anthony Dermarco
Auctioneer: Anthony Demarco
*'We pushed on to Auction and
got a better result than our
Conditional offers prior!'*



Unit 1/13 Second
Avenue, GLENELG EAST sold for
\$590,000 with 7 registered
bidders and 4 participating.

Agent: Rod Smitheram
Auctioneer: Rod Smitheram

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SOCIETY'S AUCTIONS

SOLD!



23 Milton Avenue, CLEARVIEW.
23 registered bidders, 1 online bidder. Property SOLD to online bidder!

Agent: Tristian Kennedy
Auctioneer: John Morris



13 Willingale Avenue, LOCKLEYS.
10 registered bidders, 5 active bidders, 30 bids. SOLD above reserve.

Agent: Craig Smith
Auctioneer: Brett Roenfeldt



236 Hancock Road, Redwood Park
SOLD \$250,000
Agent & Auctioneer: Mark Griffin

100% CLEARANCE RATE FOR THE WEEKEND 11TH & 12TH JULY

John Morris - Ray White

Mt Barker - 4 Coad Court, Strathalbyn - \$383,333.
Tea Tree Gully - 13 Shelley Street, Tea Tree Gully - \$510,000.
North Adelaide - 3/62 Maxwell Terrace. Glengowrie - \$240,000.
Norwood reported 5/5 sold, 4 under the hammer, one prior.



Brett Roenfeldt - BR Auctioneer

Century 21 Beachside and Lakes - 8 Fletcher Road, Henley Beach South - \$895,000.
Sinova Property - 50 Wallis Street, Parkside - \$774,500.
All Adelaide City Edge - 4 Albion Street, Windsor Gardens - \$510,000.



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

SOCIETY'S AUCTIONS

SOLD!



30 Furness Avenue & 27 Woodlands Terrace, EDWARDSTWON, **SOLD for \$925,000**. Well above reserve. The auction attracted a crowd of over 45 people.
Agent & Auctioneer: Simon Lambert



Simon Lambert



11 Sylvan Way, GRANGE. **SOLD** 3 registered parties. Auction stalled at \$615,000. Highest bidder was a first home buyer but got him to \$620,000. We decided to hold over and remove the crowd from the equation as the bidder was quite nervous. We negotiated up to \$632,500!!
Agent & Auctioneer: Anthony Demarco



Anthony Demarco



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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

Click Here
for details

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reaforms™ (Aucdocs)



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.

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UPDATE TO "AUCDOCS IN THE CLOUD"



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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 _____

- 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
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Designed by Agents for Agents

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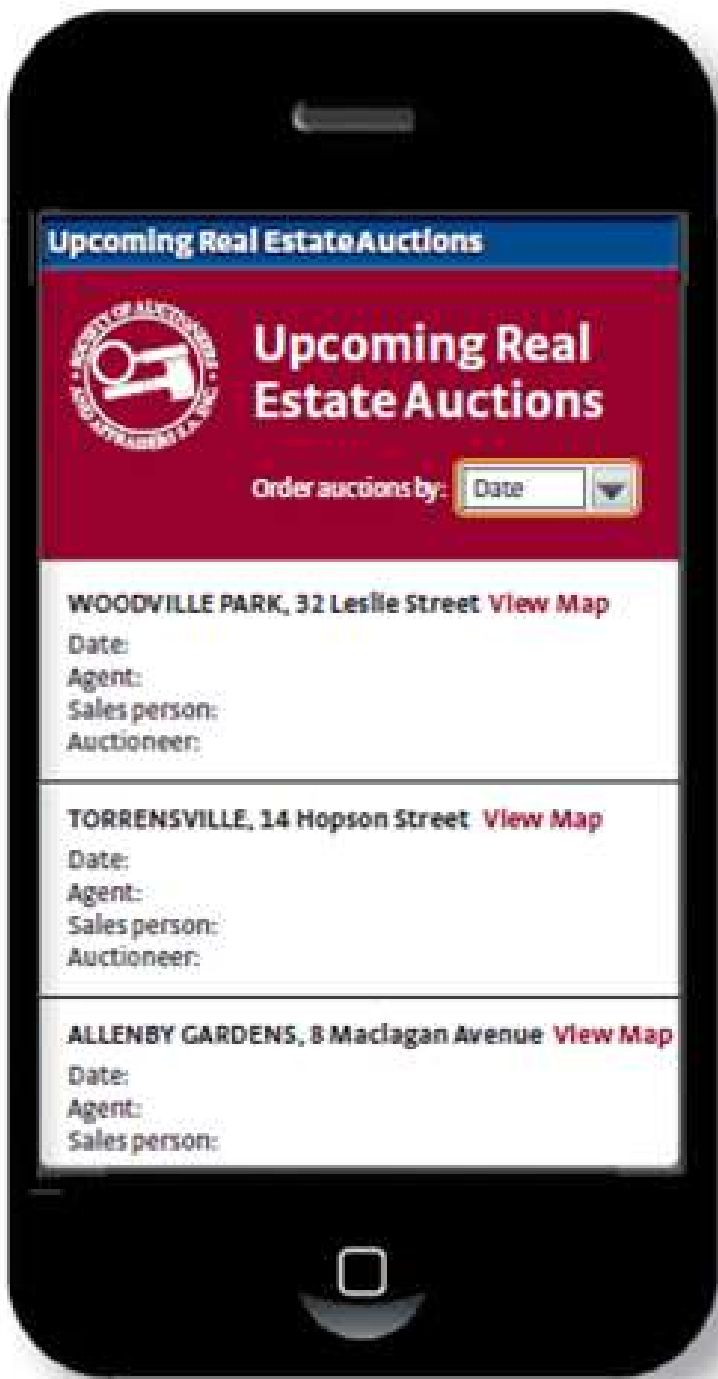
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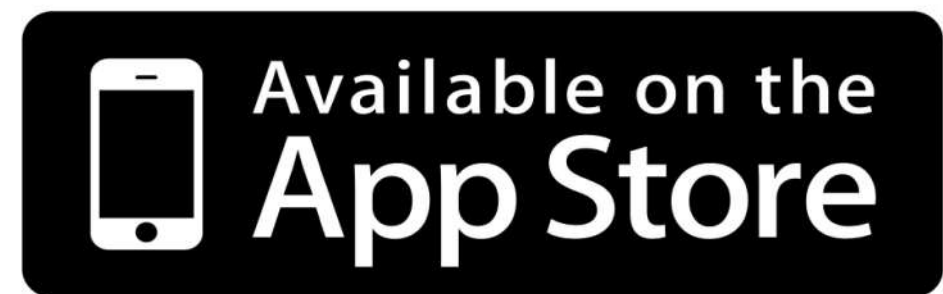
INSTANT UPDATE

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

LIST

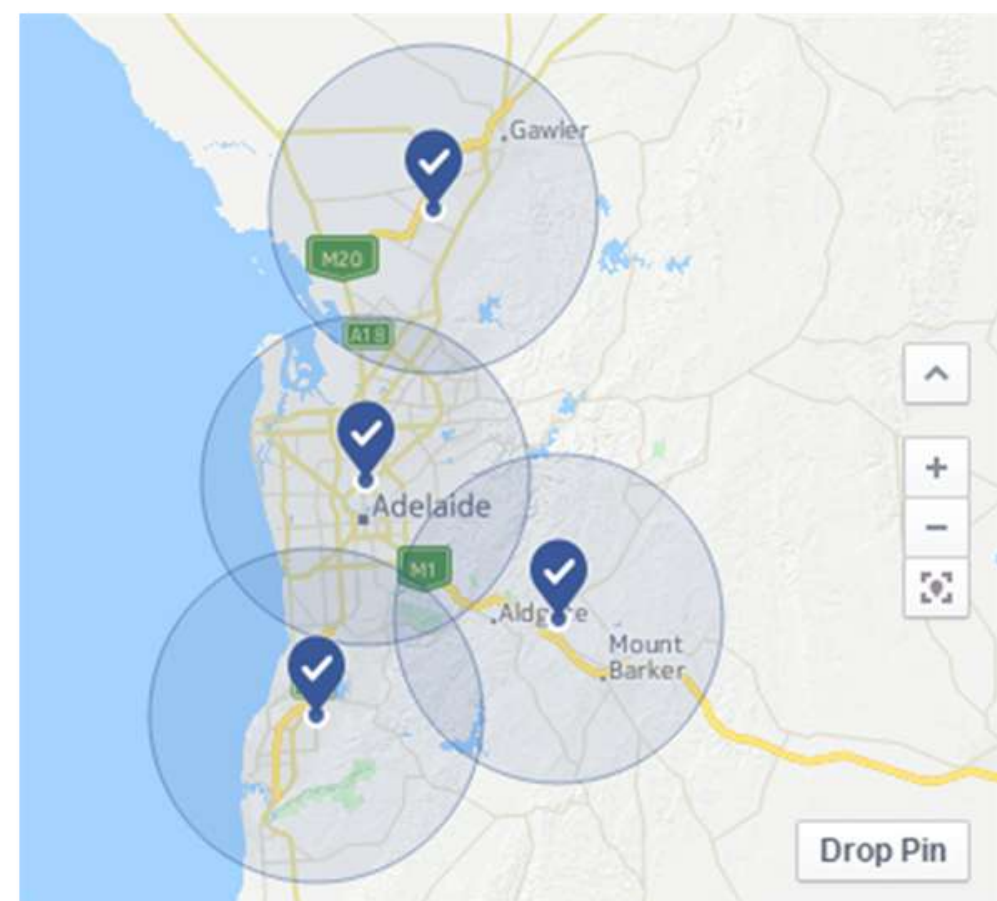
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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The Form 1 Company

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Fax: 08 7221 4909

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For Form 1 preparation please contact Chris Gill on 7221 4908

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

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

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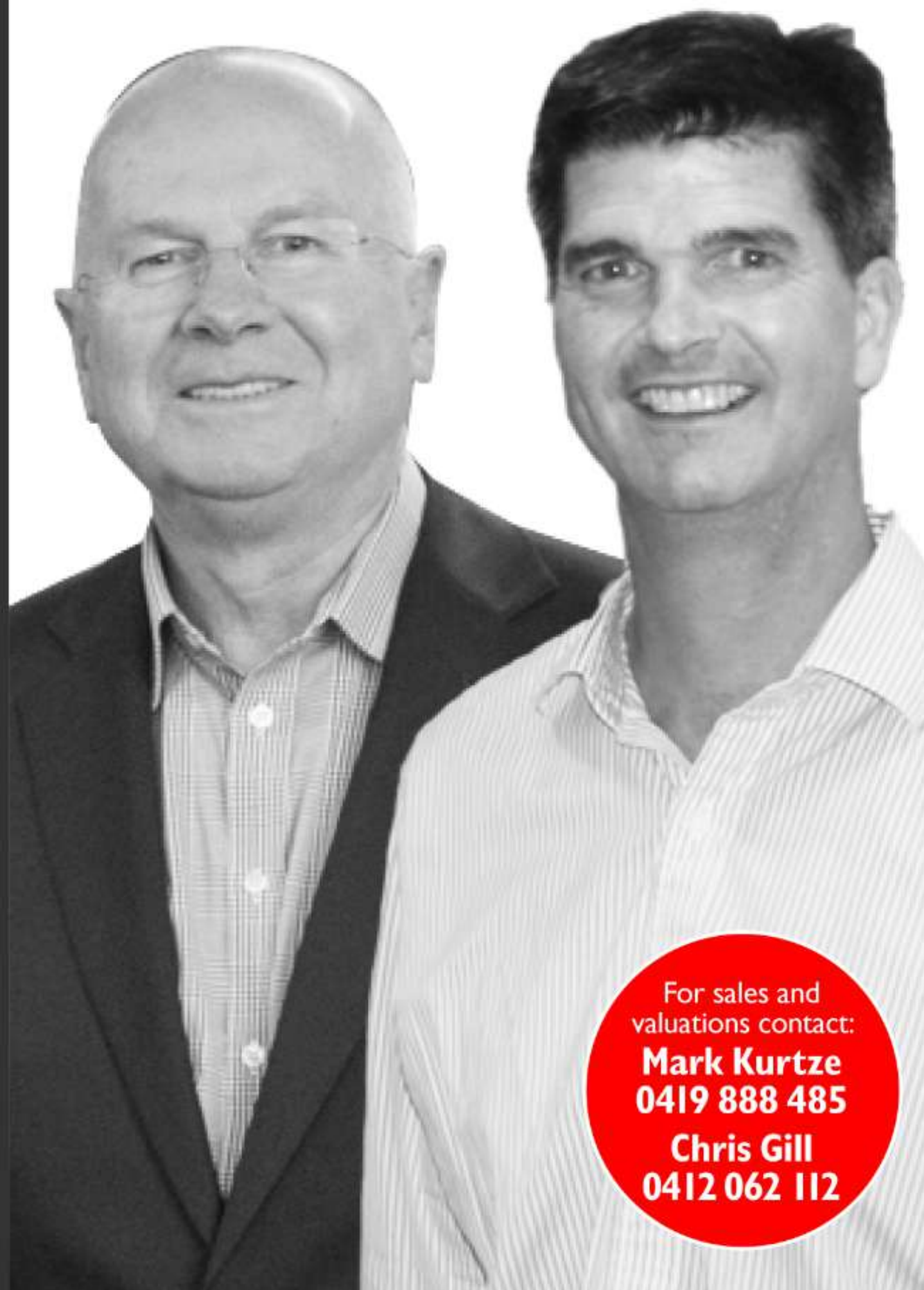
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