



THE SOCIETY

Representing:

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

- Real Estate
- General
- Livestock

JULY 2024





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Auctioneers and
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INDUSTRY
CHOICE OF
PROFESSIONALS



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End of financial YEAR

Dear Members,

As we reach the end of the financial year, we would like to extend our heartfelt thanks for your ongoing support throughout what has been a challenging year. Navigating the complexities and potential changes within the Society of Auctioneers and Appraisers has been a collective effort, and we are grateful for your commitment and dedication.

Despite the difficulties faced, we are proud to highlight the success of various events held throughout the year. The Golden Gavel and Rising Star Auctioneer Awards showcased the exceptional talent within our community. Additionally, the numerous group training sessions focused on industry standards and elite practice techniques have been instrumental in fostering professional growth and excellence.

Looking ahead, we are excited about the future and are eager to continue supporting and advancing our profession together. We sincerely thank you for your ongoing support and look forward to another year of collaboration and achievement.

We are also delighted to invite all our members, staff, and guests to our Mid-Year Drinks on 4th July 2024. Join us in the beer garden at The Highway on Anzac Hwy, starting at 5:00 PM. It will be a wonderful opportunity to connect, celebrate our accomplishments, and discuss the future.

Once again, thank you for your continued support, and we look forward to seeing you in the coming year.

Regards,

The Board
Society of Auctioneers and Appraisers





THE BOARD



Anthony DeMarco
President



Trish Johnson
Vice President

.....

Board Members

.....



John Raptis



Trent Godfrey



Jacob Kinsman



John Young





Mid-Year Drinks 2024

4th
of July
THURSDAY
5 PM



THE HWY BEER GARDEN

290 ANZAC HWY, PLYMPTON SA 5038

● **FOOD SUPPLIED**

● **BAR OPEN AT COST**

ALL MEMBERS, STAFF, GUESTS, SPONSORS ARE INVITED!!!

Send booking form to admin@auctioneers.com.au

[Download Brochure](#)



[Download Brochure](#)

Southeast

Property Management Workshop



Tenancy Reforms New Legislation

Q&A Format

ALL PROPERTY MANAGERS AND
SUPPORT STAFF SHOULD
ATTEND

Friday 12th July 2024

9 AM to 11:30 AM

Chardonnay Lodge - 15006 Riddoch Hwy,
Coonawarra SA 5263

\$77 each (groups 2 or more from the same
office \$66 each)

Bookings by Monday 8th July

Brett Wheatland





[Download Brochure](#)

Self-defense Females fighting forward



- ✓ **Education surrounding spatial awareness, body language and de-escalating a confronting situation.**
- ✓ **Defining self-defence, what is acceptable and what is not.**
- ✓ **How to remove yourself from 3-4 attacks e.g. being grabbed by the wrist, pushed against a wall, pulled by the hair or grabbed from behind.**
- ✓ **What happens if a dog attacks you.**
- ✓ **Basic striking techniques**

Sessions are physical so I would encourage participants to wear comfortable clothing that they can move well in and have water on hand for small breaks.

DATE & TIME: Monday, 22nd July
2PM - 3:30PM

VENUE: Arkaba Hotel
150 Glen Osmond Road,
Fullarton SA 5063

COST: \$44 each

Booking by Wednesday, 17th July
please



[Download Brochure](#)

2 Day Auctioneers Licence Workshop *Barossa Valley*

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

**WEDNESDAY, 1st JULY and
TUESDAY, 3rd SEPTEMBER
8AM for 8:30AM to 6:00PM**

VENUE: Barossa Valley

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)**



Training New Recruits CREATED TO MEET HIGH INDUSTRY DEMAND

START SMART – REAL ESTATE SERVICES

- Do you have NEW recruits, rookies, beginners, assistants or sales?
- Do they have the necessary qualifications but require practical skills and real estate know-how?
- Do you want them to hit the ground running, increase their comprehension, understanding and confidence in all PRACTICAL areas of sales so they can go it alone?
- Do you want to minimise YOUR risk, maximise their productivity, catapult their comprehension and send them swiftly along the path of sales success and/or support, but don't have the time to hold their hand?

If you answered yes – Book in below and move YOUR team forward...

WHAT: Newly created 'PRACTICAL – FACE TO FACE' professional development interactive workshop START SMART covering:

- Basic legals & documents
- Contractual & fiduciary duties
- Appraisal to Sale to Settlement timelines
- Marketing, target markets, methods of sale, PMAP, VPA
- Lead generation to conversion ratios
- Client interaction and communications
- Statutory Searches
- Creating & Closing Business
- Appraisal to Listing Conversion Ratios
- CMA & Listing Presentation
- Marketing Implementation
- Contract to Settlement
- Conveyancers & Beyond
- Typical Weekly Sales Diary

WHO: Designed for NEW salespeople, support team members, sales assistants and sales administrative team members

HOW LONG: 1 day - 8:30 for 9am start -4pm (minimising hours of in-house mistakes, misunderstandings, supervision, training time AND risk)

WHEN: Tuesday 20th August, 2024

WHERE: Arkaba Hotel - 150 Glen Osmond Rd, Fullarton SA 5063

CREATED & PRESENTED: Trish Johnson – Principal/Trainer (*Society Board Vice President*)

COST: \$160 pp or (\$120 each if two or more from the same office)– includes light lunch

Booking: By Wednesday 14th August please



Trish Johnson

[Download Brochure](#)



Property Management Workshop

New Legislation - Tenancy Re forms



As a result of the changes, The Society held a workshop at The HWY on Tuesday, 26th of June where we encouraged Property Managers and support staff to attend. It was an open discussion on critical issues in a Q&A format relevant to the new Tenancy Forms and Legislation.

Brett Wheatland provided an insight into the new rules delivered in an efficient and vibrant way with interaction from the audience and some real life examples of how best practice will need to be modified to ensure compliance. 70 attendees and when asked:

Did you gain anything from this presentation? Answers were:

A timely update; Clarity on pressing issues; Every aspect of the new legislation was discussed; Yes, really good practical overview of wide ranging and sophisticated changes; Yes, very informative; Yes, brilliant presentation; Brett's delivery is always factual and fun, thank you Brett; It was a lot to cover in 2 hours.

What did you like the most? Answers were:

Engaging presenter; Definitely not boring; I liked the quick presentation; Nailing the salient facts; Brett did a fantastic job; The thoroughness and detail provided; Quick and straight to the point; Simple examples and practical; Excellent slides and good examples given; The intricate knowledge of the presenter; Yes, the breakdown of the salient issues; Casual presenter easy to understand; I like the effort put it into summarising lengthy and complex issues; Open; concise; Easily understood and very clear information with examples assisting the knowledge; Entertaining and engaging;





What else would you like covered? Answers were:

More time for questions and answers; Some actual case studies; Examples to use in the real world; Change of ownership near end of the lease – obligations of incoming landlord; Nothing, Brett covered everything; Maybe a refresher in 3-4 months;

What would you tell others as the main benefits of this workshop? Answers were:

Brilliant-very comprehensive; Informative; Casual and plainly spoken; If you are a property manager, you must attend this workshop; Brett doesn't claim to be the expert however we all look up to him for the best advice available in South Australia; Full marks, the workshop was amazing; The Society needs to do more property management training of this calibre; The presentation was informative and very engaging; Well done Society and Brett Wheatland.





**Government of
South Australia**

Consumer and Business Services

Rental reforms

To take effect 1st July 2024

South Australia's rental laws are being updated 1 July 2024 to improve protections for renters and ensure landlords can manage properties effectively.

It's the biggest update of rental laws since they were introduced nearly 30 years ago and follows a review of the entire Residential Tenancies Act 1995.

Reforms already in place

Several changes have already been made in 2023, delivering more affordable rental bonds, banning the soliciting of rent bidding and better protecting tenant information.

In March 2024 it was ensured rent can't be increased more than once in 12 months, new and tougher penalties were introduced to deter breaches of rental protections by better reflecting present day values and sub-letting at no extra cost can no longer be unreasonably refused.

Remaining changes start 1 July 2024

Remaining changes start 1 July 2024

The biggest changes are set to commence on 1 July 2024 when the remainder of South Australia's reforms become operational.

Read more below about: longer notice periods, requiring prescribed reasons to terminate a tenancy, caps on routine inspections (4 per year) and more options for tenants experiencing domestic abuse.

There are clear guidelines allowing pets in rental properties as well as minor alterations and safety modifications.

Better controls exist for water and electricity billing, requirements for more efficient replacement appliances and the need to meet minimum housing standards.

Registration of designated rooming house providers will also support increased protections for rooming house residents.



Fact sheets like these.

- [Terminating a tenancy](#)
- [Domestic abuse protections](#)
- [Modifications and minimum standards](#)
- [Energy and water charges – for residential tenancies](#)
- [Tenant information – keeping personal details secure](#)
- [Renting with pets – rights and responsibilities](#)

July's new [Tenant Information Guide](#) will overwrite the current 1 March 2024 version.

Starting and maintaining a tenancy

Solicitation and rent bidding banned

Minimum housing standards

Information to prospective tenants

Protecting tenant information and bonds

Provision of information to landlords.

Information protection and destruction.

More affordable rental bonds.

Tenants - lodge bonds and split refunds.

During a tenancy

Rent increases limited - no more than once in 12 months

Subletting at no extra cost

Routine inspections capped (4 per year)

Pets being allowed in rental properties with clear guidelines

Allowing minor modifications and safety modifications

Energy and water efficient appliances



End of tenancy

Requiring prescribed reasons for landlords to terminate a tenancy

Longer notice periods

Further Protections

More options for tenants experiencing domestic abuse

Protections for water and electricity billing

Requirements around drug contamination

New and tougher penalties

Rooming houses and residential parks

Registration of designated rooming houses

Protections for rooming house residents

Changes for residential parks

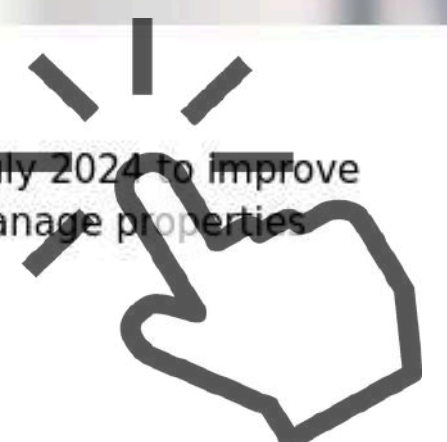
For more information:



Rental reforms

South Australia's rental laws are being updated 1 July 2024 to improve protections for renters and ensure landlords can manage properties effectively.

Consumer and Business Services / Jun 23





Charity Auction by Vincent Doran in Malaysia



Last week I had the honour of travelling with Seeley International Pty Ltd to Kota Kinabalu, Malaysia for their annual VIP week.

I helped to facilitate the 23rd Braemar Scotch Auction at their gala dinner, which raised \$223,380 for Variety, the Children's Charity and Samaritan's Purse. An amazing feat of fundraising given there was less than 200 guests in the room.

Over the course of the past 23 years, this single bottle of scotch has raised over \$2.9m for charity.



Vincent Doran

Thank you to Frank & Kathy Seeley for inviting me for the fourth consecutive year and allowing me the opportunity to play a role in your longstanding tradition!

If you have a fundraising event on the horizon and want the assistance of an experienced charity auctioneer to maximise your efforts, please reach out.



SOCIETY'S AUCTIONS

SOLD!



GLENSIDE
4 Jacaranda Blvd
SOLD for \$1,802,000

Agent: Ray White Adelaide City
Auctioneer: John Morris



WEST HINDMARSH
21 Jervios St
SOLD for \$1,430,000

Agent: Ray White Woodville
Auctioneer: Jonathon Moore



WINDSOR GARDENS
18 Hartley Grove
SOLD for \$1,015,000

Agent: All Adelaide City Edge
Auctioneer: Brett Roenfeldt



MITCHELL PARK
131 Bradley Grove
SOLD for \$1,300,000

Agent: RAY WHITE GLENELG
BRIGHTON
Auctioneer: Rod Smitheram



SOCIETY'S AUCTIONS



KENSINGTON PARK
354 Magill Road
SOLD for \$1,865,000

Agent: McGees Property
Auctioneer: Simon Lambert



CAMPBELLTOWN
569 Lower North East Rd
SOLD for \$2,125,000

Agent: LJ Hooker Commercial Adelaide
Auctioneer: Troy Tyndall



ATHELSTONE
5 Schulze Road,
SOLD for \$888,888

Agent: Real Estate Partners
Auctioneer: Paul Arnold

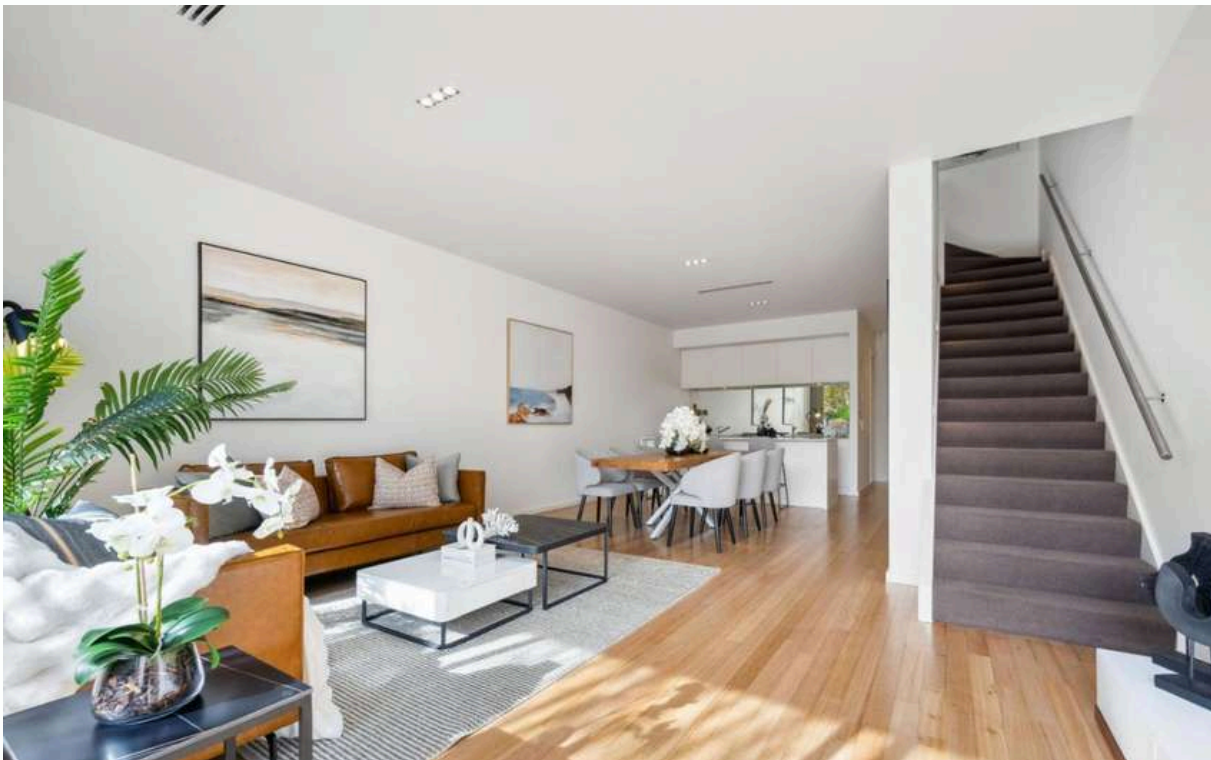


WINDSOR GARDENS
2 Munster Street
SOLD for \$767,000

Agent: First National Burton Groves
Auctioneer: Jarrod Tagni



SOCIETY'S AUCTIONS



NORWOOD
56B Chapel Street
SOLD for \$1,279,000

Agent: Smallacombe Real Estate
Auctioneer: John Raptis



TOORAK GARDENS
9/1 Raymond Walk
SOLD for \$551,000

Agent: Toop + Toop
Auctioneer: Vincent Doran



STONYFELL
12 Rosebank Terrace
SOLD for \$1,371,500

Agent: Smallacombe Real Estate
Auctioneer: David Smallacombe



KILBURN
3 Gladstone Avenue
SOLD for \$1,380,000

Agent: Professionals Robins 888
Auctioneer: Vincent Wang



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ALDINGA BEACH	5 Bristol Street	Saturday, 01/06/2024	Harcourts Wine Coast	Jarrold Tagni	\$737,000
OAKLANDS PARK	4 Shearing Street	Saturday, 01/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$841,000
MITCHELL PARK	131 Bradley Grove	Saturday, 01/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,300,000
CAMPBELLTOWN	10 Glenton Street	Saturday, 01/06/2024	Belle Property West Lakes	Brett Roenfeldt	\$911,000
DERNANCOURT	20 Tristania Terrace	Saturday, 01/06/2024	Keeping It Realty	Brett Roenfeldt	\$800,000
GREENACRES	23A Whysall Road	Saturday, 01/06/2024	All Adelaide City Edge	Brett Roenfeldt	\$777,000
VALLEY VIEW	827 Grand Junction Road	Saturday, 01/06/2024	All Adelaide City Edge	Brett Roenfeldt	Held over
GILLES PLAINS	53 Lynton Avenue	Saturday, 01/06/2024	All Adelaide City Edge	Brett Roenfeldt	\$911,000
WINDSOR GARDENS	18 Hartley Grove	Saturday, 01/06/2024	All Adelaide City Edge	Brett Roenfeldt	\$1,015,000
FINDON	13 Young St	Saturday, 01/06/2024	Ray White Woodville	Jonathon Moore	\$975,000
WEST HINDMARSH	21 Jervios St	Saturday, 01/06/2024	Ray White Woodville	Jonathon Moore	\$1,430,000
MODBURY NORTH	9 Folkstone St	Saturday, 01/06/2024	DB Philpott Real Estate	Jonathon Moore	\$576,000
HENDON	30 Vincent Street	Saturday, 01/06/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	Sold Prior
PROSPECT	10 Henrietta Street	Saturday, 01/06/2024	1840 Real Estate	AJ Colman	P.N.D.



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
OAKLANDS PARK	19B Doreen Street	Saturday, 01/06/2024	Ray White Adelaide City	John Morris	\$925,000
GLENSIDE	4 Jacaranda Blvd	Saturday, 01/06/2024	Ray White Adelaide City	John Morris	\$1,802,000
WYNN VALE	2 Irvine Court	Saturday, 01/06/2024	Ray White Prospect	John Morris	\$685,000
RIDGEHAVEN	25 Hawke Street	Saturday, 01/06/2024	Ray White Hillcrest	John Morris	\$710,000
PARALOWIE	1 Columbia Street	Saturday, 01/06/2024	Ray White Salisbury	John Morris	\$720,000
CROYDON PARK	9 Shirley Avenue	Saturday, 01/06/2024	Tim Morris Real Estate	John Morris	Sold Prior
CLAPHAM	12 Austin Street	Saturday, 01/06/2024	Smallacombe Real Estate	David Smallacombe	Sold Prior
GLENELG NORTH	7/11-12 North Esplanade	Sunday, 02/06/2024	MichaelKris Real Estate	Jonathon Moore	\$1,550,000
MAGILL	13 East Street	Sunday, 02/06/2024	Refined Real Estate	AJ Colman	P.N.D.
MODBURY NORTH	8 Maron Court	Sunday, 02/06/2024	Ray White Prospect	John Morris	\$907,000
MUNNO PARA WEST	9 Davalan Drive	Sunday, 02/06/2024	Ray White Prospect	John Morris	\$735,000
PROSPECT	43 Churchill Road	Sunday, 02/06/2024	Ray White Prospect	John Morris	\$1,250,000
MODBURY HEIGHTS	3 Curlew Court	Monday, 03/06/2024	Ray White Salisbury	John Morris	\$762,000
WEST CROYDON	52 Margaret Avenue	Wednesday, 05/06/2024	Tim Morris Real Estate	John Morris	\$851,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
KENSINGTON PARK	354 Magill Road	Thursday, 06/06/2024	McGees Property	Simon Lambert	\$1,865,000
ST CLAIR	13 Masterdale Court	Thursday, 06/06/2024	Ray White Semaphore	John Morris	Sold Prior
POORAKA	6A Chester Crescent	Thursday, 06/06/2024	Ray White Para Hills	John Morris	\$783,500
KENSINGTON	4/46 High Street	Friday, 07/06/2024	Ray White Kensington	John Morris	\$760,000
BURNSIDE	19A Kurralta Drive	Friday, 07/06/2024	Ray White Kensington	John Morris	\$1,575,000
GRANGE	16 Sunset Crescent	Friday, 07/06/2024	Ray White Semaphore	John Morris	\$1,250,000
HAPPY VALLEY	23 Woodhall Drive	Saturday, 08/06/2024	Smallacombe Real Estate	David Smallacombe	\$616,000
PLYMPTON	10A Stradbroke Avenue	Saturday, 08/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$996,000
ELIZABETH PARK	26 Kilsby St	Saturday, 08/06/2024	Professionals Manning	Brett Roenfeldt	Sold Prior
GLENELG NORTH	26 Shannon Avenue	Saturday, 08/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$880,000
ADELAIDE	157 Halifax Street	Saturday, 08/06/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$2,110,000
MARION	13a George St	Saturday, 08/06/2024	KAIDE Real Estate	Jonathon Moore	\$980,000
CAMPBELLTOWN	9&11 Spencer St	Saturday, 08/06/2024	Genny & Co	Jonathon Moore	\$2,000,000
ENFIELD	26B Darlington Street	Saturday, 08/06/2024	Ray White Prospect	John Morris	\$727,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY NORTH	12C Traverse Avenue	Saturday, 08/06/2024	Ray White Para Hills	John Morris	\$1,060,000
PARADISE	70 Darley Road	Saturday, 08/06/2024	Ray White Adelaide City	John Morris	\$595,000
MODBURY	422 Wright Road	Saturday, 08/06/2024	Ray White Para Hills	John Morris	\$846,500
LIGHTSVIEW	25 Light Terrace	Saturday, 08/06/2024	Ray White Prospect	John Morris	\$740,000
PARALOWIE	12 Tania Street	Saturday, 08/06/2024	Ray White St Peters	John Morris	\$640,000
ELIZABETH VALE	28 Joel Crescent	Wednesday, 12/06/2024	Ray White Salisbury	John Morris	\$531,000
FINDON	30 Lucerne Grove	Thursday, 13/06/2024	Ray White Woodville	Jonathon Moore	\$980,000
SALISBURY	35 Lawrie Avenue	Thursday, 13/06/2024	Ray White Semaphore	John Morris	\$881,500
CLEARVIEW	41 High Ave	Friday, 14/06/2024	Ray White Kensington	John Morris	\$720,000
INGLE FARM	15 Dukas Drive	Friday, 14/06/2024	Ray White Prospect	John Morris	\$663,500
INGLE FARM	28B Malbaru Avenue	Friday, 14/06/2024	Ray White Para Hills	John Morris	\$695,000
ENFIELD	21 Collins Street	Saturday, 15/06/2024	All Adelaide City Edge	Brett Roenfeldt	\$1,400,000
WINDSOR GARDENS	2 Munster Street	Saturday, 15/06/2024	First National Burton Groves	Jarrold Tagni	\$767,000
MORPHETT VALE	15 Nicolle Drive	Saturday, 15/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$590,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
KENSINGTON PARK	12 Lomond Avenue	Saturday, 15/06/2024	Real Estate Management Company - RMC Real Estate	Brett Roenfeldt	Sold Prior
PLYMPTON	29 Osborn Terrace	Saturday, 15/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,261,000
CHRISTIES BEACH	13 & 15 Smith Ave,	Saturday, 15/06/2024	Simon Paterson Real Estate	Brett Roenfeldt	\$1,802,000
NORWOOD	56B Chapel Street	Saturday, 15/06/2024	Smallacombe Real Estate	John Raptis	\$1,279,000
HOPE VALLEY	22 Tolley Rd	Saturday, 15/06/2024	Weeks & Macklin	Jonathon Moore	\$766,000
WOODVILLE SOUTH	1a Glen Rowan Rd	Saturday, 15/06/2024	Ray White Woodville	Jonathon Moore	\$940,000
HENLEY BEACH SOUTH	35a Hobart Rd	Saturday, 15/06/2024	MichaelKris Real Estate	Jonathon Moore	\$1,970,000
WOODVILLE	86 Bower St	Saturday, 15/06/2024	Ray White Woodville	Jonathon Moore	\$1,077,000
OAKDEN	9 Mottistone Court	Saturday, 15/06/2024	Ray White Norwood	John Morris	\$880,000
GREENACRES	75 Redward Avenue	Saturday, 15/06/2024	Ray White Adelaide City	John Morris	\$827,000
ELIZABETH VALE	7 Chilmark Street	Saturday, 15/06/2024	Ray White Salisbury	John Morris	\$477,500
ELIZABETH VALE	5 Chilmark Street	Saturday, 15/06/2024	Ray White Salisbury	John Morris	\$480,000
DULWICH	37 Cleland Avenue	Saturday, 15/06/2024	TOOP+TOOP	Bronte Manuel	Sold Prior
TRANMERE	13 Emerson Grove	Saturday, 15/06/2024	TOOP+TOOP	Bronte Manuel	\$3,001,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ASHFORD	4/36 Marleston Avenue	Saturday, 15/06/2024	TOOP+TOOP	Bronte Manuel	\$844,000
KLEMZIG	21 Torrens Ave	Sunday, 16/06/2024	Harcourts St Peters	Jonathon Moore	\$862,000
MAWSON LAKES	5 Logan St	Sunday, 16/06/2024	Ray White Mawson Lakes	Jonathon Moore	\$685,000
NORTH HAVEN	2/4 Gulf Pont Drive	Sunday, 16/06/2024	Ray White Prospect	John Morris	\$560,000
FERRYDEN PARK	8 Westwood Boulevard	Sunday, 16/06/2024	Ray White Norwood	John Morris	\$790,000
FERRYDEN PARK	26 Lachlan Street	Sunday, 16/06/2024	Ray White Prospect	John Morris	\$725,000
BLAIR ATHOL	55 Manuel Avenue	Sunday, 16/06/2024	Ray White Prospect	John Morris	\$1,210,000
CROYDON PARK	5 Hartley Road	Sunday, 16/06/2024	TOOP+TOOP	Bronte Manuel	\$965,000
FIRLE	9 Ryan Avenue	Tuesday, 18/06/2024	Ray White Prospect	John Morris	\$1,023,000
PARALOWIE	9 Paul Court	Wednesday, 19/06/2024	Ray White Salisbury	John Morris	\$821,000
MELROSE PARK	1079 South Rd	Thursday, 20/06/2024	Commercial SA	Jonathon Moore	\$2,600,000
CAMPBELLTOWN	569-571 Lower North East Road	Friday, 21/06/2024	LJ Hooker Commercial Adelaide	Troy Tyndall	\$2,125,000
ATHELSTONE	10C Burnbank Grove	Friday, 21/06/2024	All Adelaide City Edge	Brett Roenfeldt	\$775,000
KENSINGTON GARDENS	1/18 Peroomba Avenue	Friday, 21/06/2024	Ray White Kensington	John Morris	\$1,310,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
EXETER	18 Harris Street	Friday, 21/06/2024	Ray White Semaphore	John Morris	\$890,000
OAKLANDS PARK	1 Gore Street	Saturday, 22/06/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
BELAIR	22 Monalta Drive	Saturday, 22/06/2024	Adelaide Property Brokers	Brett Roenfeldt	Sold Prior
MAYLANDS	2 Phillis St	Saturday, 22/06/2024	Ray White Woodville	Jonathon Moore	\$1,620,000
LOCKLEYS	5 Miranda Ave	Saturday, 22/06/2024	Ray White Henley Beach	Jonathon Moore	\$1,730,000
DOVER GARDENS	151 Seacombe Rd	Saturday, 22/06/2024	MichaelKris Real Estate	Jonathon Moore	\$1,175,000
BURTON	2/109 Bolivar Road	Saturday, 22/06/2024	Ray White Salisbury	John Morris	\$535,000
SALISBURY DOWNS	46 Norbury Drive	Saturday, 22/06/2024	Ray White Salisbury	John Morris	\$730,000
GULFVIEW HEIGHTS	11 Riverbank Parade	Saturday, 22/06/2024	Ray White St Peters	John Morris	\$1,100,000
GREENACRES	53 Princes Road	Saturday, 22/06/2024	Ray White Prospect	John Morris	\$1,360,000
NORTHFIELD	9A York Street	Saturday, 22/06/2024	Ray White Prospect	John Morris	\$750,000
MAGILL	55 Barnes Avenue	Saturday, 22/06/2024	Ray White Adelaide City	John Morris	\$1,680,000
SEMAPHORE PARK	32A Bray Avenue	Saturday, 22/06/2024	Ray White Norwood	John Morris	\$865,000
ANDREWS FARM	31 President Ave	Sunday, 23/06/2024	Ray White Mawson Lakes	Jonathon Moore	\$540,000



JUNE

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
KLEMZIG	52 Second Avenue	Sunday, 23/06/2024	Ray White Prospect	John Morris	\$1,460,000
NORTHFIELD	20A Linden Avenue	Sunday, 23/06/2024	Ray White Hillcrest	John Morris	\$890,000
KILBURN	65 Jersey Avenue	Sunday, 23/06/2024	Ray White Norwood	John Morris	\$900,000
GILLES PLAINS	37 Wandana Avenue	Sunday, 23/06/2024	Ray White Prospect	John Morris	\$881,000
ELIZABETH NORTH	12 Womma Road	Sunday, 23/06/2024	Ray White Angle Vale	John Morris	Sold Prior
PARAFIELD GARDENS	28 Moss Street	Sunday, 23/06/2024	Ray White Salisbury	John Morris	\$840,000
OAKDEN	182 Fosters Road	Tuesday, 25/06/2024	Real Estate Management Company - RMC Real Estate	Brett Roenfeldt	\$1,268,000
OAKDEN	182 Fosters Road	Tuesday, 25/06/2024	Real Estate Management Company - RMC Real Estate	Brett Roenfeldt	\$1,268,000
SEATON	10A Owen Street	Saturday, 29/06/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	Sold Prior



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



Andy Edwards



James Pedlar



Scott Newton



Matt Smith



Paul Arnold



Sharon Gray



Paul Kilby



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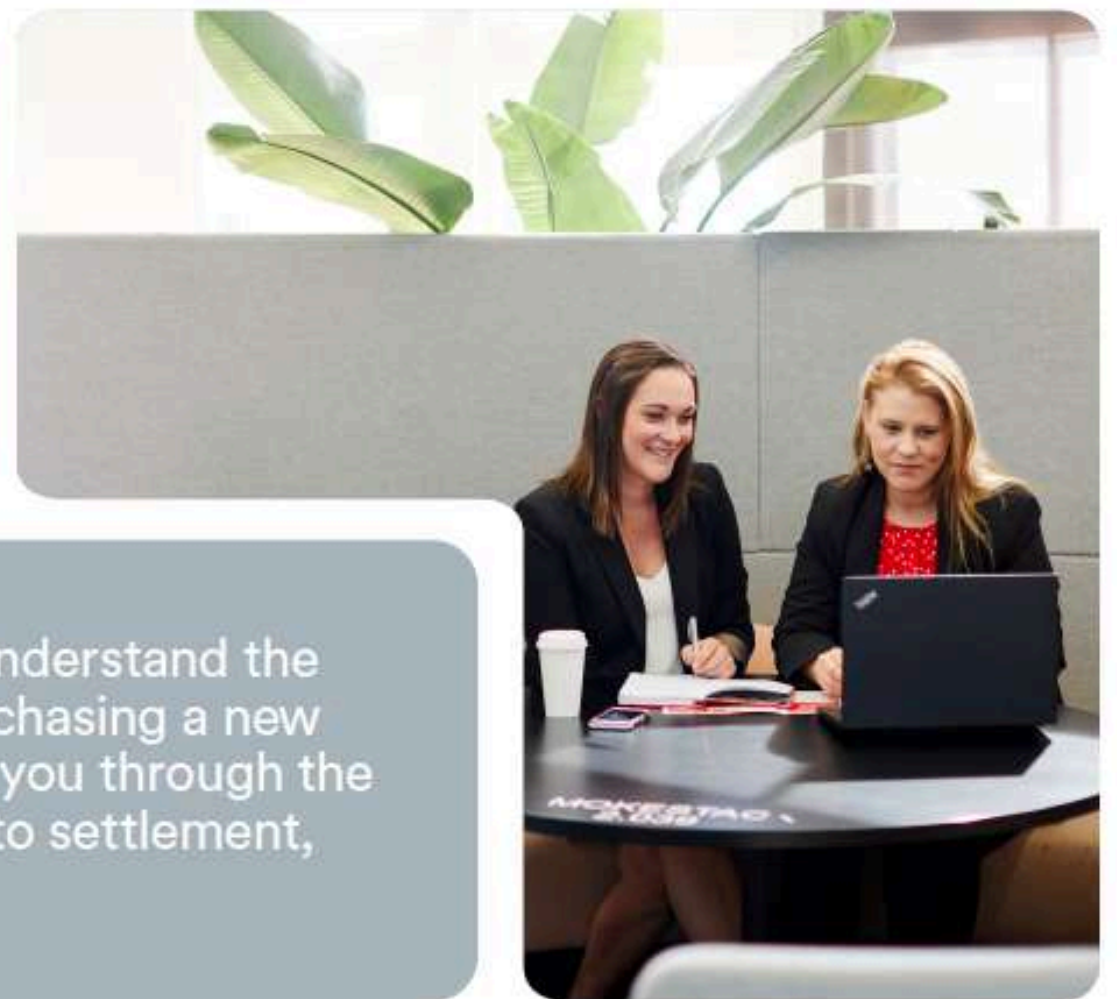
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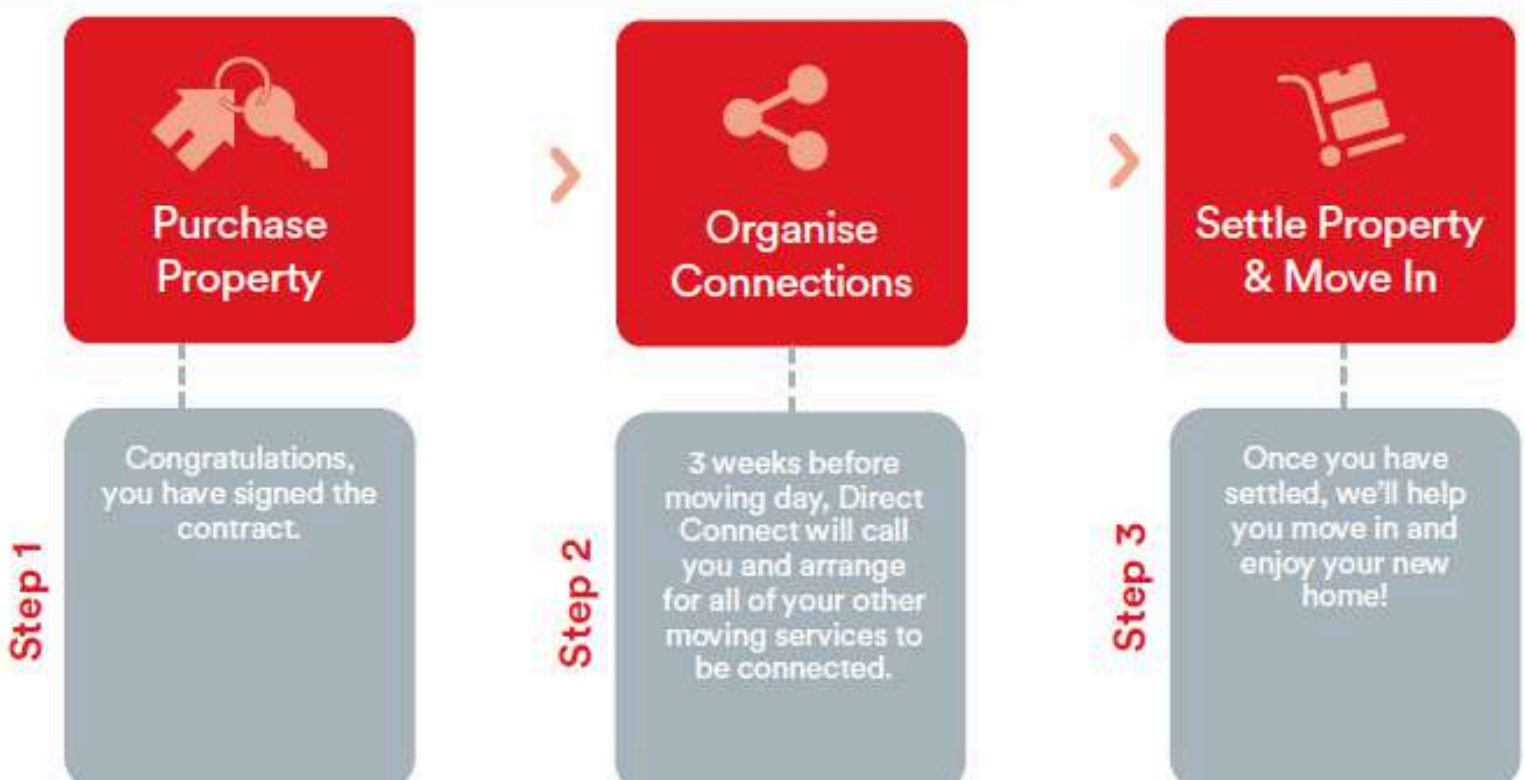
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PerspectiveMedia

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

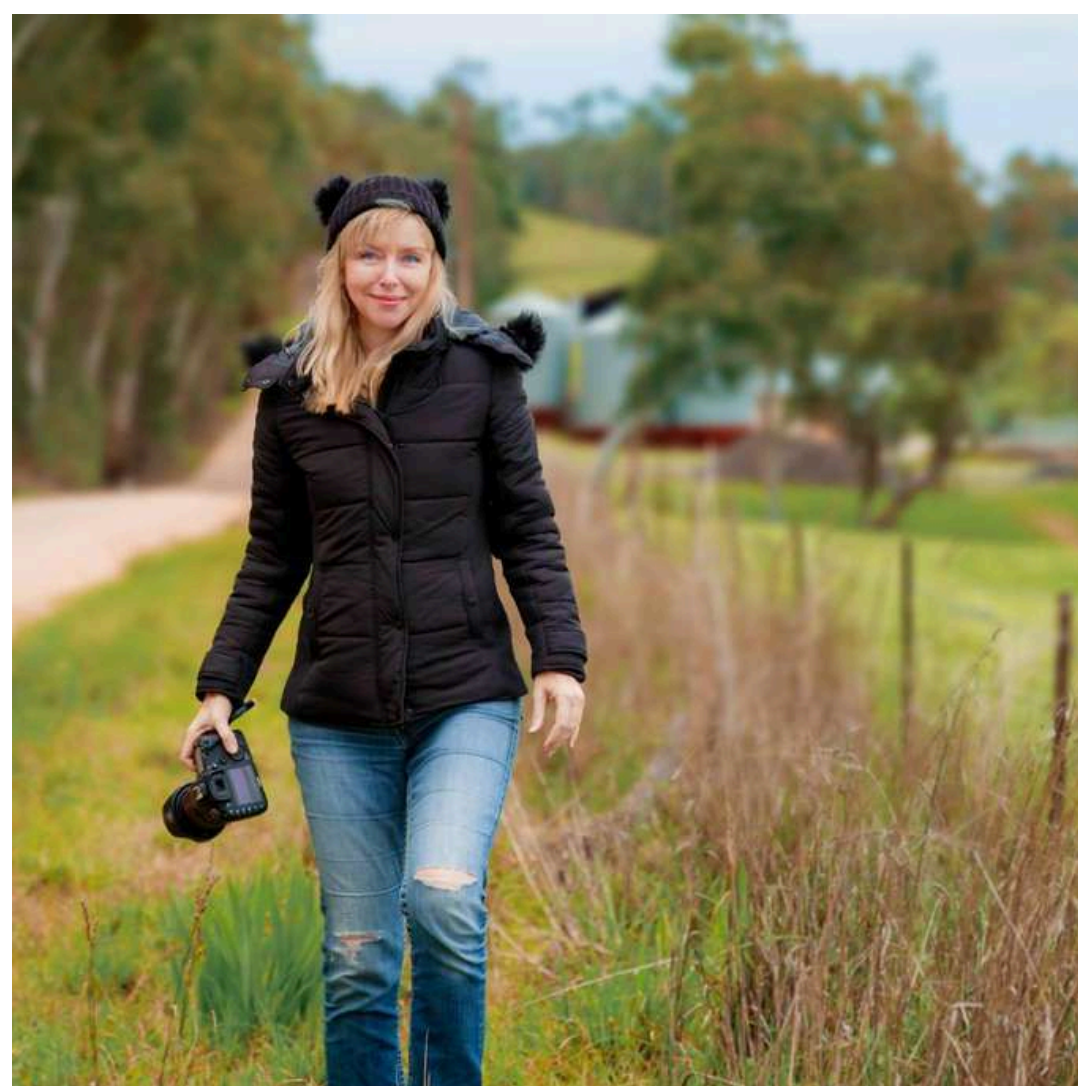
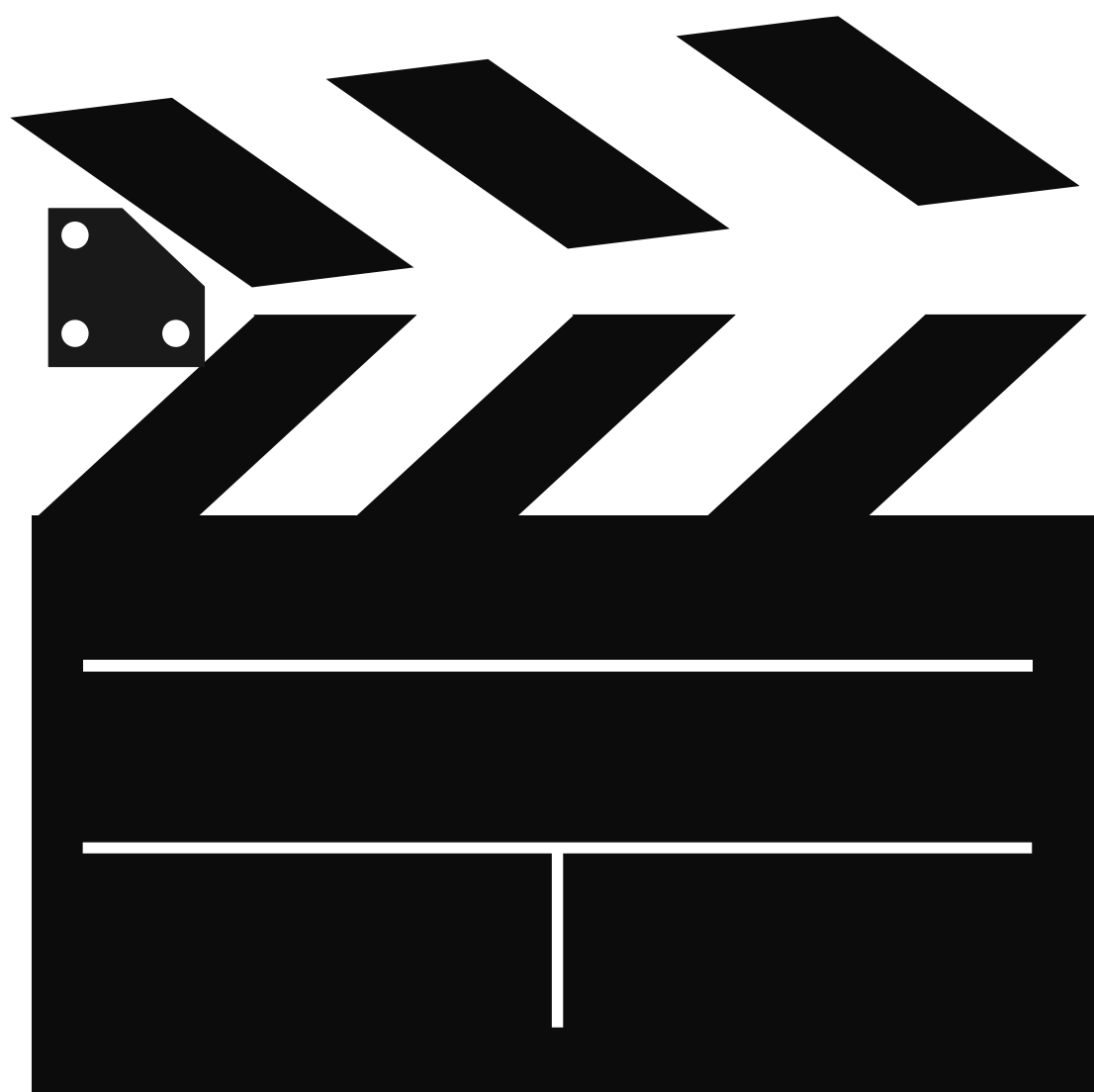
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For Form 1 preparation please contact Chris Gill on 7221 4908

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



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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SEARCH WITH EASE

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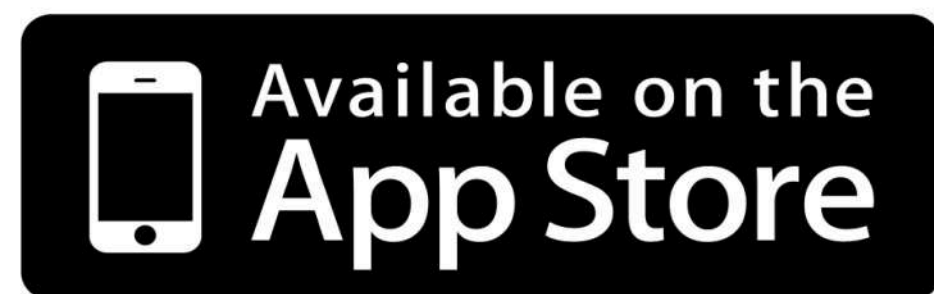
INSTANT UPDATE

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

LIST

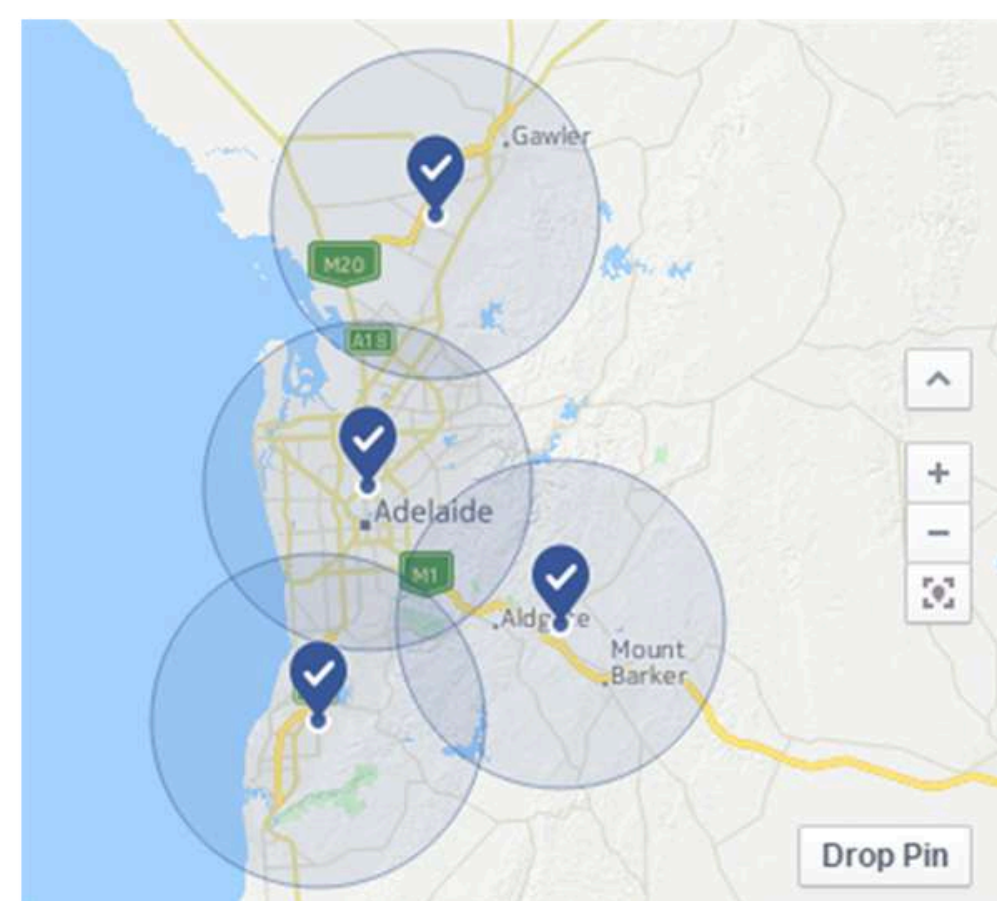
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!



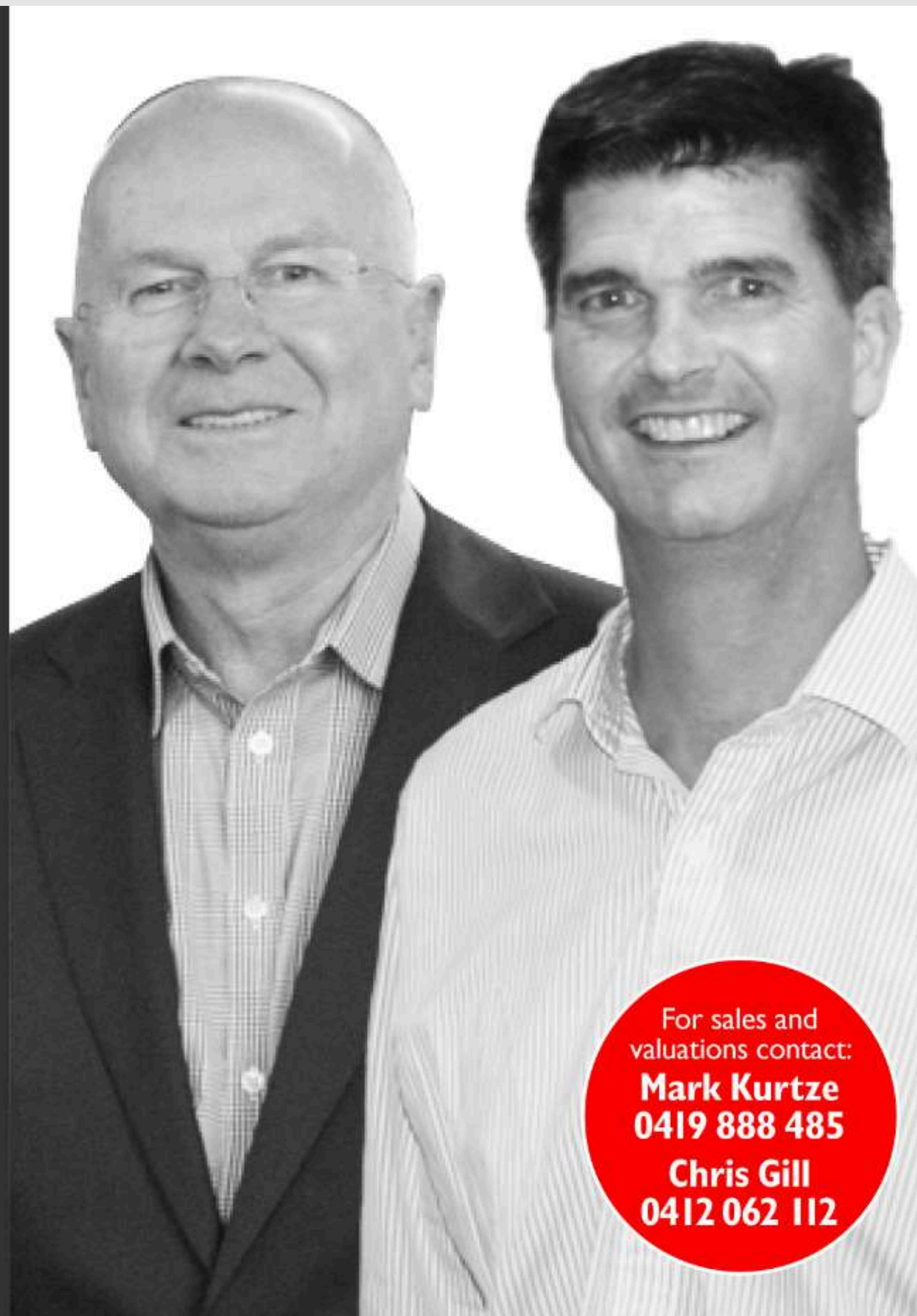
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