

GAVEL & GLASS

MARCH 2021

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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THE BOARD Board Members

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Andrew Monks

Vice President



John Morris



Richard Ward



Sarah Bower



AJ Colman



Vincent Doran



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SOUTH AUSTRALIA

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Domain GOLDEN GAVEL LIVE 2021



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, you can put in as many entries as you like - we will judge the last entry uploaded unless you advise us which Auction you would like judged.



For further details visit our website

www.auctioneers.com.au

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President's Report



February has seen the continued success of auctions across Real Estate, Livestock and General with the Society of Auctioneers and Appraisers members driving superb results for their vendors when selling via auction.

On behalf of the Society, the CEO and Board I thank all members who have nominated for the 2021 Domain Golden Gavel across General, Livestock, Senior Real Estate and Rising Star. We have had an excellent response and will have another well represented and competitive competition across all disciplines this year.

Judging will take place, Rising Star on 5th May, Senior Real Estate on 7th May, Livestock and General on 13th May. Winners to be presented their awards at the 2021 Domain Golden Gavel Awards Night at Plant 4 Bowden – Thursday 27th May at 6 pm.

Throughout February we held training and information events including:

Property Management (Rachel Coulter), Auctioneers under the Pump (Brett Roenfeldt and Chris Gill), Dispel the Myths - Agency and pricing (Chris Gill) and 2 Day Auction Academy (Brett Roenfeldt).

All were well attended with excellent feedback received from members across all events. We sincerely thank the presenters Rachel Coulter, Chris Gill, Brett Roenfeldt for their contributions to the Society and these sessions.

If you missed out on these events be sure to check the calendar for upcoming events, so you don't miss out next time.

Upcoming events: Planning, Development and Infrastructure – presented by Chris Gill and Felicity Niemann (11th March), Workplace Relations – presented by Arvin Bisbal (18th March) and Agency Sales – presented by Wayne John (15th April).

If you have any comments or feedback please feel free to contact me personally or if the Society can provide you with assistance or clarification on all things auction and appraisal please contact the office.

Andrew Monks M.S.A.A
andrewm@jcwilkinson.com.au | 0414 340 399

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Social Events, Media, Networking & Technology

Sarah Bower and Vincent Doran



We have been busy planning the year ahead. Our next social function will be networking drinks at the Marion Hotel on Thursday the 25th of March.

This is a great follow on for us all to catch up and discuss the new Development Plan changes that come into effect on Wednesday the 19th of March. If you've not booked for The Society's training on day 11th of March regarding these changes and how they will affect the real estate industry - make sure you do. This is vital information and key knowledge to have if you work in the industry.

The D-Day training session is being held on Thursday 11th of March at the Arkaba Hotel, with the great Felicity Niemann and Chris Gill hosting the event. We cannot stress enough how important your attendance is!

The first day of the two-day Auction Academy was a great success with the final day of the course taking place on Friday 5th of March. This is the last of the Auction course before the legislation changes and the requirements for training increase - so credit to those who are currently participating for jumping before the change!

The Domain Golden Gavel is well underway online with plenty of great auctions being posted by our members. The Domain Golden Gavel Rising Star is happening on the 5th of May. Registrations closed on the 28th of February, we've got some great candidates entering this year - it's shaping up to be a great bash.

If you're not following The Society as yet on social media - jump on your phone right now and follow us on Instagram @societyofauctioneersappraisers and follow us on Facebook and LinkedIn. This way you can keep in the loop with all of our events and be kept abreast of important industry information.

Vincent Doran M.S.A.A

vincent.doran@toop.com.au | 0466 229 880

Sarah Bower M.S.A.A

sarah@klemich.com.au | 0403 144 401

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UPCOMING EVENTS

PLANNING, DEVELOPMENT AND INFRASTRUCTURE ACT

WHAT AGENTS WILL NEED TO KNOW
PRESENTED BY FELICITY NIEMANN | WALLMANS LAWYERS

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

"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 commences on 19th March 2021. The Planning, Development and Infrastructure Act 2016 will then be fully implemented. 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 it means for you. 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. 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) degree from the University of Adelaide and a Graduate Diploma in Legal Practice.



Chris Gill

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

9.00am for 9.30am start until 11.00am
Thursday 11th March 2021
Arkaba Hotel | 150 Glen Osmond Road,
FULLARTON
Members \$44.00 each (groups of 3 or more from the same office \$33.00 each)
Bookings by: Wednesday 3rd March 2021

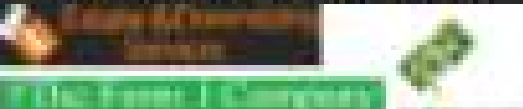
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Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____

[Click here to download/print the brochure](#)

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UPCOMING EVENTS

WORKPLACE RELATIONS SEMINAR

PRESENTED BY ARVIN BISBAL
STRATEGIES TO MANAGE EMPLOYMENT CONDITIONS
IN REAL ESTATE AGENCIES



Arvin Bisbal

Arvin, through her business Workplace Partners, has advised and represented various real estate industry employers throughout Australia, from small to large agencies and franchise groups. She is a trusted workplace relations advisor to the real estate industry and has successfully represented the industry and individual employers before the Fair Work Commission and Industrial Court.

Armed with a Bachelor Degree in Law and Legal Practice, and Management (Human Resources), and over 15 years' experience in human resources and industrial relations, she has advised, guided and represented real estate employers, and has an intimate knowledge of the workings of a real estate agency.

Her knowledge and experience in delivering solutions specific to the real estate industry makes her one of the most sought after workplace relations consultant in South Australia and the Northern Territory.

Learn strategies you can adopt into your business to manage your workforce and cashflow whilst remaining fully compliant with the Real Estate Industry Award 2020 and Fair Work Act.

This session is designed to provide you with the strategies and information you can adopt to manage your workforce and comply with the modern awards.

Learn strategies to keep Sales Consultants Employed after JobKeeper ends.

The session will cover:

- Employment categories (Full time, Part-time, Casual) – determine which option is the best for each role and your business needs;
- Establishing Key Performance Indicators;
- Commission-only arrangements;
- Debit / Credit commission arrangements.

[Click here to download/print the brochure](#)

Who should attend?

This information session is designed for Business Owners, Managers, Supervisors, Payroll and Human Resources staff.

What you get?

All participants will receive an information folder for the session.

WHILE STILL COMPLYING WITH THE REAL ESTATE INDUSTRY AWARD & FAIR WORK ACT

Date: Thursday 18th March 2021
Time: 8.00am for 8.30am start until 11.00am
Price: \$66.00 per person or (3 or more from the same office \$55.00)
Where: Arkaba Hotel | 150 Glen Osmond Road, Fullarton SA
Please RSVP by Wednesday 10th March 2021
Online Booking: <https://bit.ly/35qmLGL>

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Names Attending _____

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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.

[Click here to download/print the brochure](#)



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 15TH APRIL 2021

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 7th April 2021

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.

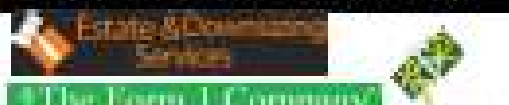
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UPCOMING EVENTS

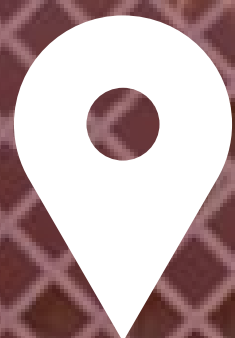
SAVE THE DATE



SOCIETY'S 40TH BIRTHDAY CELEBRATION



Friday 3rd December 2021



Lunch at The Mayfair

Gavel & Glass

My first auction...

On Sunday 20th February, at 1 Boucaut Street, Glen Osmond, Sarah Bower, a Society Board Member, conducted her first auction.

“It was a challenge first auction, a great crowd were present and I had huge support from Matt Smtih, family, friends and neighbours.

I found very enjoying the experience and looking forward to my next one.” – Sarah Bower.



Society CEO, Garry Topp was there and was suitably impressed with the auction performance.

No one would have known it was Sarah's first Auction – She didn't miss a beat and her property description and lifestyle benefits were very creative!

Well done,
Congratulations Sarah!



Sarah Bower M.S.A.A
sarah@klemich.com.au | 0403 144 401

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Property Management Workshop

Growing the rent roll

On Thursday 4th February 2021, Rachel Coulter presented Property Management Workshop, Listing success and growing the rent roll with suggestions including use of apps, websites and media sources, with some great ideas with the use of videos and some hard truths and how to stand out in an Appraisal.

A video presentation was highlighted to utilise in an Appraisal presentation as part of the 5 points of touch. There were many out of the box suggestions including partnering with businesses with-in the area and how to add value to Landlords with investment opportunities, links to service providers, making improvements to maximize the rent value and how and when to put the rent up as a result.

There were many ways to use technology to stand out from your competition with first-class professional photography and virtual inspections, gaining a huge impact online.

Rachel impressed upon the participants the necessity of knowing your listing ratio to find the target market and demographic, with some fantastic ideas of how to market to your database. The delegates were put into groups to brainstorm on coming up with partners to enhance the Landlord experience.



Property Management Workshop

Growing the rent roll

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

- Very informative;
- A lot of information given of what I should be doing;
- It gave me ideas to introduce into the business and how to update existing instructions;
- I'm new to property management so happy to learn from more experienced people.

When asked what you gained the most, answers were:

- Rachel is a great presenter, very informative;
- Great new ideas;
- It has given me confidence;
- Quite interactive;
- Suggestions from the other participants and the different opinions were great;
- I loved the information about marketing videos.

What would you tell others as the main benefits of this workshop? Answers were:

- Remembering what is important within my business;
- Rachel was great, thank you;
- A great way to meet other people in the industry;
- To see other people's points;
- You can learn all the time;
- The session was very informative and to the point.

We will hold another Property Management Workshop late in the year, the invitation will be sent in due course.



**Garry Topp F.S.A.A (Life)
CEO**

Gavel & Glass

Auctioneers Under the Pump Workshop

Auctioneers under the pump is a new initiative of the Society of Auctioneers and Appraisers (SA) Inc. and address challenges auctioneers are facing on a daily basis. We held the workshop at the Arkaba Hotel on the 11th February at 4:00 pm with drinks afterwards for the participants. The panel consisted of Brett Roenfeldt who is a nationally accredited trainer and has personally conducted 20,000 auctions in South Australia of residential, commercial, industrial, farming, vineyards and retail. Brett has an intricate knowledge of real estate auctions and the pitfalls and traps that can be there for unwary auctioneers.

Chris Gill has been a Conveyancer for over 30 years, both in private practice and 21 years with courser's Lawyers. Chris changed his focus from conveyancing to concentrate on Form 1's in 2013 due to the demand for Form 1 outsourcing. Chris co-authored the Society's documentation in 1995. Chris is a Board Adviser to the Society of Auctioneers and Appraisers and provides members with property advice and on contract issues and he has an intricate knowledge of the real estate legislation in South Australia.

We covered a set of 30 difficult questions that can arise during an auction and discussed the various ways to handle the situation and answer the questions.

Examples are: If you find out there is an encroachment at the last minute, how do you handle it and do you have to issue a new Form 1, ten days before settlement?

There was also intense discussion on the need to disclose a violent death at the property to prospective buyers, while there is legislation in NSW requiring disclosure, in SA there is no question in Form 1 so you would seek instructions from the Vendor or Vendor's lawyer as to what to do in this situation.

With council searches, it is evident that councils only disclose approvals with ongoing conditions, therefore an on-site examination of the property should be held in conjunction with the vendor questionnaire.

We discussed bank guarantees and deposit bonds as deposit and GST issues what it was noted that zoning has not bearing what is so ever on the GST status and just because the property is residential does not necessary means that there is no GST as a residential property can have a commercial usage where GST is applicable e.g. a huge home with multiple bedrooms, being previously used as a nursing home.



Auctioneers Under the Pump Workshop



The workshop got everyone thinking and created a buoyant discussion on many of the issues and was very well received by the delegates.

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

- Reinforce my understanding of procedures;
- It was extremely helpful;
- The online bidding segment was very helpful;

When asked what did you like the most, answers were:

- The interaction and knowledge of the presenters' Brett Roenfeldt and Chris Gill;

And when asked what would you tell others as the main benefit of this workshop, the answers were:

- You will benefit greatly from such experience presenters;
- You should have been here!
- If you have an interest in having a subsequent session, in an interactive Q+A workshop please let us know and we will book another one later in the year.

PS: remember if you get a question in an auction that you can't answer, you can pause the auction, go inside and seek advice, there is nothing that compels you to press on regardless, especially if there is an issue that may prevent some buyers from bidding or could have legal ramifications.

Auctioneers, remember, it is a requirement of legislation to say the standard conditions of auction apply to the action as binding and contractual conditions and you must announce the buyer's number each time you take a bid.

Garry Topp F.S.A.A (Life)
CEO

Gavel & Glass

Dispel the Myths Workshop

Chris Gill conducted a pricing compliance workshop on Thursday 18th February in a Q+A format which instigated much interaction with the audience, it is good to be reminded of agency responsibilities and both state and federal legislation.

Chris reinforced the necessity to keep records of interaction with clients and to make file notes of all conversations which will prove invaluable if you ever end up in Court. With Agents estimate of price, you must-have details on file detailing how you arrived at the price and when providing recent sales to prospective buyers you must give all sales, you can't cherry-pick. We discussed at length the PMAP and acknowledged that the current legislation forces the agent to overquoad which we hope can be addressed with the next review of the legislation.

When asked, did you gain anything from this presentation:

- Yes, for auctions best practice no guide;
- Timely refresh on compliance;
- Yes, very informative;
- Great to have a handout of the PowerPoint;
- I learned a lot regarding form 1's;

What did you like the most?

- Good and concise;
- Great knowledge of topics by presenter;
- Participant interaction;
- PMAP;
- I loved everything;
- Everyone should attend this presentation on a regular basis.



**Garry Topp F.S.A.A (Life)
CEO**

Gavel & Glass

REMEMBER WHEN...



**Golden
Gavel 2001**

**Golden
Gavel 2003**



SOCIETY'S AUCTIONS

SOLD!



5 Holland Avenue, Grange
SOLD for \$282,000
Agent: Nick Beneke
Auctioneer: Rod Smitheram



3 Kimber Court, Salisbury
SOLD for \$570,000
Agent: Paul Arnold
Auctioneer: Paul Arnold



7 Everard Street, Glen Osmond
SOLD for \$1,050,000
Agent: Sadie White
Auctioneer: David Smallacombe



25 Audley Avenue, Prospect
SOLD for \$1,135,000
Agent: Hamish Mill
Auctioneer: Hamish Mill

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SOCIETY'S AUCTIONS

SOLD!



12 Truscott Ave, Seacombe Heights
SOLD for \$552,000
Agent: Sharon Gray
Auctioneer: Sharon Gray



8a Springfield Avenue, Athelstone
SOLD for \$575,000
Agent: Paul Arnold
Auctioneer: Paul Arnold



12 High Street, Burnside
SOLD for \$1,275,000
Agent: Brandon Pilgrim
Auctioneer: George Kargiotis



17 North Street, Frewville
SOLD for \$945,000
Agent: Andrew Welch
Auctioneer: Richard Thwaites

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SOCIETY'S AUCTIONS

SOLD!



97 Marian Road, Firle
SOLD for \$870,000
Agent: Nick Ploubidis
Auctioneer: Nick Ploubidis



4 Pier Street, Glenelg South
SOLD for \$1,840,000
Agent: Jo Nykiel
Auctioneer: AJ Colman



20 Crace Road, Fulham
SOLD for \$1,852,000
Agent: Laz Ouslinis
Auctioneer: Brett Roenfeldt



35 Duncan Avenue, Park Holme
SOLD for \$668,000
Agent: Joe Maiorana
Auctioneer: Jarrod Tagni

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SOCIETY'S AUCTIONS

SOLD!



5-7 Day Ave, Broadview
SOLD for \$1,075,000
Agent: Stefan Siciliano
Auctioneer: John Morris



35 Frederick St, Glengowrie
SOLD for \$1,027,000
Agent: Craig Ellis
Auctioneer: Jonathon Moore



428 Salisbury Highway, Parafield
Gardens
SOLD for \$906,000
Agent: Andrew Harvey
Auctioneer: Brett Roenfeldt



25 Strathcona Avenue, Panorama
SOLD for \$715,000
Agent: Matt Glibin
Auctioneer: AJ Colman

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SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



Peter Economou



Richard Thwaites



Anthony DeMarco

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Matt Smith



Nick Ploubidis



David Smallacombe



Paul Arnold



Hamish Mill



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray

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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Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses.



Certificate IV (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

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

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.

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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

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- Pre-determined Special Conditions included; copy and paste into Contacts
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PLEASE CONTACT

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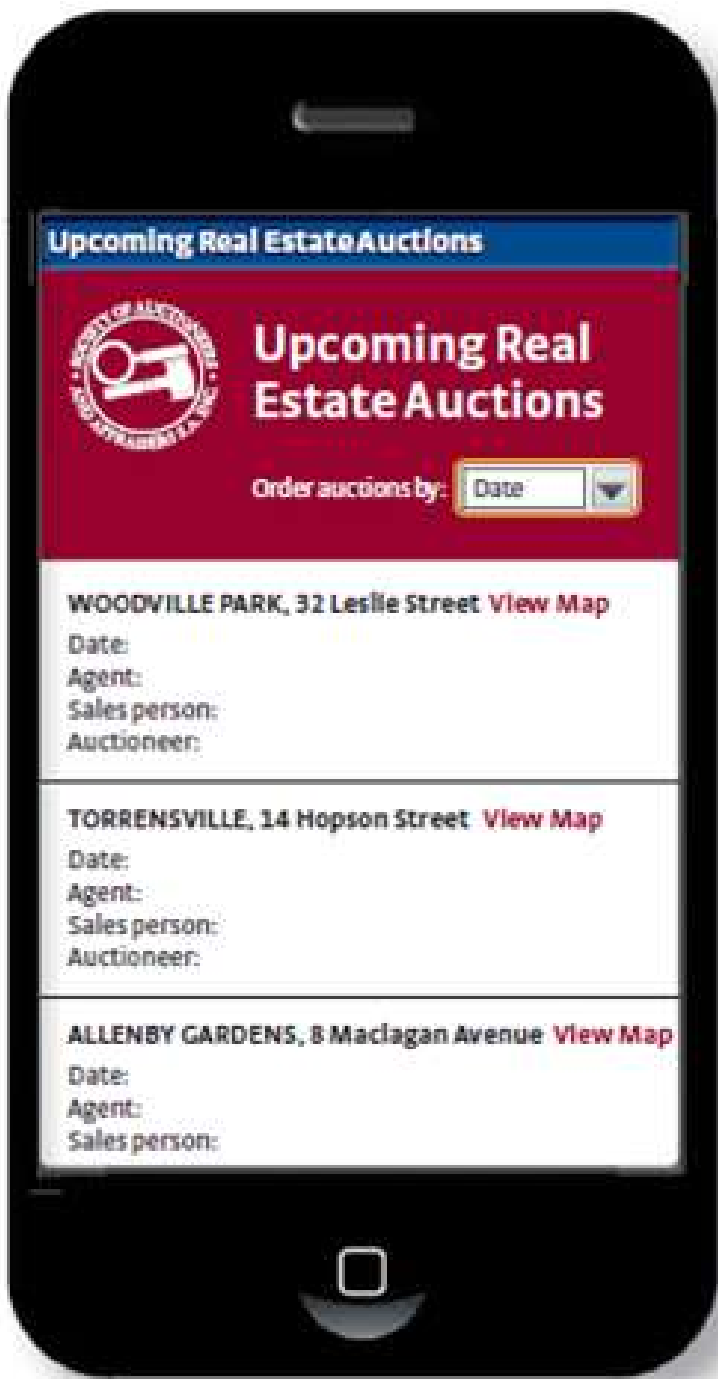
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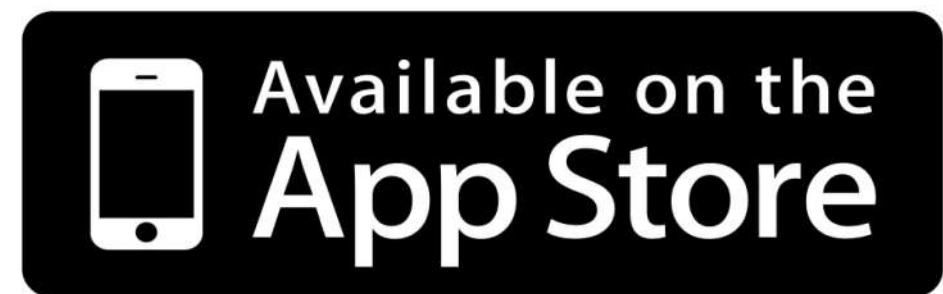
INSTANT UPDATE

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

LIST

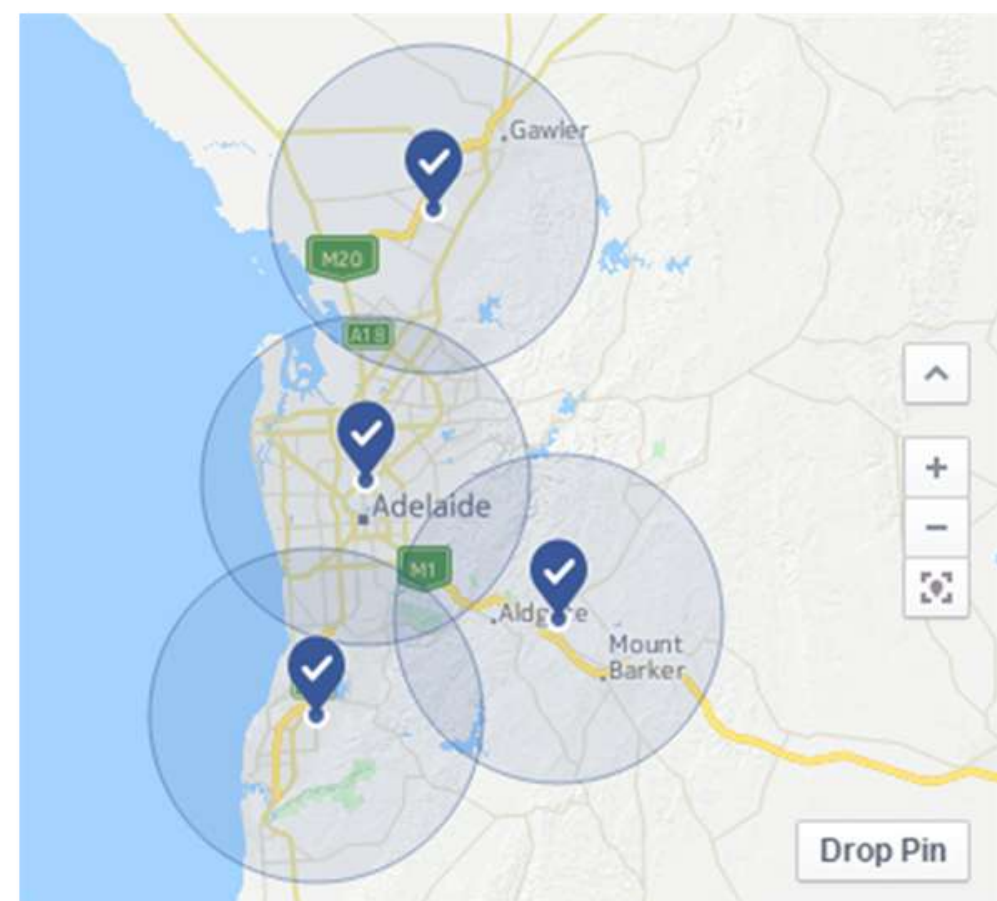
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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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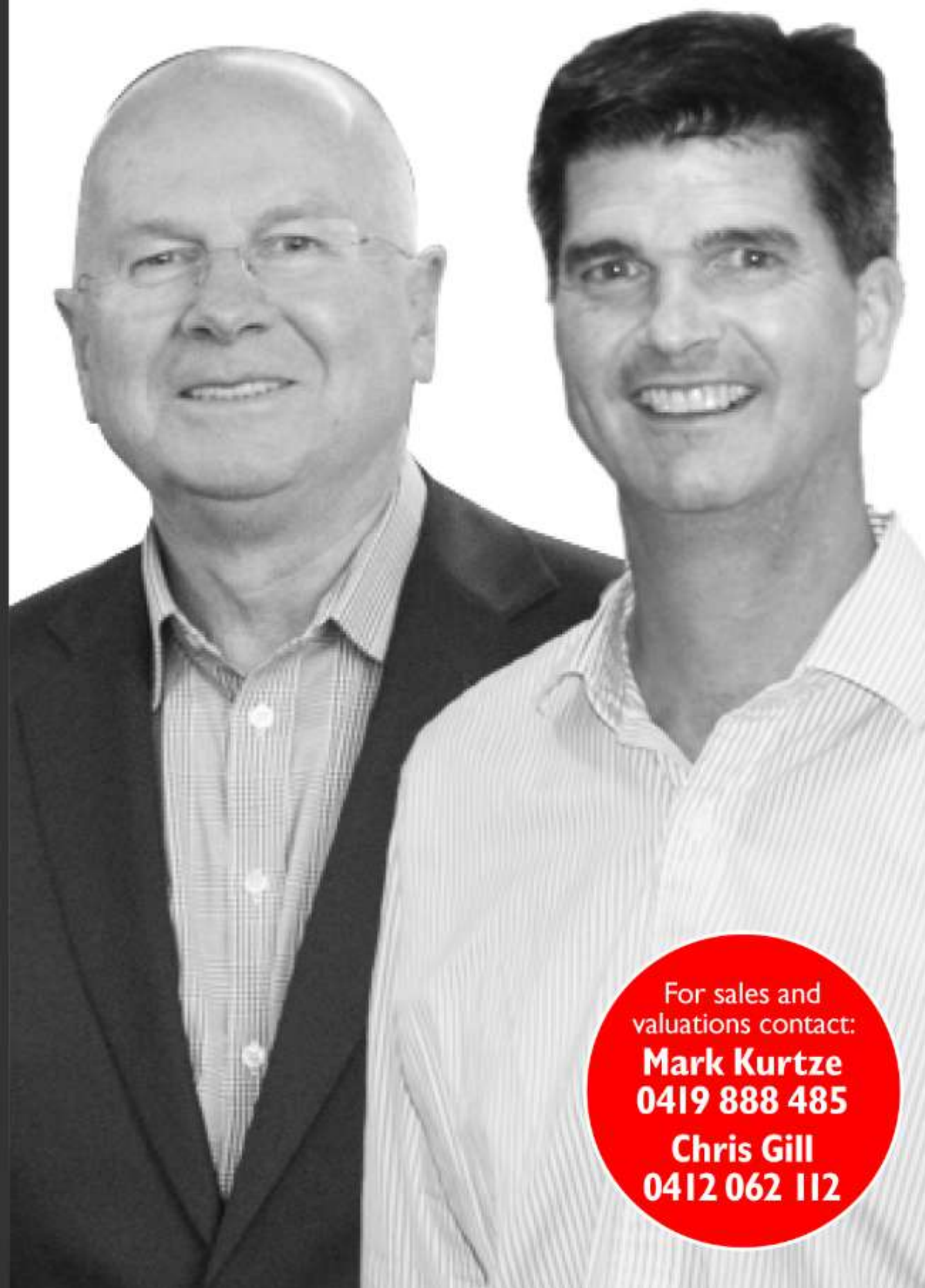
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