

GAVEL & GLASS

OCTOBER 2021

"The Society"

Representing
Auctioneers
Appraisers
Agents
Sales Consultants
Property Managers

- Real Estate
- General
- Livestock

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*

auctioneers.com.au

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THE BOARD Board Members

President



Andrew Monks

Vice President



John Morris



Sarah Bower



Anthony DeMarco



Vincent Doran



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auctioneers.com.au



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GOLF CLASSIC HOLE-IN-ONE PRIZE



*Register now for
your chance to win*

\$50,000 HOLE-IN-ONE

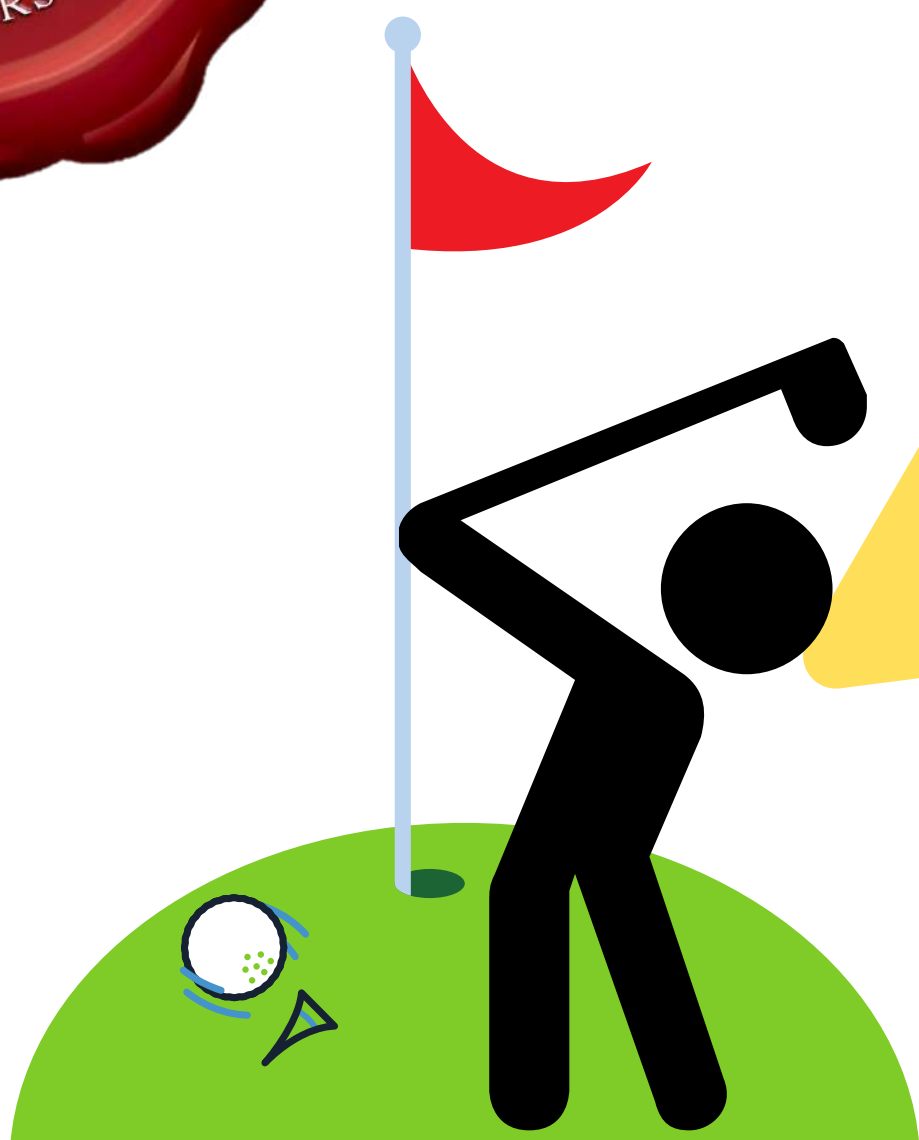
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COWDEN
THE INSURANCE BROKERS



READ SIGNS

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

Gavel & Glass

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 5TH NOVEMBER

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.

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

**Download
brochure
here**



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. _____

Name on Card _____

Team: _____ Players without handicap limit are 24

Player 1: _____ Handicap: _____ Player 2: _____ Handicap: _____

Player 3: _____ Handicap: _____ Player 4: _____ Handicap: _____

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

NON-MEMBERS Please advise: Names Attending _____

Ph _____ Email _____

Gavel & Glass

'THE SOCIETY'

GOLDEN GAVEL LIVE 2022



NOMINATIONS OPEN NOW



For Real Estate

- Senior
- Rising Star

General
Livestock



Nominations
close on 28th
February
2022



'The Society' Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, you can put in as many entries as you like - we will judge the last entry uploaded unless you advise us which Auction you would like judged.



For further details visit our website

www.auctioneers.com.au

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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

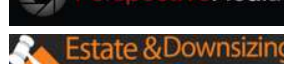
- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals

[Download brochure here](#)

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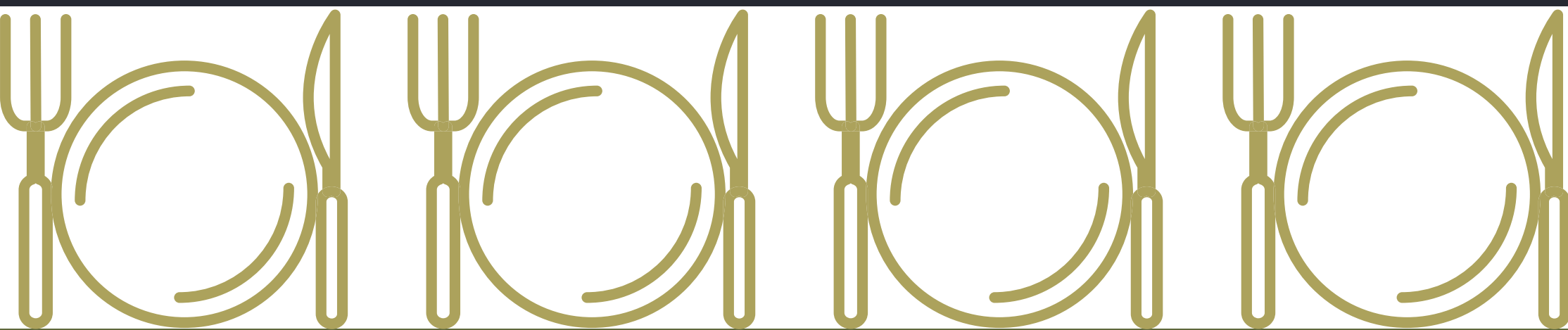
NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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UPCOMING EVENTS



join us for a networking lunch at


Seed Clare Valley

268 MAIN N RD, CLARE SA 5453
(1 HOUR 30 MINUTES FROM ADELAIDE)

bringing the City and Country closer together

FRIDAY 15TH OCTOBER
12.30 PM

Please confirm your attendance by phoning our office
8372 7830 or email to admin@auctioneers.com.au



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....

City Slickers

Join us in Clare for lunch

Regional Networking Lunch hosted by Society President Andrew Monks and CEO Garry Topp, at the Seed Winehouse and Kitchen on Friday 15th October at 12:30 pm.

Please join us and our regional members for a networking lunch with the opportunity of sharing ideas and bringing the City + Country closer together.

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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

**Please RSVP by Friday 22nd
October 2021**

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UPCOMING EVENTS

AUCTIONEERS UNDER THE PUMP Challenges Auctioneers are facing

Arkaba Hotel - 150 Glen
Osmond Rd, Fullarton
Thursday 4th November
3:30 FOR 4:00 PM
Book by
Wednesday 27th October



Brett Roenfeldt



Chris Gill

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

DO 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?
- 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 employee 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:

**COST:
\$33 EACH**

- 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?

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UPCOMING EVENTS

SOCIETY'S 40th ANNIVERSARY

1981-2021



Representing Auctioneers and Appraisers of Real Estate, General and Livestock



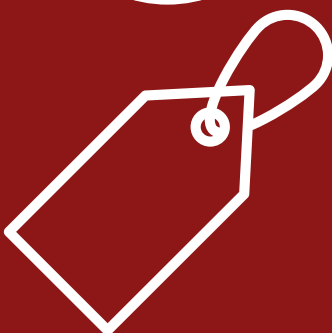
Friday 3rd December 2021



Lunch at Norwood Football Club



12.30 pm for 1.00 pm start



\$66 each - for welcome drink and 2 course lunch

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Name on Card _____

Names Attending _____

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Master Auctioneers Elite Workshop

This workshop is for all high-profile Auctioneers to ensure they are performing to their elite performance level. It is presented by multi-award-winning and nationally accredited trainers Brett Roenfeldt and Gary Topp.

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

We had 3 delegates, Martin Betts from Turner Partners, who is attending to fine-tune his craft.

Angus Barnden recently participated in our 2-day auction workshop and the Golden Gavel Rising Star and wants to hone his auction performance. Angus is from Jamestown and conducts clearing sales and will assist James Wardle in Real Estate auctions into the future.

Sarah Bower from Ray White Norwood also participated in the 2-day auction academy and the Golden Gavel Rising Star, truly enjoys auctioning and wants to take her expertise to the stage where vendors have complete confidence in her when appointing an auctioneer.



All 3 improved vastly during the afternoon and the trainers noticed the difference when viewing their final auction performances later in the day.

We will run another Master Elite Workshop later in the year for all Auctioneers entering the 2022 "The Society" Golden Gavel Live, where participants will bring along what they perceive to be the perfect performance and they will be judged using the Golden Gavel judging criteria and we will concentrate on where they lose points and how to better perform to maximize their scores.

If you are entering the Golden Gavel, we suggest you attend this course as will be invaluable in fine-tuning your performance to maximize judges scoring.

Please let us know if you will attend.

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

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'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022

We welcomed

- Gary Johanson, Previous Mayor of Port Adelaide & Enfield
- Hamish Mill current 2021 'The Society' Golden Gavel Live Winner
- 'The Society' Golden Gavel Live Finalists
AJ Colman
John Morris
Sharon Gray
Vincent Doran
- Marc du Plessis 'The Society' Golden Gavel Live General Auctioneer of the Year 2021 and Golden Pen Recipient
- Brett Roenfeldt + 5 times Domain Golden Gavel Winner & Highest Price Sale by Auction
- 'The Society' Golden Gavel Trustee, Mr Oren Klemich

We also welcomed Past Presidents

Marc du Plessis, Garry Topp, Brett Roenfeldt, Attilio Cavuoto and Matt Smith



Gavel & Glass

'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022

We acknowledged our new Sponsors

Firstly as a Key Sponsor **Direct Connect** represented by Jane McKniff.

Direct Connect can help your clients connect their Electricity, Gas and Water, and arrange Internet, Phone, Pay TV, Insurance, Cleaning, Removalists and Truck Hire. One of their moving experts will call your clients to discuss your moving needs. Let Direct Connect make their move easy.

Eight at the Gate Winery

Jane and Claire are sisters. Their common love of family, farming and wine brought them to purchase and expand Lanacoona Estate, an established vineyard in Wrattenbully in 2002. The vineyard has been providing grapes and wine for many iconic wine labels for the past 20 years. Since 2005 they have produced their own wine with fruit chosen from the best parts of the vineyard. In 2016 they finally put a label on it and Eight at the Gate Wines was born. They are the official winery for the Society providing award winning wines as gifts for your clients with a discount for Society Members.

Perspective Media

Video is the most powerful marketing tool a business can have.

Perspective Media specialize in corporate, promotion and real estate video.

Their latest software they can make the surreal become real.

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

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

FH Fullhammer represented by Andy Phanthapangna and Glenn Fuller for embroidery, screen printing, office attire and products.

We introduced **Academic Pavilion**, a registered training organization represented by Lyn Melville for property management, certificate IV and Diploma Training and RTO for our popular 2 Day Auction Licence Workshop.



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'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022

We also acknowledged Print and Media Sponsor with us for 35 years **Bowden Group** represented by Sam Bowden and Patrick Buying and Damien Burchell.

Read Brothers Signs Key Sponsor providing Real Estate signs and associated products for Society Members represented by Darren Read.

The Form 1 Company represented by Chris Gill
du Plessis Auction Gallery represented by Marc du Plessis

Cowden Insurance represented by Gordon Tonkin and Michelle Barnes

Eckermanns Lawyers represented by Jarrod Eckeremann, Hayden Eckeremann, Mehreen Lamba and Catherine Eddy.



As a mark of recognition The Society recognizes excellence and we recognized our Elite performers with the presentation of a Gold Master Auctioneer Badge to the winners of the 'The Society' Golden Gavel Live, Real Estate, and General.



Firstly to Hamish Mill who had entered the competition every year since inception – and has been a finalist on numerous occasions. In 2019 Hamish joined only 14 other winners to receive the Perpetual Trophy and has won back to back again in 2020 and created the hat trick winning yet again in 2021. Hamish was presented with the Gold Badge with now three embedded stars to commemorate this fantastic achievement.

Gavel & Glass

'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022



Marc du Plessis won the 'The Society' Golden Gavel Live General Competition this year, Marc runs a state Art Auction rooms at 1 London Road, Mile End, and joins an elite group as the winner of the 2021 'The Society' Golden Gavel Live General Category. We presented Marc with a gold Master Auctioneer Badge with an embedded star to commemorate this achievement and framed recognition to keep as a memento of this Award, and from now on our General Auctioneer of the Year winners will receive a framed hammer so Marc here is yours to commemorate your win in 2021.

Presentation of Master Auctioneer
Master Auctioneer is for Practicing Members who have displayed outstanding performance as an Auctioneer or Appraiser and have achieved finalist in the senior section of the 'The Society' Golden Gavel Live Competition and who have not won the award.

AJ Colman, John Morris, Hamish Mill, and Sharon Gray, have previously been awarded Master Auctioneer Status.

We now Award Vincent Doran as a Master Auctioneer for becoming a finalist in the '2021 "The Society" Golden Gavel Live".



For 35 years the Society of Auctioneers and Appraisers has to lead the way in South Australia in all facets of Auction.

'The Society' Golden Gavel recognizes & encourages excellence and is the longest-running Auction Competition in the Southern Hemisphere recognizing Real Estate, General & Livestock Auctioneers & Appraisers throughout South Australia.

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'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022

Draw

Prize 1

Bottle of Eight at the Gate 2017
Chardonnay
Winner – **Hayden Eckermann**



Prize 2

Bottle of Eight at the Gate Family
Selection 2017 Chardonnay
Winner - **Cheryl Misso**



Prize 3

Bottle of Eight at the Gate 2016
Cabernet Shiraz
Winner – **Hamish Mill**



Prize 4

Bottle of Eight at the Gate Family
Selection 2017 Chardonnay
Winner - **Damien Burchell**

'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022



Gavel & Glass

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

'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022



Gavel & Glass

'THE SOCIETY' GOLDEN GAVEL LIVE LAUNCH BREAKFAST 2022



ANDREW MONKS

Thank you all for coming and supporting the Society and the Auction method of marketing, which is the purest and transparent way to sell absolutely anything and everything.



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

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AGM 2021

The annual Society AGM was held in the Osmond Room at The Arkaba on Monday 20th September 2021.

At a Board Meeting following the AGM the Board elected Andrew Monks for a further term as President and John Morris as Vice President.

The Board Members are Sarah Bower, Vincent Doran and Anthony DeMarco with a casual vacancy due to the resignation of Richard Ward.

We congratulate the Board Members and acknowledge and thank Richard Ward for his service on the Board in General and Livestock Task Group.

Presentations were made of Silver (10 years), Gold (15 years), Platinum (25 years), membership of the Society.

- Silver to Tony Caruana (accepted by Samantha McKee)
- Gold to Damian Popowycz and Justin Peters
- Platinum to Stephen Venn



AGM 2021 - President Report

Despite Covid, the Society has had a positive year finishing with 362 members as at 30th June up from 319 at the same time last year representing a 13.48% rise in Members for the year and we are in a strong financial position also recording a surplus of \$51,067.

A Major development occurred with Mark Kurtze selling REA Forms to Eckermanns Lawyers during the year. However, this move has been very positive for the Society. Today our membership stands at 390 which is very close to our all-time record when Sharon Gray was President in 2010-2011.

AGM 2021 President Report

CEO Garry Topp and I have met with Barry Money, the new CEO of REISA to discuss Auction Competitions, the reinstatement of the Schools Auction Idol and joint submission to the Government regarding the Real Estate Legislation as there is still some draconian parts to the act that we perceive need modifying.

There will be a review of the Real Estate Legislation next year and we are working with REISA and AIC to prepare an Industry-wide submission to address issues such as Prescribed Pricing, duration of Agency Agreements especially in the Country, Form 1 amendment, and overly strict penalties eg where you get no commission or costs and a \$50,000 fine just for a simple omission.

There was a suggestion that 'no price guide for auctions' be legislated however we are reluctant to ask the government to legislate something that they haven't thought of themselves and whilst the Society policy to not have a price guide we are aware that many members do want to give a price guide.

Despite Covid we still held 'The Society' Golden Gavel Live at Plant 4 Bowden which was a raging success, Hamish Mill and Marc du Plessis winning the Major Awards.

Despite Covid we still managed to hold two 2 Day Auction Licence Workshops, two sessions on the new Planning, Development and Infrastructure Act, a Property Management Workshop with Rachel Coulter, Auctioneers Under the Pump Workshops and Legislation updates with Chris Gill and Brett Roenfeldt in Adelaide, South East and Riverland.

I would like to thank and acknowledge the 2021 Board Vice President John Morris, board members Sarah Bower, Vincent Doran, Anthony DeMarco, Richard Ward and the board advisors Gary Johanson (Parliamentary Issues), Chris Gill (Compliance & Finance), Ray Brincat (Structure & Training), Marc du Plessis (Livestock & General), Geoff Watts (Country – South East), Geoff Schell (Country – Mid North/Riverland), Sharon Gray (Membership & Training), Matt Smith (Sponsorship and Special Projects).

The Society is forging ahead, we have formed working relationships with REISA, the Institute of Conveyancers and Politicians, the Society has money in the Bank and a record number of members. Sponsorship is secure with 5 new sponsors this year. The future is bright as the Society keeps up its tradition of enhancing the professional standards of members through training, technology, innovation, and representation.

Andrew Monks M.S.A.A

andrewm@jcwilkinson.com.au



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AGM 2021 CEO Report

The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of Auctioneers, Appraisers and Agents of Real Estate, General & Livestock.

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.



In 2021 we are in our 40th year! We have our 40th Anniversary at the Redlegs Club on 3rd December, please all attend. We held the inaugural General Meeting of the Society at the Norwood Football Club 40 years ago so it is fitting that we return to celebrate this 40-year milestone in our history.

Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society is relevant and provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, and Advice on Contract issues, Complaint resolution and representation.

Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.

We are one of the few remaining organizations where a tape recorder doesn't answer the phone, we have a live receptionist that puts you through to a live person.

Nothing beats personal contact.

The Year 2020/2021:

Training commenced the financial year with a series of seminars on the new Planning, Development and Infrastructure Act with Felicity Niemann and Chris Gill where over 200 members attended.

We held Past President lunch at Enzo's Restaurant and Christmas drinks at The Highway.

During the year we conducted 'The Society' Golden Gavel Live Launch Breakfast at the Next Generation Memorial Drive and the Awards at Plant 4 Bowden with a new speedy format of presenting the Awards allowing more time for socializing and networking.

Gavel & Glass

AGM 2021 CEO Report

A new initiative from Social Events Task Force Sarah Bower and Vincent Doran was a series of networking drinks held at The Robin Hood Hotel, The Highway, Marion Hotel and Grange Hotel. The next one is at the Coopers Alehouse GeepsCross on 28th October, please attend and socialize and network with the new board and members.

Our Auctioneers under the Pump Workshop has proved popular where we answer all the difficult questions Agents and Auctioneers could get at an Auction. We acknowledge Brett Roenfeldt and Chris Gill who convene these workshops for us.

We are seeing more and more Property Managers join the Society and we now have a Property Management Workshop convened by Rachel Coulter.

Dispel the Myths on Legislation, Compliance and Pricing Workshops chaired by Chris Gill have been well attended in Adelaide, Berri and Coonawarra. We now use an informal Q+A Format which members respond well to.

I'd like to acknowledge Chris Gill as Society document Trainer who has worked in the industry for 25 years, co-wrote the Society's Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and form 1 preparation.

Chris's further commitment to the Society is evident where he sponsors the Society Golf Classic to the tune of \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society. Last year at Mt Osmond we had 17 teams.

Chris Gill will sponsor the Golf Classic again this year and Cowden Insurance and Read Brothers Signs have collaborated to increase the hole in one prize to \$50,000.00 and \$500 for nearest the pin on the 4th. The Golf Classic will be held on 19th November at the Mount Osmond Golf Club.

Brett Roenfeldt conducts our 2 Day Auction Real Estate Auction Workshop and Auctioneers under the pump and our popular Master Auctioneers Elite Workshop. We acknowledge and thank Brett Roenfeldt for his imparting his immense knowledge of Auctions to especially our younger members wanting to make a career as an Auctioneer.



AGM 2021 CEO Report

To the Sponsors.

We acknowledge Key Sponsors, Bowden Group, Read Brothers Signs and also supporters, The Form 1 Company, du Plessis Auction Gallery, providing prize money to the General Competition and Cowden Insurance Brokers for their continued support.

On Board this year as new sponsors includes Direct Connect, Perspective Media, Eight at the Gate Winery, Eckermanns Group and FHFULLHAMMER.

Office Administration:

Giovanna Izzo has been in the role since September 2020. Giovanna from Brazil has a Bachelor of Journalism, has worked as a Commercial Assistant and Receptionist and has adapted to the Society busy and demanding office, Giovanna has a pleasant personality and is keen to meet the members and participate in the goals of the Society.

Membership Last year we had 319 Members at the end of June. This year the number was 362, up 46 from this time last year.

There is an increasing amount of young Members and Sole Traders and Property Managers joining which is refreshing and they are attending events. As at the last Board Meeting we now have 390 Members close to our all-time record of just over 400.

Our 20 page booklet guide for Agents on 'How To' list and run a successful Real Estate Auction Campaign.

It is a guide for Private Treaty Agents who do the odd Auction - do it the Private Treaty way and it doesn't work!

So this is a comprehensive guide from listing, to open inspections, to auction with scripts, dialogues, checklists, marketing tips, it covers every aspect of Auction from beginning to end.

It has been very well received and has been used in Agents Sales Meetings and for Training.

21 Advantages of Auction has stood the test of time and is still as relevant as ever.



AGM 2021 CEO Report

For General Auctioneers, they can now upload pictures in the Upcoming auction on the web – our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

I'd like to thank Andrew Monks for his huge contribution to the Society and acknowledge the accomplishments made during his term as President. His initiatives with networking & social events, in particular, the Golf Classic and bringing on liaison with REISA and the Institute of Conveyancers and bringing on new sponsors.

The Society is enjoying a rejuvenation with a wave of young practitioners joining with the attraction of the 'The Society' Golden Gavel Rising Star. And many of these young practitioners are attending the Breakfasts & Training.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands-on passionate and personal approach.

The goodwill, generosity and spirit are active & well!!

I look forward to a new Board for 2021/2022 and getting back to basics of representing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.



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

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



30 Hillside Rd, ALDGATE
SOLD for \$1,387,000
Bidders: 6
Active Bidders: 2
Agent: Sarah Bower
Auctioneer: John Morris



25 Wynette Street, PENNINGTON
SOLD for \$551,000
Agent: Attilio Cavuoto
Auctioneer: Michael Cavuoto



8 Travers Drive, BEAUMONT
SOLD for \$1,650,000
Agent: Ryan Yuan
Auctioneer: Tim Thredgold



71 Lockwood Road, BURNSIDE
SOLD for \$1,505,000
Bidders: 26
Active Bidders: 6
Agent: Brandon Pilgrim
Auctioneer: George Kargiotis

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



28 Shakesphere Avenue,
TRANMERE
SOLD for \$1,661,000
Agent: Sam Shoaeeyan
Auctioneer: AJ Colman



14 Parkwood Avenue, PARADISE
SOLD for \$798,000
Bidders: 16
Active Bidders: 6
Agent: Paul Arnold
Auctioneer: Paul Arnold



42 Labrina Avenue, PROSPECT
SOLD for \$1,900,010
Bidders: 21
Active Bidders: 7
Agent: Greg Nybo
Auctioneer: Brett Roenfeldt



16 Dimora Court, ADELAIDE
SOLD for \$795,000
Agent: Robyn Coles
Auctioneer: David Smallacombe

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



40 Grange Road, WEST
HINDMARSH
SOLD for \$936,000
Agent: Thomas Crawford
Auctioneer: Vincent Doran



40 Loader St, GLYNDE
SOLD for \$990,000
Bidders: 17
Active Bidders: 6
Agent: Gary Musolino
Auctioneer: Tony Tagni



26 Hardy Avenue, GLENGOWRIE
SOLD for \$910,000
Bidders: 17
Active Bidders: 4
Agent: Scott Ellis
Auctioneer: Jarrod Tagni



247 Glynburn Road, ST MORRIS
SOLD for \$1,130,000
Agent: Julian Rullo
Auctioneer: Troy Tyndall

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



10 Coventry Drive, ATHELSTONE
SOLD for \$603,000
Bidders: 5
Active Bidders: 5
Agent: Hamish Mill
Auctioneer: Hamish Mill



13B White Crescent, SEACOMBE GARDENS
SOLD for \$540,000
Bidders: 4
Active Bidders: 3
Agent: Damon Brohier
Auctioneer: Joshua Bagley



465 Marion Road, SOUTH PLYMPTON
SOLD for \$692,000
Bidders: 9
Active Bidders: 5
Agent: Adam Keane
Auctioneer: Rod Smitheram



28 Addison Road, BLACK FOREST
SOLD for \$1,470,000
Bidders: 8
Active Bidders: 6
Agent: Simon Tanner
Auctioneer: Simon Tanner

Gavel & Glass

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

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Complete reliability & completely free



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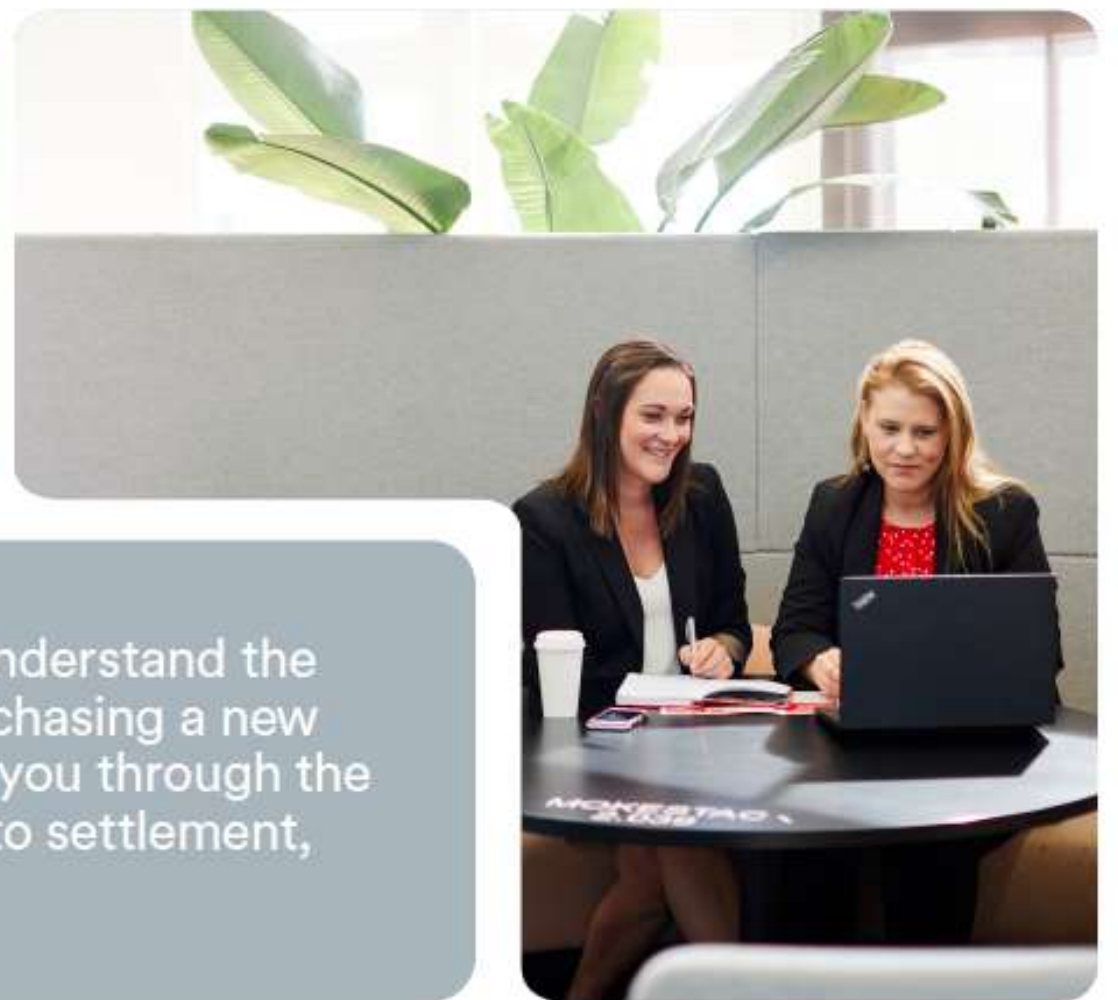
For more information visit our website directconnect.com.au or call 1300 650 767

* For Terms and Conditions visit directconnect.com.au/terms-conditions

WE'VE GOT YOU COVERED

Direct Connect's free home buyer service provides you a personalised service with a dedicated contact person to guide you through every aspect of your move. You can choose to use as many or as few of our services as you require and we'll ensure that everything is covered and connected, ready for the day you move in.

We understand the moving process



SERVICES WE CONNECT

We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee* you can be assured that your electricity and gas will be connected on the day you move in!



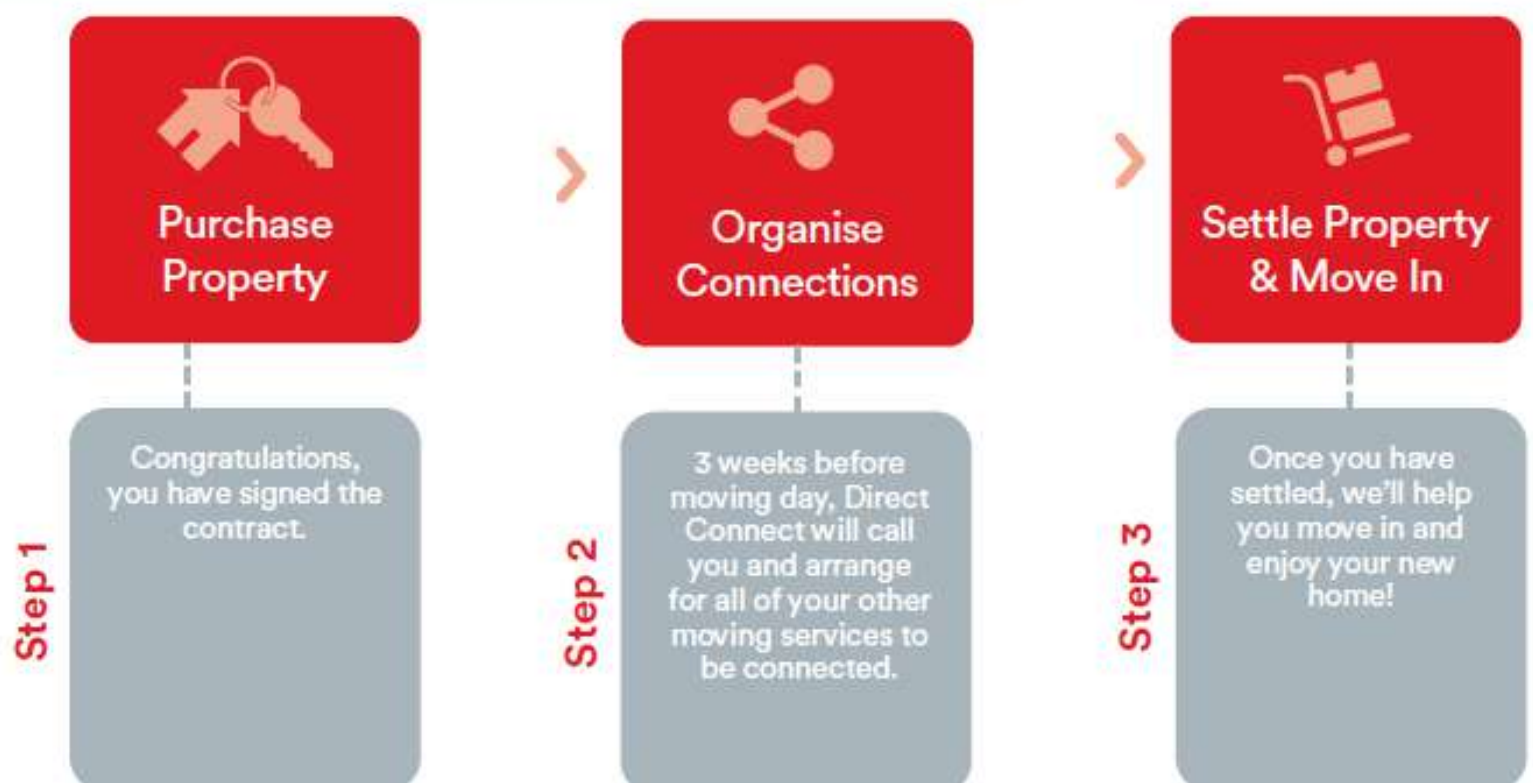
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.



At Direct Connect we understand the stress involved with purchasing a new property and can guide you through the process from purchase to settlement, and beyond.



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.

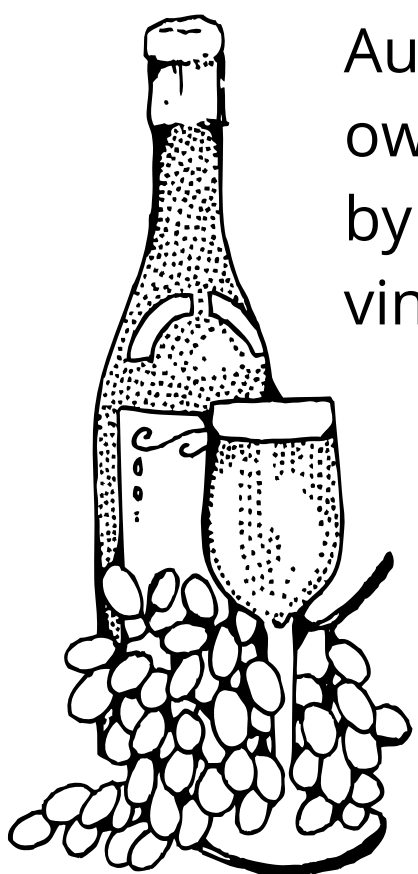
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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

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

Perspective Media



PerspectiveMedia

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

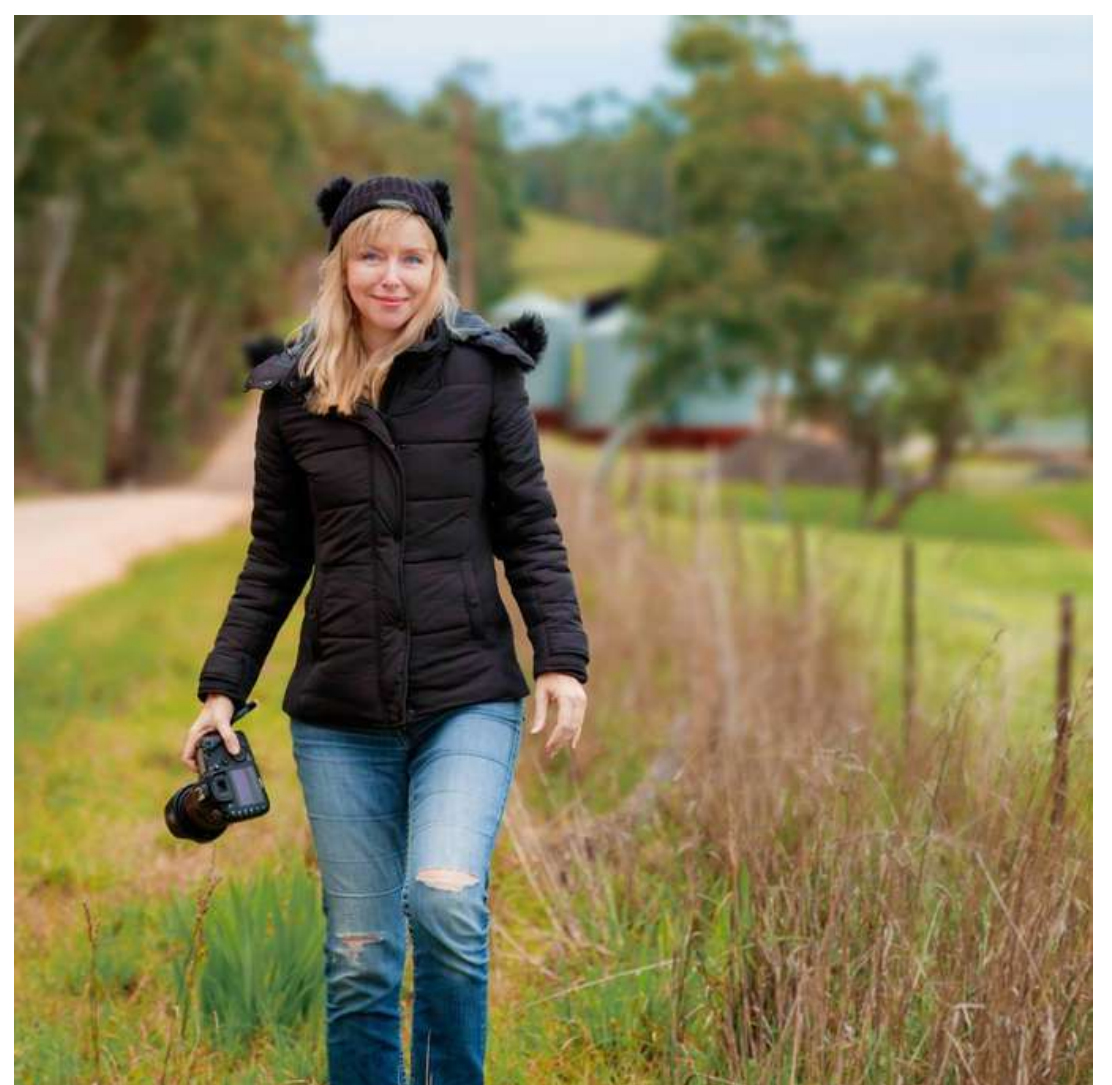
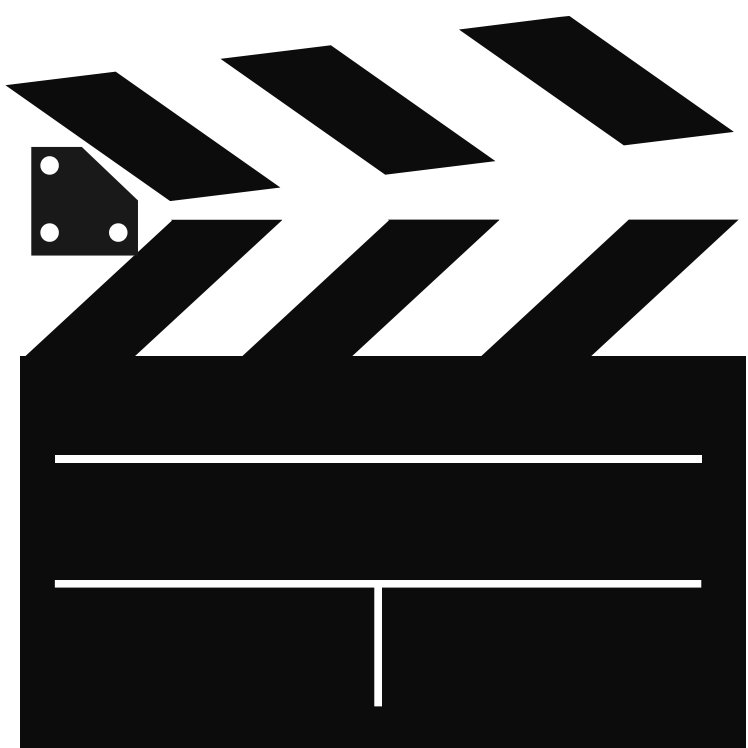
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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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- Commercial Leases
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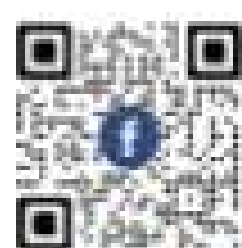
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Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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CEO

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



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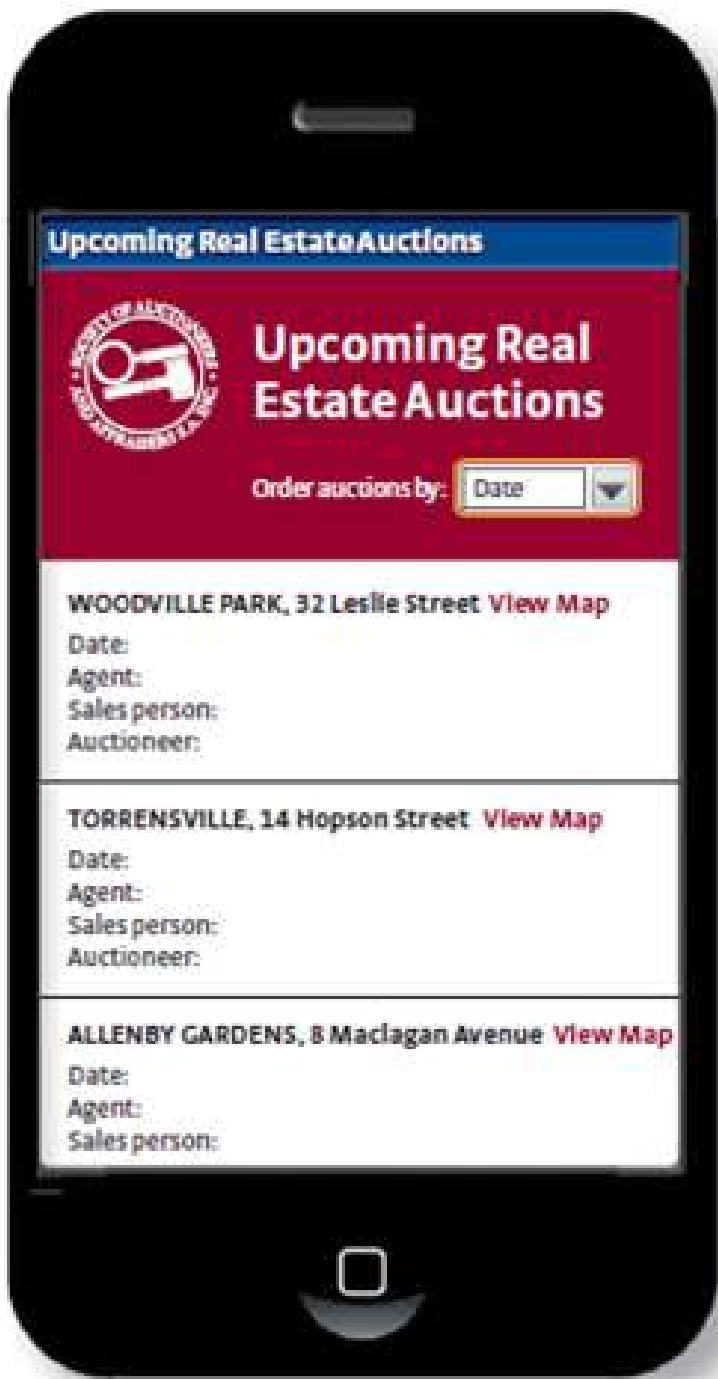
Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

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.



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

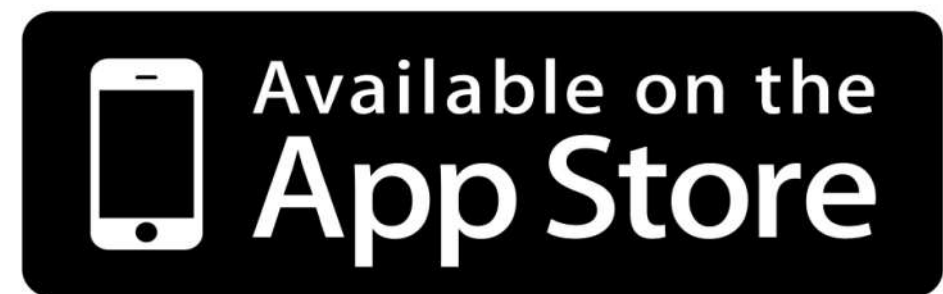
INSTANT UPDATE

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

LIST

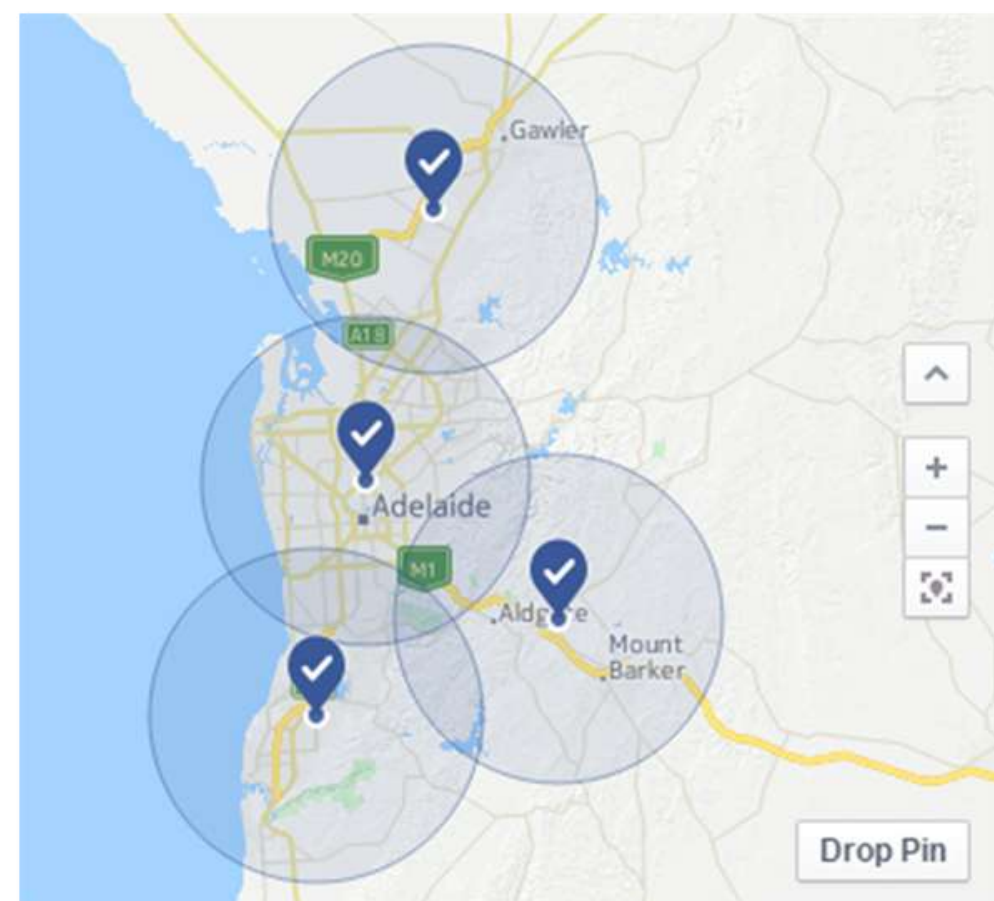
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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.

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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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