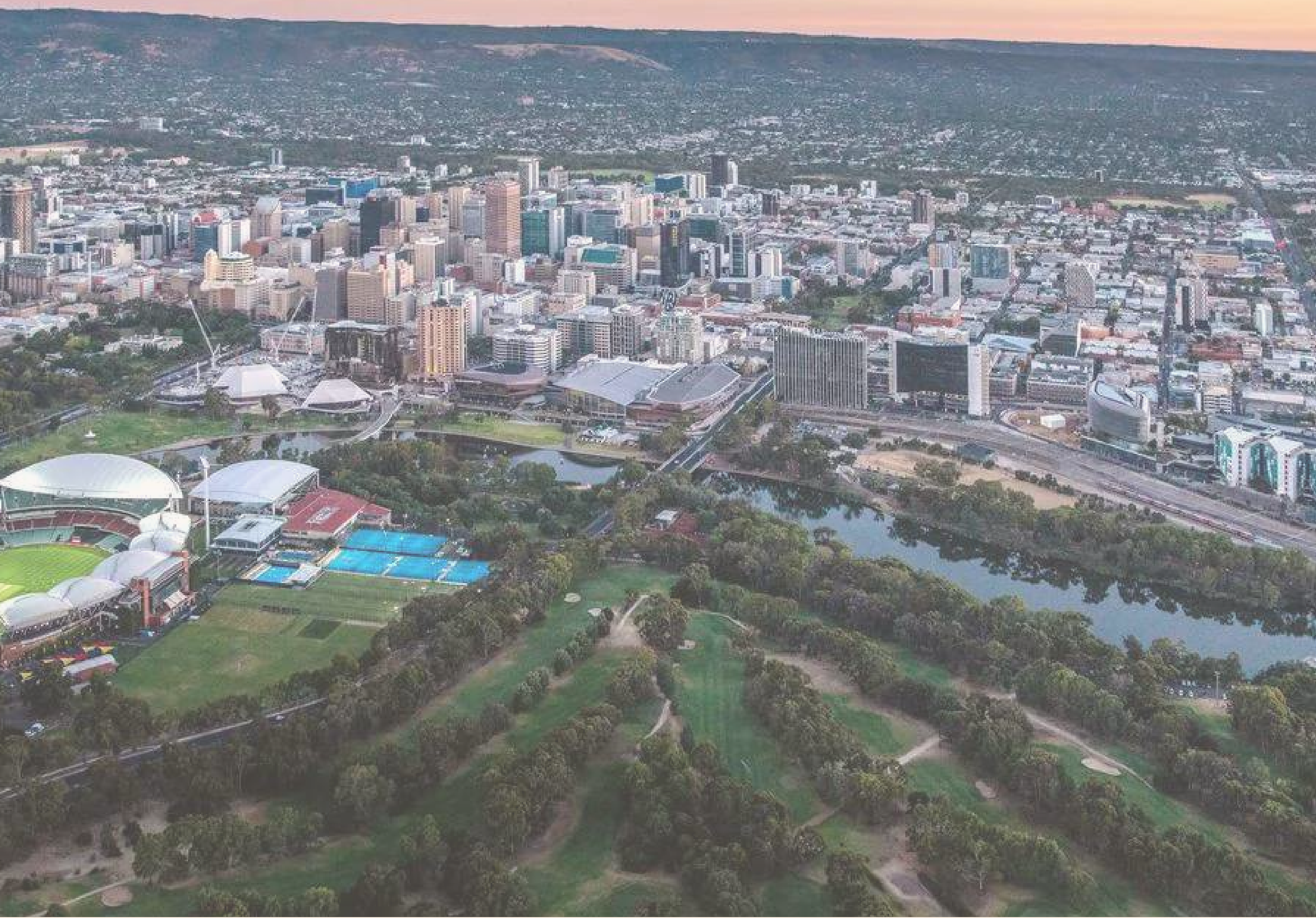


GAVEL & GLASS

JUNE 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

Upcoming Events

Under The Pump Q&A session.....Page 3

2 Day Auctioneers Licence Workshop.....Page 4

Events

Golden Gavel 2023.....Page 5-37

Rising Star Heats.....Page 8-11

Senior HeatsPage 12

Senior FinalsPage 13-17

LunchPage 18-21

AwardsPage 22-35

Feedback.....Page 36-37

Vincent Doran.....Page 38

Society's AuctionsPage 39-42

Society's AuctioneersPage 43-44

40 Years of HistoryPage 45

Direct ConnectPage 46

Read BrothersPage 47

Eight At The GatePage 48-49

Perspective MediaPage 50

Eckermanns GroupPage 51

Academic PavilionPage 52

21 Advantages of AuctionPage 53

ReformsPage 54-55

Upcoming Auctions AppPage 56

Rent Roll SalesPage 57

The Form 1 CompanyPage 58

Estate and Downsizing ServicesPage 59

SponsorsPage 60

Board Members

John Morris
President



Anthony DeMarco



Vincent Doran

Vincent Wang
Vice President



Sarah Bower



John Young



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THE BOARD



'THE SOCIETY'

AGENTS AND AUCTIONEERS UNDER THE PUMP

Challenges Agents and Auctioneers are facing

The HWY- 290 Anzac hwy,
Plympton SA 5038
Thursday 6th July, 4:00 PM
Book by:
FRIDAY, 1st of July



Brett Roenfeldt



Chris Gill

Q+A session addressing issues that can arise during an Auction and how to handle situations and questions in difficult situations.

+ Drinks Afterwards

Do you know the answer to, the following:

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?

- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50,000.00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employ of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?

COST:
\$33 EACH

What is the best way to answer the following questions:

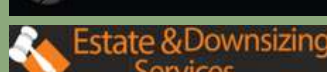
- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?

- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

KEY SPONSORS



ALSO SUPPORTED BY



PARTNERS



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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)

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Card No.

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

Name on Card _____

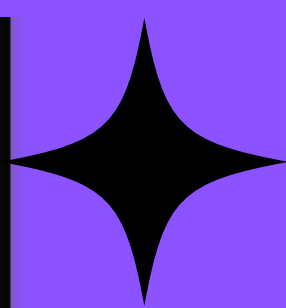
Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____



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:

- 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

- | | |
|--|-------------------------------|
| -Inspire trust in your bidders | -How to utilize Best Practice |
| -Build excitement in your presentation | -Procedures |
| -Delivery Techniques | -Answering questions |
| -Voice Projection and Modulation | -Legislative questions |
| -How to design your open and welcome | -Auction Documentation |
| -Body Language | -Closing |
| -What Conditions of Sale to highlight | -Dialogue with Vendor |
| -Taking Bids | -Highest Bidder Negotiation |
| -Crowd Control | -Effective use of the 3 calls |

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.

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**

**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

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

Name on Card _____

Names Attending _____

NON-MEMBERS Please advise Address _____

Ph _____ Email _____

**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

GOLDEN GAVEL

2023





Ladies and Gentlemen, what a proud history The Society has and we continuously raise the profile and standards of the profession of both Auctioneers and Appraisers.

The concept removes distance as a barrier and allows Auctioneers to compete from all over SA for the ultimate accolade of "The Society" Golden Gavel Champion for Real Estate, General, and Livestock.

The Society in its 41st Year is proud to both represent you and help you to continue leading through our initiatives such as our REA Forms, Upcoming Auctions App, Nationally Accredited training, and "The Society" Golden Gavel Competition and Awards.

Oren Klemich FSAA (Life)
Trustee

Gavel & Glass



“WELCOME to the 31st Golden Gavel Live Awards.”

Entrants in all fields are vying for the coveted prize of The Society Golden Gavel Live Winner in their respective fields.

- "The Society" Golden Gavel Live received 20 nominations this year.
- Senior Real Estate & General Auctioneers performed real live auctions in the field and uploaded a video or live streamed it to the Society's Facebook event page.
- The top 5 Senior Real Estate Auctioneers from the Heats competed in a Final to award the Australasian Entrants for Auckland, New Zealand in 2023 and the outright winner will be our 2023 Golden Gavel Champion. This is in association with REISA and we acknowledge the CEO of REISA, Andrea Heading and REISA chair, Cain Cooke both here today.
- We are currently working with REISA to bring back the School's Auction Idol competition in 2024. If you would like to participate as a mentor, please let us know.
- Rising Stars performed by auctioning a home in the HWY in front of a panel of judges and bidders.
- As your President, I am both honoured and proud to be associated with this vibrant and well-respected body of professionals.
- I'd like to acknowledge our Sponsors Direct Connect (Jane McKniff) Read Brothers Signs (Darren Read), Bowden Printing (Sam Bowden), Eckermanns Lawyers (Jarrod Eckermann, Hayden Eckermann, Michael Madsen and Haydn Lawson), Estate and Downsizing Services (AJ Colman), Perspective Media (Larissa and Eddie), Eight at the Gate wines (Jane Richards), Academic Pavillion (Lyn Melville), Cowden Insurance Brokers (Gordon Tonkin), du Plessis Auction gallery (The du Plessis family), The Form 1 Company (Chris Gill) and Partners Business SA.



PARTNERS



Gavel & Glass



RISING STAR HEATS





Rising Stars are our Auctioneers of the future and have conducted less than 10 Auctions in the field or no live auctions at all and have not won this Award previously.

This year the Rising Stars auctioned a 3-bedroom home in Adelaide.

The Auctioneers had to highlight the benefits of living in the area and conduct the Auction in front of Live Judges & Bidders.

4 Entrants for this year were:

Stuart Were, Angus Barnden, Jessica Buckmaster and Glenn McMillan.

The judges were:

Darren Read, Jane Mckniff, AJ Colman, Vincent Doran, Luke Domingo, Enrique Bisbal, Will Fitridge, Trent Godfrey

*Vincent Doran's score was not taken into account as there was an entrant from his company.





The bidders were:

Matt Smith, Brett Roenfeldt, Marc du Plessis, and Vincent Wang

The Floor Manager was: Jarrah Holmes

The Benchmark Auction was conducted by 2021 "The Society" Rising Star Champion - John Young.

Everyone was amazing and the competition was tough.





Video Performances



[Stuart Were](#)

[Angus Barnden](#)

[Jessica Buckmaster](#)

[Glenn McMillan](#)

[Rising Stars Highlights](#)



SENIOR HEATS

Senior heats were held on 5th May at The Hwy. The judges were **AJ Colman, Brett Roenfeldt, Matt Smith, Victor Velgush, David Smallacombe, Paul Henry, and Troy Tyndall** who evaluated the auction skills of 9 entrants who posted their auction videos on the Society's Facebook Page. The Judges reviewed each video and assigned scores based on the evaluation criteria. They took into account the entrants' performance, communication skills, and ability to effectively demonstrate the auction process. After careful evaluation, the judges collectively determined the winners based on the scores assigned. The top-performing entrants, who demonstrated exceptional auction skills, were selected as the finalists for the Golden Gavel 2023 and will compete live on 16th May at the HWY.





Senior Finals





"The Society" Golden Gavel has unquestionably raised the standards of Auctioneering in South Australia. The concept evolved as a means to give profile to our local Auctioneers and Appraisers and it has become the benchmark for the Australasian Competition and other Auction Competitions within Australia and New Zealand.

This is the longest running Auctioneering Competition in the Southern Hemisphere and has been the spring board that has fast-tracked the careers of many SA Auctioneers and Appraisers.



5 Entrants for this year were:

Robbie Smith, Bronte Manuel, Anthony DeMarco, John Morris and Sharon Gray.

The judges were:

Brett Roenfeldt, Cain Cooke, Josh Biggs, Leo Redden, Matt Smith, Rod Adcock, and Steve Kemp,



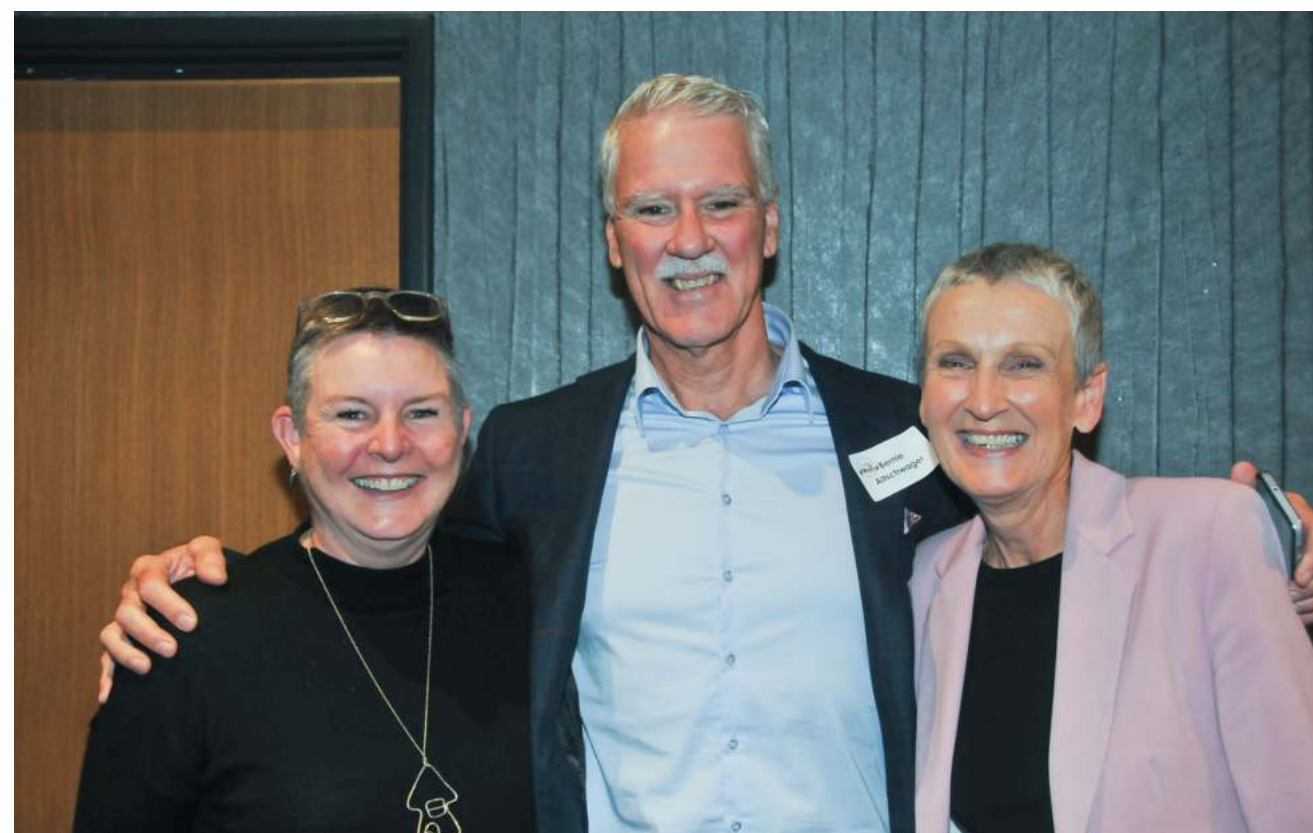
GOLDEN GAVEL



The bidders were:

Bernie Altschwager, Jarrod Tagni,
Marc du Plessis, Sarah Bower

The Floor Manager and Benchmark
Auctioneer was: **AJ Colman**





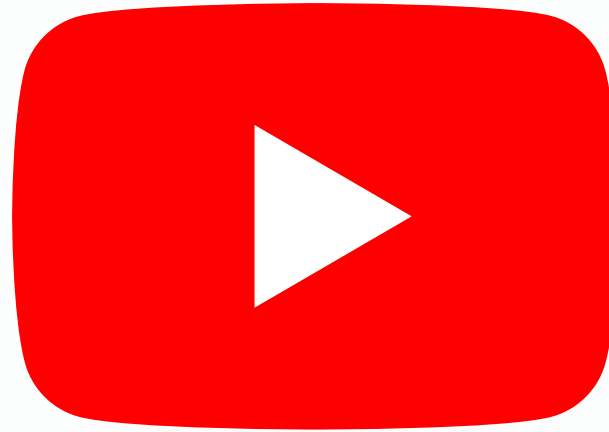
5 Finalists



Anthony DeMarco, Bronte Manuel, Robbie Smith, Sharon Gray and John Morris



Video Performances



[Robbie Smith](#)

[Bronte Manuel](#)

[Anthony DeMarco](#)

[John Morris](#)

[Sharon Gray](#)

[Senior Final Highlights](#)



Awards Lunch @ The HWY



GOLDEN GAVEL

The Golden Gavel Live 2023 provided an opportunity to honor outstanding individuals and their achievements, foster connections, and celebrate excellence within our industry. The highlights and significance of the lunch event and awards ceremony that took place at the HWY on Tuesday, May 16th was sensational.









Awards



The Top 10 Principal and Sales Consultant Auction Marketers are the people who embrace Auction as their preferred method of marketing property. The Society recognizes the Top 10 Principals and Sales Consultants from the monthly results published in our Upcoming Auctions App as submitted by Society Real Estate Auctioneers.

The Top 10 were:

- Joshua Bagley
- Thomas Crawford
- Sharon Gray
- Hamish Mill
- Gabrielle Overton
- Brandon Pilgrim
- Stefan Siciliano
- Rod Smitheram
- Tim Thredgold
- Troy Tyndall



Vincent Doran on behalf of Thomas Crawford



The Top 10 Principal Auction Marketers and Top 10 Sales Consultant Auction Marketers will each receive a certificate and a bottle of Eight at the Gate premium wine.

The Top 10 were:

Paul Arnold, Paul Bateman, Sam Doman, Anthony Fahey, Justin Irving, Rachel Lawrie, Nick Psarros, Kate Smith, Simon Tanner, Andrew Welch

The Top Sales Consultant Auction Marketer for this year 2023 is Thomas Crawford who received a plaque and a personal promotion video courtesy of Perspective Media.

Vincent Doran received the prizes on behalf of Thomas Crawford.



The Top Principal Auction Marketer for this year 2023 is Kate Smith who received a plaque and a personal promotion video courtesy of Perspective Media.



This award recognizes the Top Auctioneers who have sold the most properties under Auction conditions for the year. Calculated from results submitted and published in The Society's Upcoming Auctions App. This year we will recognise the Top 15 Real Estate Auctioneers by giving them a bottle of premium wine, courtesy of Eight at the Gate Winery and a Gold Lapel Badge to signify their status. They will join an elite group called the 'Gold Club'.

The Top 15 were:

Joshua Bagley, AJ Colman, Anthony De Marco, Sam Doman, Vincent Doran, Michael Fenn, Sam Grover, George Kargiotis, Bronte Manuel, Jonathan Moore, John Morris, Brett Roenfeldt, Rod Smitheram, Jarrod Tagni, Troy Tyndall



Top Real Estate Auctioneer of the Year is John Morris who sold the most properties at Auction for the last Calendar Year. The prize is a plaque to signify their win and a \$200 printing voucher courtesy of the Bowden Group.



The Real Estate Group Auction Marketer for the year is Ray White. This award is for the group that has sold the most properties under Auction Conditions from the results submitted to the Society that appears on our Upcoming Auctions App.



Real Estate Highest Price Sale winner is Geoff Schell for selling the Country Property of 468 Sheep Dip Road, CLARE for \$12,900,000. This award recognises the Auctioneer who has achieved the highest price sale at auction in Country SA from the results submitted to the Society.



Real Estate Highest Price Sale (Residential)

The winner is Hamish Mill for the property 27 Andrews St, WALKERVILLE for \$5,120,000. This award recognises the Auctioneer who has achieved the highest Residential price sale at auction in Metropolitan SA from the results submitted to the Society.

Real Estate Highest Price Sale (Commercial)

The winner is Simon Lambert for the shops 114 King William Road, GOODWOOD for \$5,300,000. This award recognises the Auctioneer who has achieved the highest Commercial price sale at auction in Metropolitan SA from the results submitted to the Society.



Congratulations, Marc du Plessis !

Peter du Plessis Golden Pen Award 2023

Founding member of the Society Peter du Plessis sadly passed away on Monday 19th December 2016. Peter had a passion for the Society second to none. We commemorate Peter's Legacy with the Peter du Plessis Golden Pen Award.

Winner: Marc du Plessis - 4 Paintings
\$1,400,000

Highest Price Single lot of the Year 2023

Many of our Auctioneers & Appraisers carry out Auctions & Valuations of Plant & Equipment, Company Assets, Fine Art & Antiques. This recognises a General Auctioneer with the sale by Auction of an item of an exceptional price from the calendar year 2022.

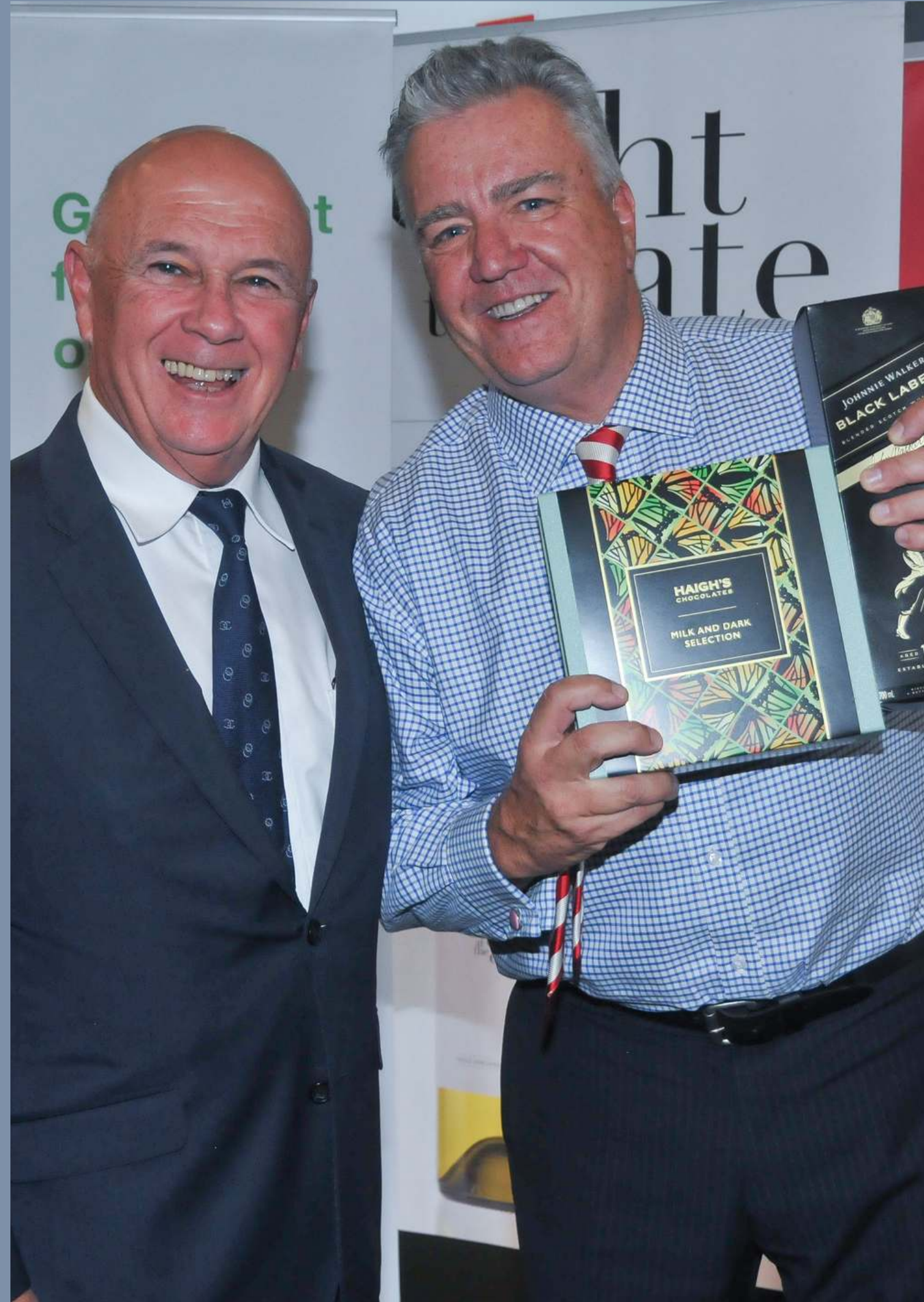
Winner: Marc du Plessis - Luxury Living Gold
Rolex Day/Date Watch - \$102,520

Highest Sale Proceeds of the Year 2023

Recognises a General Auctioneer who has conducted an Auction realising an exceptional sale proceeds from the calendar year 2022.

Winner: Marc du Plessis - The Alluring Antiques, Fine Art & Decor \$767,531

GOLDEN GAVEL



Rising Star

Glenn McMillan is the Rising Star of the year. He received an engraved Auction hammer and a \$500 cheque from the Society.



Rising Star Runner up

The Rising Star Runner for this year is **Angus Barnden**. He received a certificate and a \$100 Read Brother Signs Voucher.

General

This year we invited General Auctioneers to conduct a live auction that is streamed or uploaded onto our Facebook event page.

General Auctioneers sometimes auction without a break for hours and even days selling general goods, from Cars, Trucks, and Earthmoving Machinery to Antiques, Fine Art and Collectables, Farm Clearing Sales, Vineyards, Wineries, Aircraft & Manufacturing Machinery.

It's great to see the Society putting focus on these high achievers.



Paul Kilby is the General Auctioneer of the year and he received a Perpetual Trophy, a framed boxed hammer and \$2000 cash courtesy of du Plessis Auction Gallery and the Society.



General Runner up

The General Runner for this year is **Angus Barnden**. He received a certificate and a \$500 cheque

The 31st Winner of the "The Society" Golden Gavel will join a select group of high achievers and take their part as an ambassador of the Society of Auctioneers and Appraisers and Auction in making history today.

Golden Gavel Senior

The Winner, **Bronte Manuel** received the perpetual trophy, a framed boxed golden gavel, and \$2,000 cash.

Endorsed by REISA into the REIA/REINZ Australasian Auction competition to be held in New Zealand, 17th-19th September this year is the Golden Gavel Top 2 point scorers from the final will represent South Australia at the AUSTROS. They are Bronte Manuel and Robbie Smith



Senior Runner up

The Golden Gavel Senior Runner for this year is **Robbie Smith**. He received a certificate and a bottle of wine from Eight at the Gate.



2023 'The Society' Golden Gavel Winners



Bronte Manuel

'The Society' Golden Gavel Winner

Congratulations to Bronte Manuel for his win in the 'The Society' Golden Gavel Winner Live 2023
[Bronte Manuel, Toop+Toop]

'The Society' Golden Gavel Finalists

- Robbie Smith | Ray White Unley
- Bronte Manuel | Toop + Toop
- Anthony DeMarcol | Harcourts Smith
- John Morris | Morris Auctions
- Sharon Gray | Ouwens Casserly



Robbie Smith, Bronte Manuel, Anthony DeMarco, John Morris and Sharon Gray with Phil McMahon



Paul Kilby with Darren Read

'The Society' Golden Gavel General Auctioneer of the Year

Congratulations to Paul Kilby for his win in the 'The Society' Golden Gavel General Auctioneer of the Year!
[Paul Kilby, Kilby Stock & Station Pty Ltd]

'The Society'

Golden Gavel

General Auctioneer Runner Up

[Angus Barnden, Wardle Co Real Estate]



Angus Barnden with Darren Read

'The Society'

Golden Gavel

Rising Star

Congratulations to Glenn McMillan for taking out the Rising Star winner!

[Glenn McMillan, Toop+Toop]



Glenn McMillan

'The Society'

Golden Gavel

Rising Star Runner up

Congratulations to Angus as a Rising Star Runner Up!



Angus Barnden with Darren Read

'The Society'

Golden Gavel

'Peter du Plessis' Golden Pen

A significant valuation from the previous calendar year

[Marc du Plessis, du Plessis Auction Gallery]



Marc du Plessis



John Morris with Jane McKniff

'The Society'

Golden Gavel

Top Real Estate Auctioneer of the Year

The Top 'Gold Club' Auctioneer is recognized as the Top Real Estate Auctioneer of the Year.

Congratulations!

[John Morris, Ray White]

'The Society'

Golden Gavel

Top 15 'Gold Club' Auctioneers

The 'Gold Club' Auctioneers Award recognises the Top performers who have sold the most properties by Auction for the previous calendar year as reported in the Society's Auction Results



AJ Colman, Anthony DeMarco, Brett Roenfeldt, Bronte Manuel, Jarrod Tagni, John Morris, Sam Doman, Sam Grover, Troy Tyndall and Vincent Doran with Jane McKniff

'The Society'

Golden Gavel

Top 10 Sales Consultant Auction Marketers

2023's Top 10 Sales Consultant Auction Marketers who have sold the most properties by Auction as reported in the Society's Upcoming Auctions.



Vincent Doran on behalf of Thomas Crawford, Troy Tyndall, Gabrielle Overton and Sharon Gray with Larissa Ozolins.



Kate Smith, Andrew Welch, Paul Arnold, Sam Doman, Nick Psarros and Rachel Lawrie with Larissa Ozolins

'The Society'

Golden Gavel

Top 10 Principal Auction Marketers

2023's Top 10 Principal Auction Marketers who have sold the most properties by Auction as reported in the Society's Upcoming Auctions.

'The Society'

Golden Gavel

Top Sales Consultant

Congratulations and well done to Thomas Crawford for promoting Auctions to South Australia as Top Sales Consultant

[Thomas Crawford, Toop+Toop]



Vincent Doran on behalf of Thomas Crawford with Larissa Ozolins



Kate Smith with Larissa Ozolins

'The Society' Golden Gavel

Top Principal Auction Marketer

Congratulations and well done to Kate Smith for promoting Auctions to South Australia as Top Principal Auction Marketer

[Kate Smith, Harcourts Smith]

'The Society' Golden Gavel Real Estate Group Auction Marketer

This Award recognises the Group that has sold the most properties under Auction Conditions from the results submitted to the Society and published on the Society Web Page.

[Ray White]



John Morris and Matt Lindblom with Jane McKniff

'The Society' Golden Gavel

Real Estate Highest Sale Price at Auction Country

[Geoff Schell, Ray White Clare Valley]



Geoff Schell with Jane McKniff

Residential

[Hamish Mill, Williams Real Estate]



Hamish Mill

Commercial

Simon Lambert, McGees Property



Simon Lambert



Marc du Plessis

'The Society'

Golden Gavel

General Auctioneer

Highest Price Single Lot

[Marc du Plessis, du Plessis Auction Gallery]

'The Society'

Golden Gavel

General Auctioneer

Highest Price Sale Proceeds

[Marc du Plessis, du Plessis Auction Gallery]



Well Done!

I would like to congratulate you, your staff, Brett and others. Tuesday's Golden Gavel Awards was brilliant and the vibe at lunch was nothing short of sensational. Almost singlehandedly you have brought the society to life. Your enthusiasm and perseverance now sees the society as a well respected Real Estate and Auction Identity.

Well done Garry,
Senior Member



Hi Garry,

It's Sam from Auctions Live and I hope this email finds you well.

I was fortunate to be at the event and live stream the Golden Gavel Live Auctioneer competition on the day.

To the Presidents, Board Members, and Members of the Society, thank you for allowing me to attend and represent Auctions Live. A special thank you goes out to Garry Topp for his invitation and hospitality.

A round of applause to the five finalists that competed on the day, you are all masters of your craft.

Bronte and Robbie congratulations on making it through to the Austros. I hope to be in New Zealand later this year attending the competition.

If you would like to rewatch the competition and awards ceremony, please click on the button below.

Kindest regards,

Sam - Auctions Live 😊

Re-Watch The Competition and Awards



Apollo Auction Competition 2023

CONGRATULATIONS, VINCENT!



Vincent Doran (Toop+Toop) won the 2023 Apollo Auction Competition in Queensland, becoming the youngest and first South Australian to win this national award. This is the first time since 1993 that an auctioneer from South Australia has achieved this feat.

Gavel & Glass

SOCIETY'S AUCTIONS



NAILSWORTH, 51 Ellen Street
SOLD for \$1,300,000

Agent: Heather Dunn
Auctioneer: Jarrod Tagni



GOODWOOD,
106-108 King William Rd
SOLD for \$2,200,000

Agent: Andrew Turner
Auctioneer: Jonathon Moore



PLYMPTON, 411 Marion Rd
SOLD for \$900,000

Agent: Ian Lambert
Auctioneer: Jonathon Moore



TUSMORE,
79 Northumberland Street
SOLD for \$1,270,000

Agent: Nick Ploubidis
Auctioneer: Nick Ploubidis

Gavel & Glass

SOCIETY'S AUCTIONS



LEAWOOD GARDENS,
280 Mount Barker Road
SOLD for \$1,550,000

Agent: Dale Gray
Auctioneer: Hamish Mill



LEABROOK, 20 The Parkway
SOLD for \$1,710,000

Agent: David Smallacombe
Auctioneer: David Smallacombe



HAWTHORN, 3 Kent Street
SOLD for \$3,201,000

Agent: Glenn McMillan
Auctioneer: Glenn McMillan



REDHILL, 'Moorefield' 107 Jones
Road
SOLD for \$3,055,938

Agent: Geoff Schell
Auctioneer: Geoff Schell

Gavel & Glass

SOCIETY'S AUCTIONS



NORTHGATE, 3 Northwood Avenue
SOLD for \$928,000

Agent: Paul Arnold
Auctioneer: Paul Arnold



NORWOOD, 51 Beulah Rd
SOLD for \$2,950,000

Agent: Rhys Newman
Auctioneer: Jonathon Moore



KILBURN, 78 Kintore ave
SOLD for \$692,000

Agent: Scott Murphy
Auctioneer: Brett Roenfeldt



THEBARTON, 5 Ross St
SOLD for \$900,000

Agent: Thanasi Mantopoulos
Auctioneer: Brett Roenfeldt

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SOCIETY'S AUCTIONS



OVINGHAM, 5 Devonport Terrace
SOLD for \$1,010,000

Agent: Rachel Lawrie
Auctioneer: John Morris



PARA HILLS, 8 Frank Street
SOLD for \$701,000

Agent: Vincent Doran
Auctioneer: Vincent Doran



PLYMPTON, 8 PISTOLIER STREET
SOLD for \$690,500

Agent: Rod Smitheram
Auctioneer: Rod Smitheram



BEAUMONT, 12 Clearview Street
SOLD for \$1,301,000

Agent: Alexander Parzis
Auctioneer: Bronte Manuel

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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

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



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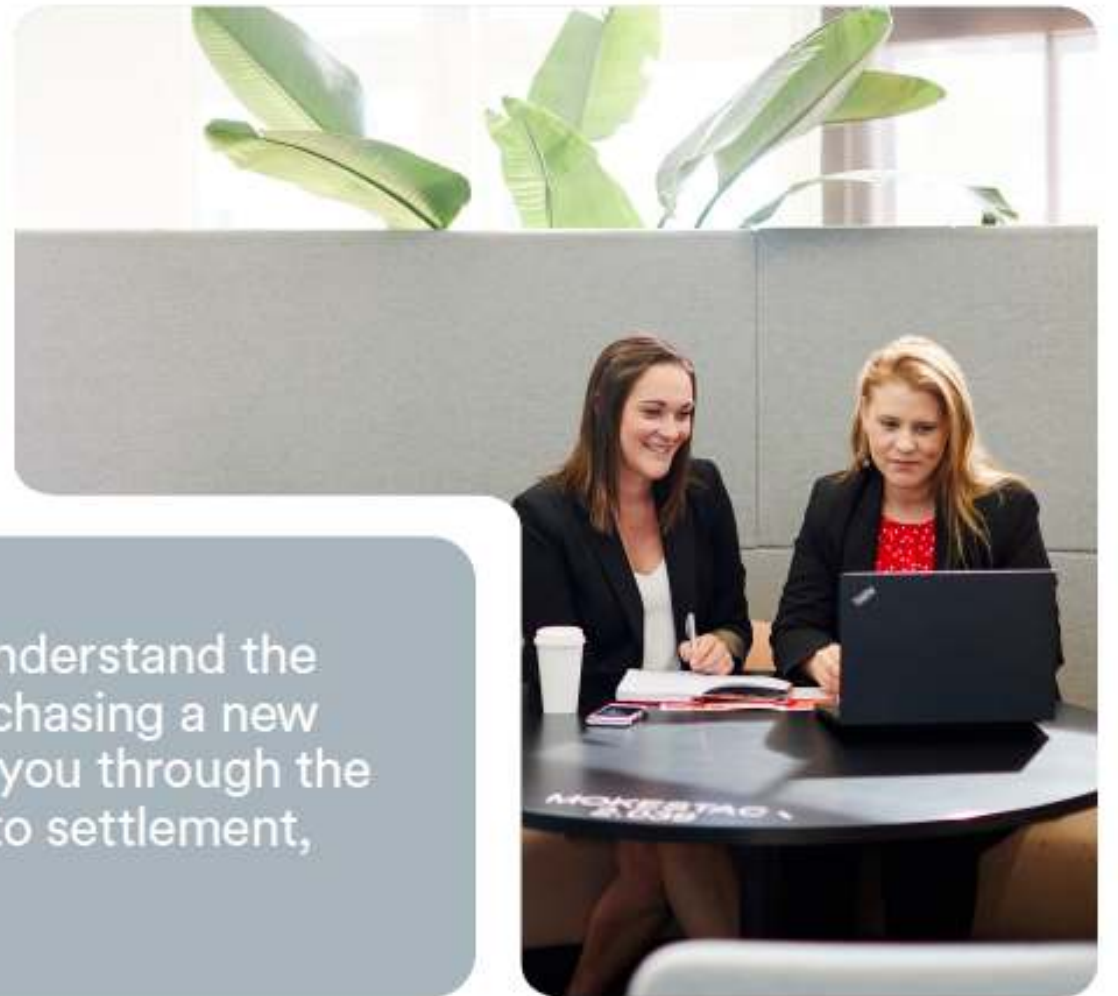
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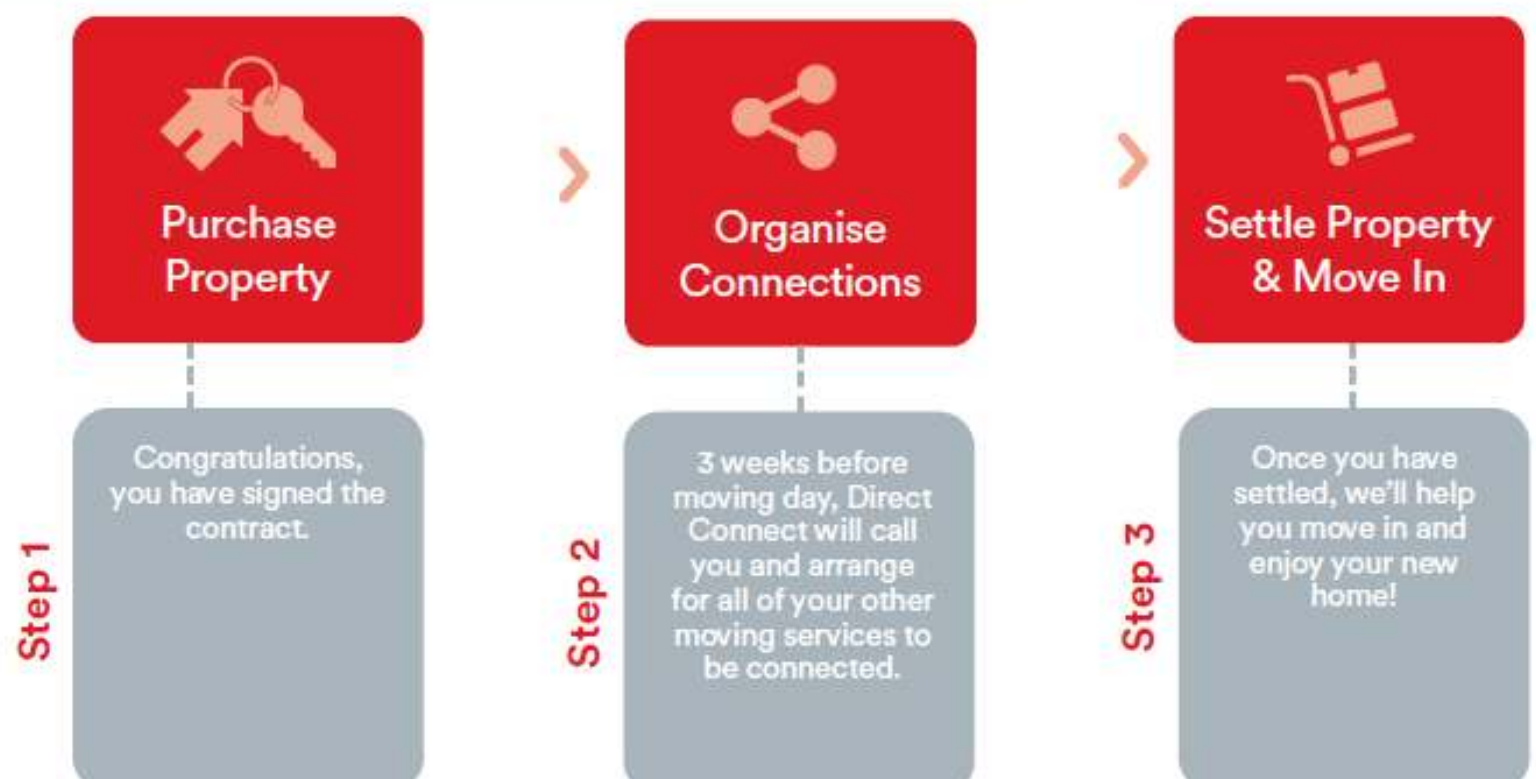
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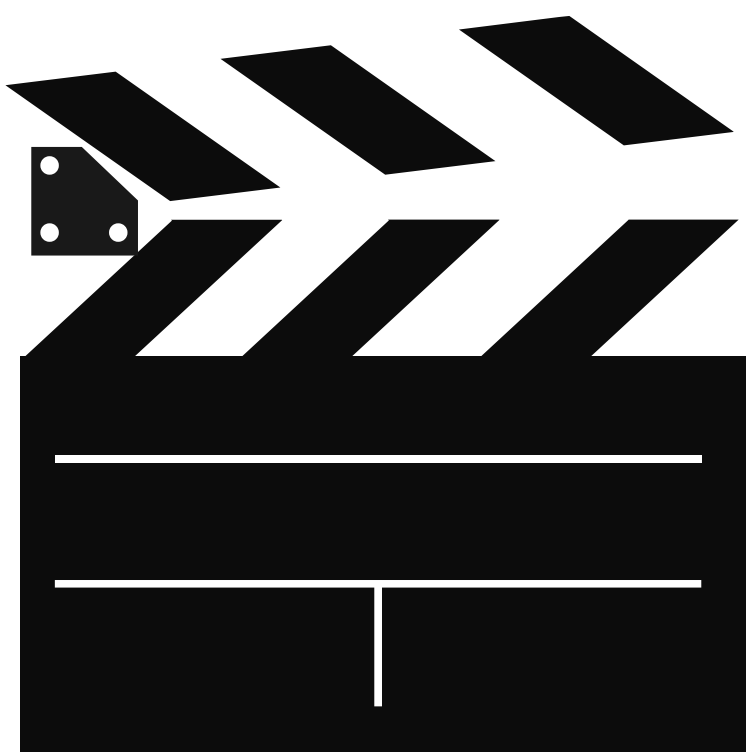
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21 ADVANTAGES OF AUCTION

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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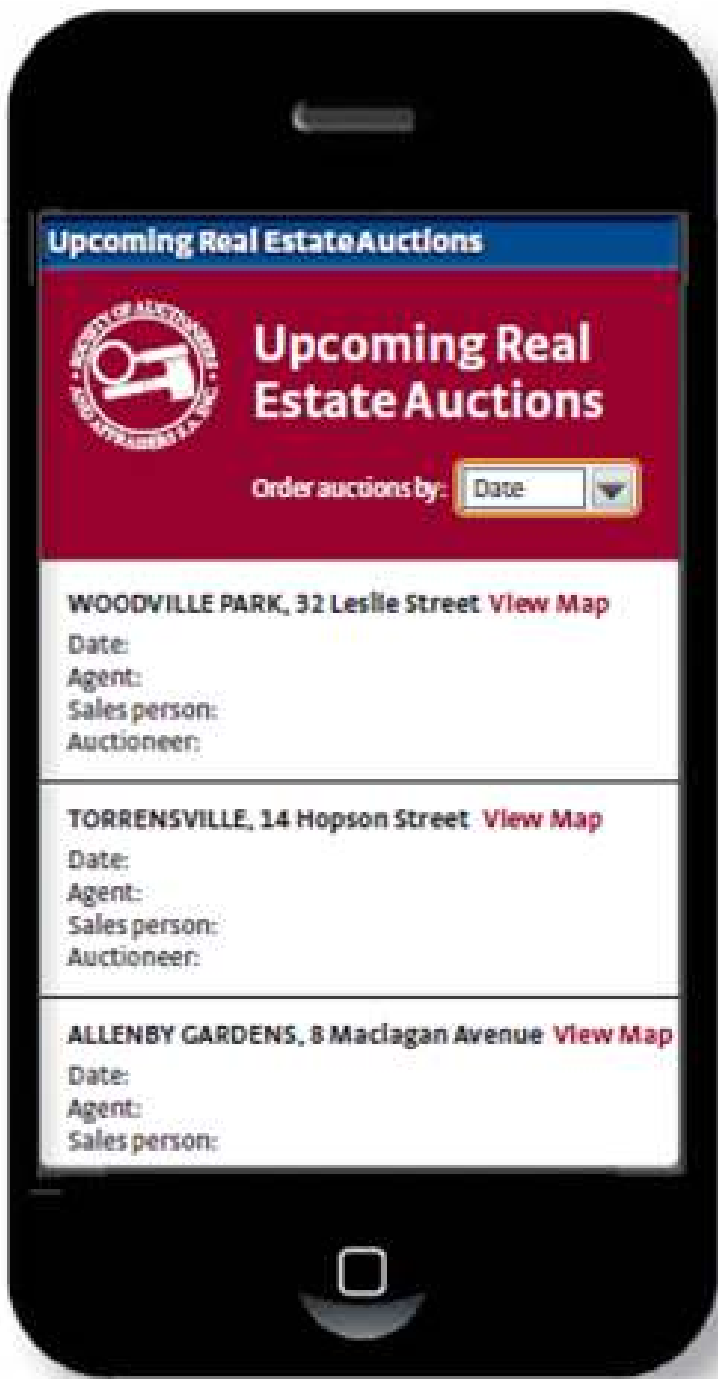
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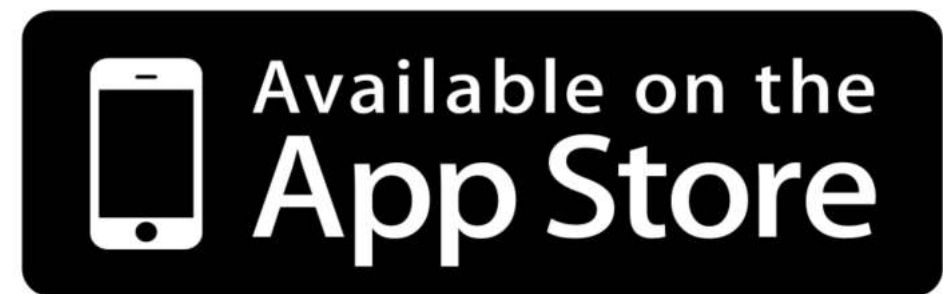
INSTANT UPDATE

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

LIST

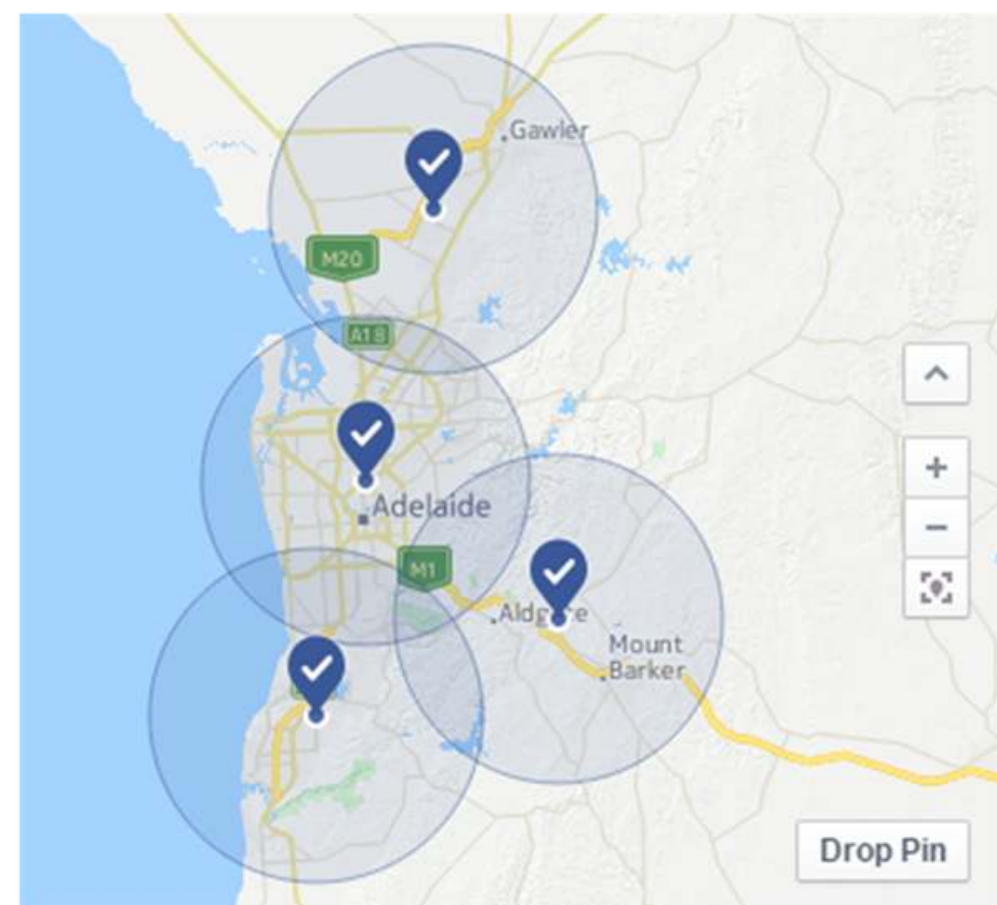
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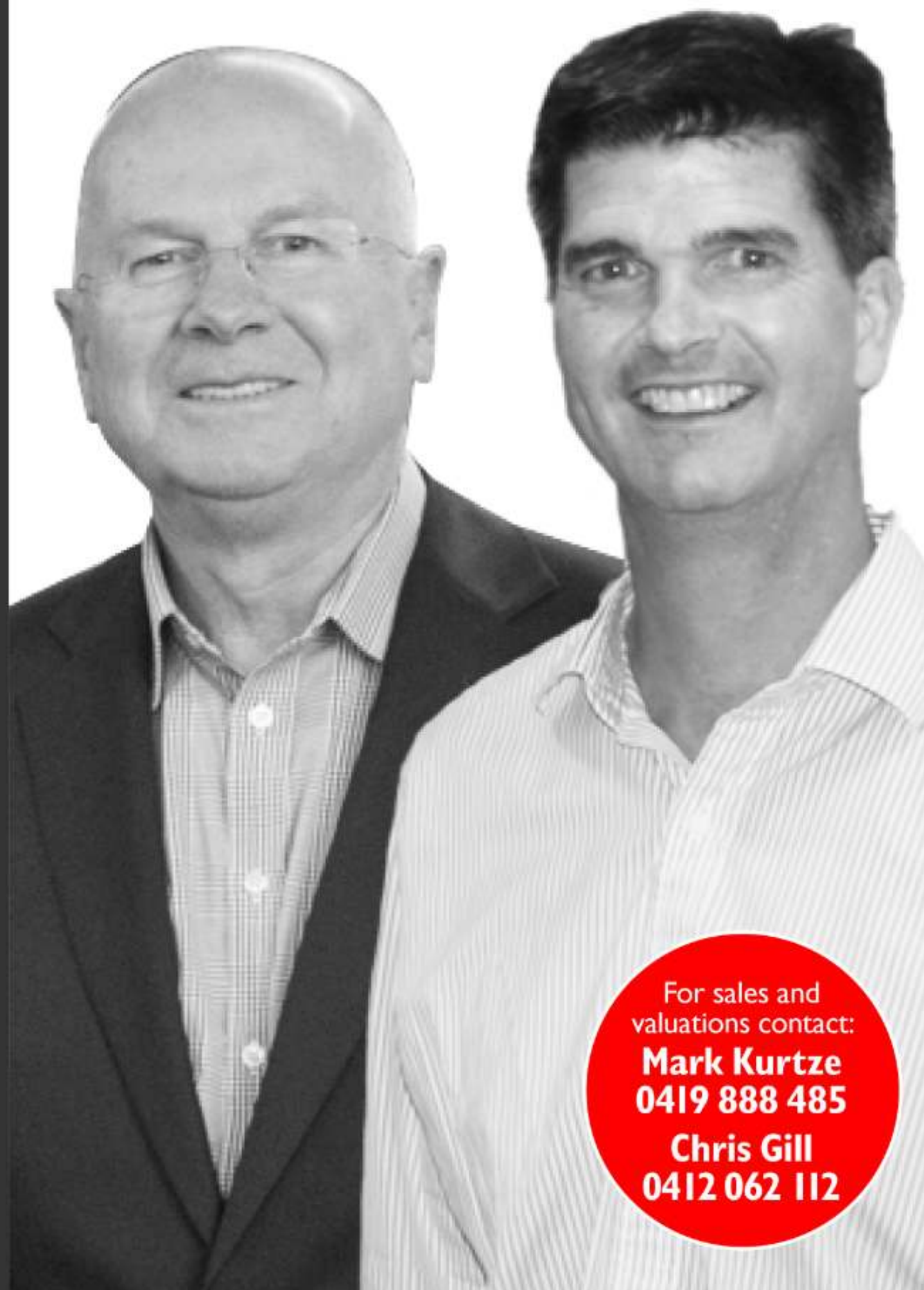
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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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