

GAVEL & GLASS

SEPTEMBER 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



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– its your guarantee*

auctioneers.com.au

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THE BOARD Board Members

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Andrew Monks

**Vice
President**



John Morris



Sarah Bower



Anthony DeMarco



Vincent Doran



Vincent Wang



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TRAINING - WE COME TO YOU

'THE SOCIETY'

AGENTS AND AUCTIONEERS UNDER THE PUMP Challenges Agents and Auctioneers are facing

**TRAINING AT
YOUR OFFICE
NOW AVAILABLE.
PRESENTERS
WILL COME TO
YOUR OFFICE.**



Brett Roenfeldt



Chris Gill



Garry Topp

Q+A session addressing issues that can arise during an Auction or opening inspections and how to handle situations and questions and difficult scenarios.

DO YOU KNOW THE ANSWER TO THE FOLLOWING:

[DOWNLOAD
BROCHURE
HERE](#)

- 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?
- 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?
- 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?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid , what is your best course of action?
- Online Auctions - what are the potential problems?
- 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?
- Can I pay the deposit by deposit bond?
- 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?

**ALL SALES AND
ADMINISTRATION
STAFF SHOULD BE
INVITED TO ATTEND**

**Cost: \$550 for
up to 15
delegates**

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MAKES MOVING EASY



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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

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

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UP COMING EVENTS

2022 GOLF CLASSIC FRIDAY 25th NOVEMBER

@ MOUNT OSMOND GOLF CLUB

Sponsored by Chris Gill

†The Form 1 Company™



**WIN \$50,000 CASH!
JUST GET A HOLE IN
ONE ON THE 4TH**
For teams fully booked to play prior
to Friday 4th November.
Supported by Cowden SA Insurance
Brokers & Read Brothers Signs
Underwritten by Lloyds of London
Plus other prizes including \$500 cash
closest to pin on 4th



TIMELINE

11.30AM - LUNCH

12.30PM TEA OFF

5.00PM PRIZES AND AWARDS

PRICING

\$99.00 FOR GOLF, ON-COURSE DRINKS
AND SNACKS, BARBECUE LUNCH AND
SNACKS AFTER THE GAME AND PRIZES
SPONSORED BY †The Form 1 Company™

ONLY \$99.00 PER PERSON (*Mount Osmond Members please deduct \$10)

SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 5TH NOVEMBER

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN STARTD BY THE FORM 1 COMPANY

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BROCHURE
HERE](#)

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

Golf Carts: Please book direct Pro Shop - Tel.: 8379 1673



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Card No.

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NON-MEMBERS Please advise Address _____

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South East Rural



So, what's happening in the market today?

The real estate market continues to remain quite strong. There does appear to be a few factors that are and will continue to "temper the market", being rising input costs, slight increases in money costs, change of government and overseas turmoil. **However, I suggest the market will settle come springtime and continue at the current strong position, albeit the steady incline may slow, the values are unlikely to decrease.** There are still many people out there looking to secure quality land in the reliable and productive South East of SA. There is just a short supply of available land.

Demand has been fuelled by farmers looking to expand their holdings while prices for most produce/commodities remain strong, a record \$80+ billion crop is forecast for this financial year, and an \$80 billion harvest is expected in fiscal 2023. It suggests that commodity price appreciation and production growth will offset input costs, meaning profitability will stay quite strong for the rest of 2022.

Geoff Watts

South East SA Real Estate Specialist/Auctioneer

Keith SA 5267 Phone 08 08755 1166 0427 717 515

Email geoff.watts@nh.com.au



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

Office Administration

We are pleased to welcome a new person to the Society Office.

Giovanna Izzo has fulfilled the role of office administration and Events Manager since September 2020 and now will go back to study Certificate III - Individual Support (Disability) commencing 25th of July 2022.

Giovanna will continue her role with the Society on a casual basis and share the job with Stella Enriquez who started with us in July. When calling in or phoning the office. Please make yourself known to Stella.

Stella comes highly recommended and is fully qualified with an Advanced Diploma of Information Technology plus a Bachelor of Science in Information Technology and had done extensive work in the IT industry.

We welcome Stella into "The Society" Family.



Giovanna



Stella



First home super saver (FHSS) scheme – the essentials

This information is for individuals who are thinking about using their superannuation savings to purchase their first home. Find out more by visiting [ato.gov.au/FHSS](https://www.ato.gov.au/FHSS)

What you need to know

- ✘ Don't apply unless you have made eligible personal voluntary superannuation contributions.
- ✘ Superannuation guarantee contributions made by your employer, and spouse contributions cannot be released under the FHSS scheme.
- ✘ Don't sign any property contract before you request a FHSS determination.
- ✔ You can request more than one FHSS determination before you sign a property contract but only request a release once. Your FHSS determination will let you know the maximum amount you can withdraw.
- ✘ Don't request a new FHSS determination once you have signed a property contract.
- ⚠ If there is incorrect information in your FHSS determination and you later request a release based on that incorrect information, your request may be delayed. Your release may also be cancelled and this may affect your eligibility for the scheme.
- ✘ Don't use the contribution information on your payslip when you request a FHSS determination.
- ✔ You must use information from your super fund such as a statement or transaction list to complete your FHSS determination. You need to log onto your super fund portal and check your transaction history.
- ⚠ If you have an outstanding debt with the ATO or another Commonwealth agency, your FHSS release amount may be offset against this debt. Information about HECS/HELP is below.
- ✔ Your name must be on the title of the property that you purchase.
- ✔ Notify us within 28 days of signing your contract to purchase or construct your home.
- ✔ It should take approximately 20 days to receive your FHSS amount if there are no issues with your request. You should consider this timing when you start your home buying activities.

What is FHSS?

The First Home Super Saver (FHSS) scheme can be used by first home buyers to save money inside their super fund to help buy their first home.

FHSS can be used to purchase a new or existing home in Australia.

Couples, siblings, or friends can each access their own eligible FHSS contributions to purchase the same property. If any of you have previously owned a home, it will not stop anyone else who is eligible from applying.

How much money can I save in my super for my first home?

For FHSS you can save:

- up to a maximum of \$15,000 in any one financial year
- up to a maximum of \$50,000 across all years
- you will also receive an amount of deemed earnings that relate to those contributions

Step 1: Log into myGov and your linked ATO account > Super > Manage Super > First Home Saver.

⊖ You must apply for a FHSS determination before signing any property contract.

Step 2: Request an FHSS determination. The maximum amount you can withdraw will be shown on the screen straight away.

Step 3: Make a request to withdraw your money. This is a FHSS release request. Make sure your determination amount is correct before you request a release. You can do this by checking that all the information including superannuation contributions and superannuation tax deductions are correct. Your FHSS amount will be paid into your nominated bank account.

Step 4: Notify us via myGov within 28 days after you have signed a contract to purchase or construct your home (not settlement). You will need to tell us the date you signed the contract and the address of the property. If you don't notify us that you have done one of the above or you choose to keep the FHSS amount, you may be subject to the FHSS tax.

⚠ Salary sacrifice contributions made between 1 July 2017–30 June 2018 will not pre-fill. You need to add them into your determination yourself.

Recent super contributions may not pre-fill. Check your super fund transaction list to see if they are in your super fund account. If they are in your account, you can add them to your FHSS determination.

What if I don't buy a property within 12 months of requesting the withdrawal?

We will automatically give you an extension of time for another 12 months to sign a property contract. We will confirm this in writing.

The maximum time you have to sign a property contract or re-contribute to your super fund is 24 months from the date you ask us to withdraw your FHSS amount.

Can I use FHSS with other government schemes?

Your eligibility for the FHSS scheme will not be affected if you use other state or federal home purchasing schemes.

HECS/HELP

Amounts released as part of FHSS won't be used to reduce the account balance of your higher education or trade support loan (e.g. HELP, SFSS or TSL).

However, if you have an overdue income tax debt which includes a compulsory repayment for your study loan, then part of your released FHSS amounts will be used to pay this compulsory repayment as it forms part of your income tax debt.

This is a general summary only.

For more information, visit ato.gov.au/FHSS or speak to a registered tax professional.



Am I eligible?

- ✔ You must be 18 years old or older to request a FHSS determination or a release of amounts under the FHSS scheme (you can start to save before you turn 18)
- ✔ You can't have owned any property in Australia before including land, investment or commercial property (unless financial hardship applies).
- ✔ You can't have already applied to release money under the FHSS scheme
- ✔ There is no requirement for you to be an Australian citizen, Australian resident or an Australian resident for taxation purposes.

How do I get started?

- Check that you are eligible for FHSS **before** you start making contributions.
- You must be eligible at the time you request a FHSS Determination.
- You should check with your super fund that they will release amounts under the scheme, and whether any fees, charges or insurance implications apply.
- You need to make eligible super contributions to your super fund, these are salary sacrifice or eligible personal voluntary super contributions.
- You **don't** need to tell your employer or super fund that you intend to use FHSS.
- You **don't** need to notify the ATO or be approved to start making contributions for FHSS.

What types of super contributions do I need to make?

You can make either type of the following contributions, or a combination of:

- **Salary sacrifice contributions** are pre-tax contributions made under an agreement between an employer and an employee, where the employee agrees to forgo part of their salary or wages and have them contributed to their super instead. You **need to** talk to your employer about whether you can make this type of contribution.
- **Personal voluntary super contributions** can be made directly by you to your super fund or from your after tax pay by your employer. You **need to** contact your super fund to find out how to do this or speak to your employer about making contributions directly from your after-tax pay.
- Ask your employer how often they make salary sacrifice contributions or contributions from your after tax pay to your super fund. This is **important** as contributions must be deposited into your super fund account to count for FHSS.

- Contributions can be made in lump sums. For example, you can make one \$15,000 contribution each year. Or you may choose to make smaller, regular contributions.

How much can I withdraw?

Your FHSS determination will tell you the maximum amount you can withdraw – this is your FHSS maximum releasable amount.

The amount of eligible contributions that can count towards your maximum releasable amount across all years is \$50,000. The amount of eligible contributions that can count towards your FHSS maximum releasable amount for each financial year is \$15,000.

You can withdraw (taking into account the yearly and total limits):

- 100% of your eligible personal voluntary super contributions you have not claimed a tax deduction for (non concessional contributions)
- 85% of your eligible salary sacrifice contributions (concessional contributions)
- 85% of eligible personal voluntary super contributions you have claimed a tax deduction for (concessional contributions)
- an amount of deemed earnings associated with the contributions above.

We will withhold tax from the amount you receive to help you meet your end of year tax liabilities.

For most people tax will be calculated at your expected marginal tax rate, including Medicare levy, less a 30% offset. For example, if your tax rate is 39% including Medicare levy, we will withhold 9% withholding tax.

How do I apply?

- Apply via myGov



- You will need your super contribution statements or log onto your super fund's online portal to find your list of contributions

Most contributions will pre-fill into the online FHSS determination form, but you need to check that these details are correct before you submit your determination.

2 Day Auctioneers Licence Workshop



This nationally accredited 2-day auction academy is run by 5 times Golden Gavel winner, Brett Roenfeldt, O.A.M., giving participant's insights into his experience in conducting over 16,000 real estate auctions in South Australia. Successful completion of this course will enable participants to get their Auctioneer's licence from CBS. This training package teaches you how to inspire trust in your bidders, build excitement in your presentation, delivery techniques, voice projection and modulation, body language, take bids, and crowd control.

Friday the 19th of August, delegates included **John Taarnby**, who is involved with developments, started his sales career at 19 with Toop+Toop, and has worked for Macquarie Bank and Lendlease.

Stuart Were is at Elders Kangaroo Island with a livestock background and just completed his sales licence and wants to back up Elders Auctioneers on Kangaroo Island.

Andy Edwards came from a Real Estate family background in Clare and, with his brother ran the family business until it was sold to Elders. Andy went into management with Elders and managed their Darwin operation for 18 months. However, he has recently taken over a new state

role with Nutrien with Simon McIntyre looking after SA-NT, and is wanting to enhance his auctioneering skills.

Nico Barnes grew up in Melbourne and spent 10 years in the UK. He worked for Hewlett-Packard, then moved to the Barossa Valley and was introduced to Elders by Ben Finch, and has just listed his first property at Eudunda.

After brushing up on the legislation, participants committed to delivering their Auctioneer performances in segments. Then we tackled the bidding with various scenarios. At the end of the long day, they all left to complete their assignments and to practice, practise, practice. Due back on the 1st of September for more auction delivery and their final assessment.

This course can give you a whole new aspect in real estate using auctions as a powerful marketing tool, so we run this all the time. Please get in touch if you think auction could take your sales experience to the next level, and we will be happy to book you into the next workshop.

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



AUSTROS 2022



The Australasian Auction Competition

Conducted jointly by the Real Estate Institute of Australia (REIA) and the Real Estate Institute of New Zealand (REINZ), the Championships have become the most prestigious event on the Australasian Auctioneering calendar.

Originally established in 1991, as a competition between the Real Estate Institutes of Tasmania and Victoria.

Over time the remaining Australian states and territories joined the competition with Australasian partner, New Zealand. By 2005 the Championship had become an annual event with a highly sought-after title amongst auctioneers across Australasia.

Prior to the Championships each year, New Zealand and each Australian state and territory host individual auctioneering competitions to determine the best two auctioneers from each state and territory. These finalists go on to compete in the highly prestigious Australasian Auctioneering Championship.

The Society is pleased to announce we have negotiated with REIA to provide the South Australia entrants into the Australasian Auction Championships for 2022 and 2023.

Our competition will follow the Australasian format and judging criteria with participants being held in lock-up prior to performing in front of Judges and Bidders.

The 2 top point scorers will be the South Australian AUSTROS representatives for 2022.

Next year the AUSTROS Feeder Competition will be amalgamated with Golden Gavel Live where the Golden Gavel Live Winner and Runner Up will represent South Australia in the 2023 Australasian Auction Competition in Auckland, New Zealand.

Our 2022 Feeder Competition was held at the Arkaba Hotel on Tuesday, 30th August.

This year we had 7 Contestants competing under Australasian Rules with complex bidding which is similar to what they will experience in the AUSTROS in Sydney in October (Sunday 16th – Tuesday 18th).

Our Contestants were: Anthony DeMarco, John Morris, Trent Godfrey, Bronte Manuel, AJ Colman, Vincent Doran and Sharon Gray.

The Judges were: Brett Roenfeldt, Wayne Johnson, Paul Henry, Rod Adcock, Josh Biggs, Phil McMahon, Steve Kemp and Cain Cooke.

The Bidders were: Andrew Monks, Vincent Wang, Marc du Plessis, Matt Smith and Sarah Bower.

Benchmark Auctioneer: Phil McMahon

Timing and Tally: Ray Brincat

Trustee: Oren Klemich

Contestant Supervisor: Chris Gill

Chief Judge: Brett Roenfeldt

Floor Manager: Jarrah Holmes

We thank the Contestants for catapulting themselves out of the comfort zones by competing and we sincerely thank the Judges, Bidders, Time Keeper, Benchmark, Trustee, Floor Manager, Contestants Supervisor, for donating their time to make this competition a success.

The contestants offered for sale by Public Auction a Property at 228 Austral Street, Highgate – a fictitious address for competition purposes only.

The vendor John Stevens was separating from his former partner Sarah Wood who had lodged a caveat to protect her interest and had applied to the Court for an order to increase the reserve price as she was not happy with the reserve John Stevens had set.

Contestants were judged on how they performed the auction and handled the complex bidding scenario and how they handled Sarah Wood's interruptions.

Sarah Wood was the former partner of the Vendor and she had lodged a caveat to protect her interest and at a given point in the auction. She presented the auction with a court order to increase the reserve price just after the property was on the market.

Gavel & Glass

Austros 2022



Gavel & Glass

Special Guests at the Event:

- Patron of the Society, Mr. Paul Henry
- Creator of the Golden Gavel, Anthony Toop
- Jane McKniff – representing Society Key Sponsor Direct Connect
- Darren Read – Read Brothers Signs
- Larissa Ozolins – Perspective Media
- Oren Klemich – Golden Gavel Live Trustee
- Jarrold Eckermann – Eckermans Lawyers Conveyancers
- John Morris – Current Golden Gavel Winner
- Marc duPlessis – duPlessis Art Gallery and Current Golden Gavel General Winner
- AJ Colman – Estate and Downsizing Services
- Cain Cooke – Acting CEO of REISA
- Chris Gill – Society Compliance Trainer
- Lyn Melville – Academic Pavilion

Past Presidents

- Victor Velgush, Marc du Plessis, Brett Roenfeldt, Paul Henry, Rod Adcock, Garry Topp, Attilio Cavuoto, Matt Smith, Anthony Toop. Sharon Gray, Wayne Johnson

Brett Roenfeldt was instrumental in assisting the Society in getting us approved by REIA to conduct this competition, and he helped us with all facets of the Competition from bidding scripts to providing coaching to participants. We presented Brett with gift of a bottle of the sensational Eight at the Gate 2019 Cabernet Shiraz. Compliments Jane Richards.

Now for the announcement of the Top 2 who will represent South Australia in Sydney in October by Golden Gavel Live Trustee Mr. Oren Klemich.

The Austros will be held in Sydney on Sunday, 16th Monday, 17th Tuesday, and 18th October at Royal Randwick Racecourse. I invite you all to attend the International Event and Support South Australia.

Call our Golden Gavel Trustee Oren Klemich opened the envelope and announced the Top 2 to go to Sydney in October to represent South Australia in the Australasian Auction Competition. Oren Klemich announces Top 2 As Bronte Manuel and Anthony DeMarco



We then asked The Two Top Point scorers to conduct a 2 lot Charity Auction in favor of Cranio Facial.

Auctioneer: Bronte Manuel

Item 1: A double freshwater pearl strand necklace with 60 baroque pearls featuring a sterling silver bolt ring AA grading and valued at \$1,200, donated by Fili Jewellers, Adelaide Arcade.

Buyer: Lyn Melville Amount: \$1000.00

Auctioneer: Anthony DeMarco

Item 2: An artwork donated by Dr. Ben Grave painted by an Indonesian artist valued at \$1,500.

Buyer: Victor Velgush Amount: \$ 1700.00



MC ANDREW MONKS

Thanks to everyone for attending. Thank you to the Real Estate Institute of Australia for the honour of conducting the Feeder Competition for South Australia to be represented in the International Competition and please all travel to Sydney to support South Australia on 16th to 18th of October 2022.

And for the 2023 Golden Gavel Live which is now open to upload your videos, put on as many as you want, just tell us which one you want judged by 30th April 2023.

See you all at the Austros. Have a great day!

Andrew Monks M.S.A.A President



Gavel & Glass

Anthony De Marco...

<https://youtu.be/wdJELQiuVHQ>

John Morris...

<https://youtu.be/aD105d9vmdg>

Trent Godfrey...

<https://youtu.be/sP4oxCimdKA>

Bronte Manuel...

<https://youtu.be/Pd8yptP9wx8>

AJ Colman...

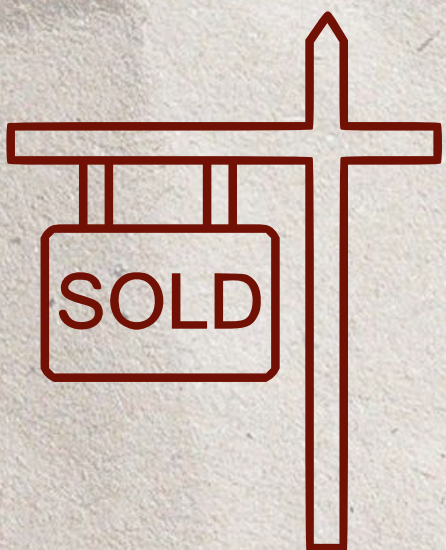
<https://youtu.be/ESYjxHp9xmg>

Vincent Doran...

<https://youtu.be/U4nHOgwtH2c>

Sharon Gray...

<https://youtu.be/u1P7hskSq4Y>



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UMCH



SOCIETY'S AUCTIONS

SOLD!



GLEN OSMOND, 10 Leslie Street
SOLD for \$1,500,000

Agent: Leon Yuan
Auctioneer: Brett Pilgrim



FULHAM GARDENS, 5 Debney Street
SOLD for \$920,000

Agent: Thomas Crawford
Auctioneer: Vincent Doran



BETHANY, 215 Bethany Road
SOLD for \$1,355,000

Agent: David Braunack
Auctioneer: Brett Roenfeldt



CAMPBELLTOWN, 35 Meadow Avenue
SOLD for \$1,660,000

Agent: George DeVizio
Auctioneer: Troy Tyndall

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SOCIETY'S AUCTIONS

SOLD!



ROSTREVOR, 3 Heyes Crt
SOLD for \$1,225,000

Agent: Alex Parzis & Hayley Parzis
Auctioneer: Bronte Manuel



ROSTREVOR, 16 Karrawirra Ave
SOLD for \$1,062,000

Agent: Gary Musolino
Auctioneer: Tony Tagni



MALVERN, 3 Dover Street
SOLD for \$1,410,000

Agent: David Smallacombe & Sadie White
Auctioneer: David Smallacombe



ALLENBY GARDENS, 8 Barham St
SOLD for \$875,000

Agent: Grant Wills
Auctioneer: Tim Thredgold

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



HALLETT COVE, 10 Ramrod Avenue
SOLD for \$5,000,000

Agent: Tim Pozza
Auctioneer: Simon Lambert



BROADVIEW, 129 Galway Avenue
SOLD for \$955,000

Agent: Heather Dunn
Auctioneer: Jarrod Tagni



BELAIR, 11 Culley Ave
SOLD for \$882,000

Agent: Sharon Gray
Auctioneer: Sharon Gray



GREENACRES, 20 Manoora Street
SOLD for \$1,172,500

Agent: Stefan Siciliano
Auctioneer: John Morris

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



GREENWITH, 136 Green Valley Drive

SOLD for \$1,500,000

Agent: Sam Doman

Auctioneer: Sam Doman



KENSINGTON PARK, 23 May Tce

SOLD for \$1,180,500

Agent: Nathan Fox

Auctioneer: John Raptis



GLENELG NORTH, 144 Augusta Street

SOLD for \$1,400,000

Agent: Rod Smitheram

Auctioneer: Rod Smitheram



PROSPECT, 4 Moore St

SOLD for \$1,200,000

Agent: David & Beverly Philpott

Auctioneer: Jonathon Moore

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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



Anthony DeMarco



Peter Economou



Sam Doman



Richard Thwaites



John Raptis

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

Direct Connect

Peace of mind

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



A personalised moving service

Complete reliability & completely free



DIRECT CONNECT
MAKES MOVING EASY



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.

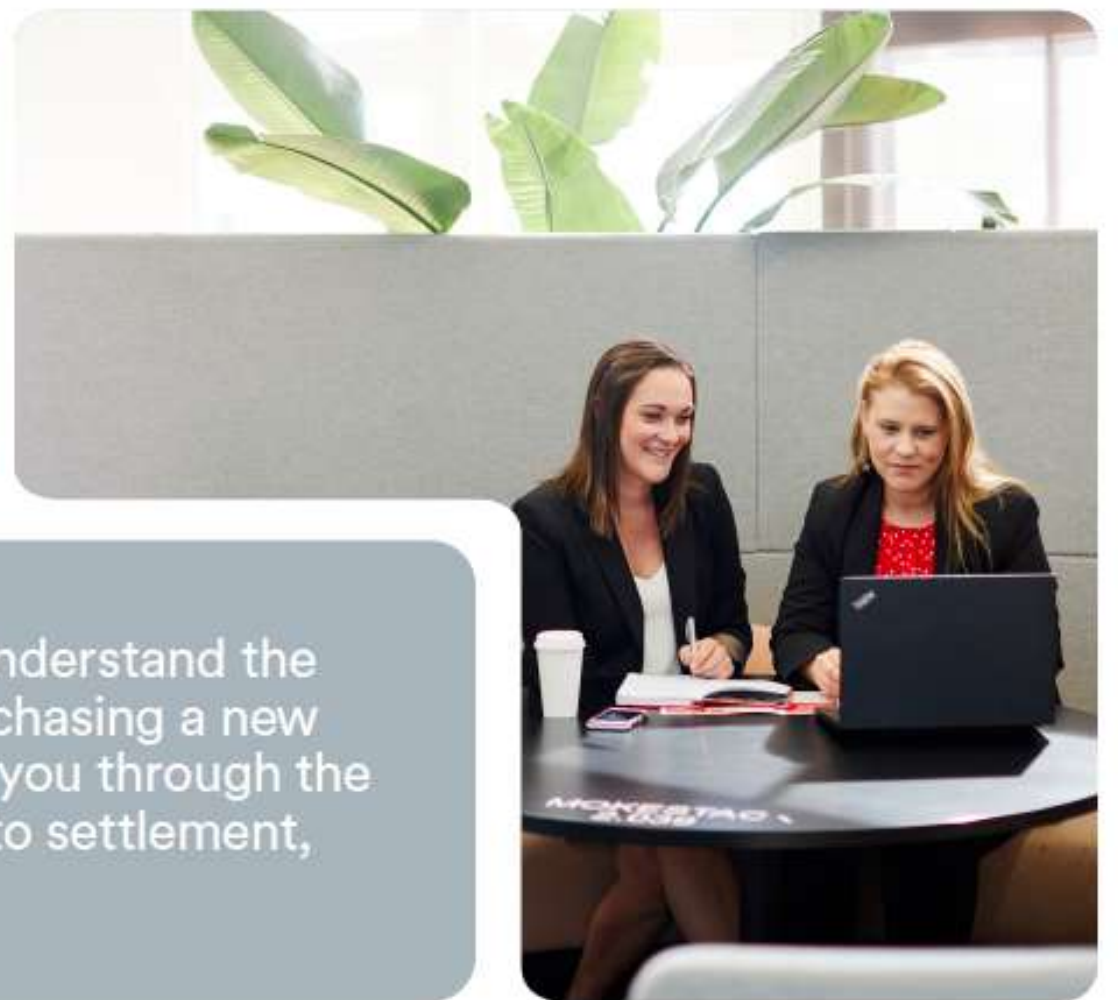
For more information visit our website directconnect.com.au or call 1300 650 767

* 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!



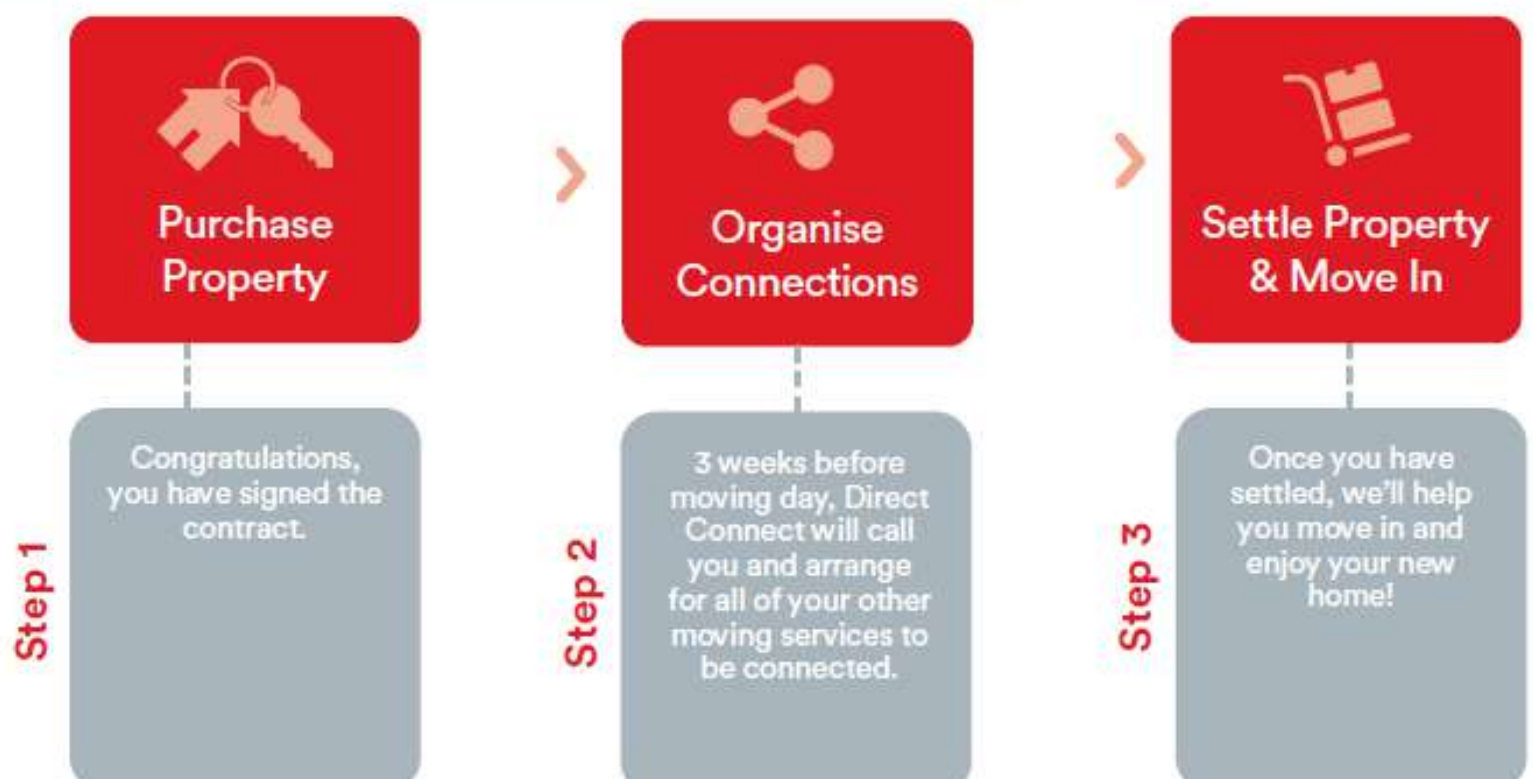
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.



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Complete Real Estate Sign Management

Our quick and easy online ordering system has provided an edge to the market for Real Estate Signs, saving you time and enabling you to spend more productive time listing clients and selling properties.

Services

- Manufacture, printing, installation and removal of your real estate signs.
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- Attention to detail meeting client's needs.
- Versatile print options including photos.
- Fast efficient service.

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Darren Read

Director

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PerspectiveMedia

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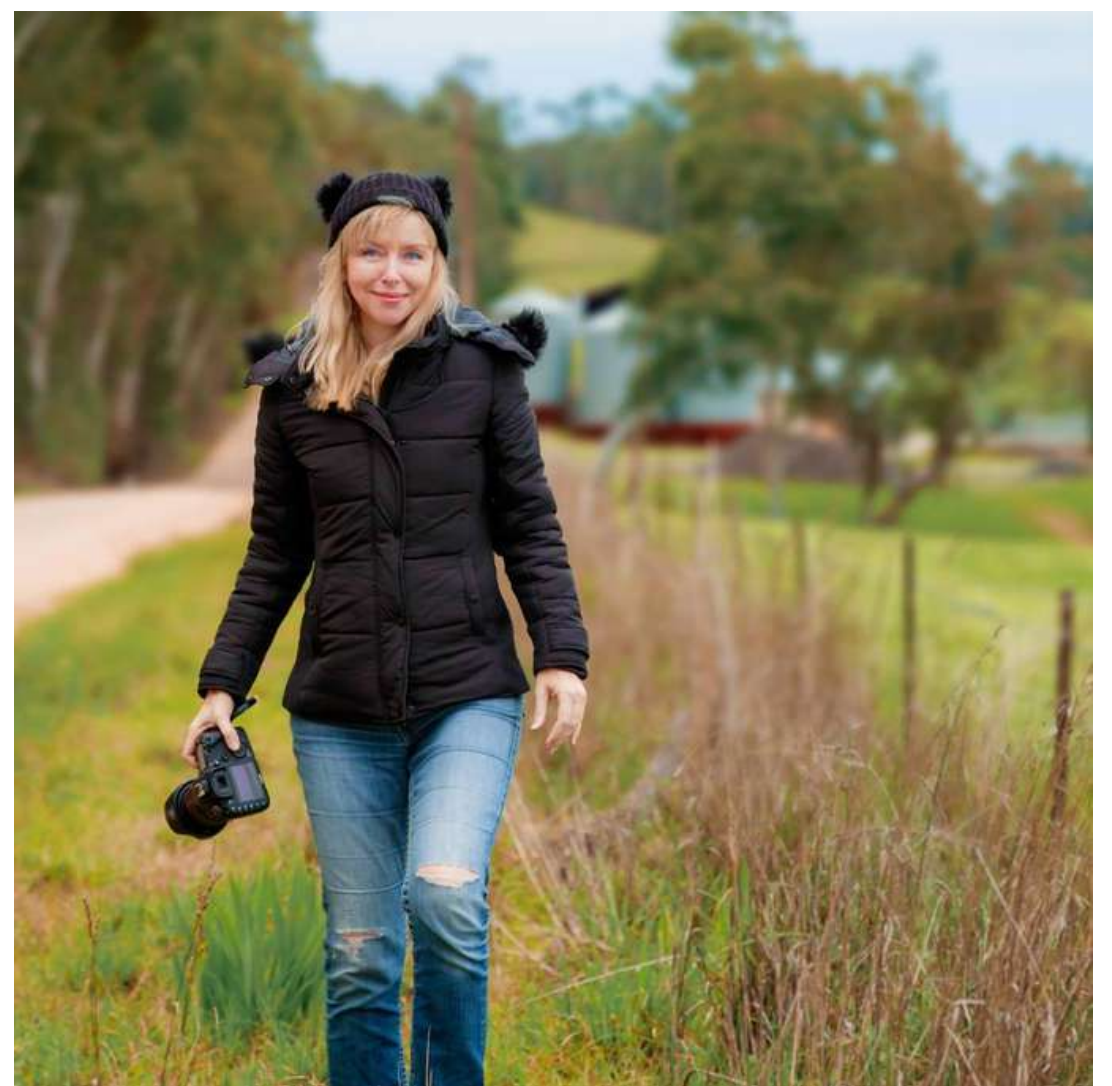
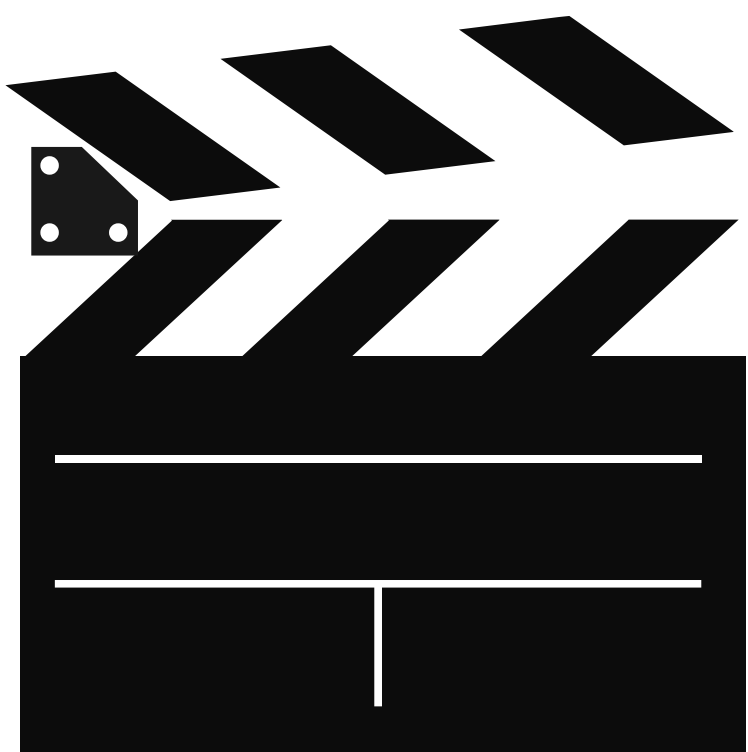
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We will make the entire video creation process easy, time efficient and fun.

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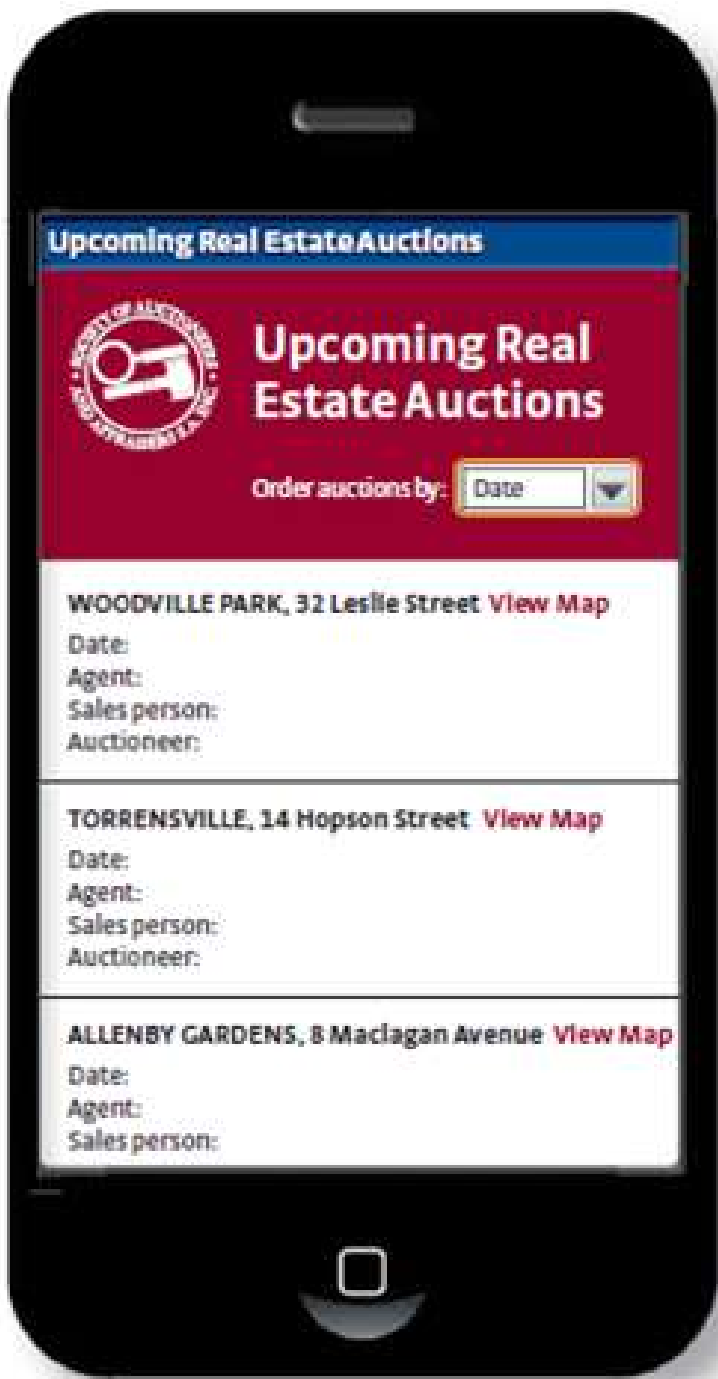
Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.



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Taking Auction Marketing to a Whole New Level!



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The best way by monitoring Auctions!

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

Just search "upcoming auctions"

SEARCH WITH EASE

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

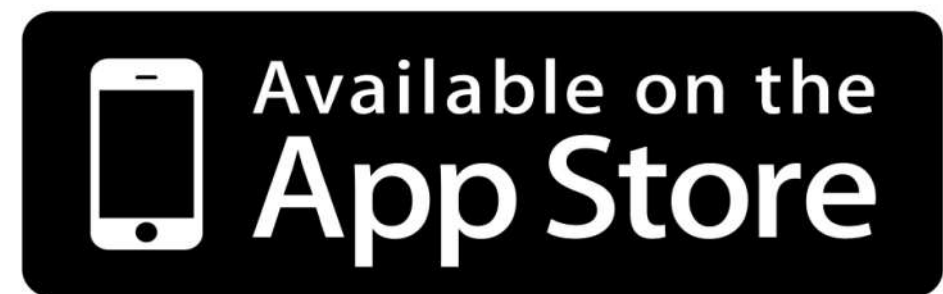
INSTANT UPDATE

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

LIST

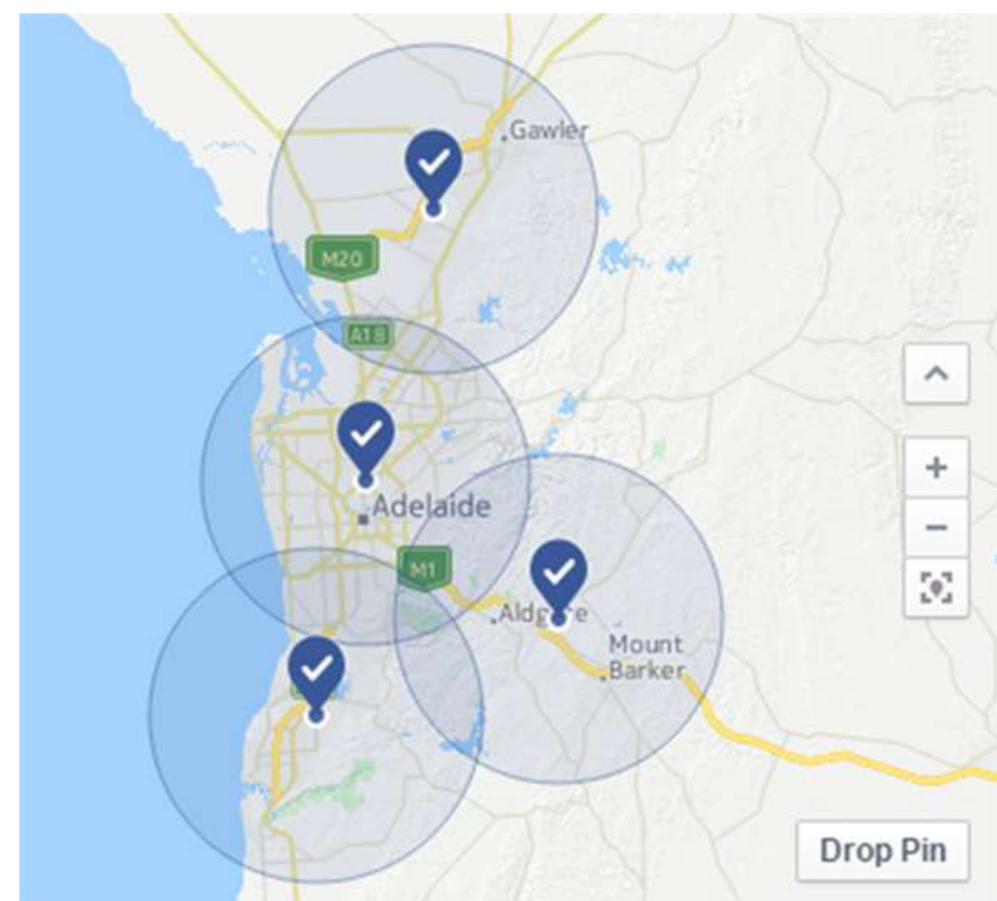
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

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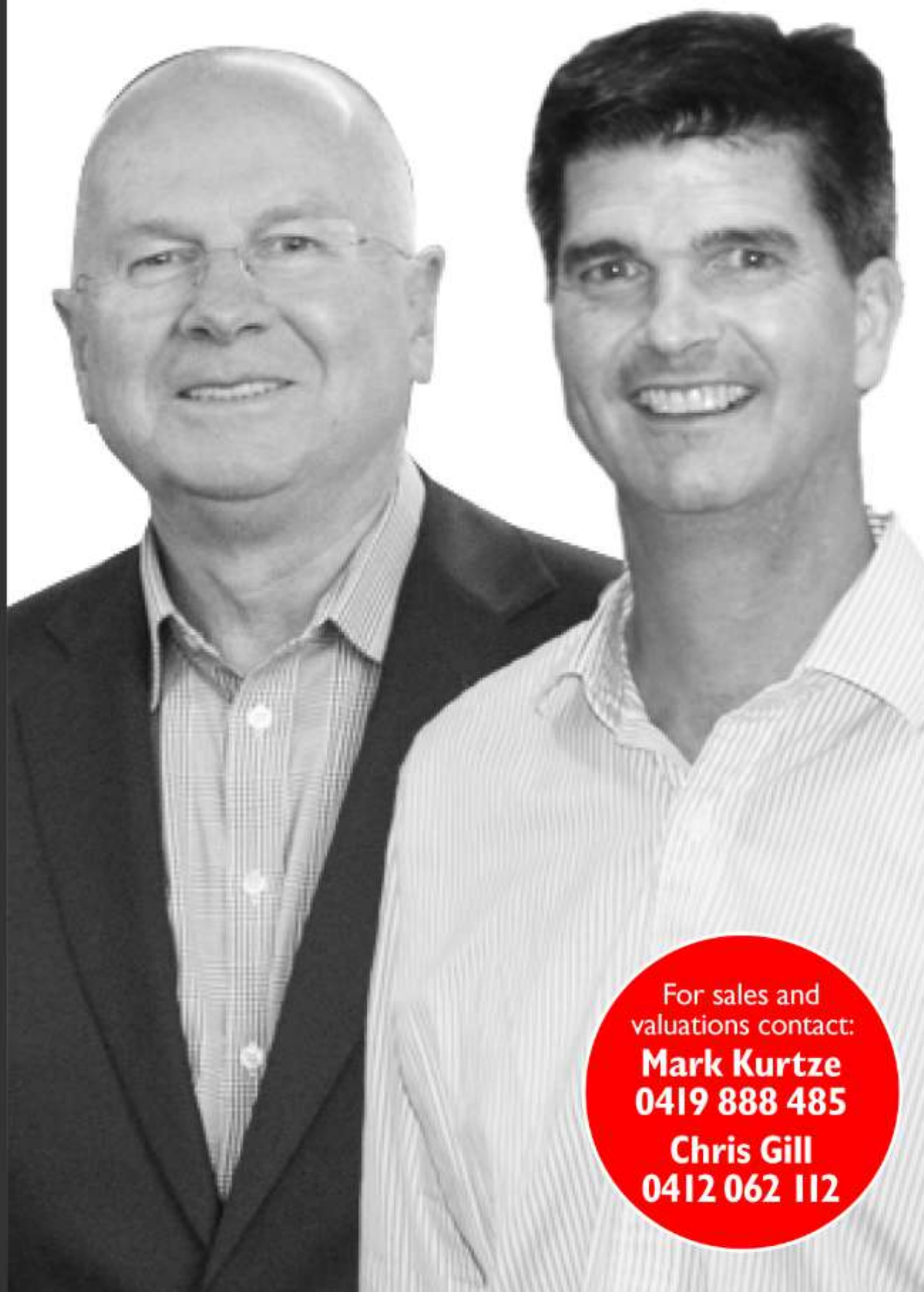
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For Form 1 preparation please contact Chris Gill on 7221 4908

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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