

GAVEL & GLASS

APRIL 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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THE BOARD Board Members

President



Andrew Monks

Vice President



John Morris



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

Gavel & Glass

Social Events, Media, Networking & Technology



Vincent Doran, Sarah Bower and Vincent Wang

Sarah, Vincent and I have been busy planning and preparing for the 30th Golden Gavel Awards which are happening on the 25th of May at the Norwood Football Club.

We have social drinks coming up on the 7th of April at the Marion Hotel from 5pm. These drinks are always great to come along to - it's a great opportunity to network and mix with others inside and outside our industry. Personally, I always come away having learnt something new. Stand up drinking and dancing is back on - so definitely mark this night in the diary.

[WATCH THE VIDEO HERE](#)

Vincent Wang M.S.A.A

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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

Gavel & Glass

Country Report

by Geoff Watts M.S.A.A.

The south east of SA over the past 12 months saw many properties offered and sold with most well above expectations. In several cases 10-25% above even.

I think the highest in the Upper south east was around the 18 million mark for substantial holding of several blocks at Tintinara approx. 34 sold and settled over the 12 months.

The Mid south east saw approx. 60 rural holdings sold and settled for a top of \$30 mill approx. However the market currently is very under supplied and considerably in demand.

There has been some outstanding property sales across the region, not enough auctions but! However just across the Vic border around Kaniva & Lillimur prior to Xmas and only in the past fortnight there have been land sales over there at outstanding numbers.

They auction their rural land in a dollars per acre format. Which is a bit different to most other states in the country.

There have been land sales of \$7,000 to \$11,000 per acre for dryland cropping properties, these figures include the value of any structural improvements, however in most cases the structural improvements only amounted to a modest \$3-500 per acre. These numbers are approximately 15% in excess of the same time last year. And double what they were 2 years ago. The majority of the competition coming from locals looking to expand their operation. Those properties offered were generally long held properties in good areas with exceptional soils. The demand for grazing properties both from within and outside the district is tremendous. Unfortunately, there is little to nothing available.

The season right across the south east whilst generally being slightly below average for rainfall turned out very well. Crop yields on almost all crops were above average, with some small areas of the district frost affected. There were some areas that enjoyed the dry July and slightly damper September and October to see extremely good yields. Therefore returns for all crops has been very good.



Country Report

by Geoff Watts M.S.A.A.

The livestock markets right across the country let alone the South east are best described as “fantastic”. Many cattle breeders have enjoyed their best returns ever. With annual drafts of steers returning from \$1750 to \$2350 per head. Prime lamb sales have been exceptional also with many drafts selling for \$190 - \$275 per head. The wool market is ok but it could be better. Overseas customers that buy the lions share of our wool left the market for a while, but they are slowly coming back.

The Upper South East of SA in particular the Keith area produces approx. 90 % of the lucerne seed is in the southern hemisphere. The Lucerne seed market in the past 2/3 years has been only ok however the 2022 harvest which is about to start is looking very positive with hopefully above average yields and above-average prices as well. Price expectations are for \$5.50 -\$7.00 per kg for lucerne seed. So this could be \$2-\$4000 per hectare woo hoo.

I suggest the rural scene will stay much as it is for the next 12 months or so, strong demand, minimal supply, good inquiry. Values ?? who knows for sure as input costs are increasing considerably with fertilizer cost 50-70% dearer and fuel now 25% dearer than last season.

Money costs are still inexpensive” if you can get it. The banks are now going at slower than glacial pace on all finance applications making all transactions very long winded with no such thing as a quick 30 day settlement anymore. **Some clients almost have to prove they don't need the money before the banks will give it to them!!**

I understand there is plenty of money out there looking for a home, and rural investments are certainly in favour. People still need to eat in a pandemic! The outside world is looking at Australia with green eyes wanting to come out, invest and gain citizenship and they have lotsa munnies, Look out when they arrive 😊

As always I am happy to help your clients sell or purchase in the South East of SA, the land of milk and honey.

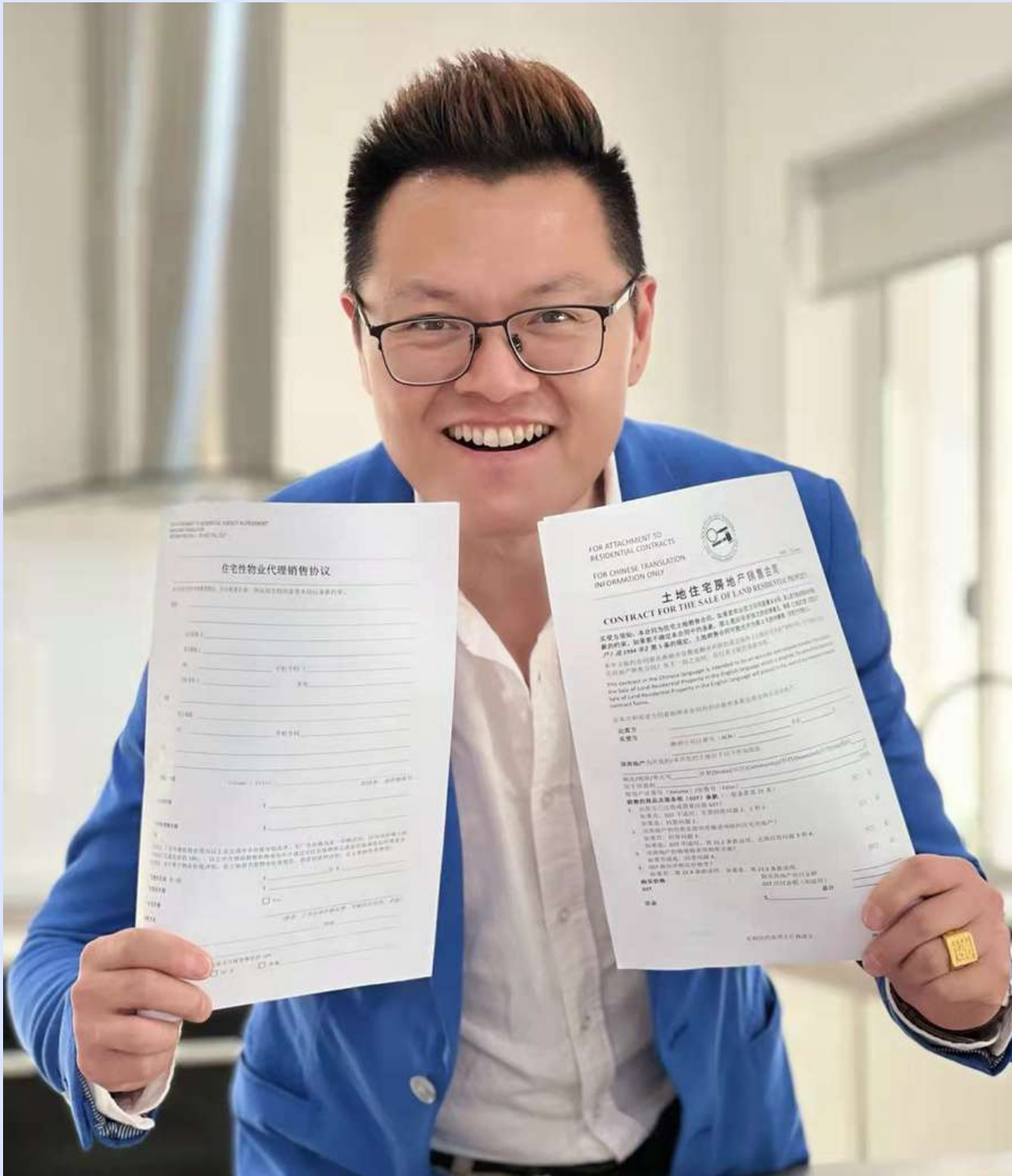


Kind regards and best wishes

Mr Geoff Watts M.S.A.A. (Master)
Nutrien Harcourts Keith
geoff.watts@nh.com.au | 0427 717 515

Gavel & Glass

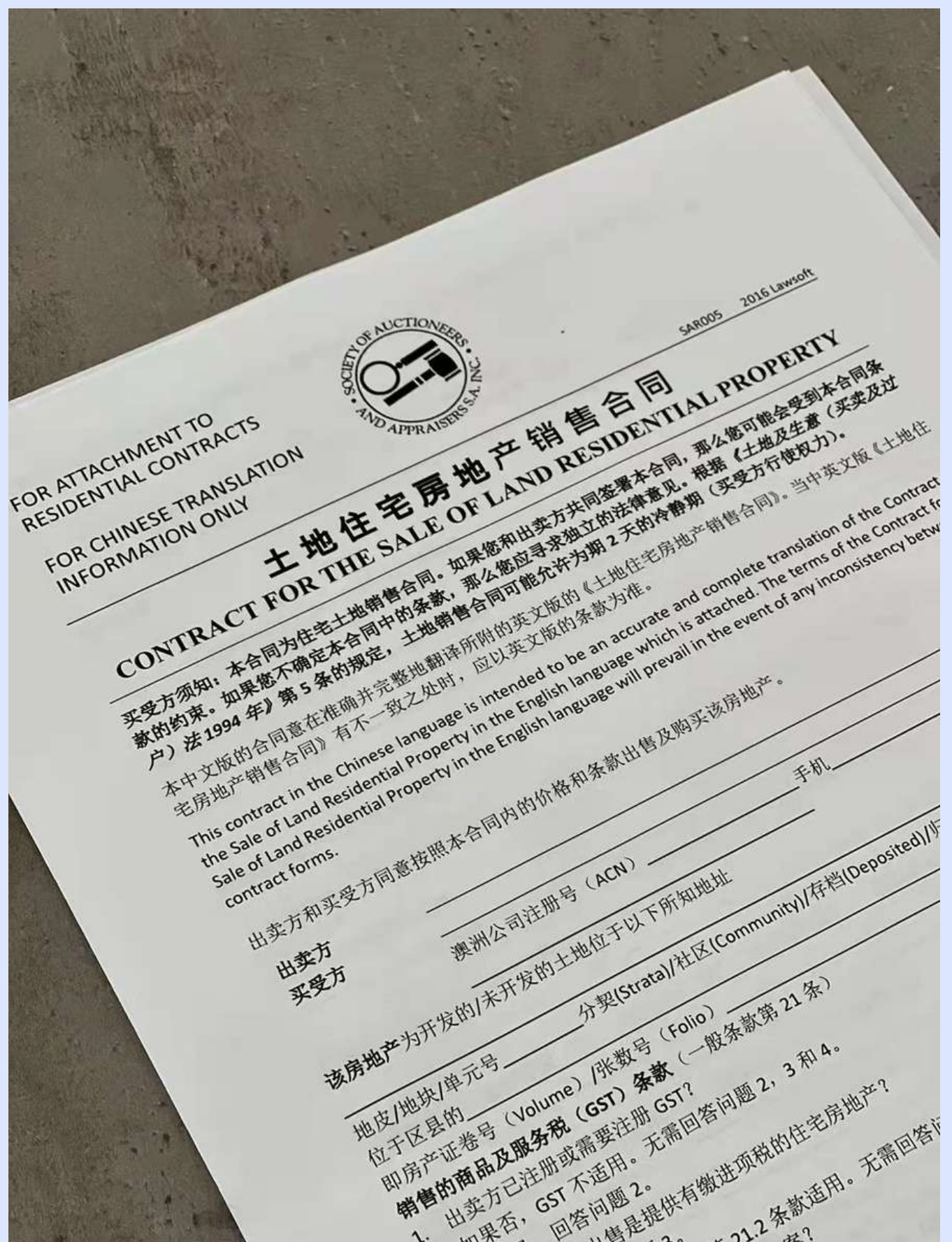
reaforms (AUCDOCS) in Mandarin



I have been sending out both of our Chinese agency agreements & contract to my vendors before signing and it did save me a lot of time to explain the full terms and conditions. More so if your vendors don't understand English and you don't understand Chinese those two documents will be super valuable!

I have used them for 4 listings in the last 6 months:

- 4 Gould Rd, Enfield (Chinese vendor)
- 24 Chard St, Lightsvie (Chinese vendor)
- 18 Milne St, Vale Park (Chinese enquiry)
- 17 East Tce, Kensington Gardens (Chinese enquiry)



Vincent Wang M.S.A.A.

vincentwang@professionals.com.au | 0431 099 188

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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
849 MARION RD,
MITCHELL PARK

RSVP

ADMIN@AUCTIONEERS.COM.AU

'THE SOCIETY'
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REAL ESTATE, GENERAL AND LIVESTOCK



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UP COMING EVENTS

'THE SOCIETY'

GOLDEN GAVEL LIVE AWARDS 2022



'THE SOCIETY'
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REAL ESTATE, GENERAL AND LIVESTOCK

**ONLINE
BOOKING
HERE**

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**
Cost \$55.00 each
Awards + Cocktail Food
Bar open at cost

KEY SPONSORS



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.

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

Name on Card _____

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UP COMING EVENTS

'THE SOCIETY'

SOUTH EAST REGIONAL WORKSHOP



**PRESENTED BY
CHRIS GILL**

- **SELLING A TENANTED PROPERTY**
- **WHAT YOU NEED TO KNOW**
- **TENANTS RIGHTS**
- **LANDLORD RIGHTS**
- **PLUS Q+A SESSION ON ANY ASPECTS OF PROPERTY MANAGEMENT OR SALES LEGISLATION WITH REFERENCE TO FORM 1, AGENCY AND CONTRACT**

PROPERTY MANAGEMENT

Q + A INTERACTIVE
SESSION

ALL AGENTS, PROPERTY
MANAGERS AND SUPPORT STAFF
SHOULD ATTEND



**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**

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

Wednesday 1st June 2022
8.30am for 9.00am start until 12.00noon
Chardonnay Lodge
15006 Riddoch Hwy, Coonawarra
\$55.00 each (groups of 2 or more from the same office \$44.00 each)
Bookings by: Monday 16th May



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PROPERTY MANAGERS

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**ONLINE
BOOKING
HERE**

Gavel & Glass

UP COMING EVENTS

'THE SOCIETY'

**ONLINE
BOOKING
HERE**

AGENTS AND AUCTIONEERS UNDER THE PUMP

Challenges Agents and Auctioneers are facing

Arkaba Hotel - 150 Glen
Osmond Rd, Fullarton
Wednesday 20th July
3:30 FOR 4:00 PM
Book by
Monday 4th July



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 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?
- 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?

**COST:
\$33 EACH**

What is the best way to answer the following questions:

- 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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UP COMING EVENTS

'THE SOCIETY'

Real Estate Auction Academy

2 Day Auctioneers Licence Workshop

**ONLINE
BOOKING
HERE**



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 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)

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.

- 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**

**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.

Amount \$ Expiry / CVV/CVC

Name on Card

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 22ND JULY AND
FRIDAY 5TH AUGUST 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
(May qualify for Govt 120% tax deduction)

(Non members are invited to join prior to attending)

Gavel & Glass

General Auctioneers Highest Single Lot & Sale Proceeds "The Society" Golden Gavel Live 2022

Please let us know your personal results to enter in "The Society" Golden Gavel Live 2022. Nomination of this award is free.

1. **GENERAL AUCTIONEER HIGHEST SINGLE LOT** that you personally sold at Auction either in Rooms or on-site (From Calendar Year 2021)

- **Name of Auctioneer:**
- **Date of Auction:**
- **Name of Auction:**
- **Description of Item Sold:**
- **Sale Price:**

2. **GENERAL AUCTIONEER HIGHEST SALE PROCEEDS** from an Auction that you predominantly or fully conducted either in rooms or on-site (From Calendar Year 2021)

- **Name of Auctioneer:**
- **Date of Auction:**
- **Name of Auction:**
- **Type of Goods Sold:**
- **Gross Sale Proceeds:**

3. Peter du Plessis Golden Pen Award for a **Valuation that was significant either in Value or relating to the type of Assets** (From Calendar Year 2021)

- **Name of Valuer:**
- **Date of Valuation:**
- **Name of Valuation:**
- **Type of Goods Valued:**
- **Gross Valuation Price:**

Simply fill out the above via return email (admin@auctioneers.com.au) on or before Saturday 30th April 2022.

Good luck and we look forward to your participation!

Port Lincoln Regional Workshop

25° perfect day for a flight to Port Lincoln for Real Estate Legislation and Challenges Agents/Auctioneers are currently facing.

The 3 presenters Chris Gill, Brett Roenfeldt and Garry Topp arrived at the stunning Port Lincoln Hotel to greet a group of local Agents. Our new Q+A interactive format has proved very popular with questions from the floor right from the start of the session.

Although many of the issues have been addressed previously, in-depth discussion on many of the issues demonstrated that clarification is needed to ensure Best Practice.

Issues addressed included getting it right with completion of Agency Agreement, filling in the compulsory information to ensure compliance under the legislation and issues such as recent sales data, vendors selling price, manner of sale, Agency expiring before settlement, addendums, 24C unsolicited contract was very topical as was what constitutes residential or commercial with relevance to the contract used and stamp duty and electronic and physical signature which opened the eyes of participants.

It was one of the most interactive workshops we have ever conducted with everyone in the room participating.

When asked, did you gain anything from this presentation?

Yes, excellent information and presentation;
Yes, the importance of fully completing a sales agency agreement to ensure it is valid, changes to Form 1's and refreshing my knowledge of issues that can arise at auctions and opening inspections; Yes, topics were relevant and not just in 'city focus'; Yes, good to understand the difference between REISA forms and Society of Auctioneers and Appraisers Forms, 24C was excellent.



Port Lincoln Regional Workshop

What did you like the most?

Excellent presenters on very relevant issues, auction scenarios, enjoyed all content, Chris Gill and Brett Roenfeldt, auction issues and questions were fantastic, relevant and current case studies, auction best practice procedures to be to review and implement, open discussions forum with 3 presenters, sensational.

What else would you like covered?

More current content, Form 1 updates, in-depth information on special conditions.

Overall comments, all presenters were rated 5 out of 5.

Great presenters, intricate knowledge on all topics, very relevant, experience and knowledge of presenter was excellent, Society's training is always good with good information to bring back to office discussions.

We followed with a seafood lunch with Steve Kemp and caught a 5 pm flight back to Adelaide after a thoroughly enjoyable day in the prawn capital of Australia.



Garry Topp FSAA (Life) CEO
society@auctioneers.com.au | 0427 667 112

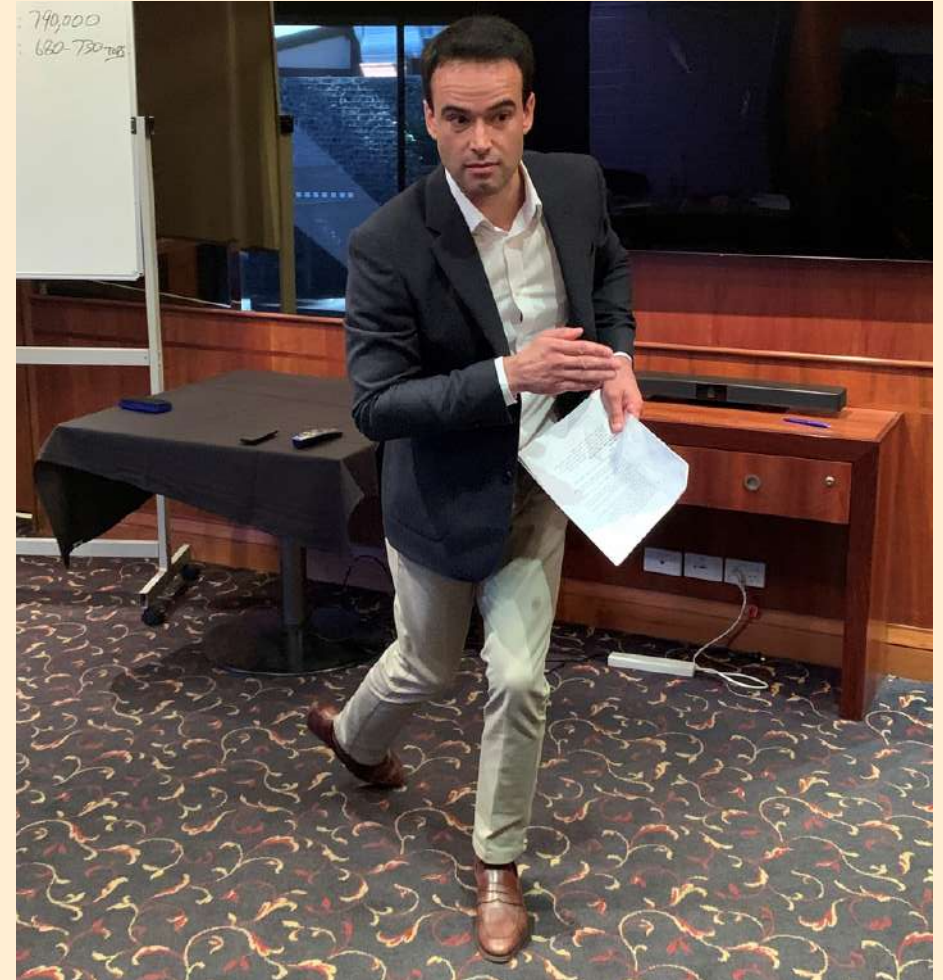
Gavel & Glass

Real Estate Auction Academy

The ever-popular 2 Day Auctioneers Workshop was held on Friday 11th March and Friday 25th March at the Arkaba.

Three keen up and coming participants arrived to learn new skills and prepare the ideal script and learn the auction in segments until putting it all together for the final assessment.

Glenn McMillan, born in Brazil and educated at Pembroke, has acting in his career and studied as a lawyer and has worked selling Real Estate in Double Bay, Sydney selling a home in Watsons Bay for 16.8 million. Glenn loves music and plays bass and saxophone and practices martial arts.



Will Hurley, 19 years old, left school in 2020 is a basketball player and working for Bailey Property Group has just sold his first property. He enjoys cold calling and prospecting and wants to add auctions to his skills.

Phillip De Pinto, already a passionate auctioneer has two children, a son and a daughter, runs children's charities. Phillip started at Universal Motor Auctions at 15, loves auctions is a member of the Property Council and Business SA.



Real Estate Auction Academy

The Auction Academy once again took our participants out of their comfort zone and over a 2-day intensive coaching and mentoring workshop saw each auctioneer substantially increase their level of confidence and performance skills delivering exceptional performances in their RTO assessment.

Will who is only 19 initially thought he would not get over the line but his dedication and practice saw him deliver a very polished performance. Even Lyn Melville, CEO of Academic Pavilion who Will is currently doing his Real Estate course through was impressed with the confidence he demonstrated through his performance.

Glenn McMillan coming from a family background in Real Estate and a previous career as a lawyer and experience as a boutique Real Estate salesperson in Sydney brought a new level of auctioneering professionalism to the Academy. He will be a valuable addition to the Toop+Toop auctioneering team with the performances he delivered over the 2 day Academy.

Our third participant Phillip De Pinto demonstrated on the first day some excellent auctioneering skills having previously conducted many car auctions and a huge amount of charity auctions. Unfortunately, Phillip was a close contact and could not complete his final assessment on day 2 however Brett Roenfeldt and Garry Topp will conduct a one on one workshop with Phillip to get him over the line.



Glenn McMillan testimonial: The two-day auctioneer's course with Garry and Brett has been an excellent hands-on introduction to auctioneering. Their wealth of experience and their generosity in passing on their knowledge is greatly appreciated. There really is no substitute for just "doing it" when it comes to auction and Garry and Brett have provided a safe and constructive environment where we can get it wrong, learn and improve under their direction.

Garry Topp FSAA (Life) CEO
society@auctioneers.com.au | 0427 667 112

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



528 Worubia Road, SPALDING
SOLD for \$2,550,000
Bidders: 7
Active bidders: 2
Agent: Daniel Schell
Auctioneer: Geoff Schell



3/36 Trumara Road, MARINO
SOLD for \$1,412,500
Agent: Paul Goodwin
Auctioneer: AJ Colman



36 Clement Street, PLYMPTON
PARK
SOLD for \$891,000
Agent: Thomas Crawford
Auctioneer: Vincent Doran



4/39 King William Street, KENT
TOWN
SOLD for \$775,000
Bidders: 4
Active bidders: 3
Agent: Hamish Mill
Auctioneer: Hamish Mill

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



38 Dinwoodie Avenue, CLARENCE GARDENS

SOLD for \$1,230,000

Bidders: 6

Active bidders: 2

Agent: Simon Tanner

Auctioneer: Simon Tanner



26 Goyder Street, ERINDALE

SOLD for \$1,805,000

Agent: Matthew Scarce

Auctioneer: Brett Roenfeldt



73 Opey Avenue, HYDE PARK

SOLD for \$1,100,000

Agent: Lew Toop & Orlanda Paglia

Auctioneer: Bronte Manuel



9 Hale Avenue, HAWTHORN

SOLD for \$1,740,000

Bidders: 13

Active bidders: 5

Agent: Simon Tanner

Auctioneer: Simon Tanner

Gavel & Glass

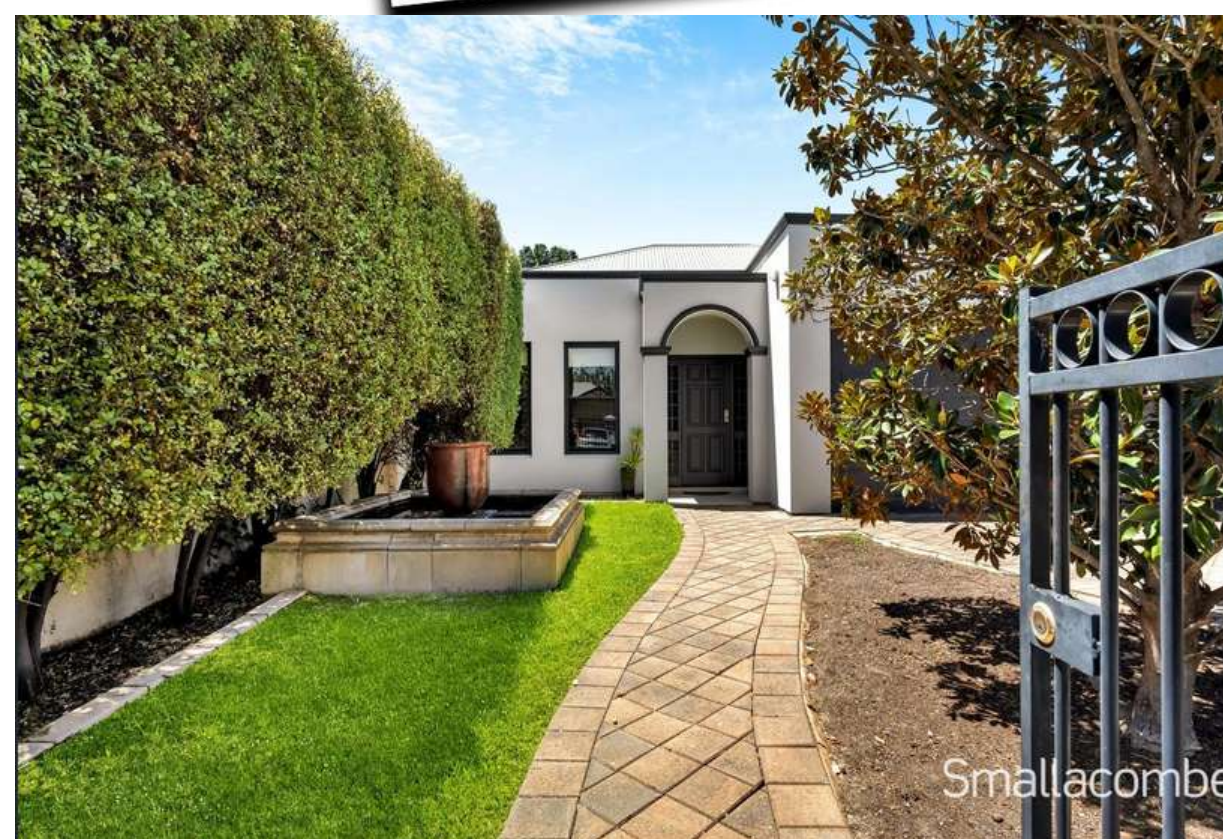
SOCIETY'S AUCTIONS

SOLD!



21 Lincoln Avenue, WARRADALE
SOLD for \$1,375,000

Agent: Christopher Jenman
Auctioneer: Rod Smitheram



2 Arnold Street, KINGSWOOD
SOLD for \$1,295,000

Agent: David Smallacombe & Paul Stanton
Auctioneer: David Smallacombe



13 Bridge Street, KENSINGTON
SOLD for \$2,159,000

Agent: Brandon Pilgrim
Auctioneer: George Kargiotis



17 Stonehouse Avenue, CAMDEN
PARK

SOLD for \$960,000
Bidders: 13

Active bidders: 5

Agent: Robbie Smith
Auctioneer: Robbie Smith

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



Unit 1/17 Robert Street, GLENELG SOUTH

SOLD for \$1,290,000

Bidders: 4

Active bidders: 2

Agent: Paul Dale

Auctioneer: Jarrod Tagni



30-32 Mayfield Ave, HECTORVILLE

SOLD for \$1,900,000

Agent: Frank Carlesso

Auctioneer: Jonathon Moore



16 Hardys Road, TORRENSVILLE

SOLD for \$996,000

Agent: Attilio Cavuoto

Auctioneer: Michael Cavuoto



33 Gloucester Street, PROSPECT

SOLD for \$1,700,000

Bidders: 11

Active bidders: 6

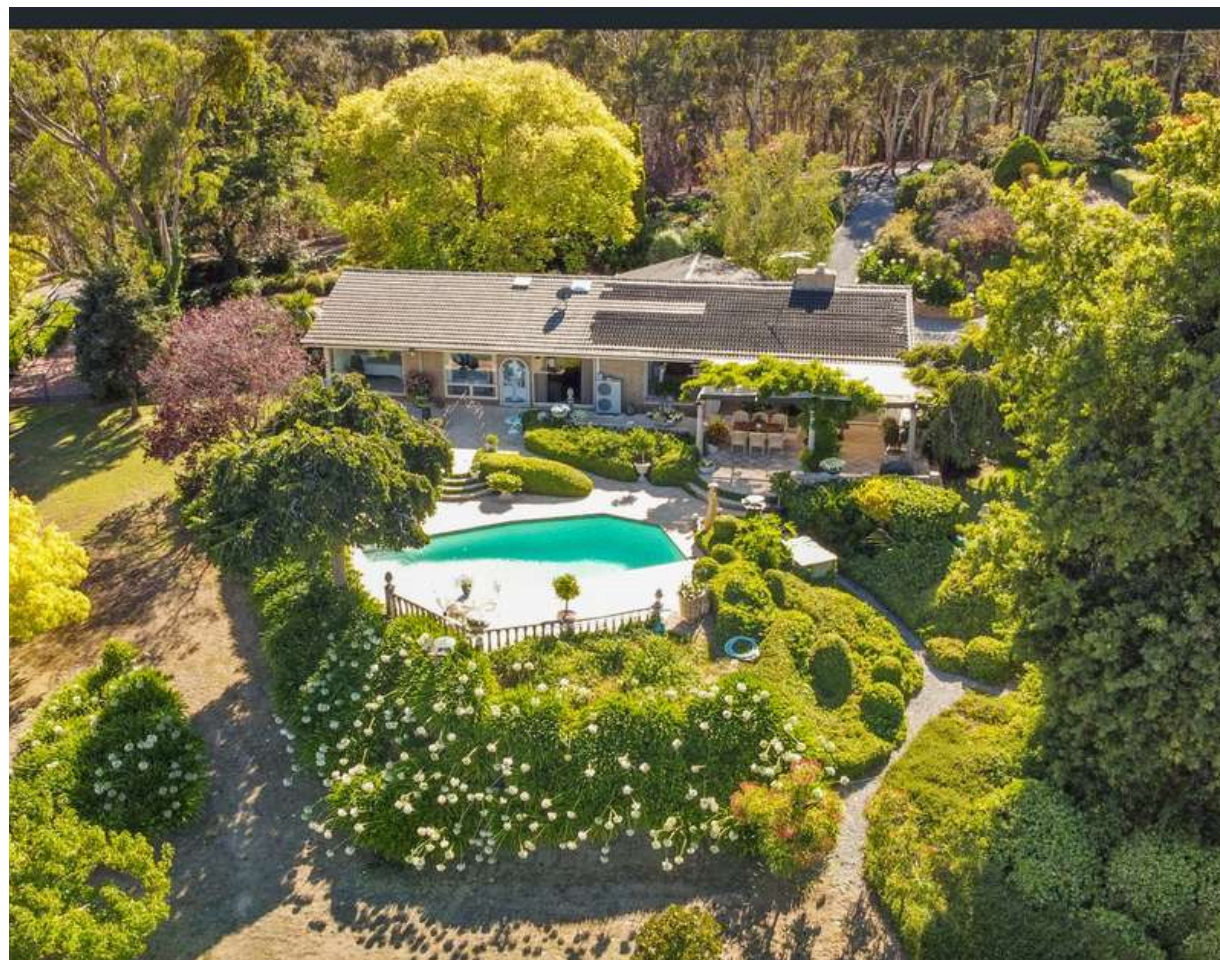
Agent: Rachel Lawrie

Auctioneer: John Morris

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SOCIETY'S AUCTIONS

SOLD!



28 Teringie Drive, TERINGIE
SOLD for \$1,595,000
Bidders: 11
Active bidders: 4
Agent: Andrew Welch
Auctioneer: Joshua Bagley



47 Johns Road, PROSPECT
SOLD for \$1,112,000
Agent: Shaun Roberts
Auctioneer: Michael Fenn



13 Ballad Street, PARADISE
SOLD for \$767,000
Agent: George DeVizio
Auctioneer: Troy Tyndall

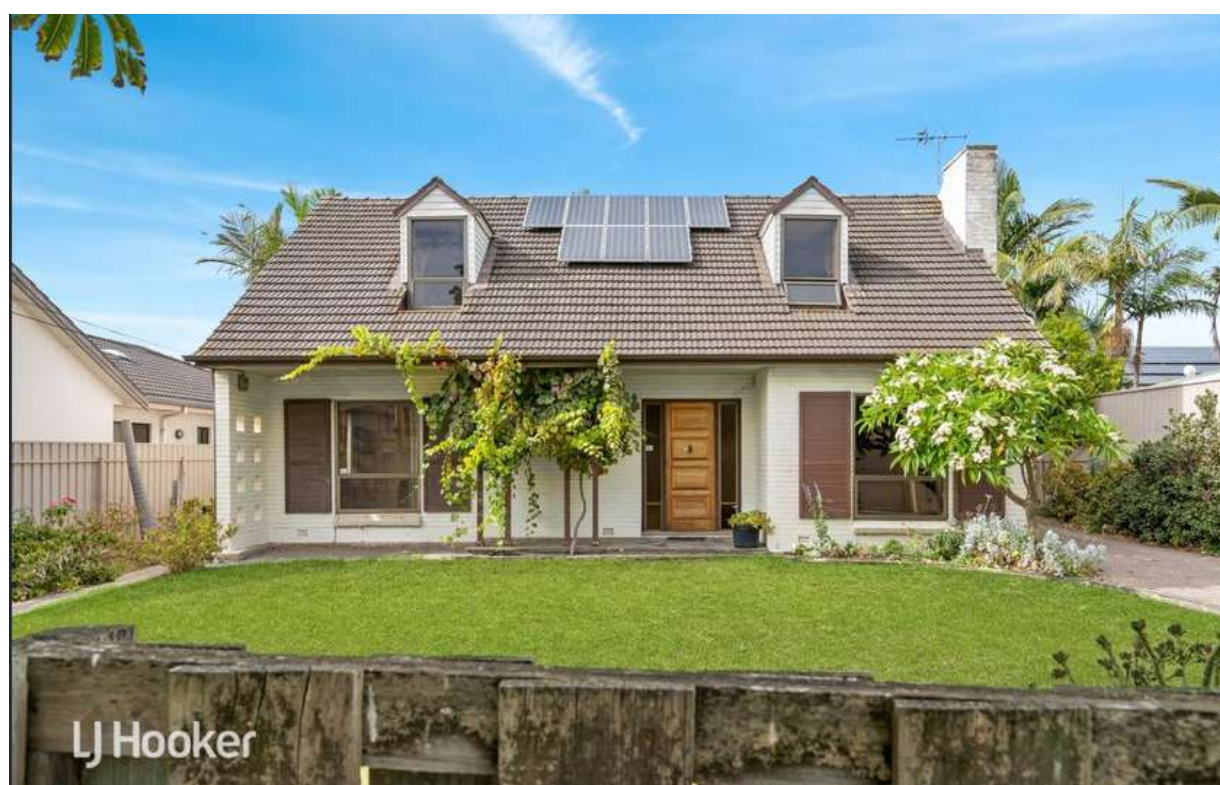


23 Claxton Street, ADELAIDE
SOLD for \$755,000
Agent: Nick Ploubidis
Auctioneer: Nick Ploubidis

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SOCIETY'S AUCTIONS

SOLD!



13 Clovelly Road, GLENELG
NORTH
SOLD for \$1,850,000

Agent: Peter Economou
Auctioneer: Peter Economou



359 Glynburn Road, KENSINGTON
PARK
SOLD for \$2,560,000

Agent: Tim Thredgold
Auctioneer: Tim Thredgold



6 Foster St, FORESTVILLE
SOLD for \$1,235,000

Agent: Jill Wehrs
Auctioneer: Sharon Gray



28 Erin Street, BROADVIEW
SOLD for \$745,000
Bidders: 8

Active bidders: 6
Agent: Paul Arnold
Auctioneer: Paul Arnold

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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



Michael Fenn



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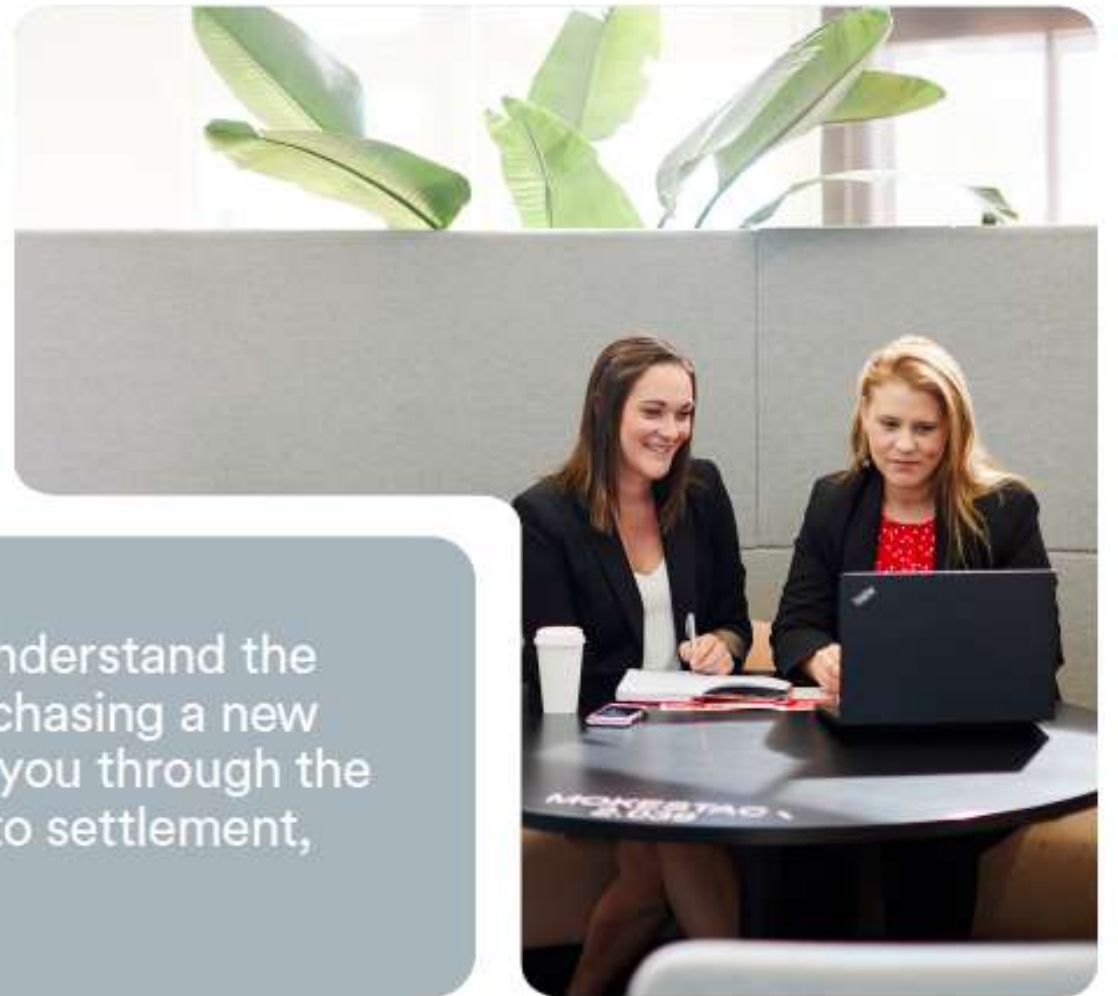
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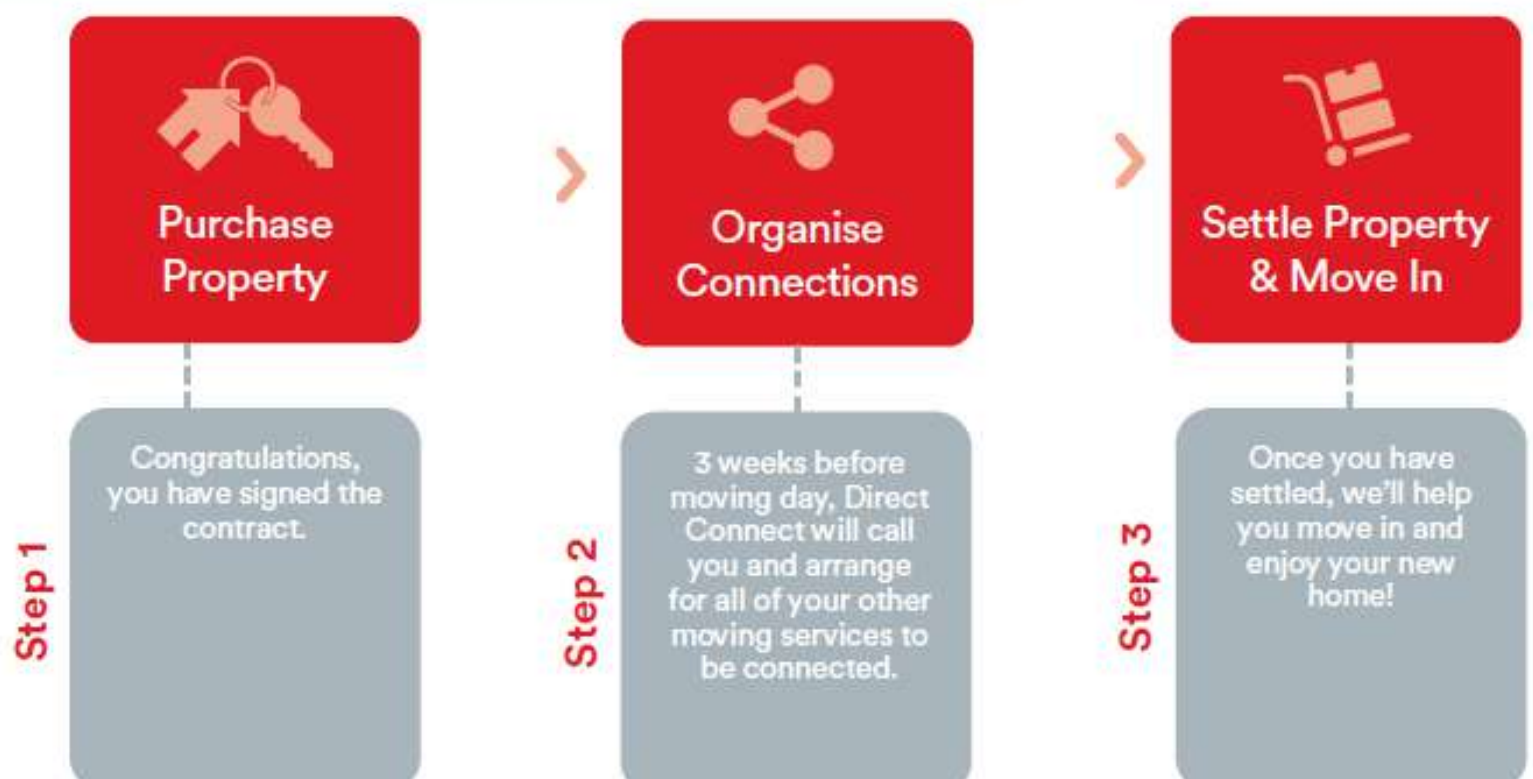
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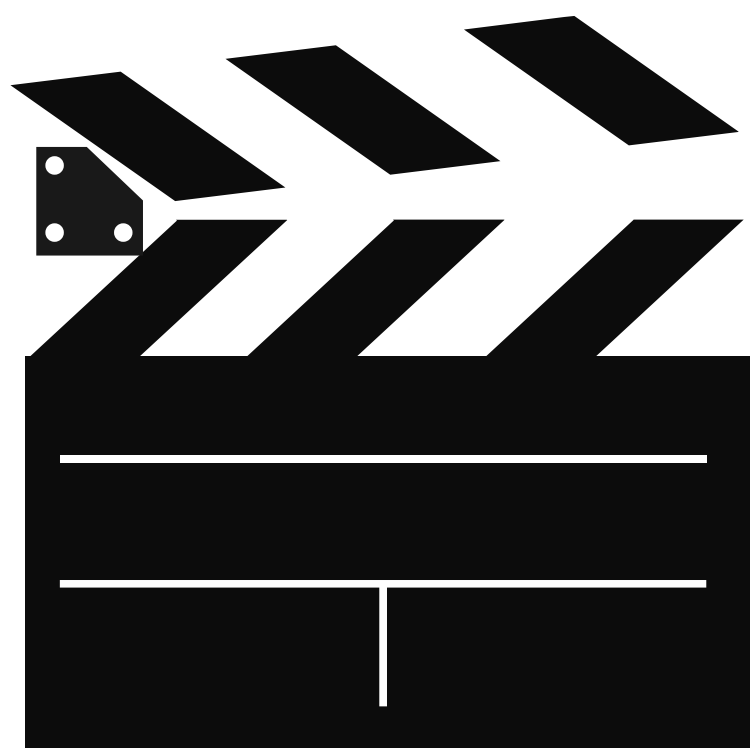
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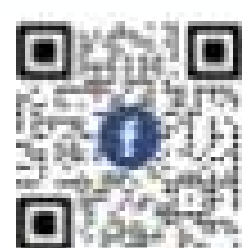
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21 ADVANTAGES OF AUCTION

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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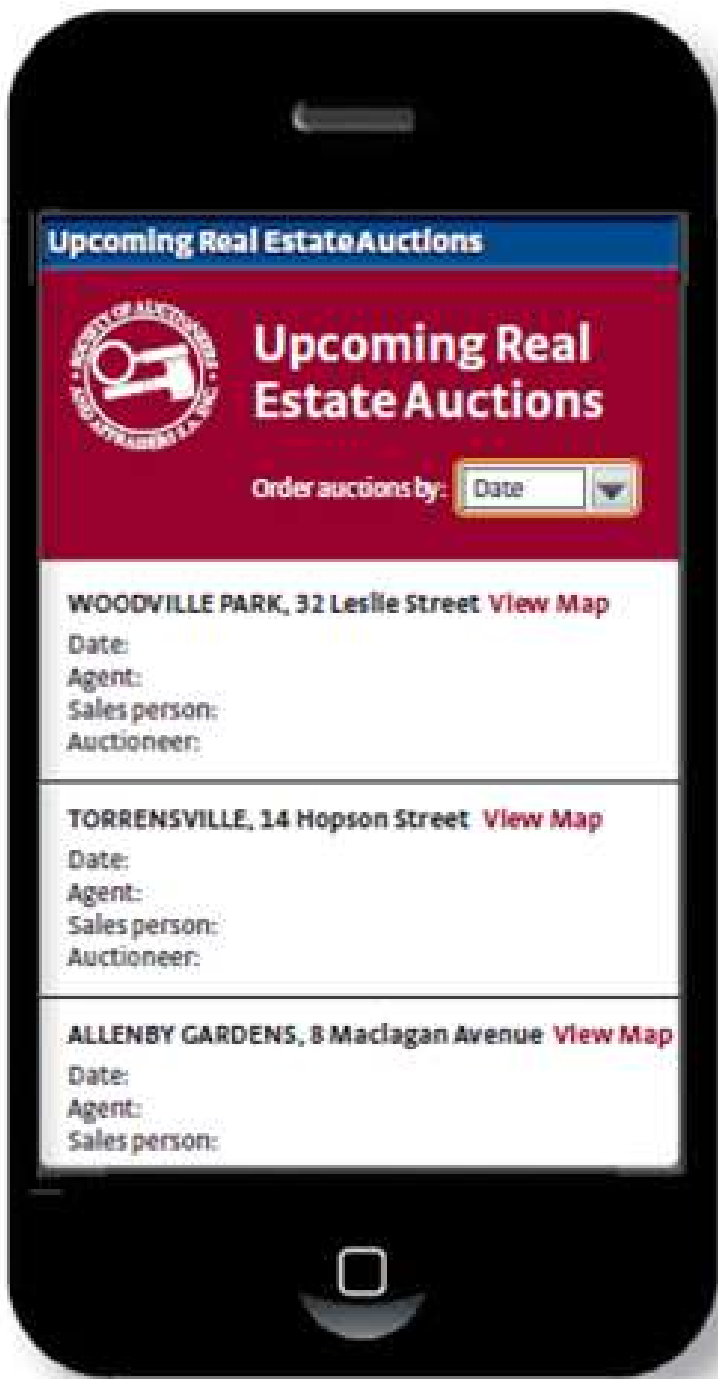
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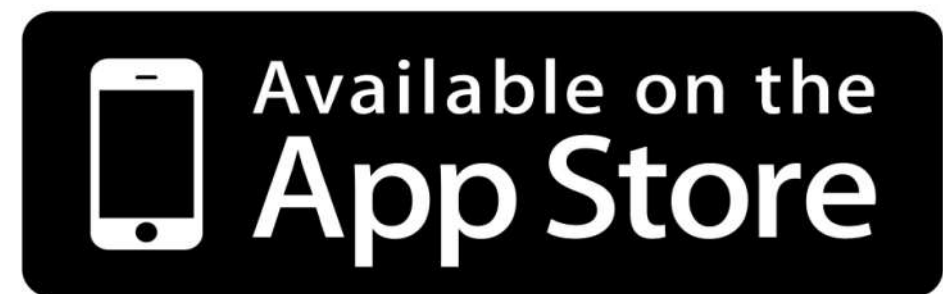
INSTANT UPDATE

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

LIST

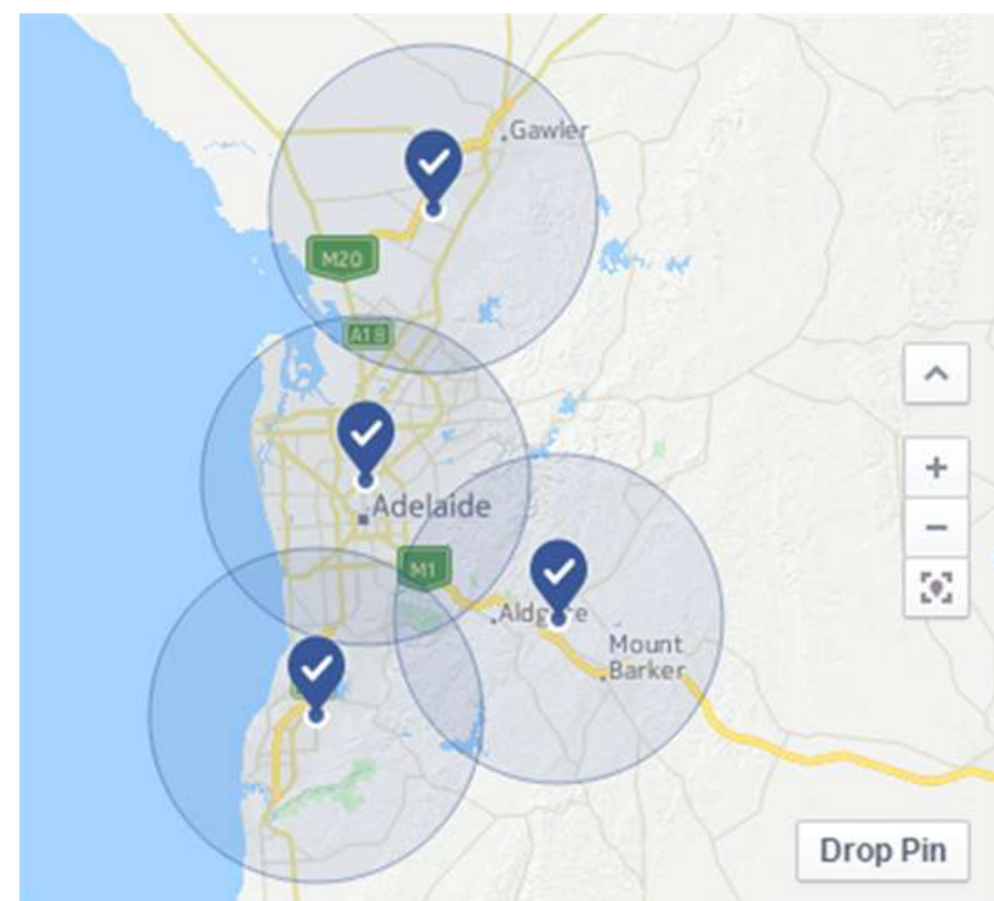
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Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!

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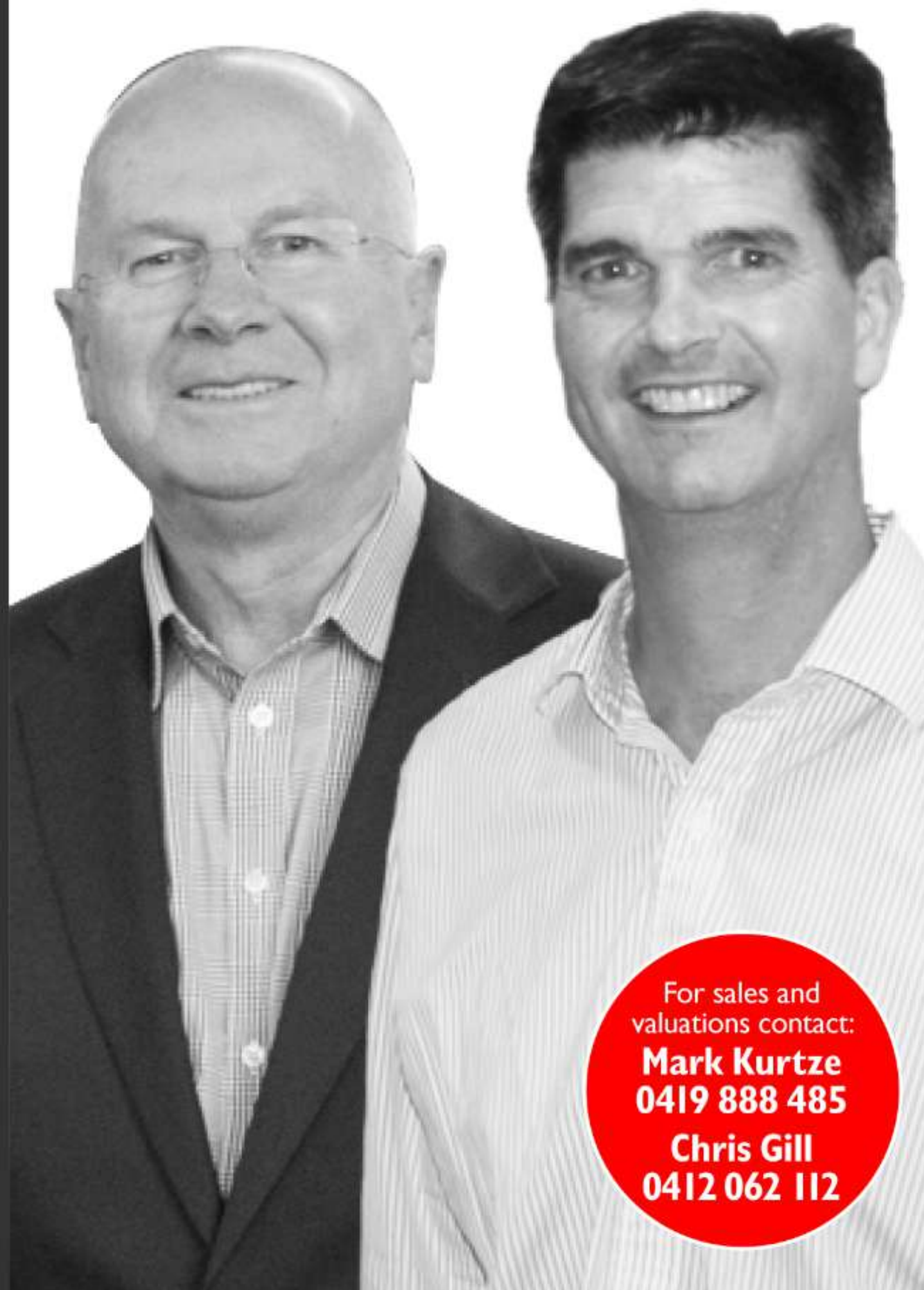
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For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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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