

GAVEL & GLASS

JUNE 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



*Look for the logo
– its your guarantee*

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THE BOARD Board Members

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Andrew Monks

Vice President



John Morris



Richard Ward



Sarah Bower



Anthony DeMarco



Vincent Doran



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SOUTH AUSTRALIA

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

UPCOMING EVENTS

SOUTHEAST REGIONAL WORKSHOP

- Sales Agency and Pricing Compliance - Presented by Chris Gill
- Form 1 Q+A Session - Presented by Chris Gill
- Challenges Agents/Auctioneers are facing - Presented by Brett Roenfeldt

New Form 1
Changes due
1st July 2021

Tuesday 8th June
At Chardonnay Lodge
15006 Riddoch Highway,
Coonawarra SA 5263

8:30 AM for 9 AM start to 11:30 AM
Cost \$44 each or \$38 each for two
or more from the same Office

Bookings by Monday 31st May, please.

- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the new Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and he has had constant contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Brett Roenfeldt OAM has conducted in excess of 20,000 Auctions in South Australia of Residential, Commercial, Industrial, and Rural.
- Brett is an Accredited Trainer, Business Coach and Mentor.



- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

Did you know the answer to the following:

- 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?
- There has been a violent death at the property, do you have a duty to disclose it?
- 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?
- Online Auctions - what are the potential problems?
- 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?
- 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 to the auction, and they want to bid, what can you do?
- Is there any white ant or pest problem with this property?
- Have all the building and improvements located on the property been approved by the council?
- 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?
- Is GST payable even if the Vendor is not registered for GST?
- When is GST payable on Residential Sales?

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

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Names Attending _____



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

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

BERRI REGIONAL WORKSHOP

- Sales Agency and Pricing Compliance
- Form 1 Q+A Session

Presented By
Chris Gill

Tuesday 22th June

At Berri Hotel - Riverview Drive, Berri SA

8:30 AM for 9 AM start to 11:30 AM

Cost \$44 each or \$38 each for two or more
from the same Office



Bookings by Monday 14th June, please

- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the new Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and he has had constant contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- New Form 1 Changes due 1st July 2021
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Learn where everyone gets it wrong
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors
- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.
- Issue facing agents
- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals



KEY SPONSORS



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BusinessSA

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UPCOMING EVENTS

BEST OF THE BEST

REAL ESTATE AUCTION ACADEMY



Master Auctioneers Elite Workshop

For all high profile Auctioneers to ensure you are performing to your elite performance level

Presented by Multi-Award Winning and Nationally Accredited Trainers Brett Roenfeldt and Garry Topp

Date:
Wednesday 30th June
1 pm - 6 pm
Drinks afterwards

Venue:
Arkaba Hotel - Osmond
Room
150 Glen Osmond Road
Fullarton

Bookings close
Tuesday 22nd June 2021

Cost: \$180

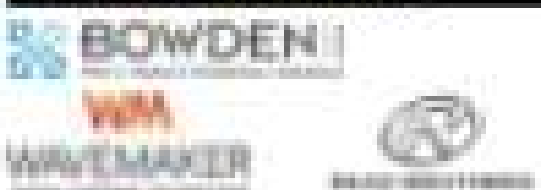
Morning Tea, Lunch and
Afternoon Tea included

**BOOK NOW TO
SECURE YOUR PLACE!**

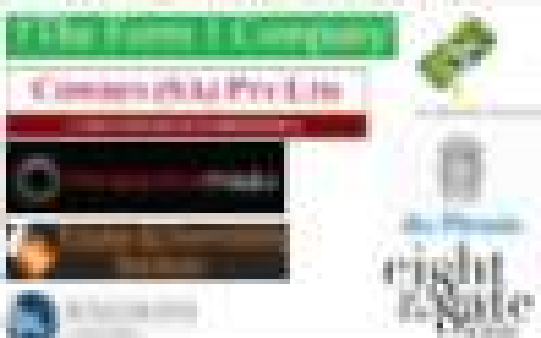
This one-day intensive and exclusive workshop is designed to fine-tune your performance in the pursuit of excellence. Be prepared to challenge yourself and your performance and work outside your comfort zone to deliver the ultimate auction performance.

- Develop your own unique style to create a powerful inspiring presentation
- Use of body language to convey your message
- Master techniques to inspire trust in your bidders
- Learn engaging vocal techniques to create light and shade in your presentation to capture your audience's attention
- Find out how the power of pause can create a dramatic impression with your audience
- Master the art of empathy within your audience and the Auction Property
- Learn the skills of storytelling to convey a personal message that will emotionally connect with your buyers
- Develop your Auction script to create an engaging personal the script that will maximize your presentation and performance skills
- Enhance your acting skills and learn the showmanship of a true professional to highlight the theatre of Auction
- Learn advanced bidding techniques that ensure you maximize results for your Vendor and become an Auctioneer that is very effective in the marketplace building your credibility, passion and reputation

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NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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

UPCOMING EVENTS

Real Estate Auction Academy

Plus! For Licensed Auctioneers wanting to refresh their knowledge of the Legislation and brush up on their Auction performance.



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



Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (Life)

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. 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 including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation.

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.

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial - including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes, and vacant landholdings.
- The only trainer to win five 'The Society' Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible knowledge to commence their career or enhance current skills.

The training is all about bringing out your own natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

For further information about this dynamic program, talk to the presenters personally

Brett Roenfeldt 0411 180 960

Garry Topp 8372 7830

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NON-MEMBERS Please advise Address _____

Ph _____ Email _____

Next Workshop

FRIDAY 2ND JULY AND

FRIDAY 23TH JULY

8AM for 8:30AM to 6:00PM

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

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.



Gavel & Glass

UPCOMING EVENTS

SAVE THE DATE



SOCIETY'S 40TH BIRTHDAY CELEBRATION



Friday 3rd December 2021



Lunch at The Mayfair

Gavel & Glass

Auctioneers under the pump

This new workshop is gaining momentum and proving to be very popular with Agents and Auctioneers where we discuss difficult questions and scenarios that can arise affecting Agents and Auctioneers.

We cover issues including GST implications on some residential sales, proxy bidding, whose name goes on the contract as purchaser, conflicts of interest when bidding for a purchaser, disclosure eg. a violent death at the property, changing settlement date and deposit after the fall of the hammer - is it putting your contract at risk? F.I.R.B approval, implications in accepting a bid without approval, potential problems of online auctions, purchasing by minors, drunk bidders, paying deposit by a deposit bond, executors or beneficiaries bidding at auction, ramifications of the pass in or holdover, etc...

When asked, what did you gain from this presentation?

Very informative, logical answers to curved ball questions, great advice for awkward scenarios, as an Agent/Auctioneer I now have much more confidence-thank you, I now fully understand the proxy process.

When asked what did you like the most?

Experience and confidence of the presenters, disclosure issues, regarding redeath or vendor bidding as purchaser, great relevant advice from the panel, the open forum, and clarity of the answers.

Next time, what would you like covered?

How to properly handle holding over and how to handle no price guide inquiries, more re GST issues, more on legislation incorporating recent changes.

When asked what would you tell others as the main benefit of this workshop?

The wealth of knowledge of the presenters, share experiences with other delegates, keeping up to date, it is dangerous not to have the knowledge that was imparted in this dynamic session, all agents and sales consultants should attend every one of these sessions.

We will hold another one of these early in the new financial year, if you would like to attend please let us know.

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

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



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail

What a successful night at 'The Society' Golden Gavel 2021 Cocktail Awards Party!

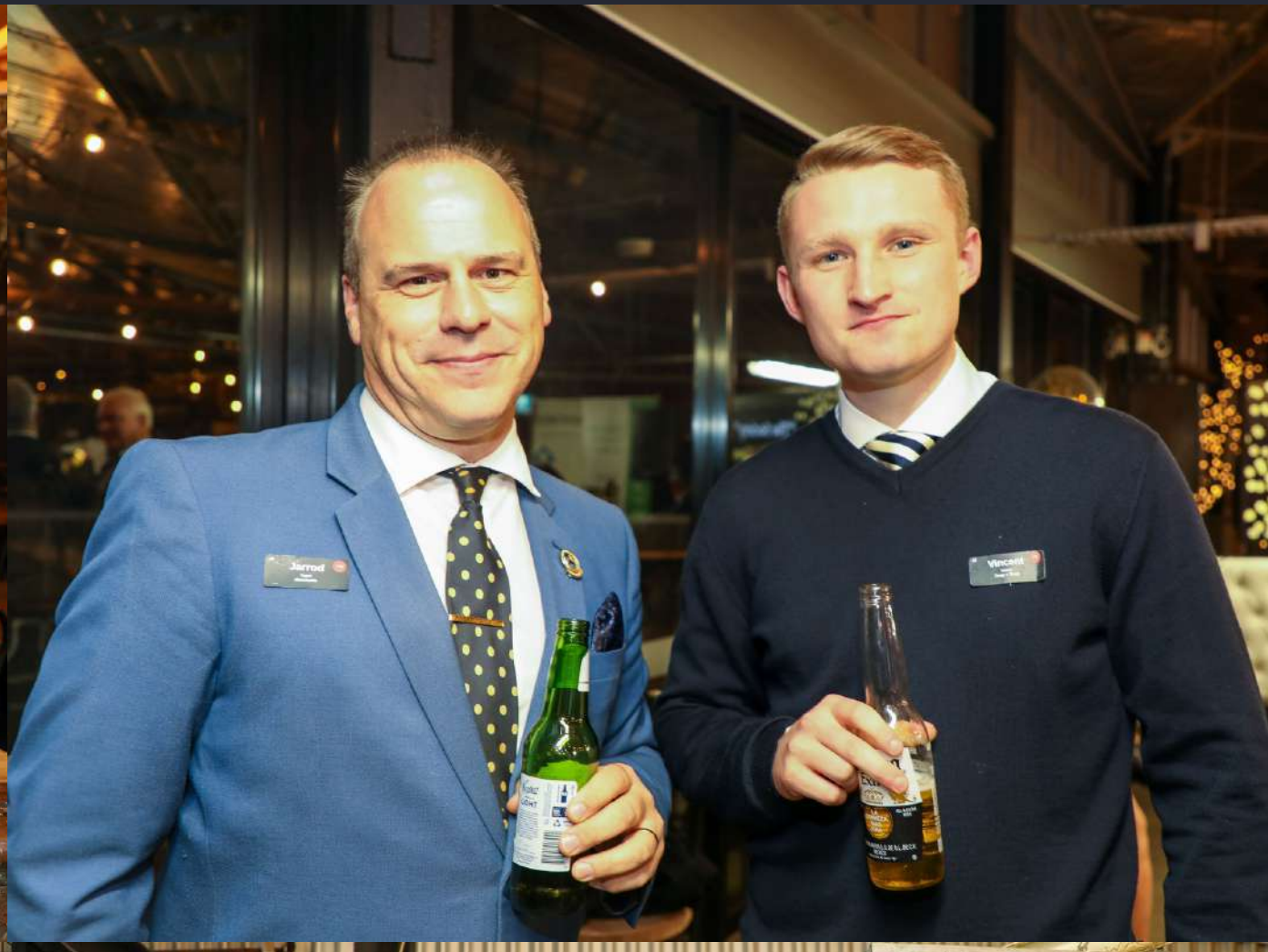
In light of COVID-19, we have trialed a **'cocktail party'** instead of a sit-down dinner for a smooth and quick-flowing night.

100 guests joined us at Plant 4 Bowden to recognize this year's winners.



Gavel & Glass

'The Society' Golden Gavel Awards & Cocktail



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'The Society' Golden Gavel Awards & Cocktail



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'The Society' Golden Gavel Awards & Cocktail



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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel Winner 2021

Hamish Mill with Trustee Oren Klemich



'The Society' Golden Gavel Finalists 2021

John Morris, Hamish Mill, Vincent Doran, Sharon Gray with Trustee Oren Klemich

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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel General Auctioneer Winner 2021

Marc du Plessis



'The Society' Golden Gavel General Auctioneer Runner Up 2021

Stuart McCalden with Michelle Barnes

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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel Rising Star Winner 2021

Bianca Denham



'The Society' Golden Gavel Rising Star Finalists 2021

Vincent Wang, Bianca Denham, Sarah Bower with Darren Read

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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel

Top 10 Sales Consultant Auction Marketers

Anthony DeMarco, Bronwyn Drabsch, George Kargiotis, Hamish Mill, Gabrielle Overton, Rod Smitheram, Troy Tyndall, Richard Thwaites, Andrew Welch



'The Society' Golden Gavel

Top 10 Principal Auction Marketers

Paul Arnold, Rachel Lawrie, Nick Psarros, Scott Robinson, Geoff Schell, Kate Smith, Paul Bateman, Sam Doman, Anthony Fahey, Peter Kiritsis.

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'The Society' Golden Gavel Winners 2021



**'The Society' Golden Gavel
Top Sales Consultant Auction Marketer**
Matt Lindblom on behalf of Rod Smitheram with Larissa Ozolins



**'The Society' Golden Gavel
Top Principal Auction Marketer**
*Kate Smith pictured Dragan Losic with Tegan Earl,
Anthony DeMarco and Larissa Ozolins*

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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel Top 15 Real Estate 'Gold Club' Auctioneers

Paul Arnold, Aj Colman, Anthony DeMarco, George Kargiotis, Bronte Manuel, Hamish Mill, Jonathon Moore, John Morris, Nick Ploubidis, Brett Roenfeldt, Geoff Schell, David Smallacombe, Rod Smitheram, Jarrod Tagni, Richard Thwaites, Troy Tyndall



'The Society' Golden Gavel Top Real Estate Auctioneer of the Year

John Morris with Sam Bowden

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'The Society' Golden Gavel Winners 2021



**'The Society' Golden Gavel
Real Estate Group Auction Marketer**
Ray White



**'The Society' Golden Gavel
Real Estate Highest Price Sale (Country)**
Geoff Schell (Ray White Rural SA) with Chris Gill

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'The Society' Golden Gavel Winners 2021



**'The Society' Golden Gavel
Real Estate Highest Price Sale (Metropolitan)**
Hamish Mill (Williams Real Estate) with Chris Gill



**'The Society' Golden Gavel
General Auctioneer:
Highest Price Single Lot & Highest Sale Proceeds**
Brett McGarrigle (Pickles Auctions) with Darren Read

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'The Society' Golden Gavel Winners 2021



'The Society' Golden Gavel Peter du Plessis Golden Pen Award

Marc du Plessis (du Plessis Auction Gallery) with Michelle Barnes



Bianca Denham, Hamish Mill and Marc du Plessis

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'The Society' Golden Gavel Rising Star Heats

Wed 5th May 2021 at 9:30 AM

5 vibrant young Auctioneers frothing at the bit to put on an award-winning performance to take out the **'The Society' Golden Gavel Rising Star Real Estate Award** for this year.

JUDGES WERE:

Darren Read - Our long-term sponsor from Read Brothers Signs;

Jarrold Tagni - In 2004, Jarrold was The Society's youngest president & introduced our Breakfast of Champions series;

Vincent Doran - Auctioneer, Board Member & Golden Gavel Rising Star Winner 2019;

Jarrahd Holmes - Auctioneer and previous Board Member elected in 2017;

Sharon Gray - 21st and first female President of the Society in 2010 and Trustee of the 2016 Golden Gavel;

Sam Alexander - Auctioneer and Golden Gavel Rising Star Winner 2018.

CONTESTANTS WERE:

Bianca Denham;

Angus Barnden;

Sarah Bower;

Vincent Wang;

John Young.



Gavel & Glass

'The Society' Golden Gavel Rising Star Heats

Trustee Oren Klemich presided over the proceedings beginning with a welcome and recognizing Anthony Toop as the creator of the Golden Gavel Awards back in 1993, which had been passionately supported by the auctioneering professional since inception. The concept involved as a means to give profile to our local Auctioneers and the Golden Gavel has become the benchmark for the Australasian Competition and other auction competitions within Australia and New Zealand.

The bidders:

Matt Smith - Golden Gavel Rising Star Winner 2008;

Marc DuPlessis - Past President and Board Adviser to the Society;

Rachel Coulter - Society Property Management Trainer;

Andrew Monks - President of the Society.

The floor manager was no other than AJ Colman, himself a Golden Gavel winner in 2015 and 2017.

While the contestants were waiting in lock up, last year's Rising Star winner, Enrique Bisbal conducted the benchmark auction which the judges used to assess today's contestants. Our Auctioneers of tomorrow performed brilliantly after all previous attending the Society's 2 Day Auction Academy, run by Brett Roenfeldt and Garry Topp.

JUDGES COMMENTS

Great use of vendor bid, strong close, good energy, loved the opening and how it tied with the property description, strong commanding voice and presence, warm and bubbly personality, very well dressed, solid script, but remember competition is different to the real world, sometimes you need to go with the flow, excellent report with bidders, clever property descriptions, I could picture myself living there, your property description was so good, with a comment from the floor manager, AJ Colman "See you all in the Golden Gavel Senior Competition next year."



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'The Society' Golden Gavel Senior Judging

On Thursday 13th of May, 8 judges reviewed the live performances that had been uploaded to The Society's Facebook anytime between the 1st September 2021 to the 30th April 2021.

We opened the competition in September to allow for the spring auctions that invariably produce some of the best results. This year there were 8 Senior Finals Contestants from a vast cross-section of the Society membership.

Judges were Rosalind Neale, Leo Redden, Steve Kemp, Emma Slape, Rod Adcock, Josh Biggs and Brett Roenfeldt. All with high credentials for judging either being involved before or an outright winner themselves.

Auctioneers conducted a real live auction and subsequently uploaded the auctions to The Society's Facebook, from 2021 we allowed the auctioneers to upload as many auctions as they wanted to and them advising us which particular auction they wanted us to judge for the competition.

Judges saw some creative and varied performances and they all judged from a comprehensive scoring sheet provided by The Society.

The 5 finalists and the subsequent winner were announced at the Awards Cocktail Party at Plant 4 Bowden on Thursday 27th May 2021



Steve Kemp, Oren Klemich, Rosalind Neale, Emma Slape, Rod Adcock, Josh Biggs, Leo Redden, Brett Roenfeldt

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.

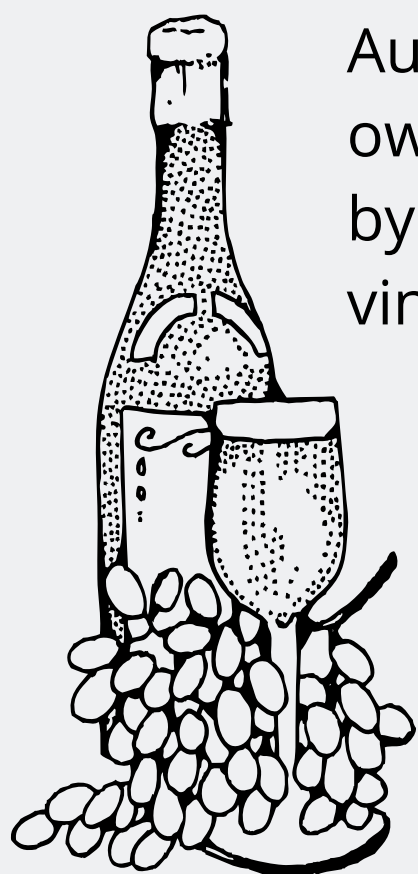
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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



Gavel & Glass

Welcome to the new sponsor!

Eight at the Gate Wines



**Society of Auctioneers
and Appraisers**

30% discount

use the code

SOLD

at checkout

eight
at
the gate

SINGLE VINEYARD · PREMIUM WINES

WRATTONBULLY · SOUTH AUSTRALIA

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



15 Jikara Drive, Glen Osmond
SOLD for \$1,428,000

Agent: Ryan Yuan
Auctioneer: Vincent Doran



50 Morgan Avenue, Daw Park
SOLD for \$1,240,000

Agent: Scott Ellis
Auctioneer: Jarrod Tagni



79a Glyde Street, Albert Park
SOLD for \$517,000

Agent: Michael Cavuoto
Auctioneer: Michael Cavuoto



10 Yester Avenue, Brighton
SOLD for \$1,700,000

Agent: Samuel Paton
Auctioneer: Rod Smitheram

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



6 Highfield Avenue, St Georges
SOLD for \$1,710,000

Agent: Grant Wills
Auctioneer: Bronte Manuel



2 Clyde Avenue, Lockleys
SOLD for \$1,550,000

Agent: Laz Ouslinis
Auctioneer: Brett Roenfeldt



50 Leah Street, Forestville
SOLD for \$1,220,500

Agent: Jill Wehrs
Auctioneer: Sharon Gray



109 Godfrey Tce, Erindale
SOLD for \$1,426,000

Agent: Mannas Chan
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



2 Barnes Road, Glynde
SOLD for \$925,000

Agent: Julian Rullo
Auctioneer: Troy Tindall



6 Dennis Avenue, Newton
SOLD for \$810,000

Agent: Paul Arnold
Auctioneer: Paul Arnold



42 Kanamantoo Road, Aldgate
SOLD for \$875,000

Agent: Joshua Bagley
Auctioneer: Joshua Bagley



1/60a Windsor Avenue, Magill
SOLD for \$450,000

Agent: Christine Dimitravic
Auctioneer: Hamish Mill

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SOCIETY'S AUCTIONS

SOLD!



Units 1-9/3-5 Seaview Street,
Fullarton

SOLD for \$2,500,000

Agent: Victor Velgush
Auctioneer: AJ Colman



5 Paringa Ave, Somerton Park
SOLD for \$2,025,000

Agent: Andrew Turner
Auctioneer: Jonathon Moore



11 McKenna Street, Kensington Park
SOLD for \$1,460,000

Agent: Nick Ploubidis
Auctioneer: Nick Ploubidis



75 Salisbury Street, Unley
SOLD for \$1,620,000

Agent: Nicole Neill
Auctioneer: Tim Thredgold

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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



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Richard Ward



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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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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
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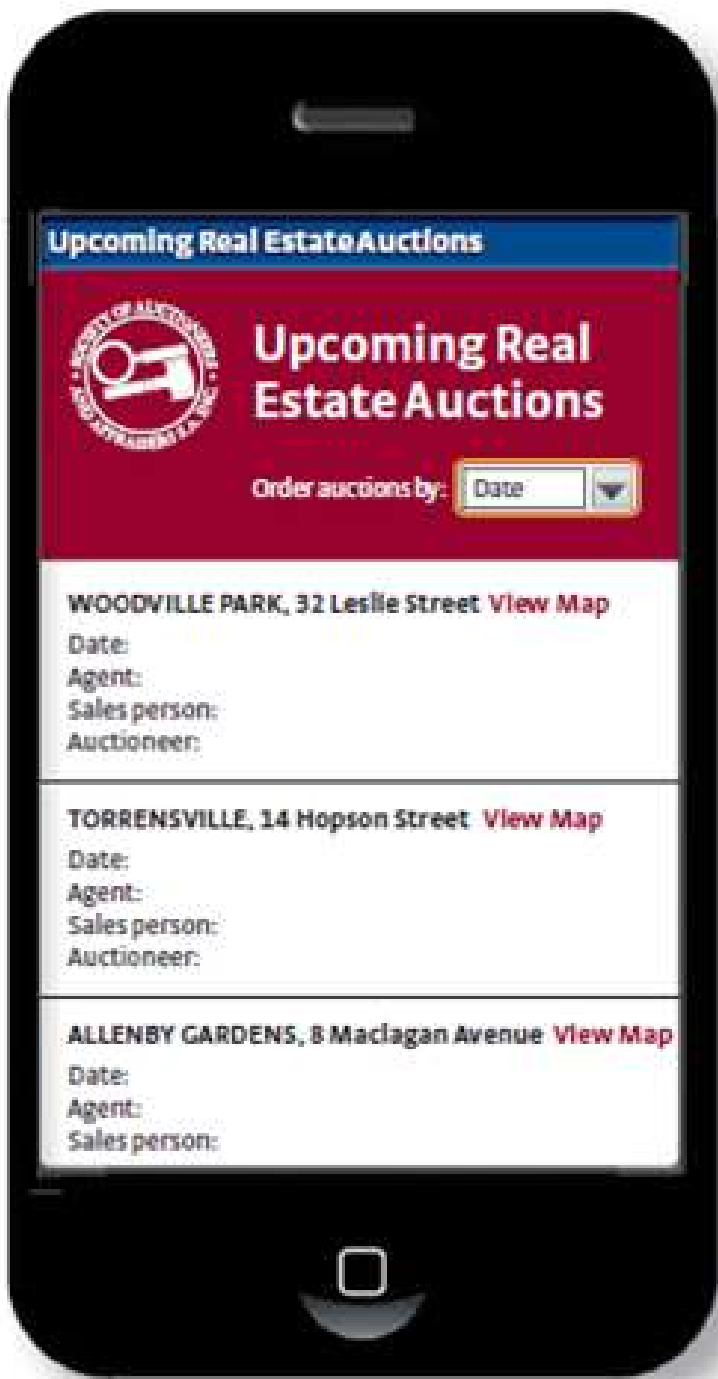
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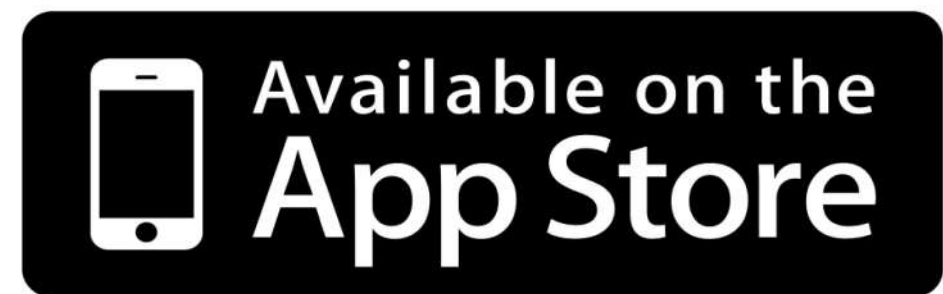
INSTANT UPDATE

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

LIST

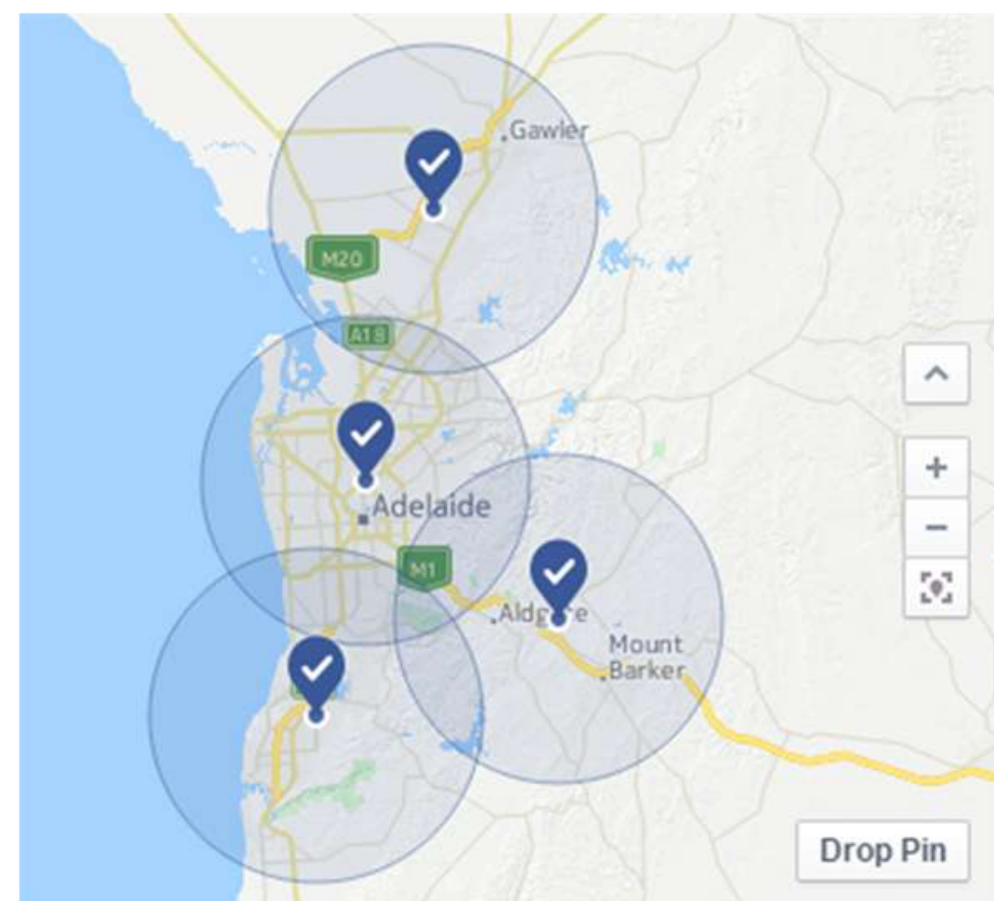
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For Form 1 preparation please contact Chris Gill on 7221 4908

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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