

# GAVEL & GLASS

DECEMBER 2021 - CELEBRATING 40 YEARS

## "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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John Morris

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**SOUTH AUSTRALIA**

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

# Gavel & Glass

# 'THE SOCIETY'

# GOLDEN GAVEL LIVE 2022



## NOMINATIONS OPEN NOW



For Real Estate

- Senior
- Rising Star



General  
Livestock

All new judges for Senior Real Estate including National and International

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](http://www.auctioneers.com.au)

## Gavel & Glass

# Under The Pump

Agents and Auctioneers Under The Pump is a relatively new initiative of the Society of Auctioneers and Appraisers that addresses challenges that Agents and Auctioneers face at open inspections and auctions with issues and difficult questions that can arise. 45 people attended the session at the Arkaba Hotel on Thursday the 4th of November where we experienced spirited questions and debates on many of the issues.

**Everyone who attended received a copy of the Society's Property Auction Selling Guide as a reference manual covering all aspects of an auction from listing to settlement, covering marketing, scripts**

**and dialogues/everything you need to know about an auction. We are in the process of adding a section on electronic bidding as Auctioneers and Agents are experiencing a lot of Interstate buyers wanting to buy SA property sight unseen which is causing some concerns.**

The legislation differs from State to State so it is necessary to ensure Interstate buyers fully understand the conditions of auction, the Form 1 and the contract, as some of the practises they are used to are not relevant or operate in South Australia.



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

## Gavel & Glass

# Under The Pump

We covered such issues as F.I.R.B. approval, a person under 18 wishing to purchase, issues arising by altering the contract after the auction, registration with no identification, conflict of interest with a person in employ of the agent bidding for a client, ramifications of announcing on the market, use of deposit bonds, white ant or encroachment issues, persons attempting to bid in a state of intoxication, and Agent bidding for a buyer using the buyers bidding number,

pass in or holdover, GST applicable in residential sales and proxy bidding whose names goes in the contract?

**We received excellent feedback after the session and we will run a similar session early in the new year, if you wish to attend, please let us know.**



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

# 2021 Golf Classic

Only 15 minutes from the City Centre, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Ranges and the Coast. 15 teams fronted up on Friday the 19th of November for 11.30 am lunch and 12.30 pm tee off with this year some truly sensational prizes.

The weather forecast was windy and rain and as usual, we defeated the odds as the day was overcast, but the only drops of rain fell as the last team came into the clubhouse for after-course snacks, drinks and prizes.

Sponsors provided some entertainment at various holes including giveaway wine glasses from Eckermann's on hole 18; a wine tasting with Eight at the Gate Winery on hole 1 with Jane McNiff from Direct Connect greeting the players as they came through. Bowden Printing on hole 5 with merchandise giveaways, Cowden Insurance and Read Brothers Signs at hole 4 monitoring the hole in one attempt for the \$50,000 prize and the nearest the pin for the \$500 cash. Everyone seemed to get on well together, comradery was rife and the strong bond of Society members was truly evident.



## Gavel & Glass

# 2021 Golf Classic

**Peter Smith** won a bottle of Georg Jensen Champagne courtesy of Andrew Monks and a \$75 paint voucher from Paint Supplies Hendon **for nearest the pin on the 2nd**. Nearest the pin on the 4th winning the \$500 cash from Cowden Insurance and Read Brothers Signs was Arthur George.



Winning each a bottle of Georg Jensen Champagne courtesy Andrew Monks and a \$50 voucher from Cibo Henley beach, was **Peter Smith for nearest to the pin on the 11th**, **Chris Gill nearest the pin on the second shot on 7th**, **Paul Cooper for longest drive on the 18th** and **Jarrold Eckermann for longest drive on the 6th**.



With a little bit of flair, we awarded **Nick Baranikow and Bianca Browse** as best dressed on the day each winning a \$100 voucher courtesy of the Palais Semaphore and Attilio Cavuoto.



# 2021 Golf Classic

Third place outright winning a \$100 voucher each for goods and services from Read Brothers Signs, courtesy Darren Read, a sleeve of 3 golf balls each, courtesy of Chris Gill and a bottle of Eight at the Gate Sparkling Shiraz, courtesy Jane Richards, was **the Form 1 Company Team, Chris Gill, Peter Fried, Matt Scarce, Charles Clemente, with the score of 55.375.**



Second place outright each player winning a \$500 voucher for Conveyancing or Legal Services courtesy Jarrod Eckermann from Eckermanns Group, a bottle of Eight at the Gate Sparkling Shiraz each, courtesy Jane Richards, and a sleeve of 3 golf balls each, courtesy of Chris Gill the Form 1 Company, was the **Bowden Print Group Team, Sam Bowden, Patrick Buying, Paul Grant, Derek Butler, with the score of 55.125.**





# 2021 Golf Classic

First place, one of our new sponsors for 2021 Fullhammer provided vouchers for merchandise and apparel to the value of \$750 for each player, a bottle each of Eight at the Gate Sparkling Shiraz, courtesy Jane Richards, and a sleeve of 3 golf balls each, courtesy of Chris Gill the Form 1 Company, plus a Bowden print voucher for \$100 each and **the winner of the 2021 Society of Auctioneers and Appraisers Golf Classic is back to back winner Ray White Flinders Park Team, Attilio Cavuoto Team, Attilio Cavuoto, Scott Petherick, Maurice Dichiera, Joe Scriva, with a score of 51.375.**



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

# 2021 Golf Classic

As a new twist this year we held a raffle with 7 draws with some magnificent prizes and as we pulled the name out of the hat, the winner was able to choose which prize they wanted.

Draw 1 – A Property Management of Sales Course courtesy of Lyn Melville, Academic Pavilion Real Estate Training value of \$3,500

**The Winner was Paul Grant**



Draw 2 – 2 tickets to this summer Big Bash Cricket in a corporate box at Adelaide Oval to be used in December 2021 or January 2022 in association with and donated by Jane McKniff, Direct Connect

**The Winner was Matt Scarce**

Draw 3 – 1 \$75 Paint voucher courtesy Paint Supplies Hendon

**The Winner was Jarrod Eckermann**



# 2021 Golf Classic

Draw 4 – A Society Tie  
**The Winner was Wayne Johnson**



Draw 5 – Bottle of Moët  
Chandon courtesy AJ Colman,  
Estate and Downsizing Services  
**The Winner was Tomas  
Kluanek**

Draw 6 – Gift Voucher value \$100  
Palais Hotel Semaphore  
**The Winner was Steve Bachaman**



Draw 7 – Gift Voucher value  
\$100 Palais Hotel Semaphore  
**The Winner was Bianca  
Browse**

## Gavel & Glass

# 2021 Golf Classic

Eckermanns collected business cards on hole 18 with a draw for a free 1-year subscription to reafirms and you wouldn't believe it the winner was our current golf champion none other than Attilio Cavuoto.



The final presentation was a bottle of a superb scotch whisky donated by the du Plessis Auction Gallery and a bottle of Georg Jensen Champagne presented to Chris Gill as our thanks for sponsoring subsidizing the cost and providing prizes for what turned out to be one of the most memorable Society social events for 2021.

Andrew Monks closed the day by thanking everyone who attended and inviting everyone back to the 2022 Society Golf Classic next year and wishing everyone all the best for Christmas and the New Year.



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

## Gavel & Glass

# Society at your service

**11 am phone call to Society Office wanting a Real Estate Auctioneer in Bordertown for an Auction that same day at 4 pm.**

**We did it! After a few phone calls Society Auctioneer Michael Cavuoto took up the challenge, rearranged several appointments and jumped in his car for the 3-hour drive. Result: sold it well above the reserve, everyone happy – back 3 hours to home.**

Well done Michael, that's the spirit of Members of the Society of Auctioneers and Appraisers (SA) Inc. in full swing!

Michael is currently looking for work as an Auctioneer from Agents and with that super service, he should romp it in!

**A fabulous example of the camaraderie and support members give to each other.**



**Michael Cavuoto M.S.A.A.  
0432 218 563**

# Is Auction Stressful?

The short answer is yes!

But the stress lasts 10-15 minutes while the auction is in progress.

In Private Treaty sales many buyers make offers and don't get a response sometimes for days and even weeks – that's stressful especially when after a lengthy wait you to get a phone call saying your offer has not been accepted.

**At an auction, everyone gets an even chance to put their best offer forward and as Auctions are conducted in the public forum it's totally transparent!**

[As a buyer, you get to see the competition and competitive bidding sets the market price at that time for the property.](#)

Conversely, the vendor gets a price set by the market on the day and invariably the vendor will accept what the market has produced.

In Private Treaty sales the vendor can get an offer and agonise over whether to accept it or not and risk losing a good offer in the expectation of a better offer at a later time. That is very stressful!

**Auction puts all the buyers together at the one time so the vendor is ensured of the best price and all prospective buyers have an equal chance of purchasing.**

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

Private Treaty Sales are invariably subject to sale of another property or subject to finance and after accepting a contract it can often not go to settlement due to the failure of sale of the purchasers house or rejection of the finance.

[As far as buyer's tactics at an auction goes – our advice is to bid boldly and quickly and show you are a serious buyer.](#)

Offering low increments will not intimidate the Auctioneer as they can reject any bid not considered to be in the best interest of the vendor.

Buyers should be aware that the CBS has a significant penalty of up to \$20,000 for the disruption of an auction and this is clearly laid out in Form R5 collusive practises at auction.

**Auctioneers will always look to provide a buyer-friendly environment to ensure that all parties have a fair and transparent opportunity to purchase.**

When selecting an Auctioneer for your property ensure they are a member of the Society of Auctioneers and Appraisers (SA) Inc. All Society members work to a code of best practice to ensure fairness to all parties.

**Always ask the question, is your Auctioneer a member of the Society of Auctioneers and Appraisers (SA) Inc.?**

See [www.auctioneers.com.au](http://www.auctioneers.com.au)

## Gavel & Glass

# SOCIETY'S AUCTIONS

**SOLD!**



34 Roebuck Street, MILE END

SOLD for \$1,170,000

Bidders: 15

Active bidders: 2

**Agent: Rachel Lawrie**

**Auctioneer: John Morris**



2 Corinda Avenue, KENSINGTON PARK

SOLD for \$1,400,000

**Agent: Marie Brus**

**Auctioneer: Troy Tyndall**



4 Romney Road, HEATHPOOL

SOLD for \$1,250,000

Bidders: 53

**Agent: Mary Balendra**

**Auctioneer: David Smallacombe**



393 Torrens Road, KILKENNY

SOLD for \$1,120,000

**Agent: Daniel Seach**

**Auctioneer: AJ Colman**

**Gavel & Glass**

# SOCIETY'S AUCTIONS

**SOLD!**



49 Alicante Avenue, WYNN VALE  
SOLD for \$705,000  
Bidders: 17  
Active bidders: 8  
**Agent: Paul Arnold**  
**Auctioneer: Paul Arnold**



3 George Street, NORWOOD  
SOLD for \$1,710,000  
**Agent: Matthew Scarce**  
**Auctioneer: Brett Roenfeldt**



11 Church Road, MITCHAM  
SOLD for \$1,753,000  
Bidders: 5  
Active bidders: 3  
**Agent: Stephanie Williams**  
**Auctioneer: Hamish Mill**



18 Shammall Court, GREENWITH  
SOLD for \$1,230,000  
**Agent: Attilio Cavuoto**  
**Auctioneer: Michael Cavuoto**

**Gavel & Glass**



# SOCIETY'S AUCTIONS

**SOLD!**



29 Edward Street, GLYNDE

SOLD for \$960,000

Bidders: 7

Active bidders: 3

**Agent: Gary Musolino**

**Auctioneer: Tony Tagni**



1/321 Glen Osmond Road,

GLENUNGA

SOLD for \$917,000

**Agent: Grant Wills**

**Auctioneer: Bronte Manuel**



4 Comley Court, NOVAR GARDENS

SOLD for \$1,210,000

Bidders: 8

Active bidders: 4

**Agent: Rod Smitheram**

**Auctioneer: Rod Smitheram**



20a Lipsett Terrace, BROOKLYN

PARK

SOLD for \$630,000

**Agent: Thanasi Mantopoulos**

**Auctioneer: Damian Popowycz**

**Gavel & Glass**

# SOCIETY'S AUCTIONS

**SOLD!**



20 Iluka Street, GLENELG NORTH  
SOLD for \$1,065,000  
Bidders: 6  
Active bidders: 3  
**Agent: Scott Torney**  
**Auctioneer: Jarrod Tagni**



2 Gawler Street, MOUNT BARKER  
SOLD for \$1,725,000  
**Agent: Matthew Trim**  
**Auctioneer: Jonathon Moore**



1 Fourth Avenue, ST MORRIS  
SOLD for \$1,526,000  
Bidders: 22  
Active bidders: 8  
**Agent: Brandon Pilgrim**  
**Auctioneer: George Kargiotis**



Weddings, Sichem Road,  
BALAKLAVA  
SOLD for \$1,270,000  
Bidders: 8  
Active bidders: 6  
**Agent: Daniel Schell**  
**Auctioneer: Geoff Schell**

**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

# Direct Connect

## Peace of mind

You can be assured that you're moving with the best in the business. As Australia's No. 1 Moving Services company, Direct Connect have helped over 1.2 million people move since 2004. Best of all, our service is free.



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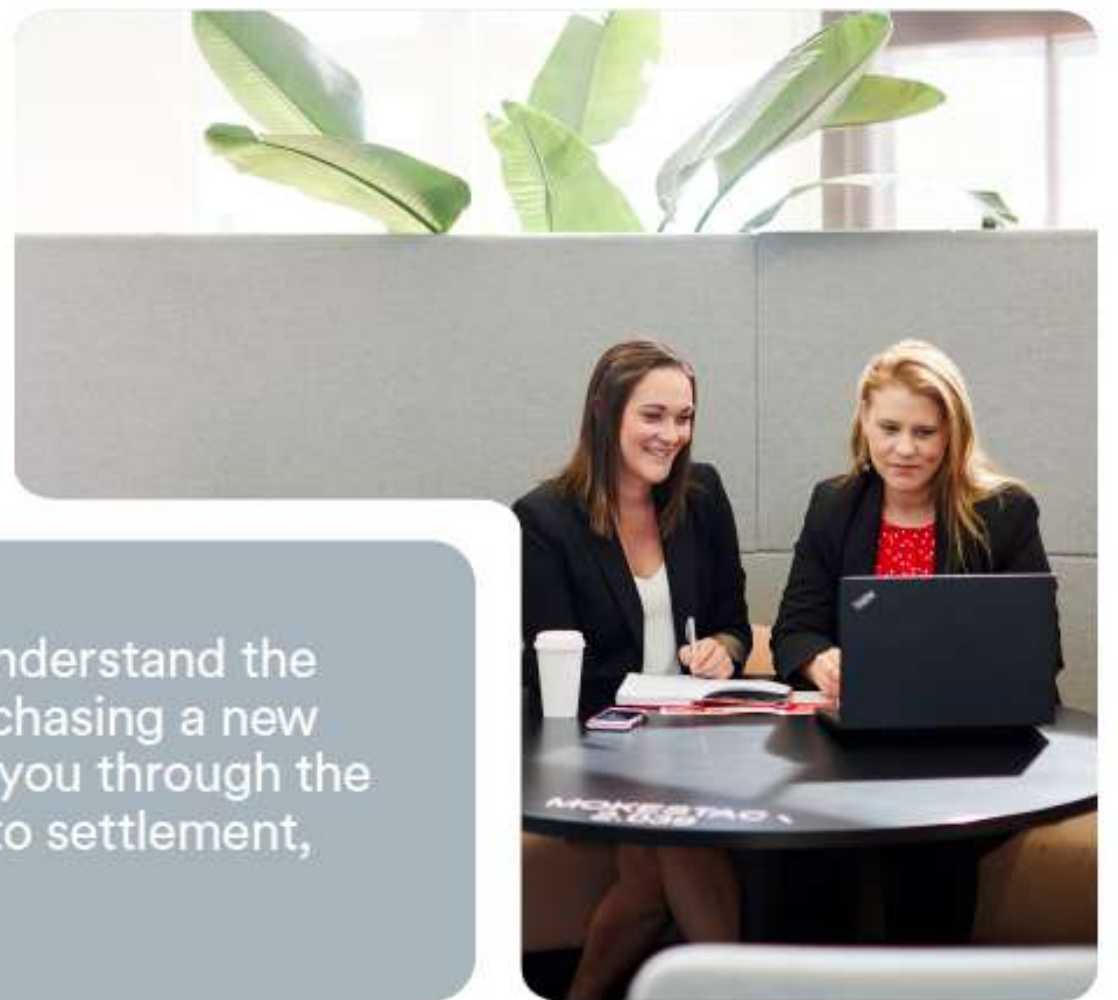
For more information visit our website [directconnect.com.au](http://directconnect.com.au) or call 1300 650 767

\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://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!



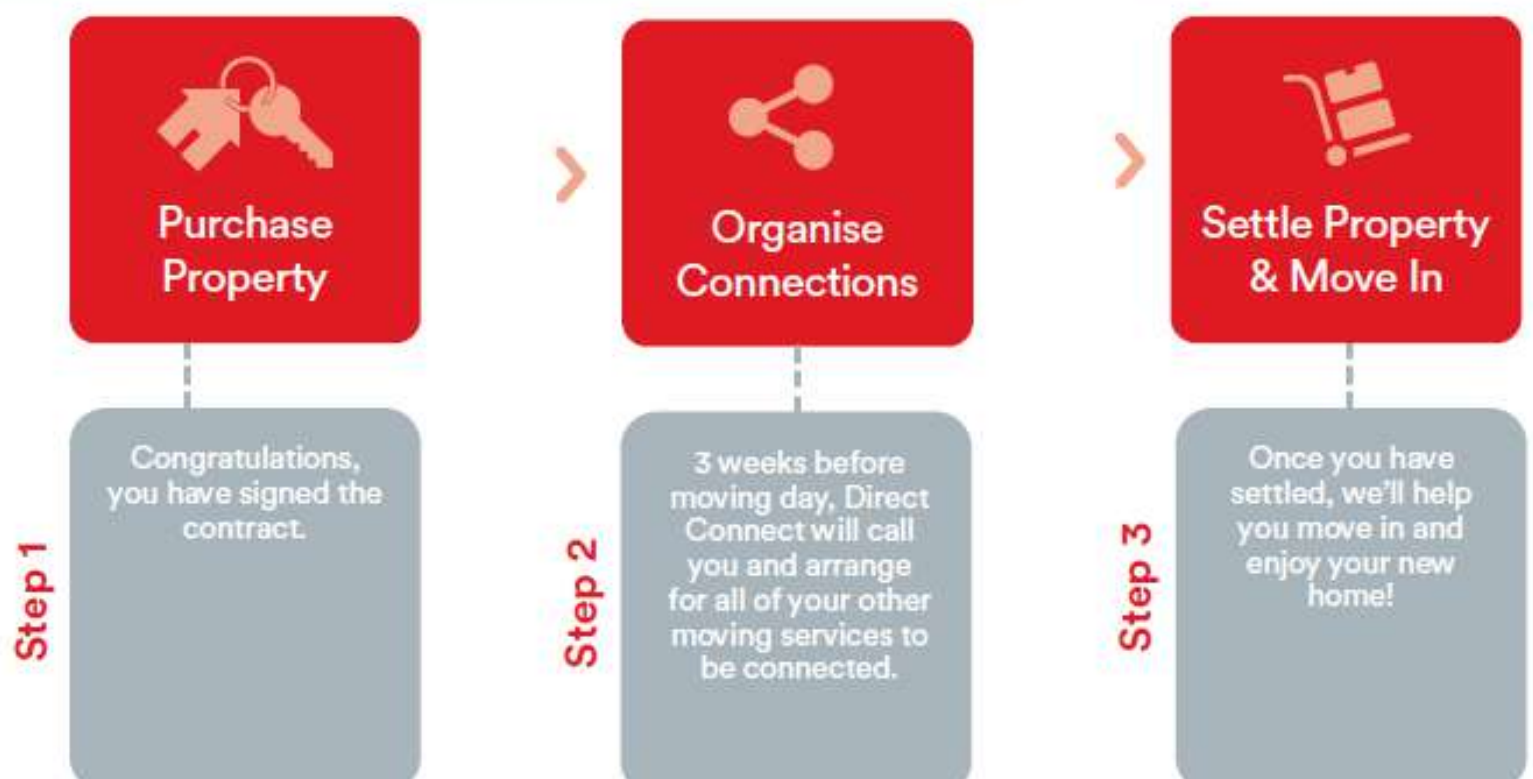
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.



# Gavel & Glass

# 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.

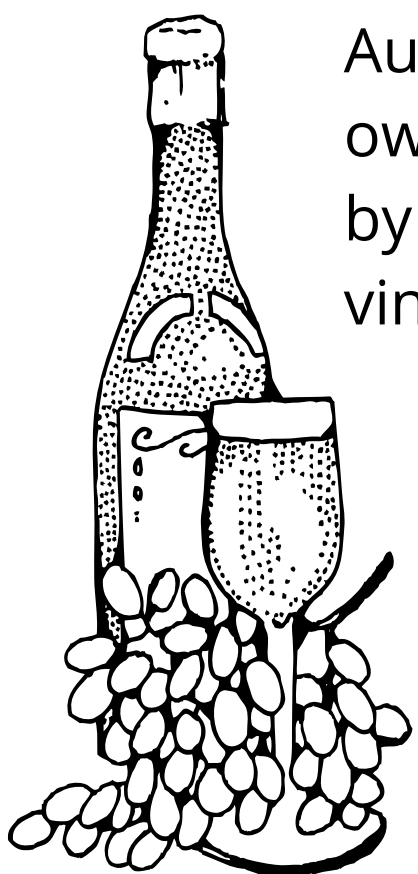
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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

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SINGLE VINEYARD · PREMIUM WINES

---

WRATTONBULLY · SOUTH AUSTRALIA

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**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.

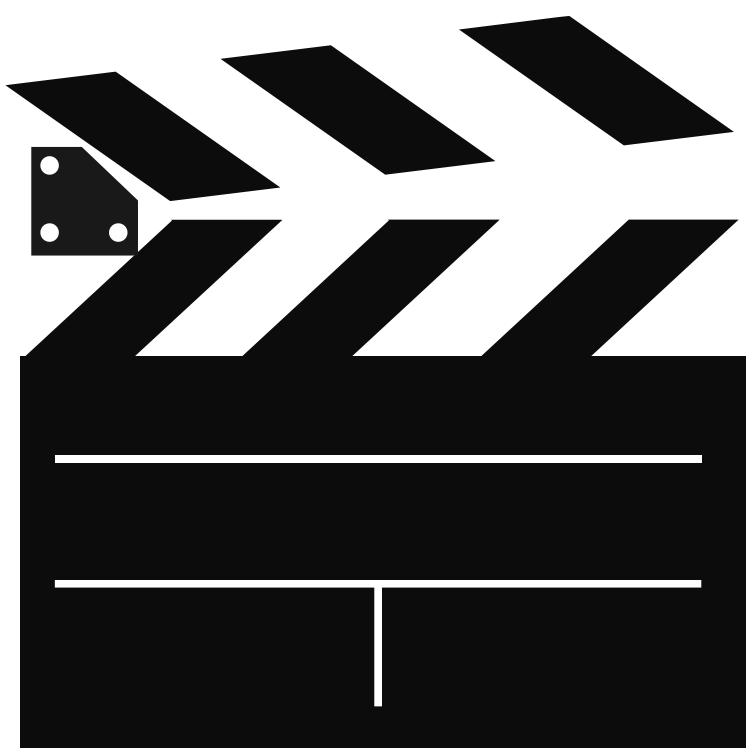
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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**

## Gavel & Glass



# Welcome to the new sponsor!

# ECKERMANN

Delivering professional services to the SA property industry

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- Form 1 Preparation



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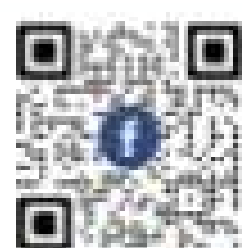
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## Gavel & Glass



# 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](http://academicpavilion.edu.au)

**Gavel & Glass**

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](http://www.auctioneers.com.au)

**Click Here**  
for details

## Gavel & Glass



## reaforms

REAL ESTATE AUSTRALIA FORMS

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

Our integration allows **reaforms** users to automatically populate data for Contracts, Agency Agreements and Property Management Agreements

Save time and money on searches and completing forms

Owner details, title reference and property description are imported into the form.

PROFESSIONAL PRACTICE FORMS FOR REAL ESTATE AGENTS IN AUSTRALIA

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Email: [sales@reaforms.com.au](mailto:sales@reaforms.com.au)

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## reaforms

REAL ESTATE AUSTRALIA FORMS

### Professional Practice Forms for the Property Industry

#### Why choose reafoms?

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- Professionally presented documents incorporating your company logo
- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included - no need for a DocuSign subscription
- 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

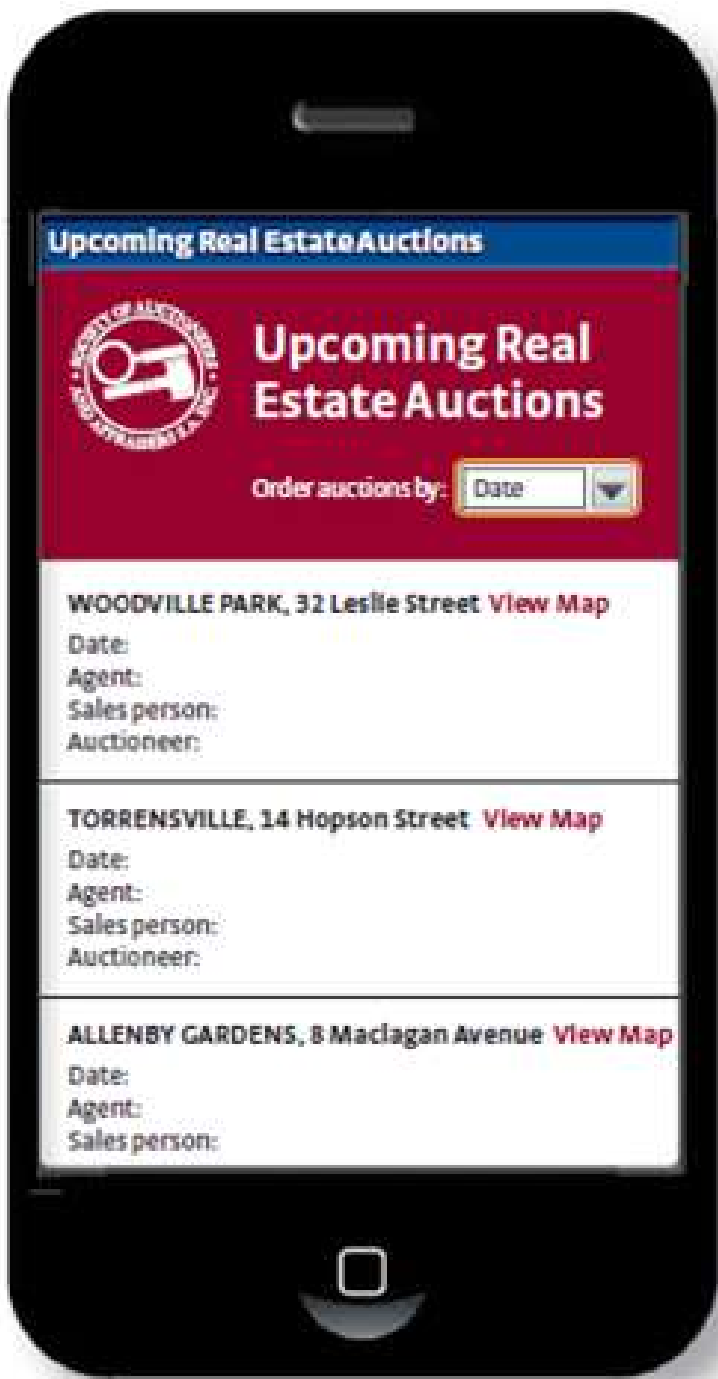
Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

**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.**



# UPCOMING AUCTIONS APP

**Taking Auction Marketing to a Whole New Level!**



## GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

## GAUGE THE MARKET

The best way by monitoring Auctions!

## DOWNLOAD

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

Just search "upcoming auctions"

## SEARCH WITH EASE

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

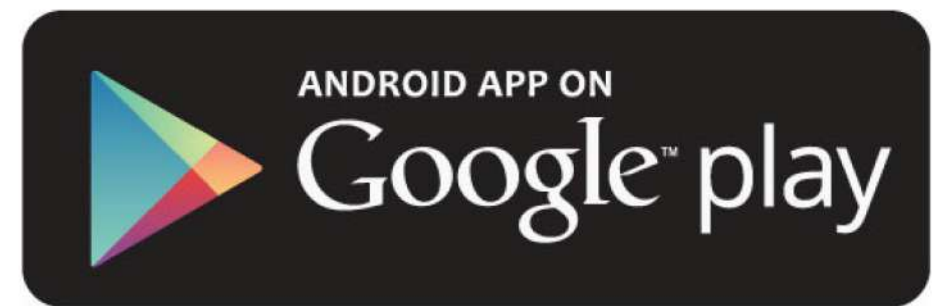
## INSTANT UPDATE

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

## LIST

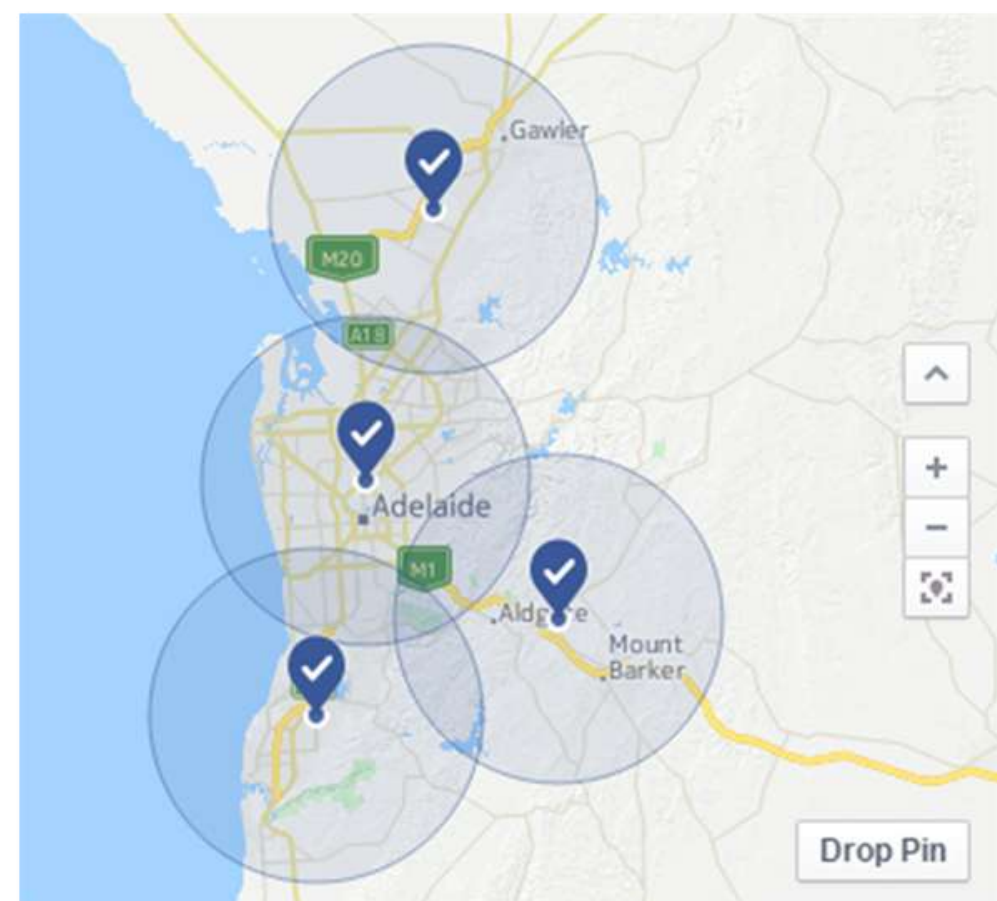
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

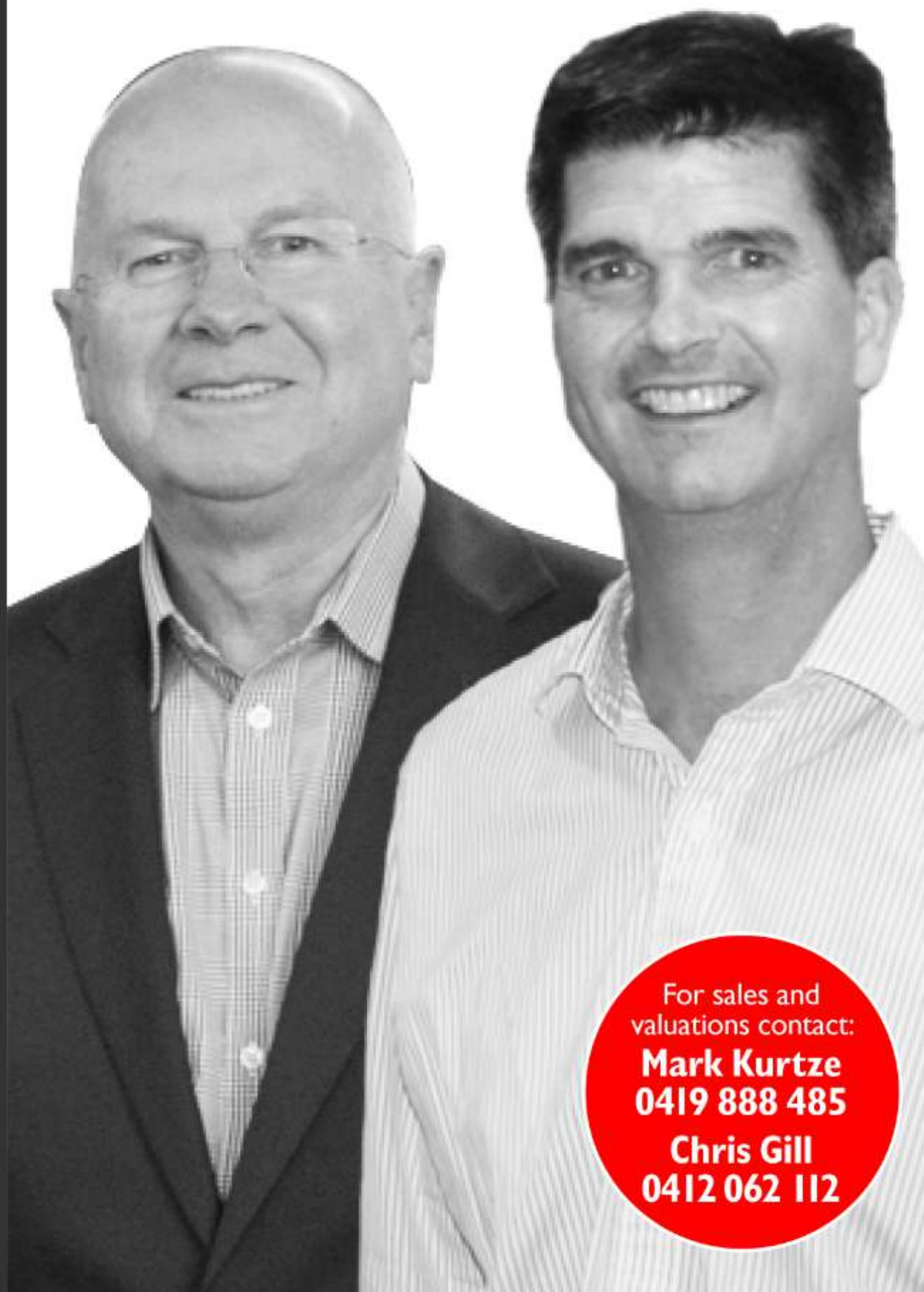
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**For Form 1 preparation please contact Chris Gill on 7221 4908**

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

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

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