

GAVEL & GLASS

NOVEMBER 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



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– its your guarantee*

auctioneers.com.au

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THE BOARD

President



Andrew Monks

Vice President



John Morris

Board Members



Richard Ward



Sarah Bower



AJ Colman



Vincent Doran



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SOUTH AUSTRALIA

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2020 GOLF CLASSIC



Presidents Report



On behalf of the Society, I would like to thank all players and attendees who attended the 2020 Society Golf Classic at Mt Osmond Golf Club on Fri 23rd of October. The day kicked off perfectly with

beautiful golfing conditions and the players being greeted by the 2020 Porsche Carrera S and 2020 Porsche Macan GTS Coupe, kindly supplied by Adelaide Porsche Centre, which set the tone for another high calibre, fun and successful Society event.



With the weather supplying enjoyable conditions and the Mt Osmond course supplying stunning views all participants took to the course in great spirits and enjoyed the Ambrose Tournament, with a slight tweak to the rules when tackling the greens, making for some great competitive final round figures.

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2020 GOLF CLASSIC



Congratulations to the 3 top teams who were crowned at the end of the day back at the 19th hole and to all other winners in the raffle and across categories including best dressed female, male and team. Particular thanks goes to the event sponsors;

Major Sponsor Domain, The Form 1 Company and Chris Gill for arranging the day and assisting with all facets of the tournament. As well as to Gordon Tonking and Michelle Barnes from Cowden Insurance for their sponsorship of the \$20k hole in one competition and to Darren Read from Read Brothers Signs for their contributions on the day, Bowden Print Group, Wallmans Lawyers, duPlessis, and Estate and Downsizing Services.



We look forward to seeing you all back for the 2021 Society Golf Classic.

Andrew Monks M.S.A.A. President

andrewm@jcwilkinson.com.au | 0414 3403 99

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2020 GOLF CLASSIC



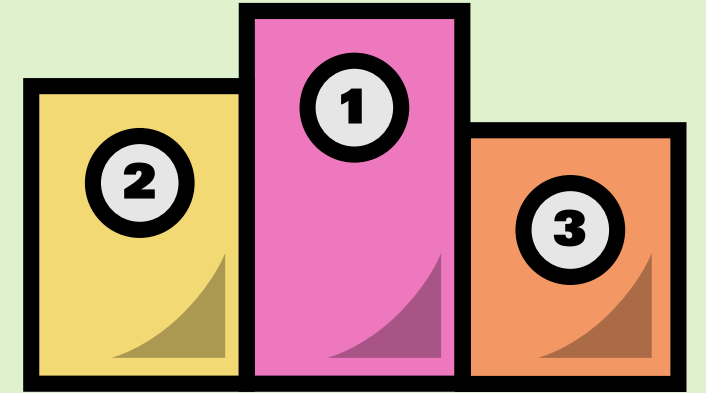
With a threat of up 25mls of rain and possible thunderstorms, the weather could not have been more favorable for the Society Annual Golf Classic, with not one drop of rain recorded for the day, gentle breezes although some threatening cloud formations added to the overall enjoyment of the day.



2020 GOLF CLASSIC



We had 17 teams, all arriving early for what turned out to be one of the best social events the Society has put on, prizes were:



- Moet Champagne – courtesy of Domain;
- 4x \$100 Personal Promotion Vouchers – courtesy of Bowden Group;
- 4x \$100 Food Vouchers for Palais at Semaphore and 4x \$50 Cibo Henley Beach Voucher – courtesy of Attilio Cavuoto;
- 4x \$100 Vouchers from The Food and Wine Group at one of their 8 high profile restaurants in Adelaide, including Shibui, Shoboso, Nido and Osteria Oggi – courtesy of our President Andrew Monks;
- \$100 Food and Beverage Voucher – courtesy of our favourite training venue The Hurley Hotel Group at The Arkaba Hotel;
- Sleeves and Sleeves of Golf Balls - courtesy of Chris Gill from The Form 1 Company;
- Bottles of Georg Jensen Champagne – courtesy of Andrew Monks;
- \$100 Voucher Paint Supplies – courtesy of Garry Johanson
- 4x \$100 Vouchers from Read Brothers Sign – courtesy of Darren Read
- Prizes for the raffle from Wallmans Lawyers including Picnic Rug, Outdoor Deck Chairs, and Keep Cups

2020 GOLF CLASSIC



Gordon Tonkin and Michelle Barnes from Cowden Insurance Group supervised the attempts for the \$20,000 prize if anyone was lucky enough to score a Hole in 1 on the 4th.



While Giovanna drove the drinks and snack car keeping the players well hydrated and making sure they didn't get hungry through the afternoon with drinks and snacks.



2020 GOLF CLASSIC



To add a bit of class to the day, the Porsche Center Adelaide from 280 Glen Osmond Rd, Fullarton, had two sensational cars on display for the players as they came back to the clubrooms at the end of the day.



We worked it out that if everyone got the Hole in 1 in the 4th, Cowden Insurance would be up for \$1,260,000. With Matt Scarce being closest to the pin on the 4th winning a \$100 voucher from the Palais Hotel but not able to sink the ball and winning the \$20,000. Peter Smith from the Philpott Real Estate Team won the prize for nearest on the pin 2nd Hole, Marz Harkotsikas was the closest to the pin on the 11th, then Dan Tsiavlis won the longest drive on the 6th and NAGA Award went to Amelia's Team winning golf balls and Society sold stickers.

2020 GOLF CLASSIC



Best Dressed Male went to the birthday boy Attilio Cavuoto, celebrating his 60th birthday and the crowd all joined in and sang the Happy Birthday song.

Little did we know at this stage, whose Team had won the day.



Best Dressed Female winning the Domain Moet Champagne was Bel Klemich.



2020 GOLF CLASSIC



Now for 3rd, 2nd, and 1st place going down in history in our 2020 Event, many remarked that they loved the opportunity to socialize and network seeing most of us have been locked up for the last 6 months following the covid restrictions.



3rd place outright went to Klemich Real Estate, Will Hudson, Sam Alexander, Will Fritge and Bel Klemich, with the score of 52.875.

2nd place went to our long time Sponsors Bowden Group, Sam Bowden, Patrick Buying, Randy Jones and Paul Grant, with the score of 51.875.



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2020 GOLF CLASSIC



1st and outright winners for the day with the prizes presented by Nick Katsaros from our Major Sponsors Domain, it couldn't be more fitting with the winner being Ray White Flinders Park 1, birthday boy Attilio Cavuoto, Scott Petherick, Maurice Dicheira and Joe Scriva, with the score of 50.375, winning the Trophy, \$100 voucher each to one of The Food and Wine Groups high profile restaurants, 4 exquisite Georg Jensen Champagne and a bottle each of 4 Mates Forever Cabernet Sauvignon, courtesy of Past President Peter Economou.



2020 GOLF CLASSIC



Overall its probably one of the best and enjoyable Golf Days that Society has ever had the pleasure of hosting, with an amicable group of players from all demographics from within our membership.

At the end of the day, we drew the raffle with the Picnic Rug going to Amelia Langhans, the Deck Chairs to Will Fridge, the Keep Cups to Paul Mayger, \$100 voucher from Paint Supplies, donated by Gary Johanson to Vince Mayo. And the boxes of golf balls, courtesy Chris Gill from The Form 1 Company to David Howatson, Attilio Cavuoto (didn't he do well at the day) and to Maurice Dicheira also from Ray White Flinders Park Team.



2020 GOLF CLASSIC



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2020 GOLF CLASSIC



Watch this space for next year, with Cowden Insurance and Read Brothers Signs, getting together with a sensational prize announcement for 2021.

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Livestock and General Auctioneers and Appraisers



The Covid pandemic has given rise to a great deal of innovation in the auction industry over recent months and General Auctions are not immune from this. General Auctions traditionally attract large numbers of onsite bidders and this can be a problem in terms of social distancing and crowd sizes.

It is very important for our members to remember to be compliant with the ever changing requirements in this area, including social tracing.

These requirements of course are very dynamic and can change on a weekly basis. Therefore, it is extremely important for our members to check Government websites regularly to ensure you are up to date with what is required at any time.

At Pickles Auctions in Adelaide, we have currently dispensed with traditional auctions and instead conduct our auctions totally on line with an auctioneer selling to a large number of internet bidders from our boardroom.

This is largely a new experience for our auctioneers as they basically conduct their auctions looking at two computer screens calling the bids as they come in on the computer.

We still describe each lot before we sell it and treat the auction as though we still had the crowd in front of us - it is sort of like doing an interactive talk back radio show where we “give away” a vehicle every 90 seconds.

Livestock and General Auctioneers and Appraisers

As our vehicle auctions regularly go for over three hours it is essential that we maintain our enthusiasm as auctioneers and not just read the numbers as they appear on the screen, because that would get very boring very quickly. There is still a lot of emotion in the purchasing decision at auction and we ensure our auctioneers maintain their enthusiasm as we encourage our buyers to keep bidding on vehicles. We still have “spotters” in the boardroom with the auctioneer to help re-create that true auction atmosphere - instead of calling when a hand goes up, they yell out when the next bid comes on the screen. It all seems to be working very well because we are currently experiencing the strongest sales in the Used Car market that I have ever experienced in my 30 year experience this area.

This has primarily been driven by a lack of supply of used vehicles nationally combined with extremely strong demand from trade buyers Australia wide. It has been amazing how quickly buyers have adapted to this change in how we conduct our auctions. The key to the confidence buyers show in the on line auction is accurate inspection reports and great photos of vehicles - we usually have in excess of twenty photos on our website of any vehicle.

If you have changed the way you conduct your auctions in your organisation, we would be very keen to hear what you are currently doing.



Richard Ward M.S.A.A.

0466 746 751 | richard.ward@pickles.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

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 12TH NOVEMBER 8AM for 8:30AM to 5:30PM

THURSDAY 19TH NOVEMBER 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

Meet the Board Drinks



MEET THE BOARD
WELCOME NEW MEMBERS
AND NETWORK ENJOY

FREE
EVENT

GRAB A DRINK & THE SOCIETY WILL PUT ON NIBBLES

THE ROBIN HOOD HOTEL

315 PORTRUSH ROAD, NORWOOD SA 5067

5TH
NOVEMBER
THURSDAY
5:30 PM

Please RSVP to Garry Topp
at 8372 7830 or
society@auctioneers.com.au



UPCOMING EVENTS

Christmas drinks



SAVE THE DATE

WEDNESDAY

DEC. 9 2020

5:00 FOR 5:30 PM

**MORE INFORMATION
COMING SOON!**



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Garage Sale Vs Live Auction Sale of Home Contents

AJ COLMAN Editorial Spring 2012 Edition

Selling your home contents, downsizing or packing up an Estate?
Confused about the best way to go about it?

A Garage Sale means you will attract buyers, early-bird dealers and eliminate transport costs and selling fees. However, will you achieve market value selling your goods at ticket prices? You can only sell it once.

A Live Auction Sale puts your items in front of Hundreds of buyers including enthusiastic dealers that compete for your items. Auctions that combine live bidding and online bidding can offer up to 400 buyers per sale. Auction fees and transport rates vary, and the most frequently asked question "which items are suitable for Live Auction?"

AJ Colman provides expert advice and practical assistance with the physical side of Estates to ensure you know which items are suitable to be auctioned and that you achieve true Market Value.

Phone Adrian direct on 0411 554 262 or visit www.ajcolman.com.au

Live Auction Sale - Online Marketing/Live Bidding

- Enthusiastic Dealers bid against each other

- True market value can be realized with 100's of buyers competing for your items.

WAGE SUBSIDIES FOR SOUTH AUSTRALIA BUSINESSES



ACADEMIC PAVILION *Registered Training Organisation*

What does the wage subsidy program mean for my business?

It can provide a wage subsidy for an employee of up to \$7,000 per quarter from 5 October 2020 until 30 September 2021.

Does the employee have to be permanent full time?

Yes, they have to be permanent. They can be permanent part time, at least 20 hours per week. If you've had a long-term casual, now could be the time to make them permanent.

What's involved?

The program is designed to boost apprenticeship and traineeship rates. You sign your employee up to a training program that will assist them and the business. They will participate in training of about a day a month.

What if my employees are already qualified?

They can do another course that could contribute to your business, such as a Certificate IV or Diploma in Leadership and Management.

I'm already on JobKeeper

JobKeeper is tapering off and is to end in March 2021. The wage subsidy will result in more money for your business; it goes until the end of September 2021.

Let's talk about numbers

You sign up a staff member to a training course, say Certificate III in Business or Certificate IV in Leadership and Management or Certificate IV in Real Estate Practice. The employer receives a wage subsidy of up to \$7,000 per quarter from 5 October 2020 until 30 September 2021. The business receives \$28,000. Depending on the course, there may be a training fee from the training organisation of up to \$8,000, leaving \$20,000.

Say your business enrolled 5 staff. Depending on their salaries, you could receive a wage subsidy of up to \$140,000 for the year, less any training fees (with Academic Pavilion, at the most, \$40,000), which would leave \$100,000. If you have a bigger business and enrol say 10 staff into traineeships, you could receive up to \$280,000 less training fees of \$80,000, so receiving \$200,000 to assist in the operation of your business.

Does it make a difference if I have a new entrant?

Yes, you as the employer will get an extra \$4,000 training incentive and your new staff member (new into your business within the last three months) will get an amount up to \$1,500 to help them for instance purchase a suit or meet other work expenses.

WAGE SUBSIDIES FOR SOUTH AUSTRALIA BUSINESSES

What to do?

Email us and we will put in motion arrangements for a formal training contract to be approved by the state training authority. Note that there are only 100,000 places available nationally for existing workers so it will be first come first served. Places for new entrants are not limited but they must be signed up within three months of commencing work.

About the training

We will provide your employee with learning resources and an assessment plan, all included in the course fee, if there is one. Your trainer will guide and help your employee to practice the skills that they need.

Recognition of Prior Learning

Those who have prior learning or current competencies in the field are encouraged to apply for Recognition of Prior Learning.

What if my employee withdraws part-way through?

We will issue you a statement of attainment for those units in which the employee has been assessed as competent and we will notify the relevant authorities.

About us

We offer competitive rates and we will assist you in any funding process.

We have funding contracts with state bodies.

We'll work with your employee to help them succeed. For example, as a Registered Training Organisation we can make reasonable adjustments for any disability, illness or injury and we will support them in language, literacy and/or numeracy needs.

Who are we?

Academic Pavilion is a Registered Training Organisation specialising in training and education in the property industry.

Our trainers are well respected and together we will work with you to ensure your employee's education and training needs are met.

We provide face to face training, depending on where you are located, and training by correspondence, using audio visual, zoom, telephone and email support to assist your staff to meet the competency standards in the course in which they have enrolled.

MEGAN TAMLIN, SA STATE MANAGER

M 0413 027 669

BRONNY EATHER, NSW STATE MANAGER

M 0428 681 239

LYN MELVILLE, CEO

M 0413 077 135

Ferngood Pty Ltd trading as

Academic Pavilion

5 Lae Ave EAST TAMWORTH NSW 2340

171 Halifax St ADELAIDE SA 5000

ABN 12010992766

Provider No 91421

M 041 3077 135

E academicpavilion@gmail.com

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SOCIETY'S AUCTIONS

SOLD!



7A Hawaii Court, West Lakes
Sold for \$1,300,000
Auctioneer: Anthony DeMarco



21 Turner St, Cowandilla
Sold for \$530,000
Auctioneer: Anthony DeMarco



5 Oakley St, Semaphore Park
Sold for \$617,000
Auctioneer: Anthony DeMarco



3 Day St, Paradise
22 registered bidders
Sold for \$705k
Agent: Stefan Siciliano
Auctioneer: John Morris

SOCIETY'S AUCTIONS

SOLD!



13 Rushworth Ave, Brooklyn Park
2 bidders
Sold - price undisclosed
Agent: Andrew Baldino
Auctioneer: John Morris



43 Carlyon Rd, Monash
Sold for \$521k
Agent: Karen Nash
Auctioneer: John Morris



2 Murray St, Prospect
4 bidders
Sold for \$528k
Agent: Stefan Siciliano
Auctioneer: John Morris



28 Wells st, Stepney
9 bidders
Sold for \$885k
Agent: Ryan Stapleton
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



24 Grenada Ave, Ingle Farm
4 bidders
Sold for \$350k
Agent: Andrew Baldino
Auctioneer: John Morris



8 Nurrowin Ave, Ingle Farm
23 bidders
Sold for \$397k
Agent: Ryan Stapleton
Auctioneer: John Morris



29 Peterhead Street, Largs Bay
6 registered bidders
Sold for \$498K
The highest result achieved for a 2 bedroom property in Largs Bay.
Agent: Liz Miles
Auctioneer: Anthony DeMarco



12 Bridgeford St, Greenacres.
a whopping 25 registered bidders with 7 of them fighting it out to the end result of \$596K
Agent: Stefan Siciliano
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



3 Seville Ave, Gulfview Heights.
11 Registered bidders, very competitive bidding
Sold for a great price that the executors wanted to keep as low profile as possible.
Agent: Rachel Lawrie
Auctioneer: John Morris



39 & 41 Glenburnie Tce, Plympton.
14 registered bidders
battling it out for a fantastic outcome of \$940K
Agent: Scott Robinson
Auctioneer: John Morris



39 Ballville St, Prospect.
8 registered bidders, 1 of which was extremely determined to get it and constantly and immediately outbid anyone who tried outbidding her.
Sold for \$722K
Agent: Stefan Siciliano
Auctioneer: John Morris



71 Mayfield Tce, Hectorville.
2 registered bidders, only 1 active. Intense negotiations throughout the day, eventually signed the contract 6 hours after the auction start time for \$385K.
Agent: Nik Ilic
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



4/24 Chatsworth Grove, Toorak Gardens
Sold at auction \$370,000
Auctioneer: Hamish Mill



62 Ferrers St, Mt Gambier
Sold for \$434,000
5 Bidders
Agent: Sarah Barney
Auctioneer: John Morris



8/14 Kennedy St. St Agnes
Sold for \$387,000
7 Bidders
Agent: Tristian Kennedy
Auctioneer: John Morris



78 Bonython Ave. Novar Gardens
Sold for \$675,000
8 Bidders
Agent: Scott Robinson
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



7 & 9 Labrador St. Campbelltown
Sold for \$1,160,000 combined
13 Bidders
Agent: Nick Roma
Auctioneer: John Morris



6A Woodbrook Ave. Modbury
Heights
Sold for \$685,000
7 Bidders
Agent: Stefan Siciliano
Auctioneer: John Morris



11 Rosemary Drive, Modbury North
Sold for \$481,000
19 Bidders
Agent: Mohit Gupta
Auctioneer: John Morris

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



John Morris



Jarrod Tagni



Geoff Schell



Tony Tagni



Rod Smitheram



Tim Thredgold



Jonathon Moore



Troy Tyndall



AJ Colman



Peter Economou



Bronte Manuel



Brett Roenfeldt



Paul Arnold



Richard Thwaites



Hamish Mill



Anthony DeMarco



Matt Smith



Nick Ploubidis



George Kargiotis

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).

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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
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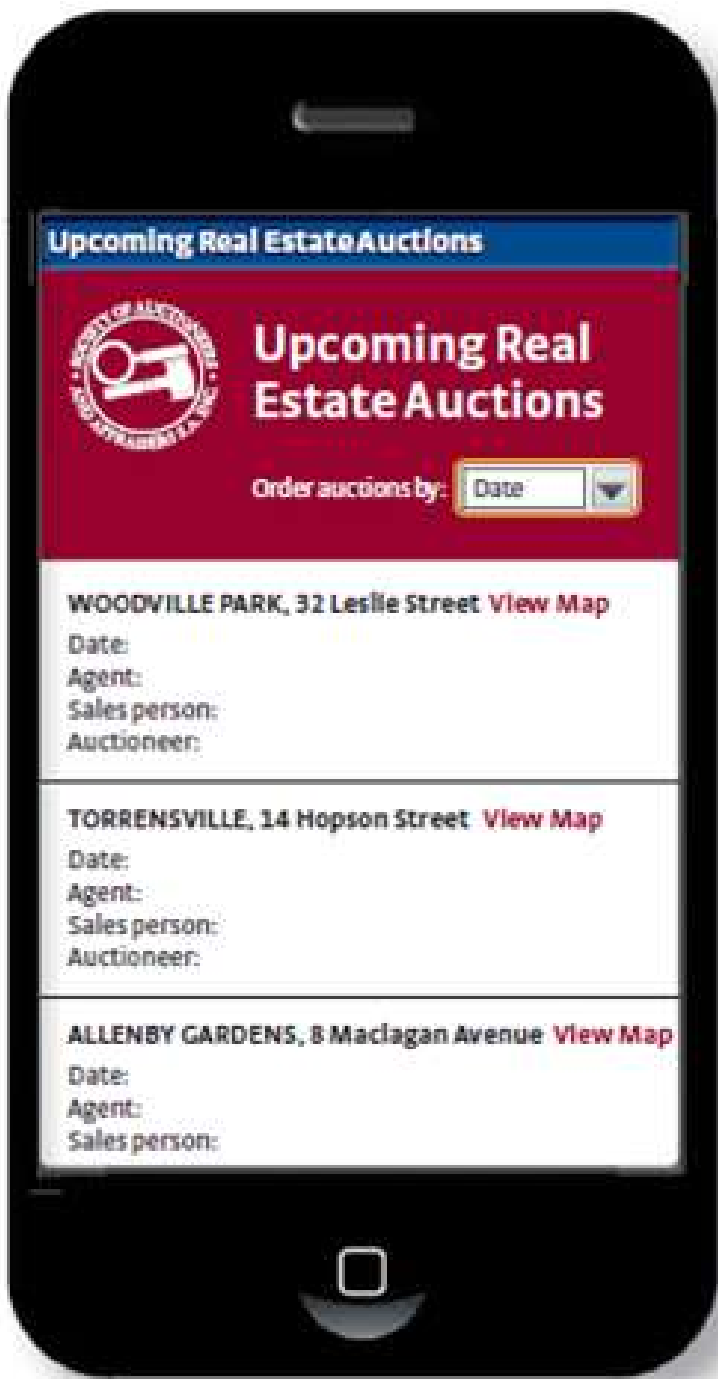
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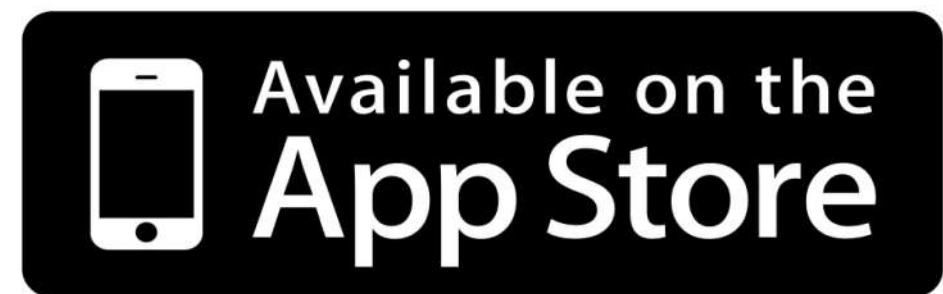
INSTANT UPDATE

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

LIST

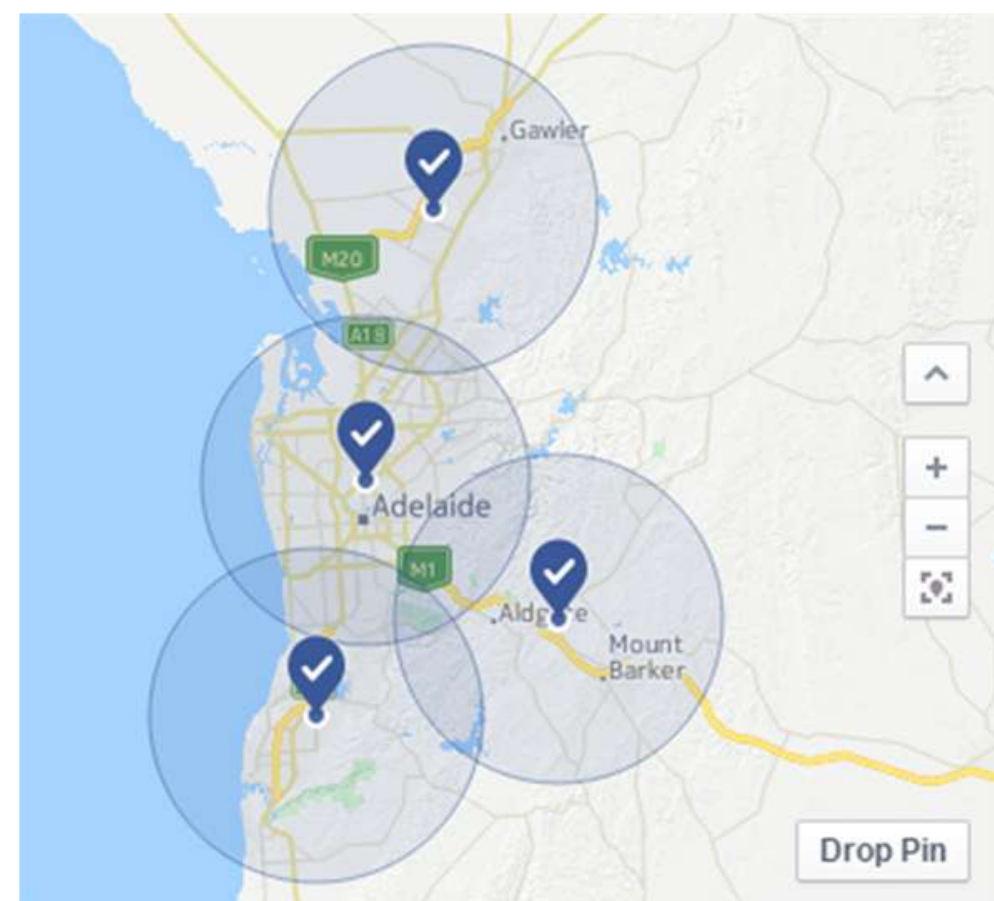
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For Form 1 preparation please contact Chris Gill on 7221 4908

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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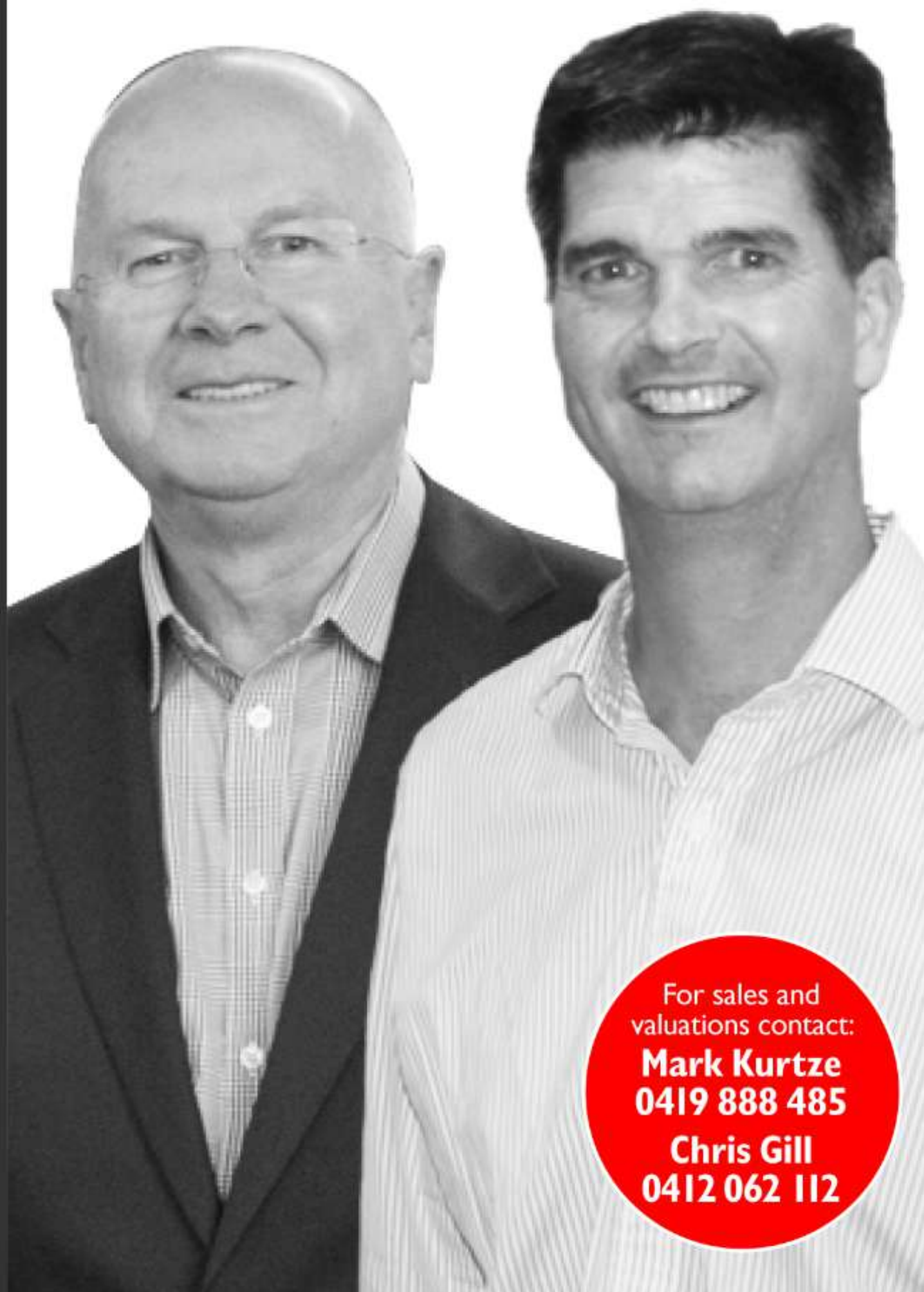
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