

GAVEL & GLASS

SEPTEMBER 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

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

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GOLF CLASSIC HOLE-IN-ONE PRIZE



*Register now for
your chance to win*

\$50,000 HOLE-IN-ONE

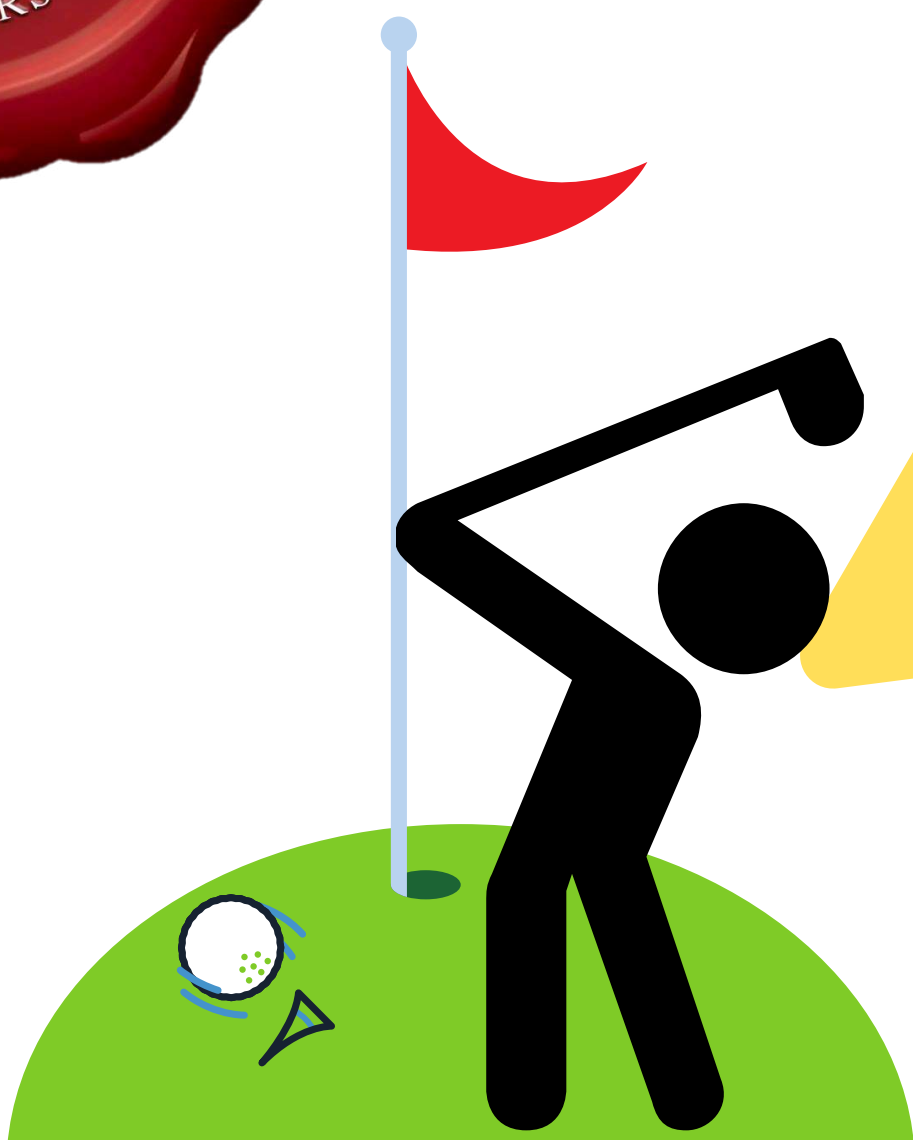
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THE INSURANCE BROKERS



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A South Australian Family Owned Business
Established in 1987



**WIN \$50,000 CASH!
JUST GET A HOLE IN
ONE ON THE 4TH**
For teams fully booked to play prior
to Friday 5th November.
Supported by Cowden SA Insurance
Brokers & Read Brothers Signs
Underwritten by Lloyds of London
Plus other prizes including \$500 cash
closest to pin on 4th

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PRESIDENT'S REPORT



Spring is in the air as we welcome some wonderful sunny weather creating the perfect conditions for upcoming auctions. Its great to see auction results continually generating record results for many suburbs, proving once again that the best way to sell is via auction.

Spring and the change in season also bring some marquis Society of Auctioneers and Appraisers events including the launch of the Society of Auctioneers and Appraisers Golden Gavel with a breakfast to be held at the Highway Hotel on Wed 1st September.

We are also planning for the Society of Auctioneers and Appraisers Golf Classic to once again be held at the stunning Mount Osmond Golf Course and hosted by Chris Gill from the Form 1 Company.

This year entrants have a chance to win \$50,000 on the day thanks to our generous sponsor Cowden Insurance and Read Brothers Signs.

The Society AGM is being held on Monday 21st September at the Arkaba Hotel from 5.00 pm.

Come and meet the new Board Members for 2021/2022 and join us after for a drink after the meeting to socialize."

As always if myself, the board of the Society of Auctioneers and Appraisers office can be of any assistance to you please contact us.

Thank you,
Kind Regards,

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

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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 2021

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 1st 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

KEY SPONSORS



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South Australia's Chamber of
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Email: admin@auctioneers.com.au

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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

Coopers Alehouse Gepps Cross

560 Main N Rd, Blair Athol sa 5084



from 5:00 pm

THURSDAY 28.10.2021 • 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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The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

UPCOMING EVENTS

2021 GOLF CLASSIC FRIDAY 19th NOVEMBER

@ MOUNT OSMOND GOLF CLUB

Sponsored by Chris Gill

†The Form 1 Company™



**WIN \$50,000 CASH!
JUST GET A HOLE IN
ONE ON THE 4TH**
For teams fully booked to play prior
to Friday 5th November.
Supported by Cowden SA Insurance
Brokers & Read Brothers Signs
Underwritten by Lloyds of London
Plus other prizes including \$500 cash
closest to pin on 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 AND PRIZES
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

PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 29TH OCTOBER

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

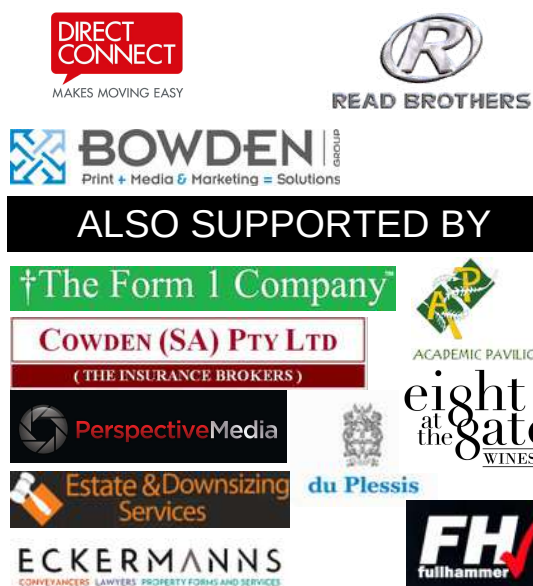
Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's 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.

Golf Carts: Please book direct Pro Shop - Tel.: 8379 1673



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UPCOMING EVENTS

SAVE THE DATE



SOCIETY'S 40TH BIRTHDAY CELEBRATION



Friday 3rd December 2021



Lunch at Norwood Football Club

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Auctioneers Breakout

The Society's 2 Day Auctioneers License Workshop was held recently at The Arkaba Hotel and saw 3 dynamic new wave auctioneers excel to the point of brilliance with their newfound knowledge and mentoring and coaching from nationally accredited trainer Brett Roenfeldt OAM F.S.A.A. Life.

They were Mladen Djuric from Ouwens Casserly, Adam Chilcott from Elders and Alexander Law-Smith from Professionals Manning Vella, all with 3 very different personalities putting their own individual stamp in the delivery of their auction performance. The training package is designed to bring out their own natural personality into their performance and painting emotional pictures of lifestyle benefits to encourage buyers to identify with the property and develop empathy.

The 2 days were filled with a lot of hard work and we had a little bit of fun during the process.

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

I'm very pleased with the help of Brett and Garry, absolutely, champions in the industry and both professionals and constructive in their teaching methods, plenty of advice on how to prepare your script, execution, warm-up activities, and the necessary legislative requirement, a great improvement on my knowledge and preparation in all areas.

What did you like the most?

Learning how to build and structure the performance, and design the bidding plan, improving/learning from the best, I learned patience, project voice and don't rush.

What else do you like covered?

Video demonstrations, more examples of issues that arrive during auctions, negotiations between buyers and vendors when the reserve is not met.

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

Legislation freshening up, greatly increases your knowledge in all areas, the sharing of knowledge is first class. Rated 5 of 5, excellent, Garry and Brett were very helpful and we had good fun under pressure.

If you know of anyone you perceive would be a great auctioneer, this is no doubt the absolute best workshop in Adelaide, conducted entirely live in the classroom with constant mentoring and mastering of each segment of the auction before we move on to the next segment. First Class!

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

CEO - society@auctioneers.com.au

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Auctioneers Breakout



Mladen Djuric
from



Adam Chilcott
from



Alex Law-Smith
from



Garry Topp F.S.A.A (Life)
CEO - society@auctioneers.com.au

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SOCIETY'S AUCTIONS

SOLD!



39 Frederick Street, WELLAND
SOLD for \$1,500,000
Bidders: 12
Active Bidders: 4
Agent: Nick Beneke
Auctioneer: Rod Smitheram



9 Nation Ridge Road, ALDGATE
SOLD for \$753,000
Bidders: 4
Active Bidders: 3
Agent: Tony Tagni
Auctioneer: Jarrod Tagni



1B Grandview Grove, DULWICH
SOLD for \$1,950,000
Agent: Sally Cameron
Auctioneer: Bronte Manuel



4 Jennifer Street, PARADISE
SOLD for \$845,000
Bidders: 6
Active Bidders: 4
Agent: Gary Musolino
Auctioneer: Tony Tagni

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SOCIETY'S AUCTIONS

SOLD!



58 East Avenue, BLACK FOREST
SOLD for \$1,435,000
Agent: Jill Wehrs
Auctioneer: Sharon Gray



13 Debney Street, FULHAM GARDENS
SOLD for \$1,017,000
Agent: Larry Colin
Auctioneer: AJ Colman



154 Seaview Road, HENLEY BEACH SOUTH
SOLD for \$2,120,000
Agent: Anthony Fahey
Auctioneer: Jonathon Moore



9 & 11 Walker Avenue, PARADISE
SOLD for \$1,502,000
Agent: Michele Alexandrou
Auctioneer: Troy Tyndall

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SOCIETY'S AUCTIONS

SOLD!



22 Royal Avenue, BURNSIDE
SOLD for \$2,460,000
Bidders: 7
Active Bidders: 5
Agent: Brandon Pilgrim
Auctioneer: George Kargiotis



10 Torrens Avenue, LOCKLEYS
SOLD for \$1,382,500
Agent: Tom Royal
Auctioneer: Brett Roenfeldt



21 Merlin Road, FULHAM GARDENS
SOLD for \$1,375,000
Agent: Thomas Crawford
Auctioneer: Vincent Doran



39 Waterford Cct, LIGHTSVIEW
SOLD for \$1,600,000
Bidders: 13
Active Bidders: 5
Agent: Mannas Chan
Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



20 Charbray Court, MOUNT BARKER
SOLD for \$555,000
Bidders: 6
Active Bidders: 2
Agent: Matt Kenny
Auctioneer: Joshua Bagley



1 Allen Street, BURNSIDE
SOLD for \$672,000
Agent: Nicole Neill
Auctioneer: Tim Thredgold



49 Fraser Avenue, HAPPY VALLEY
SOLD for \$1,905,000
Agent: Robyn Coles
Auctioneer: David Smallacombe



8 Elizabeth Street, FINDON
SOLD for \$805,000
Agent: Attilio Cavuoto
Auctioneer: Michael Cavuoto

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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

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.

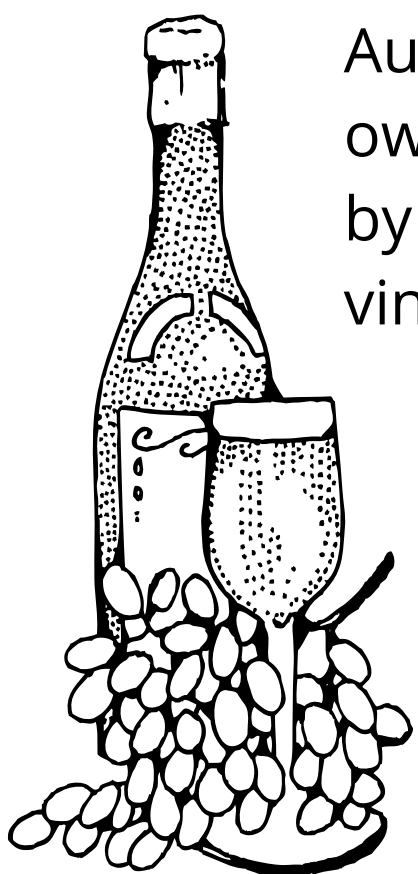
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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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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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Perspective Media



PerspectiveMedia

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

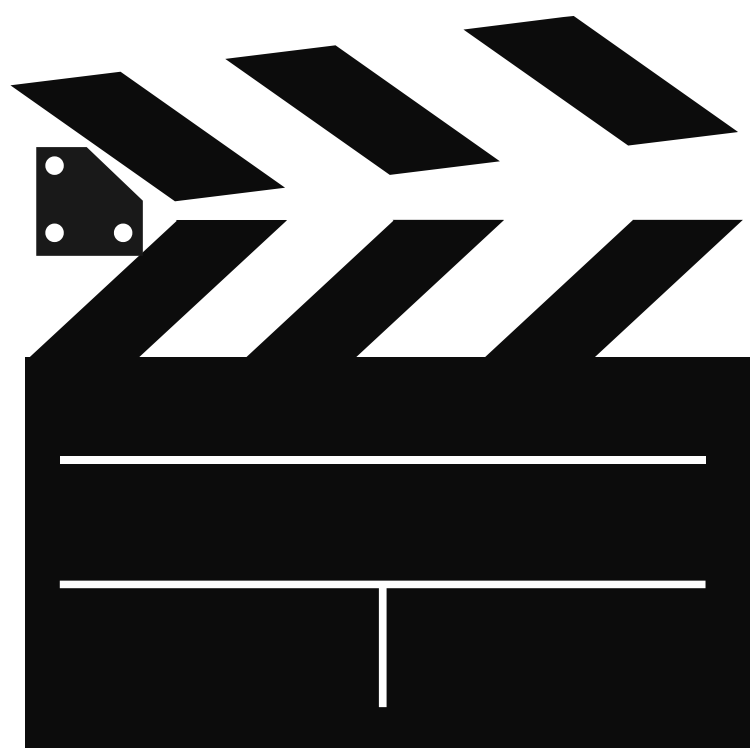
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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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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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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.

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.

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.

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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You can now search SAILIS (Land Services SA) from within **reaforms** and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

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Why choose reafoms?

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- Built-in SMS verification for electronic signing
- Integrated with most major Agent CRMs
- Prepare, edit, print and email anytime, anywhere
- Create forms offline - the forms then sync to the Cloud and back up to your office when you next connect
- Special Conditions and other professionally drafted conditions provided
- Simplified, easy to understand GST in Agency Agreement and Contract
- Mandarin translations
- Regular training available and legislative updates provided

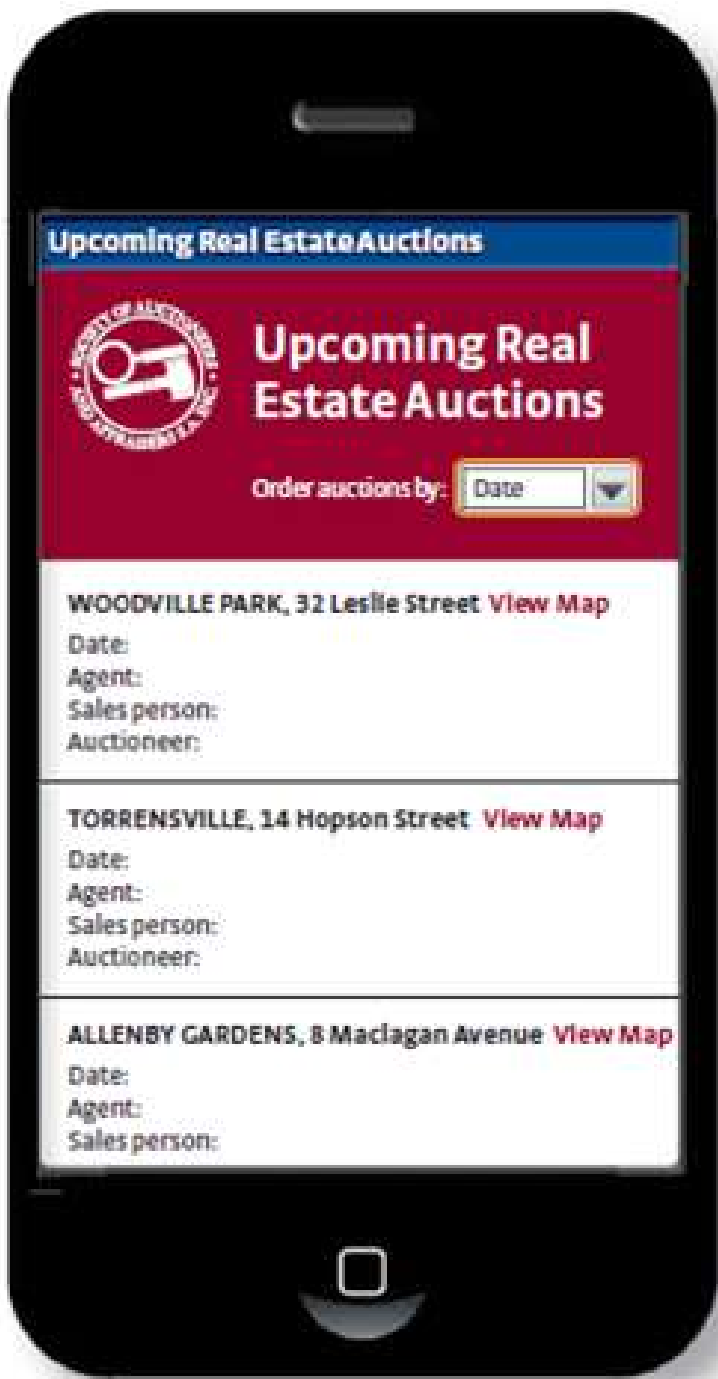
Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.



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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

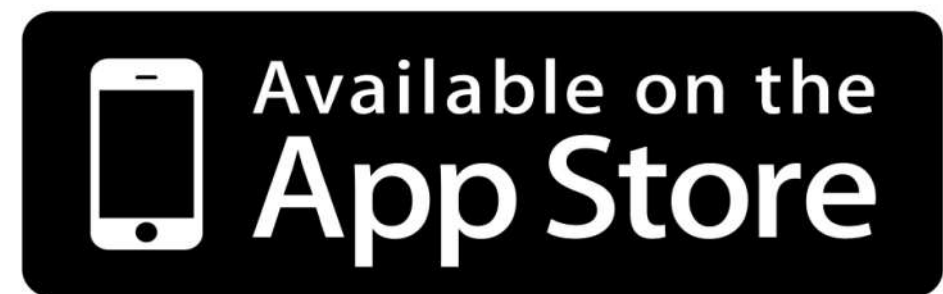
INSTANT UPDATE

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

LIST

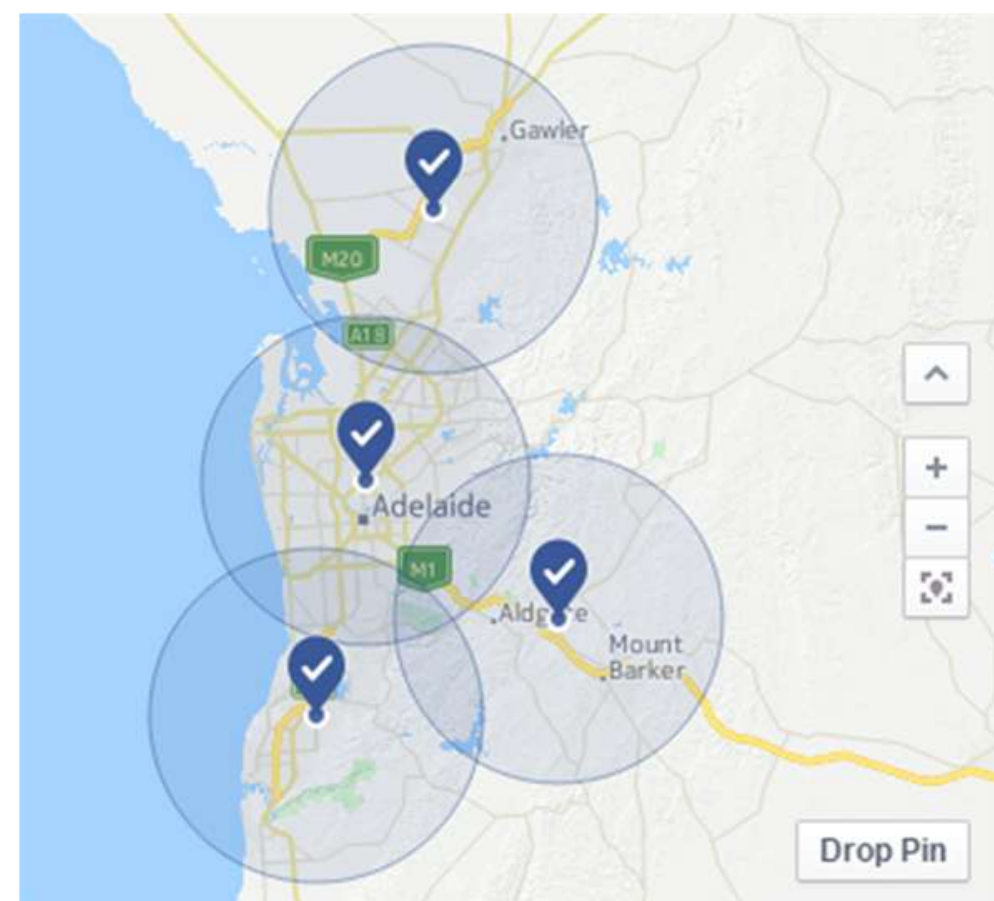
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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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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



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.
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- 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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