

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

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THE BOARD

Board Members

John Morris
President



Anthony DeMarco



Vincent Doran

Vincent Wang
Vice President



Sarah Bower



John Young



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THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



John Young was born and raised in the city of Adelaide and is the third generation of his family here. From a young age, he had always been fascinated by the world of real estate and had a burning desire to pursue a career in the industry.

John said, “some of my father’s mates had been none other than Bernard Booth and Micheal Brock who had always been extremely kind to me and acted as mentors when I was young, I think it’s here that I found my passion at such a young age”

When John turned 19, He started his journey in real estate by joining LJ Hooker. He quickly gained valuable experience and knowledge, paving the way for his future success.

John's passion for real estate led him to further his education, and he pursued a Bachelor of Business Property, graduating in 2014. Armed with his newfound knowledge, he continued to build his career and eventually started his own property development firm, which he still runs today.

Throughout his career, John has remained dedicated to his passion for sales, and in 2019, he was recognized for his achievements by winning a Sale achievement award with RISA. The following year, John opened his own real estate agency, Young Real Estate SA, where he has continued to thrive as an Auctioneer. In recognition of his outstanding performance, he was awarded Golden Gavel Live, the Rising Star award in 2022 by the Society of Auctioneers and Appraisers

John's reputation as an up-and-coming Auctioneer has not gone unnoticed, and he was recently asked to sit on the board of the Society of Auctioneers and Appraisers, an honour that he acknowledges with deep gratitude.

With his impressive track record and unwavering dedication to the real estate industry, John Young is an inspiration to all those who aspire to succeed in this highly competitive field, and a valuable member to the Board.

Gavel & Glass

THE SOCIETY OF AUCTIONEERS, APPRAISERS,
AGENTS AND MANAGERS

PROPERTY MANAGEMENT WORKSHOP



Presented by: **Brett Wheatland**

“ ALL PROPERTY MANAGERS ”
AND SUPPORT STAFF SHOULD
ATTEND

Open discussion on critical issues
currently affecting Property Managers

WEDNESDAY, 8TH MARCH 2023

8:30 AM for 9 AM start until 12 PM

Arkaba Hotel
150 Glen Osmond Road, FULLARTON

\$55 each (groups of 2 or more from
the same office \$44 each)

Bookings by: Tuesday, 28th February

- DEALING WITH CONFLICT
- DISPUTE RESOLUTION
- CRITICAL THINKING
- SACAT ISSUES AND OUTCOMES
- ADDING CONDITIONS TO A LEASE
- MAINTENANCE ISSUES
- APPLICATION FORMS
- FUTURE TECHNOLOGY INSIGHTS

[Download
brochure here](#)

Gavel & Glass

UPCOMING EVENTS

Real Estate Auctioneer Professional Development

WE INVITE REAL ESTATE AUCTIONEERS TO ATTEND THIS DYNAMIC 2-HOUR SESSION. DRINKS AFTERWARDS!

[Download brochure here](#)

Formally recognised as a leading auctioneer across Australasia, Justin is the only Australian to win the Australasian Championships of the year three times in the history of the award. He is also a five time winner of the REIQ Auctioneer of Year award. Justin's unwavering belief and understanding of the auction process is the cornerstone of his working relationships. Justin works hand in hand with some of Australasia's leading real estate businesses on an auctioneering and coaching level, with these insights forming the key foundation to his relevant and engaging training and speaking engagements.



Presented by: **Justin Nickerson**

THURSDAY, 16TH MARCH 2023

**ARKABA HOTEL,
150 GLEN OSMOND RD,
FULLARTON SA 5063**

Cost is \$25.
RSVP by Friday,
10th of March.

The workshop will focus on:

- Navigating a changing market
- Improving the fundamentals of your auction call
- Competition preparation tips
- Negotiation techniques
- Building and growing an auction business

Registration at 2PM for 2:30PM start to 4:30pm

KEY SPONSORS



PARTNERS



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

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc
Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Email: admin@auctioneers.com.au

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

Credit Card Type (Please tick) Visa Mastercard Amex

Card No.

Amount \$ Expiry / CVV/CVC

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph Email



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.

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.

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 _____

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THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



REAL ESTATE SALES PRACTICE COMPLIANCE

**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.

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

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

**Thursday 23rd March 2023
2PM for 2:30 PM start to 4:30PM
Arkaba Hotel
150 Glen Osmond Road, Fullarton
SA 5063**

Members and employees \$55 (Group
of 2 or more from the same office
\$44)

- How to handle the changing market
- 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 needs 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.

[Download
brochure here](#)

Gavel & Glass

2023

MIDYEAR DRINKS

with
Society CEO, Sponsors and
Board Members

13 APRIL | 5PM | BOWDEN CELLARS

Thursday

RSVP by Tuesday
6 April

**\$25
to
cover
food**

Plant 3 Bowden, Red Shed Lane,
Bowden, SA 5007

**OPEN BAR
AT COST**

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



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Credit Card Type (Please tick) Visa Mastercard Amex Card No.

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

Name on Card _____

Names Attending _____

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NEW AUCTION STRATEGIES 2023

The auction market has changed dramatically in 2023. So now, more than ever, your auction bidding strategy is critical to the success of your auction. On Thursday, 2nd of February 2023, nationally-accredited trainer Brett Roenfeldt F.S.A.A. (Life), launched the inaugural workshop on 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. Learn advanced bidding techniques and become an auctioneer that is very effective in the marketplace; building your credibility, passion and reputation.

Ten delegates attended, including:

- Nick Ploubidis
- Rob Heaslip
- Daniel Stock
- Troy Tyndall
- Vincent Wang
- Vincent Doran
- Sarah Bower
- John Raptis
- Tim Morris
- Anthony Fonovic

There was a vibrant discussion around many of the issues with even seasoned auctioneers gaining new knowledge and techniques. When asked...

1. Did you gain anything from this presentation? Answers were:

- adjusting strategy for the 2023 market;
- valid real-time situation in terms of price expectations;
- less than a year into my career, I gained plenty;
- I loved the role-play scenarios relevant to the current market;
- yes, details on auction best practice procedures and tactics;
- experiencing other auctioneers' skills; and
- the positioning of the vendor bid with regard to market feedback is imperative and I learnt to hold-over never pass in.

2. What did you like the most? Answers were:

- the small group and the intricate detail of the information;
- the role play scenarios;
- open discussion and the live practice were the most beneficial for me;
- it was all very relevant; and
- the debate on the real scenarios.

3. What would you tell others as the main benefits of this workshop? Answers were:

- knowledge of auctions and planning the process;
- every auctioneer and auction agent should have been here;
- clarification of how to act in unusual situations; and
- loved the discussion on how to answer hard questions.

This workshop proved to be very beneficial due to the changed market and auctioneers needing to vary their performance to suit. We will run this session again later in the year if you would like to attend, please let us know and we will send you the booking form when the date has been set.

GARRY TOPP, F.S.A.A. (Life)

CEO



Gavel & Glass

NEW YEAR DRINKS 2023

Voila! It is the beginning of another year and the Society board, members, sponsors, and friends have gathered once again on a hot day at our new favourite, The Highway, right at heart of Anzac Highway. 29 people have engaged and the restaurant service was exemplary with beers on tap, oysters and overflowing snacks. Thanks to everyone's time and participation, good relationships have been forged. We are looking forward to more meaningful collaborations this year.

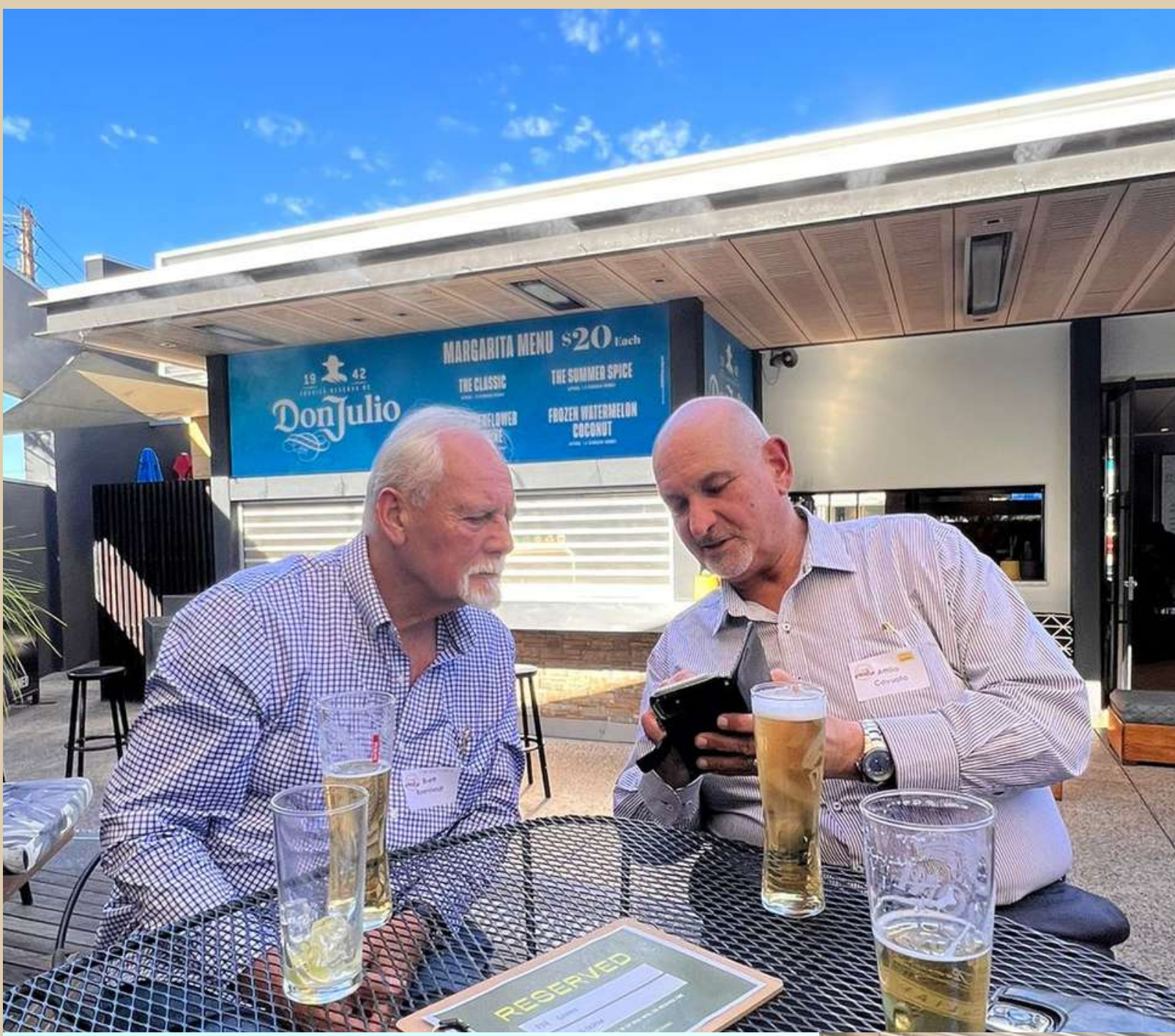
Garry Topp, F.S.A.A. (Life)
CEO



Gavel & Glass







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

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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

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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

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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

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SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



Aj Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Peter Economou



Richard Thwaites



Brett Pilgrim



Sam Doman



Anthony DeMarco

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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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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.

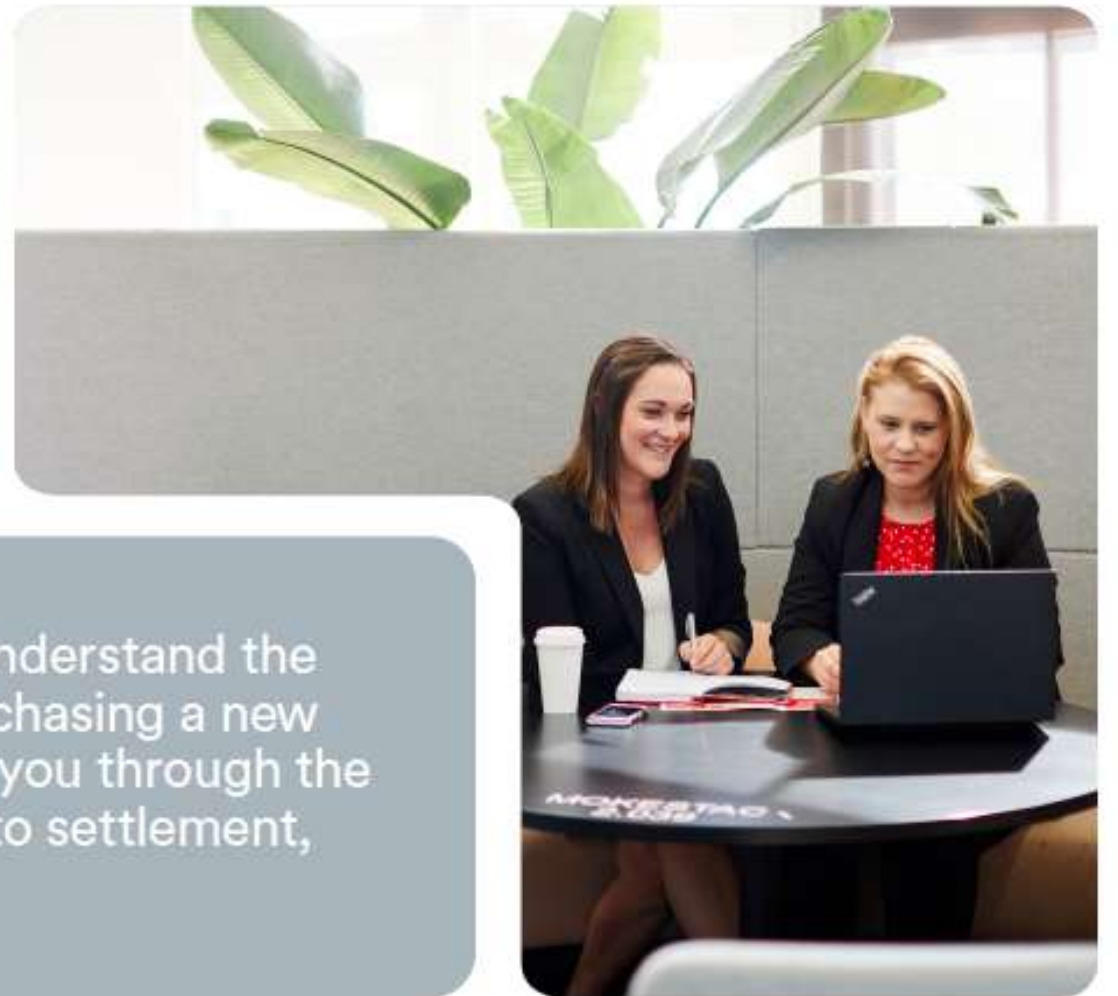
For more information visit our website directconnect.com.au or call 1300 650 767

* 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!



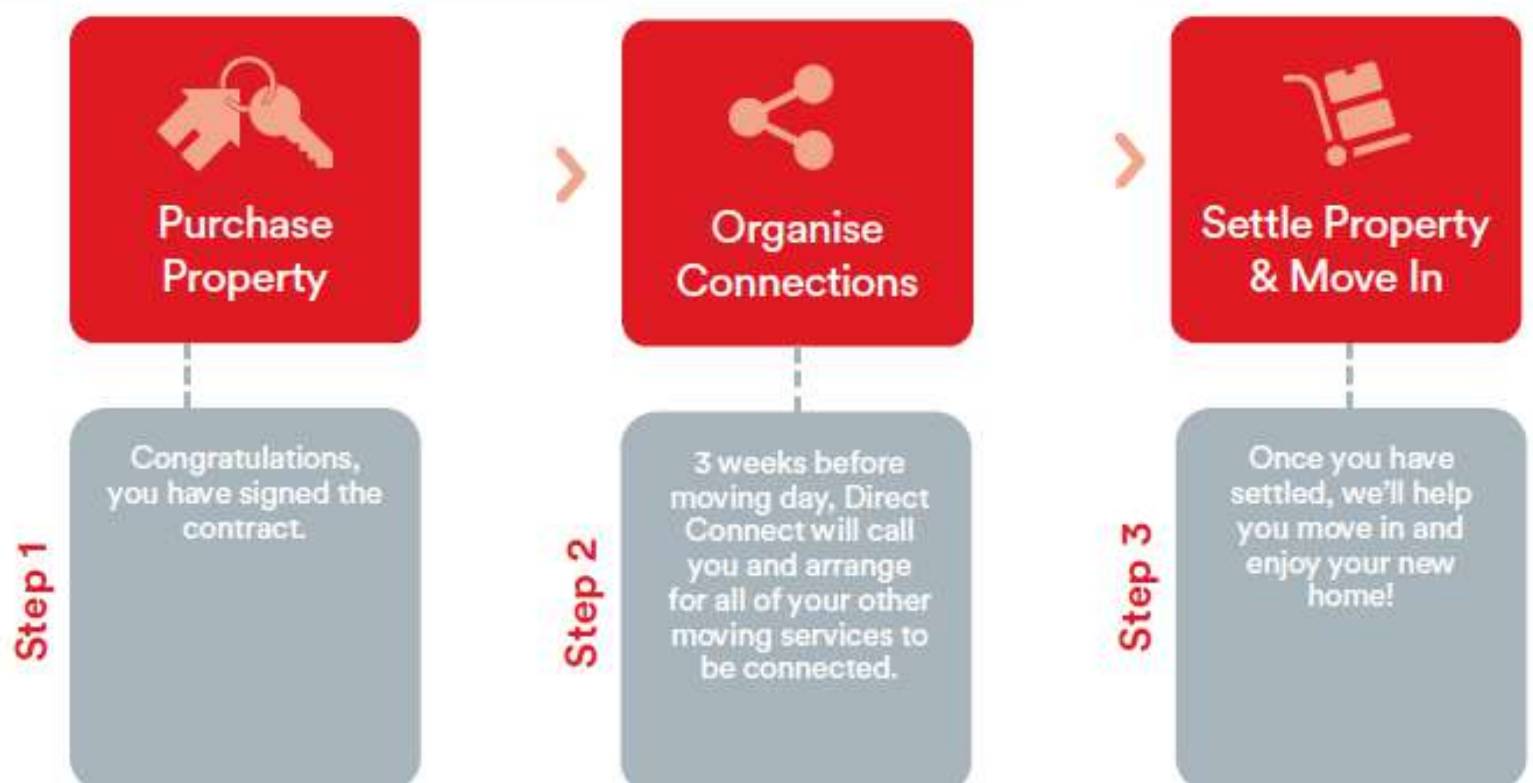
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.



Gavel & Glass

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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

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- Easy online ordering, and tracking.
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- Versatile print options including photos.
- Fast efficient service.

3D Signs

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Commercial Signage

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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

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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
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Wine Showcase
Magazine Awards



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- Gift packaging included

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Perspective Media



PerspectiveMedia

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

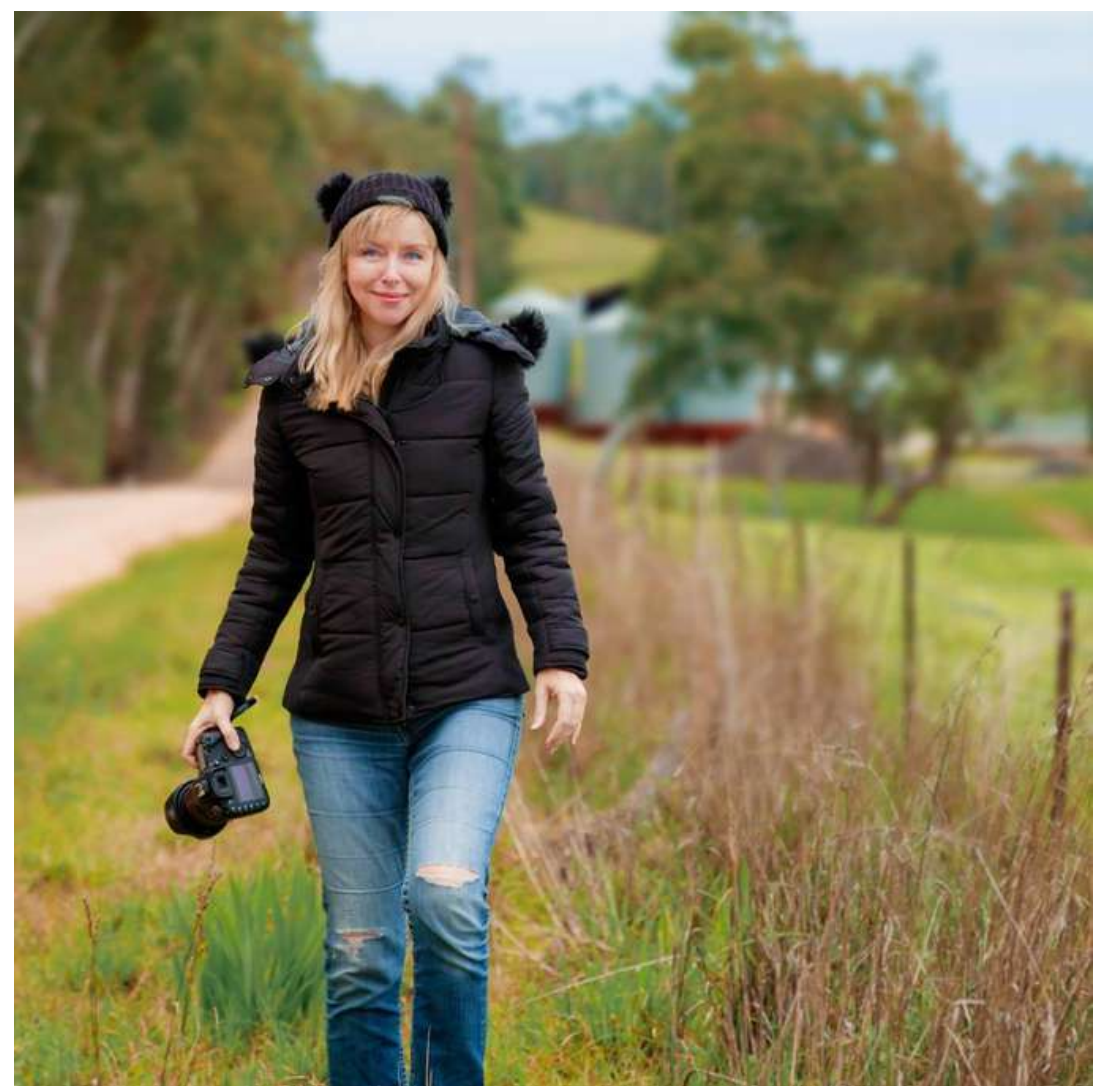
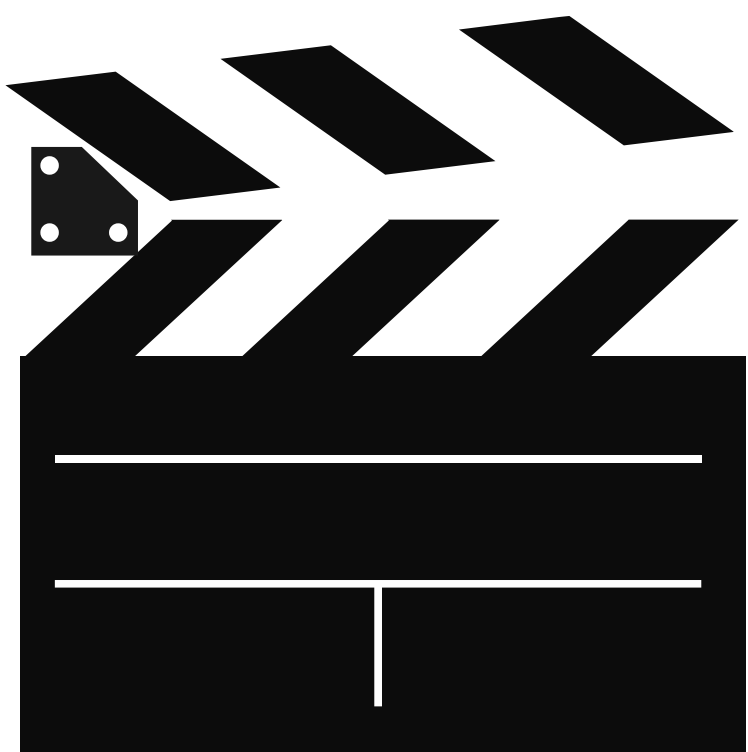
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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

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

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

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



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

Gavel & Glass

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- Form 1 Preparation



ECKERMANN CONVEYANCERS

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- Land Divisions
- Matrimonial & family transfers

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- Commercial Property
- Commercial Leases
- General Commercial



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Facebook

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



Instagram

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

Gavel & Glass



Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses.



Certificate IV (Property Services) Real Estate
Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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

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

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

Gavel & Glass

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

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

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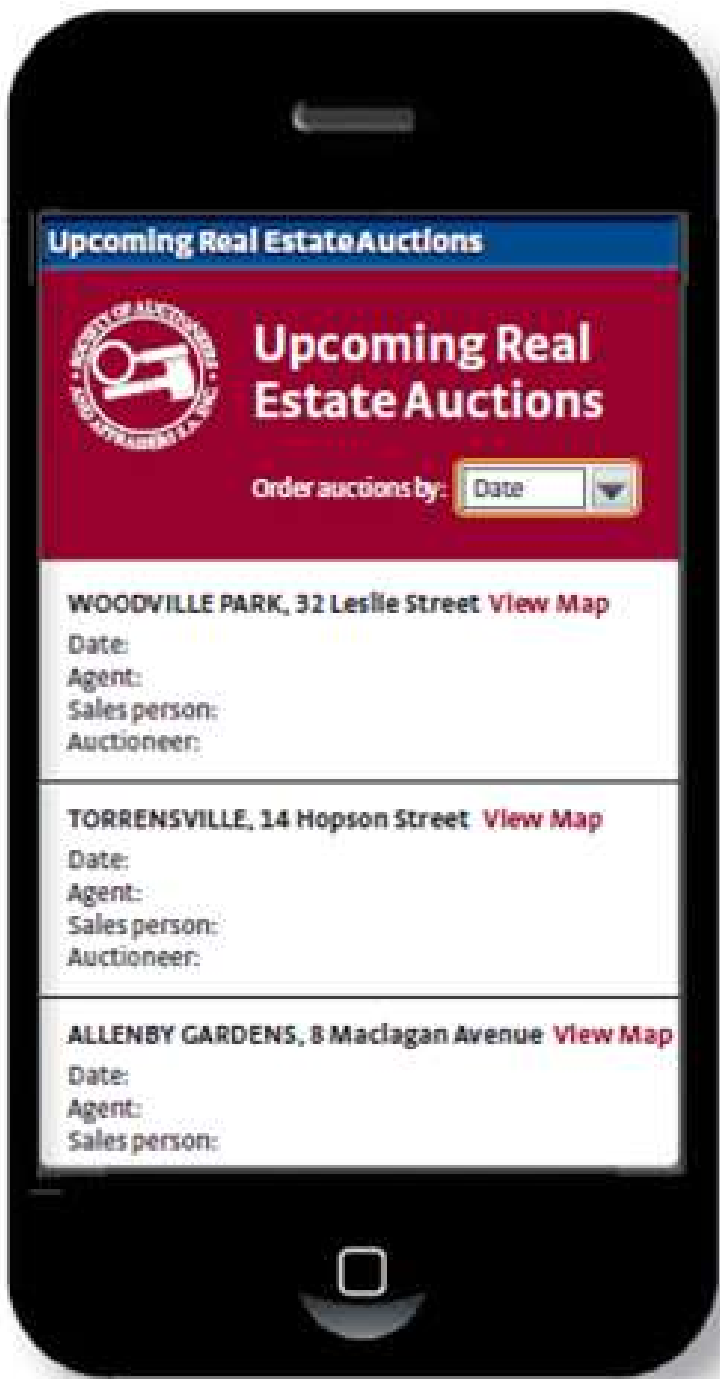
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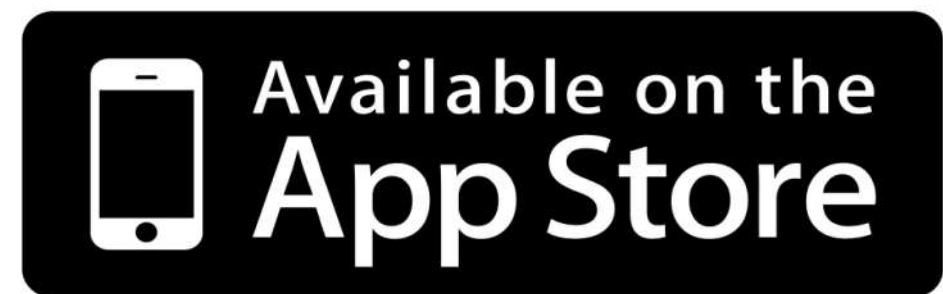
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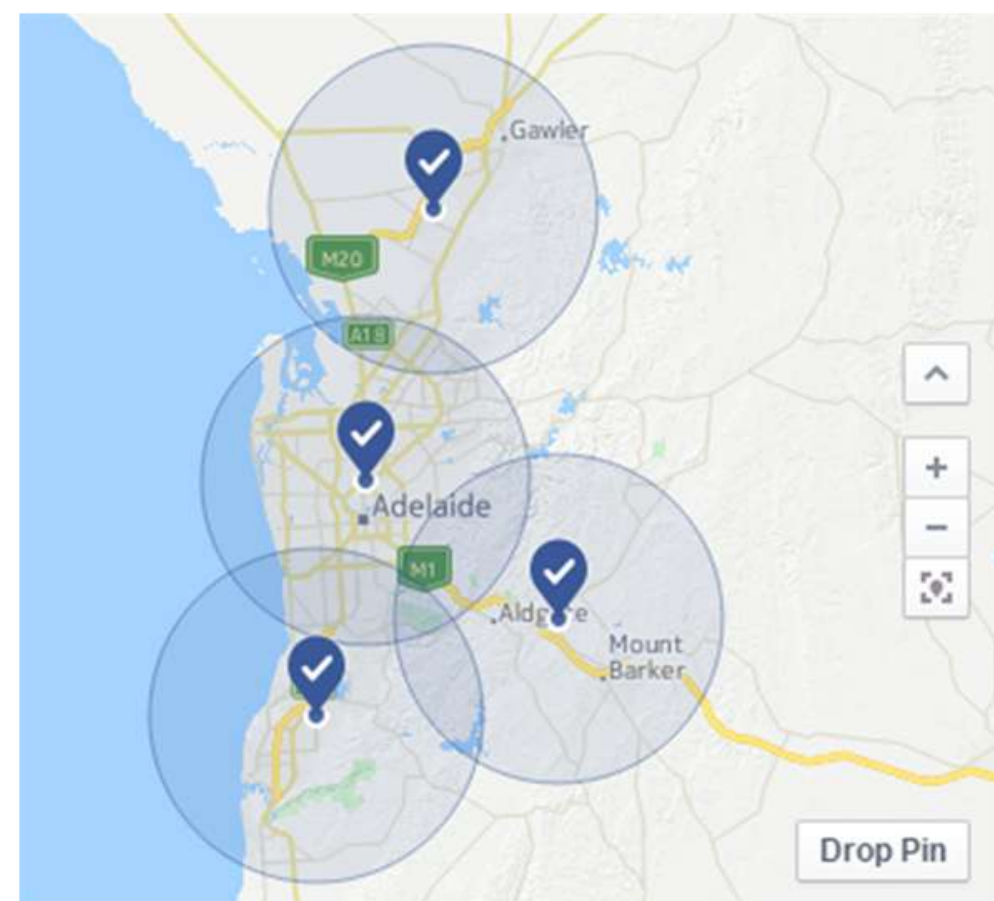
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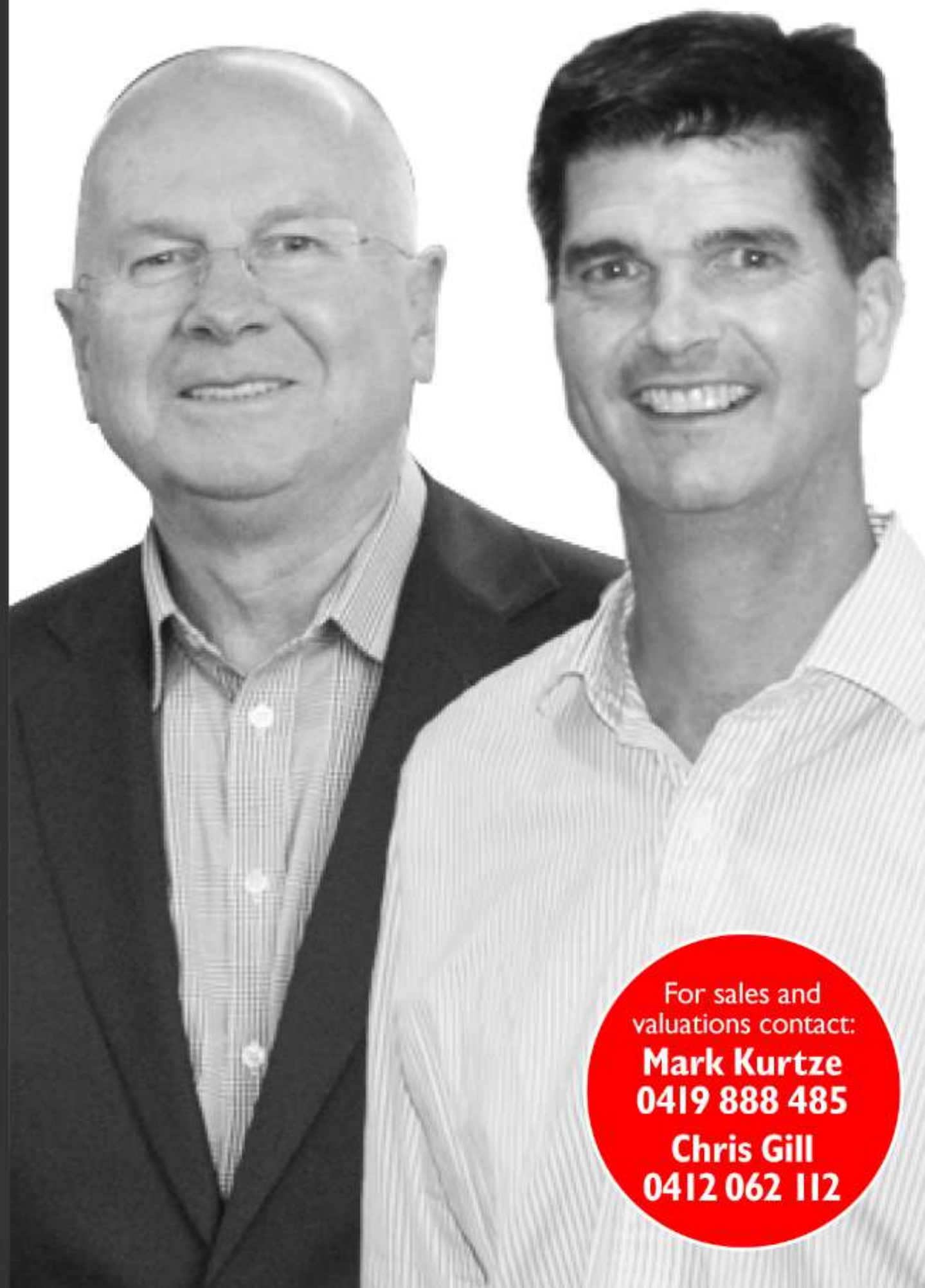
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

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