

GAVEL & GLASS

APRIL 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



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The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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– its your guarantee*

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Anthony DeMarco



Vincent Doran

Vincent Wang
Vice President



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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,
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**OPEN BAR
AT COST**

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PARTNERS

BusinessSA
South Australia's Chamber of Commerce and Industry

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

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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



GOLDEN GAVEL AWARDS LUNCH

2023

ALL MEMBERS INVITED

Tuesday 16th May at 12 PM

Final performances from 10 AM

Venue: The HWY - 290 Anzac Highway, PLYMPTON

**Dress Code Office Attire or Smart Casual
Cost \$65.00 each for lunch and drinks.**



'THE SOCIETY' REPRESENTING AUCTIONEERS APPRAISERS AGENTS SALES CONSULTANTS PROPERTY MANAGERS REAL ESTATE, GENERAL AND LIVESTOCK



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

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PROPERTY MANAGEMENT

OUR FIRST PROPERTY MANAGEMENT
WORKSHOP CONVENED BY BRETT
WHEATLAND ON WED 8TH OF MARCH



Brett covered extensively matters like dealing with conflict, dispute resolution, critical thinking, SACAT issues and outcomes, adding conditions to a lease, maintenance issues, application forms and future technology. Brett started in property management in 2000 and loves it and he has gained vast experience in the last 20 years.

Rent areas are becoming prevalent and Brett has a procedure for tenant on boarding which is comprehensive and alleviates problems that are likely to occur during the term or the lease. Brett taught extensively about how to prepare for the tribunal, where the onus of proof is on the applicant. When asked "did you gain anything from the presentation?" Answers were, "Yes, loved the discussion about SACAT, the future technology is amazing, conflict resolution, learned about valuable apps, dealing with stress, IT updates, very down to earth and practical presentation."



When asked “What did you like the most?” Answers were, “SACAT information, the open format of the presentation, interactive discussions, I loved all of it, the tech available to help managers.” Brett added some humour so as not to be so draining. “What would you tell others as the main benefit of this workshop?” Answers were, “informative and educational, the general advice and support, the Q&A format, perceived problems and resolutions, the experience and knowledge Brett has is second to none, how to be more efficient as a property manager, I really enjoyed it.”

Brett showed us how to widen your perspective, building relationships, how to refine your internal processes and how to make property management sexy again.



Jane Mckniff from Society Key Sponsor, **Direct Connect**. The No.1 Moving Services Company welcomed guests and outlined some of Direct Connect’s services. Direct Connect don’t just connect Electricity and Gas but also can advise on Telecommunications- phones, broadband & mobile and can assist members clients with tuck hire, removalists and cleaning.

WE WILL HOLD THIS WORKSHOP AGAIN LATER IN THAT YEAR, PLEASE LET US KNOW IF YOU WILL ATTEND.

Garry Topp FSAA(Life)

CEO

JUSTIN NICKERSON



The Australasian Auction Championship put on by REIA/REINZ featured the best auctioneers from the whole of Australia and New Zealand

Justin Nickerson has won the Australasian Championship three times: in 2016, 2017, and 2019.

He is the only Australian to win three times, attesting to his ability as the best of the best.

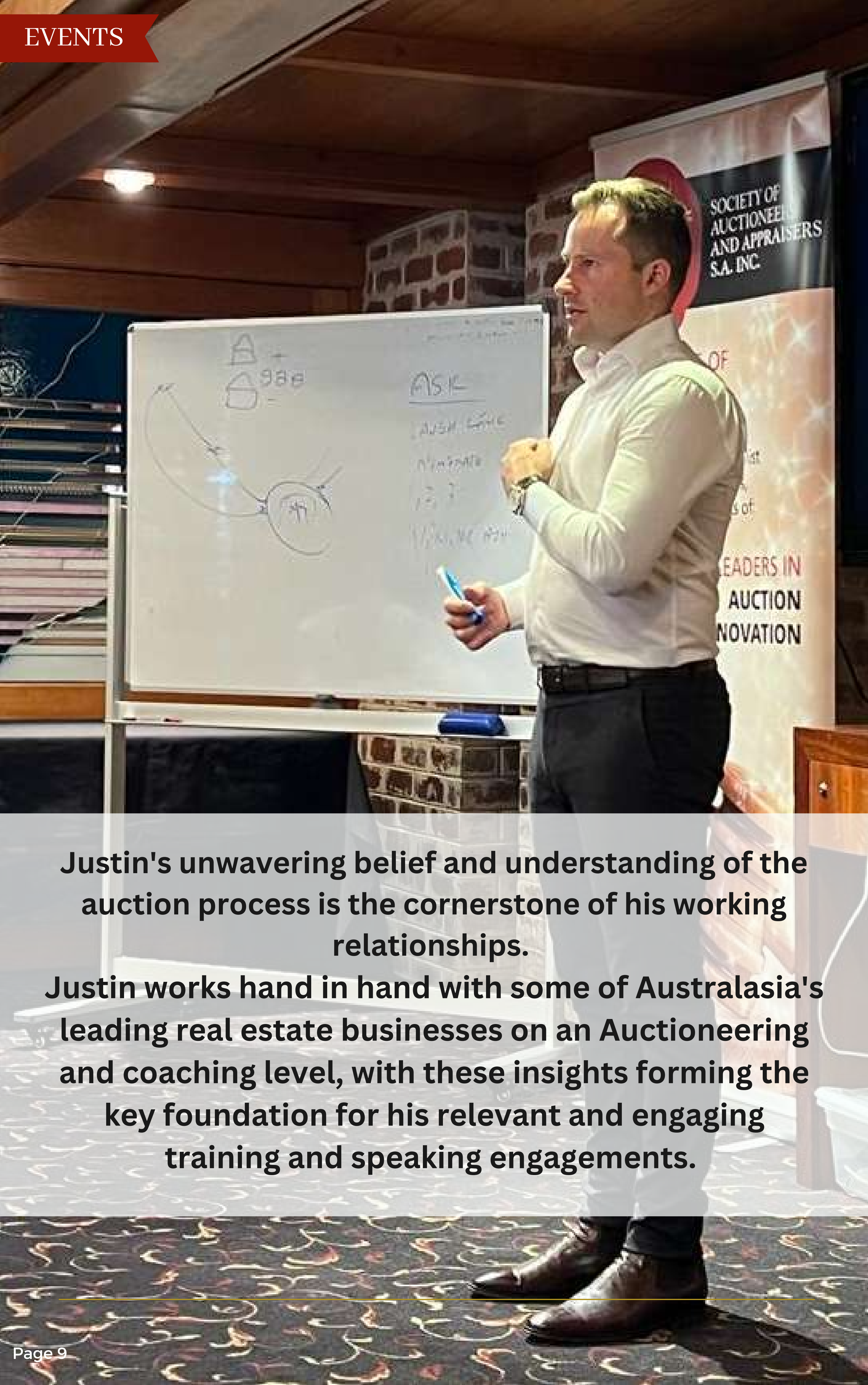
Some people spend several days and thousands of dollars in airfares and accommodations to receive coaching from Justin in Queensland. On Thursday 16, March, Society members were fortunate enough to receive real estate auction professional development for a \$25 dollars entrance fee.

Justin provided the workshop complimentary and the Society charged a nominal fee to cover room hire

Topics included:

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





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 for his relevant and engaging training and speaking engagements.



The format was Q&A with vigorous interaction between members and the presenters, and to top it all off, after the session, the Society shouted for all delegates a drink at the bar with Justin.

A highlight of the event was the presentation of a bottle of Penfolds St. Henry's wine, courtesy of AJ Colman with a 1935 Chauffeur driven Packard to take Justin to the airport also courtesy of AJ Colman.



REAL ESTATE SALES PRACTICE COMPLIANCE



Thursday 23rd March 2023 Chris Gill conveyed the first afternoon session of real estate sales practice compliance to ensure your office fully complies with all aspects of legislation.

A new format with open discussion and a Q&A format is becoming increasingly popular with members who can ask questions at any time during the presentation, and the Q&A format alerts others to any misunderstandings of compliance and best practice procedure.

We covered 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, clarifying what needs to be provided to vendors, and popular issues of real estate practice, including 24G, planning approvals, serving Form 1's, EPA, etc

40 members attended, with some offices bringing their support staff as it is imperative that they also fully understand the requirements of best practice to conform with legislation.

Chris Gill fully understands all the requirements, has a full understanding of the legislation and regulations, and imparts his knowledge to delegates. When asked, **What did you gain from the presentation?** Answers were: Plenty, I didn't know about 48-hour subject sales let-out clauses, the importance of having any items of contention in either inclusions or exclusions, e.g., televisions bolted to a wall, plumbed fridges, personal effects to include contents of sheds, rubbish in the backyards, etc., and not to use standard inclusions and exclusions clauses or you could come unstuck. Yes, as always. I learned everything there is to know about addendums; I now have a better understanding of Form 1's which is very important; and I can now update my best practice procedures because I now have a better understanding of the legislation. **What did you like the most?** The answers were: open format, a lot better than reading slides, questions and answers about a subject I've never thought of, Chris' candour, the different approach, all of it is excellent, I took copious notes, **What else would you like covered?** Answers were: what an EOI really means and the legislation about it; more common scenarios and examples, more information regarding buyers agents, just more of it, more real-world examples; more on contract law;





What would you tell others as the main benefits of this workshop? Answers were: real issues emerging in a changing market; it is a good refresher and a good way to brush up; it is all good general knowledge and great to be able to ask any question, it is extremely informative, to gain a deeper understanding of the documentation, a great way to gain insights or help with actual problems you are struggling with; and to ascertain boundaries from a legislative perspective.

We will run this session again later on in the year, and if you haven't attended one of these already, be ready for us to blow your socks off. The workshop is dynamic, Chris Gill's knowledge is second to none, and the way he delivers it in a plain English format is sensational. I hope to see you in the next one!

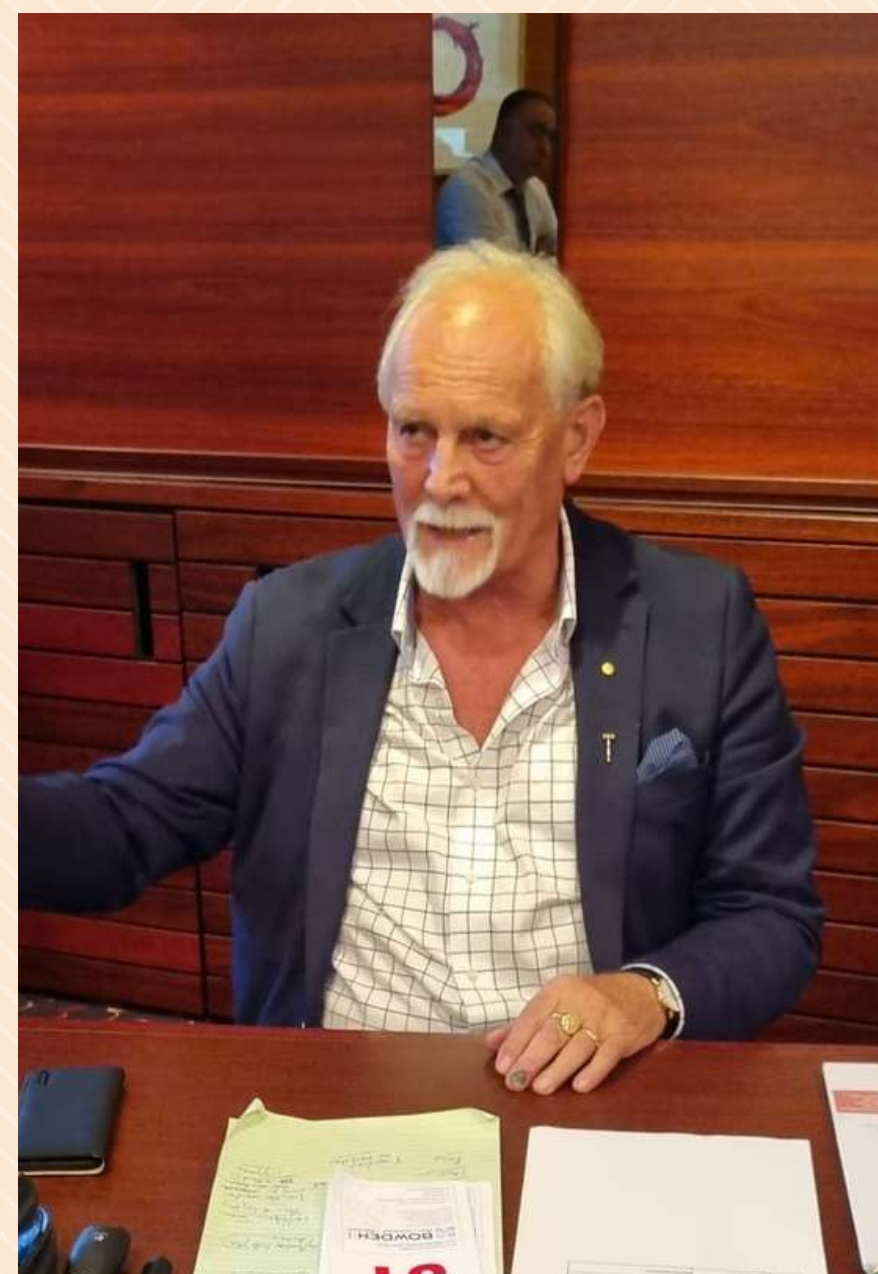
Garry Topp FSAA(life)
CEO





2 Day Auction Academy

Our 2-day Auctioneers license workshop is increasing in popularity with more South Australians wanting to further their careers by gaining expertise as competent real estate auctioneers. Our training module 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. The workshop is conducted by a nationally accredited trainer, Brett Roenfeldt, O.E.M., FSAA (life).



The course covers all aspects of auctioneering, including inspiring trust in your bidders, how to build excitement, voice projection and modulation, how to relate the lifestyle benefits of the property and the area, bidding, crowd control, answering questions, legislative requirements, auction documentation, bidder negotiation, and effective use of the three calls.

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5 AUCTIONEERS

Every participant received a comprehensive workbook, including best practice procedures, auction essentials handouts, and a PowerPoint presentation. The workshop is conducted for the Academic Pavilion RTO.



Participants were **Rocco Perre** from Melbourne, who worked in energy and sales; his hobbies are shooting and soccer. Rocco has recently started working with Klemich Real Estate, which has a strong auction culture driven by Matt Smith and Oren Klemich.

Trent Godfrey, attending the course for the second time, was recently appointed business growth manager for First National in SA/NT. Came to SA from New Zealand in 2013 when he arrived, joined the Society, and won the Golden Gavel Live Rising Star in his first year as the corporate auctioneer at Ray White Brighton. He then spent 5 years with Home Start Finance. He wants to now fine-tune his auction skills as a corporate auctioneer with First National.



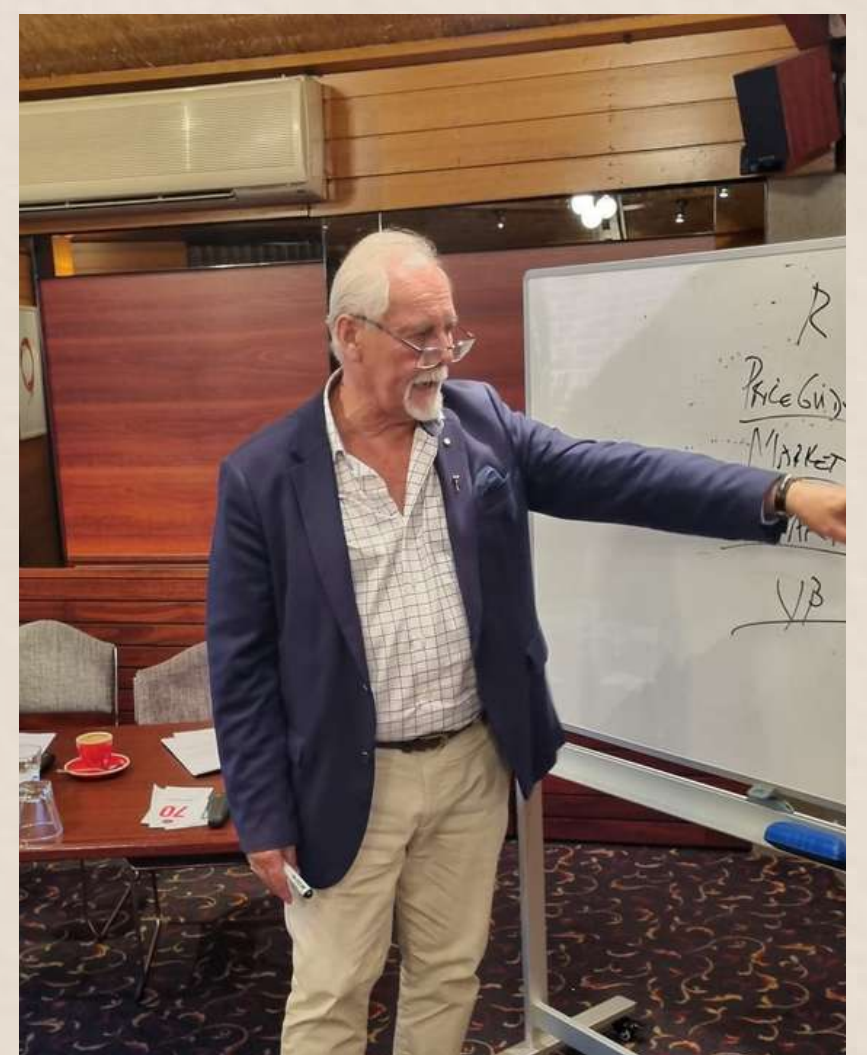
Colleen Martin, of Yorkes Real Estate, sells and develops country properties, both residential and commercial, and sells businesses. She has a background in management and nursing and has traveled in Europe for 4 to 5 years. recognizes the enormous benefits of the power of the auction process to take home to the Peninsula.

Sholeh Shoaeeyan was born in Iran and came to Australia six years ago worked for Refined Real Estate has a teaching degree and achieved her Certificate IV at REISA now studying Law and her effervescent personality will make her an effective auctioneer.



Sam Shoaeeyan came to Australia in 1998, currently working with Victor Velgush at Refined Real Estate was third in Salesperson of the year in the REISA awards currently taking flying lessons. Has four kids and wants to add Auctioneering to his many existing skills.

In the course, Brett Roenfeldt uses his 35 years of experience and 16,000 plus auctions of farms, vineyards, hotels, farming, commercial, and industrial holdings, including all South Australian Hungry Jacks outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsey Park Stud, residential homes, and vacant land. Brett imparts his intricate knowledge to give participants the best possible grounding to commence their careers or enhance their current skills. The training is all about bringing out your own natural personality in your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.



We will hold a 2-day Auctioneers license workshop again mid-year. If you would like to attend, please let us know as there is preparation required prior to attending.

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

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

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'40 YEARS OF HISTORY'

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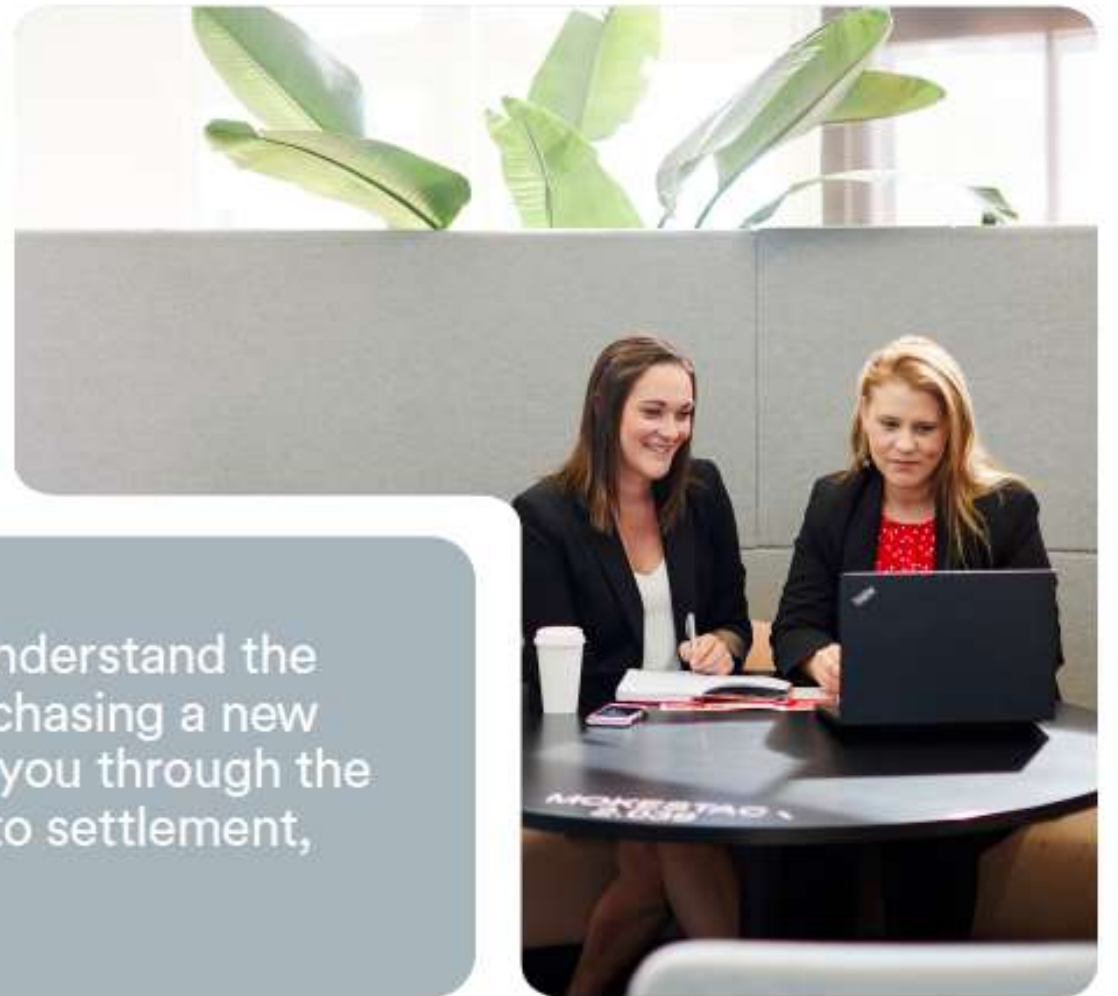
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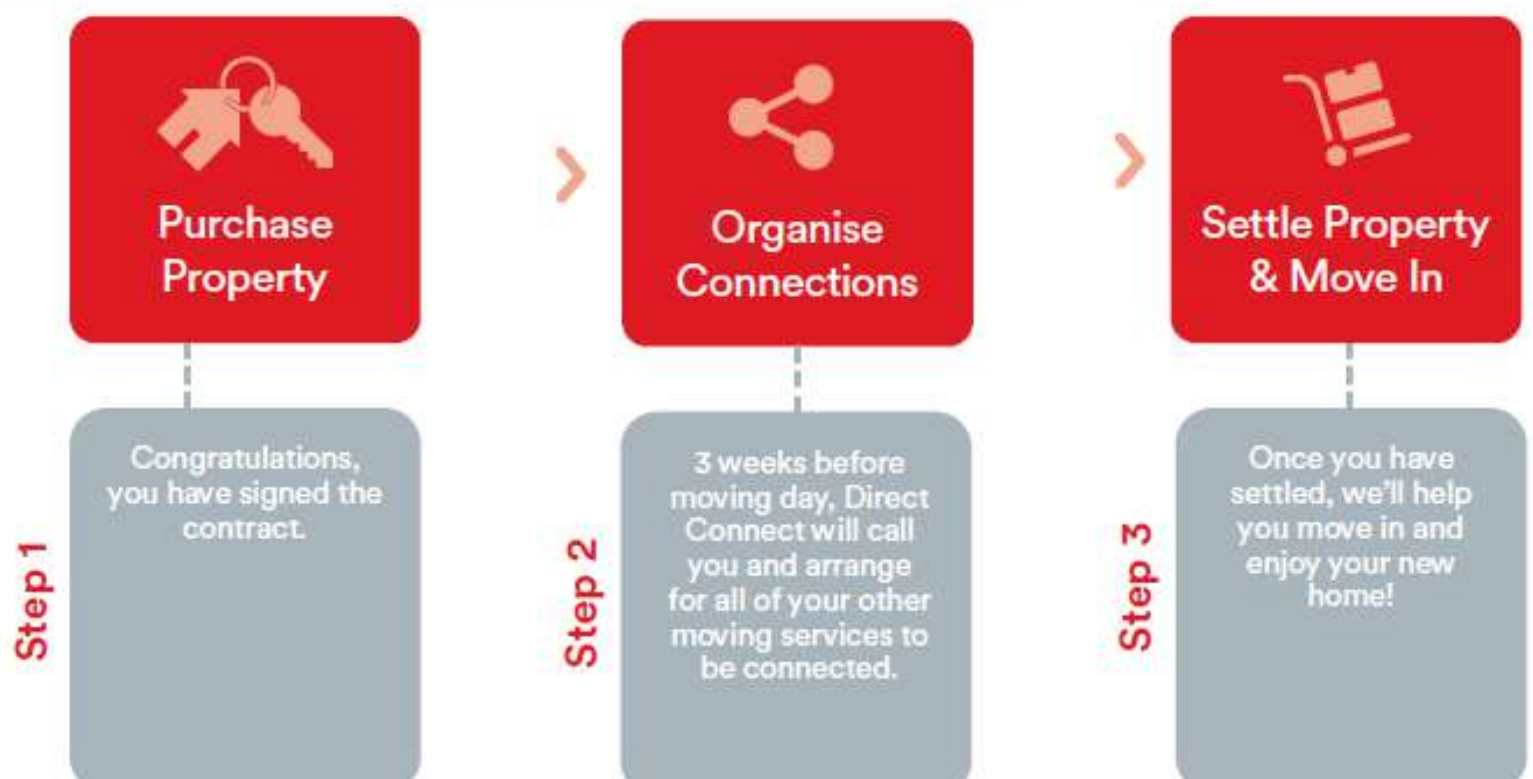
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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

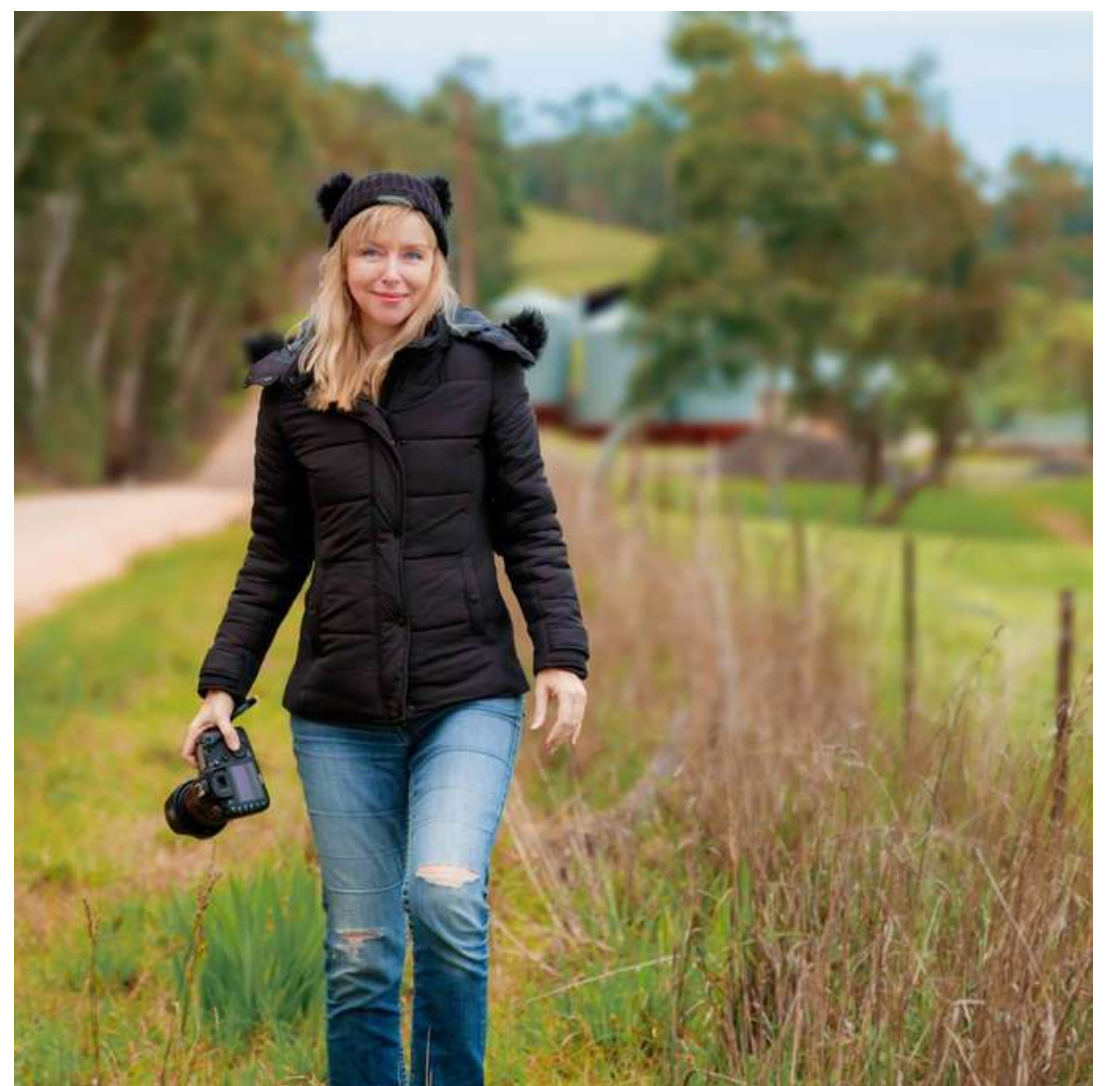
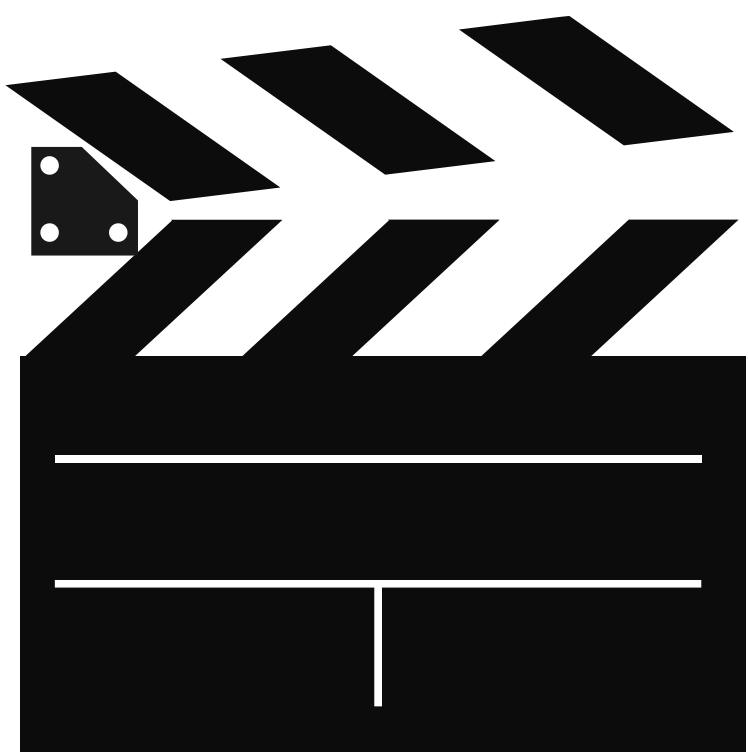
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Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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Lyn Melville

CEO

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21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

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

What is an Auction?

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

Why Auction Real Estate?

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

Committed Vendors sell their property by Auction!

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

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SEARCH WITH EASE

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

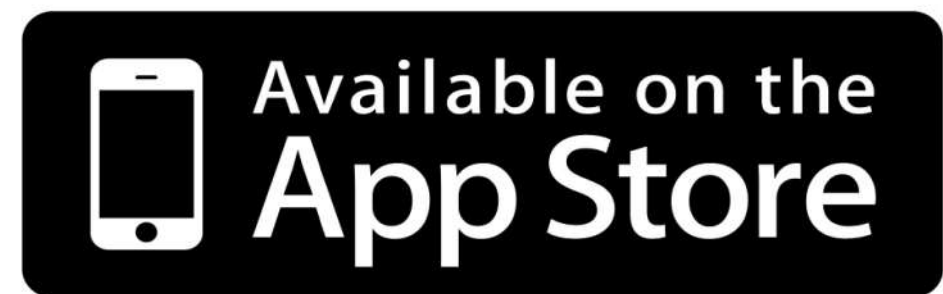
INSTANT UPDATE

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

LIST

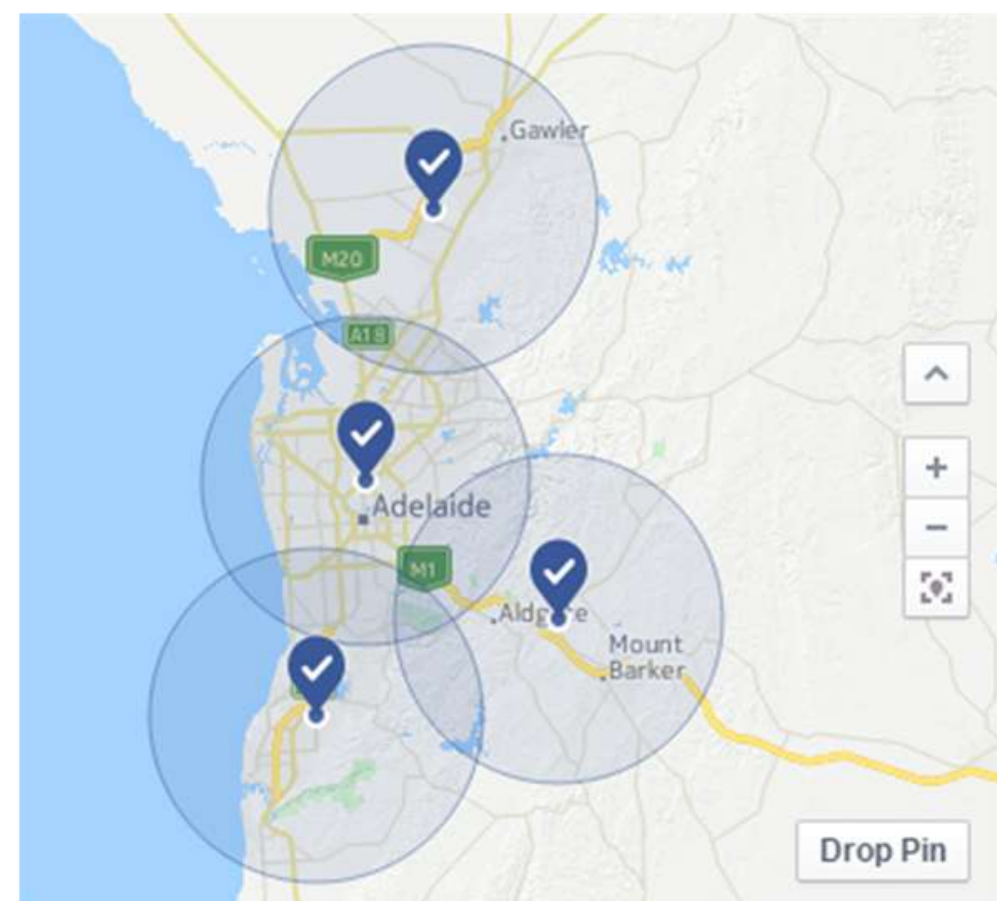
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

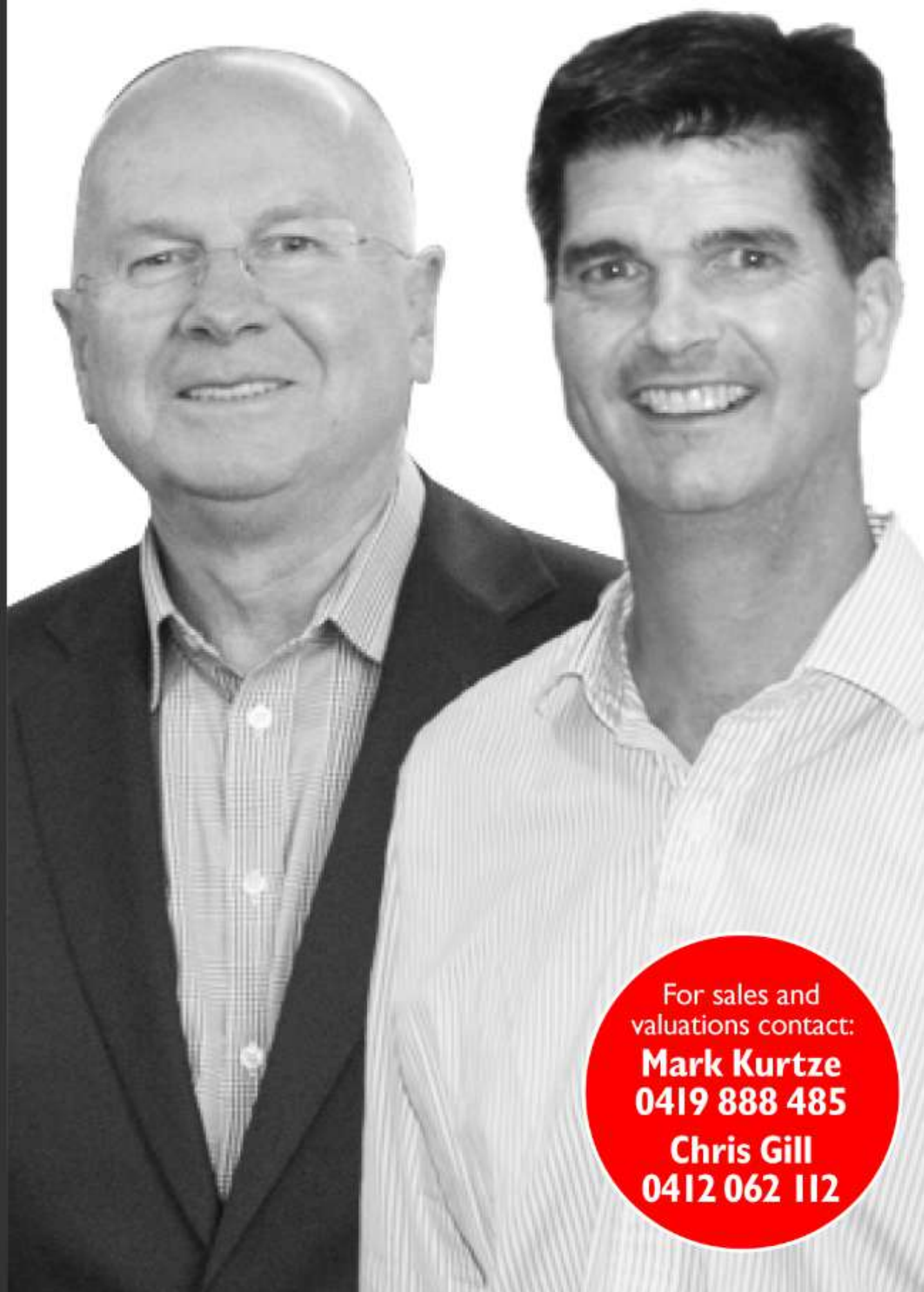
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For Form 1 preparation please contact Chris Gill on 7221 4908

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

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

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