



OCTOBER 2023 - CELEBRATING 42 YEARS

# "The Society of Auctioneers & Appraisers, Agents & Managers"



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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# THE BOARD

## Board Members



**Vincent Doran**



**Trish Johnson**



**Anthony DeMarco**



**John Young**



**John Raptis**



**Trent Godfrey**





# Welcome to the Board,



Trent

Godfrey

Trent possess an extensive background in property and Real Estate, with a strong focus on auction, business development and financial acumen. This experience includes ownership of a property management business in New Zealand. He relocated to Adelaide in 2013, since his arrival, he have worked with Ray White - Auctioneer/Business Development Manager and HomeStart Finance - Property Officer, these roles have given him a diverse overview of property and financial services in South Australia.

He is currently employed in the role of Business Growth Manager SA/NT for First National Real Estate corporate and corporate auctioneer.

Family life is important to him, visiting parks with his daughter is his favourite pastime. He likes travel, food, walking and he is passionate about Real Estate.



# Welcome to the Board,



*John*

*Raptis*

John is passionate and dedicated to achieving outstanding results while delivering exceptional service to his clients both as an agent and auctioneer. With interests in family property in both residential and commercial sectors, John's experience in purchasing property, land divisions and property development and investment ensures his clients real estate needs can be serviced to the highest of standards.

John has a Bachelor's Degree in Business Marketing plus many years of self-employment history in successful family business.

John looks forward to his involvement with the Board which represents Auctioneers, Appraisers, Agents and Managers in the industry.



[Download Brochure](#)

# 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

**THURSDAYS, 9th and 16th November**

**8AM for 8:30AM to 6:00PM**

**VENUE:** The HWY  
290 Anzac Hwy, Plympton SA 5038

**COST:** \$1,250 for members requiring license  
**COST:** \$850 for members already licensed

(Non members are invited to join prior to attending)



**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.**

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



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





# 2023 GOLF CLASSIC



**FRIDAY 24th NOVEMBER**  
**@ MOUNT OSMOND GOLF CLUB**  
Sponsored by Chris Gill

†The Form 1 Company™



## TIMELINE

11.30AM - LUNCH  
12.30PM - TEE OFF  
5.00PM - PRIZES AND AWARDS

## PRICING

\$99.00 FOR GOLF, ON-COURSE  
DRINKS AND SNACKS, BARBECUE  
LUNCH AND SNACKS AFTER THE  
GAME AND PRIZES SPONSORED BY

†The Form 1 Company™

ONLY \$99.00 PER PERSON  
SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY  
PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 10TH NOVEMBER  
TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN START.

[Download Brochure](#)

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

Golf Carts: Please book early and book direct  
Pro Shop - Tel.: 8379 1674

Teams in by 31st October,  
please



# SOCIETY CHRISTMAS DRINKS 2023



[Download Brochure](#)

**20th**  
**DECEMBER**  
**WEDNESDAY**  
**5 PM**

**THE HWY BEER GARDEN**  
290 ANZAC HWY, PLYMPTON SA 5038

● **Seafood Canapes** ● **Gourmet Plates** ● **Oysters**

**\$35 each to cover food**



**merry**  
**CHRISTMAS**







# GOLDEN GAVEL LAUNCH BREAKFAST OF CHAMPIONS

Once in a lifetime!



For the very first time, we combined the Golden Gavel Live Launch with a Breakfast of Champions with Ray White champion Stefan Siciliano in a Q&A style interview.

45 Society members and guests attended the HWY on Friday, September 1st, for a networking opportunity and a sumptuous cooked breakfast.

In the room were: Golden Gavel Live Trustee Oren Klemich; Golden Gavel Live 2023 General Winner Paul Kilby; and 5 times Golden Gavel Winner Brett Roenfeldt. Society Past Presidents: Matt Smith, Brett Roenfeldt, Victor Velgush, Rod Adcock and Garry Topp and members and guests.

John Morris commenced the proceedings and welcomed the guests.

## Golden Gavel

The Society leads Australasia in Auction innovation by releasing the 2024 Golden Gavel Live where participants live stream a real auction onto the Society's Facebook where Judges judge a real life performance, not a mock Auction in a room as has been done in the past.



**The Golden Gavel is the longest running Auction Competition in the Southern Hemisphere for Real Estate, General & Livestock created by the Society President, Anthony Toop and the Australasian Championships between Australia and New Zealand was started using Golden Gavel intellectual property way back in 1993.**

In 2024 we will assist REISA with the Australasian Feeder Competition where participants will go into lock up and perform in front of Judges and Bidders and the top 2 will be the representatives into the AUSTROS.

The Feeder Competition will be totally separate from the Golden Gavel.

**The 2024 Golden Gavel Live will feature our video concept where participants upload real live Auctions in the field to the Society's Facebook page and will be judged from the videos.**

You can submit as many performances as you like and you will need to advise us of the one you want judged prior to the closing date or we will judge the last one uploaded.

**You will need to nominate prior to uploading your first Auction or by 29th February 2024 at the latest.**

Auctions can be uploaded until Tuesday 30th April 2024.

General & Livestock Auctioneers also will upload live performances onto the Society's Facebook page and can lodge multiple entries with the same criteria as Senior Real Estate.





Rising Stars will be given a contestants package with a subject property a week or so before their performance date and will go into lock up and perform in front of judges and bidders.

## Nominations are now open!



### Stefan Siciliano

Stefan Siciliano was the first agent in South Australia to reach the coveted Ray White Chairman Elite Status, putting him in the top 1% of all Ray agents throughout Australia and New Zealand.

In 2023, best offers came into the marketplace, but Stefan was not phased and went full steam ahead with auctions, never wavered, and auctioned everything!

**The Ray White economist rated Greenacres as the highest auction suburb, with the highest number of bidders and the highest success rate, all because of one person, Stefan Siciliano. He sells approximately 200 properties a year, and for those that don't actually sell under the hammer, they are usually sold within 7 days of the auction after the mandatory price correction.**

Stefan has an average of 9.4 registrations at each auction, and he focuses on building registration because that gets the results. The current stats in private treaty are 40 days on the market where auctions are sold with the average of 20 days.

**Stefan quite often auctions during the week, as there can be up to 200 auctions on a Saturday, and by going during the week, he beats the pack, with his most successful time being Tuesdays at 5 p.m.**

The room was electric, with many questions from the floor and an in-depth look into the success of an elite performer.







Matt Smith came to the front, gave a vote of thanks to Stefan, and presented him with the very special Shiraz 2019 Wratttonbully single vineyard from Eight at the Gate winery.

The business card draw, a Society of Auctioneers, Appraisers, Agents, and Managers tie, went to Michael Janda, and the client gift pack of Eight at the Gate 2016 Cabernet Shiraz and 2018 Wratttonbully single vineyard chardonnay went to John Raptis.







## JOHN MORRIS

It was my pleasure to interview Stefan Siciliano at our Golden Gavel launch this year.



Wonderful to see so many members, new and old, coming along to listen to the number 1 principal for Ray White SA in 2023. Stefan won many accolades at the recent Ray White Annual Awards and it was a privilege to interview him.

**Stefan's is a classic story of an agent going from auction cynic to auction advocate in a few short years. He talked about how it would be impossible for him to run a business at the capacity that he does, without utilising the auction method. He gave some great insights into how he overcomes objections and how he gathers so many bidders to his auctions.**



It is testament to his hard work and unwavering belief in the process that his core suburb, Greenacres, was recently unearthed as the number 1 auction suburb in Australia, according to Ray White's Chief Economist Nerida Connisbee.

Stefan is one of the best agents in the business and we were very lucky to have him share some of his secrets with us at the breakfast.









# AUSTRALASIAN AUCTION CHAMPIONSHIPS 2023 (hosted by REIA - REINZ)



**Ned Allison, New Zealand  
2023 Champion**

**Ned Allison** became the 23rd winner of the Australasian Auctioneering Championships in Auckland on Tuesday 19th May 2023. He is the 9th winner for New Zealand - great to see so many Aussies in attendance – the dinner was a sellout and the gig ran at like clockwork. Australia won the debate with Scott Kennedy-Green, Jason Andrew & Harry Li arguing the Australian make the best Auctioneers with Phil McGoldrick, Andrew North and Daniel Coulson arguing that New Zealanders are the best Auctioneers.

In 2024, the Austros are in May in Hobart, with all prelims accordingly having to be held earlier in the year and in 2025 here in South Australia.

The judges were **Mark Sumich**, Chief Judge from New Zealand, **Andrew De Bomford** from Tasmania, **Harry Li**

from Victoria, **Kaylene King** from ACT, **Boyd Fraser** from Western Australia, **Matt Smith** from South Australia, **David Holmes** from Queensland, **David Loy** from Northern Territory, **Thomas McGlynn** from New South Wales and **Sabine Davison** from New Zealand.

The contestants were **Alec Brown** from ACT, **Bronte Manuel** from SA, **Clarence White** from NSW, **Mark McGoldrick** from NZ, **Prash Nayar** from WA, **Ned Allison** from NZ, **Greg Allan** from QLD, **Greg Brydon** from VIC, **Luke Banitsiotis** from VIC, **Mark MacCabe** from QLD, **Richard Kerr** from WA, **Robbie Smith** from SA, **Sandra Masters** from ACT, and **Stuart Ritchie** from NSW.





**Bronte Manuel**

**Robbie Smith**

The South Australian competitors Bronte Manuel and Robbie Smith both did stellar performances however neither made the final but there is always next year in Hobart and maybe on home ground in South Australia in 2025.

Mark Sumich was the convener of the entire event and the standard of the competition was exemplary, the standard of entrants was the best that I've seen, there used to be the top half and the bottom half, the gap is rapidly closing with very polished performances all around.

**The entire competition was broadcast live by Auctions Live where Australians had the opportunity of watching from afar. The bidding was extremely complex however the contestants handled it head on with some near perfect and perfect performances.**

Michael Brock won the inaugural Australasian Auction Championships in Hobart in 1993 at Wrest Point Casino and I was there and witnessed this accolade for South Australia. Since then the roll of Honor has been New Zealand 9, Victoria 6, Queensland 4, New South Wales 3 and returning to the venue from 1993 and with possible entrants already starting to practice for next year, maybe history will repeat itself with another South Australian win in 2024.

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



## AUSTRALASIAN SA JUDGE - MATT SMITH

It was a privilege to judge the 2023 Australasian Auction competition. The standard of auctioneering was exceptional over both days of the competition, and we should be very proud of Bronte Manuel and Robbie Smith who represented South Australia.

On day one 14 auctioneers and a benchmark auctioned a Sacred Heart Church in Havelock. The scripts were clever and witty, and the bidding sequence was brutal. Only 2 auctioneers perfected the bidding sequence as the fractions, percentages and irregular bids tested the very best auctioneers from both countries.



Matt Smith

On the morning of day two five finalists and judges travelled to 14 Altham Ave, Kingsland to view the home which was to be auctioned later that day. It was a typical Auckland home built in 1926, situated on 506sqm of land, a tough choice for a Trans-Tasman auction competition final.

While the Aussies gallantly challenged the New Zealanders, Ned Allison from NZ was too good on the day. Astonishingly, his numbers were perfect, and his property description was interesting and sharp. The property sold for \$5,778,000 and Ned was simply amazing.

It was a thrill to watch and judge the 'best of the best' and again, to the SA team, Bronte and Robbie, well done!

**JOB WELL DONE!**





## AGM 2023

The 2023 AGM was held at the Torrens Arms Hotel on Thursday 28th of September.

The president **John Morris** opened the meeting and confirmed we had a quorum of 25 members. The meeting proceeded with the Secretary confirming the apologies and then confirmed the minutes of the 40th AGM held on 19 September 2022.

The President presented the annual report of the Board of Management in respect of the year-end of 30th of June 2023. The President then presented the Treasurer's Financial Statements and Auditor's Report for the financial year. The CEO presented his report for the year. All reports were accepted by the members at the meeting.

Election of three Members to the Board for a period of 2 years. The following Members are retiring: **John Morris, Vincent Doran** and **Trish Johnson**.

Nominations were called to fill the 3 Vacant Positions. Plus in the mean time Vincent Wang has resigned resulting in a casual vacancy which was filled by **Trent Godfrey** at the last Board Meeting.

Returning officers Report 'Conduct of Elections' There were 3 casual vacancies and 3 nominations so the following are declared elected: **Vincent Doran, Trish Johnson** and **John Raptis**.

We welcome the new members onto the board and thanked those members who are retiring. We confirmed the appointment of the Auditors and presented Master Appraiser Award to Simon O'Leary.

## Board Members



**Anthony DeMarco, John Young, Trent Godfrey, Trish Johnson, John Morris, John Raptis**



## Master Appraiser Award

**Simon** is a Director, Plant and Equipment within CBRE's Valuation and Advisory Services team. He has had employment with the Australian Valuation Office where he was the National Product Line Manager for Plant and Equipment valuations. Over the past 28 years first at AVO and then at Jones Lang Lasalle and then at Colliers he has managed projects for financial reporting, insurance, sale and leaseback, stamp duty and market value for a variety clients.



**Pro Affiliations/Accreditations:** Certified Practising Valuer Plant and Machinery, Associate – Australian Property Institute, AVO Executive Leadership Development Program, Past Board member of Society of Auctioneers and Appraisers (SA) inc.

**Achievements:** Over 40 year's experience providing both private and public sector valuations, Represented the Australian Government in Vietnam undertaking a valuation training program for university students in Hanoi and Ho Chi Minh, Valued some of Australia's iconic assets including the Dish, OPAL, Australia's National Standards, Uluru and Kakadu National Parks and Snowy Hydro Limited.

**Clients Represented:** Australian Nuclear Science & Technology Organisation, Commonwealth Scientific and Industrial Research Organisation, Department of Defence, Australian National University, Australian Federal Police, Attorney General's Department, Indigenous Land and Sea Corporation, Federal Court of Australia, SA Tourism Commission, Department of Infrastructure and Transport – Trains & Trams Rolling Stock & Bus Fleet, Macquarie University – Natural History Collection



**John Morris** and **Garry Topp** (on Simon's behalf to accept the Award.)





# Sliver Awards

Silver (10 years of Membership) was presented to **Paul Arnold** and **John Morris**. Emerald (40 years of Membership) to **David Herbert**.



John Morris and Paul Arnold



Trish Johnson and John Morris

# Emerald Award



John Morris and David Herbert





# Presidents Report

It has been an honour to represent such a vibrant body of top class professionals since being elected to the Board in 2019 and elected as a Vice President in 2021 and President in 2022.

In the aftermath of Covid we are now able to increase Training & Social Events. A major achievement for the Society has been an Agreement with the Real Estate Institute of Australia to provide the South Australian Entrants into the Australasian Auction Championships for 2022 and 2023 Last year was held in Sydney 16-18th October with Bronte Manuel and Anthony DeMarco representing South Australia.



Anthony DeMarco



Bronte Manuel

This year the Golden Gavel senior Real-estate was judged by video from actual live auction performances for the heats then the top 5 competed in a lock up and performed a scripted auction in front of a panel of Judges and Bidders.

**The top 5 were Robbie Smith, Bronte Manuel, Anthony DeMarco, John Morris and Sharon Gray and the top two who represented South Australia in Auckland New Zealand were Bronte Manuel and Robbie Smith with Bronte Manuel as the 2023 Golden Gavel Live Champion.**

Paul Kilby won the General, Glenn McMillan won Rising Star with Angus Barnden as Runner Up. Golden Pen went to Marc du Plessis, John Morris Top Real Estate Auctioneer, Top Sales Consultant went to Thomas Crawford and Top Principal to Kate Smith. Group Auction Marketer went to Ray White with Highest Price Sales to Hamish Mill, Simon Lambert and Marc du Plessis.





The Society has had a positive year finishing with 378 members as at 30th June.

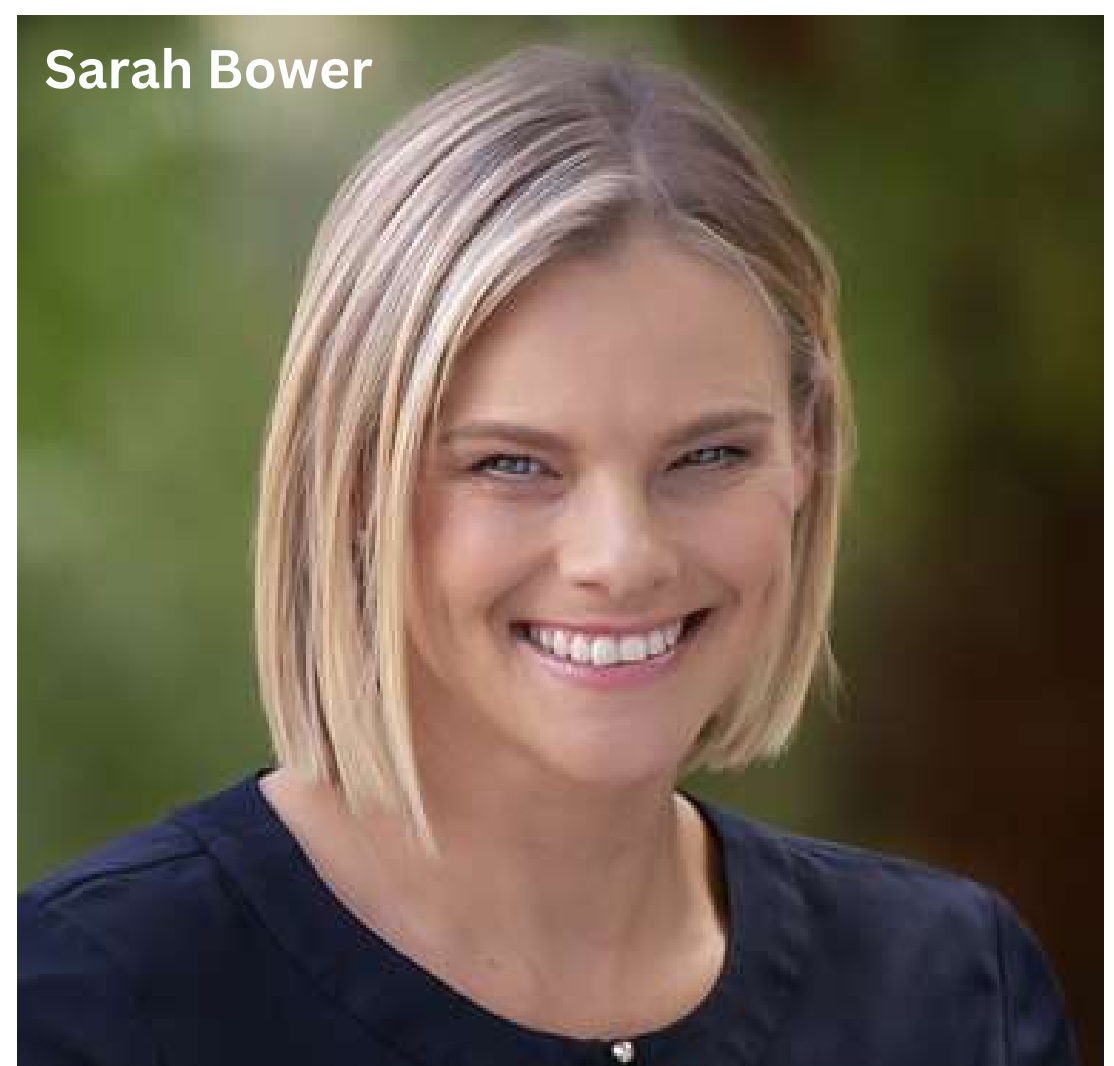
We are in a strong financial position with money in the bank however recording a deficit of \$8,835 mainly contributed to by \$10,000 paid to REIA over the last 2 years to get the privilege of supplying the SA representative into the Austros.

There will be a review of the Real Estate Legislation soon and we are working with REISA and AIC to prepare an Industry wide submission to address issues such as Prescribed Pricing, duration of Agency Agreements especially in the Country, Form 1 amendments and overly strict penalties e.g. where you get no commission or costs and a \$5,000 fine just for a simple omission.

I would like to thank and acknowledge the 2022/2023 Board Vice President Vincent Wang, board members Sarah Bower, Vincent Doran, Anthony DeMarco, John Young and the board advisors Gary Johansson (Parliamentary Issues), Chris Gill (Compliance & Finance), Ray Brincat (Structure & Training), Marc du Plessis (Livestock & General), Geoff Watts (Country – South East), Geoff Schell (Country – Mid North/Riverland), Sharon Gray (Membership & Training), Matt Smith (Sponsorship and Special Projects), Oren Klemich Golden Gavel Trustee.



2022 Golden Gavel Winner **Marc du Plessis**



**Vincent Wang** is stepping down from the Board. We wish him all the best in his future endeavors.



While I'm standing down from the Board, I will take on the role of Board Advisor (Eckermanns Forms and Schools Auction Idol)

**A special thank you to Sarah Bower who left us in July in fact left the industry to pursue a new career in travel at Flight Centre Burnside. We have already had a word to Sarah about a possible sponsorship from Flight Centre to provide prizes for Golden Gavel.**

We welcome Trish Johnson to the Board to fill the causal vacancy of Sarah Bower.

**We also thank Vincent Wang who has also stood down from the Board and welcome Trent Godfrey to fill that casual vacancy.**

We have new talent on the Board for 2023/2024 with a new exuberance and resolve to advance the Society.

In 2024, we will work jointly with REISA to reinstate the Schools Auction Idol.

Proceeding is subject to securing Sponsorship as we will pay a consultant to manage the Event. We have several possibilities for Sponsorship who has shown interest.

**The Society is forging ahead, we have formed working relationships with REISA, the Institute of Conveyancers and Politicians, and the Society has money in the Bank and a record number of members. Sponsorship is secure, the future is bright as the Society keeps up its tradition of enhancing the professional standards of members through training, technology, innovation, and representation.**



**John Morris, President**





# CEO Report

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

In 2023 we are in our 42nd year! Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

**The Society provides a high standard of service to members with Nationally Accredited Training, World Class Documentation, Social Events, Competitions, Legal Updates, and Advice on Contract issues, Complaint resolution and representation. Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.**

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, we have a live receptionist that puts you through to a live person. Nothing beats personal contact.

The Year 2022/ 2023: Training and Events commenced the financial year with South East Regional Workshop in Coonawarra with 22 members attending, Auctioneers Under the Pump at the Arkaba with 12 members attended, August a separate competition as Australasian Feeder into the Austros and a 2-Day Auction Licence Workshop run by Nationally Accredited Trainer Brett Roenfeldt. Contract and Agency presented by Chris Gill in August. Society Golf Classic at My Osmond in November won by the sponsors of the event, The Form 1 Company team.

December we went to the Riverland held a Contact Agency and Form 1 update in Berri, then Christmas Drinks at 2KW our favourite. Also in December President's Lunch at Enzo's. We started 2023 in February with a PM Workshop with Brett Wheatland, a regional event in Port Lincoln and 2 Day Real Estate Licence Workshop in March. Also in March a Sponsor's Breakfast and Networking Drinks at the Marion Hotel, then in May the Golden Gavel, The Golden Gavel Awards Lunch was well attended with 100 guests.



Form 1 and Contract Workshop





**Our Auctioneers under the Pump Workshop has proved popular where we answer all the difficult questions Agents and Auctioneers could get at an Auction campaign. We acknowledge Brett Roenfeldt and Chris Gill who convene these workshops for us.**

The questions grow as we became aware of things that happen – we now have over 50 questions and have developed best practice suggested answers.

**I'd like to acknowledge Chris Gill as Society document Trainer who has worked in the industry for 25 years, co-wrote the Society's Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and form 1 preparation.**

Chris's further commitment to the Society is evident where he sponsors the Society Golf Classic to the tune of \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society. Last year at Mt Osmond we had 17 teams.

**Chris Gill will sponsor the Golf Classic again this year and Cowden Insurance and Read Brothers Signs have collaborated to support the hole in one prize to \$50,000.00 and \$500 for nearest the pin on the 4th. The Golf Classic will be held on 24th November at the Mount Osmond Golf Club.**



Chris Gill



Brett Roenfeldt conducts our 2 Day Auction Real Estate Auction Workshop and Auctioneers under the pump workshop. We acknowledge and thank Brett Roenfeldt for his imparting his immense knowledge of Auctions to especially our younger members wanting to make a career as an Auctioneer. We also acknowledge Brett for the time and inspiration he puts into the Golden Gavel each year and this year in securing the Society to run the South Australian Feeder into the Australian Auction Championships.





To the Sponsors.

We acknowledge Key Sponsors, , Bowden Group, Read Brothers Signs, Direct Connect, and also supporters, The Form 1 Company, du Plessis Auction Gallery, providing prize money to the General Competition and Cowden Insurance Brokers for their continued support.

On Board this year as sponsors include Perspective Media, Eight at the Gate Winery, Eckermanns Group, Estate & Downsizing Services and Academic Pavilion RTO.

Office Administration:

Stella Enriquez has been in the role since July 2022 and shares the role with Olivia Lee. Both work diligently in the office and are getting to know all the members.

Membership Last year we had 380 Members at the end of June. This year the number was 378.

There is an increasing amount of young Members and Sole Traders and Property Managers joining which is refreshing and they are attending events. As at the last Board Meeting we now have 383 Members close to our all-time record of just over 400.

A recent Audit uncovered 7 offices using our Forms who have not renewed their membership with us and a further 9 offices using our forms with no member in their office. Eckermanns are following these up and will restrict the use of the forms until the membership is rectified.

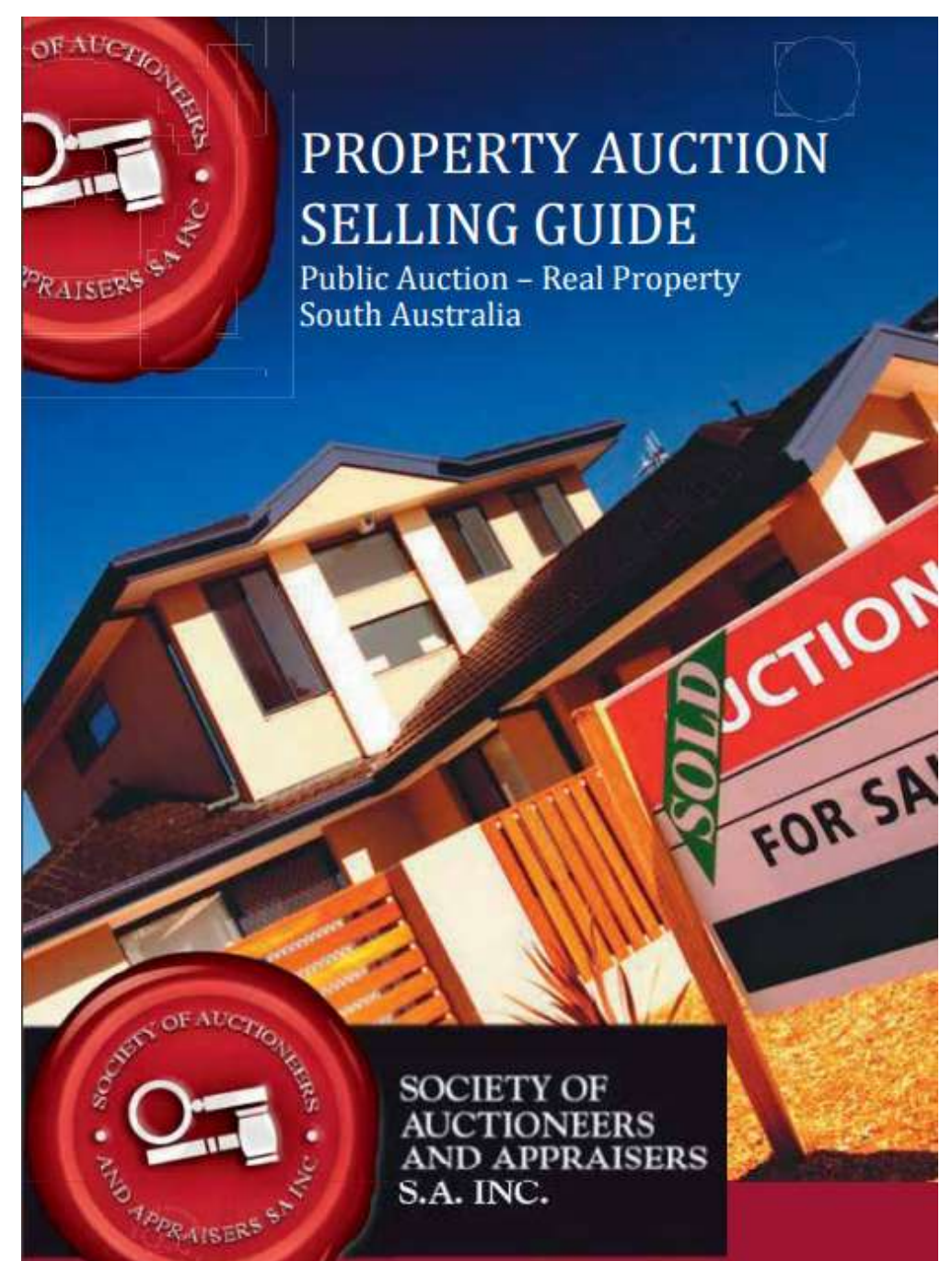
This will add 16 memberships, bring in \$7,700 in income and increase membership to over 400.

**Our 24 page booklet guide for Agents on 'How To' list and run a successful Real Estate Auction Campaign.**

**It is a guide for Private Treaty Agents who do the odd Auction - do it the Private Treaty way and it doesn't work!**

**So this is a comprehensive guide from listing, to open inspections, to auction with scripts, dialogues, checklists, marketing tips, it covers every aspect of Auction from beginning to end.**

**It has been very well received and has been used in Agents Sales Meetings and for Training.**







We have recently added sections on Commercial and Industrial and Rural.

**21 Advantages of Auction has stood the test of time and is still as relevant as ever.**

For General Auctioneers, they can now upload pictures in the Upcoming auction on the web – our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

**I'd like to thank John Morris for his contribution to the Society and acknowledge the accomplishments made during his term as President. My thanks also for the opportunity of working with the 2022/2023 Board.**

**The Society is enjoying a rejuvenation with a wave of young practitioners joining with the attraction of the 'The Society' Golden Gavel Rising Star. And many of these young practitioners are attending the Breakfasts & Training evidenced a few weeks ago at the Society's Golden Gavel Launch and Breakfast of Champions.**

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands-on passionate and personal approach.

The goodwill, generosity and spirit are active & well!!

I look forward to a new Board for 2023/2024 and getting back to basics of representing Auctioneers, Appraisers, Agents and Managers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.

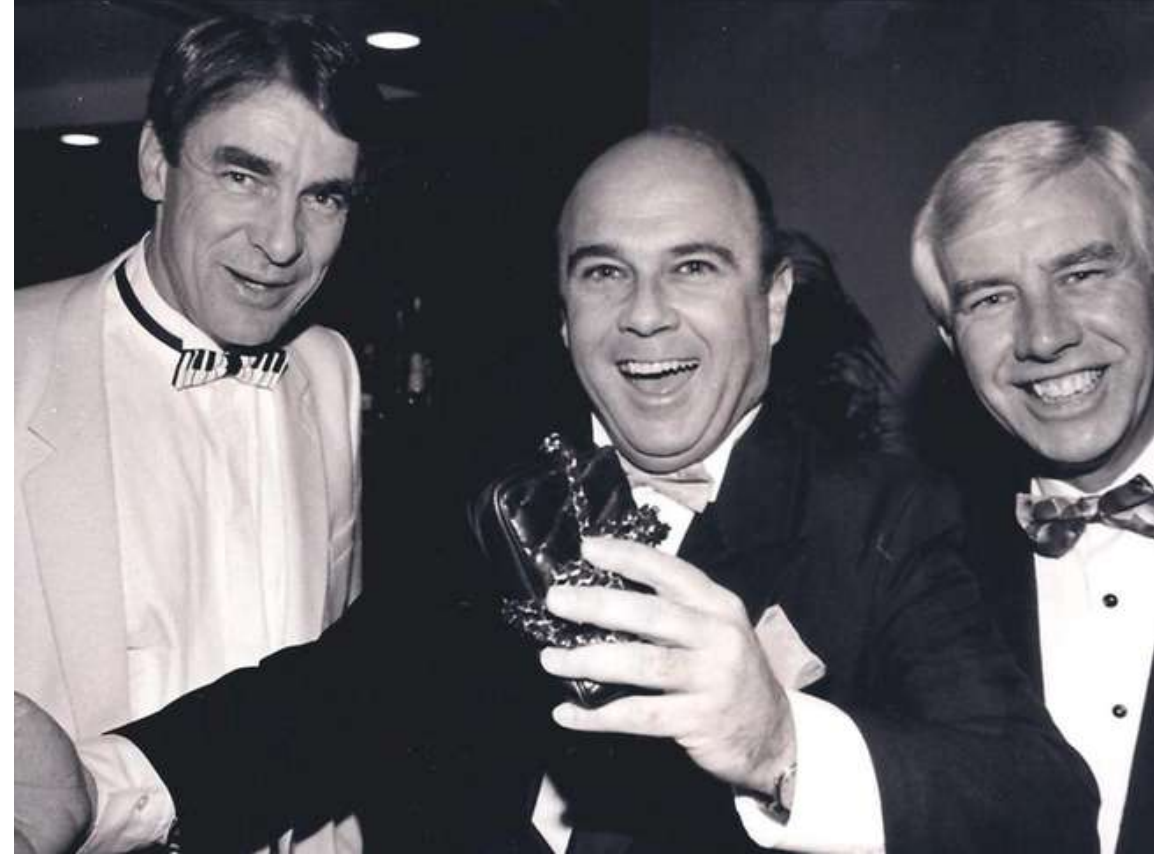


**Garry Topp, CEO**

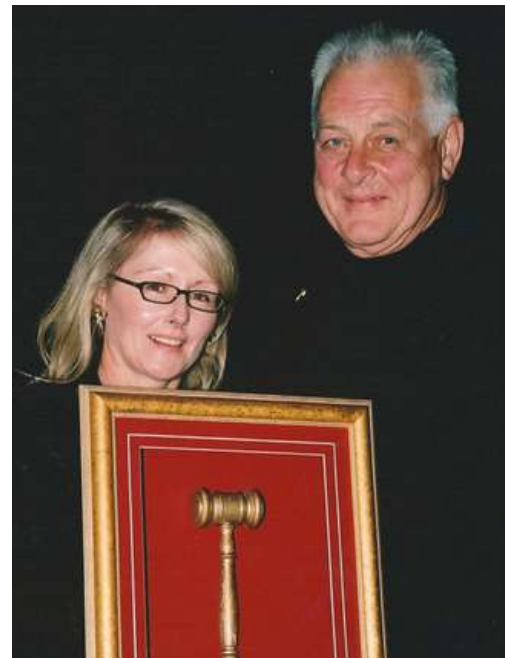
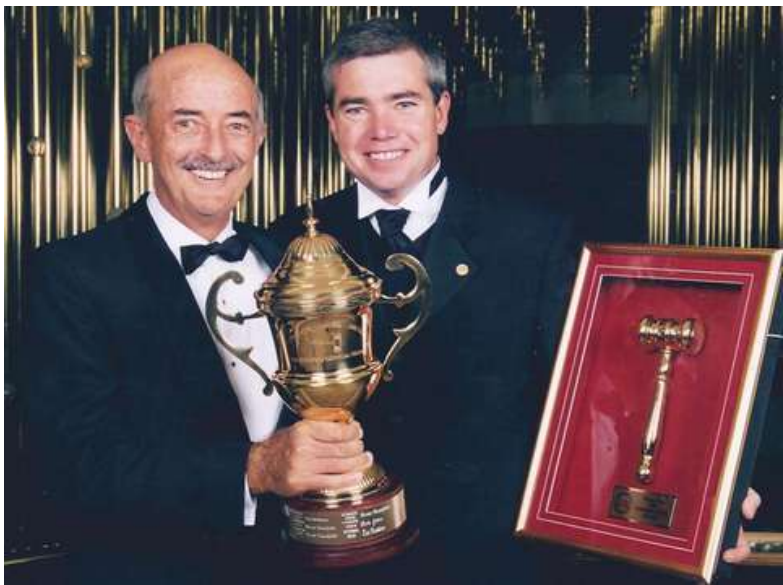




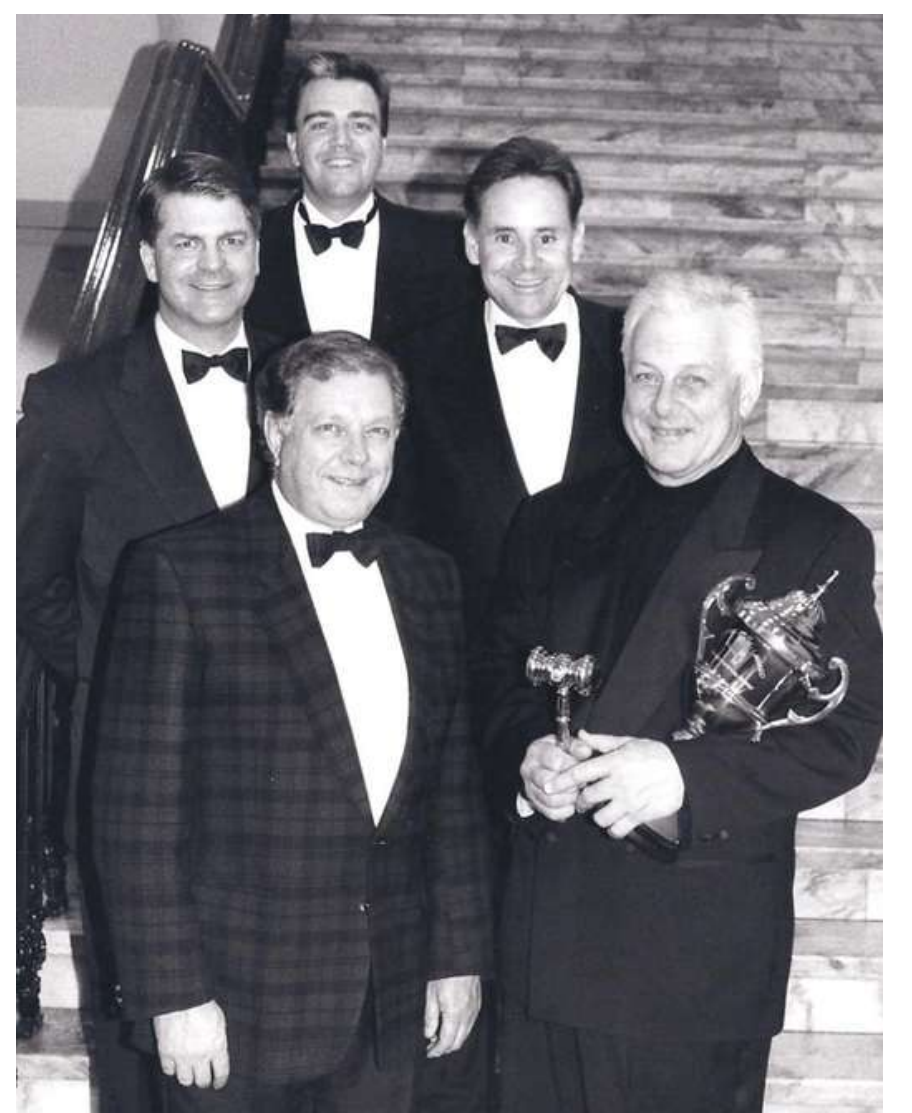
# 30th Birthday















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# Rent Roll Sales

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**Mark Kurtze** on 0419 888 485

Visit [www.rentrollsales.net.au](http://www.rentrollsales.net.au) to register as a Vendor or Purchaser.







# SOCIETY'S AUCTIONS

**SOLD!**



PARALOWIE,  
2B Olivia Street  
SOLD for \$505,000

**Agent:** Justin Irving  
**Auctioneer:** John Morris



MILE END,  
15B Cowra Street  
SOLD for \$825,000

**Agent:** Thomas Crawford  
**Auctioneer:** Vincent Doran



PROSPECT,  
12 Elizabeth Street  
SOLD for \$1,891,000

**Agent:** Jake Theo  
**Auctioneer:** Bronte Manuel



HILLBANK,  
2 Birchdale Cct  
SOLD for \$685,000

**Agent:** Jordan Nockolds  
**Auctioneer:** Michael Fenn





# SOCIETY'S AUCTIONS



PLYMPTON PARK,  
79 South Terrace  
SOLD for \$835,000

**Agent:** Simon Tanner  
**Auctioneer:** Simon Tanner



SEACLIFF PARK,  
35 Arthur Street  
SOLD for \$770,000

**Agent:** Scott Torney  
**Auctioneer:** Jarrod Tagni



ENFIELD,  
4 Devon Street  
SOLD for \$811,000

**Agent:** Colin Martin  
**Auctioneer:** Brett Roenfeldt



ELIZABETH SOUTH,  
55 Philip Highway  
SOLD for \$491,000

**Agent:** Adam Janda  
**Auctioneer:** Trent Godfrey





# SOCIETY'S AUCTIONS

**SOLD!**



WEST CROYDON,  
5 Boston Street  
SOLD for \$755,000

**Agent:** Eli Robles  
**Auctioneer:** Scott Newton



PROSPECT,  
30 James St  
SOLD for \$1,102,000

**Agent:** Benjamin Philpott  
**Auctioneer:** Jonathon Moore



HAZELWOOD PARK,  
52 Devereux Avenue  
SOLD for \$1,770,000

**Agent:** Hamish Mill  
**Auctioneer:** Hamish Mill



COLONEL LIGHT GARDENS,  
37 Lincoln Avenue  
SOLD for \$1,823,000

**Agent:** Benjamin Nightingale  
**Auctioneer:** Nick Ploubidis





# SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



Aj Colman



Brett Roenfeldt



Bronte Manuel



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Simon Lambert



Peter Economou



Richard Thwaites



Brett Pilgrim





# SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Anthony DeMarco



Vincent Doran



Angus Barnden



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Mark Griffin



Sam Doman



Sharon Gray



Marc duPlessis



Richard Ward



Tim Thredgold



Joshua Bagley



Michael Fenn



Simon Tanner



Nathan Casserly



James Wardle





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You can be assured that you're moving with the best in the business. As Australia's No. 1 Moving Services company, Direct Connect have helped over 1.2 million people move since 2004. Best of all, our service is free.



## A personalised moving service

Complete reliability & completely free



We guarantee you peace of mind with our Always On Guarantee\*. Simply connect with one of our leading electricity and gas suppliers and we guarantee your connections will be ready on the day you move in.

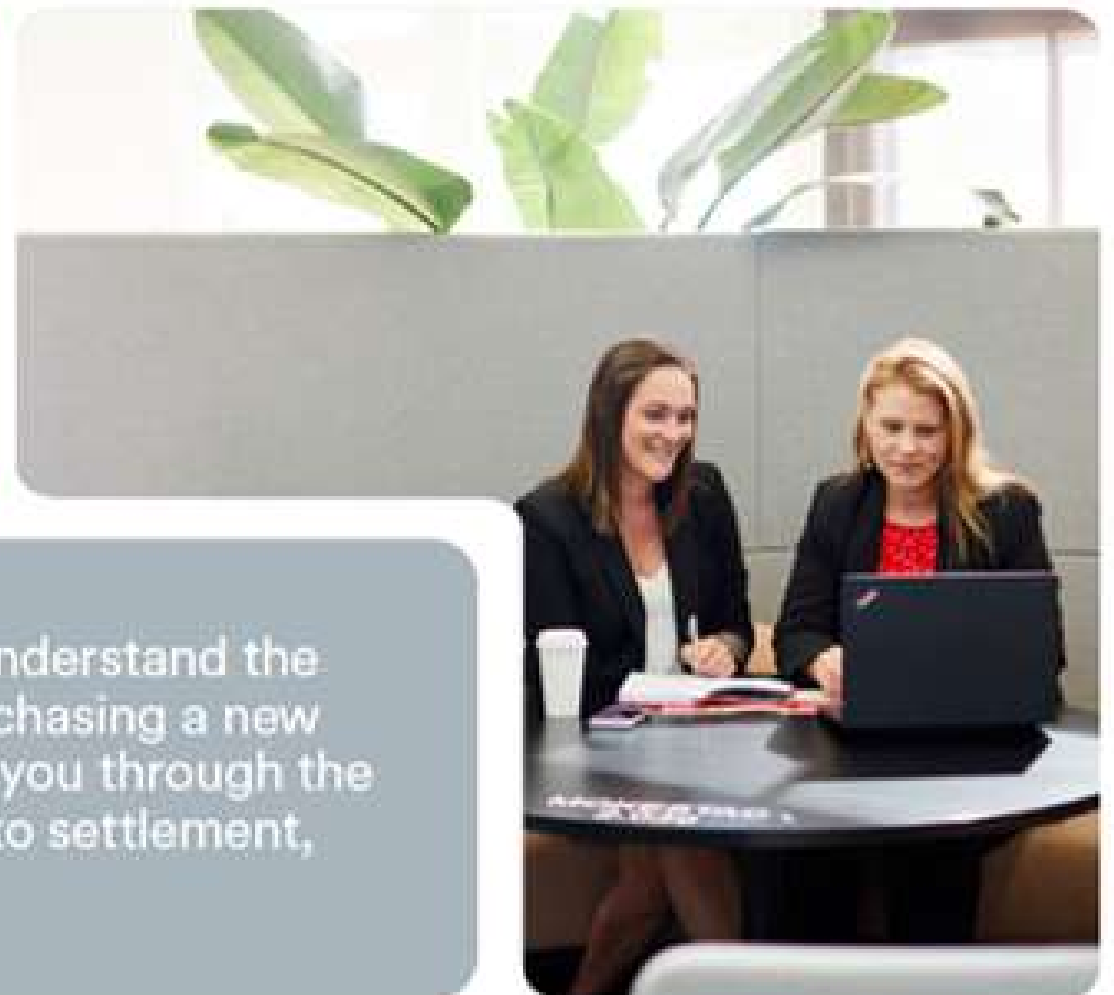
For more information visit our website [directconnect.com.au](http://directconnect.com.au) or call 1300 650 767

\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://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.



Purchase Property

Step 1

Congratulations, you have signed the contract.



Organise Connections

Step 2

3 weeks before moving day, Direct Connect will call you and arrange for all of your other moving services to be connected.



Settle Property & Move In

Step 3

Once you have settled, we'll help you move in and enjoy your new home!



# Read Signs

## Real Estate Sign Specialists

### Complete Real Estate Sign Management

Our quick and easy online ordering system has provided an edge to the market for Real Estate Signs, saving you time and enabling you to spend more productive time listing clients and selling properties.

- Manufacture, printing, installation and removal of your real estate signs.
- Easy online ordering, and tracking.
- Attention to detail meeting client's needs.
- Versatile print options including photos.
- Fast efficient service.

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3D Signs

Banners

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Vehicle Signs

Signage Projects



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SIGNS | GRAPHICS | DISPLAYS

**Darren Read**  
**Director**

**T: 8443 3400**

**E: [darren@readbros.com.au](mailto:darren@readbros.com.au)**

**w: [www.readbros.com.au](http://www.readbros.com.au)**

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Read Brothers  
please contact  
Darren Read



# eight at the gate



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- Gift packaging included

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Eight at the Gate

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Wrattenbully SA 5271

E [hello@eightatthegate.com.au](mailto:hello@eightatthegate.com.au)

P 0447 805 262

[eightatthegate.com.au/society-offer](http://eightatthegate.com.au/society-offer)





# PerspectiveMedia

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

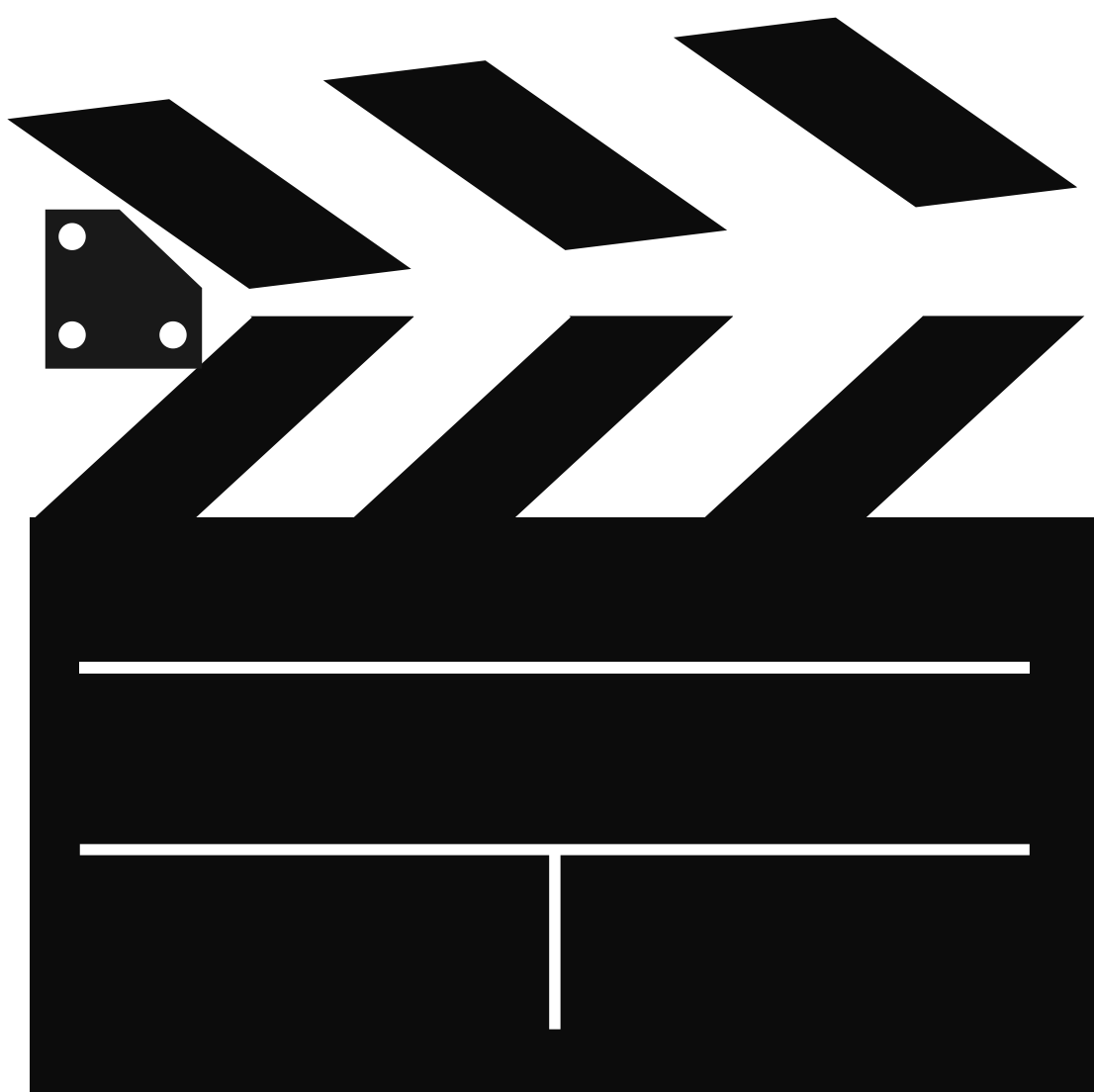
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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**



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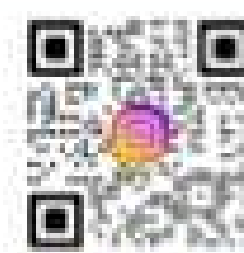
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# †The Form 1 Company™

**The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.**

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

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

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Contact Chris Gill  
The Form 1 Company  
Phone: 08 7221 4908  
Fax: 08 7221 4909  
Email: form1@form1.net.au



**For Form 1 preparation please contact Chris Gill on 7221 4908**

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

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

[www.form1.net.au](http://www.form1.net.au)





## Estate & Downsizing Services



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

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Property  
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Charity Auctions





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Property Management

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**Diploma of Property Services (Agency Management)**

Diploma/RLA

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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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You can now search SAILIS (Land Services SA) from within **reaforms** and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

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

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# reafirms

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### Professional Practice Forms for the Property Industry

#### Why choose reafirms?

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- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included - no need for a DocuSign subscription
- Built-in SMS verification for electronic signing
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Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.





# UPCOMING AUCTIONS APP

**Taking Auction Marketing to a Whole New Level!**



## GROUND BREAKING APP

Use your smart phone to search for upcoming Auctions!

## GAUGE THE MARKET

The best way by monitoring Auctions!

## DOWNLOAD

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

Just search "upcoming auctions"

## SEARCH WITH EASE

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

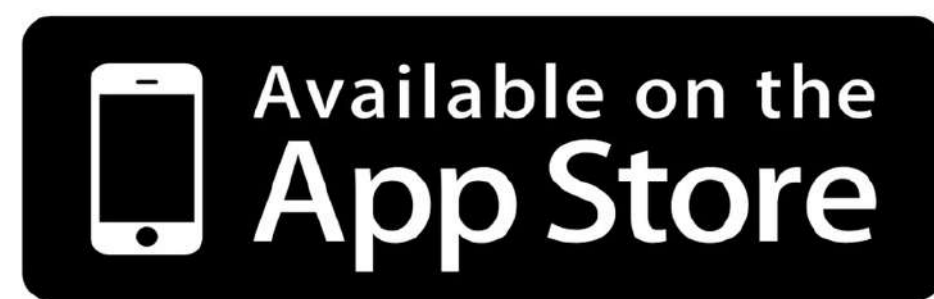
## INSTANT UPDATE

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

## LIST

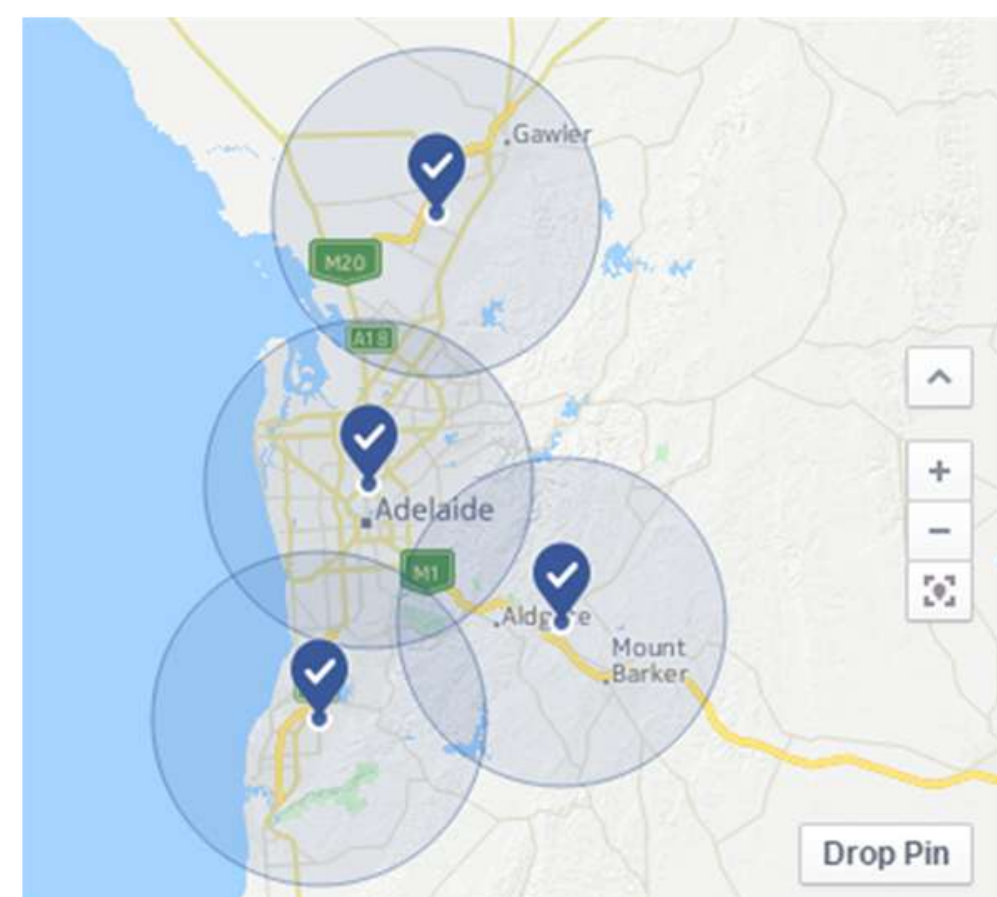
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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



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

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



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

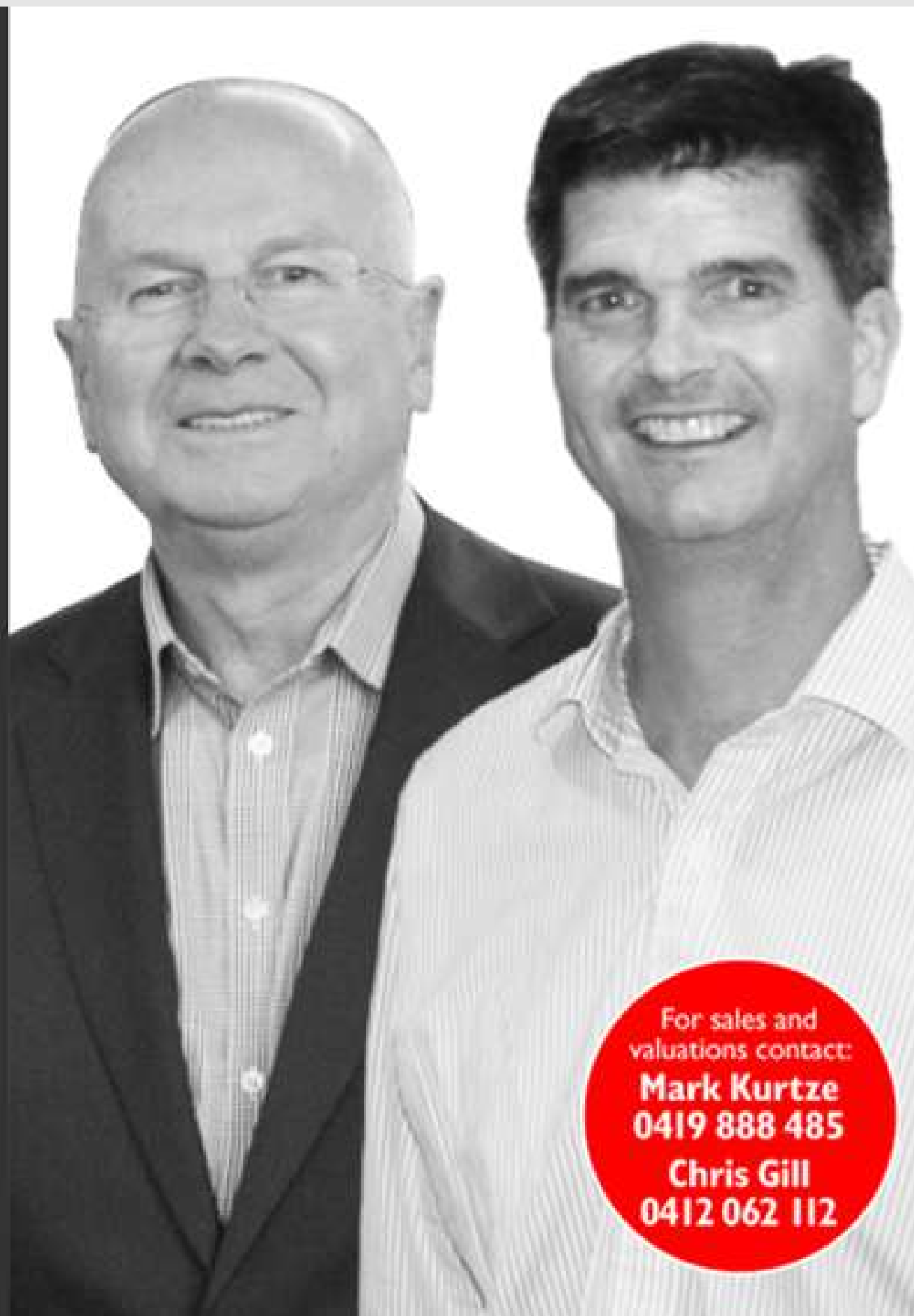


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