



DECEMBER 2023 - CELEBRATING 42 YEARS

"The Society of Auctioneers & Appraisers, Agents & Property 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.

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THE BOARD



Anthony DeMarco
President



Trish Johnson
Vice President

.....

Board Members

.....



John Raptis



Vincent Doran



Trent Godfrey



John Young



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

Bar open at cost

merry
CHRISTMAS

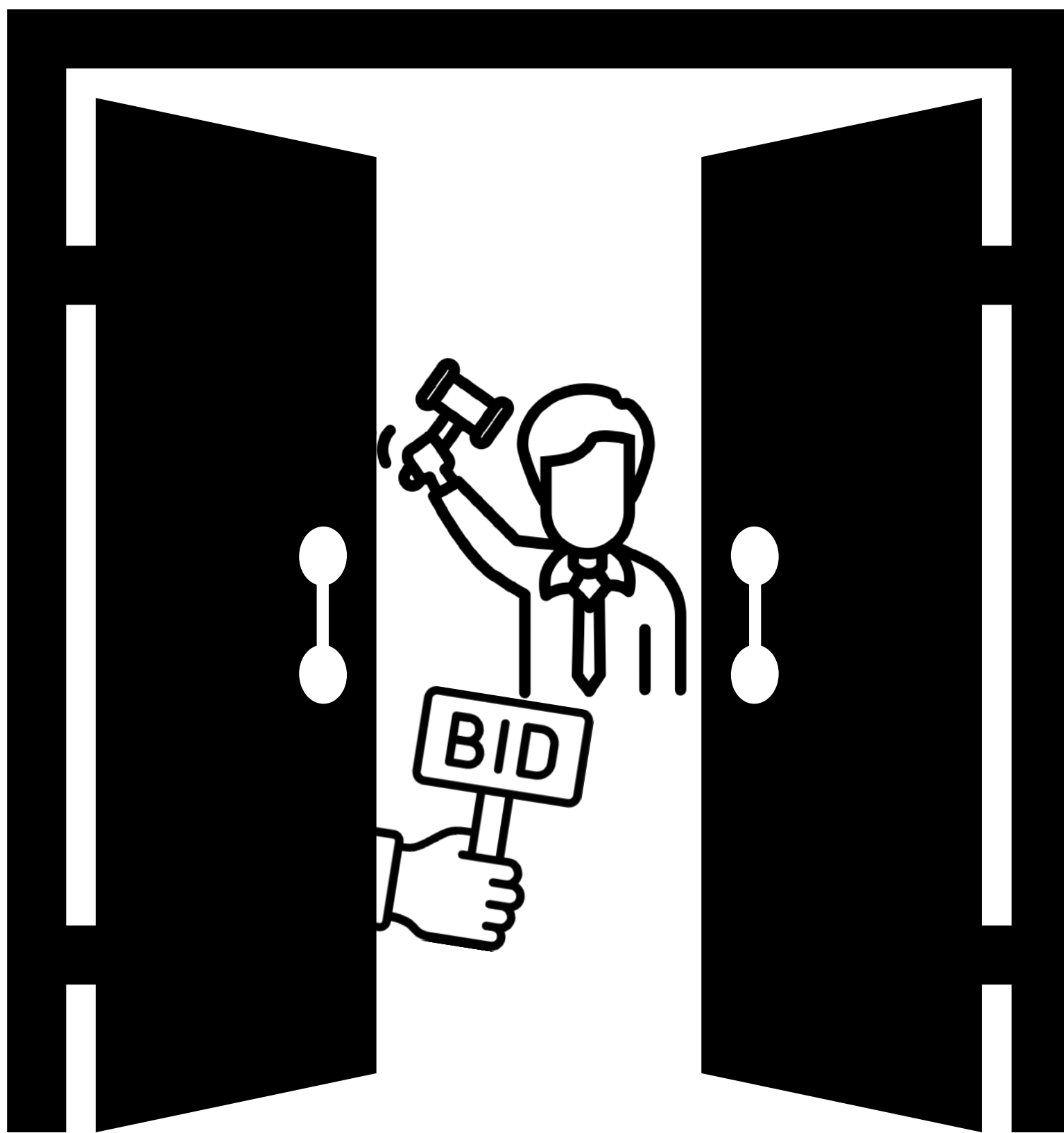




GOLDEN GAVEL LIVE 2024



Nominations are now open!



[Conditions of Entry.](#)

[Nominate
online](#)

[Nomination
Form](#)

Let the
Auctions
begin!

We suggest you upload every auction you conduct as you will never know which will be your best performance until after the event and don't be impressed if you get a really good price because the judges will judge your performance and not the sale price.



[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

WEDNESDAYS, 20th and 27th MARCH

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

VENUE: The Arkaba Hotel
150 Glen Osmond Rd,
Fullarton SA 5063

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)**



Agents and Auctioneers Under The Pump

[Download Brochure](#)



Brett Roenfeldt



Chris Gill



Garry Topp

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

THURSDAY 15TH FEBRUARY AT 4:00 PM

**Arkaba Hotel
150 Glen Osmond Road, FULLARTON**

COST: \$33 Each



Auction do we or don't we

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 at that time in an open, transparent and public forum.

Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits to both Vendors & Purchasers.

Auction puts the negotiations into the public forum and a time limit on negotiations.

Property Sold by Public Auction is the most transparent method of sale ever!

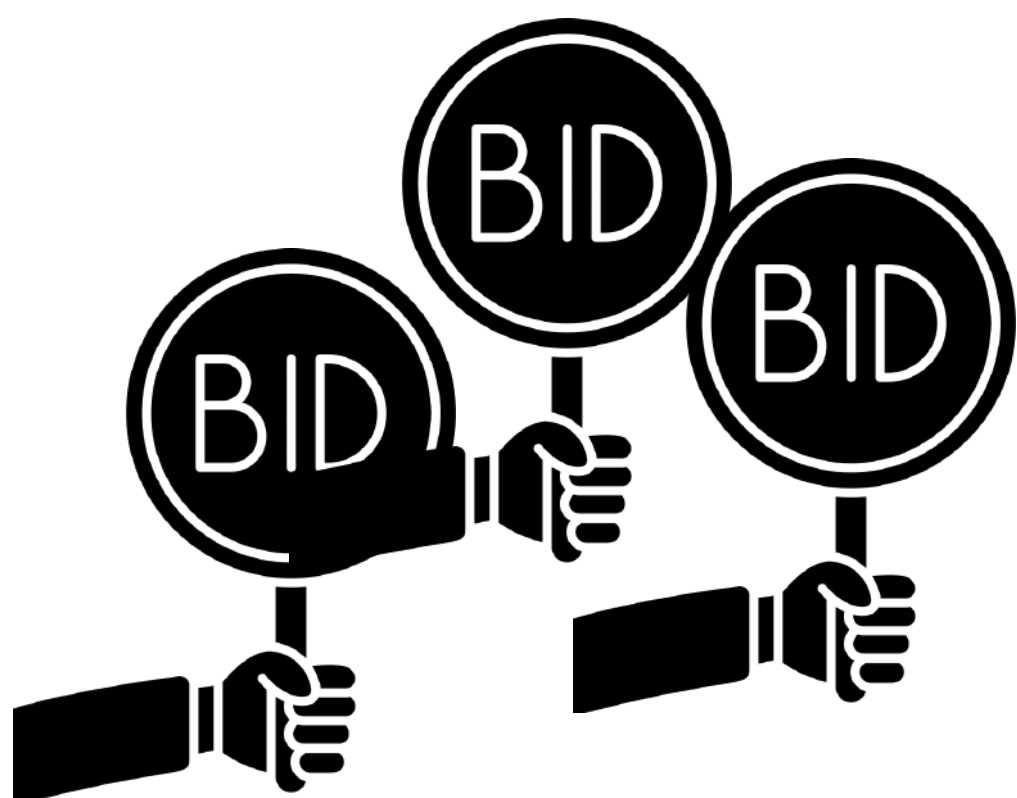
As the transaction is conducted entirely in the public forum, it's open, honest and genuine for both Vendors and Purchasers.

Committed Vendors auction their properties and Buyers know it!

Let's deal with the cash buyers first.....

Basically Auction allows you to deal with cash buyers over a 2-3 week period then if the property doesn't sell at Auction, you can commence a Private Treaty Sale with an asking price and deal with conditional buyers.

If a property has been for sale by Private Treaty and has not sold, converting to Auction can re-ignite previous leads as it creates urgency – especially if no price is quoted in the campaign.





What are the Advantages to me as a Vendor?

- Control, as Vendor you set the terms and conditions.
- You get a cash unconditional contract.
- 10% deposit on the fall of the hammer.
- No cooling off period applies.
- Allows 3 opportunities to sell – before, at Auction or immediately after – and reduces the overall selling time in the market.
- Creates a sense of urgency, which motivates purchasers to action. Puts a timeline on negotiations.
- Allows all potential buyers to compete amongst themselves to offer the vendor the best price.
- Can be used as part of a total marketing package where auction is the component that gets the buyers to act.
- Forces buyers to make decisions to a deadline of the auction date and brings negotiations to a head.
- The Auctioneer's skills, enthusiasm and techniques can maximise the price.
- Vendors control their reserve price and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30-45 days.
- 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.
- 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.
- Your home is only open at times that suit you with a predetermined schedule of opens.
- The level of market interest will help you gauge your reserve price.
- The competitive Auction environment offers the greatest chance for a premium price.
- On the fall of the hammer the Vendor becomes a cash buyer (subject to settlement of their property only).





- 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.

Basically the Agent conducts a series of open inspections, database marketing, media promotion and on auction day all interested parties register to bid and buyers compete to be the purchaser.

Society of Auctioneers and Appraisers (SA) Inc. Members can also promote auctions on the “Upcoming Auctions App” which can be downloaded from the App Store. Members of the public can search for upcoming auctions by Suburb, Agent, and Date or Auctioneer so please ensure your auctioneer is a member of ‘The Society’ so they can utilize this powerful marketing tool.

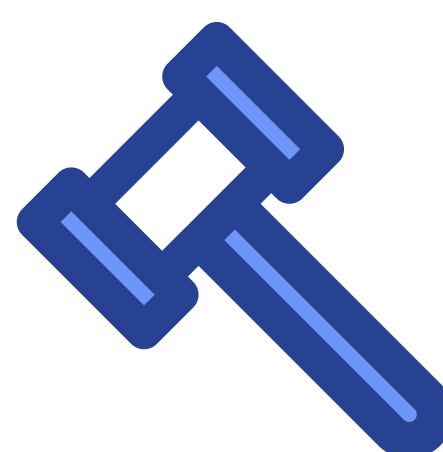
Some say that Auction is stressful and they are right – but the stress only lasts for 10-15 minutes while the auction is in progress where in some other methods of sale the stress can last for weeks with not knowing what the outcome will be.

From a buyer's perspective also, the transaction pans out right in front of their eyes, they can see their competition and react accordingly.

These days buyers can get pre-approval for finance which gives them the same opportunities as a cash buyer at an Auction.

In no other method of sale, a potential buyer can be privy to other offers and by bidding at Auction you get to see those other offers and then participate in the bidding to hopefully purchase and you don't get that dreaded phone call “Sorry you missed out the property has been sold”

For more information see Auctioneers.com.au and when selling by Auction make sure your Auctioneer is a practicing member of The Society of Auctioneers and Appraisers (SA) Inc



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



Auction Academy

'Two New Stars'

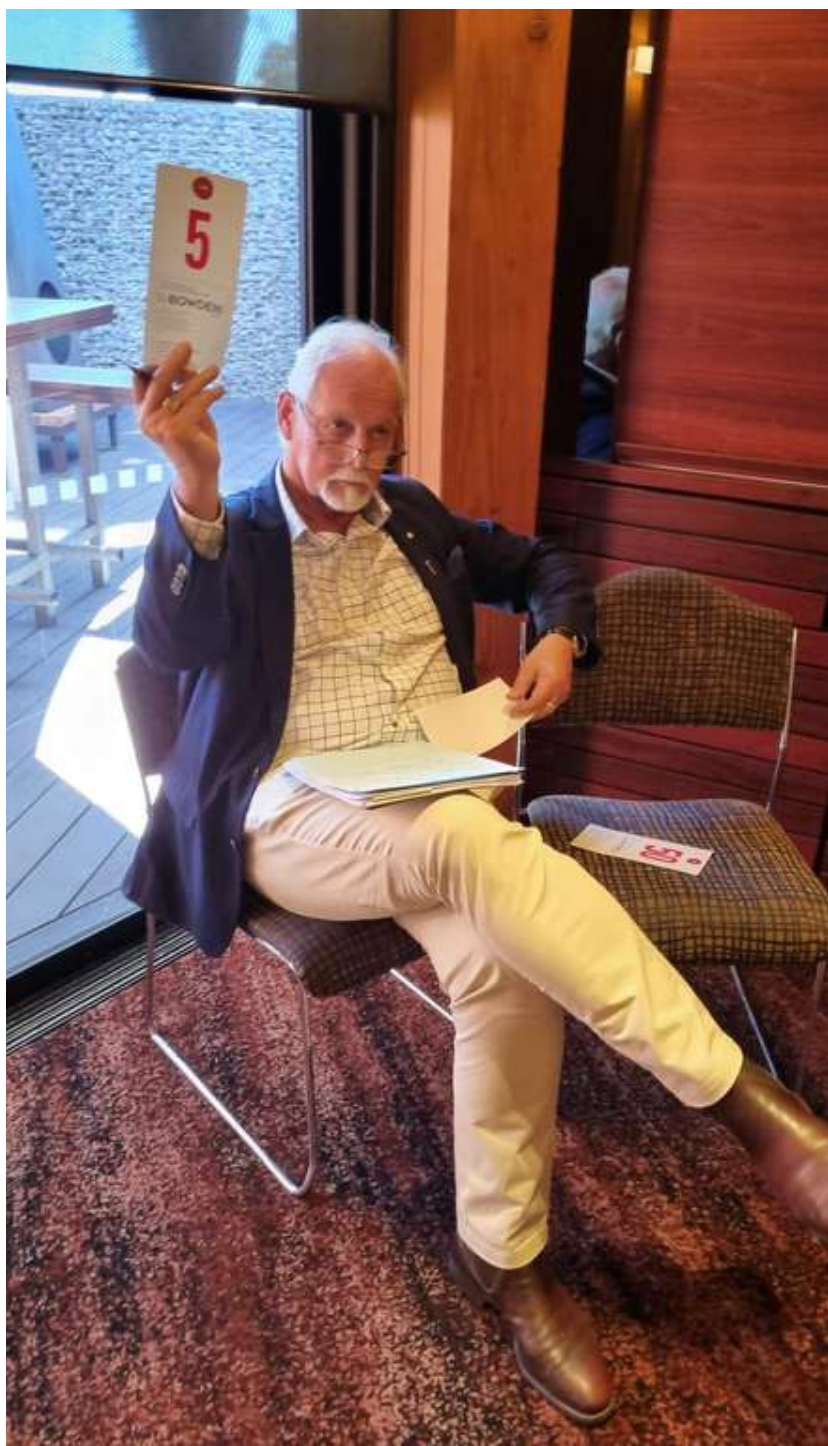


The 2-Day Auctioneers License Workshop is a specialist training package to train participants on how to conduct a Public Auction of Real Estate and qualify for registration as an auctioneer in South Australia provided by Academic Pavilion RTO provider number 91421.

Participants are given directions on how to inspire trust in their bidders, build excitement in their presentation, delivery techniques, voice projection and modulation, design your open and welcome, body language, bidding, crowd control, answering questions, legislative requirements, auction documentation, dialogue with vendor, highest bidder negotiation and the effective use of the three calls.

Each participant received a comprehensive workbook including Best Practice Procedures, Auction Essential Handouts and the Society's Latest 28 pages Booklet, the Property Auction Selling guide which covers Listing a Property for sale by Auction, Marketing Collateral available to Society Members, How to run a successful Auction Campaign, Buyer Awareness Program, Bringing an Auction forward, Reserve meeting within 24 - 48 hours before Auction, Documentation, Bidding, Briefing between Agent & Auctioneer, Briefing of potential Buyers, Auction Clerk's responsibilities at the Auction, At Auction, On-line Auctions, After the Auction, Common Questions, Relevant Issues, Non-Residential Auctions, Rural Properties The 21 Advantages of using Auction, and Conditions of Sale.





On the 9th and 16th of November, we had Ben Krieg from All Adelaide Real Estate and Dominic Pronesti from LJ Hooker Flinders Park, both were trained in all segments of auctions with special emphasis on lifestyle benefits, the bidding, answering difficult questions with both being critiqued after each mini performance.



When asked: Did you gain anything from this presentation? Answers were: Yes, *Extremely informative and has prepared me for what it takes to be an auctioneer and the potential ramifications of not doing the job properly; Yes the coaching on my strengths and weaknesses and gaining substantial insight into what goes on inside the auction process.*

What did you like the most? *The course material, case scenarios and understanding of the legal implications, receiving honest feedback.*

What would you tell others as the main benefits of the workshop? *It prepares you extremely well for what it takes to be an auctioneer and prepares you for all possible scenarios you may face in the real world, very thorough, uncomplicated, direct, insightful, fun, enjoyable, and helpful, there is a massive amount that you learn in the 2 days.*

That was the last Auction License Workshop of the year. If you know of anyone who would profit by gaining the skills of an auctioneer or you think has the potential to be an effective auctioneer please let us know and we can slot them into the next session in 2024.

The presenter is Brett Roenfeldt, five times Golden Gavel winner and licensed workplace trainer having conducted in excess of 21,000 Real Estate Auctions in South Australia

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



Society Golf Classic 25th Anniversary



We chose once again the magnificent Mount Osmond Golf Club for the 25th Anniversary of the highlight of the Society's event calendar in 2023, [The Society Golf Classic](#). Mount Osmond is only 15 minutes from the CBD and has wide undulating fairways, challenging greens and a stimulating course layout. The Society is blessed as the weather forecast on the previous Monday for Friday the 24th of November was for strong winds, thunderstorms and up to 20ml of rain with the office phone running hot with members concerned the day would be a washout. As it happened there was no rain, no strong winds and no thunderstorms with 20-degree temperatures which turned out to be possibly the best rounds of Golf in our 25-year history. The day was sponsored and subsidized by Chris Gill from the Form 1 Company even to the point of shouting the 11 teams and 44 players welcome drinks when they came back into the club rooms at the end of their round.



We'd like to thank our sponsors:

- **Direct Connect** – Key Sponsor represented by Jane McKniff.
- **Read Brothers Signs** – Darren Read was on hole 4 to give refreshments and ice creams and the \$500 cash prize for nearest the pin on 4th Hole
- **Bowden Group** – Long-time supporters of the Society – Damien Burchell, Sam Bowden & Patrick Buying and Derek Butler.
- **Cowden Insurance** – Gordon Tonkin. Gordon was on hole 4 supervising the hole in one and nearest the pin!
- **Form 1 Company** – thanks to Chris Gill with sponsorship, subsidising the cost of today and providing prizes
- **Eight At The Gate Winery** – Meg Richards provided a wine tasting of their superb wines on course and provided prizes for 1st, 2nd and 3rd teams
- **Eckermanns Conveyancers and Lawyers**
- **Academic Pavilion Registered Training Organisation**
- **Perspective Media**
- **du Plessis Auction Gallery**
- **Estate and Downsizing Services**







As usual, Cowden Insurance and Read Brothers Signs sponsored the \$50,000 hole-in-one and \$500 cash prize on the 4th.

Awards, Prizes and winners were:



Award 1 : Nearest to the pin 2nd Hole

Prize: Bottle of Moët Chandon Champagne courtesy of AJ Colman, Estate and Downsizing Services

Winner: Grady Campbell



Award 3: Nearest to the pin 4th Hole

Prize: \$500 cash prize courtesy, Darren Read of Read Brothers Signs

Winner: Matt Scarce



Award 4 : Nearest to the pin on 11th Hole

Prize: Box of a dozen golf balls courtesy Chris Gill, The Form 1 Company

Winner: Scott Petherick



Award 5: Nearest pin on 2nd shot on 7th Hole

Prize: \$100 Food and Beverage voucher courtesy of Arkaba Hotel and a \$50 voucher from Cibo Henley Beach

Winner: Derek Butler



Award 6: Longest Drive on 14th Hole

Prize: \$100 Paint voucher courtesy of Gary Johansen of Paint Suppliers Hendon and a \$50 voucher from Cibo Henley Beach

Winner: Tom Kluvanek



Award 7: Longest Drive on 6th Hole

Prize: Voucher for \$100 for Goods and Services courtesy of Darren Read of Read Brothers Signs and a \$50 voucher from Cibo Henley Beach

Winner: Jase Hyland



Award 8: Best Dressed

Prize: Bottle of Moet Chandon Champagne courtesy of AJ Colman, Estate and Downing Services and \$50 voucher from Cibo Henley Beach courtesy of Atilio Cavuoto

Winner: Elle Whyatt



Award 9: Third Place

Prize: A bottle of Eight at the Gate Family Selection Shiraz, courtesy of Jane Richards of Eight at the Gate Winery & 3 Gold balls each courtesy The Form 1 Company

Winner: Men@work with a score of 55 on a Count Back (Paul Richards, Jase Hyland, Tom Kluvanek, Mark Fletcher)

Award 10: Second Place

Prize: \$50 Food and drink voucher each courtesy The Marion Hotel; A bottle of Eight at the Gate 2019 Cabernet Sauvignon courtesy of Jane Richards of Eight at the Gate Winery; and a half dozen of Golf balls courtesy of Chris Gill

Winner: Ray White Norwood with a score of 54.875 (Brandon Pilgrim, Damien Fong, Grady Campbell, Tom Roberts)





Award 11: First Place

Prize: Perpetual Trophy and each player received: \$100 Food + Beverage Voucher for the Palais at the Semaphore; \$100 print voucher each from the Bowden Printing Group, courtesy of Sam Bowden; a Bottle of Eight at the Gate Family Selection Shiraz, courtesy of Jane Richards of Eight at the Gate Winery and a half dozen of Golf balls courtesy of Chris Gill.

Winner: Ray White Mawson Lakes with a score of 53.625 (Marz Harkotsikas, Daniel Tsiavlis, George Giotis, Arthur Georgakopoulos)

At the end, we had a raffle with some sensational prizes with proceeds going to Lutheran Care who supports the most vulnerable who are at risk of falling into homelessness by providing a range of early intervention programs. MC, President Anthony DeMarco and Jane McKniff from Direct Connect drew the names and when your ticket was called, you had a choice of which prizes you wanted.

Prizes and winners were:

Prize: 1 night stay in the Playford Adelaide in a King guestroom donated by Vice President Trish Johnson

Winner: Frank Clark





Prize: 2 night stay at Holiday Home, 19 Ryberg Road American River Kangaroo Island donated by ex Board Member Sarah Bower

Winner: **Arthur Georgakopoulos**



Prize: A Clay Shooting Day at Fraser Park Estate in the Adelaide Hills for up to 5 people donated by Board Member, John Young available on a Sunday (Date negotiable).

Winner: **Luke Domingo**

Prize: A Voucher for 1 Nights stay at Lady bay Golf Course at Normanville including 2 Rounds of Golf with Electric cart, Breakfast, \$50 Food voucher and a complimentary bottle of Wine on arrival, compliments Trish Johnson, Society Vice President

Winner: **Richie Carter**



Thanks to emcee, President **Anthony DeMarco**, **Stella** and **Olivia** for their assistance, **Chris Gill** for organizing everything, **Trent Godfrey** as photographer and **sponsors** for prizes.

Please put Friday November 8th in your diary for next year.



SOCIETY'S AUCTIONS



PARK HOLME
2e Zante Grove
SOLD for \$620,000

Agent: RMC Real Estate
Auctioneer: Jonathon Moore



CUMBERLAND PARK
20 Caulfield Avenue
SOLD for \$1,433,000

Agent: Harcourts Pilgrim
Auctioneer: Brett Pilgrim



KLEMZIG
80A Second Avenue
SOLD for \$1,295,000

Agent: Ray White Prospect
Auctioneer: John Morris



OTTOWAY
10 Arnold Street
SOLD for \$753,500

Agent: Harcourts Barossa Real Estate
Auctioneer: Brett Roenfeldt



SOCIETY'S AUCTIONS



GOODWOOD
29 Devon Street
SOLD for \$1,380,000

Agent: Toop + Toop
Auctioneer: Glenn McMillan



HYDE PARK
44 Park Street
SOLD for \$4,750,000

Agent: Toop + Toop
Auctioneer: Bronte Manuel



HOPE VALLEY
24 Tolley Road
SOLD for \$620,000

Agent: First National Riggall
Auctioneer: Jarrod Tagni



PARADISE
27 Gameau Road
SOLD for \$843,000

Agent: LJ Hooker Adelaide Metro
Auctioneer: Troy Tyndall



SOCIETY'S AUCTIONS



WOODVILLE GARDENS
16 Seventh Avenue
SOLD for \$810,000

Agent: Toop + Toop
Auctioneer: Vincent Doran



FLAGSTAFF HILL
51 Ridgeway Drive
SOLD for \$960,000

Agent: Harcourts
Auctioneer: Hamish Mill



MITCHELL PARK
32 Woodland Road
SOLD for \$750,000

Agent: Smallacombe Real Estate
Auctioneer: David Smallacombe



MAGILL
579-583 Magill Rd
SOLD for \$2,740,000

Agent: Commercial SA
Auctioneer: Jonathon Moore



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARK HOLME	2e Zante Grove	Wednesday, 01/11/2023	RMC Real Estate	Jonathon Moore	\$620,000
PASADENA	9 Spiers Ave	Thursday, 02/11/2023	Ray White Henley Beach	Jonathon Moore	\$620,000
DRY CREEK	13 Magazine Road	Thursday, 02/11/2023	LJ Hooker Commercial Adelaide	Troy Tyndall	Sold Prior
WOODVILLE WEST	28 Ryan Ave	Thursday, 02/11/2023	Ray White Woodville	Jonathon Moore	\$785,000
KENSINGTON	5/42 Bridge Street	Thursday, 02/11/2023	Brett Pilgrim	Brett Pilgrim	\$760,000
EASTWOOD	23A Hauteville Terrace	Thursday, 02/11/2023	Brett Pilgrim	Brett Pilgrim	\$981,000
CUMBERLAND PARK	20 Caulfield Avenue	Thursday, 02/11/2023	Prue Delaney	Brett Pilgrim	\$1,433,000
MAGILL	533 The Parade	Thursday, 02/11/2023	Brett Pilgrim	Brett Pilgrim	\$855,000
BOWDEN	103/15 Fourth St	Thursday, 02/11/2023	Dani Solm	Brett Pilgrim	\$601,000
ADELAIDE	17 Dimora Court	Friday, 03/11/2023	Ray White Kensington	John Morris	\$1,325,000
SEFTON PARK	15 Margaret Street	Friday, 03/11/2023	Ray White Kensington	John Morris	\$872,250
TANUNDA	24 Bridge St	Friday, 03/11/2023	Barossa Real Estate	Brett Roenfeldt	\$645,000
BEAUMONT	9 Sturt Place	Friday, 03/11/2023	Ray White Kensington	John Morris	\$1,350,000
PORT ELLIOT	33 North Tce	Friday, 03/11/2023	Commercial SA	Jonathon Moore	\$3,350,000
OTTOWAY	10 Arnold Street	Friday, 03/11/2023	Harcourts Barossa Real Estate	Brett Roenfeldt	\$753,500



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ROSTREVOR	11 Maurice Avenue	Friday, 03/11/2023	Ray White Norwood	John Morris	\$1,290,000
PARALOWIE	4 Magdalena Crescent	Friday, 03/11/2023	Ray White Salisbury	John Morris	\$590,000
KLEMZIG	80A Second Avenue	Friday, 03/11/2023	Ray White Prospect	John Morris	\$1,295,000
PARADISE	27 Gameau Road	Saturday, 04/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$843,000
MUNNO PARA	25 Freeman Ave,	Saturday, 04/11/2023	Professionals Manning Vella	Brett Roenfeldt	\$715,000
GREENACRES	2B Wootten Street	Saturday, 04/11/2023	All Adelaide City Edge	Brett Roenfeldt	\$770,000
NORTHFIELD	1B Conrad Street	Saturday, 04/11/2023	All Adelaide City Edge	Brett Roenfeldt	\$650,000
REDWOOD PARK	28 Burford Crescent	Saturday, 04/11/2023	All Adelaide City Edge	Brett Roenfeldt	\$715,000
HOPE VALLEY	24 Tolley Road	Saturday, 04/11/2023	First National Riggall	Jarrold Tagni	\$620,000
WEST BEACH	3 Nevis St	Saturday, 04/11/2023	Ray White Woodville	Jonathon Moore	\$1,200,000
BEVERLEY	2 Olveston Ave	Saturday, 04/11/2023	Ray White Woodville	Jonathon Moore	\$940,000
MAGILL	3a Ellis St	Saturday, 04/11/2023	Weeks & Macklin	Jonathon Moore	\$800,000
ROSTREVOR	24A Cash Street	Saturday, 04/11/2023	Ray White Adelaide City	John Morris	\$871,000
PROSPECT	71 Boyle Street	Saturday, 04/11/2023	Ray White Prospect	John Morris	\$1,200,500
NORTHGATE	1 Jones Street	Saturday, 04/11/2023	Ray White Norwood	John Morris	\$1,000,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MAWSON LAKES	8 MacMillan Avenue	Saturday, 04/11/2023	Ray White Adelaide City	John Morris	\$780,000
SALISBURY EAST	8 Amber Street	Saturday, 04/11/2023	Ray White Para Hills	John Morris	\$725,000
PARALOWIE	24 Martins Road	Saturday, 04/11/2023	Ray White Para Hills	John Morris	\$590,000
PARAFIELD GARDENS	32 Athalie Avenue	Saturday, 04/11/2023	Ray White Para Hills	John Morris	\$550,000
ROSTREVOR	13 Morialta Road West	Saturday, 04/11/2023	Alex & Hayley Parzis	Bronte Manuel	\$1,100,000
HYDE PARK	44 Park Street	Saturday, 04/11/2023	Bronte Manuel	Bronte Manuel	\$4,750,000
GOODWOOD	29 Devon Street	Saturday, 04/11/2023	Peter & Glenn McMillian	Glenn McMillan	\$1,380,000
ST PETERS	3 First Avenue	Saturday, 04/11/2023	Ray White Adelaide City	John Morris	\$1,242,000
WARRADALE	116A Dunrobin Rd	Sunday, 05/11/2023	Century 21 Bayside Brighton	Brett Roenfeldt	Sold Prior
PARAFIELD GARDENS	1 Palm Court	Sunday, 05/11/2023	Ray White Norwood	John Morris	\$663,000
VALLEY VIEW	18 Warburton Road	Sunday, 05/11/2023	Ray White Para Hills	John Morris	\$764,000
GREENACRES	7 Moreshead Street	Sunday, 05/11/2023	Ray White Norwood	John Morris	\$970,000
CLEARVIEW	3A Swindon Street	Sunday, 05/11/2023	Ray White Prospect	John Morris	\$599,000
WOODVILLE GARDENS	16 Seventh Avenue	Sunday, 05/11/2023	Thomas Crawford	Vincent Doran	\$810,000
PLYMPTON	6 Raffles Crescent	Monday, 06/11/2023	Ray White Glenelg	Rod Smitheram	\$961,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ROYAL PARK	1 Johnson Street	Wednesday, 08/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	Sold Prior
PARA HILLS	46B Todd Road	Thursday, 09/11/2023	Ray White Para Hills	John Morris	Held over
PARA HILLS	20 Robert Court	Thursday, 09/11/2023	Ray White Para Hills	John Morris	\$640,000
PARAFIELD GARDENS	353 Salisbury Highway	Thursday, 09/11/2023	LJ Hooker Property Specialists	Michael Fenn	0
GREENACRES	4 Whysall Road	Thursday, 09/11/2023	Ray White Prospect	Rod Smitheram	\$911,000
DAVOREN PARK	17 Neagle Road	Thursday, 09/11/2023	Ray White Para Hills	John Morris	\$391,000
PARA VISTA	5A lyle Street	Thursday, 09/11/2023	Ray White Para Hills	John Morris	\$400,000
SEAFORD MEADOWS	44 Navigation Street	Friday, 10/11/2023	Ray White Glenelg	Rod Smitheram	\$675,000
BLACK FOREST	677 South Rd	Friday, 10/11/2023	Commercial SA	Jonathon Moore	\$640,000
NORWOOD	22 Prosser Avenue	Friday, 10/11/2023	Ray White Kensington	John Morris	\$2,370,000
LIGHTSVIEW	19 Goodhall Street	Friday, 10/11/2023	Ray White Salisbury	John Morris	\$600,000
LARGS NORTH	9 Koowarra Terrace	Friday, 10/11/2023	Ray White Semaphore	John Morris	\$1,240,000
GOLDEN GROVE	24 Rotz Court	Friday, 10/11/2023	LJ Hooker Kensington Unley	Nick Ploubidis	Sold Prior
PENNINGTON	1 Beth Court	Saturday, 11/11/2023	Century 21 Paterson Properties	Brett Roenfeldt	\$510,500
LOWER MITCHAM	19 Yulinda Terrace	Saturday, 11/11/2023	Smallacombe Real Estate	David Smallacombe	Sold Prior



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HENLEY BEACH	14 York St	Saturday, 11/11/2023	Century 21 Western Coastal	Brett Roenfeldt	\$2,008,000
WATTLE PARK	18A Rosedale Avenue	Saturday, 11/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,125,000
GLANVILLE	21 Bucknall Road	Saturday, 11/11/2023	Keeping It Realty	Brett Roenfeldt	\$820,000
FINDON	1 Trimmer Parade	Saturday, 11/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	Sold Prior
MITCHELL PARK	32 Woodland Road	Saturday, 11/11/2023	Smallacombe Real Estate	David Smallacombe	\$750,000
KILBURN	23 Way St	Saturday, 11/11/2023	LJ Hooker Flinders Park	Brett Roenfeldt	Sold Prior
EDWARDSTOWN	7 Stanton St	Saturday, 11/11/2023	Bronlea Real Estate	Jonathon Moore	\$1,185,000
CLEARVIEW	38 Corconda St	Saturday, 11/11/2023	DB Philpott Real Estate	Jonathon Moore	\$853,000
CLARENCE PARK	23 Lorraine Avenue	Saturday, 11/11/2023	First National Riggall	Jarrold Tagni	Sold Prior
WEST CROYDON	49 Cedar Ave	Saturday, 11/11/2023	Ray White Henley Beach	Brett Roenfeldt	\$1,425,000
FLAGSTAFF HILL	51 Ridgeway Drive	Saturday, 11/11/2023	Harcourts	Hamish Mill	\$960,000
DULWICH	25 Gurney Road	Saturday, 11/11/2023	Ray White Adelaide City	John Morris	\$2,000,000
CAMPBELLTOWN	25 Alexander Avenue	Saturday, 11/11/2023	Ray White Norwood	John Morris	\$802,000
MARINO	13 Coolinga Road	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
MODBURY	7 Victoria Drive	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY EAST	9 Hampshire Close	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
ELIZABETH GROVE	36-38 Mofflin Road	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
NORTHFIELD	39A Northfield Road	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
RIDGEHAVEN	1A Sheppard Street	Saturday, 11/11/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
PAYNEHAM	40 Arthur Street	Saturday, 11/11/2023	Sally Cameron	Bronte Manuel	\$1,380,000
WOODVILLE SOUTH	9a Athlone Street	Sunday, 12/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$827,000
LARGS NORTH	17A Lamorna Terrace	Sunday, 12/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	\$770,000
FULHAM	40 Ashburn Ave	Sunday, 12/11/2023	Ray White Henley Beach	Brett Roenfeldt	Sold Prior
PARA HILLS	209 Kesters Road	Sunday, 12/11/2023	Ray White Norwood	John Morris	\$651,000
GREENACRES	4A Wingate Street	Sunday, 12/11/2023	Ray White Prospect	John Morris	\$820,000
CLEARVIEW	9 Selkirk Avenue	Sunday, 12/11/2023	Ray White Norwood	John Morris	\$722,000
BROMPTON	32 Chief Street	Sunday, 12/11/2023	Thomas Crawford	Vincent Doran	\$600,000
FLINDERS PARK	22 Mount Batton Tce	Wednesday, 15/11/2023	Ray White Woodville	Jonathon Moore	\$1,000,000
MAGILL	579-583 Magill Rd	Thursday, 16/11/2023	Commercial SA	Jonathon Moore	\$2,740,000
EXETER	23 Clarence Street	Thursday, 16/11/2023	Ray White Semaphore	John Morris	\$532,500



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARAFIELD GARDENS	4 Walnut Ave,	Thursday, 16/11/2023	Nicole Neill	Vincent Doran	\$590,000
MANNINGHAM	36 Ways Road	Saturday, 16/12/2023	Select Business & Property Group	Brett Roenfeldt	Sold Prior
NETLEY	6/360-364 Richmond Rd	Friday, 17/11/2023	Commercial SA	Jonathon Moore	\$1,070,000
RIDGEHAVEN	11A Hawke Street	Friday, 17/11/2023	Ray White Kensington	John Morris	\$691,000
BEAUMONT	4 Pam Street	Friday, 17/11/2023	LJ Hooker Kensington Unley	Nick Ploubidis	\$1,625,000
SMITHFIELD PLAINS	2 Sterling Court	Friday, 17/11/2023	LJ Hooker Kensington Unley	Nick Ploubidis	P.N.D.
TRANMERE	32 Barons Street	Friday, 17/11/2023	Nicole Neill	Bronte Manuel	\$1,315,000
WARRADALE	30 STRUAN AVENUE,	Saturday, 18/11/2023	Ray White Glenelg	Rod Smitheram	\$1,405,000
ELIZABETH EAST	6 Grayling Street	Saturday, 18/11/2023	Edge Realty	Brett Roenfeldt	Sold Prior
HAPPY VALLEY	2A McHarg Road	Saturday, 18/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$950,000
PAYNEHAM	10/12 Ashbrook Avenue	Saturday, 18/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$610,000
TRANMERE	4 Yongala Street	Saturday, 18/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,539,000
VALLEY VIEW	6 Gulfview Parade	Saturday, 18/11/2023	All Adelaide City Edge	Brett Roenfeldt	\$787,000
ATHOL PARK	9 Millicent Street	Saturday, 18/11/2023	Smallacombe Real Estate	David Smallacombe	Sold Prior
TORRENSVILLE	13 Elizabeth Street	Saturday, 18/11/2023	Ray White Semaphore	John Morris	Sold Prior



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
KIDMAN PARK	1c Park Drive	Saturday, 18/11/2023	Ray White Woodville	Jonathon Moore	\$1,501,000
PLYMPTON	2b Osborn Tce	Saturday, 18/11/2023	Bronlea Real Estate	Jonathon Moore	\$870,000
KILBURN	8 Le Hunt Ave	Saturday, 18/11/2023	DB Philpott Real Estate	Jonathon Moore	\$710,000
FELIXSTOW	68 Briar Ave	Saturday, 18/11/2023	DB Philpott Real Estate	Jonathon Moore	\$962,000
CROYDON	55 Princes St	Saturday, 18/11/2023	Weeks & Macklin	Jonathon Moore	\$900,000
GLANDORE	6 Glengarry Ave	Saturday, 18/11/2023	Ray White Henley Beach	Jonathon Moore	\$1,132,000
ROYAL PARK	12 Cooke Crescent	Saturday, 18/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	\$641,000
LARGS NORTH	19a Brenda Terrace	Saturday, 18/11/2023	First National Burton Groves	Jarrold Tagni	\$995,000
BRIGHTON	2C Tarcoola Street	Saturday, 18/11/2023	Ray White Glenelg	Rod Smitheram	\$792,000
LOCKLEYS	11 Myzantha Street	Saturday, 18/11/2023	Williams Real Estate	Hamish Mill	\$2,101,000
KILBURN	67 Kintore Avenue	Saturday, 18/11/2023	First National Riggall	Jarrold Tagni	\$740,000
SALISBURY DOWNS	24 5/12 Burton Road	Saturday, 18/11/2023	Ray White Salisbury	John Morris	Sold Prior
ALLENBY GARDENS	4 Maude Street	Saturday, 18/11/2023	Ray White Norwood	John Morris	\$1,011,000
GREENACRES	57A Redward Avenue	Saturday, 18/11/2023	Ray White Prospect	John Morris	\$736,000
HAMPSTEAD GARDENS	71 Ways Road	Saturday, 18/11/2023	Ray White Prospect	John Morris	\$794,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARALOWIE	5 Whitehall Court	Saturday, 18/11/2023	Ray White Salisbury	John Morris	\$610,000
UNDERDALE	9/17 Hardy's road	Saturday, 18/11/2023	Ray White Glenelg	Rod Smitheram	\$308,000
WOODCROFT	15 Hispano Drive	Saturday, 18/11/2023	Ray White Morphett Vale	Rod Smitheram	\$987,000
WARRADALE	10A EGMONT AVENUE	Saturday, 18/11/2023	RAY WHITE GLENELG	Rod Smitheram	\$1,220,000
PARADISE	9 Hamilton Tce	Saturday, 18/11/2023	Alex & Hayley Parzis	Bronte Manuel	\$1,300,000
PARADISE	35 Hardy Crt	Saturday, 18/11/2023	Alex & Hayley Parzis	Bronte Manuel	\$825,000
NORTH ADELAIDE	32 Mann Tce	Saturday, 18/11/2023	Thomas Crawford	Bronte Manuel	Sold Prior
PROSPECT	48 Braund Rd	Saturday, 18/11/2023	Peter & Glenn McMillian	Glenn McMillan	\$1,715,000
WOODVILLE	24 Leslie Street East	Saturday, 18/11/2023	Thomas Crawford	Vincent Doran	\$945,000
MARDEN	37 Willow Bend	Sunday, 19/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
ABERFOYLE PARK	31 Coachwood Drive	Sunday, 19/11/2023	Harcourts Tagni	Jarrold Tagni	P.N.D.
PARADISE	6 Riverview Drive	Sunday, 19/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	P.N.D.
SALISBURY EAST	20 Moore Avenue	Sunday, 19/11/2023	North East Realty	Jarrold Tagni	\$560,000
WOODVILLE PARK	4 Smith Ave	Sunday, 19/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	Sold Prior
SEAVIEW DOWNS	1a Gulfview Ave	Sunday, 19/11/2023	Ray White Henley Beach	Jonathon Moore	\$845,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
TRINITY GARDENS	6 Aveland Avenue	Sunday, 19/11/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,570,000
WEST CROYDON	31 Phillip Street	Sunday, 19/11/2023	Thomas Crawford	Vincent Doran	\$850,000
BROMPTON	47 Second Street	Sunday, 19/11/2023	Thomas Crawford	Vincent Doran	\$1,010,000
SALISBURY PARK	14 Inglebrae Crescent	Sunday, 19/11/2023	Ray White Prospect	John Morris	\$542,000
ANGLE VALE	17 Bastow Road	Sunday, 19/11/2023	Smith Partners	John Morris	\$797,000
SALISBURY EAST	6 Mostyn Crescent	Sunday, 19/11/2023	Edge Realty	John Morris	\$592,000
ST AGNES	1 Wild Oak Grove	Thursday, 23/11/2023	Belle Property West Lakes	Jonathon Moore	\$550,000
KILKENNY	379 Torrens Road	Thursday, 23/11/2023	Ray White Norwood	John Morris	\$1,150,000
LOCKLEYS	33 Autumn Avenue	Thursday, 23/11/2023	Ray White Port Adelaide/Largs	John Morris	\$1,070,000
MILE END	8 hilda street	Thursday, 23/11/2023	Thomas Crawford	Vincent Doran	\$1,235,000
BROADVIEW	19 Olive Avenue	Saturday, 25/11/2023	Select Business & Property Group	Brett Roenfeldt	\$660,000
EDWARDSTOWN	61 Raglan Avenue	Saturday, 25/11/2023	Naomi Will Real Estate	Jarrold Tagni	\$785,000
PARA VISTA	7 Ellwood Avenue	Saturday, 25/11/2023	Eclipse Real Estate	Brett Roenfeldt	\$631,000
THEBARTON	96a George Street	Saturday, 25/11/2023	LJ Hooker Mile End	Brett Roenfeldt	\$870,000
LOCKLEYS	12 Lasscock Ave	Saturday, 25/11/2023	Ray White Henley Beach	Jonathon Moore	\$1,030,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BROOKLYN PARK	26 Tolley Cres	Saturday, 25/11/2023	Ray White Woodville	Jonathon Moore	\$921,000
NETLEY	57 Harvey Avenue	Saturday, 25/11/2023	Ray White Glenelg	Rod Smitheram	\$895,000
ST MARYS	47 Walsh Avenue	Saturday, 25/11/2023	Keeping It Realty	Brett Roenfeldt	Sold Prior
DARLINGTON	8 MOSTYN AVENUE	Saturday, 25/11/2023	Ray White Glenelg	Rod Smitheram	\$975,000
EASTWOOD	27 John St	Saturday, 25/11/2023	Magain Scarce	Brett Roenfeldt	Sold Prior
HILLCREST	15 Beatty Avenue	Saturday, 25/11/2023	First National Riggall	Jarrold Tagni	\$820,000
UNDERDALE	135 Ashley St	Saturday, 25/11/2023	Ray White Woodville	Jonathon Moore	\$820,000
HENLEY BEACH SOUTH	3 Hobart Road	Saturday, 25/11/2023	Belle Property Glenelg/Henley Beach	Brett Roenfeldt	\$1,320,000
GRANGE	55 Jetty Street	Saturday, 25/11/2023	Dimitrak Real Estate	Brett Roenfeldt	Sold Prior
UNLEY PARK	5/5 View Street	Saturday, 25/11/2023	Smallacombe Real Estate	David Smallacombe	\$556,000
NOVAR GARDENS	34 Sunningdale Avenue	Saturday, 25/11/2023	Ray White Glenelg	Rod Smitheram	\$920,000
OAKDEN	7 Hidcote Circuit	Saturday, 25/11/2023	Ray White Norwood	John Morris	\$691,500
WINDSOR GARDENS	7 Welkin Street	Saturday, 25/11/2023	Ray White Adelaide City	John Morris	\$1,341,000
ENFIELD	19 McCuster Avenue	Saturday, 25/11/2023	Ray White Prospect	John Morris	\$1,050,000
HAMPSTEAD GARDENS	3.22 Frome Avenue	Saturday, 25/11/2023	Ray White Prospect	John Morris	\$400,500



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY HEIGHTS	1 Morey Drive	Saturday, 25/11/2023	Ray White Salisbury	John Morris	Sold Prior
BEULAH PARK	290 Magill Road	Saturday, 25/11/2023	Alex & Hayley Parzis	Bronte Manuel	Sold Prior
MILE END	18 Rose Street	Saturday, 25/11/2023	Nicole Neill	Bronte Manuel	\$1,400,000
PARK HOLME	44 Tiparra ave	Sunday, 26/11/2023	Eclipse Real Estate	Brett Roenfeldt	\$820,050
NORTH PLYMPTON	1 Lehmann St	Sunday, 26/11/2023	Thomas Crawford	Vincent Doran	\$1,025,000
LOCKLEYS	26 Rowell's Rd	Sunday, 26/11/2023	Thomas Crawford	Vincent Doran	\$1,227,000
VALE PARK	2 Elm Court	Tuesday, 28/11/2023	Scott Murphy Real Estate	Brett Roenfeldt	\$1,235,000
MANOORA	Lot 34 Fairview Road	Wednesday, 29/11/2023	Ray White Rural SA	Geoff Schell	\$1,150,000
GLENGOWRIE	47 Frederick Street	Thursday, 30/11/2023	Rod Smitheram	Rod Smitheram	Sold Prior
SEMAPHORE	30 Hargrave Street	Thursday, 30/11/2023	Century 21 Beachside and Lakes	Brett Roenfeldt	\$806,000



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



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Anthony DeMarco



Vincent Doran



Angus Barnden



Trent Godfrey



George Kargiotis



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Sam Doman



James Wardle



Sam Grover



Vincent Wang



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Marc duPlessis



Simon Tanner



Tim Thredgold



Andy Edwards



Scott Newton



Matt Smith



Paul Arnold



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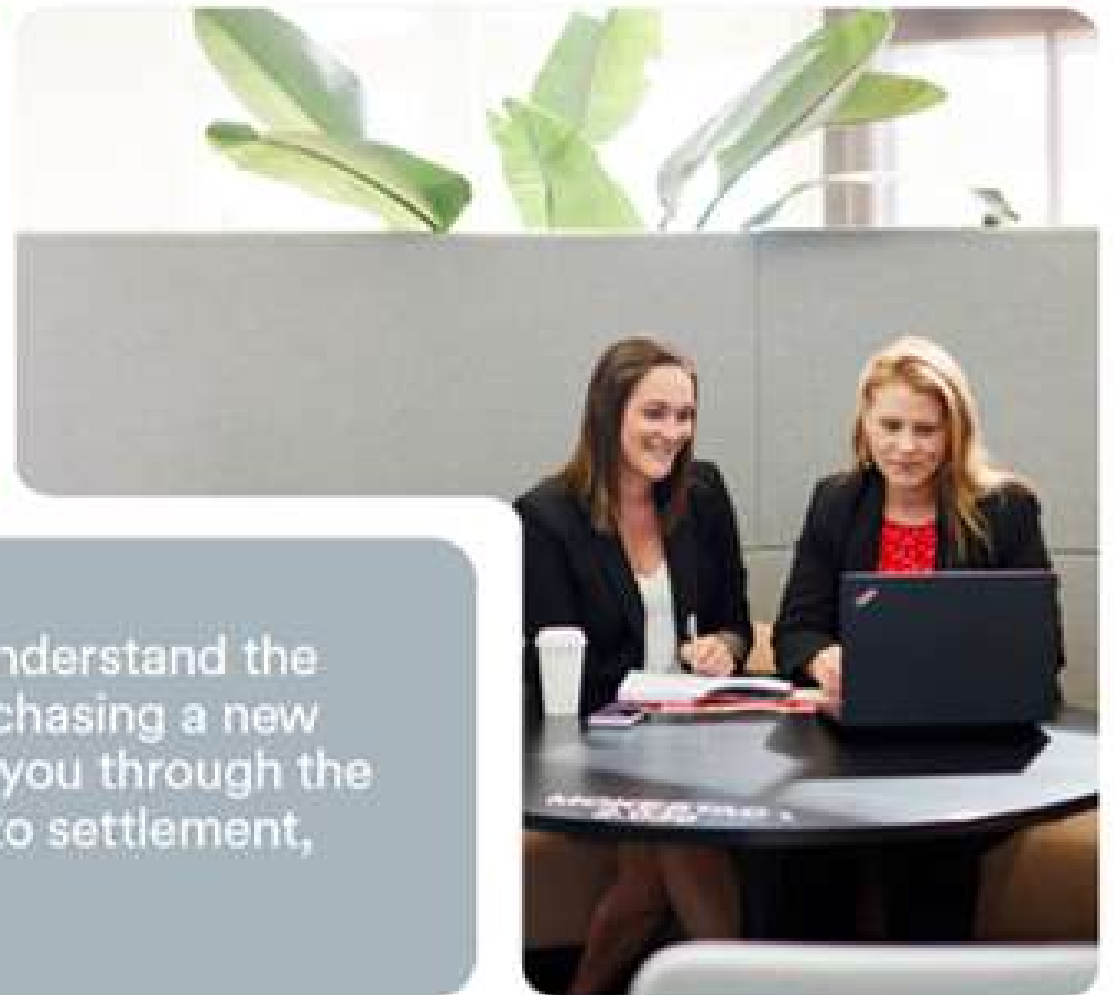
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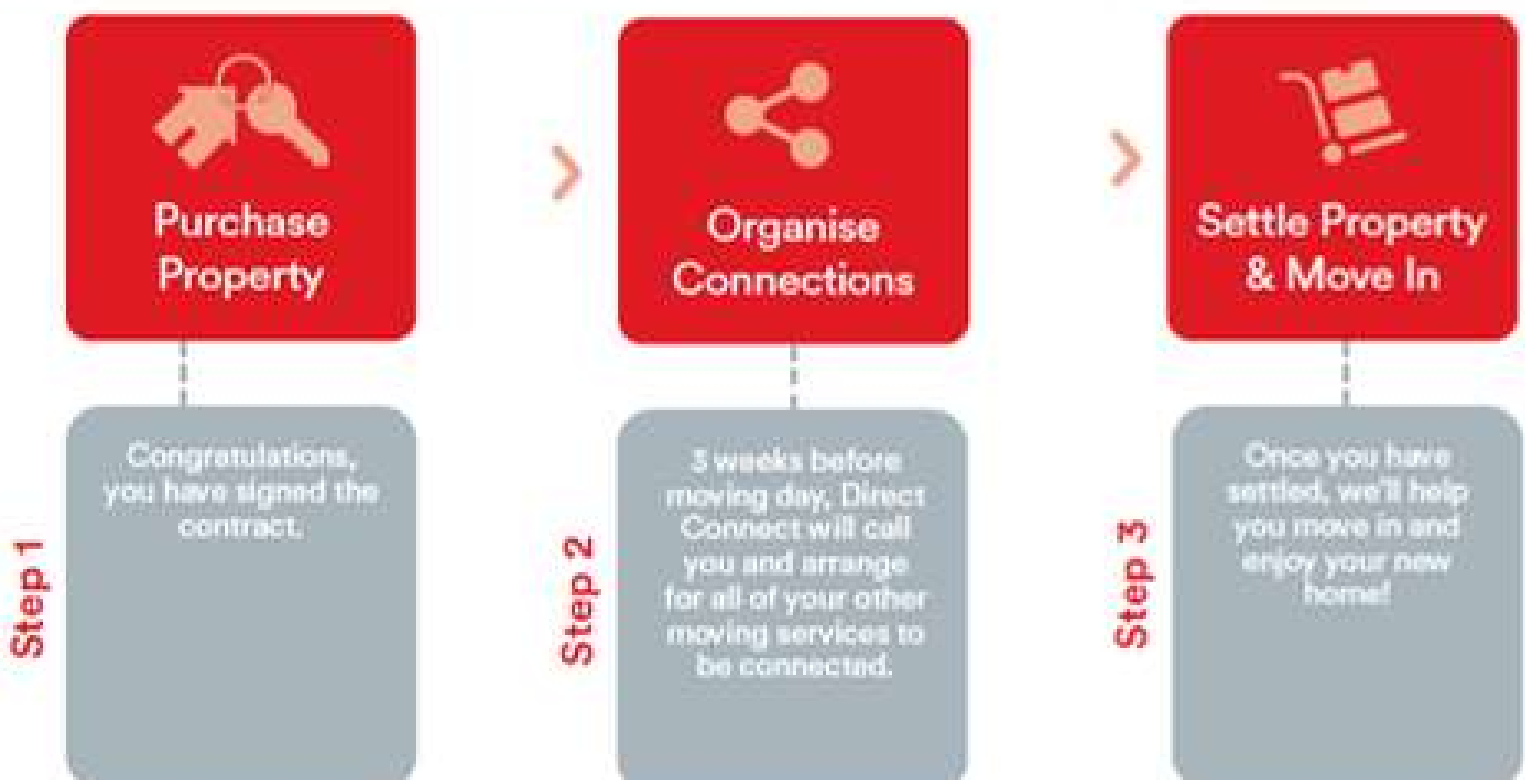
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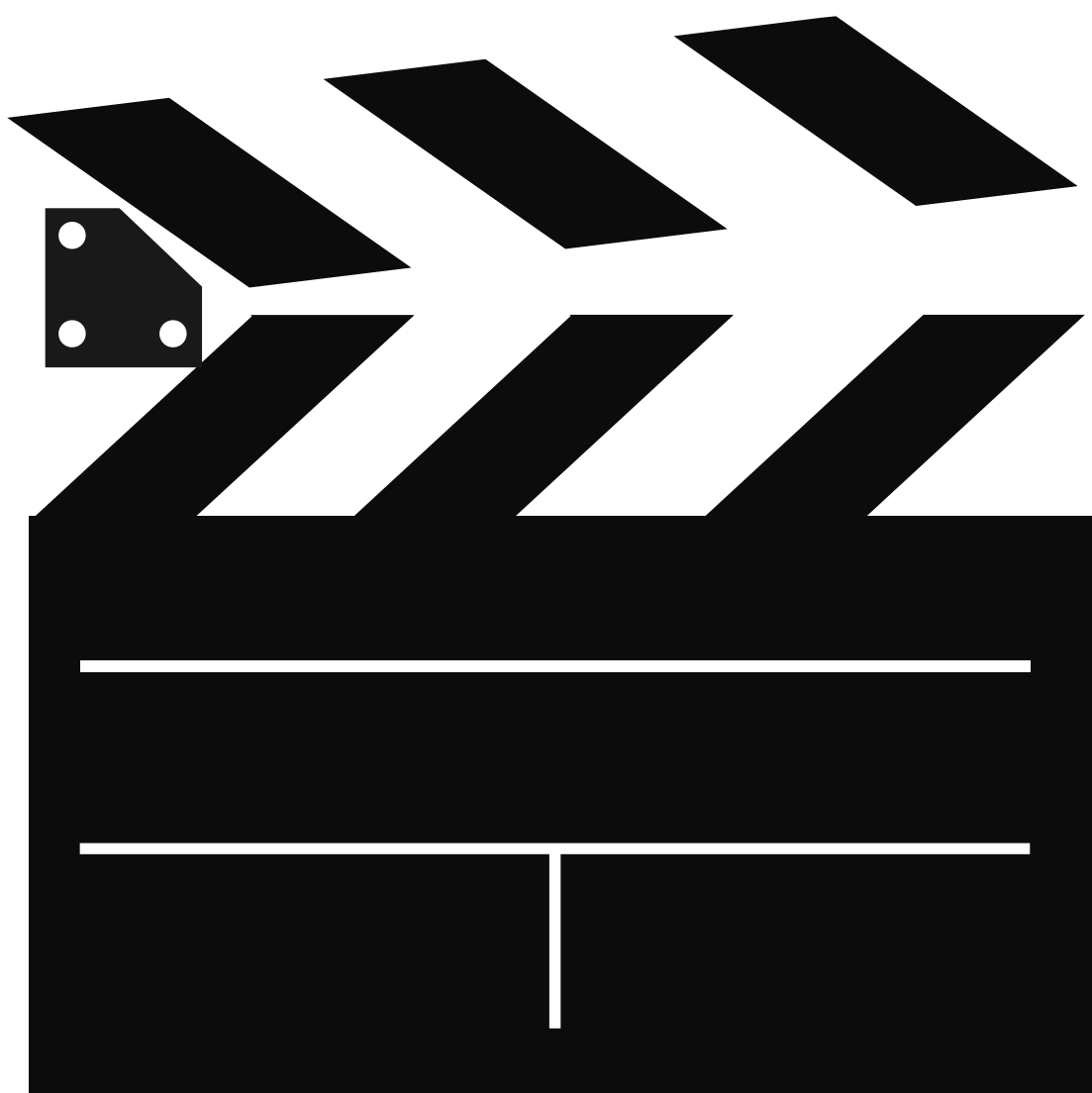
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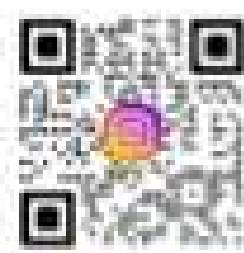
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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

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The 21 Advantages of using Auction as Your Preferred Marketing Process



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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?

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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.

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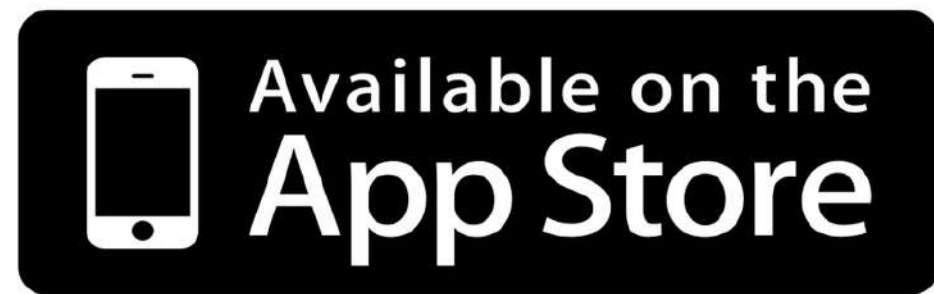
INSTANT UPDATE

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

LIST

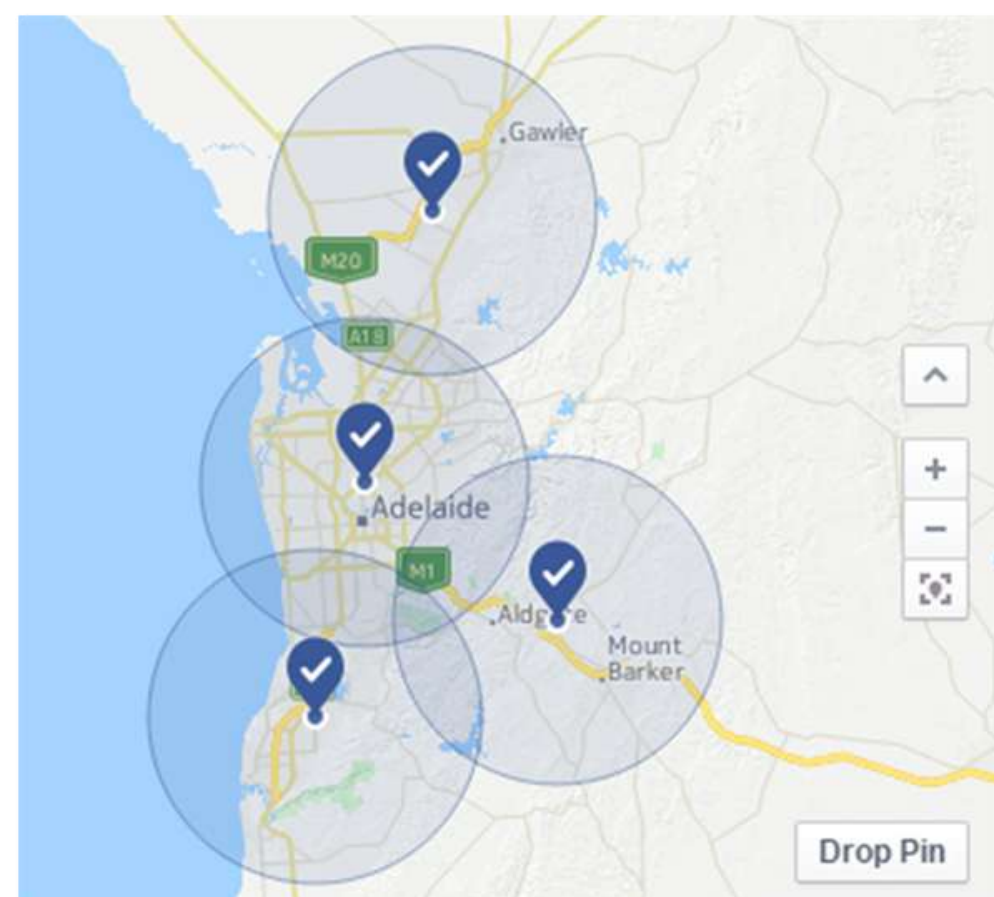
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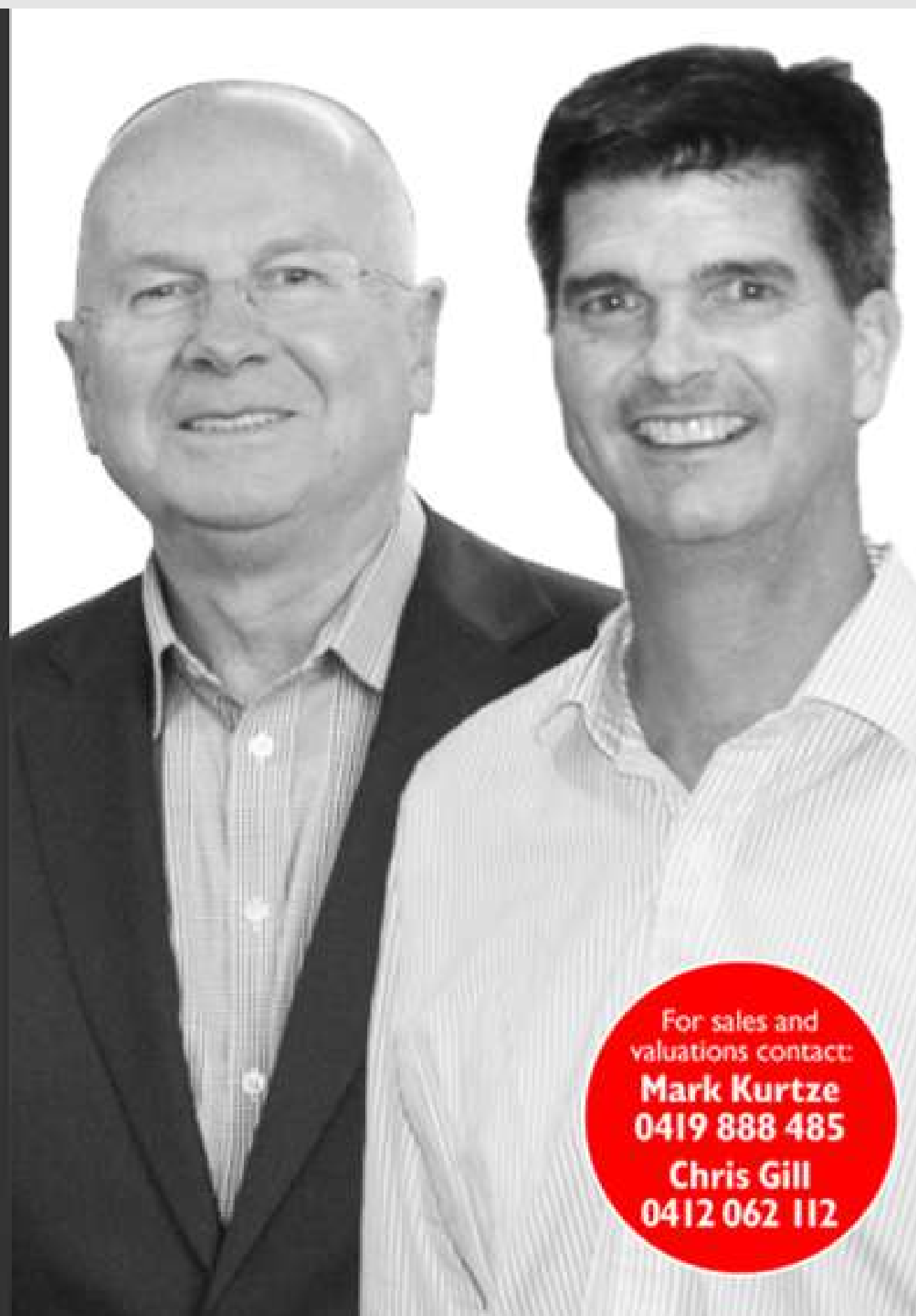
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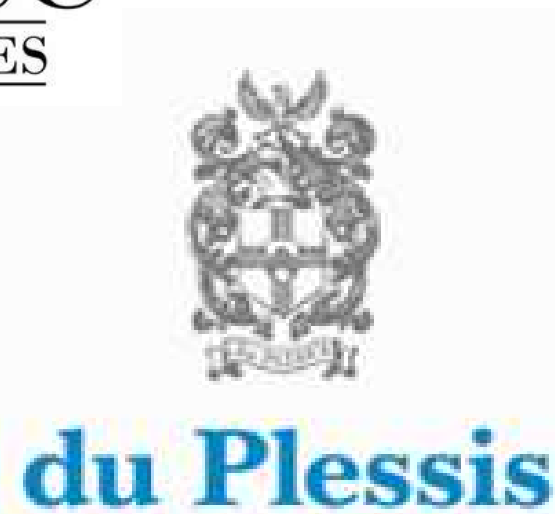
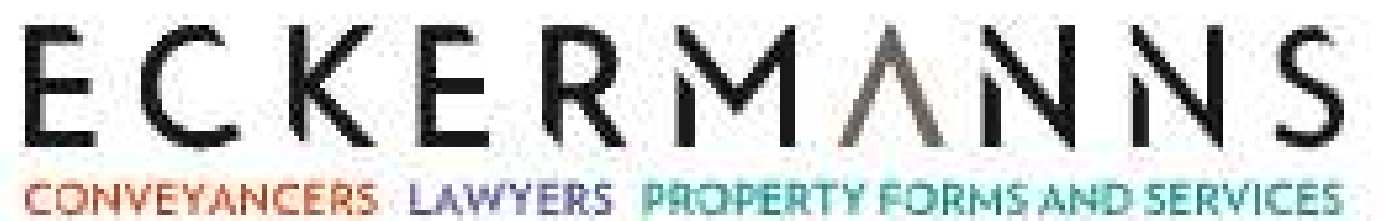
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