

GAVEL & GLASS

MAY 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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THE BOARD

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President



Anthony DeMarco



Vincent Doran

Vincent Wang
Vice President



Sarah Bower



John Young



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GOLDEN GAVEL LIVE

Rising Star Heats **2023**

Date: Wednesday 3rd May

Time: 9:00am- 11:00am

Venue: The HWY

290 Anzac Hwy, Plympton SA 5038

Five contestants will be performing

ALL MEMBERS ARE INVITED, SEE YOU THERE



Golden Gavel Live RISING STAR HEATS 2023

It's that time of the year again!

The 2023 Golden Gavel Live Competition & Awards

The Awards that celebrate excellence for Society of Auctioneers & Appraisers (SA) Inc. Auctioneers Appraisers + Auction Marketers in South Australia.

We look forward to you company on Wednesday 3rd May (This Wednesday) to witness our vibrant and keen new to the profession Auctioneers at the:

2023 Golden Gavel Live to be held at:

The HWY, 290 Anzac Hwy, Plympton SA 5038

5 contestants starting at: 9:30am

Please come along and encourage these potential future leaders plus please book for the Awards Lunch

Date: Tuesday 16th May

Venue: The HWY, 290 Anzac Hwy, Plympton SA 5038

Time: 12 noon

Link: [Booking form](#)

On Tuesday 16th May come along to the HWY from 10:00 am and view the 5 TOP senior Real Estate Finalists in a shootout In front of a panel of Judges + Bidders to award the top 2 who will represent South Australia in the AUSTRALIASIAN AUCTION Competition convened by REIA/REINZ in Auckland in September and the top point scorer as the 2023 Golden Gavel Champion (Booking by 5th May, please.)



Garry Topp



PRESIDENT REPORT

THE CURRENT MARKET

In spite of all the holidays and long weekends April has been extremely strong when it comes to auction numbers. Although it's not quite at the volume of last year, all other statistics are very positive.

There were approximately 550 auctions conducted throughout April of this year. This is down from 700+ auctions from the same time last year. Clearance rates were extremely positive with almost 75% of auctions selling under the hammer on the day.

Registered bidder numbers are also looking very high, with the limited data I have showing that they might be close to 10 per auction throughout the month. It would be great if all those auctioneers who are reporting their auctions through the Society website would also complete the results in full, including registered bidders. This way we could have a more comprehensive set of data to look at and report from. If anyone needs any help with completing this, please reach out.

RISING STAR

Please come along to the Rising Star auction competition this Wednesday, May 4th, being held at the HWY, 9:00am. All our current successful auctioneers have once started as a novice, many of them entered this competition and it was the springboard to their career (myself included). It would be great if we could get as many established and respected auctioneers and agents to come along to support our next generation of aspiring auctioneers.

GOLDEN GAVEL

The Society Golden Gavel Live videos have all been submitted and will be going before a panel in the next week or so, prior to the Golden Gavel Final performances on May 16th. The top 5 live performances will be eligible to attend the Austros in AUCKLAND IN SEPTEMBER. The Finals will be held from 10am at the HWY, Plympton from 10am followed by a lunch at 12.

AUCTION IDOL

As you may well be aware, along with REISA, we will be bringing back Schools Auction Idol for 2024. We would like to extend an invitation to anyone who would like to be a mentor for this very rewarding program. For more information please contact me, any of the board members or any of the Society team.

Thanks for your ongoing support, please feel free to contact us at any time with any questions,



John Morris

UPCOMING EVENTS

[Download Brochure here](#)



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.



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AGENTS
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Email: admin@auctioneers.com.au

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

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

Name on Card _____

Names Attending _____

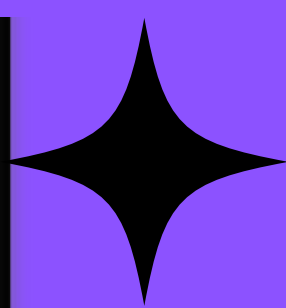
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THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

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

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

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

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



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

- Inspire trust in your bidders
- 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

Each participant will receive a comprehensive workbook including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation. Assessment of Competency will be by a Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial - including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes, and vacant landholdings.
- The only trainer to win five 'The Society' Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible grounding 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

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**THURSDAY, 3rd AUGUST AND
FRIDAY, 18th AUGUST
8AM for 8:30AM to 6:00PM**

VENUE: TBA

(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)

Telephone: (08) 8372 7830 - Email: admin@auctioneers.com.au
22 Greenhill Road, Wayville SA 5034

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SOCIETY'S AUCTIONS



ADELAIDE, 27 Hallett Street
SOLD for \$856,000

Agent: Andrew Downing
Auctioneer: John Morris



WEST CROYDON, 76 Rosetta Street
SOLD for \$830,000

Agent: Thomas Crawford
Auctioneer: Vincent Doran



RICHMOND, 76 Milner Road
SOLD for \$791,000

Agent: Nathan Fox
Auctioneer: David Smallacombe



PETERHEAD, 74 Wills Street
SOLD for \$820,000

Agent: Samantha Hirniak
Auctioneer: Sharon Gray

Gavel & Glass

SOCIETY'S AUCTIONS



ENFIELD, 3 Ragless Avenue
SOLD for \$610,000

Agent: Tristian Kennedy
Auctioneer: John Morris



GOLDEN GROVE, 3 Citronelle Place
SOLD for \$1,250,000

Agent: Craig Ricciuto
Auctioneer: Michael Fenn



CROYDON PARK, 14 Ross Ave
SOLD for \$780,000

Agent: Alex Ghinis
Auctioneer: Jonathon Moore



FULHAM GARDENS, 3 Market
Corner
SOLD for \$900,000

Agent: Peter Kiritsis
Auctioneer: Jonathon Moore

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SOCIETY'S AUCTIONS



CAMPBELLTOWN, 51 Ann Street
SOLD for \$656,000

Agent: Greg Nicholls
Auctioneer: Troy Tyndall



HILLCREST, 31 Norseman
SOLD for \$601,200

Agent: Paul Bateman
Auctioneer: Brett Roenfeldt



EDWARDSTOWN, 11 KARONG
AVENUE
SOLD for \$645,000

Agent: Rod Smitheram
Auctioneer: Rod Smitheram



TORRENS PARK, 3/18 Fife Avenue
SOLD for \$681,000

Agent: Bruce Farrow
Auctioneer: David Smallacombe

SOCIETY'S AUCTIONS



SOMERTON PARK, 23 Parry Avenue

SOLD for \$1,075,000

Agent: Chris Daley

Auctioneer: Rod Smitheram



PAYNEHAM, 36 Henry Street

SOLD for \$1,403,000

Agent: Pasquale Mastrangelo

Auctioneer: Brett Roenfeldt



HENLEY BEACH SOUTH, 28a
Fletcher Rd

SOLD for \$2,260,000

Agent: Samuel Parsons

Auctioneer: Jonathon Moore



FLAGSTAFF HILL, 16 Justine Street

SOLD for \$682,000

Agent: Sam Conlen

Auctioneer: John Morris

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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'

Highlighting 40 years of achievements celebrating and recognising the dedication and passion of The Society Family.

[**CLICK HERE AND WATCH THE VIDEO**](#)



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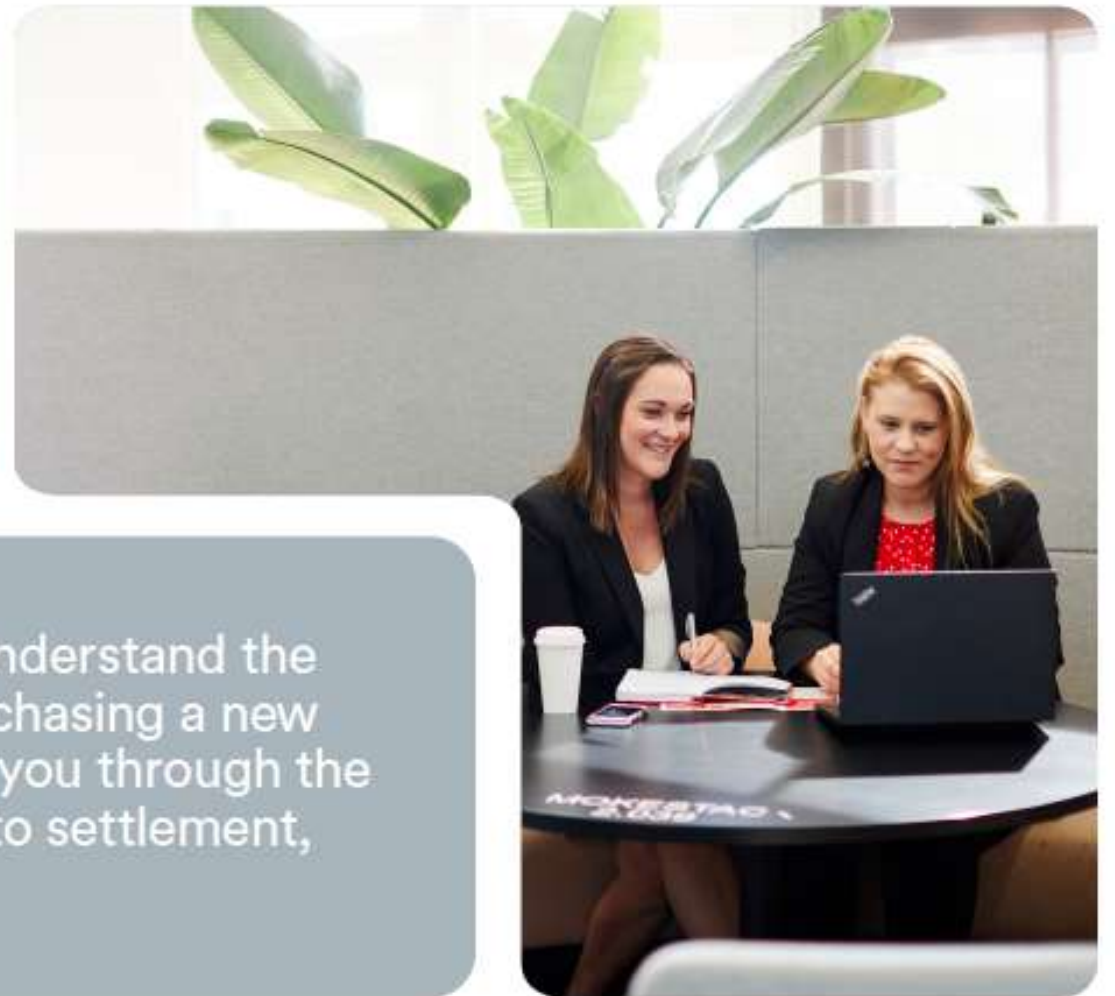
For more information visit our website directconnect.com.au or call 1300 650 767

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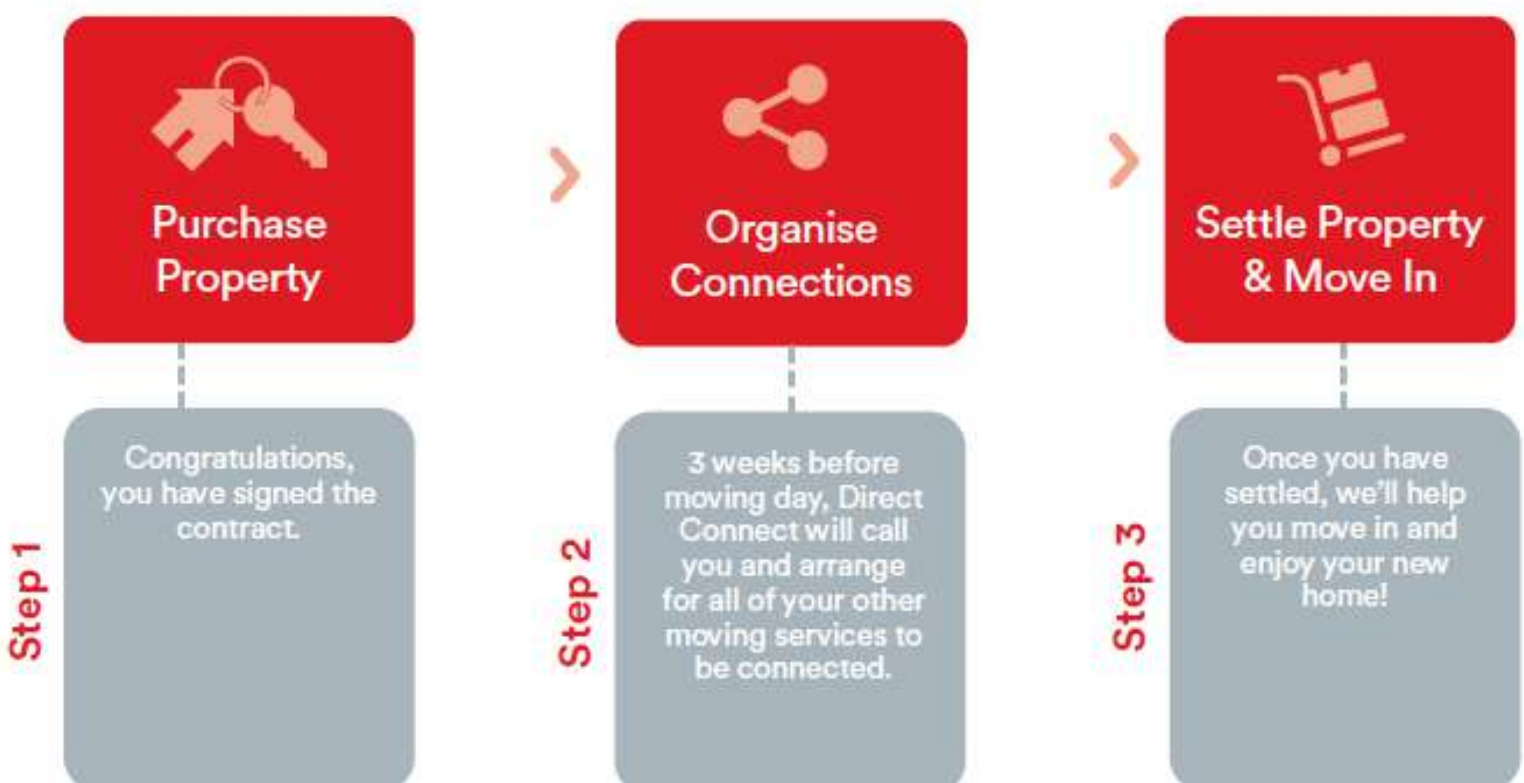
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Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

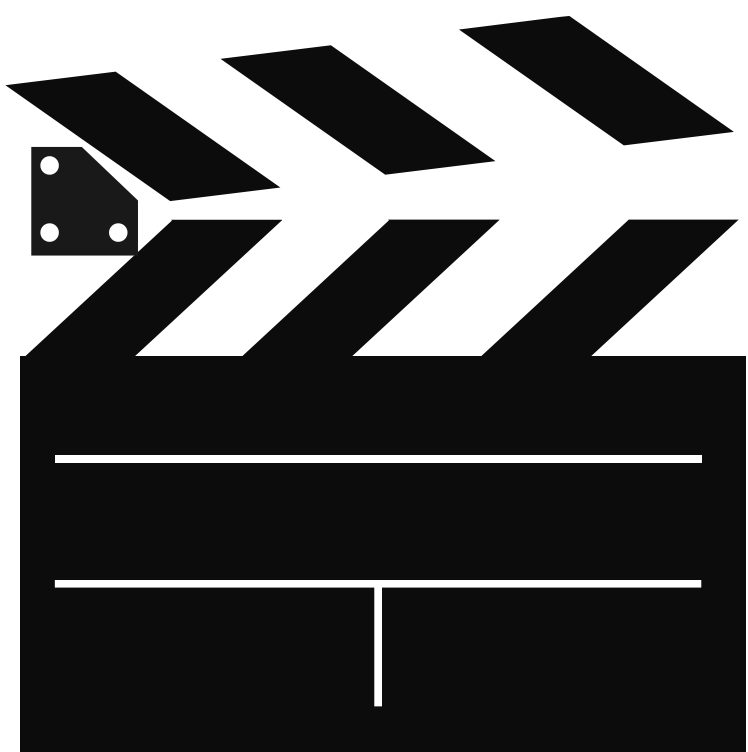
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Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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

Sourcing Government funding is a specialty.

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REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

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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.

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.

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.

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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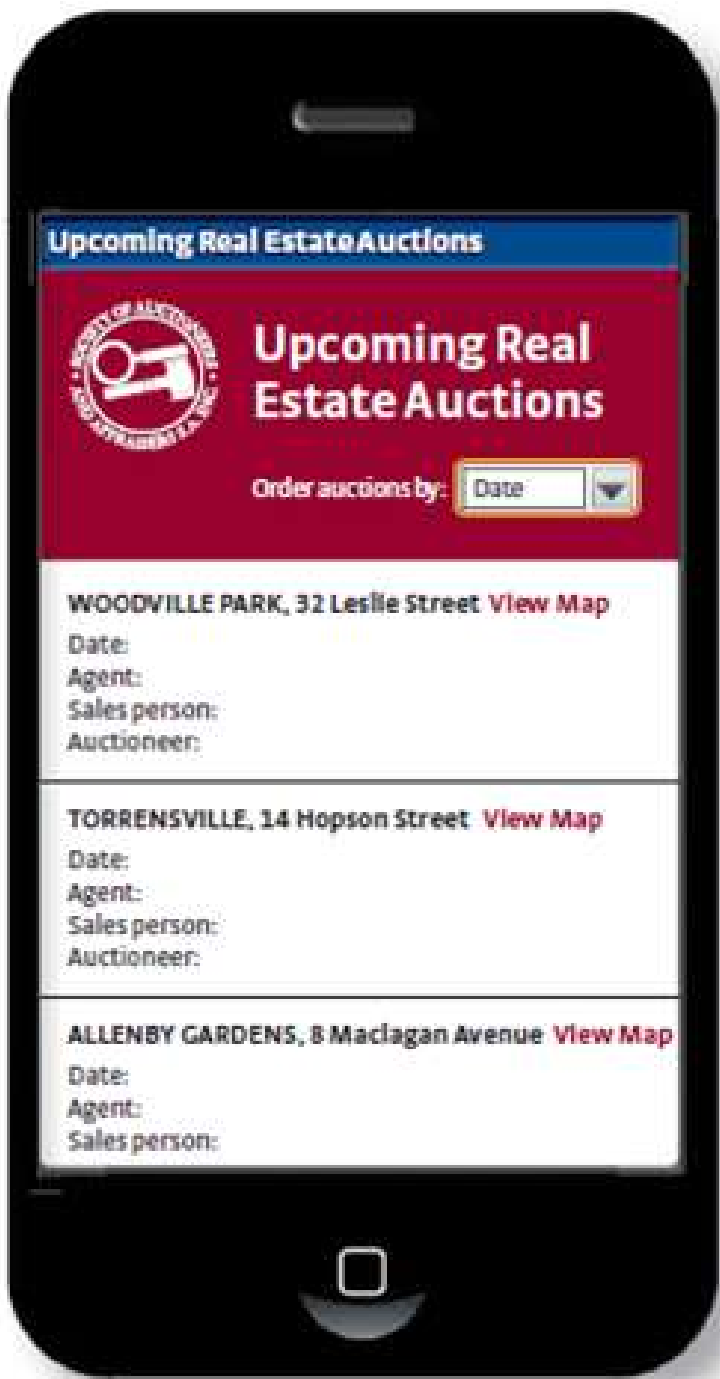
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UPCOMING AUCTIONS APP

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!

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

Just search "upcoming auctions"

SEARCH WITH EASE

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

INSTANT UPDATE

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

LIST

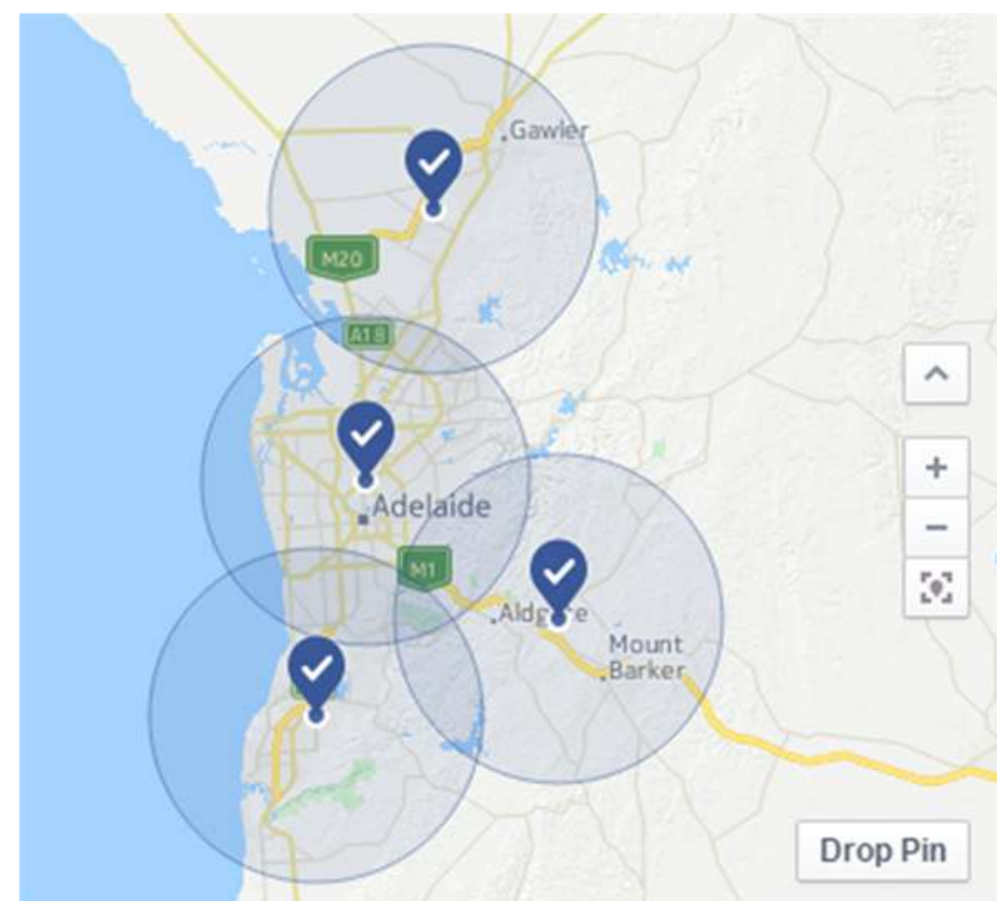
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

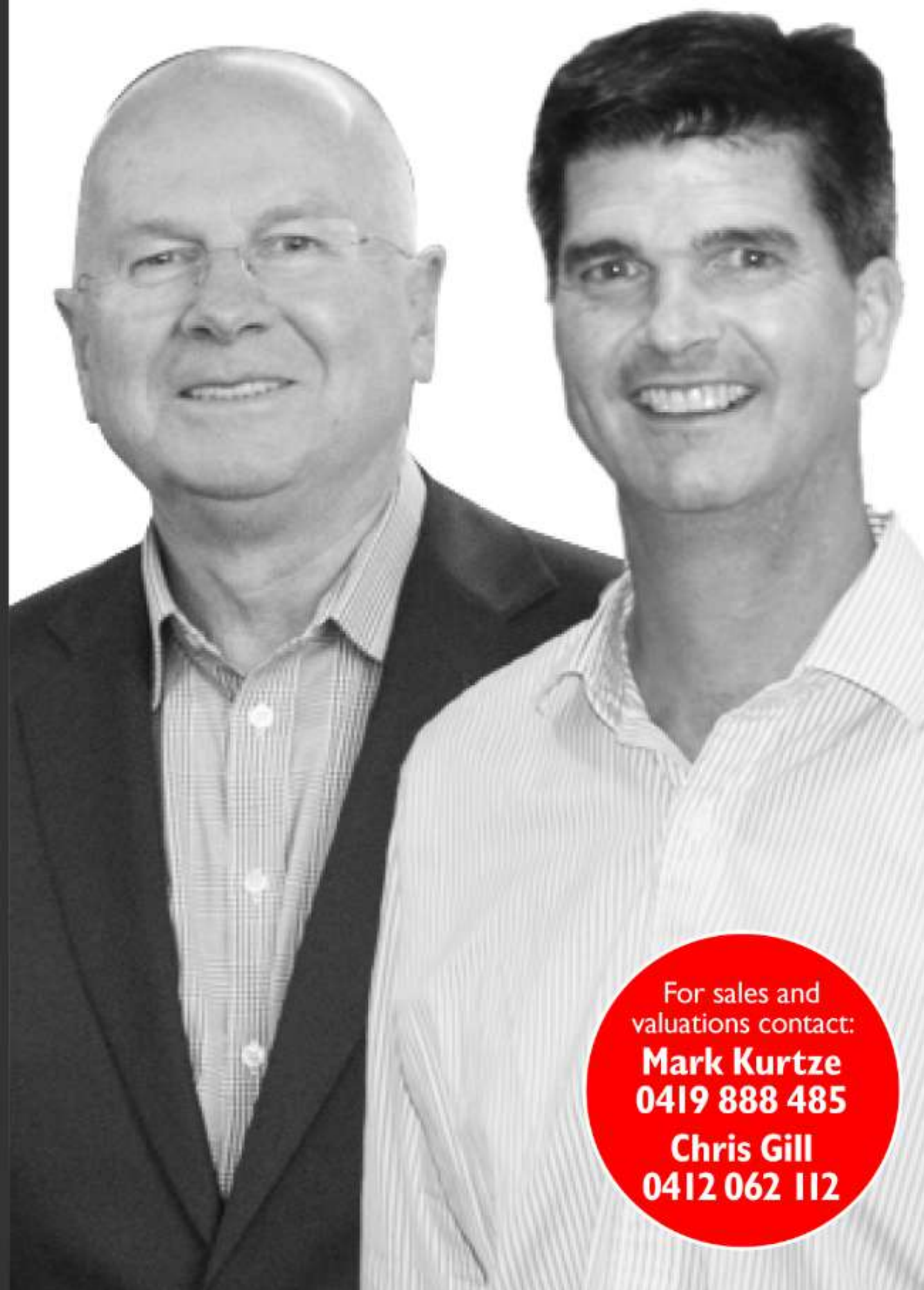
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The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

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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.

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