

# GAVEL & GLASS

OCTOBER 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





# CONTENTS

**The Society of Auctioneers and Appraisers (SA) Inc.**

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



*Look for the logo  
– its your guarantee*

**auctioneers.com.au**

Society's New President.....	Page 4
Upcoming Events.....	Page 5-12
AGM 2022.....	Page 13-15
Recent Optus Data Breach.....	Page 16-17
Society's Auctions.....	Page 18-21
Society's Auctioneers.....	Page 22-23
Direct Connect.....	Page 24
Read Brothers.....	Page 25
Eight At The Gate.....	Page 26-27
Perspective Media.....	Page 28
Eckermanns Group.....	Page 29
Academic Pavilion.....	Page 30
21 Advantages of Auction.....	Page 31
Reaforms.....	Page 32-33
Upcoming Auctions App.....	Page 34
Rent Roll Sales.....	Page 35
The Form 1 Company.....	Page 36
Estate and Downsizing Services .....	Page 37
Sponsors.....	Page 38

**President**



John Morris

**Vice President**



Vincent Wang

## THE BOARD

**Board Members**



Sarah Bower



Anthony DeMarco



Vincent Doran



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**Visit our Website**

auctioneers.com.au



**Follow us on Instagram**

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# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

## MEET THE SOCIETY'S NEW PRESIDENT

### *John Morris*

John Morris is the current Golden Gavel Live winner and the Chief Auctioneer of Ray White SA. He brings an elite level of industry expertise to his role as President. John Morris was elected President at the AGM held on Monday 19th September 2022.

John began his Real Estate career in 2011 and quickly progressed to Premier Agent within the Ray White brand.

A stint as the head of The Real Estate Training College of South Australia followed before he was invited back to Ray White as their first ever Chief Auctioneer in South Australia.

John Morris is a regular commentator in the media regarding market conditions and behind the scenes he is regarded as one of Ray White's best trainers.

John notes his love for Auctioneering stems from the transparency it offers both Vendors & Purchasers and the excellent sales results it achieves for clients.

Firstly, I would like to thank Andrew Monks for all the great work he was involved in over the past couple of years, I'm honoured and proud to take the baton from him and also recognise the great privilege that I have been offered.

**In my first year as President, I would like to help propel the Society into the future while still respecting the great and glorious past it has achieved over the last 41 years.**

**Firstly, we know that if the Society and our great industry is to survive and thrive, we need to invest time and energy in the next generation. Therefore, along with the new Board, we will be pursuing the Schools Auction Idol event that has been such a great success in the past and has resulted in many school kids becoming part of the real estate landscape in SA. With the Society now being the feeder to the Austros this is a great opportunity for the school kids of SA to enter into a national competition.**



I will also be looking at how we can best add value to current and future members in the form of training sessions and education. While professional development is not a requirement for our State, every Agent, Auctioneer and Manager at the top of their game continues to develop themselves and often are looking interstate for training and coaching. I believe we have enough talent in the State to keep it here.

**I have thoroughly enjoyed watching the membership grow over the past 24 months and this is also something I will be looking at increasing.**

**Lastly, I look forward to working with and for all members over the coming months and am eager to hear any feedback.**

Please contact me at any time with any queries.

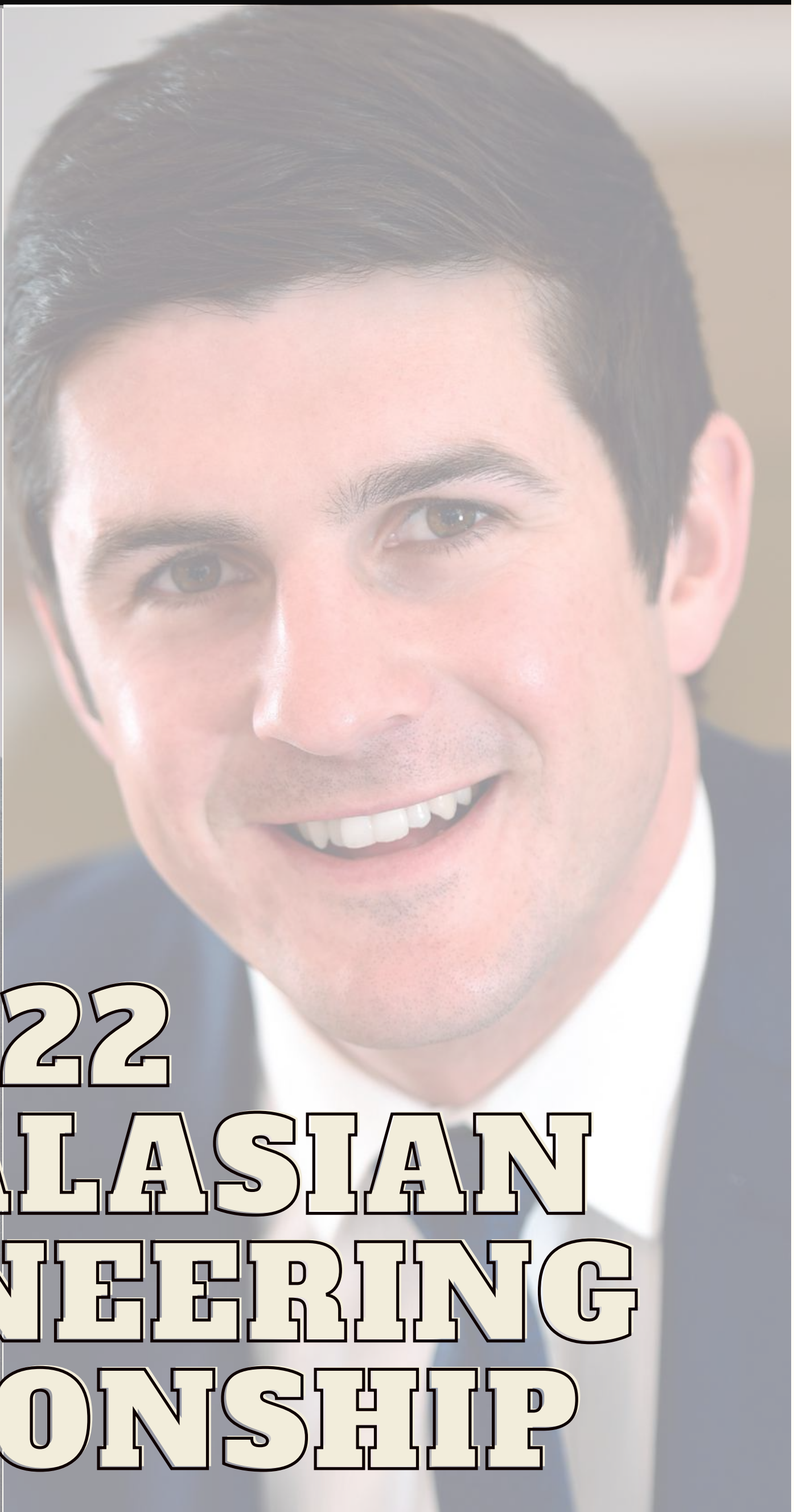
***John Morris M.S.A.A.  
Tel: 0415 007 223***

# Gavel & Glass

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



**THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS**



**2022  
AUSTRALASIAN  
AUCTIONEERING  
CHAMPIONSHIP**

**Please support Bronte Manuel and Anthony  
DeMarco for the 2022 Australasion  
Auctioneering Championship.**

**16-18 October 2022, Sydney**

<https://auctionchampionships.com.au/>

**Gavel & Glass**



# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

[DOWNLOAD  
BROCHURE  
HERE](#)

## Meet the Board Drinks



MEET THE BOARD  
WELCOME NEW MEMBERS  
AND NETWORK ENJOY



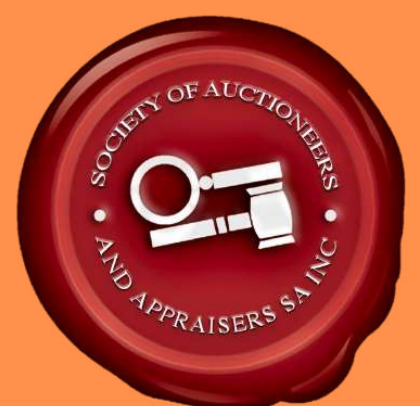
GRAB A DRINK & THE SOCIETY WILL PUT ON NIBBLES

**OLD LION HOTEL**

161 MELBOURNE ST.  
NORTH ADELAIDE SA 5000

Please RSVP to Garry Topp  
at 8372 7830 or  
[society@auctioneers.com.au](mailto:society@auctioneers.com.au)

11TH  
OCTOBER  
TUESDAY  
5PM





**THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS**

**Real Estate Auction Academy**

**DOWNLOAD  
BROCHURE  
HERE**

**2 Day Auctioneers  
Licence Workshop**

*Including Nationally Accredited Auction Training Module*

**CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)**

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

This is the only Auction Academy run by five times Golden Gavel Winner 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



**BOOK BY 14TH  
OCTOBER TO  
ALLOW FOR  
COURSE  
PREPARATION**



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         | ✓ 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 28TH OCTOBER AND  
FRIDAY 11TH NOVEMBER  
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.**

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

**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



# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



Presented By Chris Gill

## PRICING COMPLIANCE

[DOWNLOAD BROCHURE HERE](#)

**ENSURE YOUR OFFICE FULLY COMPLIES WITH ALL ASPECTS OF THE LEGISLATION**

Seminar format with open discussion and Q&A session. It's the issues that arise in the group questions & answers that will give you an insight into where agents are misunderstanding the requirements of the legislation.

**THERE IS STILL SOME CONFUSION REGARDING PRICING, PRICE GUIDES, LISTING PRICE, VERBAL PRICE GUIDES & VENDORS SELLING PRICE IN SALES AGENCY AGREEMENTS.**

**FOR AGENTS, SALES, CONSULTANTS & SUPPORT STAFF - ALL NEED TO ATTEND! ALL EXPLAINED!**

**DON'T RELY ON YOUR OWN INTERPRETATION OF THE LEGISLATION.**

- Vendor and Agent pricing in reference to what to put in the Agency Agreement.
- Compliant dialogue in reference to pricing and advertising.
- Price Guides given verbally to open inspections and over the phone.
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation.
- Clarify what need to be provided to Vendors.
- Plus Q&A on any aspects of Real Estate Practice including 24G, Planning Approvals, Serving Form 1's, Cooling off, EPA, etc.

Thursday 3rd November 2022  
8:45 AM registration for 9:00 AM start to 11:00 AM.  
Arkaba Hotel  
150 Glen osmond Road,  
Fullarton SA 5063  
Members and employees \$55  
(Group of 2 or more from the same office \$44)

**BOOK BY WEDNESDAY 19TH OCTOBER 2022**

### KEY SPONSORS



### ALSO SUPPORTED BY



### PARTNERS



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

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Card No.

Amount \$ \_\_\_\_\_ Expiry \_\_\_\_/\_\_\_\_ CVV/CVC \_\_\_\_\_

Name on Card \_\_\_\_\_

Names Attending \_\_\_\_\_

NON-MEMBERS Please advise Address \_\_\_\_\_

Ph \_\_\_\_\_ Email \_\_\_\_\_





**THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS**



**2022 GOLF CLASSIC**

**FRIDAY 25th NOVEMBER**  
**@ MOUNT OSMOND GOLF CLUB**  
Sponsored by Chris Gill



†The Form 1 Company™

**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™



**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

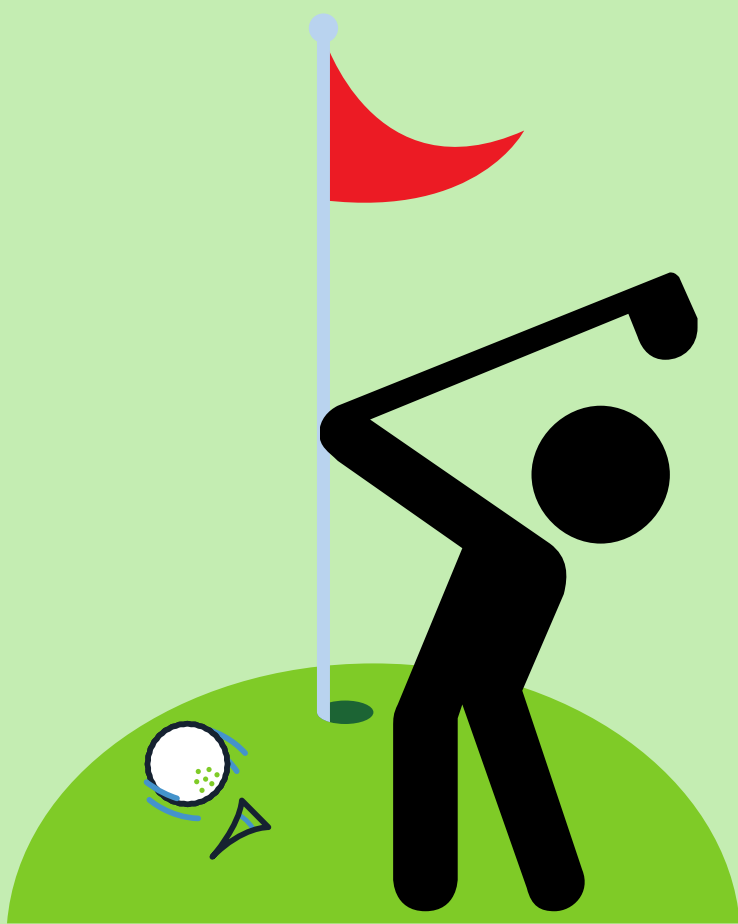
**DOWNLOAD BROCHURE HERE**

**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

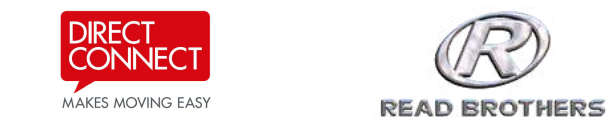


Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse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

**KEY SPONSORS**



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**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**

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**Card No.**

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

**Name on Card**

**Names Attending**

**NON-MEMBERS Please advise Address**

**Ph**  **Email**





# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS BERRI REGIONAL WORKSHOP

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

[DOWNLOAD BROCHURE HERE](#)



Chris Gill



Brett Roenfeldt



Garry Topp

**Berri Hotel**  
Riverview Dr, Berri SA 5343  
Thursday 1st December  
9:00 for 9:30 AM start to 11.30 AM  
Book by Thursday 10th November

**COST:**

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

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

- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

**Do you know the answer to the following:**

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

Plus release of the new electronic bidding guide for online bidding

**KEY SPONSORS**



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**Card No.**

**Amount \$** \_\_\_\_\_ **Expiry** \_\_\_\_/\_\_\_\_ **CVV/CVC** \_\_\_\_\_

**Name on Card** \_\_\_\_\_

**Names Attending** \_\_\_\_\_

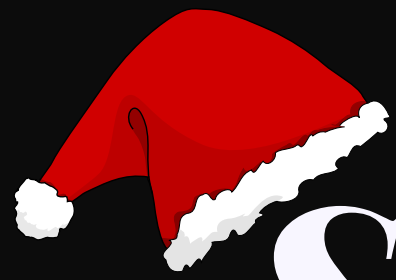
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**Ph** \_\_\_\_\_ **Email** \_\_\_\_\_





THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS



*Society  
Christmas  
Drinks*

2022

JOIN US FOR THE LAST SOCIETY  
NETWORKING DRINKS OF 2022



WHEN: WEDNESDAY 7TH DECEMBER 2022

TIME: FROM 5.00 PM

VENUE: 2 KW BAR & RESTAURANT

ADDRESS: 2 KING WILLIAM ST, ADELAIDE

SA 5000

[DOWNLOAD  
BROCHURE  
HERE](#)



Booking by Monday 28th November -  
Please send an email to  
admin@auctioneers.com.au if you are  
attending



**Gavel & Glass**



# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

## TRAINING - WE COME TO YOU 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**

**KEY SPONSORS**



**PARTNERS**



**Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245**

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Card No.

Amount \$ \_\_\_\_\_ Expiry \_\_\_\_/\_\_\_\_/\_\_\_\_ CVV/CVC \_\_\_\_\_

Name on Card \_\_\_\_\_

Names Attending \_\_\_\_\_

NON-MEMBERS Please advise Address \_\_\_\_\_

Ph \_\_\_\_\_ Email \_\_\_\_\_



# Gavel & Glass



# ANNUAL GENERAL MEETING

2022



The society 40th AGM was held at the Arkaba Hotel on Monday 19th September 2022 at 5:30 PM.

## AGM PRESIDENT REPORT

It has been an honour to represent such a vibrant body of top class professionals since being elected President at the AGM in 2020, and an absolute honour to have presided over the Society's 40th birthday celebrations on 1st December 2021 at the Norwood Football Club. A great milestone in the Society's history.

In the aftermath of Covid we are now able to increase Training & Social Events and whilst the Event was held after the reporting period, a major achievement for the Society has been an Agreement with the Real Estate Institute of Australia to provide the South Australian Entrants into the Australasian Auction Championships for 2022 and 2023 This year to be held in Sydney 16-18th October. We invite all members to travel to Sydney and support our Entrants.

We held 'The Society' Golden Gavel Live at Norwood FC which was a raging success, John Morris and Marc du Plessis winning the Major Awards.

Despite Covid and its aftermath, the Society has had a positive year finishing with 380 members as at 30th June up from 362 at the same time last year representing a 9.53% rise in Members for the year.

We are in a strong financial position also recording a surplus of \$9465

There will be a review of the Real Estate Legislation next year and we are working with REISA and AIC to prepare an Industry wide submission to address issues such as Prescribed Pricing, duration of Agency Agreements especially in the Country, Form 1 amendments and overly strict penalties eg where you get no commission or costs and a \$5,000 fine just for a simple omission.

I would like to thank and acknowledge the 2021 Board Vice President John Morris, board members Sarah Bower, Vincent Doran, Anthony DeMarco, Vincent Doran and the board advisors Gary Johanson (Parliamentary Issues), Chris Gill (Compliance & Finance), Ray Brincat (Structure & Training), Marc du Plessis (Livestock & General), Geoff Watts (Country - South East), Geoff Schell (Country - Mid North/Riverland), Sharon Gray (Membership & Training), Matt Smith (Sponsorship and Special Projects).

The Society is forging ahead, we have formed working relationships with REISA, the Institute of Conveyancers and Politicians, the Society has money in the Bank and a record number of members. Sponsorship is secure, the future is bright as the Society keeps up its tradition of enhancing the professional standards of members through training, technology, innovation, and representation.

# Gavel & Glass



# ANNUAL GENERAL MEETING

2022



## CEO REPORT

The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of Auctioneers, Appraisers, Agents and Managers of Real Estate, General & Livestock.

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

In 2022 we are in our 41st year! We held our 40th Birthday at the Redlegs Club on 3rd December 2021. We held the inaugural General Meeting of the Society at the Norwood Football Club 40 years ago so it was fitting that we return to celebrate this 40-year milestone in our history.

Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society is relevant and provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, and Advice on Contract issues, Complaint resolution and representation.

Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, we have a live receptionist that puts you through to a live person.

Nothing beats personal contact.

### **The Year 2021/2022:**

Training commenced the financial year with 2 Day Auction Licence workshop with Brett Roenfeldt and the ever popular Auctioneers and Agents Under the Pump with Brett Roenfeldt and Chris Gill.

Then Golden Gavel winners lunch at Enzo's, Regional workshops in Clare at the Clare Country Club; Society Golf Classic sponsored by Chris Gill at Mt. Osmond.

First in the new year was our inaugural Property Management workshop with Brett Wheatland in Adelaide then again in the South East at Coonawarra

Drinks night at Marion Hotel in a April where we conferred Life membership on past president Phil Rogers.

The Golden Gavel Live had 16 entrants with John Morris and Marc du Plessis taking out Real Estate and General and John Young our 2022 Rising star where the award were held yet again at the sensational Norwood Oval.

Our Agents and Auctioneers under the Pump Workshop has proved popular where we answer all the difficult questions Agents and Auctioneers could get at an Auction. We acknowledge Brett Roenfeldt and Chris Gill who convene these workshops for us.

I'd like to acknowledge Chris Gill as Society document Trainer who has worked in the industry for over 25 years, co-wrote the Society's Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and Form 1 preparation.

Chris's further commitment to the Society is evident where he sponsors the Society Golf Classic to the tune of \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society. Last year at Mt Osmond we had 17 teams.

Chris Gill will sponsor the Golf Classic again this year and Cowden Insurance and Read Brothers Signs have collaborated to increase the hole in one prize to \$50,000.00 and \$500 for nearest the pin on the 4th. The Golf Classic will be held on 19th November at the Mount Osmond Golf Club.

**Brett Roenfeldt conducts our 2 Day Auction Real Estate Auction Workshop** and Auctioneers under the pump and Workshop. We acknowledge and thank Brett Roenfeldt for his imparting his immense knowledge of Auctions to especially our younger members wanting to make a career as an Auctioneer. We also acknowledge Brett for the time and inspiration he puts into the Golden Gavel each year and this year in securing the Society to run the South Australian Feeder into the Australasian Auction Championships between Australia and New Zealand.

### **To the Sponsors.**

We acknowledge Key Sponsors, Direct Connect Bowden Group, Read Brothers Signs and also supporters, The Form 1 Company, du Plessis Auction Gallery, providing prize money to the General Competition and Cowden Insurance Brokers for their continued support. On Board this year as sponsors include Perspective Media, Eight at the Gate Winery, Eckermanns Group.

# Gavel & Glass



# ANNUAL GENERAL MEETING

# 2022



## Office Administration:

Giovanna Izzo has been in the role since September 2020. Giovanna has since left us to follow a career in Disability Care and we have employed Stella Enriquez and Janine Ramiro who will share the role

**Membership** Last year we had 362 Members at the end of June. This year the number was 380, up 18 from this time last year.

There is an increasing amount of young Members and Sole Traders and Property Managers joining which is refreshing and they are attending events.

Our 20 page booklet guide for Agents on 'How To' list and run a successful Real Estate Auction Campaign.

It is a guide for Private Treaty Agents who do the odd Auction - do it the Private Treaty way and it doesn't work!

So this is a comprehensive guide from listing, to open inspections, to auction with scripts, dialogues, checklists, marketing tips, it covers every aspect of Auction from beginning to end.

It has been very well received and has been used in Agents Sales Meetings and for Training.

21 Advantages of Auction has stood the test of time and is still as relevant as ever.

For General Auctioneers, they can now upload pictures in the Upcoming auction on the web - our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions - we need to promote it more and ensure all members use it!

I'd like to thank Andrew Monks for his huge contribution to the Society and acknowledge the accomplishments made during his term as President. His initiatives with networking & social events, in particular, the Golf Classic and bringing on liaison with REISA and the Institute of Conveyancers and bringing on new sponsors.

The Society is enjoying a rejuvenation with a wave of young practitioners joining with the attraction of the 'The Society' Golden Gavel Rising Star. And many of these young practitioners are attending the Breakfasts & Training.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands-on passionate and personal approach.

The goodwill, generosity and spirit are active & well!!

I look forward to a new Board for 2021/2022 and getting back to basics of representing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.



Presentation of Ruby, Platinum, Gold, and Silver Membership Certificate to:

### BRONZE (5 YEAR)

Andrew Monks  
Vincent Wang

### SILVER (10 YEARS)

Grant Llyod

### EMERALD (40 YEARS)

Robin duPlessis  
Garry Topp

### NEW BOARD:

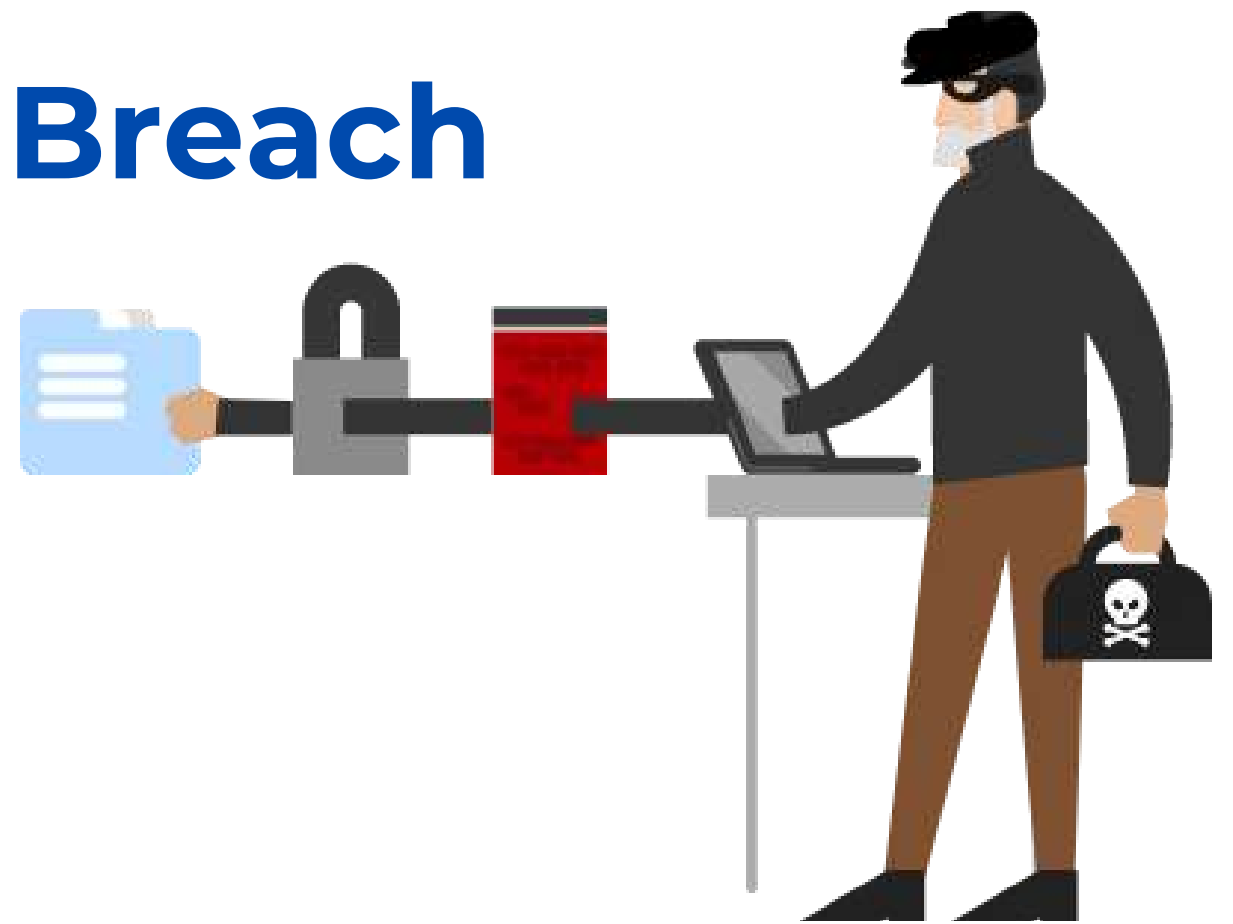
At a meeting following the AGM **John Morris** was elected as President. **Vincent Wang** was elected as Vice President.



# Gavel & Glass



# Recent Optus Data Breach



By now most would be aware of the data that has been hacked from OPTUS. I am one of the several million users that have had their information scrapped including information to satisfy the 100 point ID check.

As a courtesy to our clients, we are writing to comment on the recent Optus Data Breach and to offer some advice for those who may, potentially, be a victim of the breach. To date we are aware that approximately 9.8 million Optus customers, current and former (since 2017), have had personal information compromised due to the recent Optus Cyberattack. This is one of the largest data breaches in Australia.

Optus have claimed that customers personal information may have included:

- Full names
- Date of Birth
- Phone numbers
- Email addresses

A smaller selection of customers personal information may also have included:

- Home address details
- Passport number
- Drivers License number
- Medicare number

Stealing official identification numbers, mentioned above, means that hackers may masquerade as you when signing up for loans or other financial services. They have sufficient information to fulfil the "100 points".

Optus are advising customers directly as to what data might have been compromised but it would be wise to err on this side of caution.

The ACCC Scamwatch is warning customers to protect their accounts by:

- Securing your devices and monitor for unusual activity
- Changing your online account passwords and enable multi factor authentication for banking
- Checking your accounts for unusual activity such as items you haven't purchased
- Placing limits on your accounts or ask you bank how you can secure your money
- If you suspect fraud you can request a ban on your credit report.

Further advice can be found at the OAIC website <https://www.oaic.gov.au/privacy/data-breaches/respond-to-a-data-breach-notification>

In addition to the potential risk of Identity theft, scammers are also sending emails and text messages in an attempt to extort money – pay or be exposed. Optus advised that it never will send links in any of its further correspondence so you have no need to click links in either emails or text messages. Even if you believe your identity data has not been compromised, you should get a new driver's licence number. I did – and the process has been streamlined so much that once I reached the front of the queue, I received a new licence number within 10 minutes. Most Australian states are also waiving the cost, and I believe the only state where you may have difficulty is WA.



# Recent Optus Data Breach

---

Whilst it was previously difficult to change the Medicare number it is my understanding that this will change in the next few days.

What many may not be aware of is the potential to have your phone SIM jacked. This is the process of a third party initiating a transfer of your phone sim to another sim in an attempt to take over your phone number. This is done in an attempt to intercept SMS messages used, for example, in two factor authentication. At the moment Optus have put a temporary lock on this ability by requesting that anyone appear at an Optus store, in person, to perform the transfer, however that won't be a long-term solution. You can and should instruct any carrier to apply a SIM lock code which will prevent anyone from transferring the service without knowing the SIM lock code. Contact your phone provider for more details.



In addition to the potential risk of Identity theft, scammers are also sending emails and text messages in an attempt to extort money – pay or be exposed. Optus advised that it never will send links in any of its further correspondence so you have no need to click links in either emails or text messages. Even if you believe your identity data has not been compromised, you should get a new driver's licence number. I did – and the process has been streamlined so much that once I reached the front of the queue, I received a new licence number within 10 minutes. Most Australian states are also waiving the cost, and I believe the only state where you may have difficulty is WA.

Regards,  
Drazen



Dr Drazen Lesicar  
Ph.D (Physics), B.Sc (Hons), FIPTA  
Member of FICPI, IPSANZ  
Principal – Patent and Trade Mark Attorney  
drazen@lmaip.com.au

Office +61 8 8362 7360  
Mobile +61 (0) 419 820 684  
Address 78 North Terrace, Kent Town SA  
5067  
Postal PO Box 2545, Kent Town SA 5071

# Gavel & Glass



# 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

**Gavel & Glass**



# 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

## Gavel & Glass



# 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



Angus Barnden



James Wardle

## Gavel & Glass





# '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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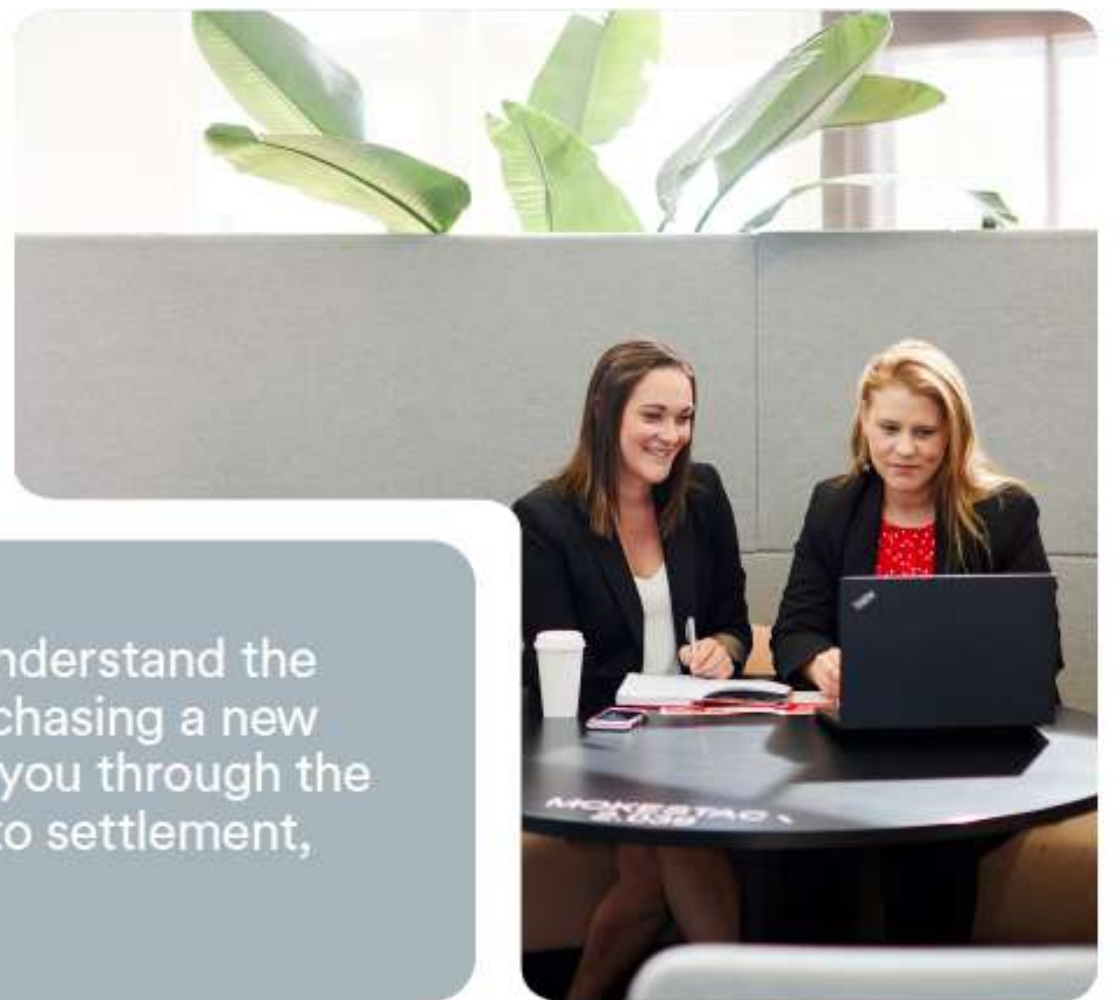
For more information visit our website [directconnect.com.au](http://directconnect.com.au) or call 1300 650 767

\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://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!



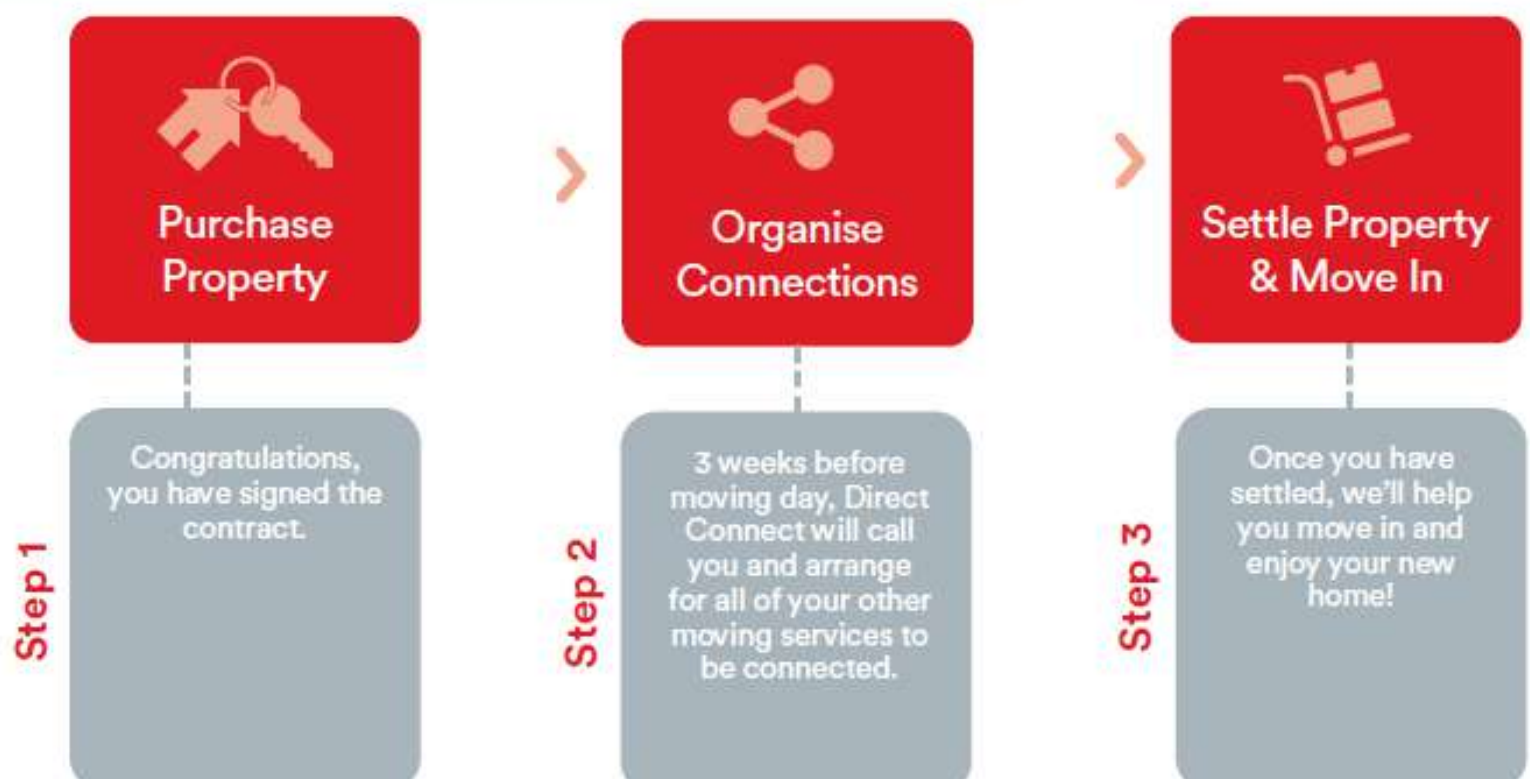
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.





# Read Signs

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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.

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- Easy online ordering, and tracking.
- Attention to detail meeting client's needs.
- Versatile print options including photos.
- Fast efficient service.

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Vehicle Signs

Signage Projects



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SIGNS | GRAPHICS | DISPLAYS

**Darren Read**

**Director**

**T: 8443 3400**

**E: [darren@readbros.com.au](mailto:darren@readbros.com.au)**

**w: [www.readbros.com.au](http://www.readbros.com.au)**

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Darren Read

**Gavel & Glass**



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# Perspective Media



**Perspective**Media

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

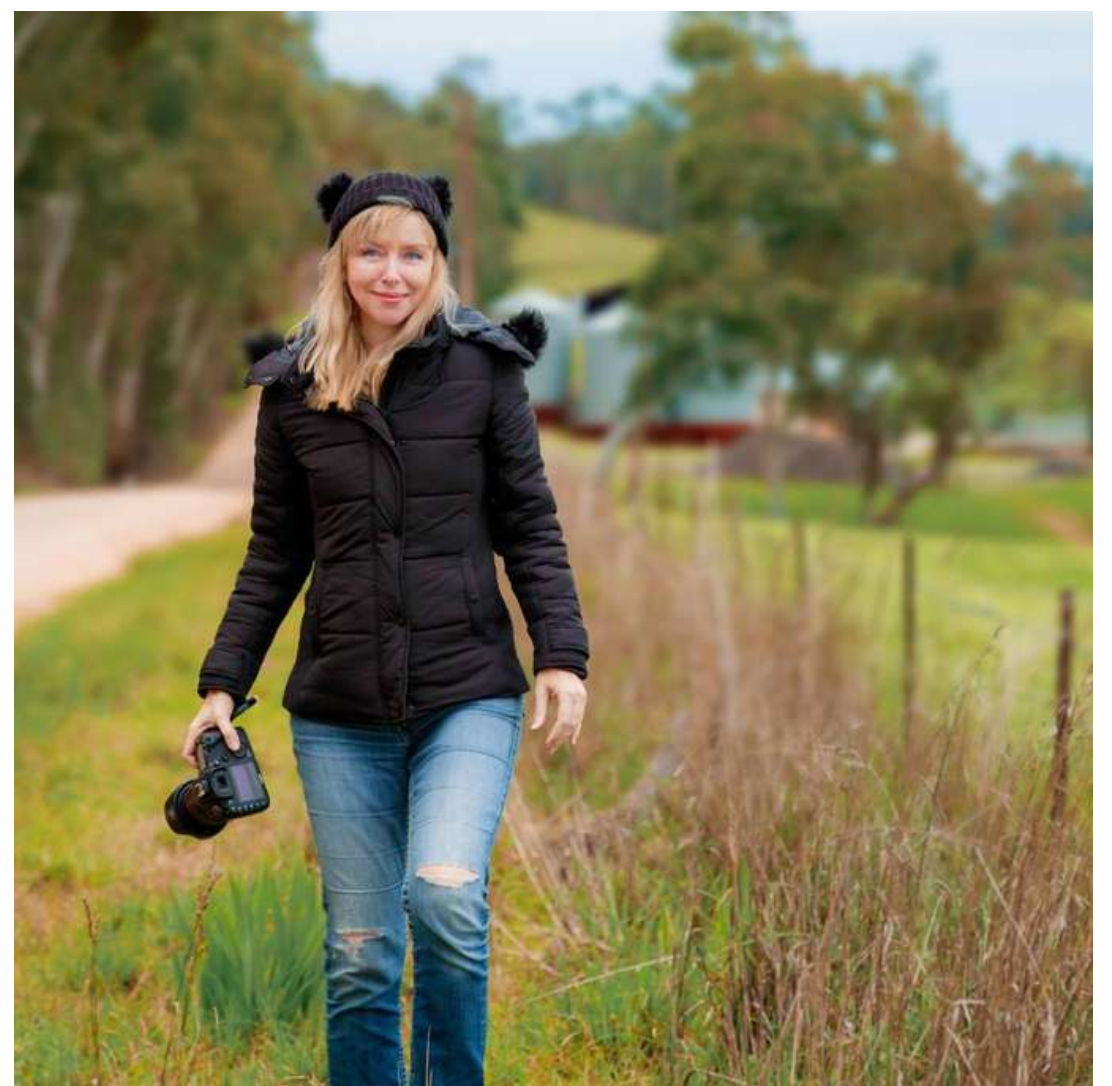
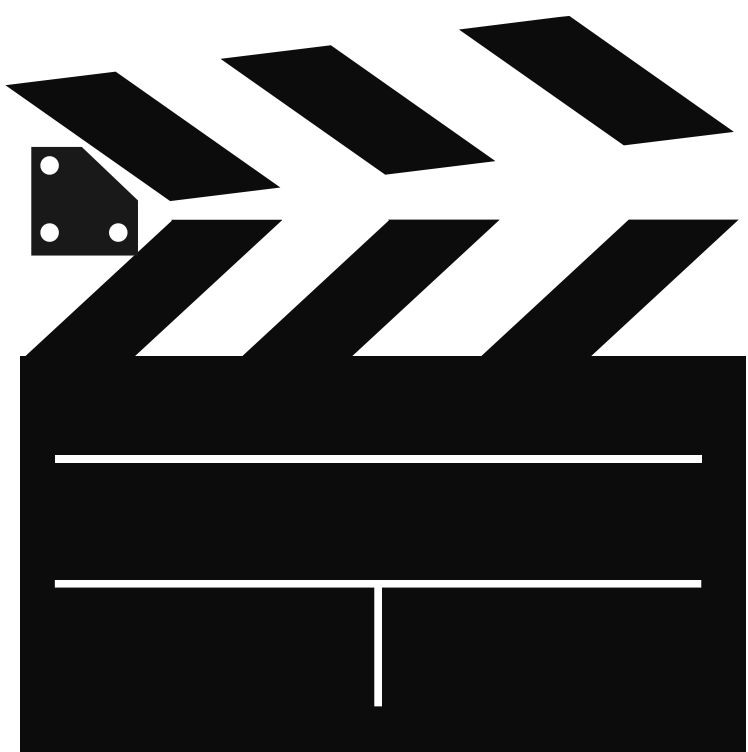
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We will make the entire video creation process easy, time efficient and fun.

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# Real Estate Training in South Australia

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Sales Representative

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Lyn Melville

CEO

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**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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[www.auctioneers.com.au](http://www.auctioneers.com.au)

**Click Here**  
for details

## Gavel & Glass

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





## reaforms

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You can now search SAILIS (Land Services SA) from within **reaforms** and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

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## reaforms

REAL ESTATE AUSTRALIA FORMS

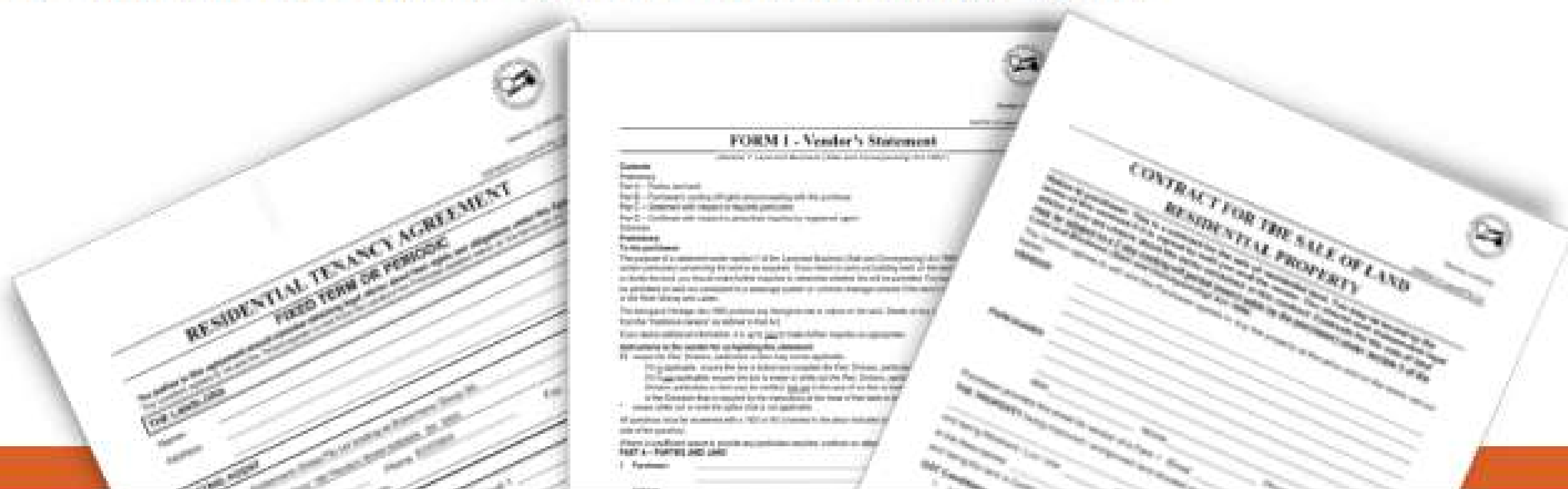
### Professional Practice Forms for the Property Industry

#### Why choose reafoms?

- User friendly format - easy to fill in
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- Built in electronic signing included - no need for a DocuSign subscription
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- Mandarin translations
- Regular training available and legislative updates provided

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

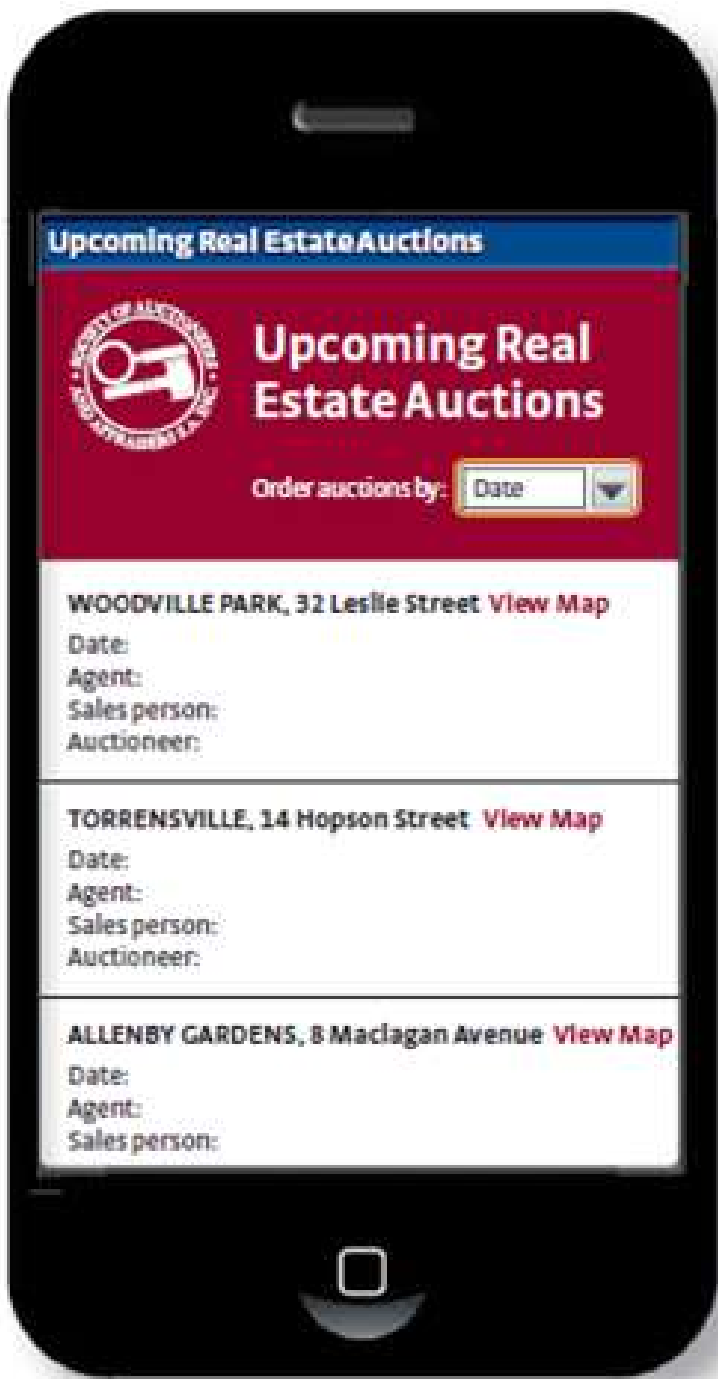
**Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.**





# UPCOMING AUCTIONS APP

**Taking Auction Marketing to a Whole New Level!**



## GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

## GAUGE THE MARKET

The best way by monitoring Auctions!

## DOWNLOAD

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

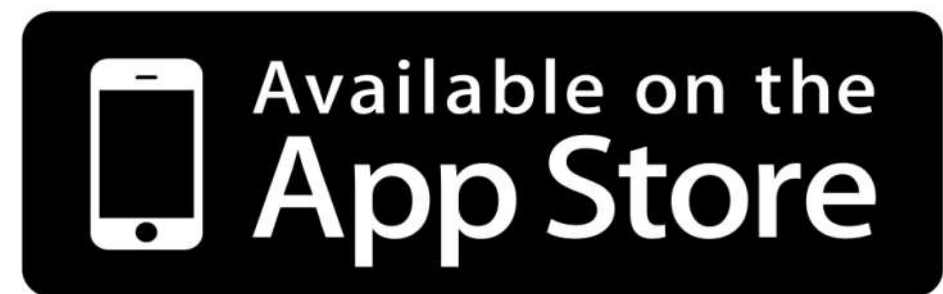
## INSTANT UPDATE

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

## LIST

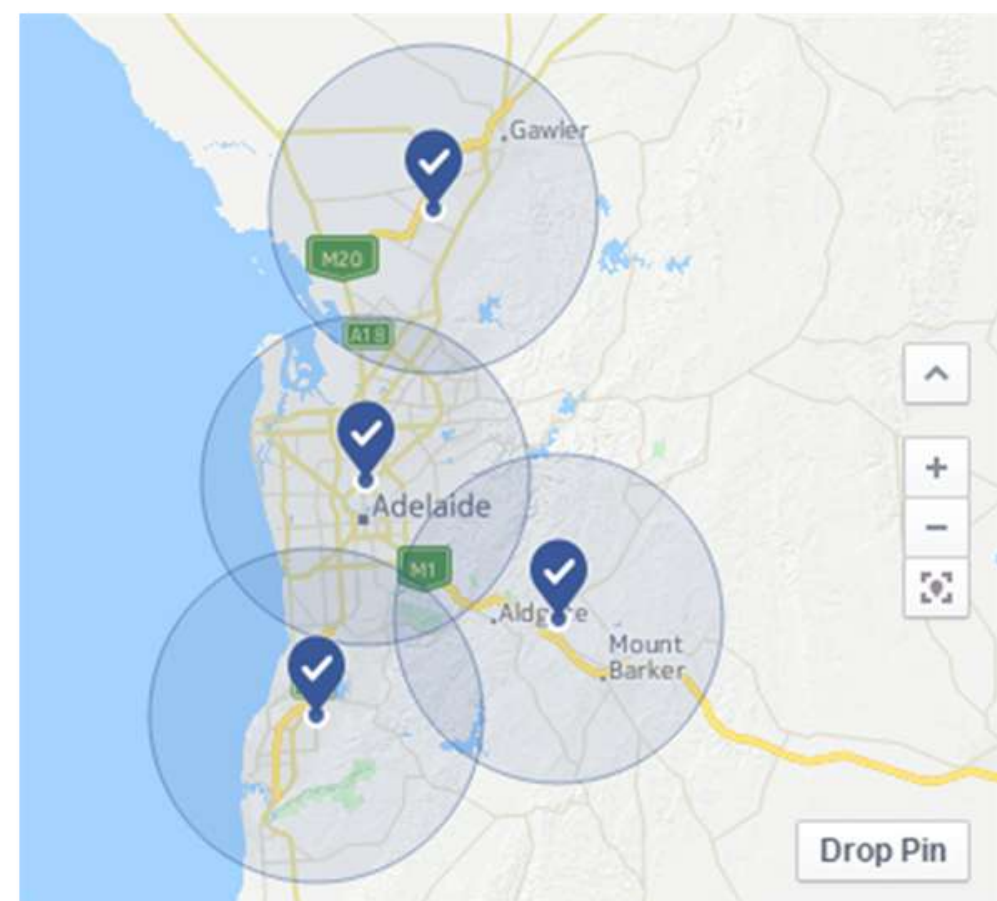
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!**

# Gavel & Glass

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

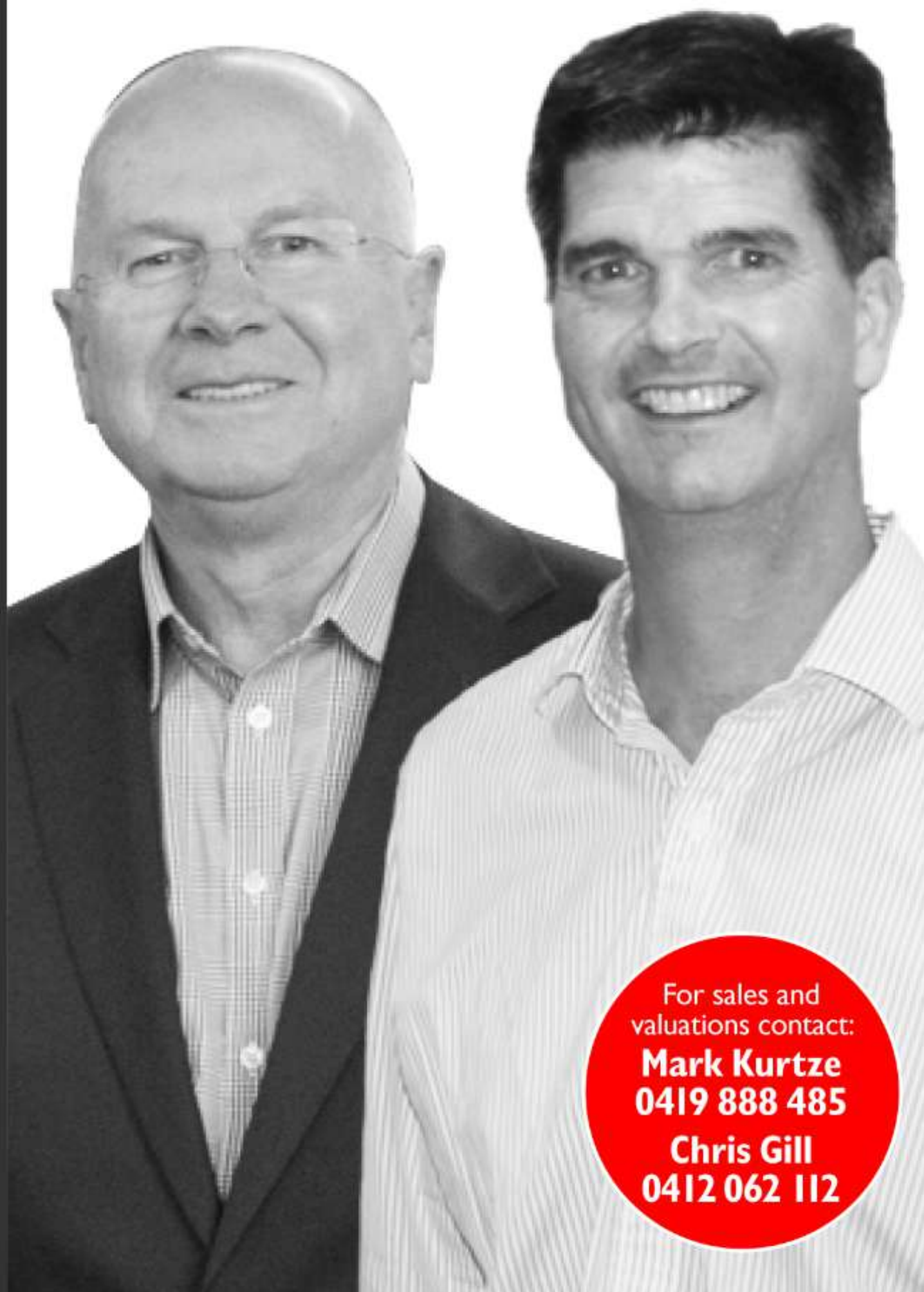


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# Gavel & Glass



## The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

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Contact Chris Gill  
The Form 1 Company

**Phone:** 08 7221 4908

**Fax:** 08 7221 4909

**Email:** form1@form1.net.au



**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.

[www.form1.net.au](http://www.form1.net.au)





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