



JANUARY 2024 - CELEBRATING 43 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



Happy New Year



The Society of Auctioneers, Appraisers, Agents, and Property Managers extends warm wishes to each one of you for a Happy New Year filled with joy, success, and countless opportunities.

May the coming year bring forth a tapestry of success, growth, and collaborative achievements. Let's continue to uphold the values that bind us and work together to elevate our professions.

Here's to a year of growth, collaboration, and achievements. .

2024



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The Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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“THE SOCIETY”

GOLDEN GAVEL LIVE

2024

The **Society’s GOLDEN GAVEL** Competition and Awards was created by Past President, Anthony Toop F.S.A.A. (Life) in 1993 and has been passionately supported by the Auctioneering professions since inception. 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 the Real Estate, General and Livestock professions within Australia and New Zealand.

The **Society’s GOLDEN GAVEL** has developed and evolved to recognize excellence for all Auctioneers and Appraisers by encouraging especially young performers to enter the Rising Star category as a follow on to the Society’s Nationally Accredited 2 Day Real Estate Auction Academy.

The **Society’s GOLDEN GAVEL** for Real Estate, General, and Livestock Auctioneers & Appraisers is the longest running Auctioneering Competition in the Southern Hemisphere and has unquestionably raised the standards of Auctioneering in South Australia and has been the spring board that has fast-tracked the careers of many South Australian Auctioneers & Appraisers!





SOCIETY'S GOLDEN GAVEL LIVE 2024



By nominating for the competition, you agree to the following conditions:

Senior Real Estate, General & Livestock:

- This year you will be judged in the field by doing a live real Auction by live streaming and uploading your Auctions to the Society's Golden Gavel Live event on the Society's Facebook page <https://bit.ly/3q1TGK0>.
- You will need to nominate (<https://bit.ly/2THRgUD>) to enter and pay the appropriate nomination fees prior to performing or no later than 29th February 2024 (**Nominations close 29th February 2024.**)
- Auctions to be judged **must be performed between 1st May 2023 and 30th April 2024.**
- **The same rules will apply to Senior Real Estate, General & Livestock.**
- Candidates for Senior Real Estate, General and Livestock will submit a live Facebook feed from a smartphone which is streamed live onto the Society's Facebook event - One camera only, no editing – **we suggest you film in landscape on a tripod** as this gets a better video quality for viewing and judges.
- **The camera is to be on the Auctioneer - No filming of the crowd or bidders** (to stop potential intimidation) If the Auctioneer leaves the spot where they are conducting the Auction to go inside or to approach a bidder etc., let the camera run on facing the spot where the Auctioneer was standing.
Penalties will apply if this is not adhered to.
- After the auction, you have the flexibility to submit or discard the recording. **You can upload as many auctions as you like** provided they meet the terms and conditions of the competition and they are also visible on the Society's 'Upcoming Auctions' app. **The last auction uploaded will be the one judged, unless prior to the closing date, you advise us which Auction you would like judged.**
- Questions and Answers will not be judged.
- **All entrants must like and follow the Society Facebook page prior to entering.**
- **All Auctions must be posted on the Society 'Upcoming Auctions' App, prior to conducting the auction, and the results entered post Auction.**
- **When choosing which Auction to be judged, don't be impressed by the sale price, submit your best performance as it will be your Auction that will be judged - not how far above reserve.**



Senior Real Estate:

- You can upload as many Auctions as you like and by the closing date - please let us know via email which auction you would like judged otherwise the last auction you upload to Society's Golden Gavel Live 2024 event on the Society's Facebook page will be the one that is judged.
- This year please supply for the Judges:
 - The Reserve and any amended reserve
 - How many registrations
 - How many actually bid
- There will be no final for the Senior Real Estate category, however, the Top 5 Finalists will be announced and awarded at the Awards which will be held in May 2024.

General & Livestock:

- General & Livestock Auctioneers are to submit the opening terms & conditions and at least 10 minutes of selling from any part of the auction but each segment must be continuous and unedited.
- All entrants must like and follow the Society Facebook page prior to entering.
- Please complete a booking form for the Golden Gavel Live Awards in May 2024.

Rising Stars

- Rising Stars will perform at a designated location and will be judged on-site.
- The Rising Stars will perform by auctioning a property from a brochure and details supplied with the Finalists and or Outright Winner to be announced at the Awards in May 2024.
- To be eligible, you must have performed no more than 10 Real Estate Auctions in the field prior to the 29th of February 2024 and you have not won this award previously.
- Rising Star Heats will be held on Wednesday, May 1st 2024, and nominations for Rising Star must be in by 29th February 2024.
- All participants will auction the same property.
- The subject property will be provided to you several days prior to the event to allow for preparation.



All Categories

All Candidates in all categories must be a fully paid Member of the Society with no outstanding monies to the Society.

Each candidate must 'like' and 'follow' the Society's Facebook page, and details of the Auction to be submitted for judging must appear on the Society's 'Upcoming Auctions' App.

Entrants agree that video content submitted may be used by the Society and its affiliates for promotional purposes or otherwise during and beyond the competition.

Entrants must make themselves available for photos and promotion.

All participants must reside in South Australia to be eligible to enter.

All Auctions must be conducted compliant with South Australian Legislation current at the time of your performance.

There are strict criteria as to how you can advertise and promote your status in the competition and in all instances where you promote your participation, being a finalist or a winner, the Society must be mentioned and the award credentials must include the full description 'The Society' Golden Gavel Awards'.

Award Winners can only promote or refer to winning any award while being current members of the Society. If at any time membership of the Society is terminated, the member resigns or membership is canceled or lapses, no further reference can be made to any awards previously won or awarded.

By nominating, you agree to the Conditions of Entry set out by the Society of Auctioneers & Appraisers (SA) Inc.

Non-members are invited to join the Society prior to competing.

Nomination Form: <https://bit.ly/3yb7oAe>

Make sure you're familiar with the submission process found on the email you will receive the following nomination and will have easy access to the Facebook App on the day of the auction. We strongly recommend that you familiarise yourself with Facebook live streaming prior to your auction. **Scan the QR code to go straight to the Facebook event.**



For Senior Real Estate, General and Livestock and Rising Stars

10 or more entrants	- 5 Finalists
5-9 Entrants	- 3 Finalists
Under 5	- Winners only



✓ CHECKLIST!



SENIOR REAL ESTATE, GENERAL, LIVESTOCK

Fill in the nomination form & make payment **prior to your Auction or by 28th February 2023** (whichever occurs first) to be eligible.

- ☆ Are you a fully paid member of the Society with no outstanding monies?
- ☆ Send a brochure of your property together with advice of the reserve price, how many registrations and how many actually bid to admin@auctioneers.com.au (Real Estate only).
- ☆ Post Auction details on the Society's 'Upcoming Auctions App' prior to your Auction and post subsequent result.
- ☆ 'Like' & 'Follow' the Society of Auctioneers & Appraisers (SA) Inc. on Facebook Click 'attending' on the Society's Golden Gavel Live 2024 event page.
- ☆ Book for the Golden Gavel Live Awards by sending in your booking form with payment by Monday 6th May 2024.
- ☆ Test live stream on Facebook BEFORE performance, test landscape mode.
- ☆ Live stream your Auction between 1st May 2023 and 30th April 2024.
Suggestion: Use a tripod, camera **not** facing the sun & close to the Auctioneer and film in landscape mode (please test this prior to the Auction, contact us at 8372 7830 if you need help).
Reminder 1: NO filming/panning of the crowd or bidders at any point of the video.
Reminder 2: The camera has to be on the Auctioneer at all times. If the Auctioneer goes to talk to a bidder, let the camera run on facing the spot where the Auctioneer was standing.
Reminder 3: Subsequent entries are permitted. We will **judge the last entry**, unless you advise us which Auction you would liked judged.
- ☆ **Advertising:** Being a finalist or a winner, 'The Society' must be mentioned and the Award credentials must include the full description 'Society's Golden Gavel Awards' (more details under All Categories in Conditions of Entry).

RISING STARS REAL ESTATE

- ☆ Fill in the nomination form & make payment before 29th February 2024 to be eligible.
- ☆ Are you a fully paid member of the Society with no outstanding monies?
- ☆ I have not won this award previously.
- ☆ I have not performed more than 10 Real Estate Auctions in the field prior to 29th February 2024
- ☆ 'Like' & 'Follow' the Society of Auctioneers & Appraisers (SA) Inc. on Facebook.
- ☆ Click 'attending' on the Society's Golden Gavel Live 2024 event page.
- ☆ I can attend the Rising Star Heats on Wednesday, May 1st, 2024.
- ☆ I can attend the Awards in May 2024.

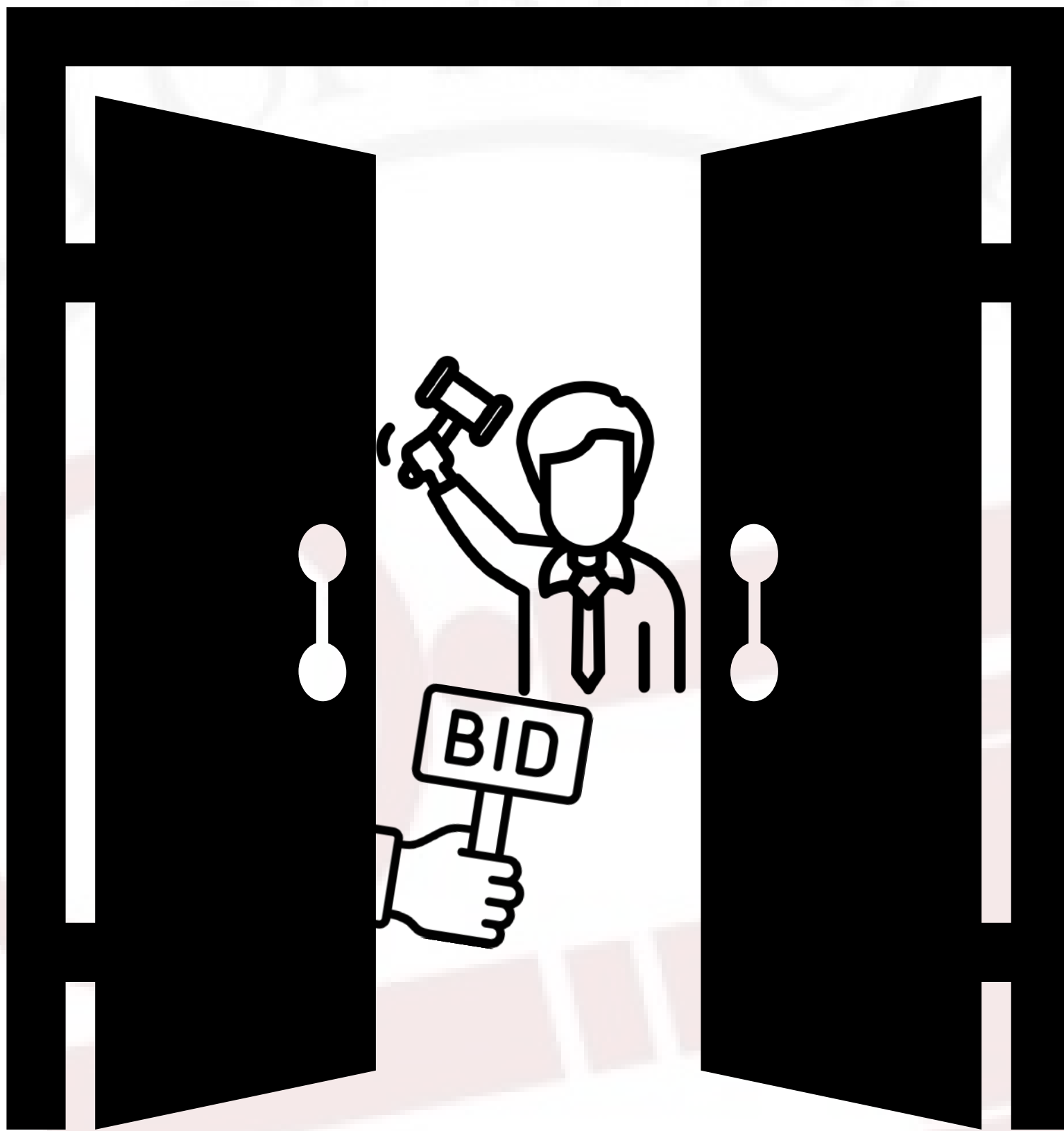
Advertising: Being a finalist or a winner, the Society must be mentioned and the Award credentials must include the full description 'The Society' Golden Gavel Awards' (more details under All Categories in Conditions of Entry).



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.

Nominations close 29th February 2024



THE BOARD



Anthony DeMarco
President



Trish Johnson
Vice President

.....

Board Members

.....



John Raptis



Trent Godfrey



John Young



NEW YEAR'S MESSAGE FROM THE BOARD

It is an honour to be appointed as President of The Society. We have a lot of work ahead in 2024 as we look to not only focus on the development of Auctioneers and the Auction process, build profiles, continue training with key stakeholders in the industry but most importantly develop more confidence in the process with the end consumers, the general public.

The current board has already made some key decisions, has a clear direction of where we need to be and where we can increase the value and support of our members” “I’m excited by the challenge and I welcome any suggestions, recommendations, The Society is here for its members, let’s make it a fantastic 2024.



President

2024 looks set to spring into action with a greater presence within the industry visually through a ramping of social media, and member interaction through additional training and professional development.

The Society will continue to play its vital role in the indisputably most transparent, dynamic and definitive method of sale in auction, whether it be property, livestock or fine art, whilst championing the cause of all real estate agents and property managers in the provision of property services throughout SA.

The unique ‘vibe’ of The Society is one of industry collaboration where respected and friendly interaction amongst industry peers creates a professional level of shared experiences and friendly banter. Our social gatherings – YOUR social gatherings - are fun and inclusive for all members, not matter where your interest lies on the real estate spectrum. Check out the events calendar – ALL members, current and new, are welcome.



Vice President

We welcome our new members

- | | | | |
|----------------------|-----------------|-------------------|------------------|
| Scott Newton | Greg Kipling | Dilip Bhimani | Dominic Pronesti |
| Chandy Bond | Gina D’Andre | Arsh Sidhu | Nick O’Hara |
| Michael Dittmar | Brijesh Mishra | Harry Sidhu Singh | Tiffany McLaren |
| Daniel Seach | Stefan Krcmarov | Kara Copetti | Natalie Salvati |
| Zack Hutchinson | Ben Krieg | John Enright | Raymond Pham |
| Hayley Marley-Duncan | Travis Denham | Jarryd O’Donnell | Craig Hill |
| Joseph White | Nici Casey | Andy Marney | |



Board Member

The Society of Auctioneers and Appraisers is always looking for more ways to add value for our members, we have some new and exciting initiatives planned for 2024.

Members "call to action" who do you know that may wish to join the Society? (reach out to them direct, or get in touch with Trent Godfrey on 0478 078 052)

To continue the 40+ year tradition of the Society, representing the specialist interests of Auctioneers and Appraisers in South Australia.

Looking to the future and continuing to add value for our members and their businesses, in an ever-changing environment.

Promote the auction method of sale in South Australia.



NEW YEAR'S MESSAGE FROM THE BOARD

At the Society of Auctioneers and Appraisers (SAA), we envision a dynamic and thriving community where professionals in the auction and appraisal industry come together to forge lasting connections, foster innovation, and advance excellence. Our vision is to be the premier hub for networking and socializing, creating engaging events that seamlessly blend business opportunities with meaningful interactions.

We are committed to cultivating a diverse and inclusive environment that welcomes members from all backgrounds, experiences, and expertise. Our events committee is dedicated to curating exciting and relevant gatherings that not only facilitate networking but also provide a valuable resource for our new members. Through these events, we aim to foster a sense of community and support, empowering individuals to grow both personally and professionally.

As we strive to increase membership, our focus extends to engaging a younger audience. We believe in the power of innovation and fresh perspectives, and we are dedicated to creating initiatives that resonate with the next generation of auctioneers and appraisers. By embracing technology, embracing sustainability, and staying at the forefront of industry trends, we aim to capture the enthusiasm of emerging professionals and provide them with a platform to shape the future of our field.

My vision is to position the Society as the go-to destination for collaboration, knowledge-sharing, and professional growth in the auction and appraisal sector. Through our collective efforts, we aspire to build a vibrant community that not only enriches the lives of our members but also elevates the industry as a whole. Together, we are shaping the future of auctioneering and appraisal, one meaningful connection at a time.



Board Member





[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



[Download Brochure](#)

Legislation and Best Practice Update

- Form 1 Q+A session
- Sale Agency and Pricing Compliance
- New Form 1 Changes
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Learn where everyone gets it wrong
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- and more!

**THURSDAY 29TH FEBRUARY
8:30 AM FOR 9AM TO 12NOON**

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

**COST: \$44 Each or \$38 each for two or more from
the same Office**

***For further information, please contact
Chris Gill 7221 4908
Garry Topp 8372 7830***



Chris Gill (Form 1 Company)



Society Christmas Drinks



Society's Christmas Drinks at The HWY were awesome!

Big thanks to all the Society members, sponsors, and everyone who came out to raise a glass with us. A special shout-out to those who traveled from far away just to celebrate – you made the night extra special.

Even with a change of date, the event was a success. The venue was filled with warmth, laughter, and the clinking of glasses as we came together to celebrate the holiday season.

It was a simple yet wonderful gathering, and we appreciate everyone who made it happen. Cheers to good times and great company !

Looking ahead to 2024 and beyond, we're excited to keep working together. Our goal is to make sure the special connection we all enjoy in the Society continues.



Wishing everyone a joyful and festive holiday season!







Merry Christmas



Mid North Rural Report



The rural property market in South Australia continues to see very strong prices and even record-high prices in key farming areas, demonstrating resilience in the face of various challenges including rising interest rates and drier conditions in many areas throughout the '23 growing season. In the generally reliably productive regions such as the Mid-North, Lower North, South East region and Yorke Peninsula **advanced management & agronomic practices have enabled farming enterprises to withstand lower-than-average annual rainfall.** This resilience has resulted in strong yields in many areas, bolstering profitability and attracting consistent buyer interest in these areas. As a result, we expect demand for farmland in these reliable regions to sustain strong prices in the coming year.

While data suggests that South Australian rural sales overall have seen a decline in transaction volumes, our experience in 2023 paints a different picture. We've observed a noticeable increase in transactions, indicating that vendors, especially those with cropping and mixed cropping/livestock properties, are not hesitant to sell. Dry conditions may deter some vendors who are concerned about the aesthetic appeal of their properties, particularly livestock holdings. However, most property owners, especially those in cropping, are seizing the opportunities offered by the current market conditions.

In the first half of 2023, Ray White Rural South Australia held a twenty per cent share of South Australia's rural property market, a figure that has only continued to rise. As more properties enter the market, there's a growing sense of urgency among sellers. They are motivated by concerns over price uncertainty in the near future and increased competition, leading them to act sooner rather than later



Ray White Rural SA SOLD 49 rural properties in 2023 with 19 properties being offered for sale by Auction.

At the time of writing 18 of these rural properties had gone to Auction with the final Auction set for Friday Dec 15th.

104 registered bidders (5.8 registered bidders per property) drove a very healthy Auction day result with 16 sold under the hammer and 2 sold within 7 days post auction. The remaining property is now listed for sale with a price.

This 94.4% Auction clearance rate has demonstrated the strength and success of our Auction campaigns. Average days on market of 43 days is again a very positive result for our vendors.

Some Highlights

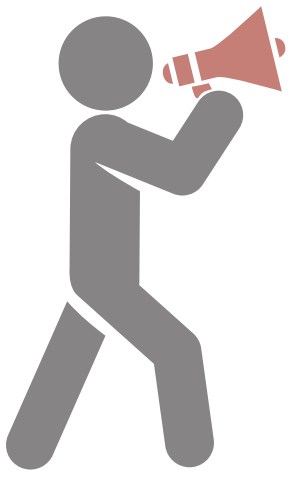
- 'Wild Dog Creek' Aggregation, Melrose - 2 lots sold under the hammer to a packed Melrose hall for a total of \$8,400,000.
- 'Sellecks', Wasleys 105.6ha (261 acres) - Sold for \$3,450,00 = \$13,220/acre ** RECORD PRICE for the area

Summary:

- 19 properties offered for sale by auction in 2023
- 1 Auction pending - booked for Dec 15th at Truro
- 16 sold 'under the hammer'
- 2 sold post Auction
- 1 on market after Auction
- Average days on market - 43 days
- 94.4% Auction clearance rate
- Auction Bidders: 104 registered bidders (5.8 registered bidders per property)
- 43 active bidders (2.4 active bidders per property)



Geoff Schell M.S.A.A



Call for Nominations
AUSTROS 2024 Australian and New Zealand Auctioneering Championships

Dear Auctioneers,

Save the Date - AUSTROS 2024 South Australian State Competition

Hosted by the Real Estate Institute of South Australia (REISA) in collaboration with the Society of Auctioneers and Appraisers, AUSTROS 2024 promises to be a significant event with the National finals to be held in Hobart mid May.

Stay Tuned for the Official Call for Entries:

Formal invitations for entries will be announced in the New Year. Be prepared to participate in a competition that recognises talent and marks a historic moment in the auctioneering community.

Save the Date: Thursday, March 14 2024

Key Details:

State South Australian Competition Date: Thursday, March 14, 2024

Venue: [To be Announced]

Format : Auctioneers will perform an Auction in front of a panel of Judges and Bidders and will be scored using the Australasian Judging format.

The top two point scorers will be the South Australian Representatives in the AUSTROS finals to be held in Hobart from May 14-16, 2024.

Early Expression of Interest:

We welcome early expressions of interest. For any queries, please reach out to:

- Andrea Heading: reisa@reisa.com.au
- Garry Topp: society@auctioneers.com.au

AUSTROS 2024 will be a important event as we celebrate the 100 year milestone of the REIA.

The championship will coincide with the National Awards for Excellence for the first time and there will be a significant industry presence at next year's awards.

Looking Ahead to 2025:

REISA are delighted to announce that South Australia will be the host state for the National Championships in 2025.

Best regards,

Andrea Heading CEO REISA

Garry Topp CEO Society of Auctioneers and Appraisers





Memories

strongly believe that the moment you decide better at your chosen men, you'll become more to learn. My journey...



strongly believe that the moment you decide better at your chosen men, you'll become more to learn. My journey...



to ourselves, when we choose... friend... and... they... cleaning... ingless... power... decided... every day. It n... ve and stai...



SOCIETY'S AUCTIONS



ELIZABETH NORTH
11B ASHLEY STREET
SOLD for \$420,000

Agent: Ray White Glenelg
Auctioneer: Rod Smitheram



HAWTHORN
80 Belair Rd
SOLD for \$2,500,000

Agent: Commercial SA
Auctioneer: Jonathon Moore



VIRGINIA
79 Juniper Boulevard
SOLD for \$625,000

Agent: All Adelaide City Edge
Auctioneer: Brett Roenfeldt



HOVE
6/35 Dunrobin Road
SOLD for \$610,000

Agent: Century 21 The Bay
Auctioneer: Jarrod Tagni



SOCIETY'S AUCTIONS



SALISBURY EAST
4 Friar Court
SOLD for \$585,000

Agent: Ray White Salisbury
Auctioneer: John Morris



SEMAPHORE PARK
9 Zephyr Grove
SOLD for \$785,000

Agent: TOOP+TOOP
Auctioneer: Bronte Manuel



LOCKLEYS
7 Diosma Street
SOLD for \$1,033,000

Agent: TOOP+TOOP
Auctioneer: Vincent Doran



MYRTLE BANK
23 Moorhouse Avenue
SOLD for \$1,325,000

Agent: Smallacombe Real Estate
Auctioneer: David Smallacombe



SOCIETY'S AUCTIONS



WESTBOURNE PARK
46 Elmo Avenue
SOLD for \$2,182,000

Agent: TOOP+TOOP
Auctioneer: Glenn McMillan



FULLARTON
10 Alma Road
SOLD for \$1,870,000

Agent: Smallacombe Real Estate
Auctioneer: David Smallacombe



HOVE
23 Shephard Street
SOLD for \$1,727,000

Agent: McCammon Real Estate
Auctioneer: Brett Roenfeldt



ROSEWATER
15 MACGREGOR STREET
SOLD for \$920,000

Agent: RAY WHITE GLENELG
Auctioneer: Rod Smitheram



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HAWTHORN	80 Belair Rd	Friday, 01/12/2023	Commercial SA	Jonathon Moore	\$2,500,000
WASLEYS	15 Annie Terrace	Friday, 01/12/2023	Ray White Grange	John Morris	Sold Prior
UNLEY	65 Mary Street	Friday, 01/12/2023	Ray White Kensington	John Morris	\$1,176,000
ELIZABETH NORTH	11B ASHLEY STREET	Friday, 01/12/2023	Ray White Glenelg	Rod Smitheram	\$420,000
WINGFIELD	32 Second Street	Friday, 01/12/2023	Ray White Port Adelaide	James Pedlar	\$428,000
FULHAM	10 Mackirdy Street	Saturday, 02/12/2023	Craig Smith	Brett Roenfeldt	\$1,345,000
ROSEWATER	15 MACGREGOR STREET	Saturday, 02/12/2023	RAY WHITE GLENELG	Rod Smitheram	\$920,000
KENSINGTON GARDENS	17A Leonore Avenue	Saturday, 02/12/2023	LJ Hooker Adelaide Metro	Troy Tyndall	P.N.D.
MODBURY NORTH	11 Legacy Cres	Saturday, 02/12/2023	DB Philpott Real Estate	Jonathon Moore	\$605,000
RIDLEYTON	17 Ryan Place	Saturday, 02/12/2023	Ray White Woodville	Jonathon Moore	\$830,000
ABERFOYLE PARK	3 Rill Court	Saturday, 02/12/2023	Keeping It Realty	Brett Roenfeldt	\$858,000
MYRTLE BANK	23 Moorhouse Avenue	Saturday, 02/12/2023	Smallacombe Real Estate	David Smallacombe	\$1,325,000
BURNSIDE	610 Greenhill Road	Saturday, 02/12/2023	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
PASADENA	9 Spiers Ave	Saturday, 02/12/2023	Ray White Henley Beach	Jonathon Moore	\$731,000
INGLE FARM	14 Binnowie St	Saturday, 02/12/2023	DB Philpott Real Estate	Jonathon Moore	\$671,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
VIRGINIA	79 Juniper Boulevard	Saturday, 02/12/2023	All Adelaide City Edge	Brett Roenfeldt	\$625,000
WYNN VALE	42 Brunswick Terrace	Saturday, 02/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
PARA HILLS	156 Maxwell Road	Saturday, 02/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
FAIRVIEW PARK	27 Elinga Road	Saturday, 02/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
SALISBURY	8 Halbury Road	Saturday, 02/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
SALISBURY HEIGHTS	60 Target Hill Road	Saturday, 02/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
CAMPBELLTOWN	4 Ambrose Avenue	Saturday, 02/12/2023	Ray White Norwood	John Morris	\$1,138,000
GREENACRES	18A Wingate Street	Saturday, 02/12/2023	Ray White Prospect	John Morris	\$861,000
NORTHFIELD	152 East Parkway	Saturday, 02/12/2023	Ray White Norwood	John Morris	\$526,500
OTTOWAY	79A Agnes Street	Saturday, 02/12/2023	Ray White Adelaide City	John Morris	\$800,000
NEW PORT	5 Camilla Court	Saturday, 02/12/2023	Ray White Salisbury	John Morris	\$635,000
MODBURY	42B Berryman Drive	Saturday, 02/12/2023	Ray White Para Hills	John Morris	\$684,000
WESTBOURNE PARK	46 Elmo Avenue	Saturday, 02/12/2023	TOOP+TOOP	Glenn McMillan	\$2,182,000
HOVE	6/35 Dunrobin Road	Sunday, 03/12/2023	Century 21 The Bay	Jarrold Tagni	\$610,000
LIGHTSVIEW	32 Elliott Drive	Sunday, 03/12/2023	Harcourts St Peters	Jonathon Moore	\$670,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARAFIELD GARDENS	5 Walnut Avenue	Sunday, 03/12/2023	Ray White Norwood	John Morris	\$600,000
PROSPECT	5/44 Wilson Street	Sunday, 03/12/2023	Ray White Salisbury	John Morris	\$450,000
LIGHTSVIEW	6 Chard Street	Sunday, 03/12/2023	Ray White Norwood	John Morris	\$630,000
INGLE FARM	14 Leyton Avenue	Sunday, 03/12/2023	Ray White Prospect	John Morris	\$567,000
ELIZABETH NORTH	3 Sedgehill Road	Sunday, 03/12/2023	Ray White Prospect	John Morris	Sold Prior
BURNSIDE	2/24 High Street	Sunday, 03/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior
MAGILL	14 Patola Street	Sunday, 03/12/2023	TOOP+TOOP	Bronte Manuel	P.N.D.
SEMAPHORE PARK	9 Zephyr Grove	Sunday, 03/12/2023	TOOP+TOOP	Bronte Manuel	\$785,000
LOCKLEYS	7 Diosma Street	Sunday, 03/12/2023	TOOP+TOOP	Vincent Doran	\$1,033,000
GRANGE	3/46 High St	Tuesday, 05/12/2023	Ray White Woodville	Jonathon Moore	\$675,000
NORTH ADELAIDE	2/187 Childers Street	Tuesday, 05/12/2023	Ray White North Adelaide	John Morris	\$757,000
WOODVILLE PARK	29 Harvey St east	Wednesday, 06/12/2023	Ray White Woodville	Jonathon Moore	\$990,000
PENNINGTON	43 Wynette Street	Thursday, 07/12/2023	Ray White Port Adelaide/Largs	John Morris	\$710,000
ROSEWATER	43 Margaret Tce	Thursday, 07/12/2023	DB Philpott Real Estate	Jonathon Moore	\$605,000
PORT ADELAIDE	4/32-35 Ship Street	Thursday, 07/12/2023	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
EXETER	170-172 Semaphore Rd	Thursday, 07/12/2023	Commercial SA	Jonathon Moore	\$860,000
CHRISTIES BEACH	114c Beach Rd	Thursday, 07/12/2023	Commercial SA	Jonathon Moore	\$1,250,000
DAVOREN PARK	15 Walpole Street	Friday, 08/12/2023	Ray White Salisbury	John Morris	\$360,500
KERSBROOK	3A High Street	Friday, 08/12/2023	Ray White Prospect	John Morris	\$840,000
MITCHAM	7 Waverley Street	Friday, 08/12/2023	TOOP+TOOP	Bronte Manuel	\$1,613,000
TRANMERE	3 Orange Grove	Friday, 08/12/2023	TOOP+TOOP	Bronte Manuel	\$1,450,000
WOODVILLE PARK	29 Harvey St east	Wednesday, 06/12/2023	Ray White Woodville	Jonathon Moore	\$990,000
SEACOMBE HEIGHTS	50 Braeside Ave	Saturday, 09/12/2023	McCammon Real Estate	Brett Roenfeldt	\$1,040,000
SEACOMBE GARDENS	87 Secombe Road	Saturday, 09/12/2023	Ray White Glenelg	Rod Smitheram	\$710,000
FULLARTON	10 Alma Road	Saturday, 09/12/2023	Smallacombe Real Estate	David Smallacombe	\$1,870,000
CHRISTIES BEACH	21 Shepherd Rd	Saturday, 09/12/2023	Ray White Woodville	Jonathon Moore	\$763,000
KLEMZIG	5 Warner Crescent	Saturday, 09/12/2023	First National Riggall	Jarrold Tagni	\$880,000
PROSPECT	41 College Ave	Saturday, 09/12/2023	DB Philpott Real Estate	Jonathon Moore	\$1,310,000
CAMPBELLTOWN	67 Hill St	Saturday, 09/12/2023	Magain Scarce	Brett Roenfeldt	\$725,000
KENSINGTON PARK	5 Treloar Ave	Saturday, 09/12/2023	Magain Scarce	Brett Roenfeldt	\$1,550,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PAYNEHAM	5 Ruby Street	Saturday, 09/12/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,095,000
FULHAM GARDENS	11 Betty Ave	Saturday, 09/12/2023	Ray White Henley Beach	Jonathon Moore	\$1,261,500
HOVE	23 Shephard Street	Saturday, 09/12/2023	McCammon Real Estate	Brett Roenfeldt	\$1,727,000
GILLES PLAINS	9A Cowra Avenue	Saturday, 09/12/2023	All Adelaide City Edge	Brett Roenfeldt	\$740,000
PLYMPTON	2A MICHEL AVENUE	Saturday, 09/12/2023	RAY WHITE GLENELG	Rod Smitheram	\$790,000
GLENELG NORTH	30A SANDISON TERRACE	Saturday, 09/12/2023	Ray White Glenelg	Rod Smitheram	\$1,576,000
MODBURY	11 Whittaker Drive	Saturday, 09/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
BROADVIEW	30 Tarakan Avenue	Saturday, 09/12/2023	Ray White Para Hills	John Morris	\$817,000
LIGHTSVIEW	6 Nixon Street	Saturday, 09/12/2023	Ray White Prospect	John Morris	\$985,000
GLEN OSMOND	28 Myrona Avenue	Saturday, 09/12/2023	TOOP+TOOP	Bronte Manuel	\$2,234,000
GREENACRES	7 Arunta Street	Saturday, 09/12/2023	Ray White Para Hills	John Morris	\$881,000
PARALOWIE	2/2 Clapton Drive	Saturday, 09/12/2023	Ray White Salisbury	John Morris	\$375,000
TANUNDA	13 Kalleske Court	Sunday, 10/12/2023	Elders Real Estate Barossa	Brett Roenfeldt	Sold Prior
SEATON	63 Dumfries Ave	Sunday, 10/12/2023	Ray White Henley Beach	Jonathon Moore	\$800,000
SMITHFIELD	8 Moulds Crescent	Sunday, 10/12/2023	LJ Hooker Adelaide Metro	Troy Tyndall	\$428,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
CAMPBELLTOWN	74 Cresdee Rd	Sunday, 10/12/2023	Ray White Campbelltown	Jonathon Moore	\$870,000
DULWICH	6 Williams Avenue	Sunday, 10/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior
WATTLE PARK	117 Penfold Road	Sunday, 10/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior
COLLEGE PARK	27A Torrens Street	Sunday, 10/12/2023	TOOP+TOOP	Bronte Manuel	\$1,350,000
MAGILL	13 Armson Avenue	Sunday, 10/12/2023	TOOP+TOOP	Bronte Manuel	\$1,125,000
FLINDERS PARK	15 Holbrooks Road	Sunday, 10/12/2023	TOOP+TOOP	Vincent Doran	\$750,000
HILLBANK	27 Kosmina Crescent	Sunday, 10/12/2023	Ray White Para Hills	John Morris	\$690,000
BURTON	5/109 Boliver Road	Sunday, 10/12/2023	Ray White Para Hills	John Morris	\$460,000
BURTON	12/109 Boliver Road	Sunday, 10/12/2023	Ray White Para Hills	John Morris	\$455,000
CLEARVIEW	47 Hillsea Avenue	Sunday, 10/12/2023	Edge Realty	John Morris	\$730,000
PARAFIELD GARDENS	42 Wyatt Road	Sunday, 10/12/2023	Edge Realty	John Morris	\$571,000
PARAFIELD GARDENS	8 Andrew Smith Drive	Sunday, 10/12/2023	Ray White Norwood	John Morris	\$601,000
SALISBURY EAST	4 Friar Court	Tuesday, 12/12/2023	Ray White Salisbury	John Morris	\$585,000
NETLEY	9 Lenma Street	Tuesday, 12/12/2023	Ray White North Adelaide	John Morris	Sold Prior
OVINGHAM	2A Hawker Street	Thursday, 14/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARA HILLS	19 Barcoo Rd	Thursday, 14/12/2023	KAIDE Real Estate	Jonathon Moore	\$605,000
MARLESTON	15 Commercial St	Thursday, 14/12/2023	Commercial SA	Jonathon Moore	\$1,815,000
GLENELG NORTH	3/29 Richardson avenue	Thursday, 14/12/2023	Ray White Glenelg	Rod Smitheram	\$1,050,000
MARINO	92 JERVOIS TERRACE	Thursday, 14/12/2023	Ray White Glenelg	Rod Smitheram	\$770,000
BROADVIEW	5/22 JELICOE STREET	Thursday, 14/12/2023	RAY WHITE GLENELG	Rod Smitheram	P.N.D.
ROSTREVOR	2 Baroota Avenue	Friday, 15/12/2023	Ray White Norwood	John Morris	\$1,011,000
MARINO	14 North Street,	Saturday, 16/12/2023	Ray White Glenelg	Rod Smitheram	\$960,000
OAKDEN	1 Arlington Court	Saturday, 16/12/2023	All Adelaide City Edge	Brett Roenfeldt	\$720,000
HOVE	13 CROMBIE STREET	Saturday, 16/12/2023	Rod Smitheram Real Estate Pty Ltd	Rod Smitheram	\$975,000
PARALOWIE	34 Lennox Drive	Saturday, 16/12/2023	All Adelaide City Edge	Brett Roenfeldt	\$575,000
UNDERDALE	35 Hardys Road	Saturday, 16/12/2023	Meier Paul Real Estate	Brett Roenfeldt	\$1,100,000
MANNINGHAM	36 Ways Road	Saturday, 16/12/2023	Select Business & Property Group	Brett Roenfeldt	Sold Prior
PARALOWIE	2/1 Otoma Street	Saturday, 16/12/2023	All Adelaide City Edge	Brett Roenfeldt	\$365,000
SEACOMBE GARDENS	12B KINGSTON AVENUE	Saturday, 16/12/2023	Ray White Glenelg	Rod Smitheram	Sold Prior
NOVAR GARDENS	22 LINDFIELD AVENUE	Saturday, 16/12/2023	Ray White Glenelg	Rod Smitheram	Sold Prior



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HILLBANK	6 Homestead Drive	Saturday, 16/12/2023	LJ Hooker Property Specialists	Michael Fenn	P.N.D.
WEST CROYDON	28 Hurtle St	Saturday, 16/12/2023	Ray White Woodville	Jonathon Moore	\$1,380,000
NORTH ADELAIDE	5/147 Buxton St	Saturday, 16/12/2023	Ray White Woodville	Jonathon Moore	\$787,000
ENFIELD	22 Ragless Ave	Saturday, 16/12/2023	DB Philpott Real Estate	Jonathon Moore	\$892,000
HENLEY BEACH	53 East Tce	Saturday, 16/12/2023	Ray White Henley Beach	Jonathon Moore	\$1,600,000
WEST CROYDON	2 Marion Street	Saturday, 16/12/2023	TOOP+TOOP	Vincent Doran	\$957,500
UNLEY PARK	24 George Street	Saturday, 16/12/2023	TOOP+TOOP	Glenn McMillan	\$2,350,000
DULWICH	18A Cleland Avenue	Saturday, 16/12/2023	TOOP+TOOP	Glenn McMillan	\$1,895,000
DULWICH	20 Cleland Avenue	Saturday, 16/12/2023	TOOP+TOOP	Glenn McMillan	\$1,580,000
WOODVILLE SOUTH	17 Koolunda Avenue	Saturday, 16/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior
KINGSWOOD	17 Cambridge Terrace	Saturday, 16/12/2023	TOOP+TOOP	Bronte Manuel	\$1,980,000
DULWICH	2B Bolingbroke Avenue	Saturday, 16/12/2023	TOOP+TOOP	Glenn McMillan	\$730,000
SALISBURY NORTH	34 Virginia Road	Saturday, 16/12/2023	Smallacombe Real Estate Burnside	David Smallacombe	\$540,000
PARA HILLS	1 Warren Road	Saturday, 16/12/2023	Ray White Salisbury	John Morris	\$613,000
SALISBURY NORTH	18 Cotton Street	Saturday, 16/12/2023	Ray White Salisbury	John Morris	\$402,000
PARALOWIE	18 Otoma Street	Saturday, 16/12/2023	Ray White Salisbury	John Morris	\$449,000



MONTHLY AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HIGHBURY	14 Highbury Ave	Sunday, 17/12/2023	Carter Partners	Jonathon Moore	\$780,000
DRY CREEK	5 Kurrajong Ave	Sunday, 17/12/2023	Harcourts Bespoke	Jonathon Moore	\$669,000
GLENELG EAST	102 AUGUSTA STREET	Sunday, 17/12/2023	RAY WHITE GLENELG	Rod Smitheram	\$1,700,000
BROADVIEW	4/23 Howard St	Sunday, 17/12/2023	DB Philpott Real Estate	Jonathon Moore	\$526,000
LOCKLEYS	27 Rutland Ave	Sunday, 17/12/2023	Ray White Henley Beach	Jonathon Moore	\$1,140,000
ROSE PARK	50 Hewitt Avenue	Sunday, 17/12/2023	TOOP+TOOP	Bronte Manuel	Sold Prior
TOORAK GARDENS	78 Swaine Avenue	Sunday, 17/12/2023	TOOP+TOOP	Bronte Manuel	\$2,640,000
EASTWOOD	16 Elizabeth Street	Sunday, 17/12/2023	TOOP+TOOP	Bronte Manuel	\$3,000,000
NORWOOD	24 Birrell Street	Sunday, 17/12/2023	TOOP+TOOP	Bronte Manuel	\$1,410,000
PARADISE	273a Gorge Road	Wednesday, 17/01/2024	Real Estate Partners	Paul Arnold	Sold Prior
OTTOWAY	52 Edward Street	Tuesday, 19/12/2023	Raine and Horne Salisbury	Brett Roenfeldt	Sold Prior
CROYDON PARK	17 Oswald Street	Tuesday, 19/12/2023	Stefan Athanasov	Brett Pilgrim	Sold Prior
CLEARVIEW	5A Radford Avenue	Tuesday, 19/12/2023	Ray White Prospect	John Morris	\$1,220,000
SOMERTON PARK	21 Rymill Road	Wednesday, 20/12/2023	Century 21 The Bay	Jarrod Tagni	\$2,500,000
WINGFIELD	12 Hines Rd	Thursday, 21/12/2023	Commercial SA	Jonathon Moore	\$1,940,000
ELIZABETH VALE	18 Hibiscus St	Saturday, 23/12/2023	Harcourts Bespoke	Jonathon Moore	\$475,000



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



Sharon Gray



Glenn McMillan



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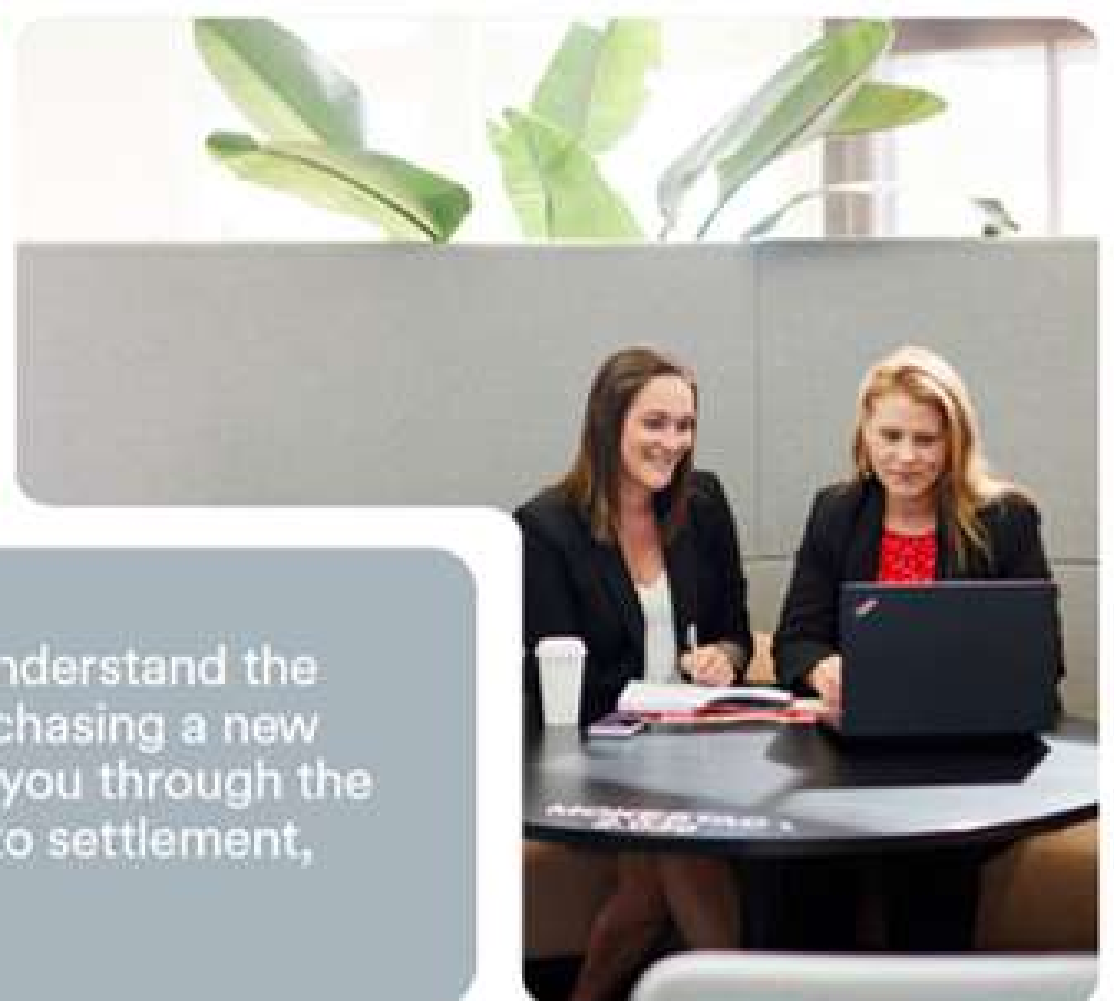
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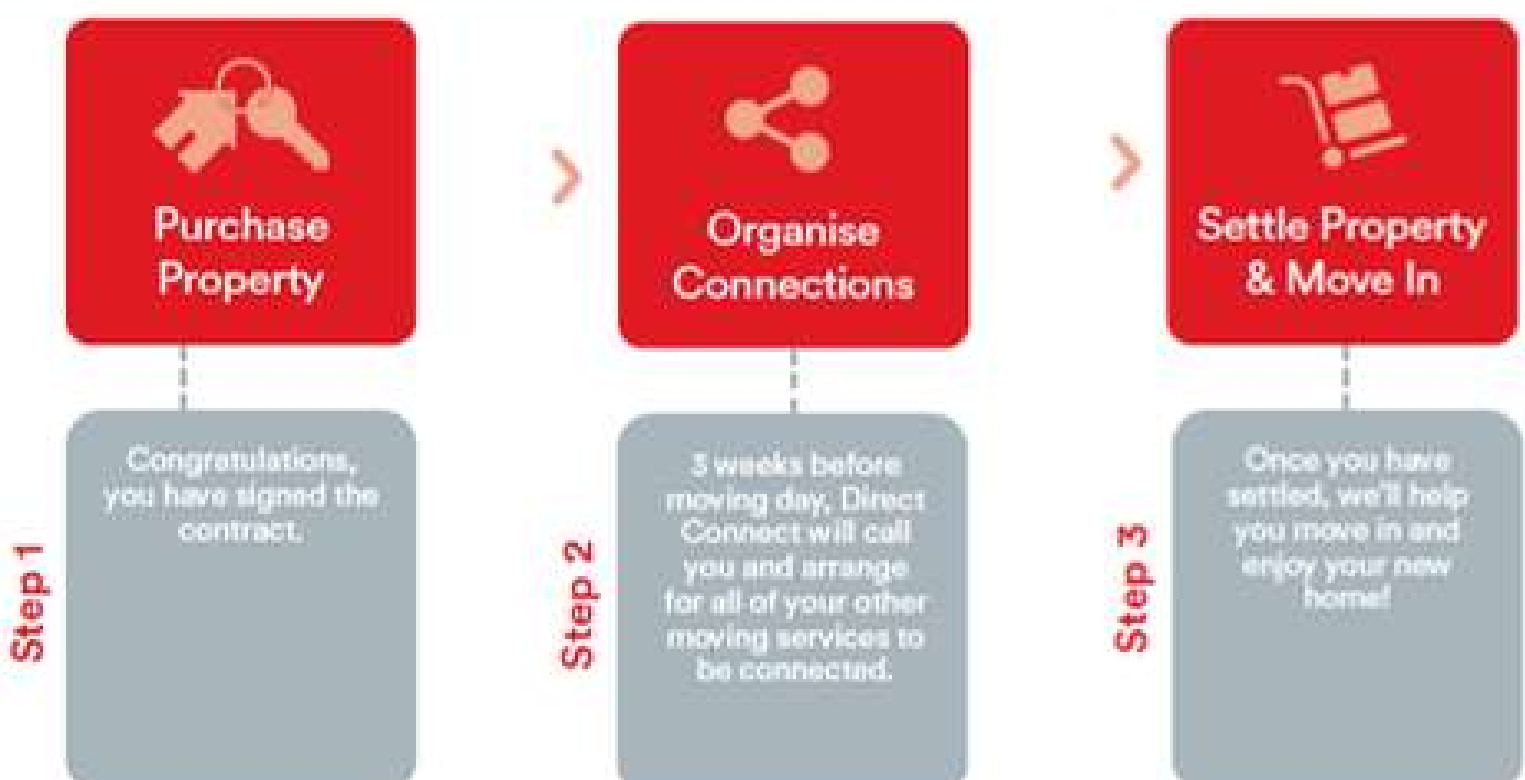
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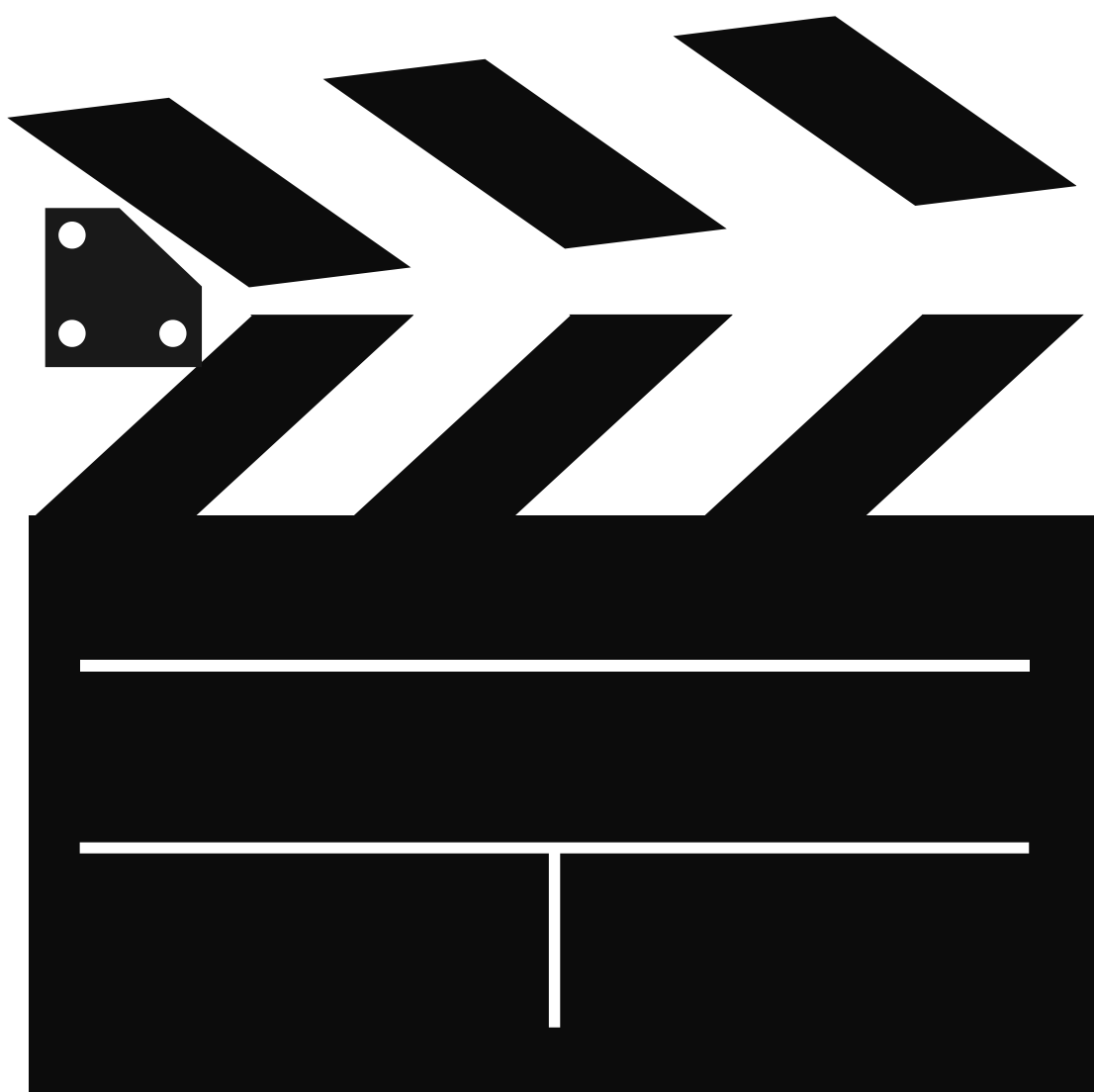
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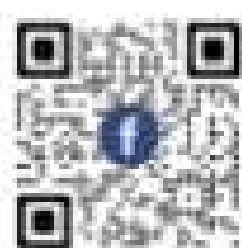
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For Form 1 preparation please contact Chris Gill on 7221 4908

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

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

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21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



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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.

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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

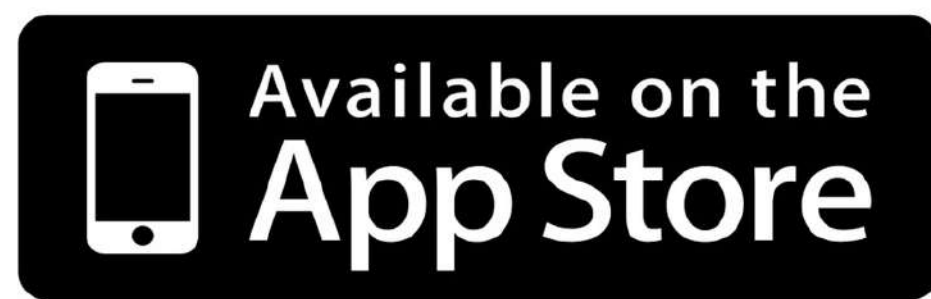
INSTANT UPDATE

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

LIST

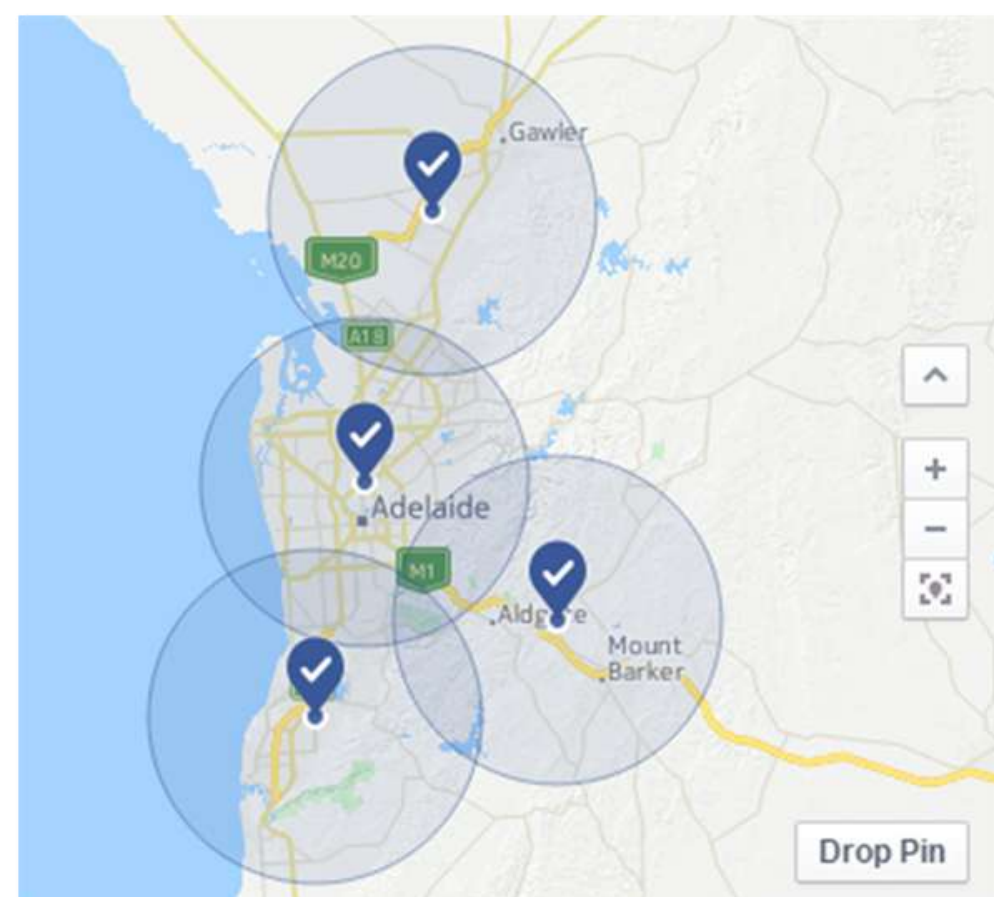
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!



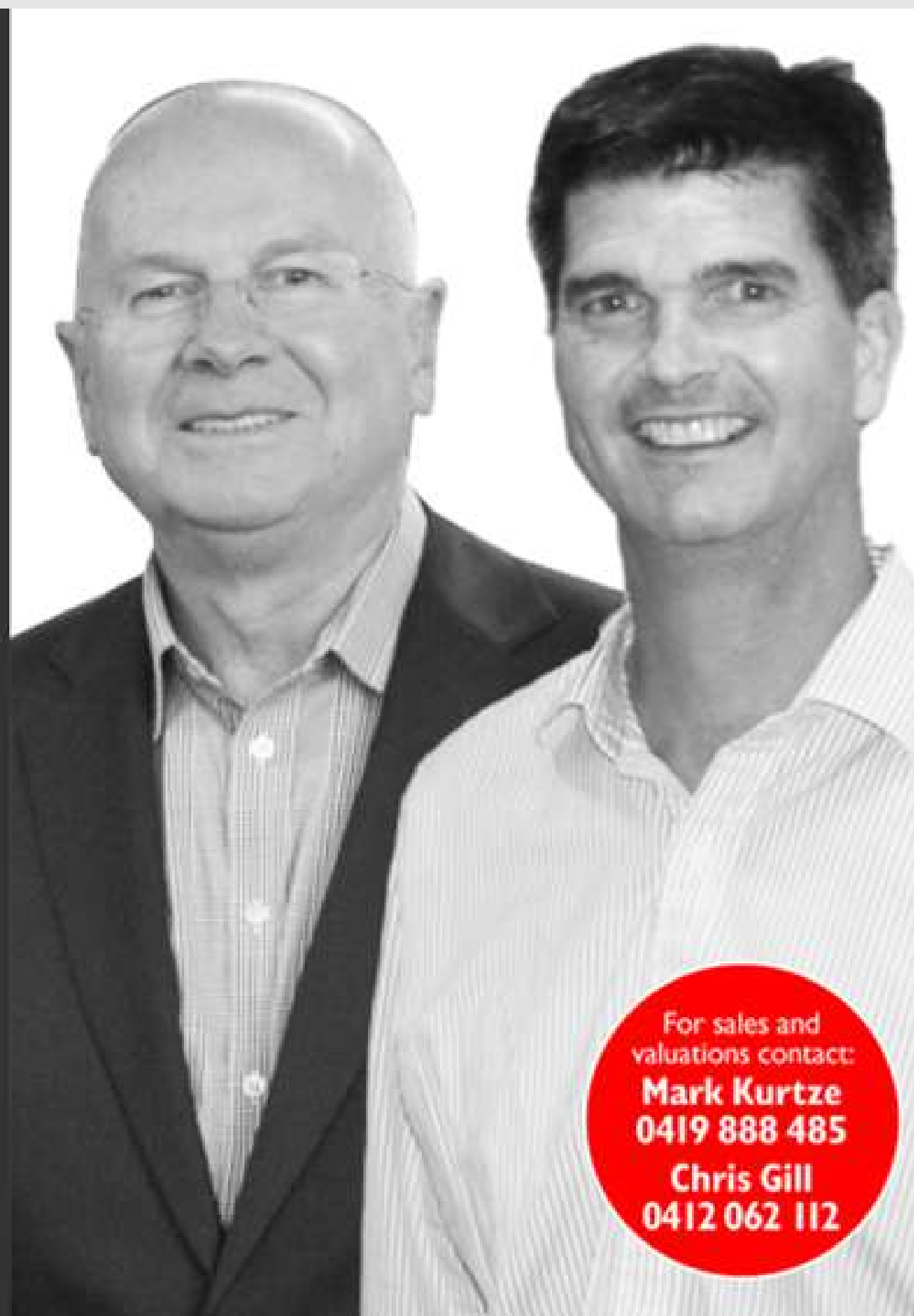
Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!

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