

GAVEL & GLASS

JANUARY 2023 - CELEBRATING 40 YEARS

"The Society"



THE OFFICIAL
NEWSLETTER OF
SOCIETY OF AUCTIONEERS
& APPRAISERS (SA) INC

Representing:

Auctioneers, Appraisers,
Agents, Sales Consultants,
and

Property Managers

- Real Estate
- General
- Livestock



CONTENTS

The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

Welcome 2023	Page 3
President Report	Page 4
Society's Golden Gavel Live 2023.....	Page 5
Upcoming Events.....	Page 6-7
Previous events.....	Page 7-16
South East Rural.....	Page 17
Society's Admins.....	Page 18
Society's Auctions.....	Page 19-22
Society's Auctioneers.....	Page 23-24
Direct Connect.....	Page 26
Read Brothers.....	Page 27
Eight At The Gate.....	Page 28-29
Perspective Media.....	Page 30
Eckermanns Group.....	Page 31
Academic Pavilion.....	Page 32
21 Advantages of Auction.....	Page 33
Reaforms.....	Page 34-35
Upcoming Auctions App.....	Page 36
Rent Roll Sales.....	Page 37
The Form 1 Company.....	Page 38
Estate and Downsizing Services	Page 39
Sponsors.....	Page 40

THE BOARD

Board Members

President

John Morris



Vice President

Vincent Wang



Sarah Bower



Anthony DeMarco



Vincent Doran



Like us on facebook

[/SocietyofAuctioneersandAppraisersSA/](https://www.facebook.com/SocietyofAuctioneersandAppraisersSA/)



Visit our Website

auctioneers.com.au



Follow us on Instagram

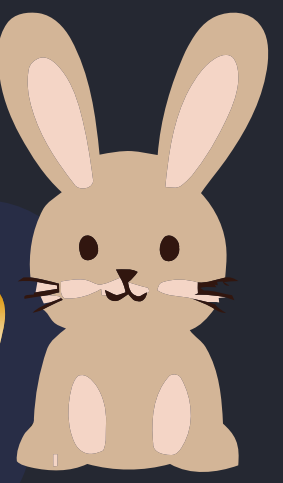
[/societyofauctioneersappraisers/](https://www.instagram.com/societyofauctioneersappraisers/)



2023



Happy New Year



from

*Society of Auctioneers and Appraisers
to yours!*

*Raise a toast to yesterday's
achievements and tomorrow's brighter
future.*



THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

With the festive season now behind us, I would like to take this opportunity to thank everyone who supports the Society year-round and all that continue to contribute to our wonderful industry and community in such a positive way.

From those that attend our events such as the Society Golf Classic, or the training sessions that have been put on throughout the year, to those that help with the setup, the panellists and experts - together we are what makes the Society what it is. And it would not be where it is today without the support and undying enthusiasm of CEO Garry Topp. Day in and day out he can be relied upon to answer calls, direct people where they need to be directed and be an all-around advocate to members and everything to do with the professions. Thank you, Garry.

The Board have been meeting regularly to discuss the future of the Society and we believe that the future lies in the hands of the next generation. That is why in 2023 one of our main focuses will be on reviving Schools Auction Idol. We are looking for mentors to attend schools to coach years 11 & 12 students to participate in the auction competition. You don't necessarily need to be an auctioneer, you just need to have some passion for and understanding of auctions. If you would like to get involved, please contact any of the team.

A reminder to all currently entering 'The Society' Golden Gavel to ensure that in this changing auction market to submit as many of your auctions as possible to the 2023 'The Society' Golden Gavel Live. Please remember to nominate by 28th February 2023 or prior to uploading an auction and advise us which auction you would like judged prior to the cut-off date on April 30 2023. The top 5 will attend an Austros style auction event and the top 2 will represent SA in the AUSTROS 2023 in New Zealand.

I hope you had a great Christmas, and wishing you all a happy new year.

As always myself, Vincent Wang as Vice President and Board Members and Garry Topp are available to assist any members with enquiries, concerns or ideas that they may have for Auctioneers, Appraisers, Agents and Managers please contact us anytime.

Thank you, Kind Regards,
John Morris M.S.A.A
President



SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



SOCIETY'S GOLDEN GAVEL LIVE **2023**

**NOW OPEN FOR
ENTRIES FOR THE
2023 AWARDS
FOR REAL ESTATE
GENERAL
LIVESTOCK**

Senior Real Estate Heats:

[Click here for details and nomination form](#)

Auctioneers upload a live Auction to the Society's Facebook page. A panel of Judges will judge and recognise the top 5.

- There will be a final for the Senior Real Estate category, the Top 5 Finalists will be announced and awarded at the Awards which will be held in May 2023.
- The top 5 finalists will compete in a final.
- The final 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 top 2 point scorers will be the South Australian AUSTROS representatives, and the highest point scorer will be the 2023 GOLDEN GAVEL CHAMPION.
- Entrants will need to agree to fund their own expenses to attend the AUSTROS in Auckland, New Zealand in 2023.

General & Livestock:

- General & Livestock Auctioneers are to submit the opening terms & conditions and at least 10 minutes of continuous selling. The 10 minutes of continuous selling can be from any part of the auction (not necessary from the start) two separate videos can be uploaded.

Rising Stars:

- Rising Stars will perform at a designated location and will be judged on-site.
- The Rising Stars will perform by auctioning a property from a brochure and details supplied with the 3 Finalists and Outright Winner to be announced at the Awards in May 2023.
- To be eligible, you must have performed no more than 10 Real Estate Auctions in the field prior to the 28th of February 2023 and you have not won this award previously.
- All participants will auction the same property.
- The subject property will be provided to you several days prior to the event to allow for preparation.

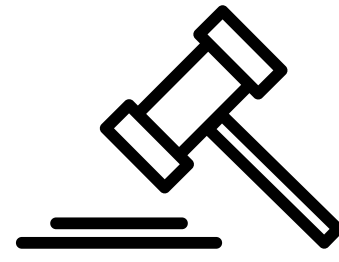
FULL CONDITIONS AND ENTRY FORM SEE [AUCTIONEERS.COM.AU](https://www.auctioneers.com.au) "GOLDEN GAVEL"

Gavel & Glass

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



New Auction Strategies for 2023



[Download Brochure here](#)

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

The Auction Market has changed dramatically- Now more than ever you Auction Bidding Strategy is crucial to the success of your Auction and your ability if not sold under the hammer to set up the post auction marketing plan to ensure it's sold with a few days.

- How you set up the Auction with no registered bidders at all.
- How you set up the auction with one only registered bidder.
- Negotiating techniques to use when Vendor is overly optimistic in their expectations.
- Do you ever cancel the auction because of a lack of perceived interest.
- Why would you auction in this changing market?

Learn NEW BIDDING STRATEGIES TO ENSURE YOUR AUCTIONS ARE EFFECTIVE AND SUCCESSFUL.

This half-day intensive and exclusive workshop is designed to fine tune your performance in the pursuit of excellence. Be prepared to challenge yourself and your performance and work outside your comfort zone to deliver the ultimate auction performance.

- Develop your own unique style to create a powerful inspiring presentation.
- Learn advance bidding techniques that ensure you maximise results for your Vendor and become an Auctioneer that is very effective in the marketplace building your credibility, passion and reputation.

THURSDAY 2ND FEB 2023
8AM for 8:30AM start to 1:00PM

VENUE: Osmond room, Arkaba Hotel
150 Glen Osmond Road, FULLARTON
(For accommodation enquiries Please call: 8338 1100)

COST: \$165 each

(Non members are invited to join prior to attending)

All Practicing Real Estate Auctioneers should attend.

For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830

KEY SPONSORS



PARTNERS



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

Society of Auctioneers & Appraisers(SA) Inc - 22 Greenhill Road, Wayville SA 5034

Telephone (08) 8372 7830 - Email: admin@auctioneers.com.au

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

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

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

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ **Email** _____



Gavel & Glass

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



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

2 Day Auctioneers Licence Workshop



Ferngood Pty Ltd trading as Academic Pavilion
171-173 Halifax Street
ADELAIDE SA 5000
Provider Number 91421

BOOK EARLY TO ALLOW FOR COURSE PREPARATION

[Download Brochure here](#)

Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

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

This is the only Auction Academy run by five times Golden Gavel Winner Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite
You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- ✓ Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- ✓ Body Language
- ✓ What Conditions of Sale to highlight
- ✓ Taking Bids
- ✓ Crowd Control

- ✓ How to utilize Best Practice
- ✓ Procedures
- ✓ Answering questions
- ✓ Legislative questions
- ✓ Auction Documentation
- ✓ Closing
- ✓ Dialogue with Vendor
- ✓ Highest Bidder Negotiation
- Effective use of the 3 calls

- 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**

**WEDNESDAY 22nd MARCH
AND THURSDAY 30th MARCH
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 license
COST: \$750 for members already licensed

(Non members are invited to join prior to attending)

**Credit Card Authority for Expenses TAX INVOICE ABN: 12 010 992 766
Academic Pavilion**

If Paying \$1150 ABN: 12 010 992 76

Direct Debit: Commonwealth Bank BSB 062 107 Acc 10541448 Name Academic Pavilion

If Paying \$750 ABN: 82 885 149 245

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

Credit Card Type (Please tick) Visa Mastercard Amex Direct Debit

Card No.

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

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph **Email**

The Society Christmas Drinks 2022

At last! It is the end of a tough year following COVID, the subsequent lack of listings for real estate agents and similar challenges for our livestock and general members.

For 2022, we went back to our old favourite, the 2KW mezzanine; experiencing the most perfect weather, with a gentle breeze, while enjoying the panorama of the Parliament House, the stunning Adelaide Oval, the Torrens River, and the Governor's residence.



It was refreshing to see previous office staff members coming back and to make them feel that they are still part of the family, including Michelle, Christina, Simran, Mika and, Julene.

Board members, sponsors and members enjoyed some exquisite food and drinks.



We all look forward to 2023 and beyond, working together; to ensure that the unique camaraderie that the society enjoys, carries on.

**GARRY TOPP F.S.A.A (Life)
CEO**

N.B.: Auctioneers, don't forget you can upload performances now for 2023 Golden Gavel which this year again will lead into the Society providing the entrants into the 2023 Australasian Auction Competition which will be held in New Zealand.

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

The Inaugural Commercial and Industrial and Rural Leasing and Sales Webinar convened by Jack Prance and Robert Roe, Lawyers at Eckermanns was held at 9:30 AM on Tuesday, 29th November 2022 via online.



Issues Included:

Leasing

- Answering the question – does the Retail and Commercial Leases Act apply?
- Before Entering a Lease
 - Disclosure Statements
 - Retail and Commercial Leasing Guide
 - Draft lease
- *The Retail and Commercial Leases Act 1995* (RCLA) key considerations:
 - The RCLA includes mandatory disclosure requirements, prohibits the inclusion of specific clauses in the lease, and provides dispute resolution.
 - RCLA applies to all retail shop leases where goods and services are provided to the public.
 - RCLA does not apply to all premises – including banks, some insurance companies, public companies or Crown Leases or Local Government Leases or where rent is greater than 400k or leases less than 6 months in duration.
- When the RCLA applies:
 - A landlord cannot recover more than 1/2 of lease preparation cost.
 - Premises must be fit for purpose but can be formally excluded.
 - Security bond of no more than 3 months' rent to be lodged with the Small Business Commissioner
 - Only one method of rent review can be used during any one year of the Lease.

- Minimum of 5-year term however not in all scenarios or can be excluded through a certified Exclusionary Clause. Alternative lease structures such as 2 years +2+1 can be a suitable option.
- If rent is not paid, landlord must give notice and provide a time to remedy the fault.
- Retail Shopping Centres are subject to different standards and conditions covers more than 5 shops with the same owner

Contracts

- GST – seek accounting advice and consider the application of 'going concern'.
- Stamp Duty – consider qualifying land exemption for non-residential and non-primary production land.
- Form 1's – ensure prescribed enquiries are made with respect of environmental issues such as asbestos
- Asbestos Reports – consider in particular for workplace constructed prior to 31st December 2003.
- Cooling Off – remember company purchasers of land (other than residential land) will not have cooling-off rights
- Selling property with a business component and vice versa
 - identify the separate values
 - identify the business assets separately.
- Form 1 + Form 2 Requirements under section 8 of the Land and Business (Sale and Conveyancing) Act.



Berri Regional Workshop

With the imminent flooding of the River Murray, on Thursday the 1st of December 2022, Chris Gill and Garry Topp drove up to Berri to present sales agency and pricing compliance and challenges that agents and auctioneers are facing,

14 delegates participated in our new Q+A Interactive Format, where questions can be fielded at any time.

There are still some misunderstanding regarding pricing and price guides given verbally at open inspections and over the phone.

We clarified market confusion regarding legitimate price disclosure and industry practices that might conflict with legislation.

Comparable sales versus recent sales in the context of misrepresentation and we clarified exactly what needs to be provided to vendors.

Issues arose around inclusions and exclusions. Pool compliance and issues with spa baths and the issue that the purchaser must ensure compliance with smoke alarms.

We discussed GST, expression of interest and how to combine physical with electronic signing.

Other issues included:

- Easements not being registered on the title; and
- How 90 days does not apply on land division, provided new titles will be issued and when titles do issue, 90 days kick-in.



We discussed pitfalls including problems associated with a company as a purchaser and doing an ASIC search to ensure the company is not in liquidation, receivership or has been deregistered.



We covered answers to difficult questions including:

- Is there a duty to disclose information following a violent death at the property;
- Issues arise when a purchaser wants to change the terms e.g. settlement date after the fall of the hammer; and
- Age-old telephone bidding, where if a person in the employ of the agent bids for a purchaser, they need to be registered; furthermore, clause 7.1 Terms and Conditions of the Sale, the person bidding must sign the contract as purchaser.

We looked at issues:

- An under-age person wanting to bid;
- Buyers wanting to register with no ID;
- Deposit bonds;
- Beneficiary or executor bidding as purchaser; and
- Certain incidents where GST is payable on residential sales.

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

- All great – very informative
- Yes – most helpful
- I'm still taking it all in
- Yes – essential details for an agency and agency renewal options and terms

What did you like the most? Answers were:

- All was good. Thank you
- Wealth of experiential knowledge
- Having the opportunity to meet other agents and Chris and Garry

What would you tell others as the main benefits of this workshop?

Answers were:

- All agents should attend this workshop on a regular basis
- I rate it 5/5
- Wealth of knowledge
- I'm glad I attended, I am an administrator, and there was something in it for everyone

We will run this popular Q+A session again in 2023 every member of the real estate profession should attend this course at least once every year.

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



4 AUCTIONEERS

Our last two-day Real Estate auction academy for 2022 was held in December at our favourite venue, the Arkaba.

Leearna Roberts from Mt. Gambier has been in the industry for 18 months. Previously working for a car dealership says there are minimal auctions in Mt. Gambier and by increasing her skills to qualify as an auctioneer she wants to do something about increasing this popular marketing strategy in the South East.

John Taarnby, currently involved in project marketing previously worked for Macquarie Bank and Lend-Lease and has worked in the Middle East and has a Master's Degree in Urban Development and attended Harvard Business School, now wants to develop his skills as an Auctioneer.

Jake Flavel, working for Society President John Morris at Ray White. Previously worked in a clothing store. Wants to add auction to his area of expertise.

WORKSHOP

Jessica Buckmaster, has been in Real Estate for 5 months and previously worked in the wine industry. Has a Bachelor's Degree and wants to carry on the Ray White mantra as yet another auctioneer for the Ray White Group.

Trainer, **Brett Roenfeldt** saw their performances continually improve over the two days until all four blew our socks off with a sensational performances in the afternoon of the second day.



After all the Society training, we ask the participants to complete a critique of the training.

When asked, did you gain anything from this presentation?

Answers were:

Coming into this course, as a rookie with no prior knowledge of auctioneering, I'm now confident to take a chance and conduct my first auction; what didn't I gain? I learnt how to conduct an auction from start to finish and even how to answer the curly questions; I learned the legislation behind an auction; Yes, a world of knowledge, getting a better understanding that auctions aren't just a person standing yelling – but a performance with passion, emotive hooks and negotiation.

What did you like the most?

Answers were:

Everything; the tactics and negotiating skills; the open training; every possible question was answered; watching the other's auctioneer creativity and presentation.

What would you tell others about the main benefits of this workshop?

Answers were:

Make sure you read the workbook before starting the course so you have a heads-up on expectations on your script; the comprehensive nature of the workshop every stage is covered; being taught by one of the most experienced Auctioneers in SA; Clarifying the legislation is imperative and is intricately covered.

The next 2-day auction academy will be held in March 2023 and if you intend booking please do so as early as possible as it is imperative to get the workbooks and assignments early as this will greatly enhance your progress and experience in the 2-day course.

If you would like further information or to book, please call me personally.

GARRY TOPP FSAA(Life)
CEO



THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



We have seen a continued steady climb again for this year and being the third year in a row of rural real estate values. There have been more properties come to the market in 2022 than previous years and competition and results have varied, but generally, the results have all been very good.

Several auctions across the region saw spirited competition mainly from within the region and where mostly the locals being the successful purchasers over the outside interest.

Dry sheep equivalent values have increased considerably and ranging from \$1750 to \$4000 per dse. Values on cropping land has increased and currently ranges from \$2-10,000 per acre depending on location, size, soil type etc.

The market is showing some signs of flattening out, and there are many factors why – the 2022 winter spring has been challenging and frustrating, banks are continuing to exercise caution. Interest rates are higher than this time last year, the Ukraine war is still going, all of which adds some uncertainty. However, interest in buying property in the South East of SA is still a little bullish, most rural commodities are strong are in good demand locally and worldwide. Many properties have, and are still changing hands.

I would like to wish you all a very Merry Christmas and a happy, healthy, prosperous new year. As you share precious moments with your family and friends this Christmas, more now than ever, these are moments we should all treasure. Let's look forward to a fresh new start in 2023.

Stay safe everyone.

Best Wishes,

Geoff Watts

South East SA Real Estate Specialist/ Auctioneer

Keith SA 5267 Phone: 08 8755 1166 0427 71515

email: geoff.watts@nh.com.au



THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



We are happy to introduce Stella and Gigi to the administration of the Society.

Stella is an I.T. by profession and she is furthering her studies in Telecommunications and Networks Engineering.

Gigi, on the other hand, is HR by specialisation and will become a nurse soon.

It will be a great year ahead to work with these lovely ladies as they add life and radiance to the office.

These girls will be sharing the work and Stella will be at the office from Mondays to Wednesdays and Gigi from Thursdays to Fridays.

We formally thank Giovanna for her time with us and we wish her well in her new career in Disability Support.

**GARRY TOPP, FSAA (Life)
CEO**

SOCIETY'S AUCTIONS



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



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



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



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



Jarrood Tagni



Aj Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Peter Economou



Richard Thwaites



Sam Doman



Anthony DeMarco

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Nick Ploubidis



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray



Marc duPlessis



Richard Ward



Mark Griffin



Joshua Bagley



Michael Fenn



Simon Tanner



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**](#)



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



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.

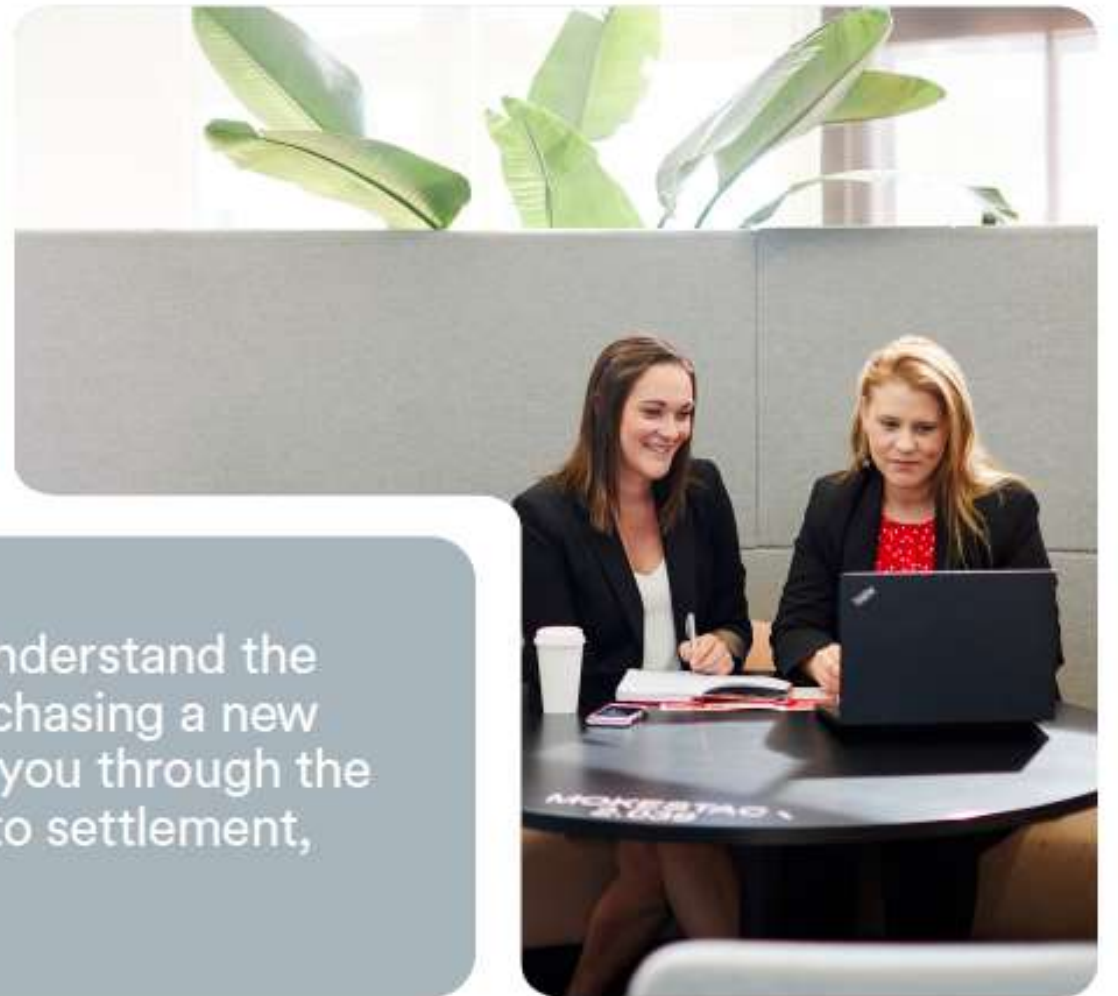
For more information visit our website directconnect.com.au or call 1300 650 767

* 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!



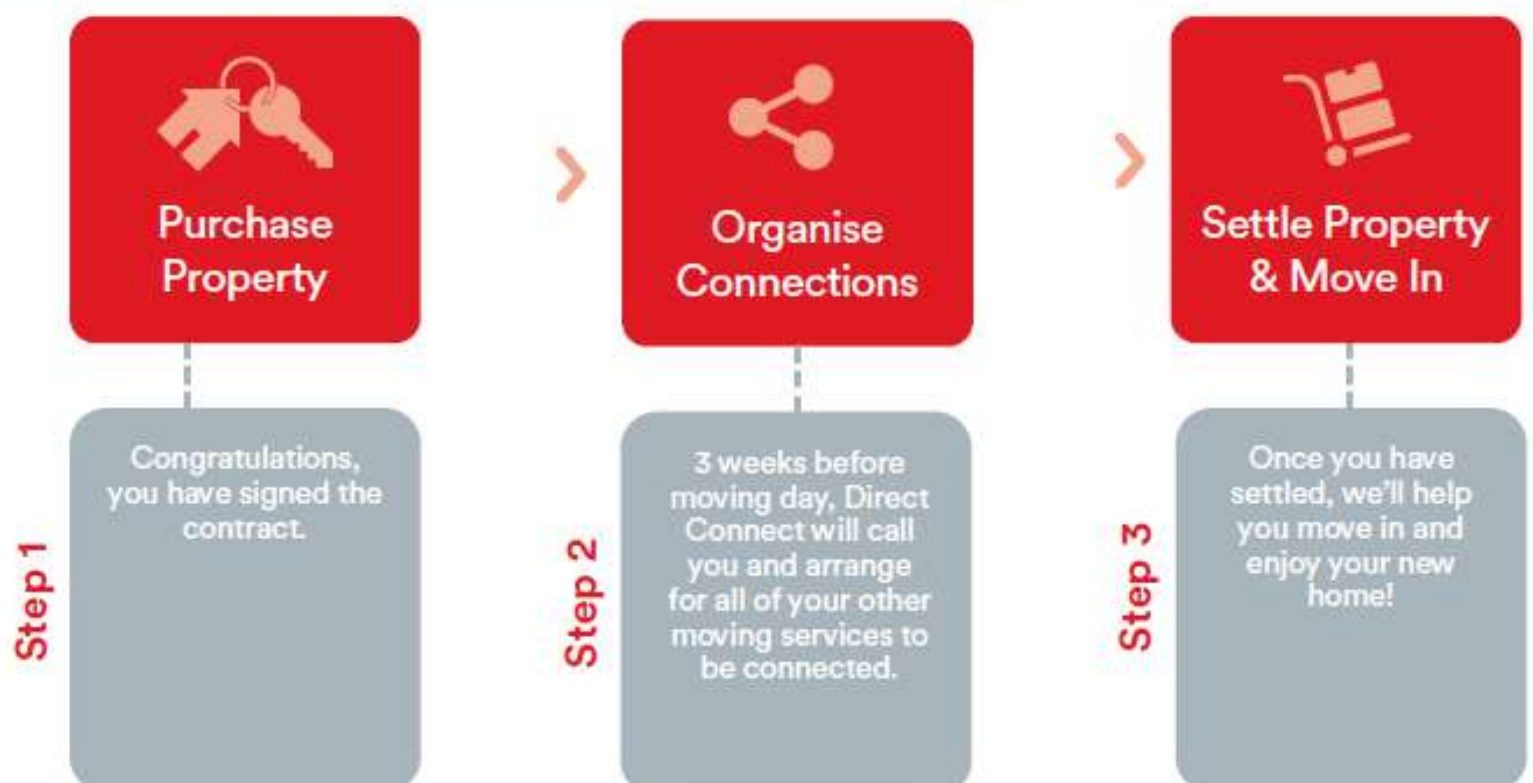
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.



Read Signs

Real Estate Sign Specialists

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

3D Signs

Banners

Commercial Signage

Illuminated Signs

Vehicle Signs

Signage Projects



READ BROTHERS

SIGNS | GRAPHICS | DISPLAYS

Darren Read

Director

T: 8443 3400

E: darren@readbros.com.au

w: www.readbros.com.au

To partner with
Read Brothers
please contact
Darren Read

Gavel & Glass

eight at the gate



Exclusive Members Only Special Offer

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

THIS OFFER INCLUDES

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

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

COUPON CODE: **SOLD**

Winner of 8
Wine Showcase
Magazine Awards



Eight at the Gate

PMB 46 Wrattenbully Rd
Wrattenbully SA 5271

E. hello@eightatthegate.com.au

P 0447 805 262



eightatthegate.com.au/society-offer

Gavel & Glass



Corporate Gift Packs for every occasion

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

WHAT WE OFFER

- Award winning Australian wine
- Support a local family run business
- Special discounts apply pending total order
6, 12 or 24 bottles per month
- Gift packaging included

GET IN TOUCH

Send your enquiry to jane@eightatthegate.com.au
or give us a call on 0447 805 262



RRP \$50.00
SOCIETY
MEMBERS \$30.00

Single Vineyard
Gift Pack

2016 CABERNE
2016 CABERNE
2016 CABERNE

eightatthegate.com.au/society-offer



Eight at the Gate

PMB 46 Wrattonbully Rd
Wrattonbully SA 5271

E hello@eightatthegate.com.au

P 0447 805 262

Perspective Media



PerspectiveMedia

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

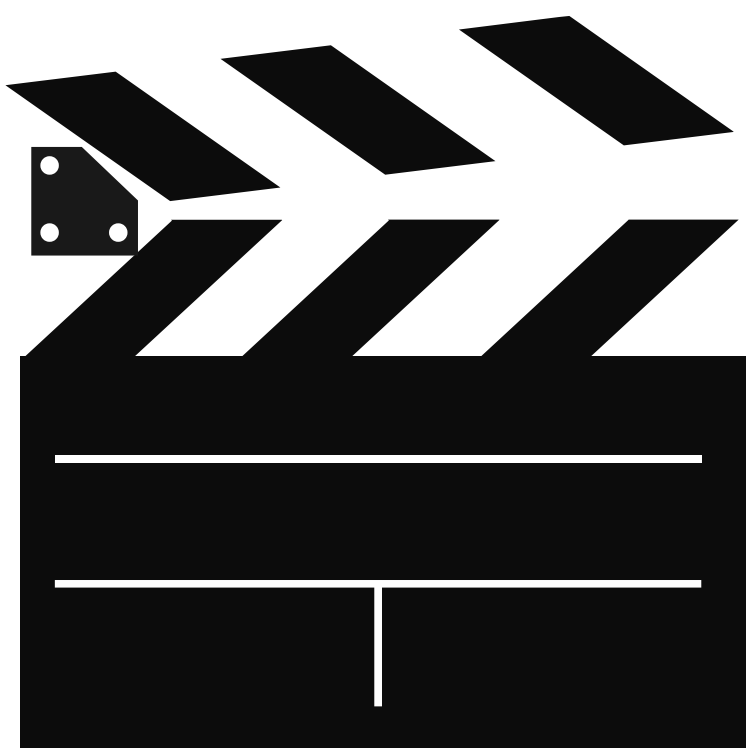
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.



**Call Larissa on 0422235442
to discuss your filming needs**

Gavel & Glass

ECKERMANNNS

Delivering professional services to the SA property industry

ECKERMANN PROPERTY FORMS

- Form 1 Preparation



ECKERMANN CONVEYANCERS

- Residential & Commercial
- Land Divisions
- Matrimonial & family transfers

ECKERMANN LAWYERS

- Form 3 (Form 1 waivers)
- Commercial Property
- Commercial Leases
- General Commercial



Adelaide | Gilles Plains | Glenelg | McLaren Vale | Mount Gambier | Victor Harbor
T: 08 8366 7900 E: enquiries@eckermanns.com.au W: eckermanns.com.au



LinkedIn

[eckermannconveyancers](#)



LinkedIn

[eckermannlawyers](#)



Facebook

[eckermannconveyancers](#)



Instagram

[eckermanns](#)

Gavel & Glass



Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses.



Certificate IV (Property Services) Real Estate
Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with The Society of Auctioneers & Appraisers (SA) Inc.

* Training in, Conveyancing, Legal Studies, Leadership & Management also available

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

Gavel & Glass

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at **times that suit you** with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.
18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

What is an Auction?

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

Why Auction Real Estate?

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

Committed Vendors sell their property by Auction!

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

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

www.auctioneers.com.au

Gavel & Glass

reaforms™



reaforms

REAL ESTATE AUSTRALIA FORMS

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

Our integration allows **reaforms** users to automatically populate data for Contracts, Agency Agreements and Property Management Agreements

Save time and money on searches and completing forms

Owner details, title reference and property description are imported into the form.

PROFESSIONAL PRACTICE FORMS FOR REAL ESTATE AGENTS IN AUSTRALIA

ACCESS **ANYTIME** ANYWHERE

Contact Details:

www.reaforms.com.au

Phone: 08 8235 3939

Email: sales@reaforms.com.au

Follow us on:



LinkedIn
reaforms



Facebook
reaforms

Gavel & Glass



reaforms

REAL ESTATE AUSTRALIA FORMS

Professional Practice Forms for the Property Industry

Why choose re(forms)?

- User friendly format - easy to fill in
- Professionally presented documents incorporating your company logo
- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included - no need for a DocuSign subscription
- Built-in SMS verification for electronic signing
- Integrated with most major Agent CRMs
- Prepare, edit, print and email anytime, anywhere
- Create forms offline - the forms then sync to the Cloud and back up to your office when you next connect
- Special Conditions and other professionally drafted conditions provided
- Simplified, easy to understand GST in Agency Agreement and Contract
- Mandarin translations
- Regular training available and legislative updates provided

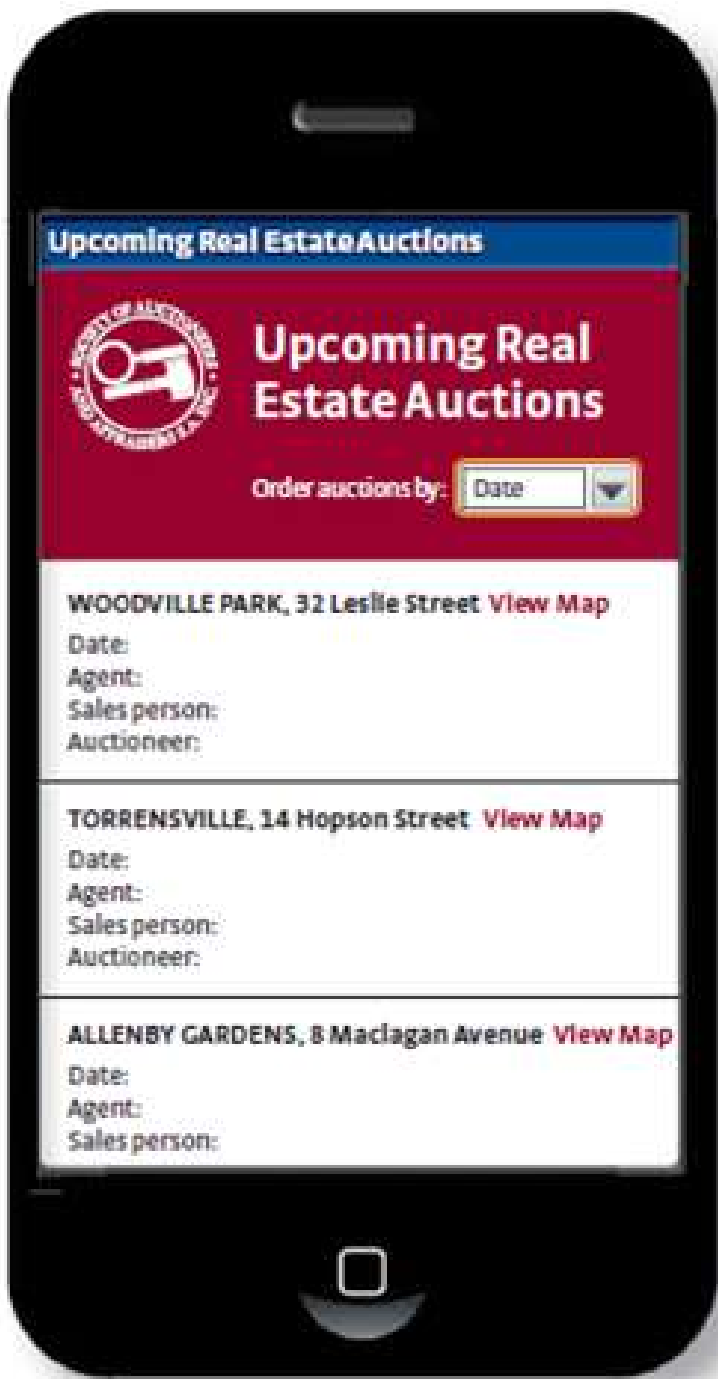
Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

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

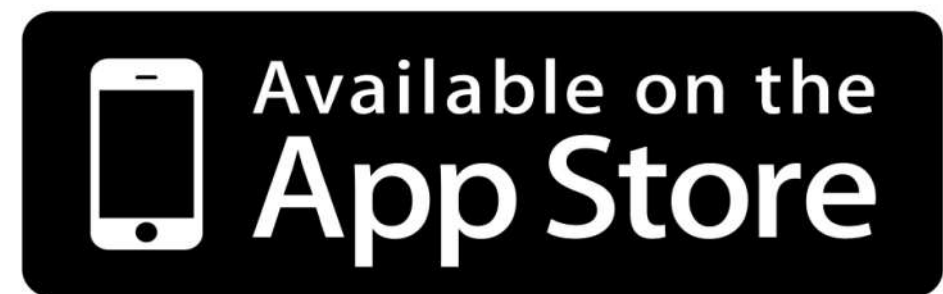
INSTANT UPDATE

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

LIST

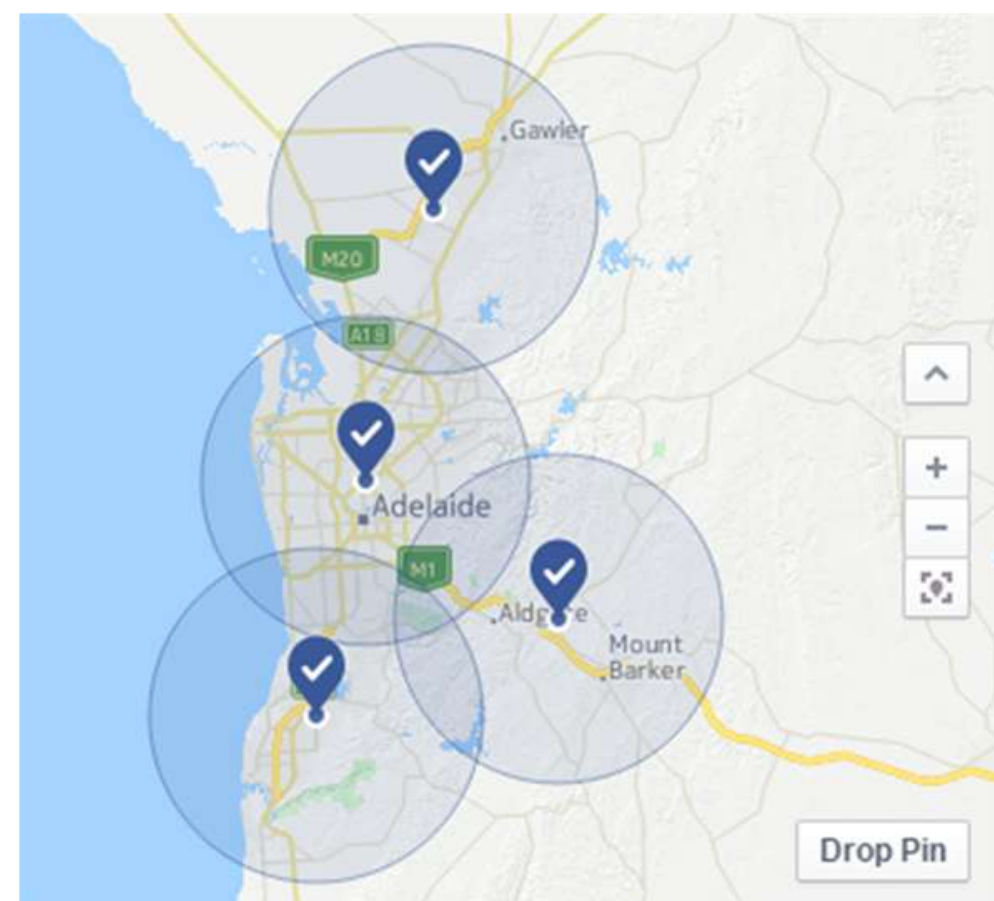
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!

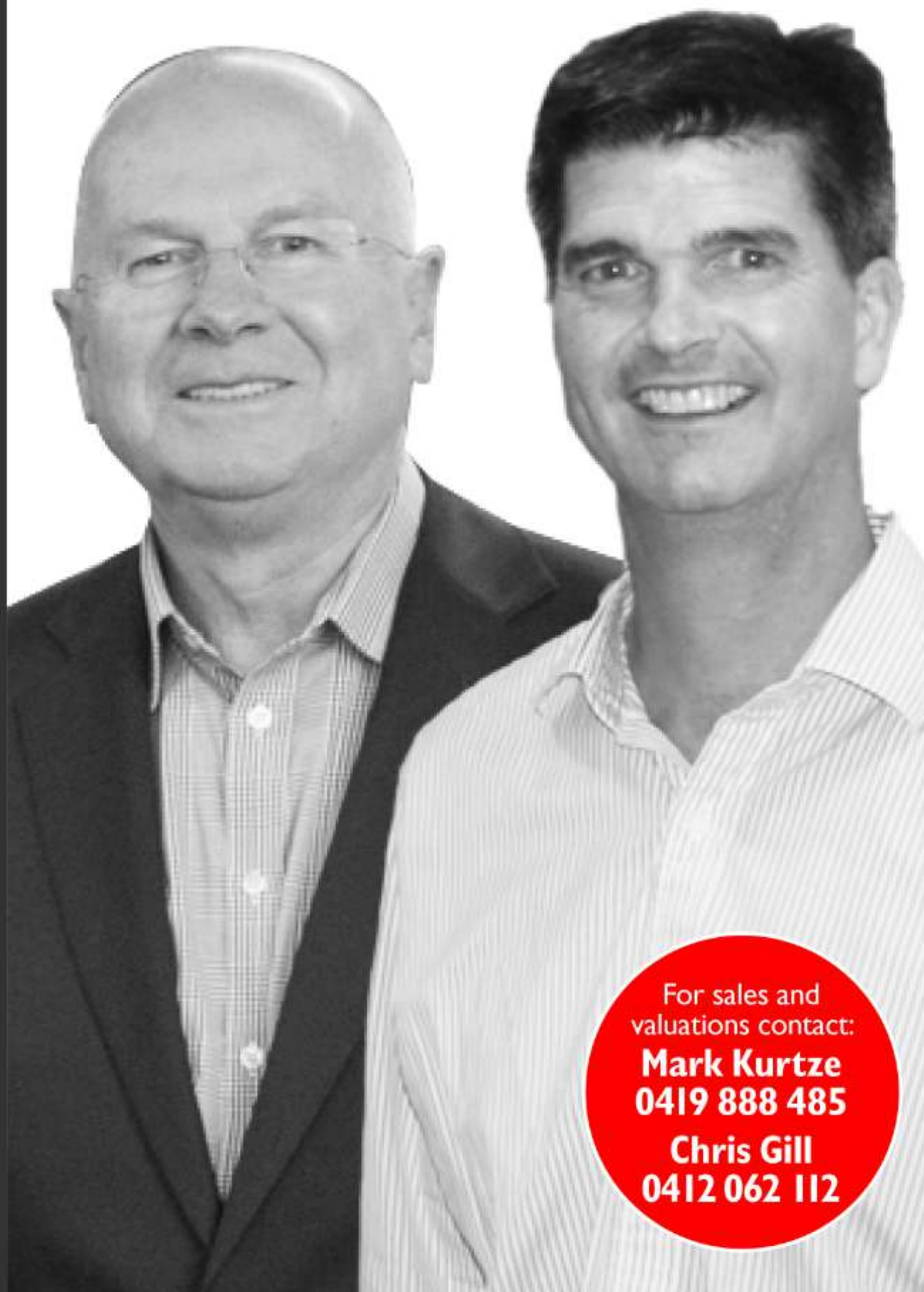
Gavel & Glass

**SELLING?
Call Us**

Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au



For sales and
valuations contact:

Mark Kurtze
0419 888 485

Chris Gill
0412 062 112

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.

Make your searches and Form 1 compliance easy.

The first and only independent Form 1 service provider in South Australia

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



A.J. COLMAN
INDEPENDENT AUCTIONEER



Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- Home Contents packed up & sorted, rubbish removed, items transported to Auction.
- Antiques, shed contents and vehicles.
- Farms & Rural clearing sales.
- 50 years of life packed up and the property ready for open inspection in as little as 14 days.

Servicing Metro and Regional South Australia



ajcolman.com.au 1800 GO AUCTION (1800 46 28 28)

Gavel & Glass

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

THANKYOU TO OUR SPONSORS

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



Gavel & Glass