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Representing:

Auctioneers, Appraisers,
Agents, Sales Consultants,
and Property Managers

- Real Estate
- General
- Livestock

MAY 2024





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Golden Gavel Live

Awards Lunch

2024

Date: Wednesday 8th May

Time: 12 PM

Venue: The HWY

Address: 290 Anzac highway, Plympton

**ALL
MEMBERS
INVITED**



**Dress Code Office Attire
or Smart Casual
Cost \$65.00 each for
lunch and drinks.**



“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!





THE BOARD



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Trent Godfrey



Jacob Kinsman



John Young





A Country Influence

2-Day Auction Academy



Many country members are now recognising the benefits of the auction system even in smaller country towns where everyone knows everyone. And it's the perfect way to market a property with increasing buyers coming from city and interstate and overseas wanting to either have a change of lifestyle or for investing in country SA.

We had three participants on day one and four on day two with Angus Barnden from Wardle Co, Jamestown wanting to put the icing on the cake to his auction performance after attending to our 2 Day Academy last year.

This time (10th and 18th April) we had Damien Geyer from Elders Real Estate Tanunda wanting to gain the skills to be their in house auctioneer. Damien previously sold cars and then graduated to Real Estate and has a natural ability with life style benefits and his ability to put his auction performance together.





After sending Angus Barnden to our auction course last year and seeing him deliver an almost perfect auction performance, now with nine offices across Kadina, Wallaroo, Moonta, Crystal Brook, Port Pirie, Jamestown, Peterborough, Roxby Downs and Broken Hill, James Wardle sent Nathan Collins and Tom Nolan to gain skills to complement their existing auctioneers.

Nathan Collins has two young children, previously spent 17 years with a sports store in Kadina, Tom Nolan born and bred into horse racing and horse breeding, is the father of 2 boys. He loves football

and golf and had previously worked in Alice Springs wanting now to complement the Wardle's network of offices with further auctioneer expertise.

We went through the various segments of an auction until all participants had mastered the art of putting it all together. **“Have you ever wondered what it would be like to blend a bit of the 1880s with a slice of everything that is great about today? In a Real Estate sense, today we can offer exactly that. Two different eras over a century apart combined to create an amazing home that just oozes character and charm.”** This was Nathan Collins opening showing creativity and a point of difference to many auctioneers that would start their auction with: “Good morning, ladies and gentleman.”

The 2 day seem to race through in no time at all with some polished performances witnessed at the end of day two.



Tom Nolan



Nathan Collins



Damien Geyer



Angus Barnden



When asked, did you gain anything from this presentation? Answers were:

“Garry and Brett showed us exactly how it should be done as we built confidence after each presentation.”, “Yes, valuable knowledge of auction preparation and contract legislation.”,
“Yes, presentation taught us on how to write a script and mastering the bidding technique for the various possible outcomes.”

When asked, what did you like the most? Answers were:

“Getting up in front of the class and being critiqued by the presenters, this not only taught me but gave me confidence. The bidding practice was valuable, and overall the course was well structured, learning in a very relaxed and supportive environment.”

When asked, what else could you like covered?

Three said nothing. One said maybe more around what can go wrong.

When asked, what would you tell others as the main benefits of this workshop? Answers were:

“It taught me what to say, correct words to use and don’t skip on the legalities.” One comment: “sensational, personal growth, skill set and knowledge around legislation and contract obligations, everything about auctioneering is covered, It’s a great course and very informative.”

Comment from CEO Garry Topp:

“It’s great to see Real Estate auctioneers in country areas and the confidence shown by Elders and Wardle Co. by skilling up sales agents into auctioneers to provide the all-around service to their clients.

This 2-Day workshop is sensational, its fun whilst challenging where participants are encouraged to bring out their own personality into their auction and not be a clone of others.

If you would like to attend our next course or you know of someone who would benefit by attending, call me and let me know.



**Garry Topp FSAA (Life)
CEO**



SOCIETY'S AUCTIONS

SOLD!



CROYDON PARK
32 Minerva crescent
SOLD for \$1,016,000

Agent: Ray White Semaphore
Auctioneer: John Morris



LARGS BAY
334 MILITARY ROAD
SOLD for \$1,442,500

Agent: RAY WHITE GLENELG
Auctioneer: Rod Smitheram



CLARENCE GARDENS
10 Albert st
SOLD for \$1,960,000

Agent: Commercial SA
Auctioneer: Jonathon Moore



TORRENS PARK
16 Lochness Avenue
SOLD for \$3,620,000

Agent: Williams Real Estate
Auctioneer: Hamish Mill



SOCIETY'S AUCTIONS



MODBURY HEIGHTS
77 Maxlay Road
SOLD for \$707,000

Agent: All Adelaide City Edge
Auctioneer: Brett Roenfeldt



KENSINGTON GARDENS
1 Leonore Ave
SOLD for \$1,450,000

Agent: Ray White Kensington
Auctioneer: John Morris



ST PETERS
25 Stephens Tce
SOLD for \$2,155,000

Agent: Harcourts St Peters
Auctioneer: Jonathon Moore



GEPPS CROSS
2 Lilka Street
SOLD for \$691,000

Agent: Real Estate Partners
Auctioneer: Paul Arnold



SOCIETY'S AUCTIONS

SOLD!



HOVE

25 Holder Road
SOLD for \$1,610,000

Agent: RAY WHITE GLENELG
BRIGHTON
Auctioneer: Rod Smitheram



BURRA

'Koomooloo Station'
SOLD for \$8,500,000

Agent: Ray White Rural SA
Auctioneer: Geoff Schell



GLENSIDE

31 Cator Street
SOLD for \$1,300,000

Agent: Toop + Toop
Auctioneer: Bronte Manuel



ROSTREVOR

13/5 Trewren Avenue
SOLD for \$514,000

Agent: Toop + Toop
Auctioneer: Vincent Doran



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
TAPEROO	194 Railway Tce	Tuesday, 02/04/2024	DB Philpott Real Estate	Jonathon Moore	\$660,000
CROYDON PARK	32 Minerva crescent	Wednesday, 03/04/2024	Ray White Semaphore	John Morris	\$1,016,000
LARGS BAY	334 MILITARY ROAD	Thursday, 04/04/2024	RAY WHITE GLENELG	Rod Smitheram	\$1,442,500
SEAFORD MEADOWS	3 Seaford Rd	Friday, 05/04/2024	Commercial SA	Jonathon Moore	\$2,000,000
CLARENCE GARDENS	10 Albert st	Friday, 05/04/2024	Commercial SA	Jonathon Moore	\$1,960,000
TOORAK GARDENS	154 Alexandra Avenue	Friday, 05/04/2024	Ray White Kensington	John Morris	\$2,580,000
WOODVILLE GARDENS	68 Hookings Terrace	Saturday, 06/04/2024	Ray White Prospect	John Morris	\$870,000
PROSPECT	47 Johns Road	Saturday, 06/04/2024	Ray White St Peters	John Morris	\$1,270,000
LIGHTSVIEW	38A Redwood Avenue	Saturday, 06/04/2024	Ray White Norwood	John Morris	\$925,000
LIGHTSVIEW	82 Wiltshire Drive	Saturday, 06/04/2024	Ray White Norwood	John Morris	\$948,000
INGLE FARM	8 Jakara Avenue	Saturday, 06/04/2024	Ray White Norwood	John Morris	\$657,000
NORWOOD	38 William Street	Saturday, 06/04/2024	Toop + Toop	Bronte Manuel	\$895,000
GLENSIDE	31 Cator Street	Saturday, 06/04/2024	Toop + Toop	Bronte Manuel	\$1,300,000
BLACK FOREST	8/20 Hartland Avenue	Saturday, 06/04/2024	Toop + Toop	Bronte Manuel	\$675,000



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
TORRENS PARK	16 Lochness Avenue	Saturday, 06/04/2024	Williams Real Estate	Hamish Mill	\$3,620,000
ATHELSTONE	4 Tom Packer Drive	Saturday, 06/04/2024	Ray White Campbelltown	Jonathon Moore	\$890,000
TRANMERE	72 Reid Ave	Saturday, 06/04/2024	Ray White Campbelltown	Jonathon Moore	\$895,000
MODBURY	1096a North East Rd	Saturday, 06/04/2024	DB Philpott Real Estate	Jonathon Moore	\$818,000
ASCOT PARK	6/117 Railway Terrace	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$800,000
SALISBURY NORTH	2 Ashmore Rd	Saturday, 06/04/2024	Weeks & Macklin	Jonathon Moore	\$610,000
SOUTH BRIGHTON	29 Broadway	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$835,000
HOVE	25 Holder Road	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,610,000
WARRADALE	8A Ewell Avenue	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$825,000
OAKLANDS PARK	56 Dwyer Road	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$952,000
MODBURY HEIGHTS	77 Maxlay Road	Saturday, 06/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$707,000
MODBURY HEIGHTS	36 Kestral Way	Saturday, 06/04/2024	SA Homes and Acreage Property	Brett Roenfeldt	\$817,000
HALLETT COVE	14 Mayflower Crescent	Saturday, 06/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ST MORRIS	40 Gardiner Avenue	Saturday, 06/04/2024	Magain Scarce	Brett Roenfeldt	\$1,410,000
SALISBURY	7 Katrina Avenue	Saturday, 06/04/2024	Professionals Manning Vella	Brett Roenfeldt	\$613,250
ST PETERS	25 Stephens Tce	Sunday, 07/04/2024	Harcourts St Peters	Jonathon Moore	\$2,155,000
POORAKA	17 Batten Crescent	Sunday, 07/04/2024	Ray White Para Hills	John Morris	\$711,000
PARA HILLS WEST	4/9 Goodfield Road	Sunday, 07/04/2024	Ray White Norwood	John Morris	\$506,500
LOCKLEYS	21 Rowells Road	Sunday, 07/04/2024	LJ Hooker Flinders Park	Brett Roenfeldt	Sold Prior
ELIZABETH VALE	26/47 Jarvis Road	Thursday, 11/04/2024	Ray White Salisbury	John Morris	\$305,000
HAMPSTEAD GARDENS	39 Muller Road	Thursday, 11/04/2024	McGees Property	Simon Lambert	Sold Prior
HAWTHORN	1 & 2 / 130 Belair Rd	Thursday, 11/04/2024	Commercial SA	Jonathon Moore	\$670,000
BURRA	'Koomooloo Station'	Thursday, 11/04/2024	Ray White Rural SA	Geoff Schell	\$8,500,000
SKYE	118 Coach Road	Saturday, 13/04/2024	Alex Parzis & Hayley Parzis	Bronte Manuel	Sold Prior
URRBRAE	1 Meadowbank Rise	Saturday, 13/04/2024	Peter McMillian & Glenn McMillian	Glenn McMillan	Sold Prior
BUCKLAND PARK	42 Phoenix Avenue	Saturday, 13/04/2024	Ray White Norwood	John Morris	\$797,000



APRIL AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ENFIELD	32 Mccusker Ave	Saturday, 13/04/2024	Eclipse Real Estate	Brett Roenfeldt	\$1,222,000
DERNANCOURT	45 Brookvale Road	Saturday, 13/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$720,000
SEATON	1 Dumfries Avenue	Saturday, 13/04/2024	Grange on Jetty	Brett Roenfeldt	\$945,000
WEST HINDMARSH	3 Cross St	Saturday, 13/04/2024	Ray White Woodville	Jonathon Moore	\$1,350,000
GRANGE	10 Pampas Crt	Saturday, 13/04/2024	Ray White Henley Beach	Jonathon Moore	\$1,510,000
FINDON	7 Drummond Ave	Saturday, 13/04/2024	Ray White Woodville	Jonathon Moore	\$930,350
FLINDERS PARK	11 Hartog St	Saturday, 13/04/2024	Ray White Henley Beach	Jonathon Moore	\$1,043,000
ALBERT PARK	47 May Street	Saturday, 13/04/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
SALISBURY DOWNS	26 Kerry Street	Saturday, 13/04/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
LIGHTSVIEW	78 Tiara Street	Saturday, 13/04/2024	Ray White Adelaide City	John Morris	\$655,000
VALLEY VIEW	40 Brougham Drive	Saturday, 13/04/2024	Ray White Para Hills	John Morris	\$733,000
PARALOWIE	43 Tarqui Drive	Saturday, 13/04/2024	Ray White Salisbury	John Morris	Sold Prior
PARAFIELD GARDENS	5 Cypruss Drive	Saturday, 13/04/2024	Ray White Salisbury	John Morris	\$515,000
GREENACRES	10 Lindley Road	Saturday, 13/04/2024	Ray White Prospect	John Morris	\$1,017,000



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
OSBORNE	5 Dawlish Road	Saturday, 13/04/2024	Keeping it Realty	Brett Roenfeldt	\$812,500
EXETER	3 Hutton Place	Saturday, 13/04/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$825,000
GLENGOWRIE	5 Riesling Avenue	Saturday, 13/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$965,000
DARLINGTON	7 James Street	Saturday, 13/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$800,000
ROSTREVOR	13/5 Trewren Avenue	Sunday, 14/04/2024	Toop + Toop	Vincent Doran	\$514,000
PROSPECT	21 Vaughan Street	Tuesday, 16/04/2024	Scott Murphy Real Estate	Brett Roenfeldt	\$1,305,000
GEPPS CROSS	2 Lilka Street	Wednesday, 17/04/2024	Real Estate Partners	Paul Arnold	\$691,000
ST PETERS	11 Third Ave	Wednesday, 17/04/2024	Real Estate Partners	Paul Arnold	Sold Prior
HINDMARSH	16 Ridley St	Thursday, 18/04/2024	Colliers International	Jonathon Moore	\$1,850,000
CROYDON	66 Henry Street	Saturday, 20/04/2024	Toop + Toop	Vincent Doran	\$1,033,000
WEST CROYDON	2 Florence Street	Saturday, 20/04/2024	Toop + Toop	Bronte Manuel	Sold Prior
ROSSLYN PARK	15 Coach Road	Saturday, 20/04/2024	Toop + Toop	Bronte Manuel	\$1,875,000
KLEMZIG	25 Third Avenue	Saturday, 20/04/2024	Smallacombe Real Estate Burnside	David Smallacombe	\$941,000
CAMPBELLTOWN	21 Victor Road	Saturday, 20/04/2024	Toop + Toop	Bronte Manuel	\$1,145,000



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
VALLEY VIEW	35 Knightsbridge Avenue	Saturday, 20/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$775,000
WOODVILLE SOUTH	6 Fife St	Saturday, 20/04/2024	Ray White Woodville	Jonathon Moore	\$1,225,000
PENNINGTON	1a Fortisgreen Ave	Saturday, 20/04/2024	Ray White Woodville	Jonathon Moore	\$704,000
LOCKLEYS	27 White Ave	Saturday, 20/04/2024	Ray White Henley Beach	Jonathon Moore	\$1,195,000
CROYDON	12 Dartmouth St	Saturday, 20/04/2024	Ray White Woodville	Jonathon Moore	P.N.D.
KENSINGTON GARDENS	2/9 Ellerslie Street	Saturday, 20/04/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,111,000
BROMPTON	69 Coglin Street	Sunday, 21/04/2024	Toop + Toop	Vincent Doran	\$850,000
GLENSIDE	30 Kyle Street	Sunday, 21/04/2024	Gena Nash & Lew Toop	Bronte Manuel	\$1,355,000
SALISBURY NORTH	17 Tangent Avenue	Saturday, 20/04/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
PARK HOLME	2 Tarranna Avenue	Saturday, 20/04/2024	Century 21 Paterson Properties	Brett Roenfeldt	\$1,215,000
SALISBURY DOWNS	2/15 Martins Road	Saturday, 20/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$575,000
MAGILL	4 Ellis Street	Saturday, 20/04/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,350,000
WEST HINDMARSH	2/33 Cator Street	Sunday, 21/04/2024	Toop + Toop	Vincent Doran	Sold Prior



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
WYNN VALE	19 Lubbock Crt	Sunday, 21/04/2024	Ray White Campbelltown	Jonathon Moore	\$795,000
GLENSIDE	14/67 Conyngham Street	Sunday, 21/04/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,020,000
ATHELSTONE	49 Prosperity Way	Wednesday, 24/04/2024	Real Estate Partners	Paul Arnold	\$1,230,000
CAMDEN PARK	2/12 Acorn Rd	Wednesday, 24/04/2024	Commercial SA	Jonathon Moore	\$1,740,000
OAKDEN	56 Lord Howe Avenue	Wednesday, 24/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$781,500
SALISBURY NORTH	29 Audley Ave	Friday, 26/04/2024	Weeks & Macklin	Jonathon Moore	\$602,000
MUNNO PARA	57 Douglas Drive	Saturday, 27/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$645,000
LIGHTSVIEW	10 Bradley Terrace	Saturday, 27/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$835,000
BROMPTON	2 Florence Cres	Saturday, 27/04/2024	Ray White Woodville	Jonathon Moore	\$795,000
CLOVELLY PARK	26 Scott Ave	Saturday, 27/04/2024	KAIDE Real Estate	Jonathon Moore	\$826,000
WOODVILLE PARK	36 Harvey St East	Saturday, 27/04/2024	Ray White Woodville	Jonathon Moore	\$1,280,000
HIGHBURY	18 Aqueduct Way	Saturday, 27/04/2024	All Adelaide City Edge	Brett Roenfeldt	\$1,290,000
WEST HINDMARSH	25 Cator Street	Saturday, 27/04/2024	Taarnby Real Estate	Brett Roenfeldt	\$1,035,000



APRIL

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ALLENBY GARDENS	Unit 6/75 Coombe Rd,	Saturday, 27/04/2024	Peter Ravese Real Estate	Brett Roenfeldt	Sold Prior
SEATON	507 Grange Rd	Saturday, 27/04/2024	MichaelKris Real Estate	Jonathon Moore	\$840,000
MORPHETT VALE	24 Sapphire Road	Saturday, 27/04/2024	Harcourts Wine Coast	Jarrold Tagni	Sold Prior
INGLE FARM	50 Winara Drive	Saturday, 27/04/2024	Eclipse Real Estate	Brett Roenfeldt	\$730,000
GLENELG EAST	Unit 1/564-570 Anzac Highway	Sunday, 28/04/2024	Century 21 The Bay	Jarrold Tagni	\$759,000
KENSINGTON GARDENS	1 Leonore Ave	Sunday, 28/04/2024	Ray White Kensington	John Morris	\$1,450,000
SALISBURY DOWNS	24 Mayo Crescent	Sunday, 28/04/2024	Ray White Norwood	John Morris	\$600,000



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



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Anthony DeMarco



Vincent Doran



Angus Barnden



Trent Godfrey



George Kargiotis



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Sam Doman



James Wardle



Glenn McMillan



Vincent Wang



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Marc duPlessis



Simon Tanner



Tim Thredgold



Andy Edwards



Scott Newton



Matt Smith



Paul Arnold



Sharon Gray



James Pedlar



Paul Kilby



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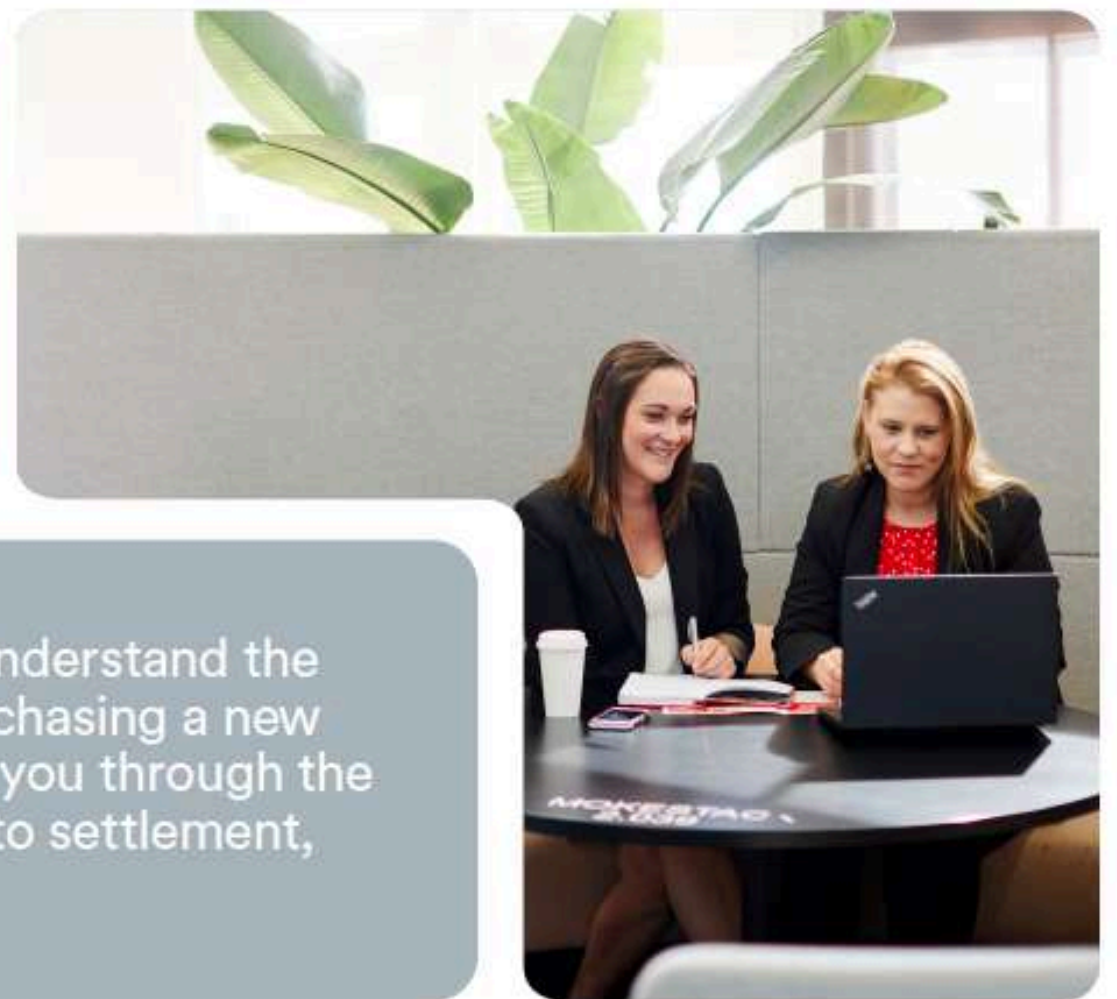
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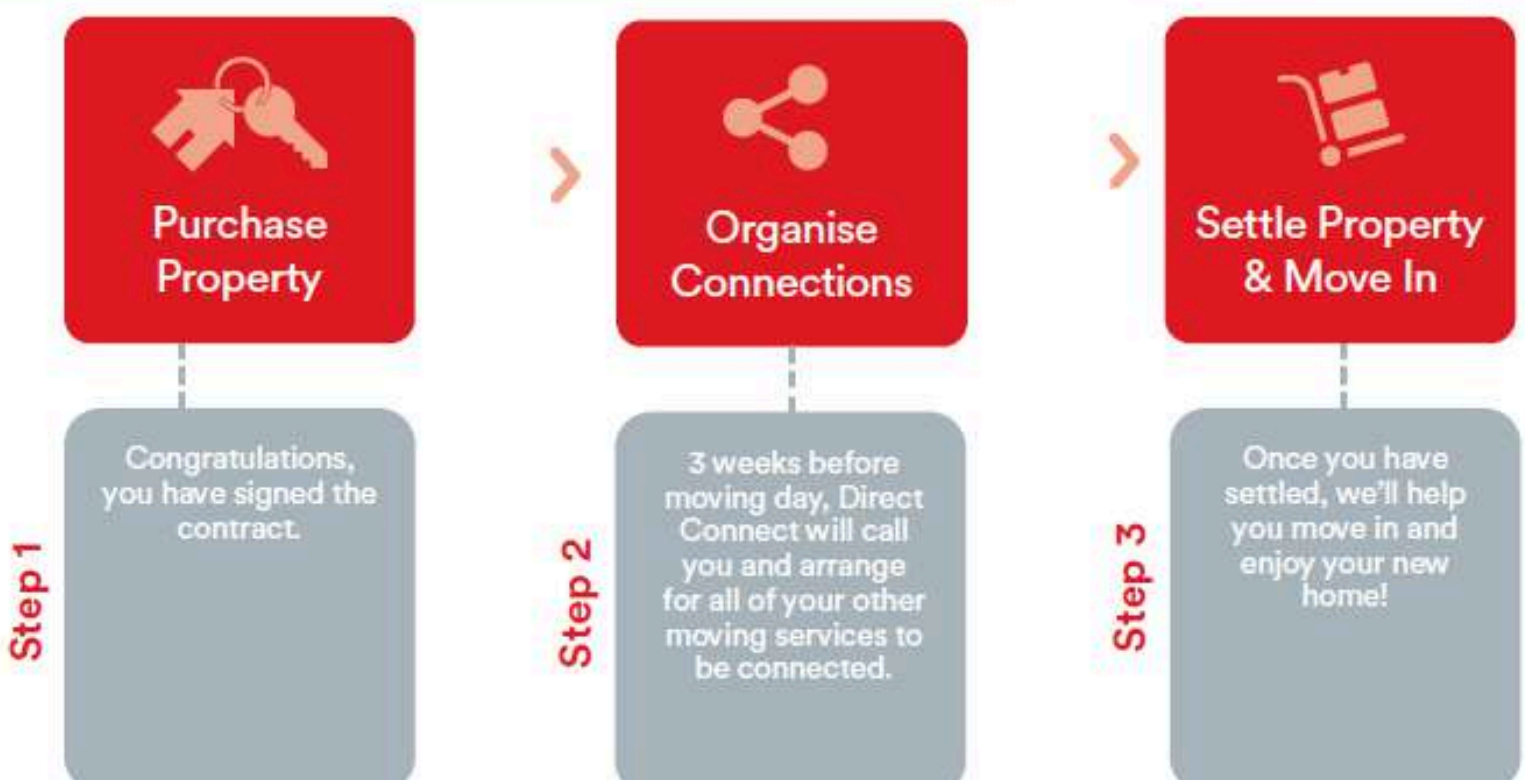
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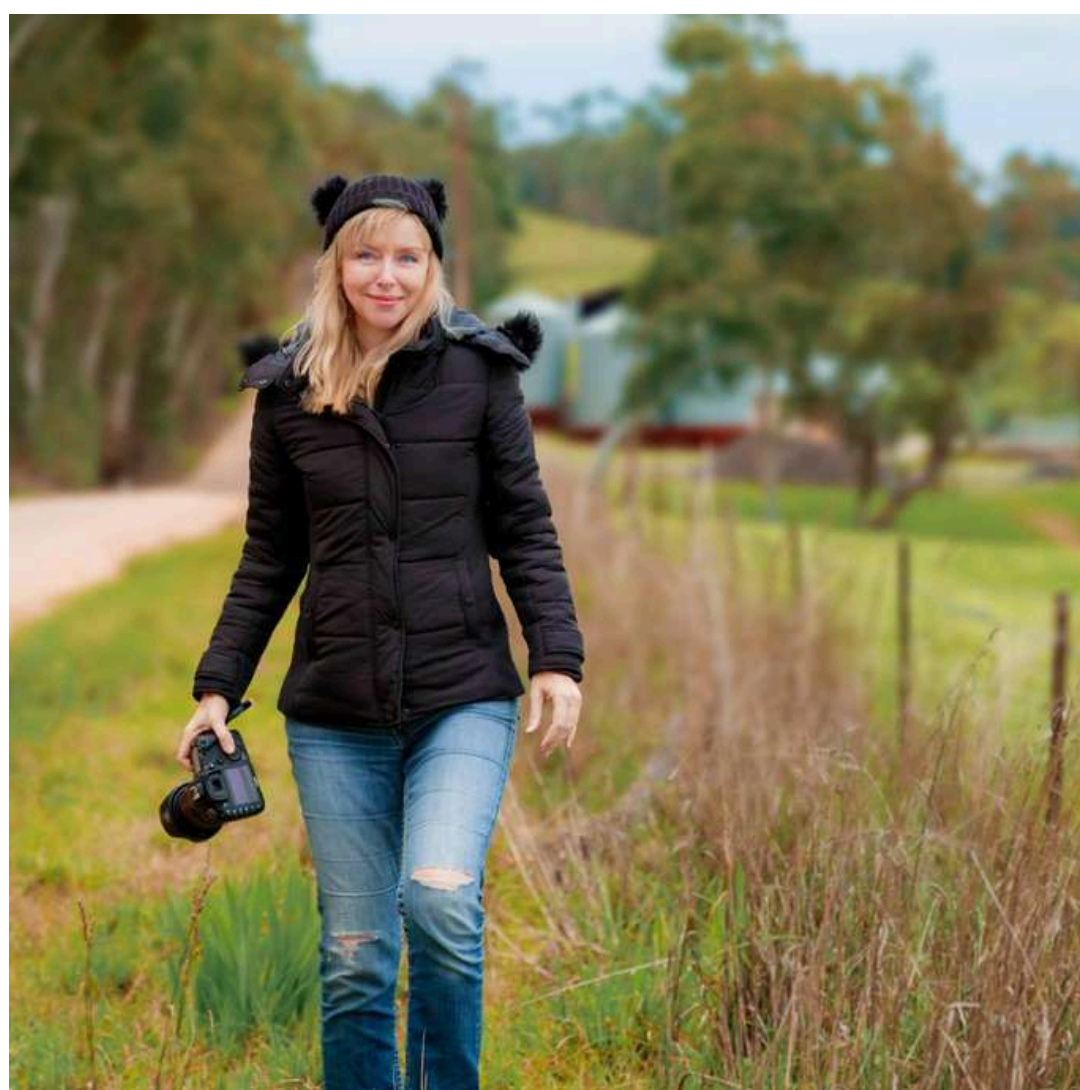
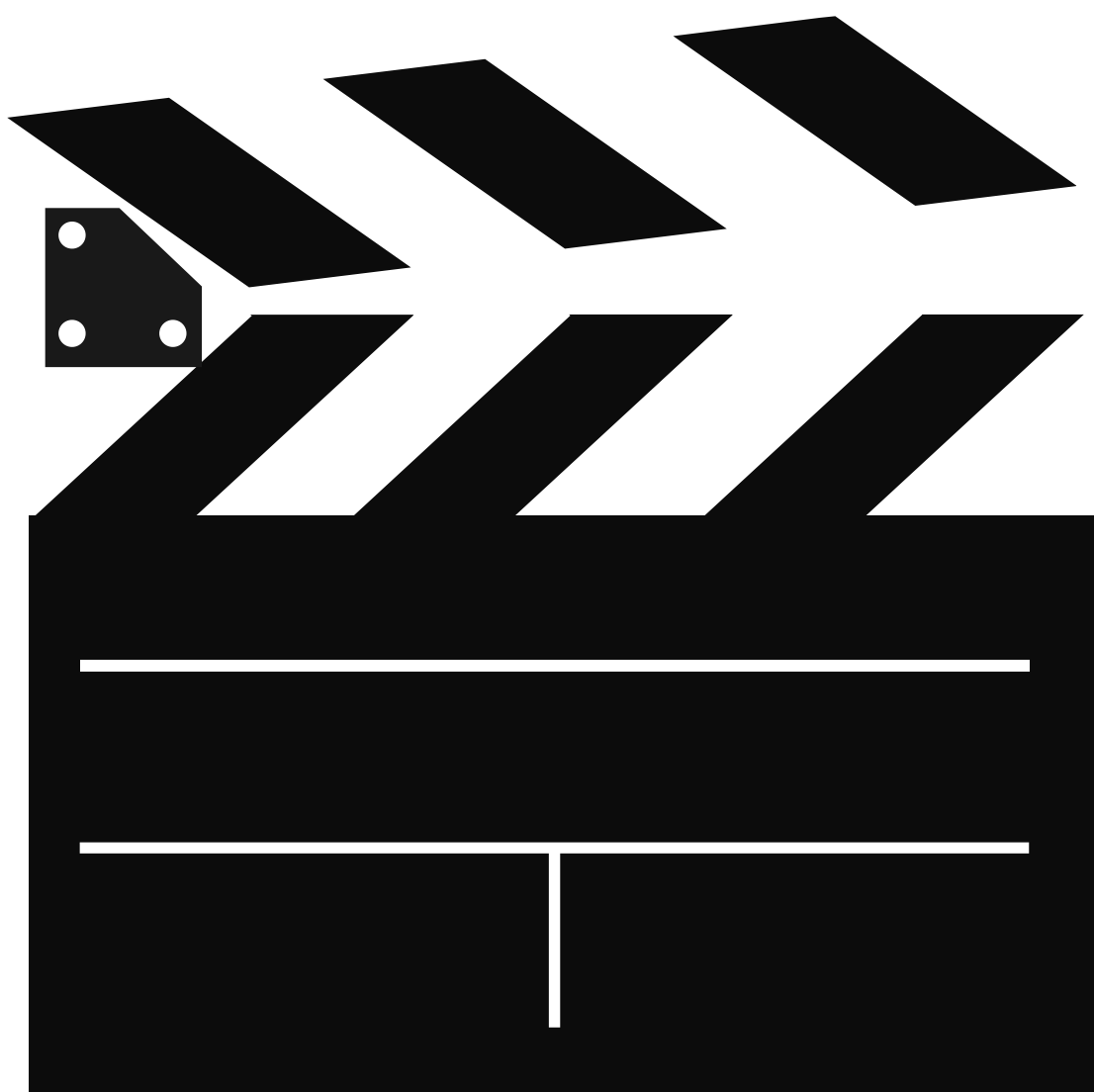
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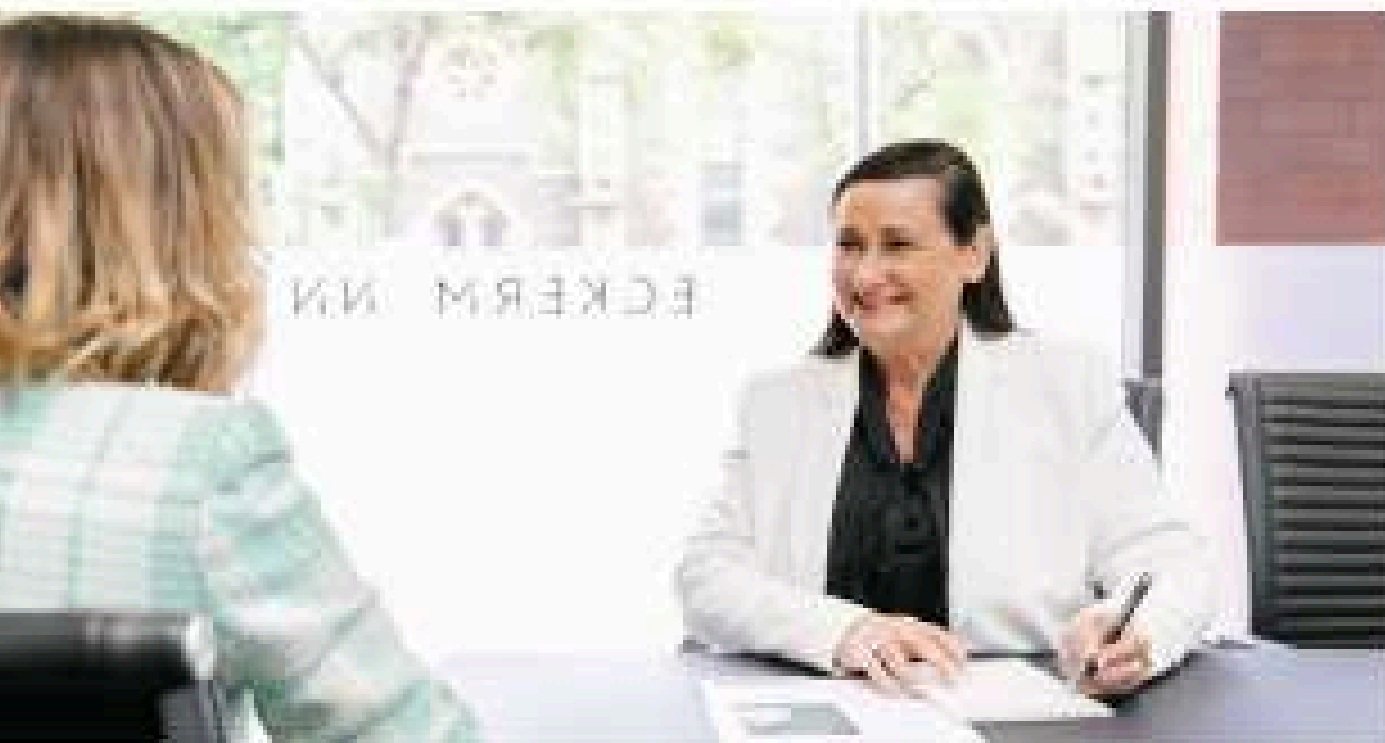
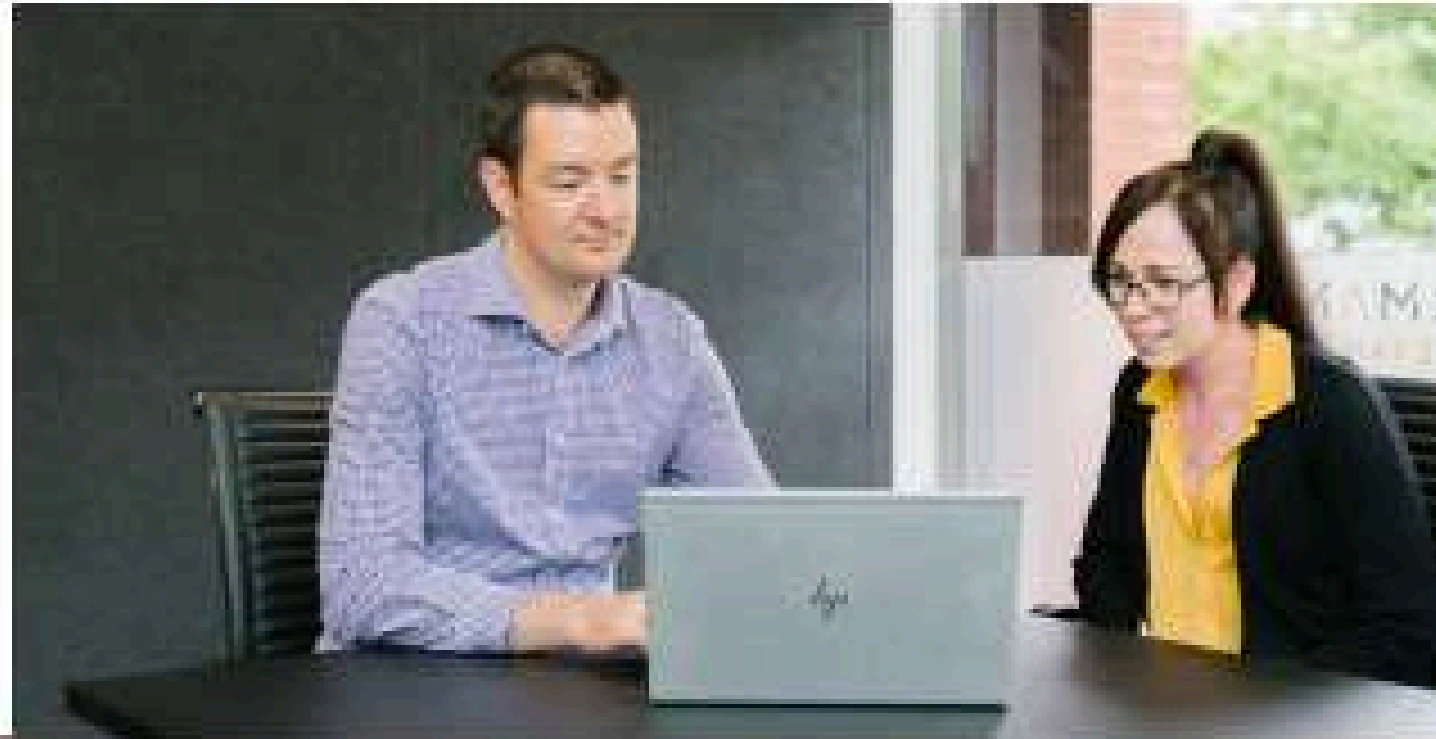
**Call Larissa on 0422235442
to discuss your filming needs**

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- Form 1 Preparation

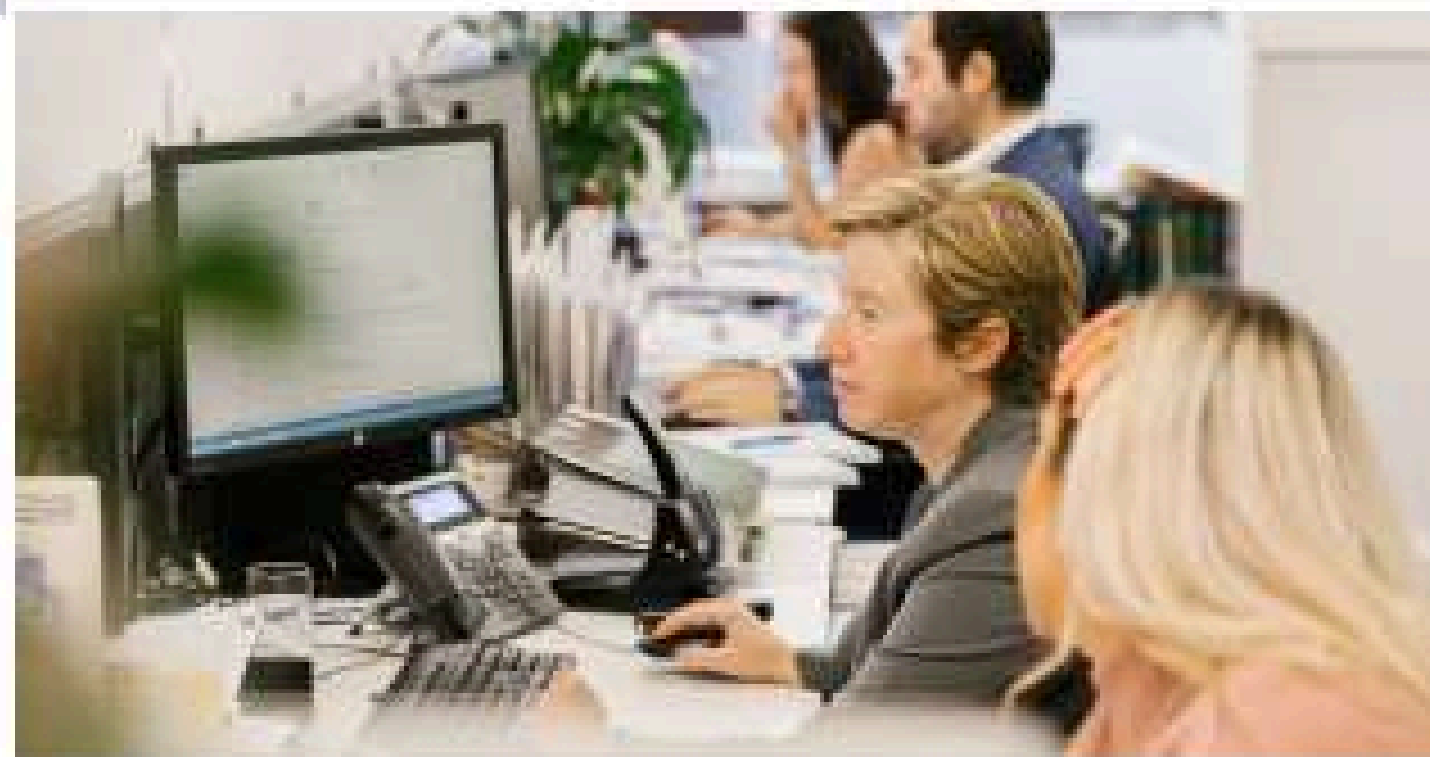


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Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

The first and only independent Form 1 service provider in South Australia



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



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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The best way by monitoring Auctions!

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Just search "upcoming auctions"

SEARCH WITH EASE

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

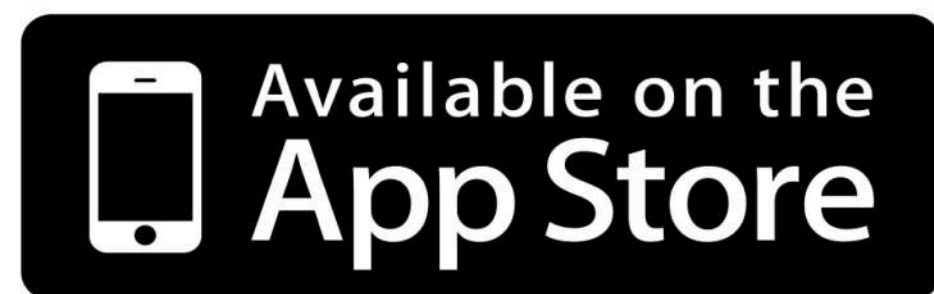
INSTANT UPDATE

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

LIST

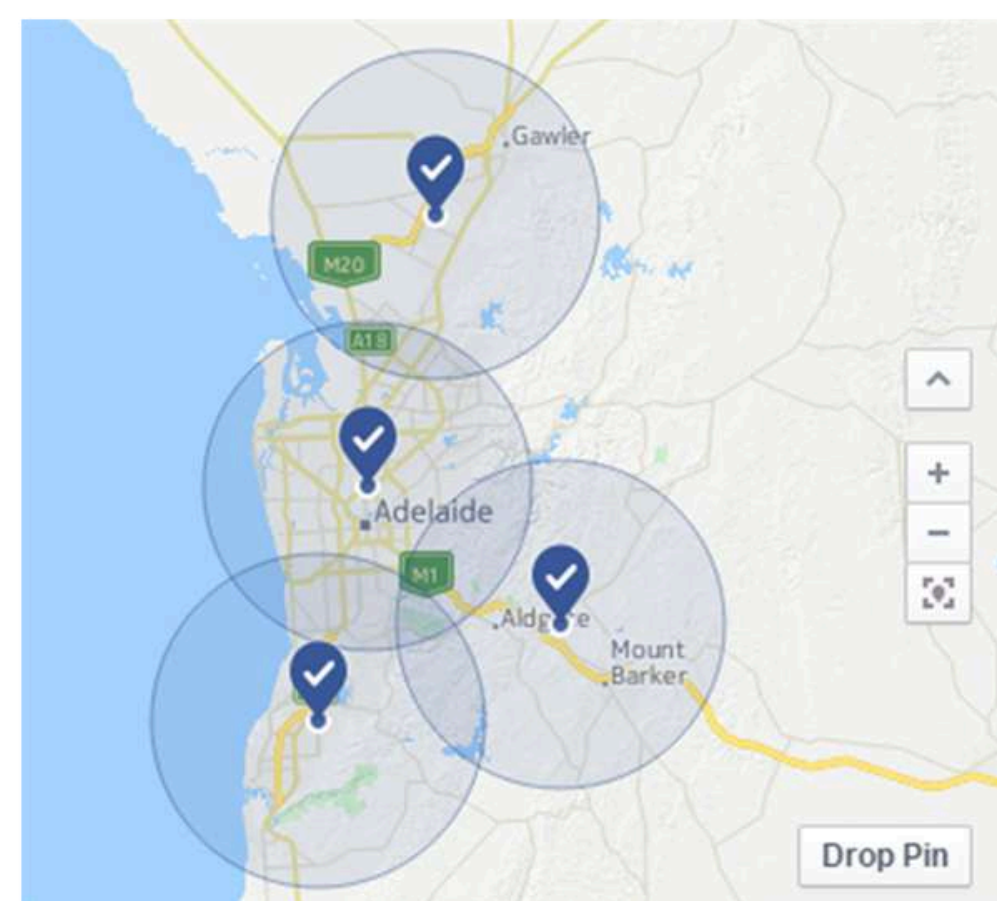
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All auctions submitted to the website will automatically be uploaded to the phone app, ABSOLUTELY FREE!



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!



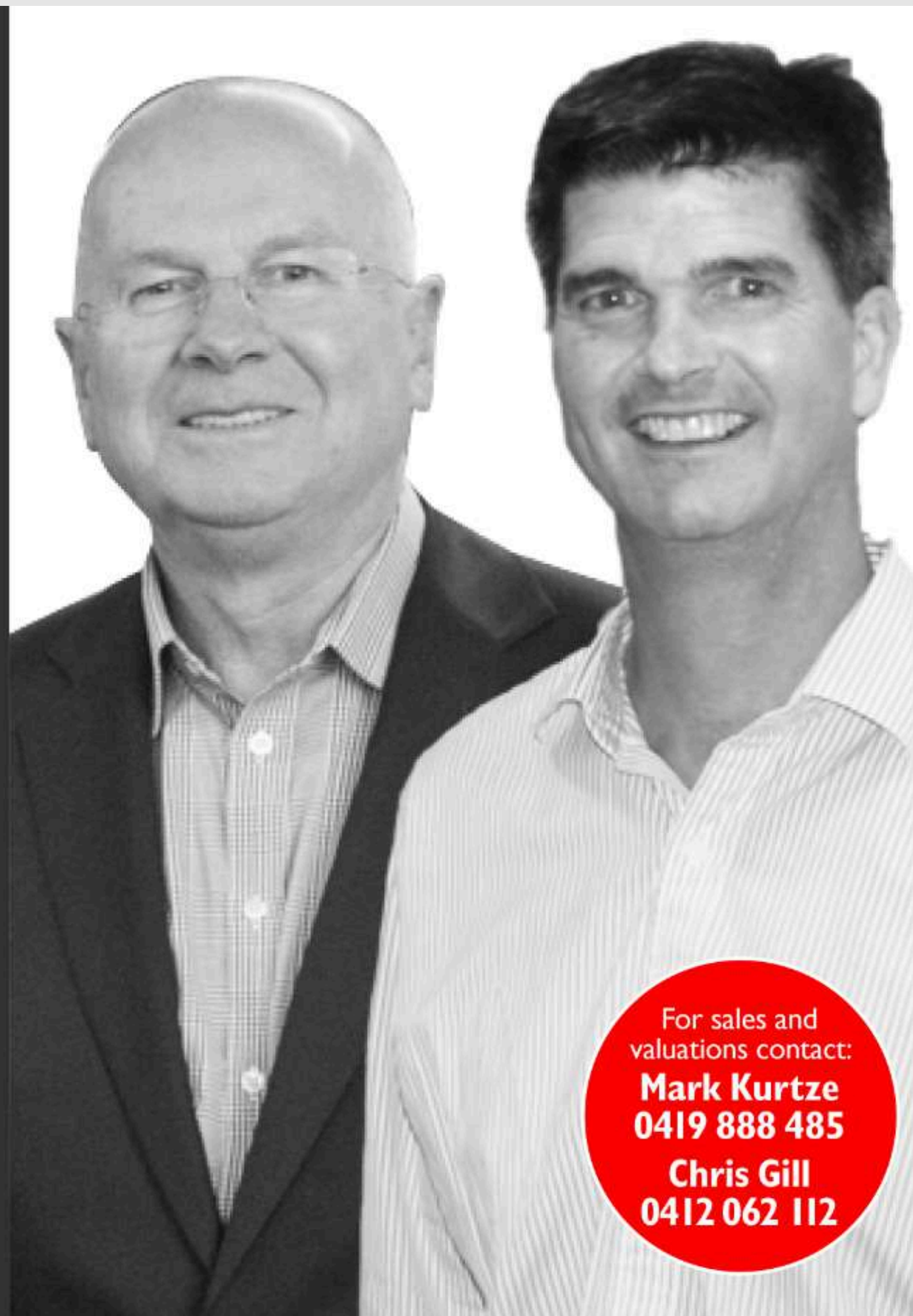
Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!

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