

GAVEL & GLASS

SEPTEMBER 2020

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



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The Society of Auctioneers and Appraisers (SA) Inc.

THE
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CHOICE OF
PROFESSIONALS



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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



Planning Act Seminar was held on Thursday 20th August at the Arkaba Hotel. We had 70 attendees. It went over extremely well and received a very good response from the audience. The introduction of the new act has now been delayed until 31st March 2021 so we will hold a further workshop in January/February next year.

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! Only \$99.00 for Golf Fees on course drinks, snacks and BBQ lunch – plus prizes on the day and a chance to win \$20,000 for a hole in 1 courtesy of Gordon Tonkin from Cowden Insurance.

Society AGM being held on Monday 21st September at the Arkaba Hotel from 5.00pm. Come and meet the new Board Members for 2020/2021 and join us after for a Drink after the meeting to socialise.

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



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

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Domain GOLDEN GAVEL LIVE 2021



NOMINATIONS OPEN NOW



For Real Estate

- Senior
- Rising Star

General

- Live Auction
- Catalogue Auction

Livestock

- Live Auction



The Domain Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, this will give our Auctioneers opportunities to showcase their skills in the prime selling time of Spring.



For further details visit our website

www.auctioneers.com.au

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UPCOMING EVENTS

2020 GOLF CLASSIC



FRIDAY 23RD OCTOBER

MOUNT OSMOND GOLF CLUB

Sponsored by Chris Gill †The Form 1 Company

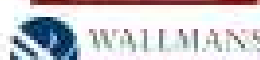


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Domain

KEY SPONSORS



ALSO SUPPORTED BY
†The Form 1 Company



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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, Weyville 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 AEN 82 885 149 245**
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 105 011 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

NEW DEVELOPMENT ACT

What Agents need to know

On Thursday the 20th of August 2020 the Society held a workshop to prepare Agents for the new Planning Legislation and Policy which is the largest overhaul of planning legislation in South Australia's history.

The Workshop was held to give Real Estate Agents and industry professionals a heads up as everyone needs to be aware of the changes and what it will mean for you and your clients. The session was presented **by Planning and Environment Law specialist Felicity Niemann partner at Wallman's Lawyers** who provided delegates with an overview of what the changes are and what to keep an eye on.

This included an overview of Development Assessment, E-Planning and access to information and the key changes to Planning Policy and knowing how to identify development opportunities for both Residential and Commercial land under the new streamlined system. The State Government are consolidating all 72 development plans into one single source document.

The Act changes will require amendments to the Form 1 and Society Trainer Chris Gill gave us an indication of what can be expected to change when the new act commences, together with any expected transition period likely to apply for searches and form 1's court in the cross over.



NEW DEVELOPMENT ACT

What Agents need to know

The workshop was extremely well received by the 70 delegates that attended.

When asked did you gain anything from the presentation, answers were:

- Yes, I now have a good understanding of the new system
- Absolutely! Essential knowledge and exciting changes for the State
- Yes, excellent portrayal of the new portals and sites that are available for us to ascertain the development opportunities of various sites
- Yes, exciting to know of the new planning information
- Yes, a great insight into the new online system
- Yes, thanks for explaining and demonstrating all the relevant websites

What did you like the most? answers were:

- Plain explanation, it was relevant and very concise
- I love the demonstration of the planning portals that can be utilised
- The presenters skills and knowledge was excellent
- Thanks for the handout with all the relevant notes
- Visual display of how to source the new tools and the explanation of the code was simply laid out
- Presented in an easy understanding way
- The workshop was well structured



What would you tell others the main benefit of this Workshop? answers were:

- Absolutely vital for our industry, thankyou!
- It gives a great early insight of what's coming in soon
- You have to know and understand these changes if you are a property professional



Felicity Niemann



Chris Gill

SOCIETY'S AUCTIONS

SOLD!



1 Welkin Street, WINDSOR GARDENS. Over 80 people in attendance, 12 registered bidders, 8 active and 28 bids in total. SOLD for \$802,000.

Agent: Paul Bateman

Auctioneer: Brett Roenfeldt



43 Myrtle Road, SEACLIFF. 11 registered bidders and a (socially distanced) crowd of 100 SOLD for \$1,325,000.

Agents: Matthew and Susan Martin

Auctioneer: John Morris



18 Johnson Street POORAKA Sold \$340,000, 12 Registered Bidders.

Take a look at this short video of the auction!

<https://www.youtube.com/watch?v=tEsU-Rj7p74>

Agents: Hamish Mill

Auctioneer: Hamish Mill

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SOCIETY'S AUCTIONS

SOLD!



64 Dover Terrace, LARGS NORTH, 6 registered bidders, 1 active bidder.
SOLD for \$380,800.

Agents: Vaughan Martin
Auctioneer: Brett Roenfeldt



12 Shelley Avenue,
NORTH PLYMPTON
SOLD for \$618,000.

Agents: Rod Smitheram
Auctioneer: Rod Smitheram



19 Aberfeldy Ave, EDWARDSTOWN
attracted 5 active bidders.
held by the original owners for 60 +
years and SOLD for \$480,000

Agents: Beverley & David Philpott
Auctioneer: Jonathon Moore



1910 villa in near original condition
on 4500m2 of land at
40 Old Carey Gully Rd, STIRLING
was sold for \$725,000.

Agents: Ian McSkimming
Auctioneer: Jonathon Moore

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SOCIETY'S AUCTIONS

SOLD!



ONLINE AUCTION - 2 Marty Grove, KLEMZIG SOLD for \$690,000 with 13 registered bidders.
Agents: Rachel Lawrie
Auctioneer: John Morris



Stefan Siciliano SOLD 10/20 Statenborough St, LEABROOK 5 hours after the auction was held over for \$287,500!
Agents: Stefan Siciliano
Auctioneer: John Morris



15 Turnbull Road, ENFIELD SOLD for \$706,000 with a staggering 30 registered bidders. Amazing result for the suburb!
Agents: Jann Wilksch
Auctioneer: John Morris



Ray White Goolwa had their first ever auction selling 9 Clayton Street, CLAYTON BAY for \$134,000 with 11 registered bidders.
Agents: Nathan Fry & Nici Goodwin
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



5 Stirling Street, THEBARTON,
Office/Warehouse of 410m2
offered with vacant possession
sold for \$905,000.

Agents: Matt King & Andrew Turner
Auctioneer: Jonathon Moore



18 Glengarry St WOODVILLE SOUTH
attracted over 15
registrations and the opening bid
smashed the reserve.

After a few minutes of aggressive
bidding it sold for \$953,000.

Agents: Larry Finis & Denis
Bajraktarevic
Auctioneer: Jonathon Moore



42 Shelley Avenue, FULHAM
GARDENS SOLD for \$692,000
with 3 bidders.

Agents: Anthony Fahey &
Samuel Parsons
Auctioneer: Jonathon Moore



1A Ryan Avenue, WOODVILLE WEST
sold for \$731,000 with 7 bidders.

Agents: Mark Bowden
Auctioneer: Jonathon Moore

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SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



John Morris



Paul Arnold



Peter Economou



Richard Thwaites



Tony Tagni



Jonathon Moore



Hamish Mill



Bronte Manuel



Anthony Demarco



Rod Smitheram



Matt Smith



Brett Roenfeldt



Nick Ploubidis



AJ Colman



Tim Thredgold



George
Kargiotis

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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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Property Management
Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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

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Sourcing Government funding is a specialty.

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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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RESIDENTIAL SALES AGENCY AGREEMENT

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

VENDOR Mr and Mrs Seller

E-mail 1

E-mail 2

ABN

Prices inc GST & are per annum

Sole Trader (1 user) - \$350

Small User (2 - 4 users) - \$990

Medium User (5 - 9 users) Licence - \$1,760

Large User (10+ users) licensing - \$2420

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

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PLEASE CONTACT

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Designed by Agents for Agents

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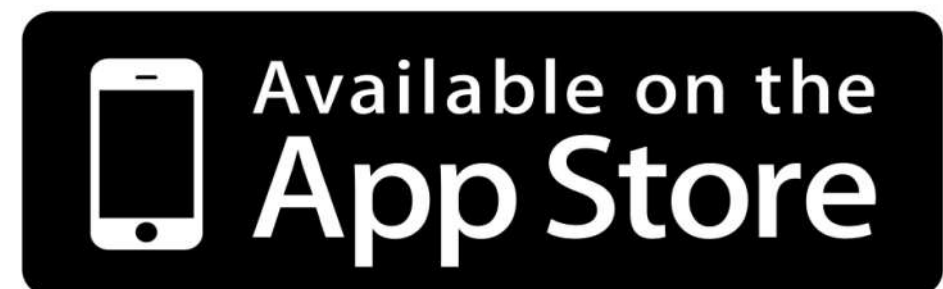
INSTANT UPDATE

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

LIST

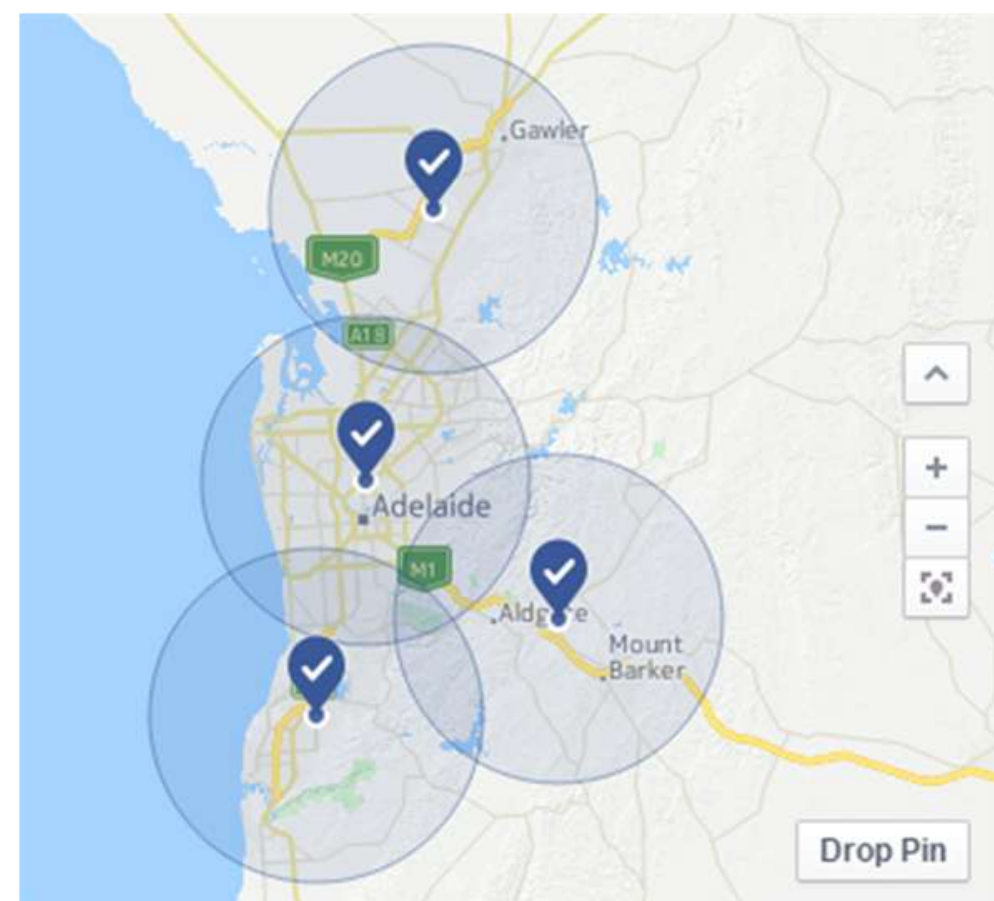
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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 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.

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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



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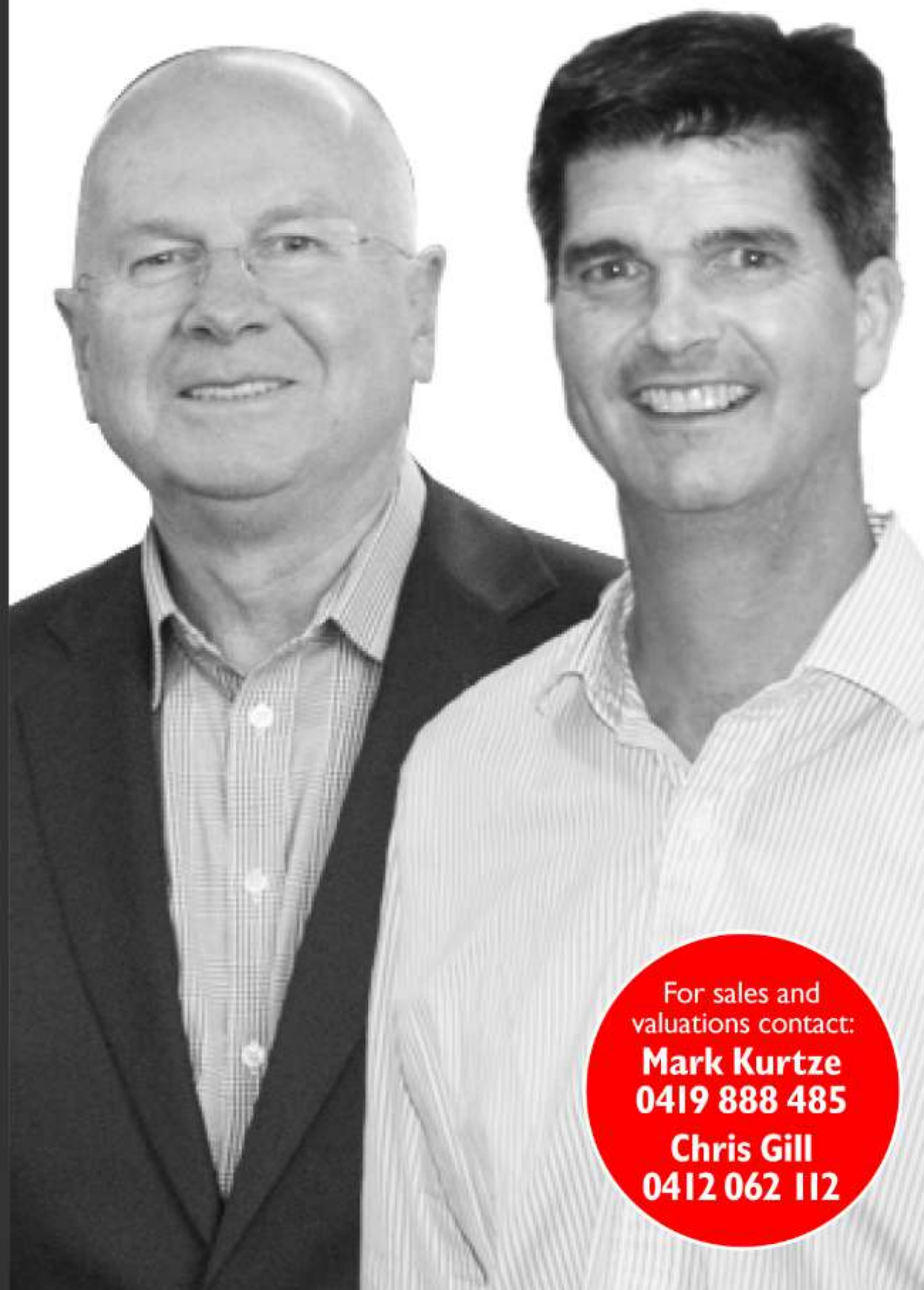
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