

GAVEL & GLASS

FEBRUARY 2022 - 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





'40 YEARS OF HISTORY'

Highlighting 40 years of achievements celebrating and recognising the dedication and passion of The Society Family.

[CLICK HERE AND WATCH THE VIDEO](#)



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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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President



Andrew Monks

Vice President



John Morris

THE BOARD Board Members



Sarah Bower



Anthony DeMarco



Vincent Doran



Vincent Wang



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auctioneers.com.au



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SOUTH AUSTRALIA

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

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2022 GOLDEN GAVEL LIVE LAST CHANCE TO ENTER

All nominations must
be in prior to 28th
February 2022



Real Estate
General
Livestock

Performances to be live-streamed to the Society's Facebook anytime from now until 30th April 2022.

Terms and Conditions: [**CLICK HERE**](#)

Nomination Form: [**CLICK HERE**](#)

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

All new judges for
Senior Real Estate
including National
and International

'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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UP COMING EVENTS

PROPERTY MANAGEMENT WORKSHOP

Q + A INTERACTIVE SESSION



**PRESENTED BY
BRETT WHEATLAND**

- *PROBLEM SOLVING*
- *DEALING WITH CONFLICT*
- *DISPUTE RESOLUTION*
- *PITFALLS*
- *CRITICAL THINKING*
- *SACAT ISSUES AND OUTCOMES*
- *ADDING CONDITIONS TO A LEASE*
- *MAINTENANCE ISSUES*
- *APPLICATION FORMS*
- *COUNCIL ISSUES*
- *THINKING OUTSIDE OF THE SQUARE*

**ALL PROPERTY MANAGERS AND
SUPPORT STAFF SHOULD ATTEND**

Tuesday 22nd February 2022
8.30am for 9.00am start until 12.00noon
Arkaba Hotel
150 Glen Osmond Road, FULLARTON
\$55.00 each (groups of 2 or more from
the same office \$44.00 each)
Bookings by: Monday 14th February

**OPEN DISCUSSION ON
CRITICAL ISSUES
CURRENTLY AFFECTING
PROPERTY MANAGERS**

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READ BROTHERS



BOWDEN
Print + Media + Marketing = Solutions

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Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) Visa Mastercard Amex

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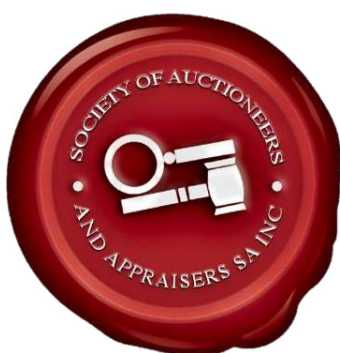
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Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ **Email** _____



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UP COMING EVENTS

PORT LINCOLN REGIONAL WORKSHOP

- Sales Agency and Pricing Compliance - Presented by Chris Gill
- Challenges Agents/Auctioneers are facing - Presented by Brett Roenfeldt



Chris Gill



Brett Roenfeldt



Garry Topp

Port Lincoln Hotel
1 Lincoln Hwy, Port Lincoln
Wednesday 9th March
9:00 for 9:30 AM start to 11.30 AM
Book by Tuesday 1st March

COST:

\$55 each or \$44 each for 2 or more from the same office

- 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 Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and he has had constant contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Brett Roenfeldt OAM has conducted in excess of 20,000 Auctions in South Australia of Residential, Commercial, Industrial, and Rural. Brett is an Accredited Trainer, Business Coach and Mentor.
- Issues facing Agents
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors

- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.
- 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?
 - There has been a violent death at the property, do you have a duty to disclose it?
 - After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
 - Online Auctions - what are the potential problems?
 - If a purchaser bids by telephone with a person in the employ of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
 - If an underage person wants to bid without a parent or guardian with them, what are your options?
 - Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
 - A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it to the auction, and they want to bid, what can you do?
 - Is there any white ant or pest problem with this property?
 - Have all the building and improvements located on the property been approved by the council?
 - Can I pay the deposit by deposit bond?
 - I'm a beneficiary or executor, can I bid as a purchaser?
 - An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
 - A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?
 - Is GST payable even if the Vendor is not registered for GST?
 - When is GST payable on Residential Sales?

Plus release of the new electronic bidding guide for online bidding

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UP COMING EVENTS

Real Estate Auction Academy

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



2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by five times Golden Gavel Winner Mr Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

Ferngood Pty Ltd trading as
Academic Pavilion
171-173 Halifax Street
ADELAIDE SA 5000
Provider Number 91421



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

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

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

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

For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control
- ✓ How to utilize Best Practice Procedures
- ✓ Answering questions
- ✓ Legislative questions
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- ✓ Effective use of the 3 calls

Each participant will receive a comprehensive workbook including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation. Assessment of Competency will be by a Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

Credit Card Authority for Expenses TAX INVOICE ABN: 12 010 992 766 Academic Pavilion

Direct Debit: Commonwealth Bank BSB 062 107 Acc 10541448 **Name** Academic Pavilion

Credit Card Type (Please tick) Visa Mastercard Amex Direct Debit

Card No.

If Direct Debit, please advise us the date of the payment.

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

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Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ **Email** _____

Telephone: (08) 8372 7830 - Email: admin@auctioneers.com.au
22 Greenhill Road, Wayville SA 5034

Next Workshop

FRIDAY 11TH MARCH AND FRIDAY 25TH MARCH 8AM for 8:30AM to 6:00PM

VENUE: Boardroom, Arkaba Hotel
150 Glen Osmond Road, FULLARTON
(For accommodation enquiries Please call: 8338 1100)

COST: \$1,150 for members
(Non members are invited to join prior to attending)

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REAL ESTATE REPORT

Trust most if not all in the real estate sector took the opportunity for a break over the holidays, after what was one of the busiest periods for property Auctions we have seen on record. The board applauds the efforts of Agents and Auctioneers in promoting Auction as the preferred method of sale which has been very well received from the general public.

2022 has already shown that the market is showing no signs of slowing with myself personally conducting an Auction very early in the year on the 8th of January which was indeed a success.

However, with the Omicron variant well and truly in the community, decimating workplaces and even with loosening of isolation and testing requirements, we will be presented with challenges.

We are starting to see that most Public Auctions have been a hybrid of being called onsite whilst others bid remotely or by proxy. Over the last 2 years, we have gained experience in setting these up through lockdown periods with great success. In saying this, are we doing enough and getting all the boxes ticked and providing a smooth “Hybrid Auction” platform and process. This is the new normal until we reach the end of the pandemic.

Prospective buyers have not been able to attend Auctions as they may have been exposed and need to isolate. Agents and Auctioneers have also felt the pinch and required to isolate which has put pressure and sales agents administration teams. We continue to have strong interest from interstate buyers with a portion of those buying “sight unseen” which opens agents and vendors to increased risk and problematic situations.

As always being prepared and aware is paramount to ensuring ourselves as agents and auctioneers are protected, the process of Auction remains transparent and fair to both buyers and sellers.

The iPad and stand have become essential hardware for Agents and Auctioneers and understanding of platforms is important. Auction links (whichever platform you use) being prepared for every Auction is a good start, nothing worse than getting a late withdrawal from a hot buyer on a Saturday and not having this at the ready. It's stressful, can lead to buyers missing out, and ultimately looks unprofessional.

The Society is in the process of formulating an Online Auction guide which will be distributed to all members and covers some issues we have seen arise over the pandemic. Be prepared, be ready to stay positive or dare I say negative...



Anthony DeMarco M.S.A.A. - 0408 778 744

Real Estate Auctioneers and Appraisers, Professional Development Training and Society Member

Gavel & Glass

Official Gavel Order Form

This lovely gavel and striker plate the 40th birthday logo would be a fine addition to any collection as a memento of your society membership and commemorating 40 years.



ONLY
\$120
 EACH

KEY SPONSORS



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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.

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

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SOCIETY'S AUCTIONS

SOLD!



76 Ellen Street, NAILSWORTH

SOLD for \$1,310,000

Bidders: 8

Active bidders: 4

Agent: John Riggall

Auctioneer: Jarrod Tagni



66 Spring Street, QUEENSTOWN

SOLD for \$885,000

Agent: Nick Psarros

Auctioneer: AJ Colman



11 McArthur Avenue, KURRALTA
PARK

SOLD for \$1,155,000

Agent: David Scalamera

Auctioneer: Troy Tyndall



22 Salisbury Crescent, COLONEL
LIGHT GARDENS

SOLD for \$1,725,000

Bidders: 10

Active bidders: 2

Agent: Simon Tanner

Auctioneer: Simon Tanner

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SOCIETY'S AUCTIONS

SOLD!



20 Braeside Ave, SEACOMBE
GARDENS
SOLD for \$1,335,000

Agent: Bronwyn Drabsch
Auctioneer: Jonathon Moore



9 Harvey Crescent, MAWSON
LAKES
SOLD for \$735,500

Bidders: 11
Active bidders: 5
Agent: Lukasz Jaworek
Auctioneer: John Morris



3 Kingrose Street , MACCLESFIELD
SOLD for \$525,000

Bidders: 8
Active bidders: 4
Agent: David Parkins
Auctioneer: Joshua Bagley



12 Goyder Street, ERINDALE
SOLD for \$1,700,000

Agent: Sally Cameron
Auctioneer: Brett Roenfeldt

SOCIETY'S AUCTIONS

SOLD!



33 Darebin Street, MILE END

SOLD for \$1,331,000

Bidders: 5

Active bidders: 2

Agent: Thanasi Mantopoulos

Auctioneer: Jarrod Tagni



15 Maude Street, GLANDORE

SOLD for \$930,000

Bidders: 9

Agent: Janine Bergin

Auctioneer: Nick Ploubidis



12 Adamson Court, MOUNT BARKER

SOLD for \$650,000

Bidders: 4

Active bidders: 2

Agent: Joshua Bagley

Auctioneer: Joshua Bagley



581 Greenhill Road, BURNSIDE

SOLD for \$1,500,000

Bidders: 6

Active bidders: 3

Agent: Nick Borelli

Auctioneer: John Morris

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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



Joshua Bagley

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A personalised moving service

Complete reliability & completely free



We guarantee you peace of mind with our Always On Guarantee*. Simply connect with one of our leading electricity and gas suppliers and we guarantee your connections will be ready on the day you move in.

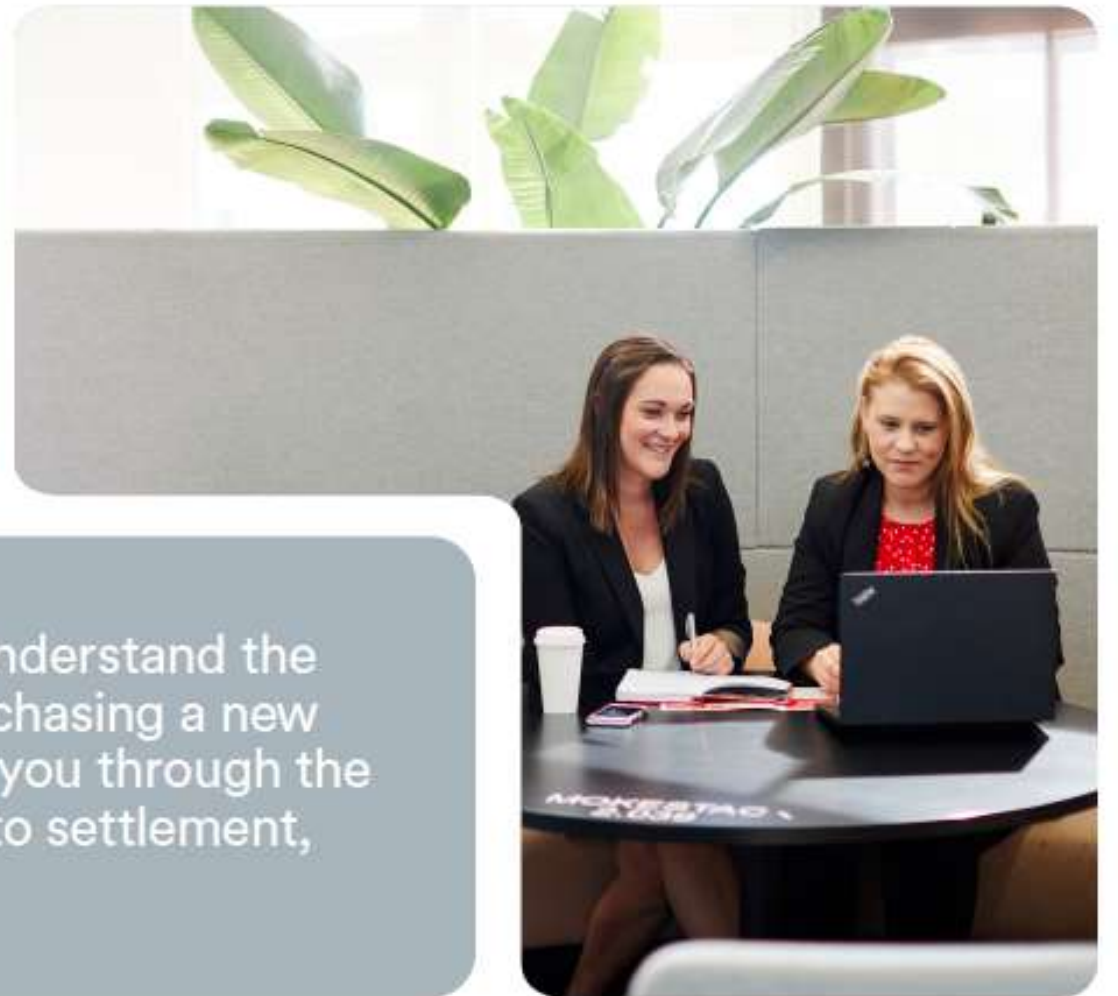
For more information visit our website directconnect.com.au or call 1300 650 767

* 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!



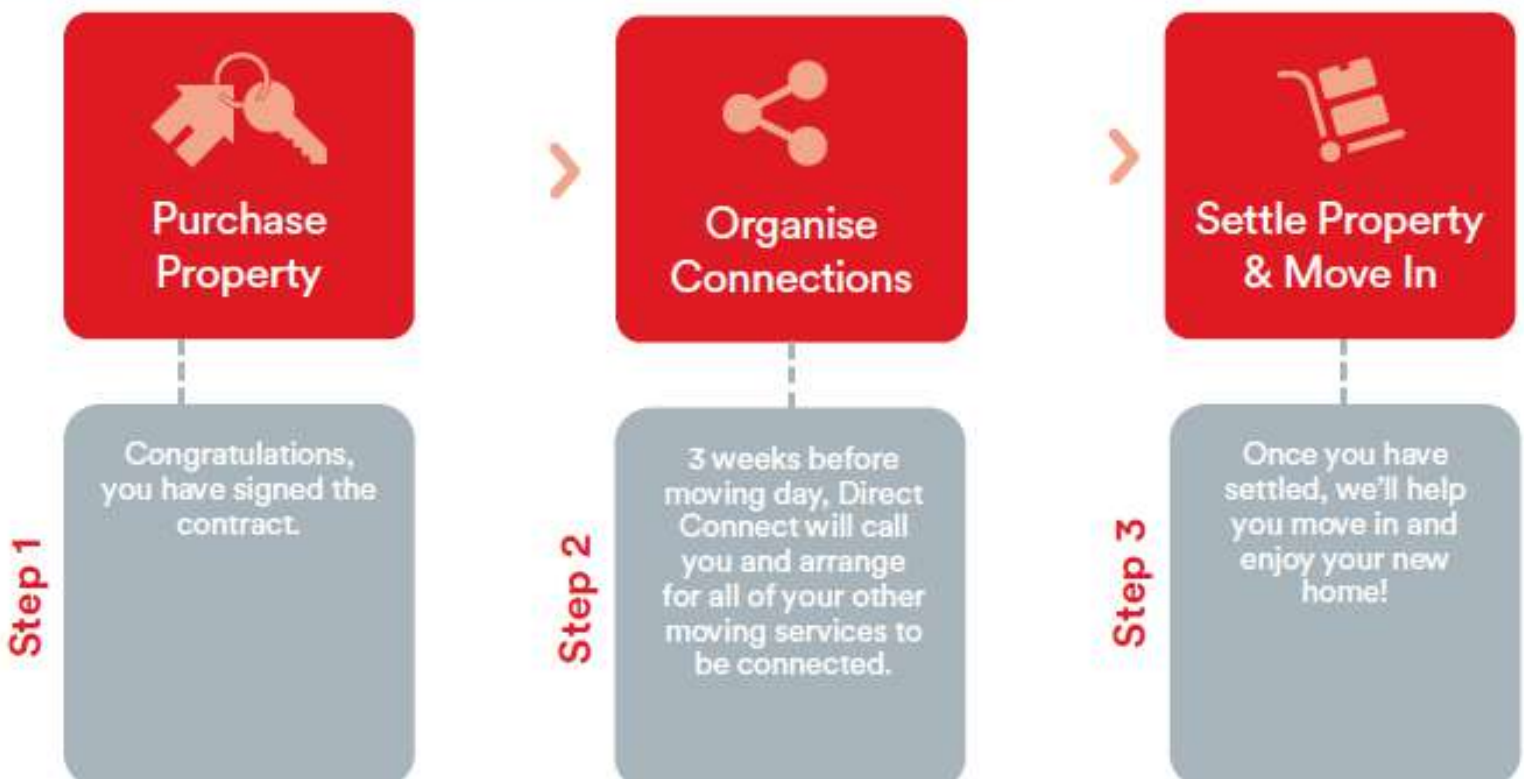
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.

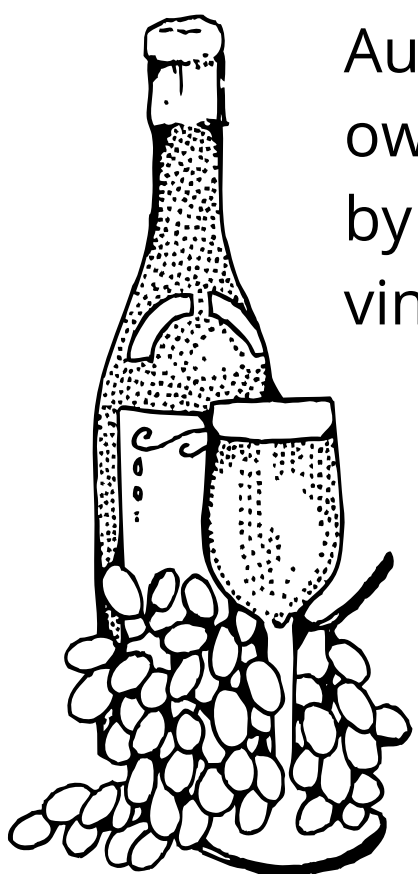
Claire honed her knowledge through this experience to now producing some of the best fruit Australia has to offer.

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 Wrattenbully, a stone's throw away from the Coonawarra flats they walked as kids. Claire had originally been involved in planning the vineyard during her days as a consultant and together they expanded it to the 60Ha vineyard it is today.

Lanacoona was purchased with the dream of providing their own 8 children with a piece of the country life they grew up with, whilst growing the finest grapes the awesome soils of Wrattenbully could provide. With ready access to water and soils similar to Coonawarra (but a climate slightly less frosty) the vineyard was ripe for success.

Lanacoona provides grapes for many iconic wine labels within Australia as well as producing its own wine from fruit hand chosen by us, from the best parts of the vineyard.



**Welcome
Eight at the gate!**

Jane and Claire



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.

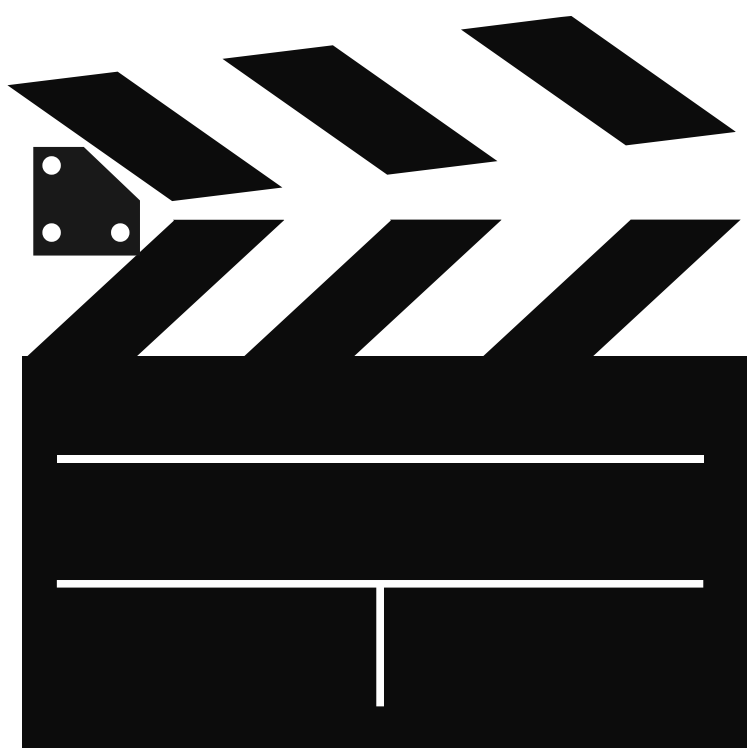
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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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ECKERMANN PROPERTY FORMS

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- Residential & Commercial
- Land Divisions
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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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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

Click Here
for details

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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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Phone: 08 8235 3939

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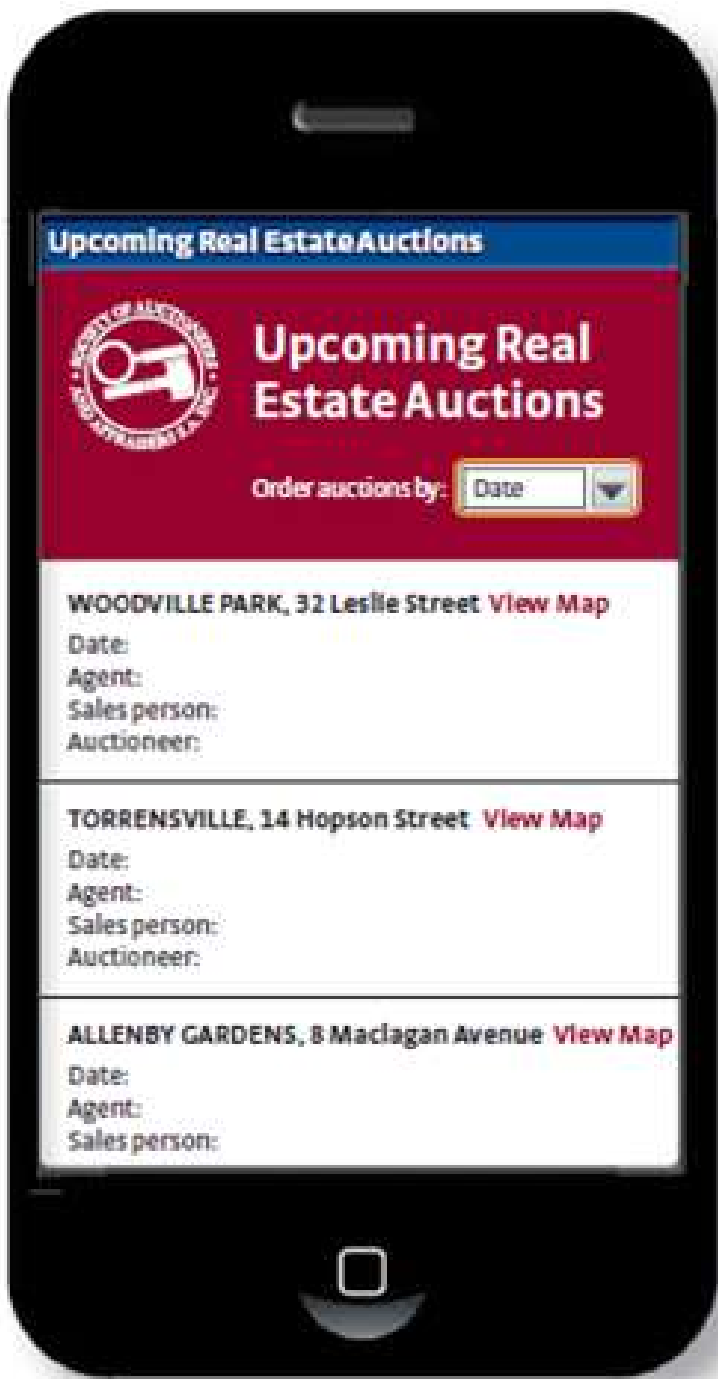
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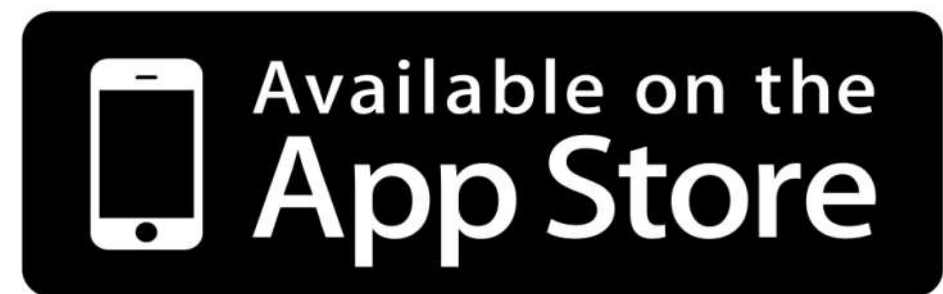
INSTANT UPDATE

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

LIST

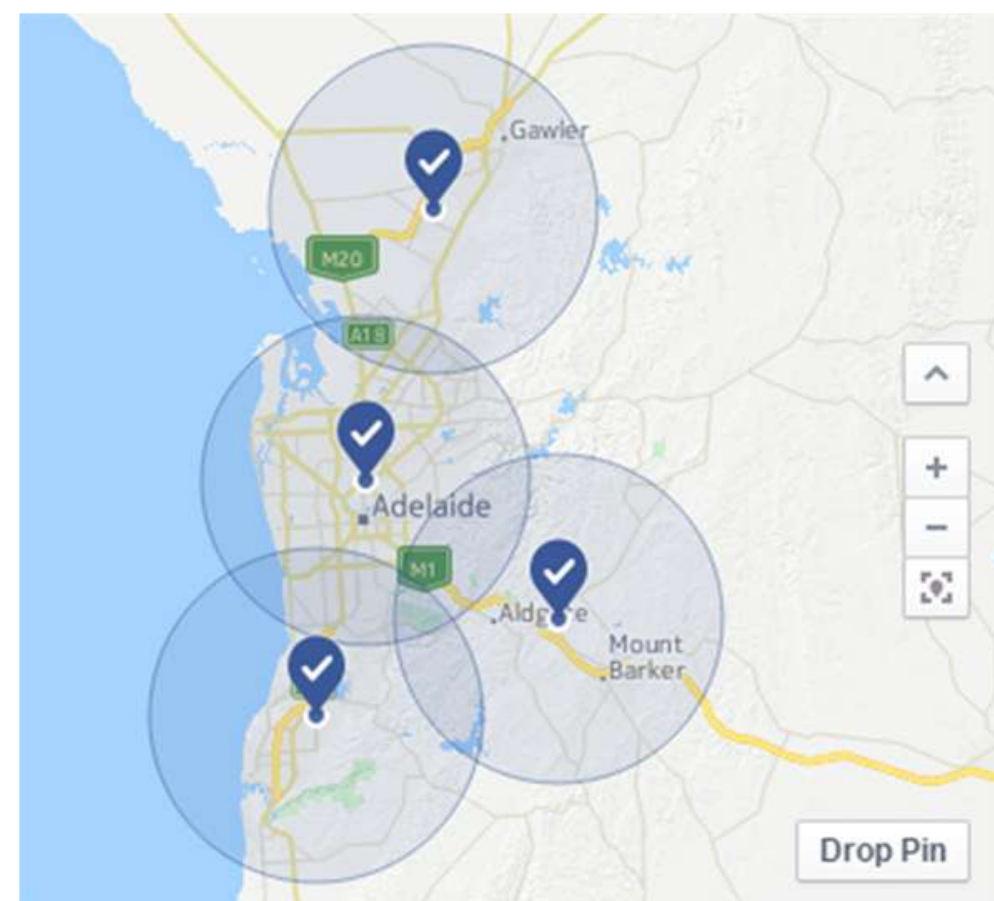
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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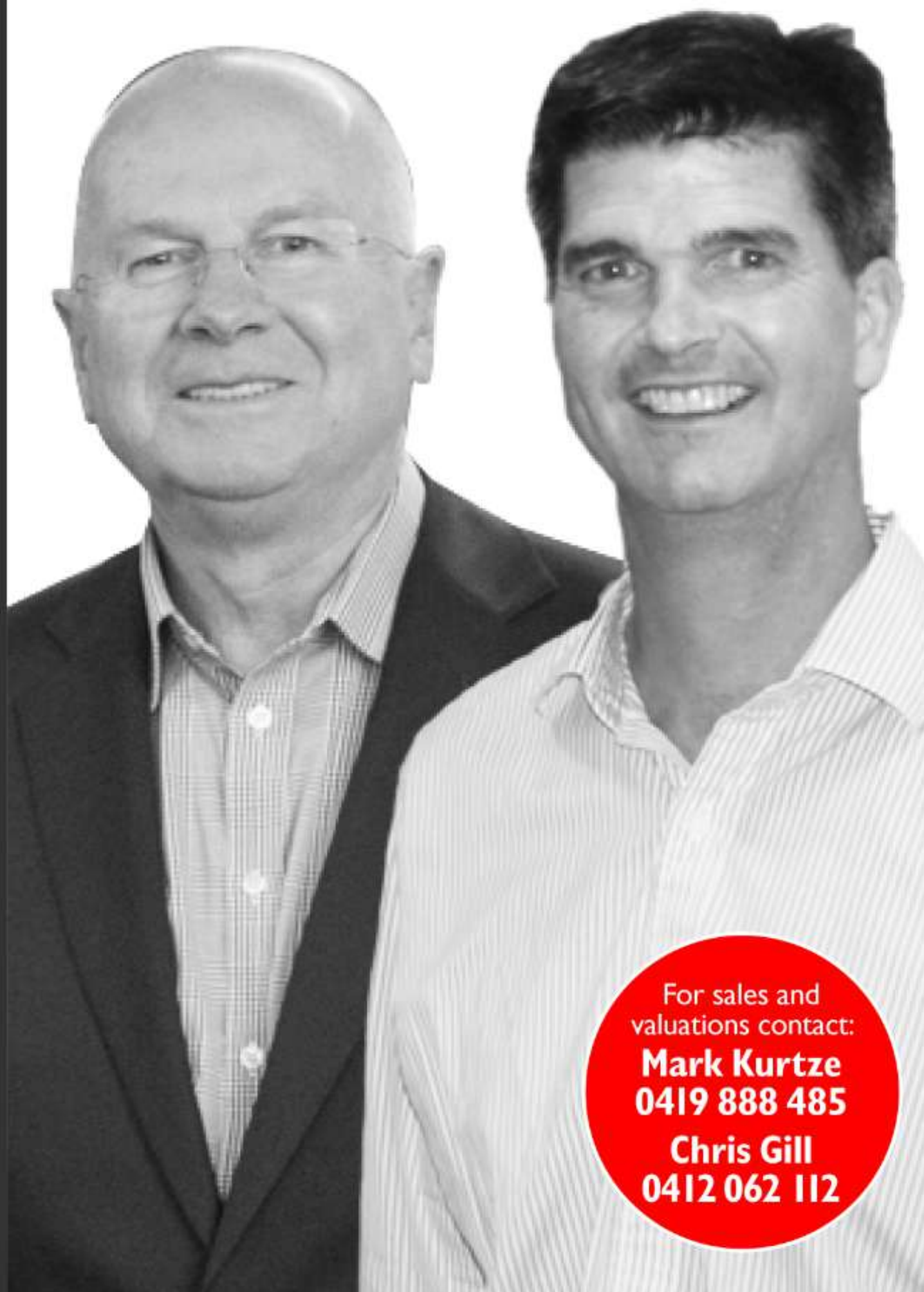
The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc

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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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