

GAVEL & GLASS

MAY 2021

"The Society"

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*

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THE BOARD Board Members

President



Andrew Monks

Vice President



John Morris



Richard Ward



Sarah Bower



Anthony DeMarco



Vincent Doran



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SOUTH AUSTRALIA

Gavel & Glass

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



GOLDEN GAVEL LIVE 2021

For Real Estate

- Senior
- Rising Star

General

- Live Auction
- Catalogue Auction

Livestock

- Live Auction



'The Society' Golden Gavel Awards & Cocktail night promises to be a wonderful event that no member should miss - as well as another great opportunity to catch up and network with all members.

When: Thursday 17th May

Time: 5:30 PM for 6:00 PM start

Where: Plant 4 Bowden - 5 Third St, Bowden SA 5008

If you are interested in participating, please fill in the brochure (page 9) and send it back to us, by post or email.



For further details visit our website

www.auctioneers.com.au

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'The Society' Golden Gavel Live Awards 2021

FACEBOOK MOST LIKED AUCTIONEER



"The Society"
Golden Gavel Live
Awards 2021

Please support our Facebook campaign and promote Auctions by liking your favourite Auctioneer on Facebook.

The Auctioneer with the most likes on their auction video on 'The Society' Golden Gavel Live page will be recognised at the Awards as 'Facebook's most liked Auctioneer'.

'The Society' Golden Gavel Live Awards will be shaken up and held differently this year – at the trendy new Plant 4 Bowden.

The cost is \$44 each for awards and cocktail food; bar at cost.

Please remember to book online for the awards: <http://bit.ly/3s1aMYH>

I hope to see you there at 5:30pm on Thursday 27th May – together we will celebrate 29 years of the longest running auction competition in the Southern Hemisphere!

Search 'The Society' Golden Gavel Live 2021 to vote for your favourite auctioneer today!

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

CEO - society@auctioneers.com.au | 0427 667 112

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President's Report



A big month in the calendar of the Society of Auctioneers & Appraisers coming up for May with many exciting events in line with the Golden Gavel of 2021.

We encourage members to come to the Heats of the Rising Star at The Arkaba Hotel on 5th May, Wednesday at 9:00 AM.

We will also have the judging taking place of the Senior Real Estate as well as General & Livestock Auctioneers as part of the Golden Gavel Live Awards night at Plant 4 Bowden on Thursday 27th May at 5:30 PM.

Remember to follow our Facebook Event Page "The Society Golden Gavel Live 2021" and give your favorite auctioneer a LIKE on their performance.

The Golden Gavel Awards & Cocktail night promises to be a wonderful event that no member should miss - as well as another great opportunity to catch up and network with all members.

Auction again continues to prove with great results coming in all quarters across Real Estate, General, and Livestock with markets remaining strong and investments coming from various sectors and areas.

Please ensure you update your calendars for any other events and training that are coming up as it will be a great benefit for all members to attend.

We are pleased to announce we have now engaged three new sponsors being :

- **Eight at the Gate - a wonderful winery and winemaker based down in Wrattobully.**
- **Perspective Media - specialize in corporate, promotion, and real estate video.**
- **FullHammer - a leading supplier and provider of corporate wear and accessories.**

We encourage all members to become familiar with these great brands that are supporting the Society. Please look out for member exclusive offers to come!

Myself, Garry Topp, and other Board Members attended the REISA Relaunch on Wednesday night and it was great to see and hear the Society being mentioned in collaboration with REISA and the united front of our organizations going forward to ensure the best possible outcomes for all members and the industry.

If there are any issues, concerns or points to be raised please contact me at andrewm@jcwilkinson.com.au or 0414 340 399 or CEO Garry Topp at society@auctioneers.com.au or 8372 7830.

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 a busy few weeks ahead, with the Golden Gavel Rising Star Heats taking place on May the 9th at the Arkaba Hotel, doors open at 9:15 am.

This is an open event, so we encourage you all to get down and support the youth that are our auctioneers of tomorrow. Six contestants will verbally battle it out for the title, it will be a very exciting day!

The Golden Gavel Live Awards 2021 are set to take place at Plant 4 Bowden on the 27th of May. A sensational venue, this is a shake-up from previous Golden Gavel Awards nights and we hope it will be an enjoyable evening for all. We've opted for a slightly more casual approach to the event, having it cocktail style rather than a set course sit down dinner.

We are extremely amped for the big night, and we would love to see you there!

Tickets are just \$44 each, so book yours in today on the Society website!

We are in the works of planning more events, including a breakfast of champions with some of the leaders in the SA real estate sphere to give you insight into how they do it, and how you can too.

Join us for networking drinks at the Grange Hotel on June 17th, the society will put on the nibbles, come along, and get involved.

These networking events always lead to new contacts and are the breeding grounds for future opportunities.

We hope to see you all soon!

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

'THE SOCIETY'

Golden Gavel

Rising Star Heats

VENUE: The Arkaba Hotel, 150 Glen Osmond Road

TIME: Doors Open 9:25am for 9:30am start

DATE: Wednesday 5th May

Come along to the Arkaba on Wednesday 5th May. Doors open to public at 9:25am.

Watch our brave auctioneers of the future perform under gruelling conditions and battle it out to be crowned "The Society" Rising Star Real Estate Auctioneer of the year 2021.

It is set to be a stellar show of skill and performance - so be sure to come along and support not only the auction process but support the industry leaders of tomorrow.



9:30am Bianca Denham

9:45am Ben Heaslip

10:00am Vincent Wang

10:15am Sarah Bower

10:30am BREAK

10:45am John Young

11:00am Angus Barden

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UPCOMING EVENTS

AUCTIONEERS UNDER THE PUMP

Challenges Auctioneers are facing

ARKABA HOTEL
TUESDAY - 18th May
3:30 FOR 4:00 PM
Book by
Wed 12th May



Brett Roenfeldt



Chris Gill

DO YOU KNOW THE ANSWER TO, THE FOLLOWING:

Q+A session addressing issues that can arise during an Auction and how to handle situations and questions in difficult situations.

+ Drinks Afterwards

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- You are over the reserve and the buyer bids \$1, do you take it? What if you do, what if you don't?
- You are under the reserve and the buyer bids \$1, do you take it? If so what strategy do you use?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50,000.00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employ of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it the auction, and they want to bid, what can you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?

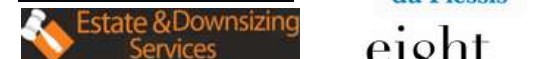
What is the best way to answer the following questions:

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



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Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

COST: \$33 EACH Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____/____ CVV/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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UPCOMING EVENTS

SOCIETY OF AUCTIONEERS AND APPRAISERS (SA) INC.

GOLDEN GAVEL LIVE AWARDS 2021

Plant 4 Bowden

Third Street, Bowden

Thursday 27th May 2021

Drinks from 5:30pm

Awards from 6:30pm



**Dress Code Office Attire
or Smart Casual
Cost \$44.00 each
For Awards + Cocktail Food
Bar open at cost**



KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Email: admin@auctioneers.com.au

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ _____ Expiry ____/____ CVV/CVC _____

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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UPCOMING EVENTS



join us for a drink at



Grange Hotel

489 Esplanade, Grange SA 5022

from 5:00 pm

THURSDAY 10.06.2021 • SAVE THE DATE

GRAB A DRINK & THE SOCIETY WILL PUT ON NIBBLES

Please RSVP to Garry Topp

at 8372 7830 or society@auctioneers.com.au



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

Join us to network and socialise with fellow Society members. We encourage sharing of knowledge, discussion of all things auctioneering whether it's general, livestock or real estate. Perhaps you'll pick up some valuable information or insight....



Vincent Doran M.S.A.A
vincent.doran@toop.com.au | 0466 229 880

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UPCOMING EVENTS

2021 GOLF CLASSIC FRIDAY 22th OCTOBER

@ MOUNT OSMOND GOLF CLUB
Sponsored by Chris Gill



†The Form 1 Company™



WIN \$20,000
CASH!
JUST GET A
HOLE IN ONE
ON THE 4TH

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 (*Mount Osmond Members please deduct \$10)

SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

FORMAT

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN STARTD BY THE FORM 1 COMPANY



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 thats 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.

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UPCOMING EVENTS

SAVE THE DATE



SOCIETY'S 40TH BIRTHDAY CELEBRATION



Friday 3rd December 2021



Lunch at The Mayfair

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Welcome to the new sponsor!

Perspective Media



PerspectiveMedia

Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

We will make the entire video creation process easy, time efficient and fun.

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.



**Call Larissa on 0422235442
to discuss your filming needs**

Gavel & Glass

Welcome to the new sponsor!

Eight at the Gate Wines



eight
at
the gate
WINES

Two sisters from a farming family of five children, spent their weekends and school holidays rolling out dripper lines with Dad over the flats of Coonawarra before it was the rows and rows of vineyard we see today.

Claire, a Roseworthy graduate, is Lanacoona's vigneron. After graduating from Roseworthy, Claire worked as a viticultural consultant with some of the best vineyard consultants in Australia.

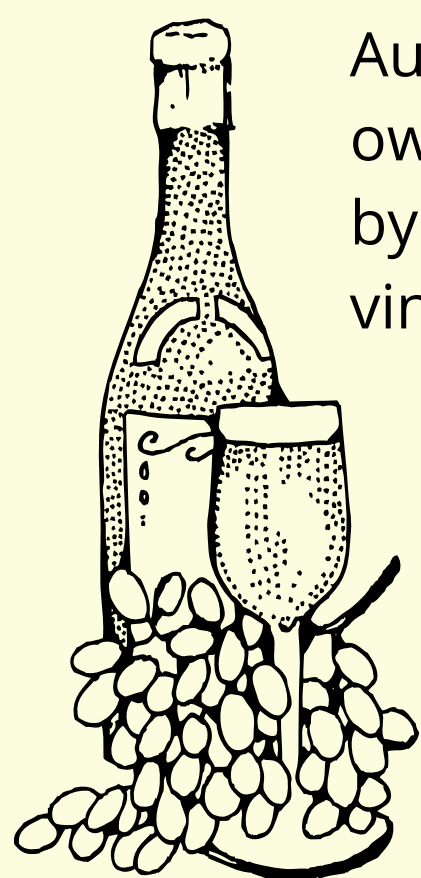
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

Jane travelled a very different path, successfully weaving her way up through the corporate world on a journey that took her to New York and later San Francisco.

Their common love of family and wine brought them to purchase Lanacoona Estate in 2002, an established vineyard in Wratttonbully, a stone's throw away from the Coonawarra flats they walked as kids. Claire had originally been involved in planning the vineyard during her days as a consultant and together they expanded it to the 60Ha vineyard it is today.

Lanacoona was purchased with the dream of providing their own 8 children with a piece of the country life they grew up with, whilst growing the finest grapes the awesome soils of Wratttonbully could provide. With ready access to water and soils similar to Coonawarra (but a climate slightly less frosty) the vineyard was ripe for success.

Lanacoona provides grapes for many iconic wine labels within Australia as well as producing its own wine from fruit hand chosen by us, from the best parts of the vineyard.



Welcome
Eight at the gate!
Jane and Claire



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SOCIETY'S AUCTIONS

SOLD!



22 Keynes Avenue, Warradale
SOLD for \$1,120,000

Agent: John Laycock
Auctioneer: AJ Colman



12 Fifth Avenue, Woodville Gardens
SOLD for \$643,000

Agent: Thomas Crawford
Auctioneer: Vincent Doran



6 Collie Ave, Port Noarlunga South
SOLD for \$520,000

Agent: Simon Paterson
Auctioneer: Brett Roenfeldt



11 Trevor Avenue, Rostrevor
SOLD for \$733,000

Agent: Alex Parzis
Auctioneer: Bronte Manuel

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SOCIETY'S AUCTIONS

SOLD!



34 Trimmer Parade, Woodville West
SOLD for \$606,000

Agent: Nicole Neill
Auctioneer: Tim Thredgold



8 Newhaven Avenue, Glenelg North
SOLD for \$1,410,000

Agent: Ralph Pacillo
Auctioneer: Brett Roenfeldt



91 Cambridge Tce, Malvern
SOLD for \$2,750,000

Agent: Sharon Gray
Auctioneer: Sharon Gray



5 Lanark Avenue, Paradise
SOLD for \$741,500

Agent: David Scalamera
Auctioneer: Troy Tyndall

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SOCIETY'S AUCTIONS

SOLD!



9 Inverness Avenue, Marion
SOLD for \$677,000

Agent: Samuel Paton
Auctioneer: Rod Smitheram



15 Hopetoun Avenue, Kilburn
SOLD for \$539,000

Agent: Brad Stevens
Auctioneer: Jarrod Tagni



12a Mayfair Avenue, West Beach
SOLD for \$895,000

Agent: John Laycock
Auctioneer: AJ Colman



17 Tregagle Ave, Tea Tree Gully
SOLD for \$535,000

Agent: Craig Stirna
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



28 Green St, St Morris
SOLD for \$1,130,000

Agent: Sharon Gray
Auctioneer: Sharon Gray



21 Carter Street, Thorngate
SOLD for \$1,350,000

Agent: Sally Cameron
Auctioneer: Bronte Manuel



126 East Tce, Henley Beach
SOLD for \$1,750,000

Agent: Jae Curtis
Auctioneer: Jonathon Moore



2 Tern Place, Semaphore Park
SOLD for \$585,000

Agent: Christine Holowiecki
Auctioneer: Brett Roenfeldt

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SOCIETY'S AUCTIONS

SOLD!



10 Bagot Avenue, Mile End
SOLD for \$870,000

Agent: Thomas Crawford
Auctioneer: Vincent Doran



155 Sixth Avenue, Royston Park
SOLD for \$1,520,000

Agent: Julian Rullo
Auctioneer: Troy Tyndall



14 Third Avenue, Semaphore Park
SOLD for \$1,420,000

Agent: Allan Edmonds & Hayley
Staltari
Auctioneer: Anthony DeMarco



28 Main Ave, Frewville
SOLD for \$1,140,000

Agent: Mannas Chan
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



14 Bristol Ave, Enfield
SOLD for \$490,000

Agent: Linda Clemente
Auctioneer: George Kargiotis



317 Montacute Rd, Athelstone
SOLD for \$780,000

Agent: Connie Chu
Auctioneer: Jonathon Moore



11 Duncan Crescent, Mount Barket
SOLD for \$615,000

Agent: Karen Millard
Auctioneer: Rod Smitheram



43 Galway Ave, Marleston
SOLD for \$512,000

Agent: Sharon Gray
Auctioneer: Sharon Gray

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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



Nick Ploubidis



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray



Marc duPlessis



Richard Ward



Mark Griffin



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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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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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.

If not a current reaforms user contact us for a free trial.

professional practice forms for real estate agents in australia

EASY AS. ANYTIME. ANYWHERE.

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reaforms™ (Aucdocs)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



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PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

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- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)

- Edit and Print anytime, anywhere
- You can create Forms offline - The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions

Free
iPad App
with
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

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

VENDOR Mr and Mrs Seller

E-mail 1

E-mail 2

ABN

Prices inc GST & are per annum

Sole Trader (1 user) - \$350

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

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

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

- 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

GARRY TOPP (08) 8372 7830

SOCIETY@AUCTIONEERS.COM.AU

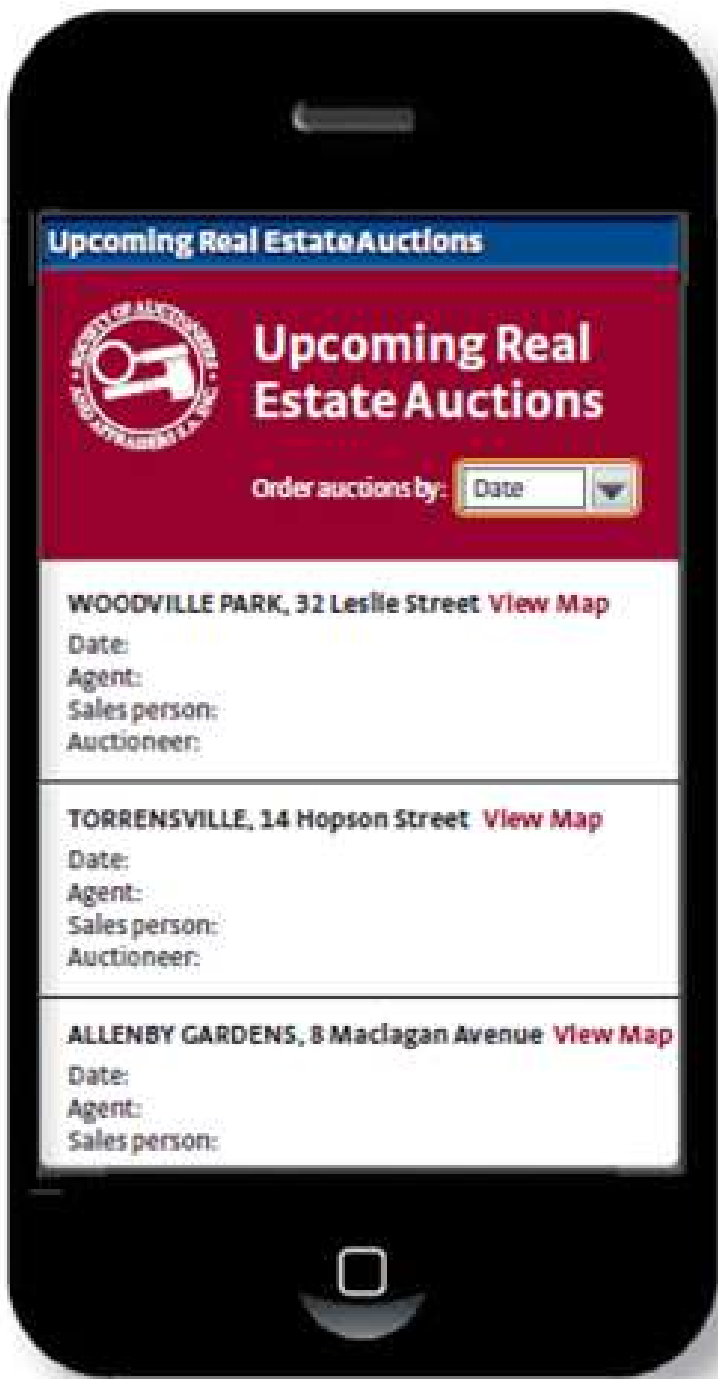
Designed by Agents for Agents

www.auctioneers.com.au

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UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

GAUGE THE MARKET

The best way by monitoring Auctions!

DOWNLOAD

The Society's Upcoming Auctions App can be downloaded from your favourite App store.

Just search "upcoming auctions"

SEARCH WITH EASE

Drive around, see what's happening and search by Auctioneer, Agent, Suburb, Date and Time

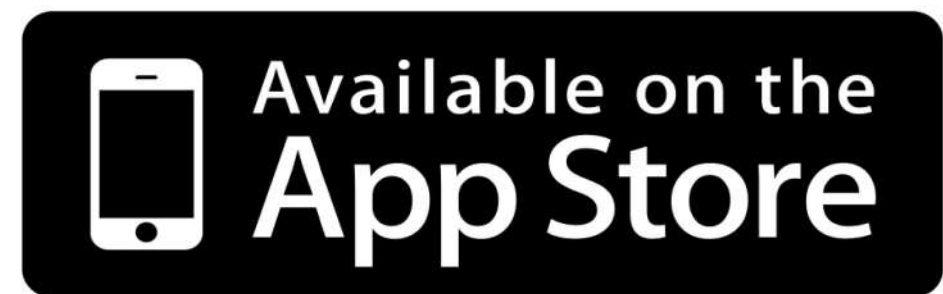
INSTANT UPDATE

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

LIST

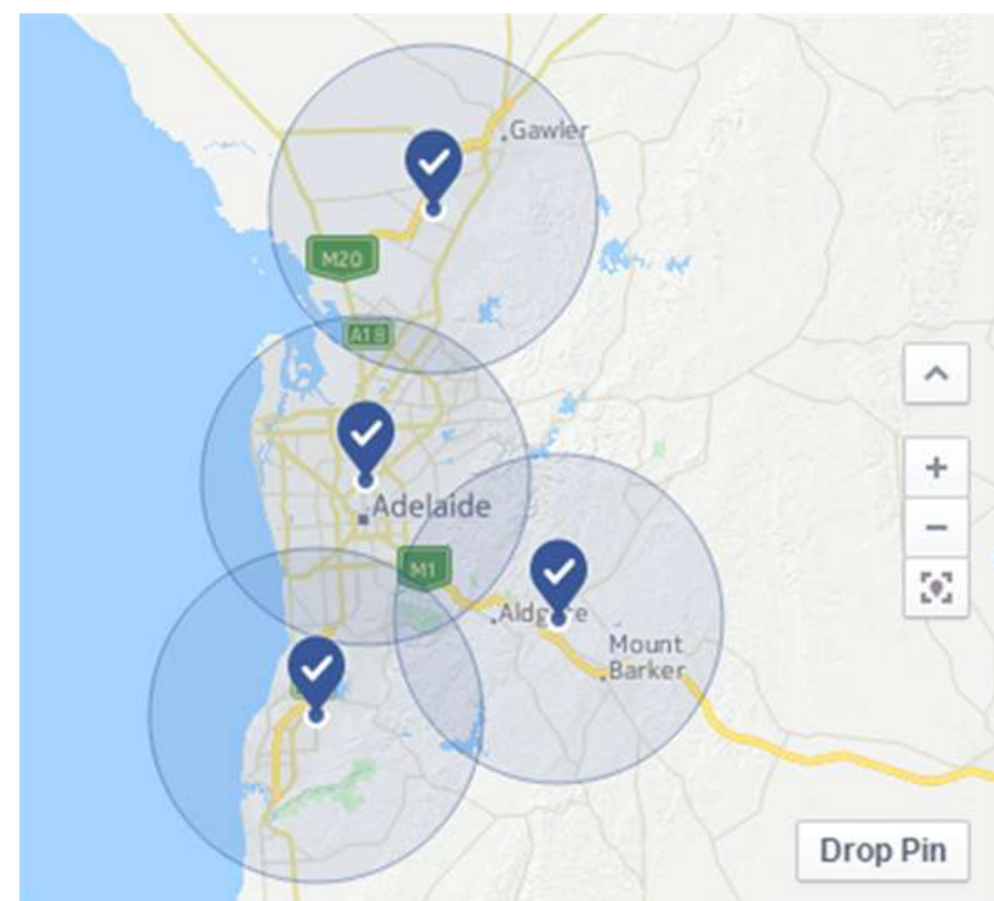
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



We're targeting Everyone in the mapped out areas 25 years old+, using both Apple and Android phones.

What this means for our members... **MORE BUSINESS!** With so much more exposure, downloads of our app, and awareness of auctions around Adelaide and maximise your benefit by submitting all your auctions to our website!



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

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Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

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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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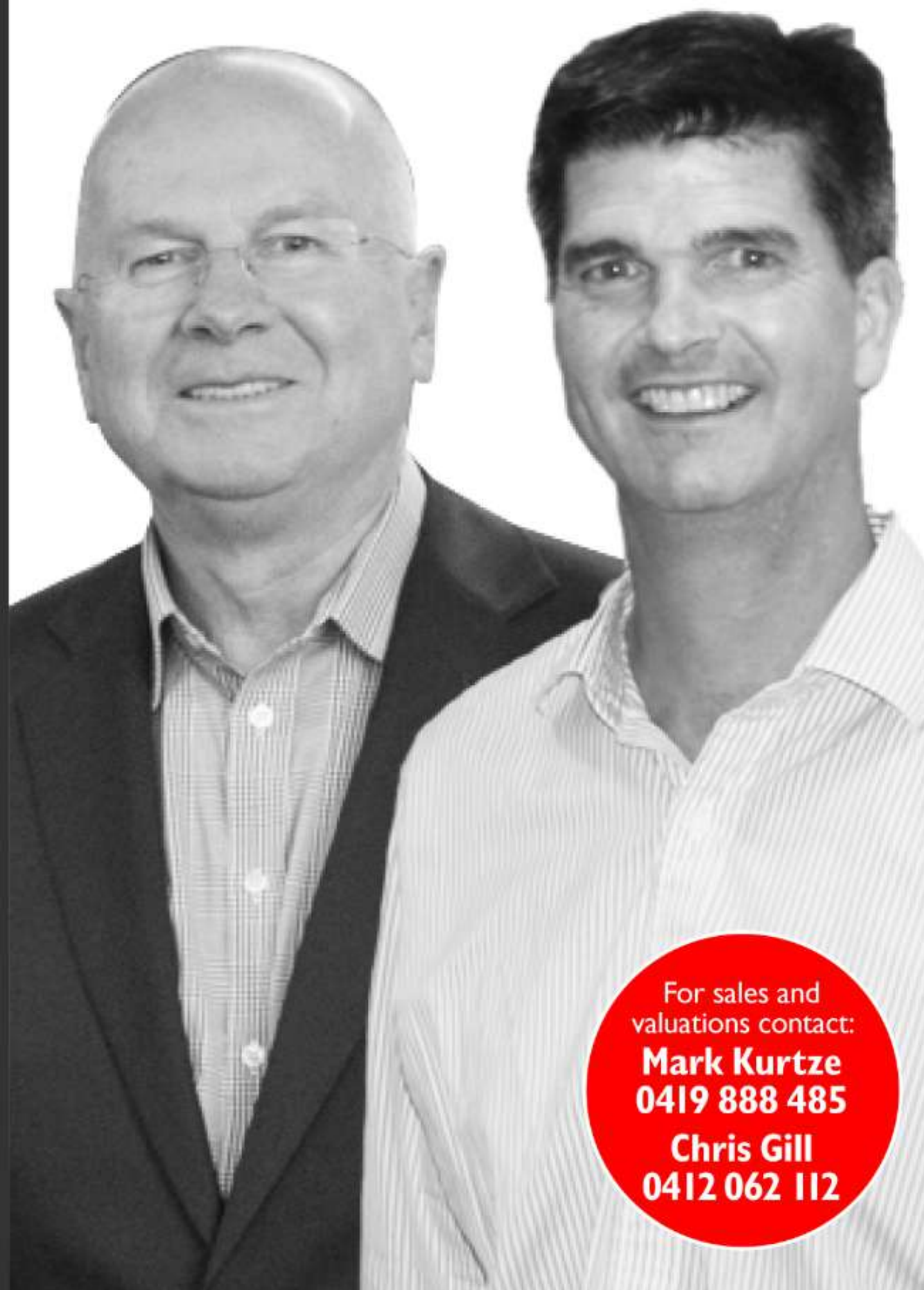
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