

GAVEL & GLASS

MAY 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](#)



CONTENTS

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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/societyofauctioneersappraisers/



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.

[WATCH THE VIDEO HERE](#)

Vincent Wang M.S.A.A

vincentwang@professionals.com.au | 0431 099 188

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

UP COMING EVENTS



'The Society' Golden Gavel Live Awards 2022 will be held:

Date: Wednesday 25th May 2022

Time: 5.30 pm

Venue: Norwood Football Club

As it is the 30th anniversary of the longest-running auction competition in the Southern Hemisphere we invite you to book to attend and celebrate this very significant event with us.

Please book to attend before Wednesday 11th May and we hope to celebrate with you on the night.

[Download the brochure here](#)

Gavel & Glass

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

**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

Names Attending

NON-MEMBERS Please advise Address

Ph Email



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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



**'THE SOCIETY'
REPRESENTING
AUCTIONEERS
APPRAISERS
AGENTS
SALES CONSULTANTS
PROPERTY MANAGERS**

REAL ESTATE, GENERAL AND LIVESTOCK

KEY SPONSORS



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**ONLINE
BOOKING
HERE**

Gavel & Glass

UP COMING EVENTS

'THE SOCIETY'

**ONLINE
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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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PerspectiveMedia

Estate & Downsizing Services

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COMPANIES, LAWYERS, PROPERTY FORMS AND SERVICES

PARTNERS

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South Australia's Chamber of Commerce and Industry

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

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

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UP COMING EVENTS

'THE SOCIETY'

Real Estate Auction Academy

2 Day Auctioneers Licence Workshop

**ONLINE
BOOKING
HERE**



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

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



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

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**

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 requiring licence

COST: \$650 for members already licenced

(May qualify for Govt 120% tax deduction)

(Non members are invited to join prior to attending)

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

Gavel & Glass

UP COMING EVENTS

'THE SOCIETY' Real Estate Auction Academy

The Australian Government is now offering a 120% tax deduction for small businesses that invest in training. It may be applicable if your company pays this on your behalf.

**Friday 22nd July and Friday 5th August
8.00am to 8.30am start to 6.00pm
Arkaba Hotel - 150 Glen Osmond Rd, Fullarton**

Please book and reserve a spot before 30th June 2022 and we can process your payment by 30th June 2022 so you can receive the benefit in this tax year.

[Download the brochure here](#)

'THE SOCIETY' Networking Drinks

I'm taking the opportunity again to thank you, President Andrew, and The Board for my Life Membership Appointment to The Society. It's both an honor and a privilege to be recognized this way and despite entering retirement it only strengthens my resolve to recommend and support The Society in any way I can in the future.

Thank you also for the wonderful night at the Marion Hotel and for the recognition of my number one associate and team member Jo Rogers. It's only fitting after such a long Business partnership to share and celebrate the award with her.

May we look forward to joining you at many more Society celebrations and future events .



Phil Rogers M.S.A.A
pnjrogers.glenelg@ljh.com.au | 0412 822 997

Life Membership presentation to Phil Rogers

Phil Rogers joined the Society in 1994 and was elected to the Board in 2003 and was subsequently elected President in 2005.

Phil Rogers hosted Alexander Downer MP at the time Foreign Affairs Minister, at the Society Breakfast of Champions.

Phil was a passionate supporter of the auction marketing process and auctioned all of his listings with an enviable success rate.

At one stage Phil went for 2 years and sold the lot under the hammer never missing even one.

Phil spent his entire career as a passionate and enthusiastic auctioneer and for 25 years held charity auctions for Kwinanis, UniSA and Neal Satche Foundation and similar service organizations.

Life Membership is in the recognition of extraordinary and outstanding contributions to the Society and the professions and in this case, is conferred by unanimous resolution of the Board.

Throughout his outstanding career, Phil has always had the support of his wonderful wife Jo, who has contributed to and shared his outstanding career.

Phil, please accept the honour of Life Membership of The Society and a small gift of a Society 40th Anniversary gavel and strike plate to sit on your desk to attest to your stellar career.



Jo Rogers, Phil Rogers and Andrew Monks

SOCIETY'S AUCTIONS

SOLD!



3 Burton Road, ATHELSTONE
SOLD for \$1,040,000
Bidders: 8
Active bidders: 3
Agent: Paul Arnold
Auctioneer: Paul Arnold



10 Fulham Park Drive, LOCKLEYS
SOLD for \$2,270,000
Agent: Anthony Fahey
Auctioneer: Jonathon Moore



9 Neweys Rd, MITCHAM
SOLD for \$2,550,000
Agent: Sharon Gray
Auctioneer: Sharon Gray



102 Wattle Street, FULLARTON
SOLD for \$1,390,000
Agent: Justin Kurenda
Auctioneer: Rod Smitheram

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SOCIETY'S AUCTIONS

SOLD!



42 Seafield Avenue, KINGSWOOD
SOLD for \$2,500,000
Bidders: 3
Active bidders: 3
Agent: Hamish Mill
Auctioneer: Hamish Mill



43 Catherine Street, LOWER MITCHAM
SOLD for \$1,050,000

Agent: Janet Hansen-Smith & Ros Munt
Auctioneer: David Smallacombe



3A Jellicoe Street, NEWTON
SOLD for \$1,182,000

Agent: Lew Toop & Orlanda Paglia
Auctioneer: Tim Thredgold



30 Wynyard Ave, LITTLEHAMPTON
SOLD for \$1,200,000
Bidders: 18

Active bidders: 4
Agent: Matt Kenny
Auctioneer: Joshua Bagley

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SOCIETY'S AUCTIONS

SOLD!



41 Lurline Street, MILE END
SOLD for \$1,125,000
Bidders: 7
Active bidders: 4
Agent: Daniel Seach
Auctioneer: Robbie Smith



17 Lambert Road, JOSLIN
SOLD for \$1,600,000
Agent: Kay Morris
Auctioneer: Troy Tyndall



26 William Street, HAWTHORN
SOLD for \$2,920,000
Agent: Jordan Begley
Auctioneer: Bronte Manuel



87 Glengyle Terrace, PLYMPTON
SOLD for \$1,362,000
Bidders: 6
Active bidders: 4
Agent: Paul Dale
Auctioneer: Jarrod Tagni

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SOCIETY'S AUCTIONS

SOLD!



3B Warren Avenue, PARADISE
SOLD for \$680,000
Bidders: 7
Active bidders: 4
Agent: Gary Musolino
Auctioneer: Tony Tagni



7 St Albans Terrace, SEMAPHORE PARK
SOLD for \$1,000,000
Agent: Vincent Doran
Auctioneer: Vincent Doran



7 Tuart Place, WEST LAKES.
SOLD for \$1,400,000
Agent: Tarnia Pitt
Auctioneer: Brett Roenfeldt



7 Buchan Ave, BEAUMONT
SOLD for \$1,320,000
Bidders: 8
Active bidders: 5
Agent: Brandon Pilgrim
Auctioneer: George Kargiotis

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SOCIETY'S AUCTIONS

SOLD!



41 Lomond Cct, MAWSON LAKES
SOLD for \$890,000

Agent: Shaun Roberts
Auctioneer: Michael Fenn



43 Seventh Avenue, ST PETERS
SOLD for \$2,520,000

Bidders: 13

Active bidders: 3

Agent: Chris Xu
Auctioneer: John Morris



133 Andrews Road, SPALDING
SOLD for \$3,950,000

Bidders: 6

Active bidders: 2

Agent: Daniel Schell
Auctioneer: Geoff Schell



10 Beeston Way, WEST LAKES
SOLD for \$1,351,000

Agent: Nick Psarros
Auctioneer: AJ Colman

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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



Simon Tanner

Gavel & Glass

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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.



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.

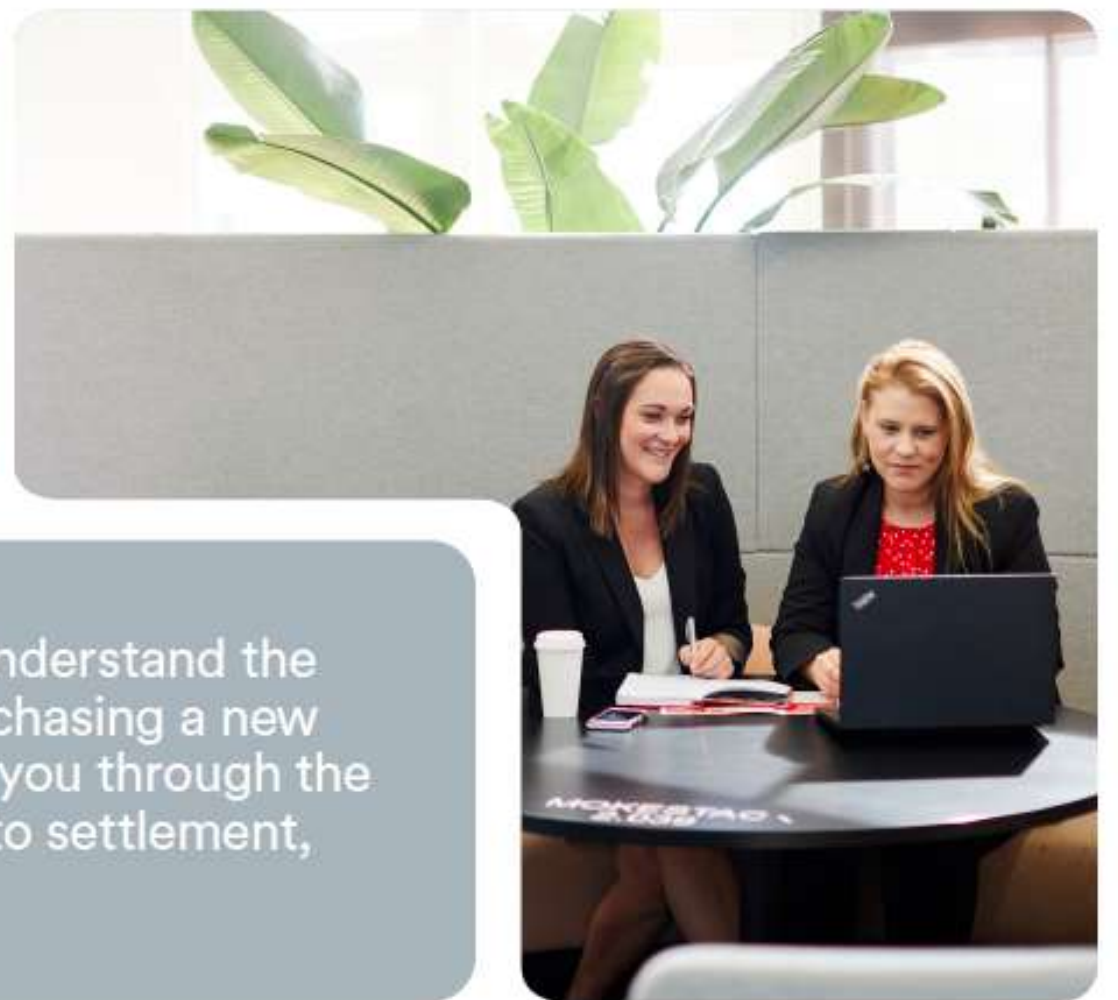
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* For Terms and Conditions visit directconnect.com.au/terms-conditions

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!



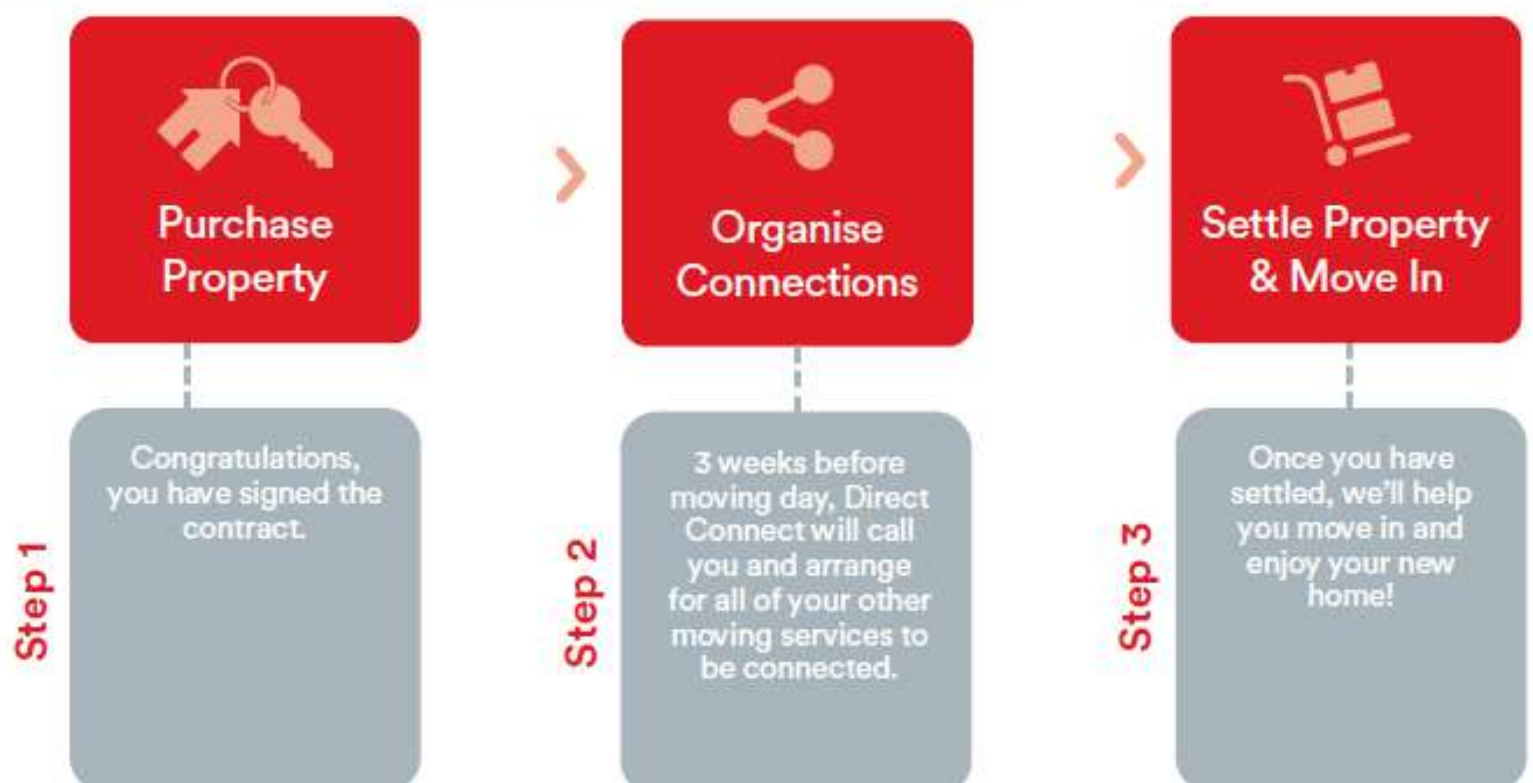
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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



Exclusive Members Only Special Offer

All members of The Society of Auctioneers & Appraisers (SA) receive **30% off any wine purchase!** Select from our multi-award winning range, whether it's our best selling Single Vintage Chardonnay 2018 or gold winning 94pt Single Vintage Cabernet Shiraz 2016 - we have a wine to suit any occasion.

THIS OFFER INCLUDES

- Available to any variety or vintage 6 bottle order minimum
- No capped orders Only while stock lasts
- Free shipping Australia wide

Simply enter the coupon code at the checkout when you order online.

COUPON CODE: **SOLD**

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Wine Showcase
Magazine Awards



Eight at the Gate

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P 0447 805 262



eightatthegate.com.au/society-offer

Gavel & Glass



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Give the gift worth celebrating, our *twin bottle gift packs* are the perfect way to congratulate your customers. Our award winning wines, that are guaranteed to leave a good taste and a lasting impression. With plenty of mix & match options, we can provide to best match for every occasion.

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RRP \$50.00
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MEMBERS \$30.00

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Perspective Media



PerspectiveMedia

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

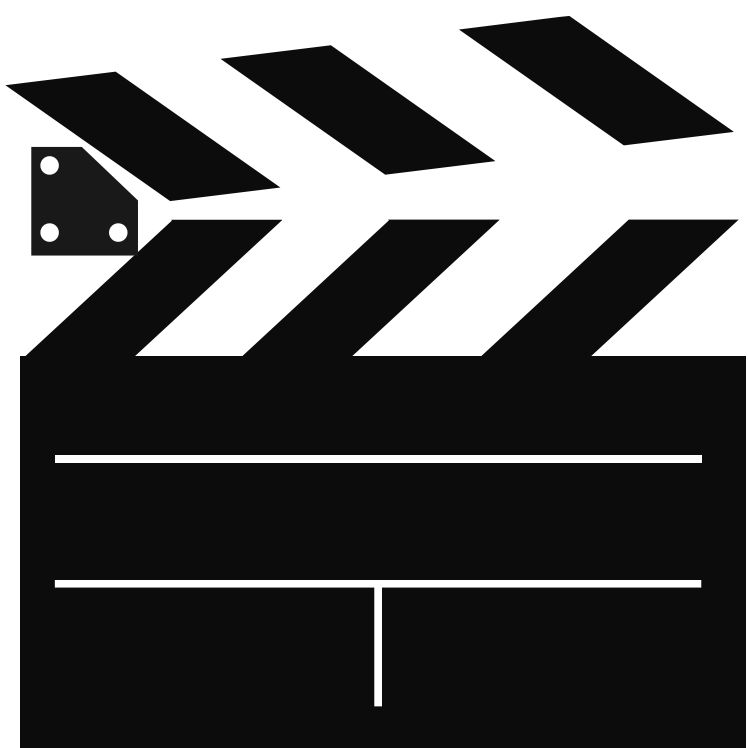
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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

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ECKERMANN

Delivering professional services to the SA property industry

ECKERMANN PROPERTY FORMS

- Form 1 Preparation



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- Matrimonial & family transfers

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- Commercial Leases
- General Commercial



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[eckermanns](https://www.instagram.com/eckermanns)

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

Gavel & Glass

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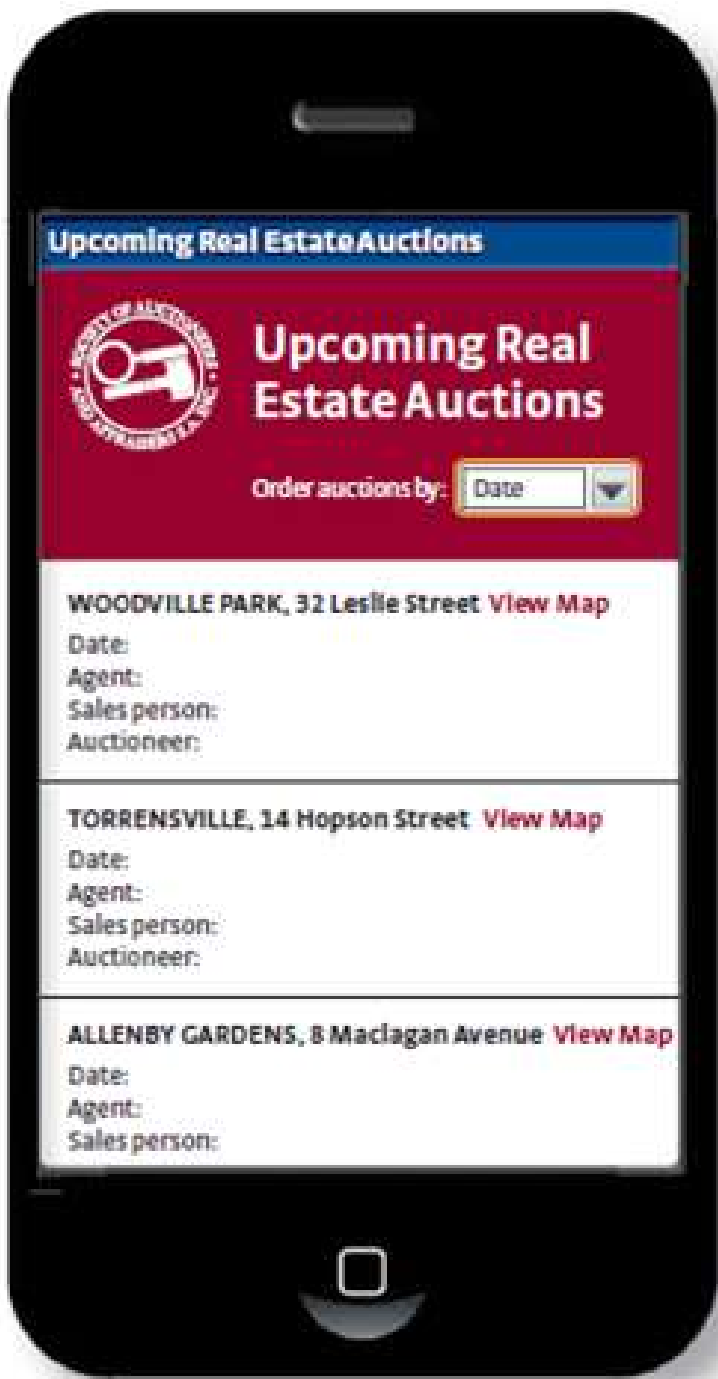
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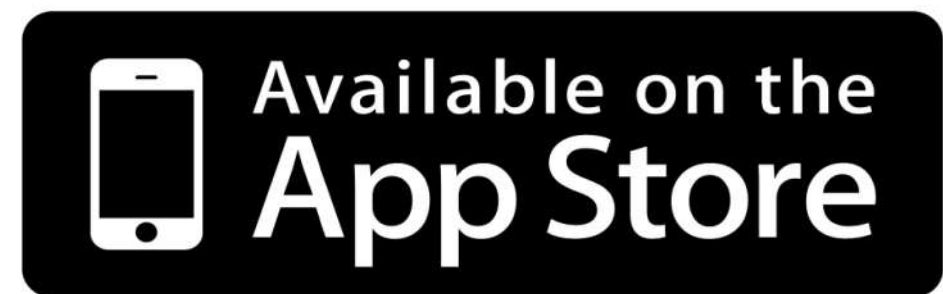
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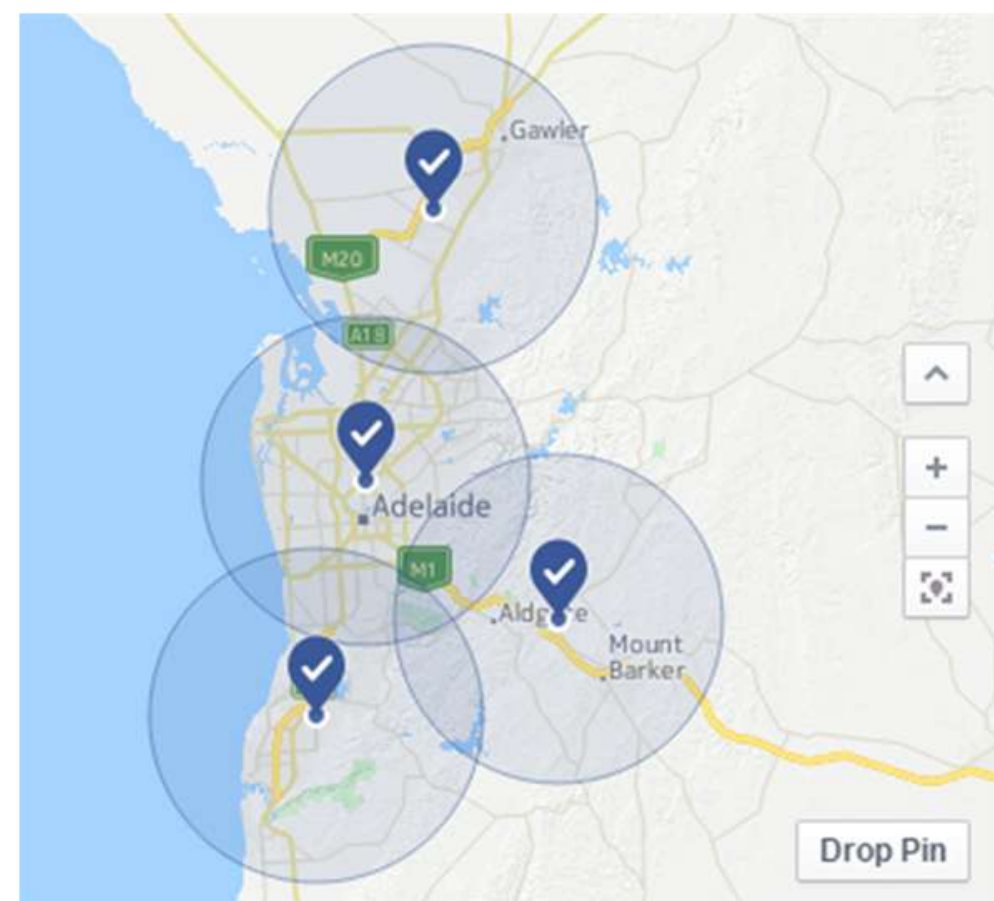
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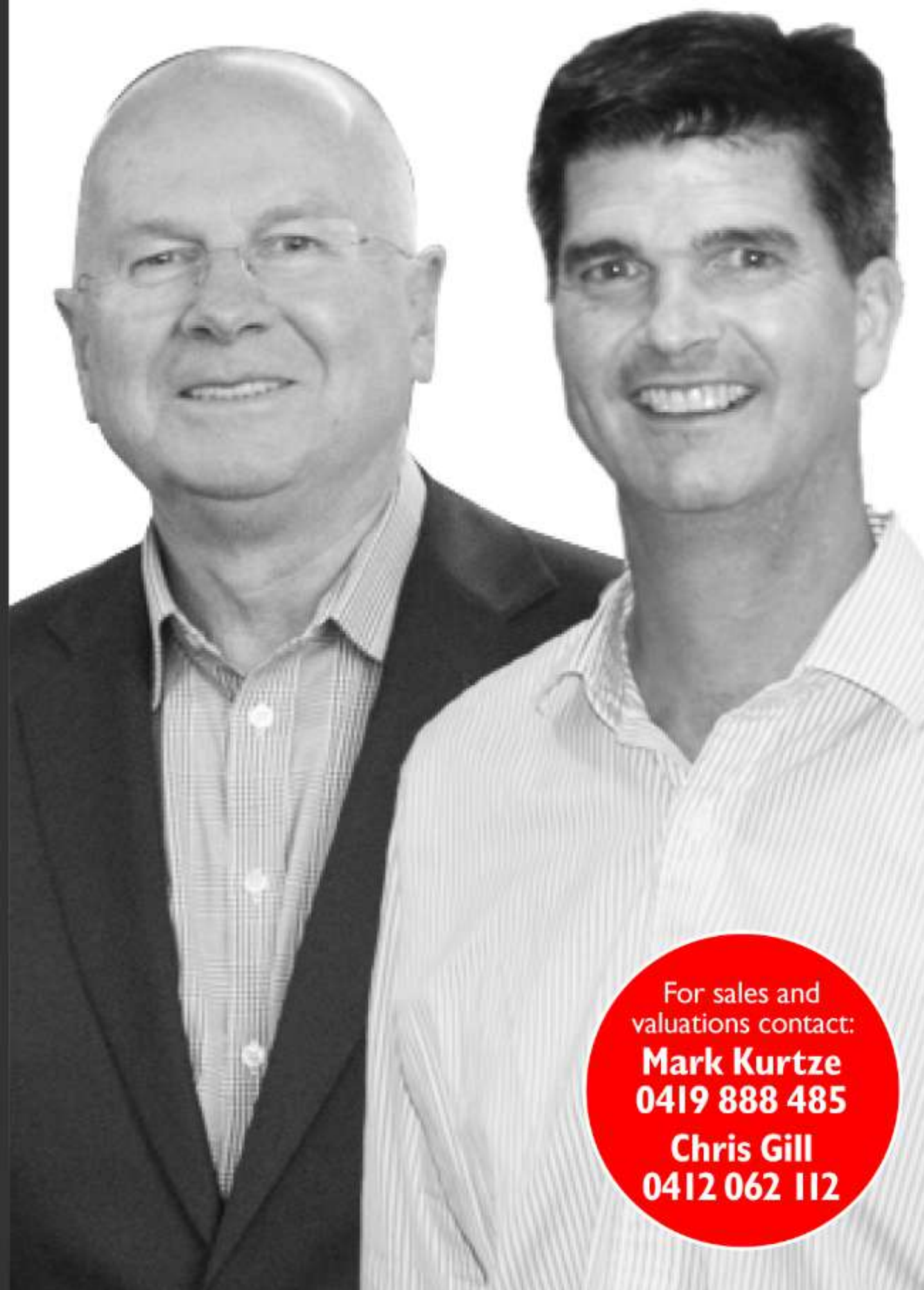
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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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