

GAVEL & GLASS

MARCH 2022 - CELEBRATING 40 YEARS

"The Society"

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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.

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WATCH THE VIDEO



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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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PRESIDENT'S REPORT

As we say goodbye to summer and welcome autumn and the festival season to Adelaide, the Society is in full swing for 2022 with upcoming member events and successful training events being carried out throughout February.

The property market has continued to set record results across many suburbs and the auction is yet again proving the way to sell to ensure maximum return from the market is achieved for Vendors.

In February, 'The Society held a Property Management Workshop, our first one with Brett Wheatland which was a raging success (see report pages 10 &11).

It was great to see so many members in attendance and making the most of the professional development and networking that the Society provides to its members.

This month we have training events; and Port Lincoln Regional Workshop on Wednesday 9th presented by Society trainers Chris Gill and Brett Roenfeldt and on Friday 1st and Friday 25th we present 'The Society' 2 Day Auction Licence Workshop with Brett Roenfeldt and Garry Topp at the Arkaba Hotel and we strongly encourage members to attend.

We will also hold a member's networking drinks at the stunningly newly renovated Marion Hotel. The function held at The Marion last year was an excellent night and a great chance to catch up with fellow members and discuss all things auctions.

We urge all members to attend and witness the honor of Life Membership being made to Past President, Phil Rogers at the Event.

I would like to remind all entrants in the 2022 Golden Gavel that entries to upload your video of your auction before April 28th, 2022, provided you had nominated prior to 28th February. Please ensure that you have your video uploaded and if you have any queries, please contact Garry Topp or 'The Society' office.

The board is currently working on some new initiatives that will be announced in the coming weeks and are available to receive suggestions or feedback from members.

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



Gavel & Glass

Social Events, Media, Networking & Technology

Sarah Bower and Vincent Doran



Sarah Bower and Vincent Doran

With registrations now closed for 'The Society' Golden Gavel Live, all competing auctioneers have from now until the 28th of April to upload their auctions to the Society Golden Gavel Live Facebook event page. This year we have a very good field - the suspense is already building!

From a social events perspective, we are easing back into social activities as a Society. The first of them is taking place in April, on the 7th at the Marion Hotel. We've left it till April to give way for restrictions easing. Fingers crossed by then, stand-up drinking is still allowed.

The calendar is beginning to fill for the second half of 2022, we have some exciting and cool events for our members, which will be announced soon. Stay tuned for more!

Vincent Doran M.S.A.A
vincent.doran@toop.com.au | 0466 229 880

Sarah Bower M.S.A.A
sarah.bower@raywhite.com.au | 0403 144 401

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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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gate
WINES

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Names Attending _____

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

UP COMING EVENTS

'THE SOCIETY'



NETWORKING DRINKS

LET'S HAVE
A DRINK
.. OR TWO

PRESENTATION OF
LIFE MEMBERSHIP TO
PHIL ROGERS
PRESIDENT 2005-2006



THURSDAY 07-04-2022
FROM 5PM

MARION HOTEL
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RSVP

ADMIN@AUCTIONEERS.COM.AU

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AGENTS
SALES CONSULTANTS
PROPERTY MANAGERS
REAL ESTATE, GENERAL AND LIVESTOCK



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UP COMING EVENTS

'THE SOCIETY'

GOLDEN GAVEL LIVE AWARDS 2022



'THE SOCIETY'
REPRESENTING
AUCTIONEERS
APPRAISERS
AGENTS
SALES CONSULTANTS
PROPERTY MANAGERS
REAL ESTATE, GENERAL AND LIVESTOCK

Norwood Football Club 4 Woods Street, Norwood

Wednesday 25th May

Drinks @ 5:30pm

Awards @ 6.30pm



Celebrating the
30th Anniversary
of the longest-
running Auction
competition in
the Southern
Hemisphere



**Dress Code Office Attire
or Smart Casual**
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Bar open at cost

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Name on Card

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PROPERTY MANAGEMENT WORKSHOP

On Tuesday the 22nd February 2022, we commenced a new series of workshops in a Q+A interactive format presented by Brett Wheatland. **We looked at issues like problem-solving, dealing with conflict, dispute resolution, critical thinking, SACAT issues, maintenance issues and thinking outside the square.**

19 Society members booked for the event with participants having only 3 months working as property manager up to some who have been doing it for 15 to 20 years.



At the beginning Jane McKniff from Society Sponsor **Direct Connect** spoke of the service to members with a free service to our clients where they connect electricity, gas, phone, internet, pay-tv, they can even organize removalists, truck hire and cleaning. Agents can contact Jane McKniff on 0404 460 937.

Brett was particularly passionate about the use of technology and many great ideas involving remote inspections, tenants doing their own inspections, reference to residential property legislation and how Airbnb has started to creep into our portfolios, with the added benefit of Airbnb is that the Airbnb insurance covers any damages and how Airbnb does not come under the current property management legislation.

Participants took copious notes when we discussed in detail rent increases, vicarious liability of tenants, how termination notices can become void, abandonment, personal injuries and situations like domestic violence, pet damage, etc...

Brett's presentation style was dynamic, involving the audience in numerous discussions.

When asked, what did you gain from this presentation? Answers were:

Refresh of the legislation; yes, I learned about subtenants and how to handle Airbnb; love the tech discussion; refreshing to do a training that looked beyond just day to day and compliance; loved the advice about conflicts.



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PROPERTY MANAGEMENT WORKSHOP

What did you like the most?

Small group; Brett is very engaging and is highly knowledgeable/he is the man!!; very progressive!!; good fun and energetic vibe in the room; the presenter was great and explained points effectively; Loved all of it!

What do you perceive as the main benefits of this workshop?

Great discussions including examples; Brett is a good speaker and very knowledgeable; excellent, 100% thank you.

What would you like converted in future workshops?

Preparation for SACAT hearings, to be on top of the idiosyncrony's of situations; working around Covid; exactly what to present at SACAT hearings; more information on subtenants and internet, a session on difficult situations; knowledge of previous tribunal experiences, and further advice on problem-solving.

Overall the workshop was extremely well received, we will conduct further workshops later in the year in Adelaide, and at this stage plan on taking this workshop to the southeast on Wednesday 1st June 2022.



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SOCIETY'S AUCTIONS

SOLD!



6 Myall Avenue, KENSINGTON
GARDENS

SOLD for \$2,700,000

Bidders: 4

Active bidders: 2

Agent: Hamish Mill

Auctioneer: Hamish Mill



1-7 Barlow Street, PORT ADELAIDE

SOLD for \$1,800,000

Agent: Nick Psarros

Auctioneer: AJ Colman



56 Tusmore Avenue, TUSMORE

SOLD for \$1,847,000

Agent: Matthew Scarce

Auctioneer: Brett Roenfeldt



99 Hampstead Road,

MANNINGHAM

SOLD for \$690,500

Bidders: 4

Active bidders: 2

Agent: Heather Dunn

Auctioneer: Jarrod Tagni

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SOCIETY'S AUCTIONS

SOLD!



6 Kincumber Drive, REDWOOD
PARK

SOLD for \$642,000

Bidders: 4

Active bidders: 4

Agent: Gary Musolino

Auctioneer: Tony Tagni



17 Clifton Street, MALVERN

SOLD for \$1,490,000

Agent: Ben Clarke

Auctioneer: Bronte Manuel



1 & 2/14 Edwards Avenue, PARK
HOLME

SOLD for \$1,261,000

Agent: Paul Stanton

Auctioneer: David Smallacombe



10 Tennyson Drive, BEAUMONT

SOLD for \$1,818,888

Bidders: 5

Active bidders: 0

Agent: Chrissy Esau

Auctioneer: Nick Ploubidis

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SOCIETY'S AUCTIONS

SOLD!



10 Thorndon Crescent, PARADISE
SOLD for \$741,000
Bidders: 8
Active bidders: 6
Agent: Paul Arnold
Auctioneer: Paul Arnold



110 North Street, HENLEY BEACH
SOLD for \$1,905,000

Agent: Anthony Fahey
Auctioneer: Jonathon Moore



12 Yera Court, MUNNO PARA
SOLD for \$402,000

Agent: Donna Staines
Auctioneer: Michael Fenn



2a Miranda Avenue, LOCKLEYS
SOLD for \$1,090,000
Bidders: 11
Active bidders: 5
Agent: Simon Tanner
Auctioneer: Simon Tanner

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



28 Meredith Avenue, GLENGOWRIE

SOLD for \$1,275,000

Bidders: 17

Active bidders: 7

Agent: Rod Smitheram

Auctioneer: Rod Smitheram



20 Seafeld Avenue, KINGSWOOD

SOLD for \$2,800,000

Agent: Sharon Gray

Auctioneer: Sharon Gray



20 Brian Grove, PARADISE

SOLD for \$839,000

Agent: Greg Nicholls

Auctioneer: Troy Tyndall



32 Main Avenue, FREWVILLE

SOLD for \$1,352,000

Bidders: 19

Active bidders: 5

Agent: Stefan Siciliano

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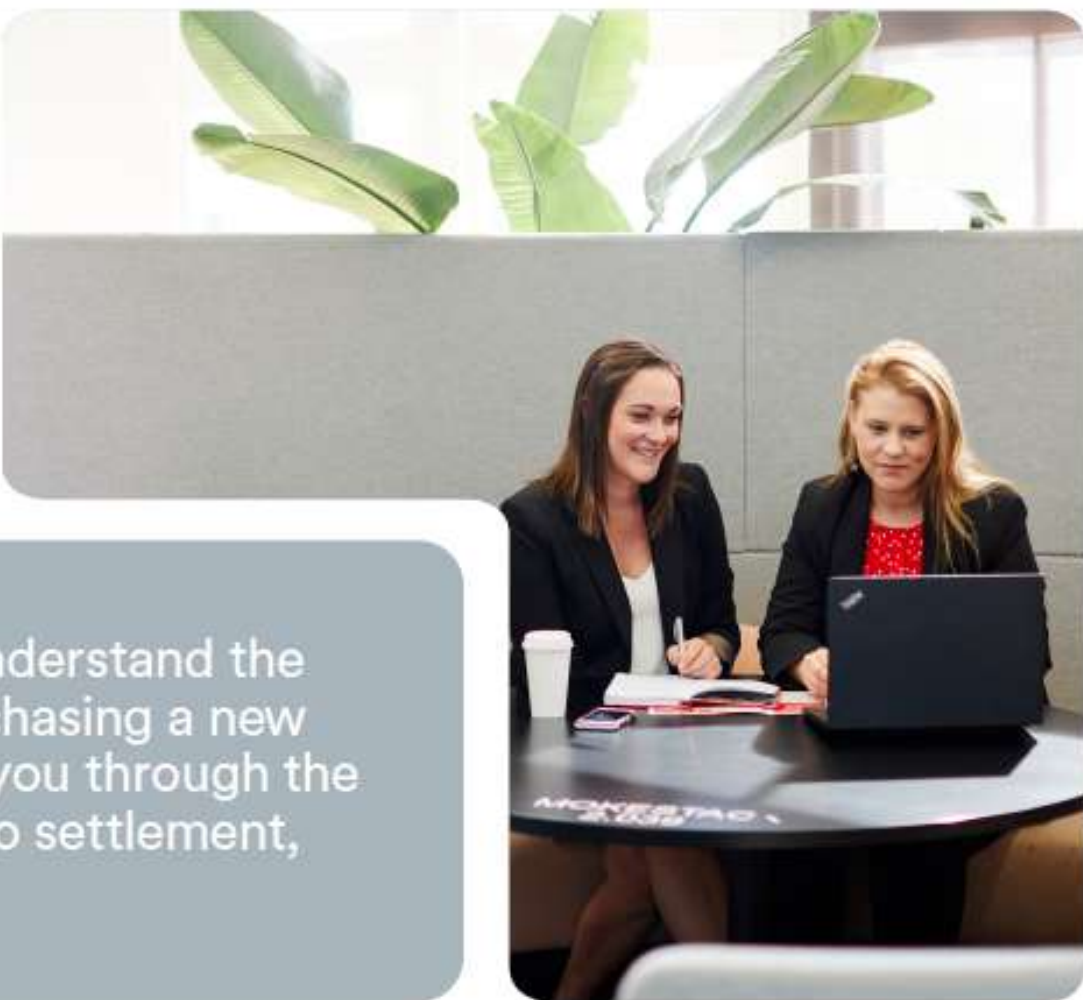
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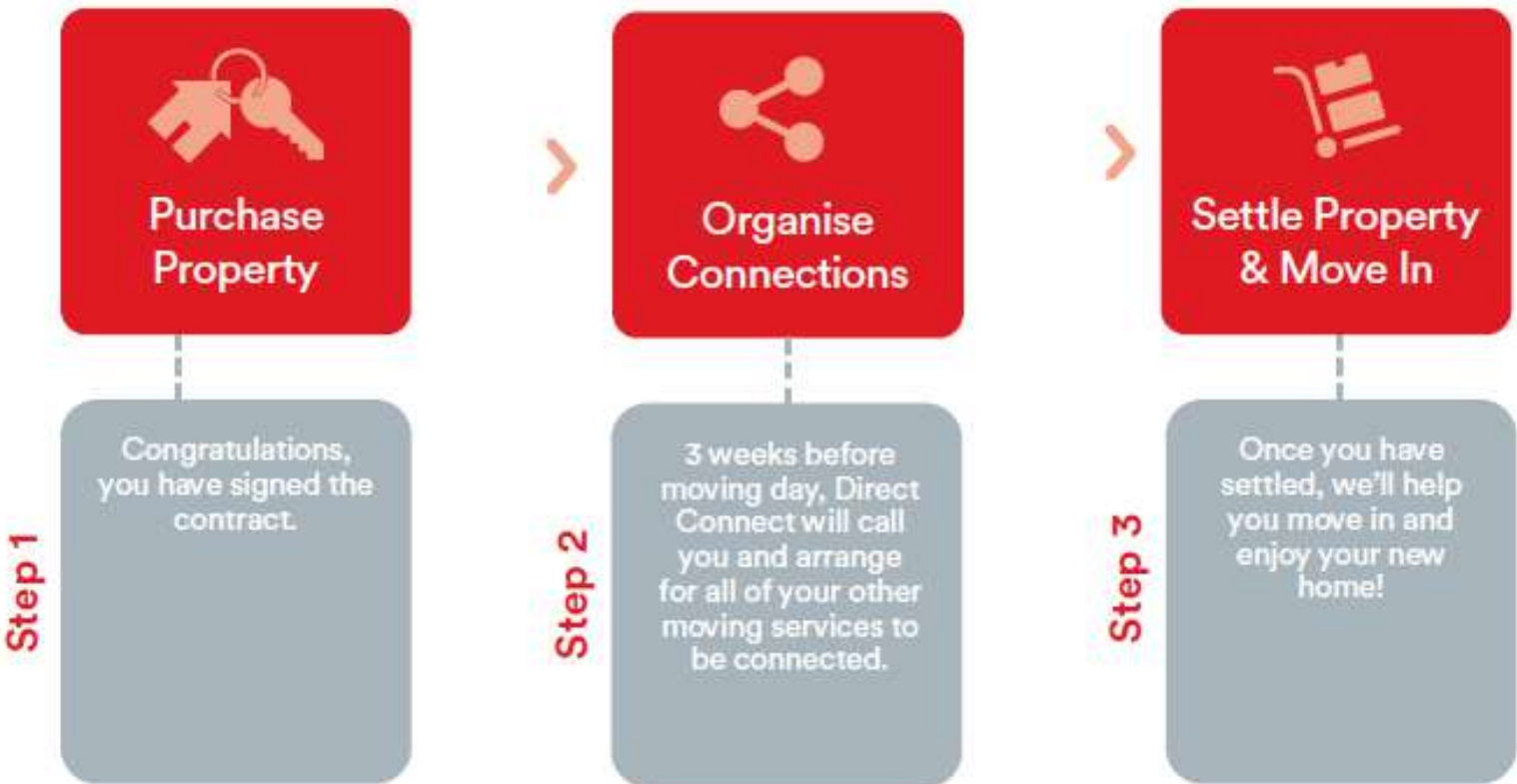
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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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.



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Eight at the Gate Wines



eight
at the gate
WINES

Two sisters from a farming family of five children, spent their weekends and school holidays rolling out dripper lines with Dad over the flats of Coonawarra before it was the rows and rows of vineyard we see today.

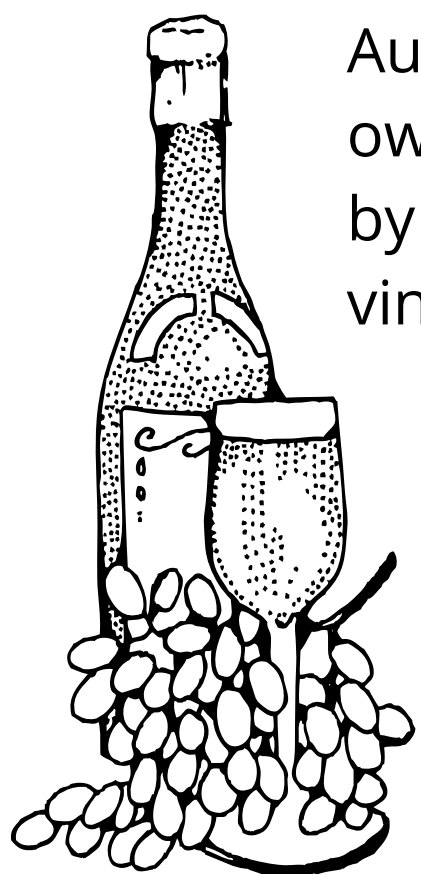
Claire, a Roseworthy graduate, is Lanacoona's vigneron. After graduating from Roseworthy, Claire worked as a viticultural consultant with some of the best vineyard consultants in Australia.

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

Jane travelled a very different path, successfully weaving her way up through the corporate world on a journey that took her to New York and later San Francisco.

Their common love of family and wine brought them to purchase Lanacoona Estate in 2002, an established vineyard in Wrattenbully, a stone's throw away from the Coonawarra flats they walked as kids. Claire had originally been involved in planning the vineyard during her days as a consultant and together they expanded it to the 60Ha vineyard it is today.

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



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

**Welcome
Eight at the gate!**

Jane and Claire



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Eight at the Gate Wines



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and Appraisers**

30% discount

use the code

SOLD

at checkout

eight
at
the gate

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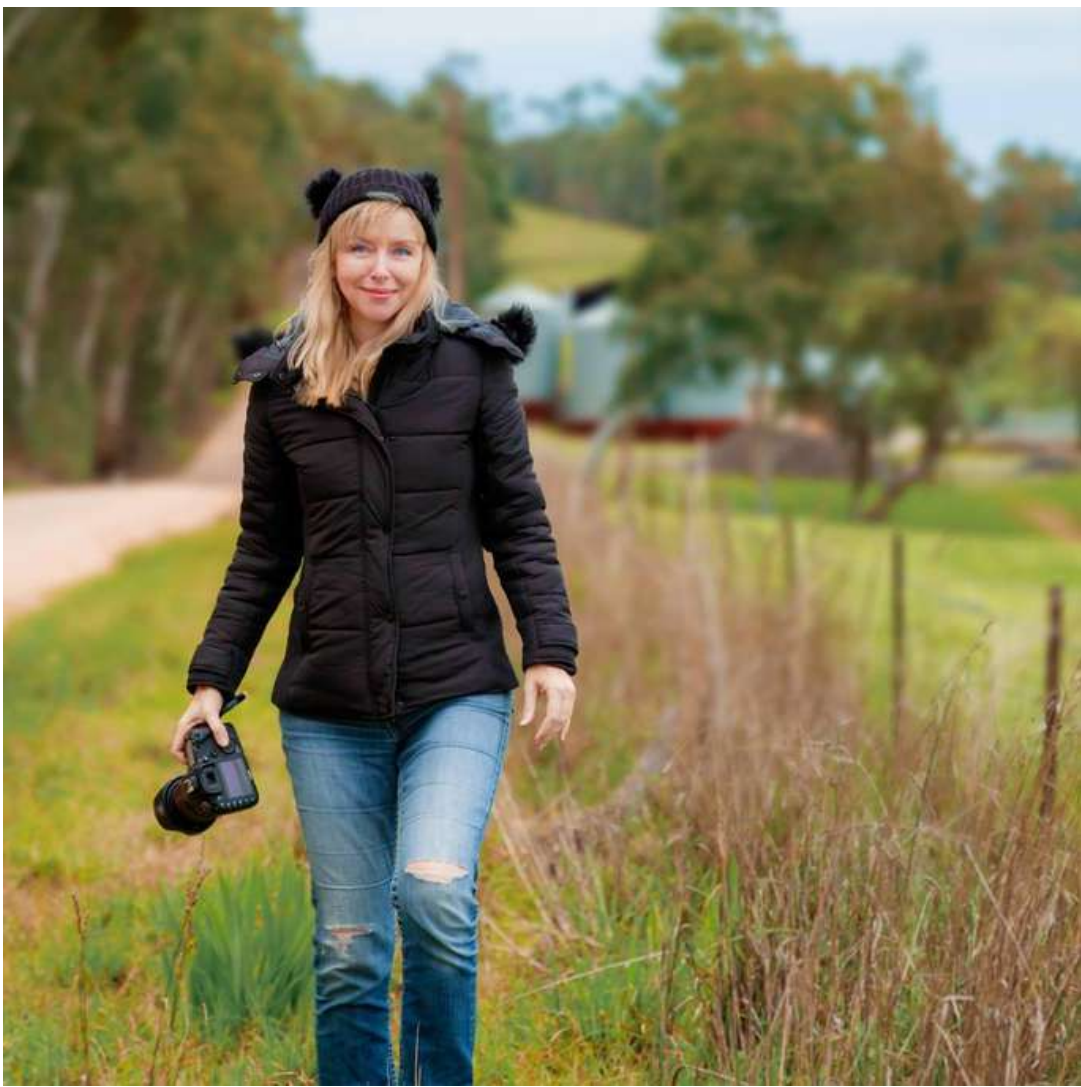
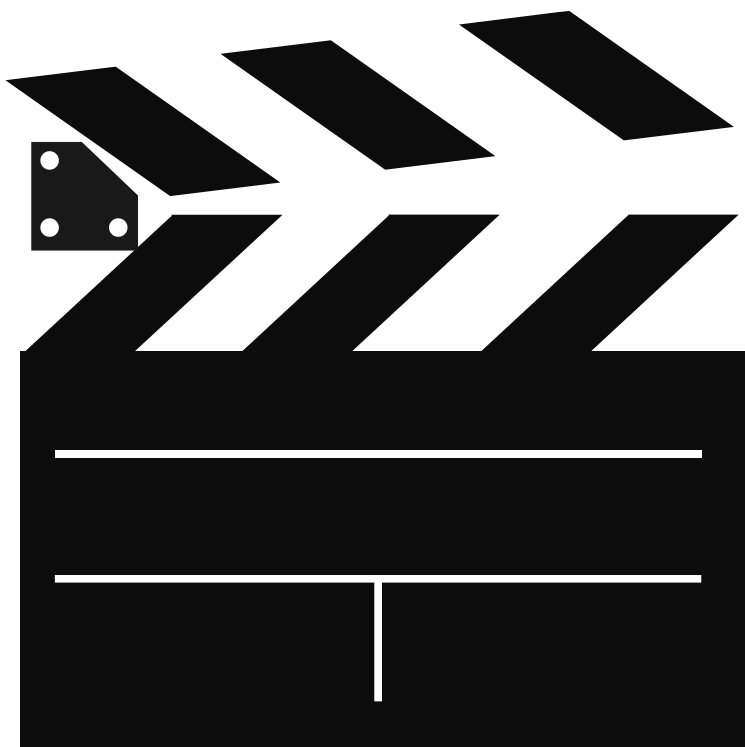
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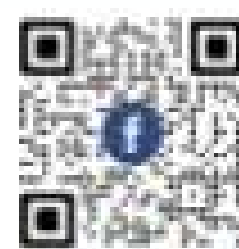
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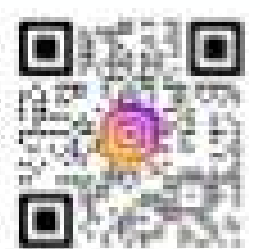
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Sales Representative

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Diploma/RLA

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Lyn Melville

CEO

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21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.

13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at times that suit you with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

Why Auction Real Estate?

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.

Committed Vendors sell their property by Auction!

If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

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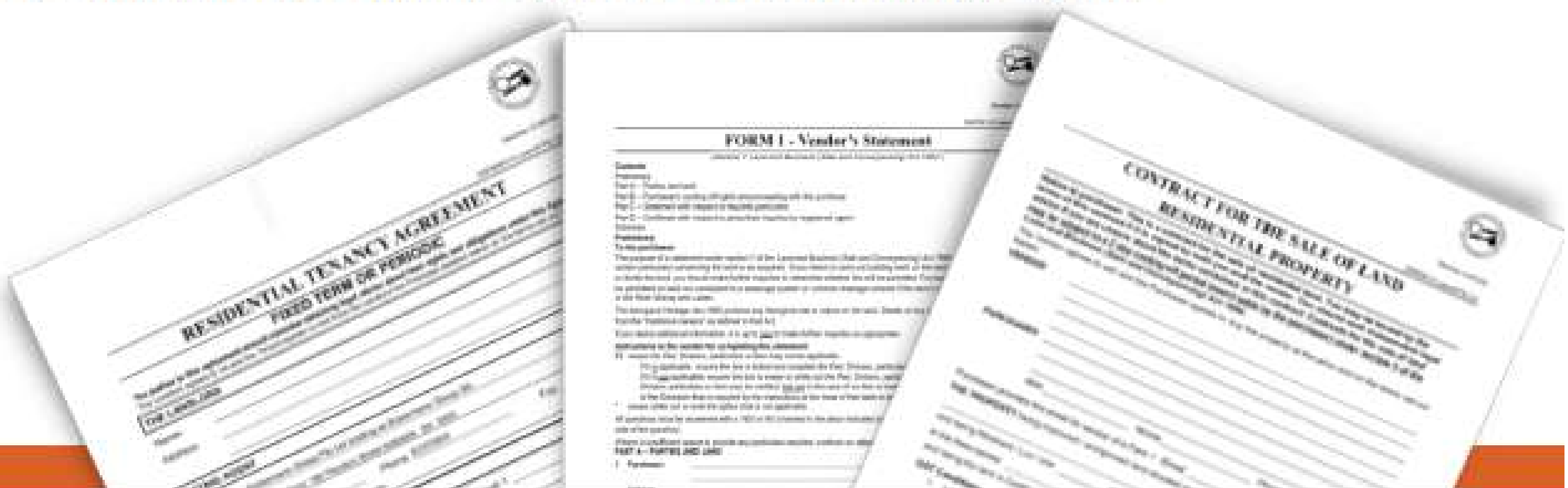
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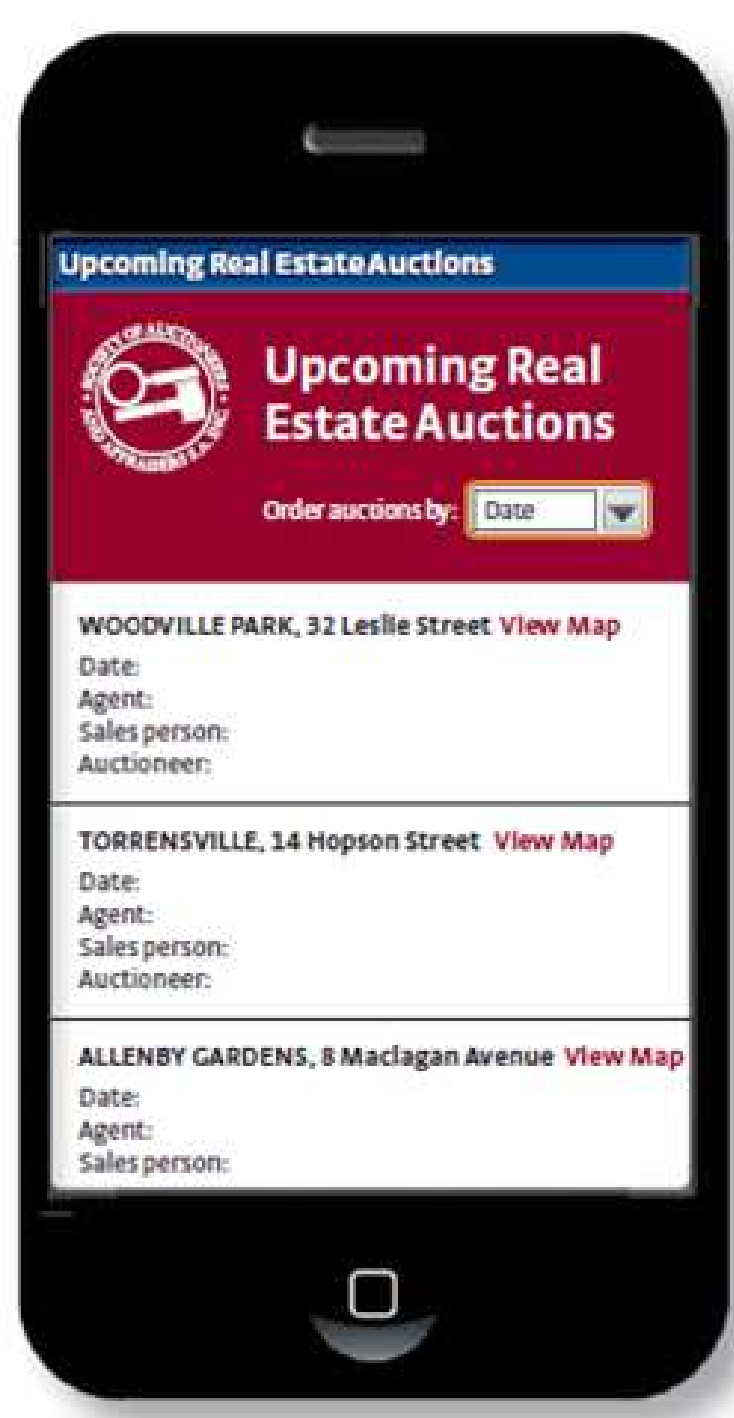
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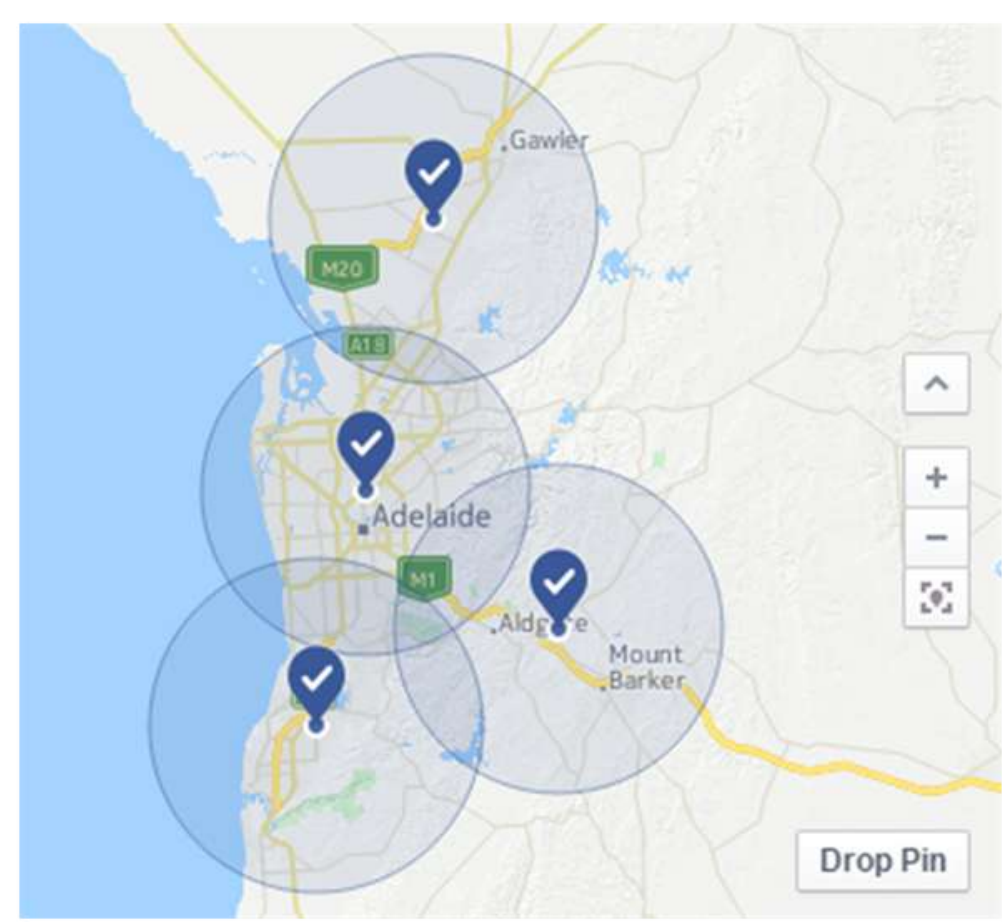
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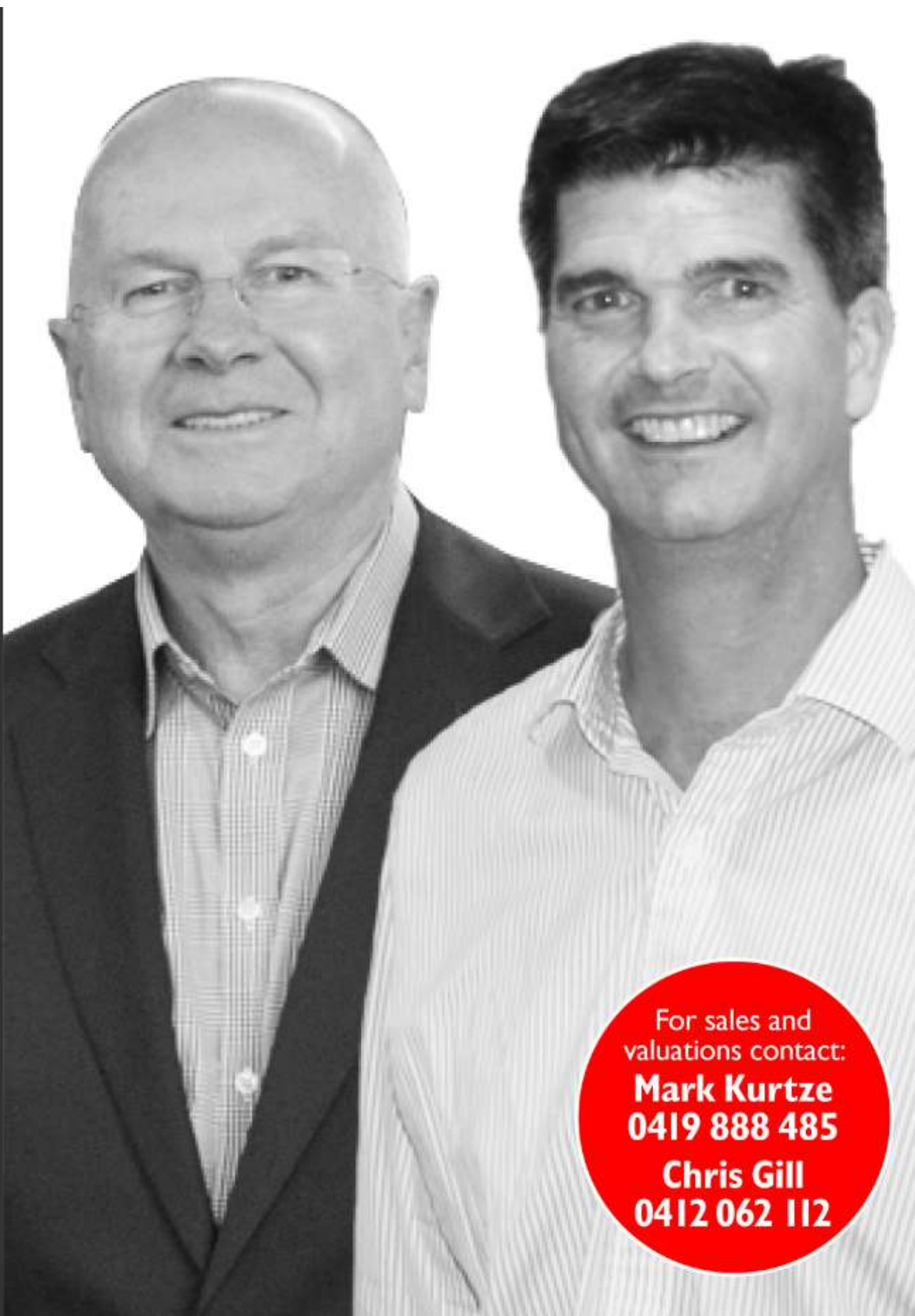
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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