

GAVEL & GLASS

AUGUST 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*

auctioneers.com.au

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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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Visit our Website

auctioneers.com.au



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**SOUTH
AUSTRALIA**

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

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UPCOMING EVENTS

'THE SOCIETY' GOLDEN GAVEL LIVE 2022 LAUNCH



Date: Wednesday, September 1st 2021

Time: 7:00 to 7:30 start

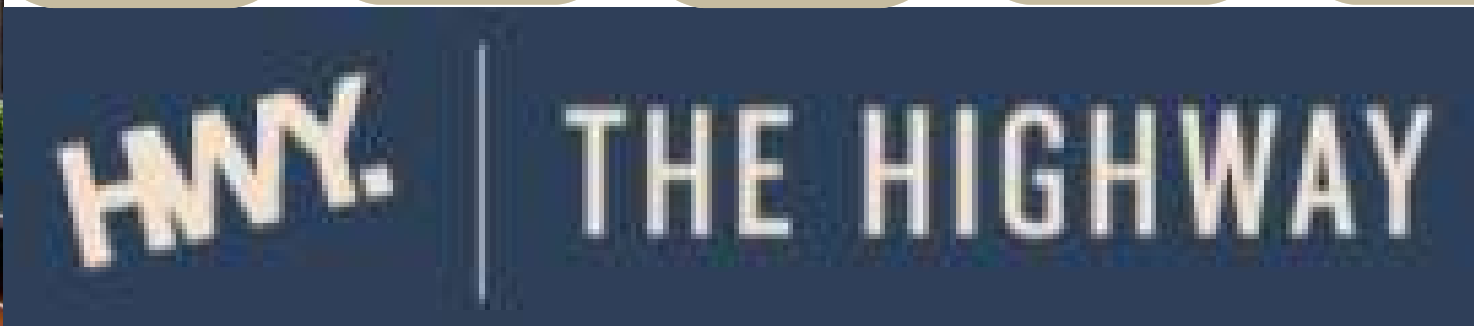
Price: \$38.50pp - For hot breakfast

Where: The Highway - 290 Anzac Hwy,
Plympton SA 5038

Bookings by: Wednesday 25th August 2021



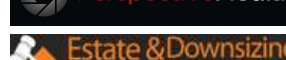
Please come to our Launch to mingle and socialise with like-minded professionals, to promote the auction marketing method of sale for Real Estate, General, Livestock, Metropolitan and Country! Some exciting enhancements to Competition 2022



KEY SPONSORS



ALSO SUPPORTED BY



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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AGM

Monday September 20th

5.00pm for 5.30pm start

The Arkaba Hotel | 150 Glen Osmond

Rd, Fullarton SA 5063

Please advise if you will be attending or formally
apologise to admin@auctioneers.com.au

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UPCOMING EVENTS

CLARE VALLEY WORKSHOP

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

Presented By
Chris Gill

Friday 15th October

At Clare Country Club - White Hut Rd, Clare SA 5453

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 Friday 8th October, 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 from 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.

Issues facing agents

- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals

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UPCOMING EVENTS

2021 GOLF CLASSIC FRIDAY 19th NOVEMBER

@ MOUNT OSMOND GOLF CLUB
Sponsored by Chris Gill



†The Form 1 Company™



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.

KEY SPONSORS



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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!

Direct Connect



MAKES MOVING EASY

Helping Australians move since 2004 Direct Connect is the largest moving services company in Australia, moving renters and home owners across the country. Since 2004 they have helped move over 1 million households. Their expert team is Australian based, so they can help you move just about anywhere – whether it's to the next suburb or interstate.

Their goal is to make your move easy. They have partnered with Australia's leading Real Estate Agents and moving service providers to offer you a free no-obligation service, organising hassle-free connections and moving solutions.

In just one phone call they can help you arrange your electricity, gas, phone, Internet and Pay TV with one of their market leading suppliers, so you can focus on enjoying your new home from the moment you move in.

They can also help you organise insurance for your home or car through their insurance partner, arrange a removalist or truck hire to move your belongings, and assist with any cleaning services you may require.

If you have recently purchased a home, Direct Connect is proud to introduce their free Home Buyers Service. The Home Buyer Service is designed to assist buyers with their move, by offering a range of products and services in a timely manner, throughout the settlement period.

By using their moving services they will save you time, effort and stress!

Jane McKniff

Account Manager (South Australia)

T +61 404 460 937

Direct Connect Australia Pty Ltd

agents.directconnect.com.au | directconnect.com.au

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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**

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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.

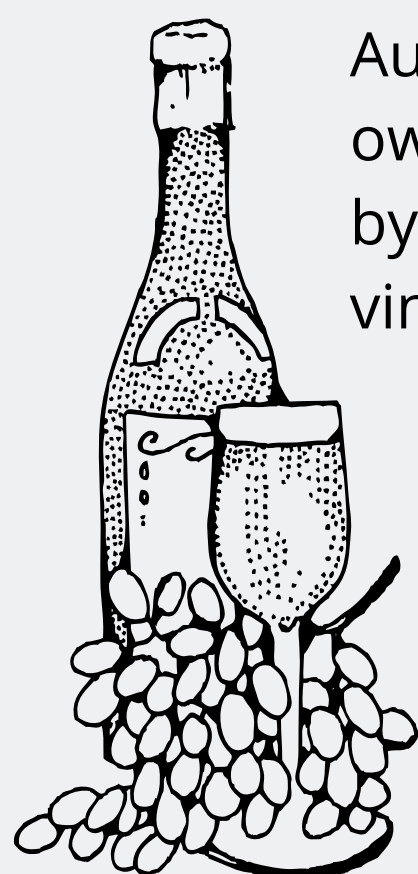
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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 Wrattenbully, 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 Wrattenbully 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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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

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SOCIETY'S AUCTIONS

SOLD!



16 Reeces Lance, ADELAIDE
SOLD for \$500,500
Bidders: 6
Active Bidders: 6
Agent: Hamish Mill
Auctioneer: Hamish Mill



3 Bennett Avenue, BEAUMONT
SOLD for \$1,670,000
Agent: Tim Thredgold
Auctioneer: Tim Thredgold



176 Shepherds Hill Road,
BELLEVUE HEIGHTS
SOLD for \$668,000
Agent: Sarah Jaensch
Auctioneer: Tim Thredgold



60 Alexander Avenue,
CAMPBELLTOWN
SOLD for \$661,000
Bidders: 20
Active Bidders: 3
Agent: Paul Arnold
Auctioneer: Paul Arnold

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SOCIETY'S AUCTIONS

SOLD!



8 Piccadilly Crescent,
CAMPBELLTOWN
SOLD for \$640,000
Agent: George DeVizio
Auctioneer: Troy Tyndall



46 Bonython Way, CRAIGBURN
FARM
SOLD for \$953,000
Agent: Peter McMillan
Auctioneer: Bronte Manuel



34 Cumberland Avenue,
CUMBERLAND PARK
SOLD for \$1,260,000
Agent: Janet Hansen-Smith
Auctioneer: David Smallacombe



47 Duthy Street, FERRYDEN PARK
SOLD for \$760,000
Agent: Nick Psarros
Auctioneer: AJ Colman

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SOCIETY'S AUCTIONS

SOLD!



1-3/2 Dillon Ave, FLINDERS PARK
SOLD for \$847,000
Agent: Attilio Cavuoto
Auctioneer: Michael Cavuoto



12 Jamaica Ave, FULHAM GARDENS
SOLD for \$850,000
Agent: Anthony Fahey
Auctioneer: Jonathon Moore



8 Mitchell Street, GLENGOWRIE
SOLD for \$820,000
Bidders: 8
Active Bidders: 5
Agent: Rod Smitheram
Auctioneer: Rod Smitheram



90 Bells Road, GLENGOWRIE
SOLD for \$935,000
Bidders: 6
Active Bidders: 6
Agent: Rod Smitheram
Auctioneer: Rod Smitheram

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SOCIETY'S AUCTIONS

SOLD!



29 Gosfield Crescent, HAMPSTEAD GARDENS
SOLD for \$793,000
Agent: Attilio Cavuoto
Auctioneer: Michael Cavuoto



46 Hay Road, LINDEN PARK
SOLD for \$1,300,000
Agent: Thomas Crawford
Auctioneer: Vincent Doran



31 Wear Avenue, MARDEN
SOLD for \$951,000
Agent: Ryan Keatley
Auctioneer: Joshua Bagley



15A Broughton Avenue, MITCHAM
SOLD for \$1,130,000
Agent: Janet Hansen-Smith
Auctioneer: David Smallacombe

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SOCIETY'S AUCTIONS

SOLD!



13A Victoria Street, PAYNEHAM
SOLD for \$757,000
Agent: George DeVizio
Auctioneer: Troy Tyndall



19 Princes St, PROSPECT
SOLD for \$805,000
Bidders: 7
Active Bidders: 4
Agent: Ryan Stapleton
Auctioneer: John Morris



57 Gordon Road, PROSPECT
SOLD for \$1,076,000
Agent: Heather Dunn
Auctioneer: Jarrod Tagni



56 Cedar Avenue, WEST CROYDON
SOLD for \$750,000
Agent: Ralph Pacillo
Auctioneer: Brett Roenfeldt

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SOCIETY'S AUCTIONS

SOLD!



60 Beatrice St, PROSPECT
SOLD for \$1,311,000
Bidders: 30
Active Bidders: 7
Agent: Stefan Siciliano
Auctioneer: John Morris



12 Arthur Street, SEACLIFF PARK
SOLD for \$772,000
Bidders: 23
Active Bidders: 5
Agent: Serg Belleli
Auctioneer: Jarrod Tagni



23 Hayward Avenue,
TORRENSVILLE
SOLD for \$1,153,000
Agent: Milean So
Auctioneer: Brett Roenfeldt



26 Birksgate Drive, URRBRAE
SOLD for \$950,000
Bidders: 11
Active Bidders: 3
Agent: Brenton Milweski
Auctioneer: Sarah Bower

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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



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

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for details

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reaforms™ (Aucdocs)



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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.

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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?

- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
- Professionally presented Documents with your Company Logo
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- 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

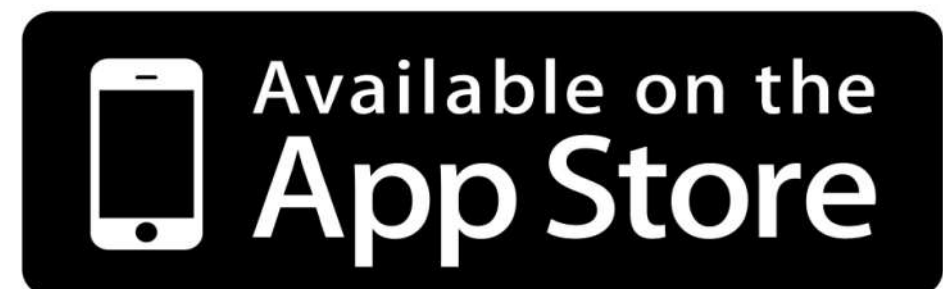
INSTANT UPDATE

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

LIST

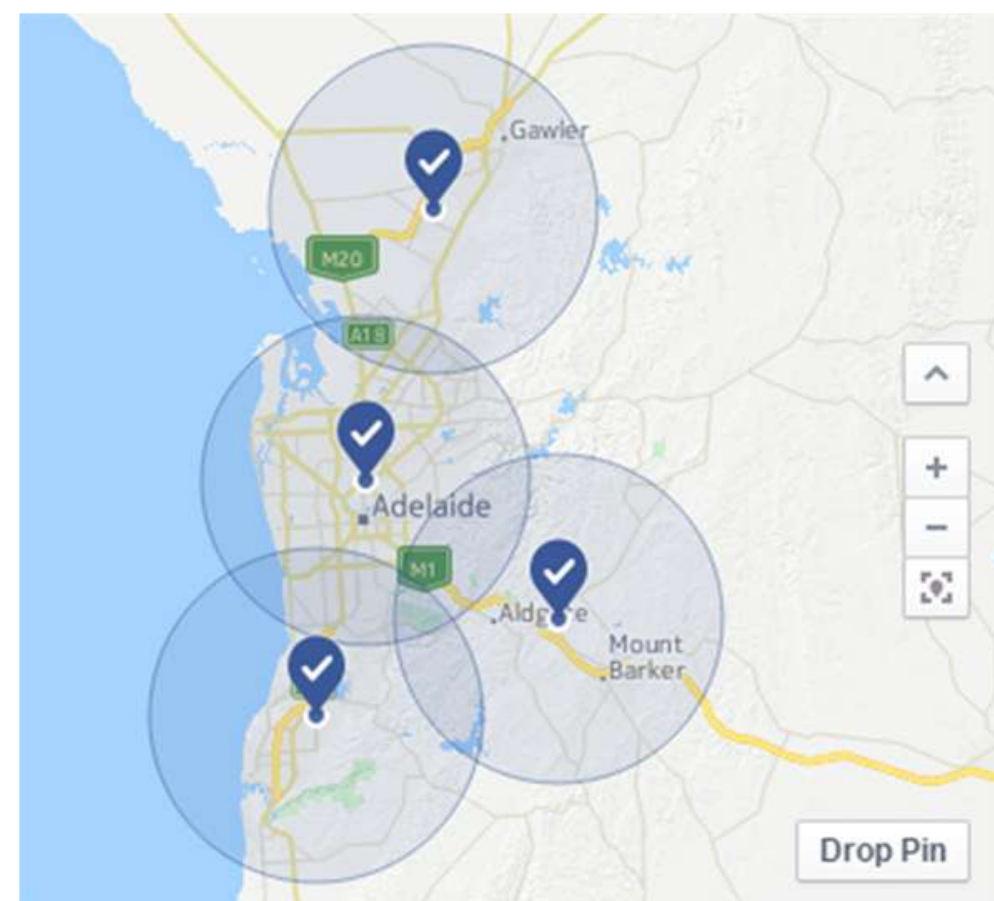
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!

Gavel & Glass

The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

The first and only independent Form 1 service provider in South Australia

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



For Form 1 preparation please contact Chris Gill on 7221 4908

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

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

www.form1.net.au

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A.J. COLMAN
INDEPENDENT AUCTIONEER



Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- Home Contents packed up & sorted, rubbish removed, items transported to Auction.
- Antiques, shed contents and vehicles.
- Farms & Rural clearing sales.
- 50 years of life packed up and the property ready for open inspection in as little as 14 days.

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