



# THE SOCIETY

## Representing:

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

- Real Estate
- General
- Livestock

**SEPTEMBER 2024**





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The Society of  
Auctioneers and  
Appraisers (SA) Inc.

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



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# THE BOARD



**Anthony DeMarco**  
**President**



**Trish Johnson**  
**Vice President**

.....

## Board Members

.....



**John Raptis**



**Trent Godfrey**



**Jacob Kinsman**



**John Young**





# Notice to Members

## 42nd Annual General Meeting

**Monday 23rd September 2024 at 5.00 PM for 5.30 PM start**  
**Venue: The Arkaba - 150 Glen Osmond Road, FULLARTON SA 5063**

### THE BUSINESS OF THE MEETING WILL BE:

1. Welcome by the President
2. Confirm Quorum
3. Apologies
4. **To Confirm the Minutes** of the 41st AGM held on 28th September 2023
5. To Receive the Annual Report of the Board of Management.
6. To Receive the Treasurer's Financial Statements and the Auditor's Report for the Financial Year to 30th June 2024. (Copies Available on our Web Page, Members Information - Members Files).
7. To Receive the CEO's Annual Report.
8. Election of three Members of the Board for a period of two (2) years.
  - The following Members of the Board are retiring
    - i. Anthony DeMarco
    - ii. Trent Godfrey
    - iii. John Young
  - Nominations are called to fill three positions on the Board and these must be submitted in writing to the Secretary by 5pm on 2nd September 2024. Nomination forms are available from the Secretary.
9. **To Receive the** Returning Officers Report 'Conduct of Election' and Result of Election.
10. **Appointment of Auditor**

Lee Harradine of Harradine and Norris Green (Registered Company Auditor 5245) retires and being eligible, offers himself for re-election for a further term of 12 months.



**11. Consider and determine any other business that may be properly brought forward** in accordance with the provisions of the Constitution. In this regard, Clause 8.14 provides that no notice of motion shall be considered at any Annual General Meeting unless the same shall have been notified in writing to the Secretary of the Society not less than fourteen days prior to such Annual General Meeting.

**12. Presentation of Life Membership Award to Sharon Gray.**

i. Life Membership is awarded in recognition of extraordinary and outstanding contribution to the Society and the Professions and is conferred by the Society in General Meeting. A Life Member is entitled to use the initials M.S.A.A (Life).

**13. Presentation of Ruby, Platinum, Gold, Silver, and Bronze Membership Certificates** to recognise length of Membership of the Society.

**14. Close of Meeting**

**By Order of the Board of Management**

Garry Topp  
*Secretary*

**Please advise of your attendance or submit a formal apology to:**

**22 Greenhill Road, WAYVILLE SA 5034, Tel: 8372 7830  
Email: [Society@auctioneers.com.au](mailto:Society@auctioneers.com.au)**





# 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)

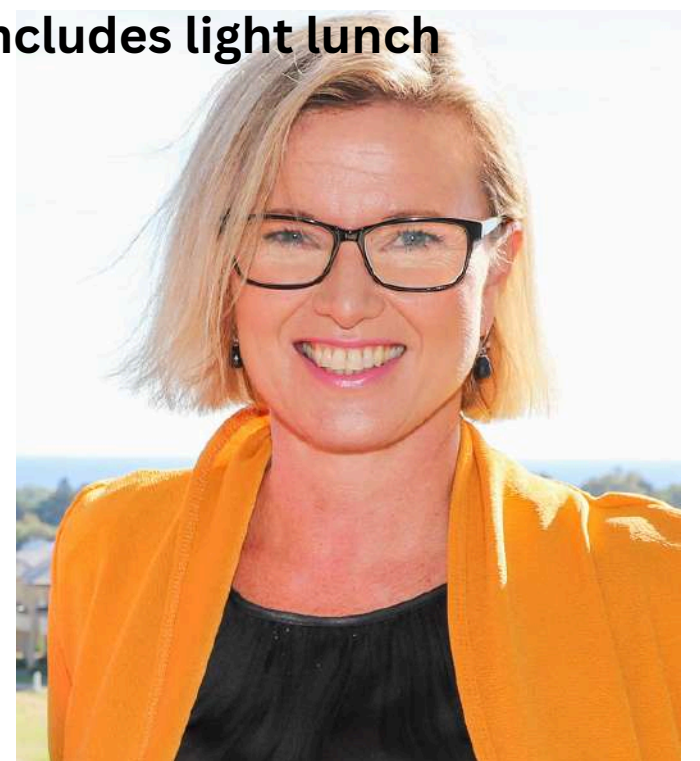
**WHEN:** Tuesday 29th October, 2024

**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 Friday, 4th October please



Trish Johnson

[Download Brochure](#)



# Society GOLF CLASSIC

Sponsored by Chris Gill  
†The Form 1 Company

Club had 8 holes in 1  
in one week in  
August 2024



**WIN \$10,000 CASH!**  
Hole in one on the  
**4th**  
Excludes Professional Golfers

## November 1, 2024

### TIMELINE

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

### PRICING

\$120.00 FOR GOLF, ON-COURSE  
DRINKS AND SNACKS, BARBECUE  
LUNCH AND SNACKS AFTER THE GAME  
AND PRIZES SPONSORED BY †The Form 1 Company

### Raffle

Playford Hotel Butler  
Package

Lady Bay Golf &  
Accommodation Package

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

### Golf Cart Hire

No. of carts required: \_\_\_\_\_  
Add \$50 per cart

\$120 PER PERSON  
SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY  
PLEASE BOOK ALL TEAMS BY FRIDAY 11TH OF OCTOBER  
TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN START.

Golf ball and  
towel on arrival!

Bookings by Friday 11th  
October, please to be included  
in the hole in one prize

[Download Brochure](#)





## The Society of Auctioneers, Appraisers, Agents and Property Managers

Representing Auctioneers, Appraisers, Agents, Sales Consultants, Property Managers of Real Estate, General and Livestock

**The only professional body in the world representing Real Estate General and Livestock under the one banner**

### The Advantages of Membership

- 1. Membership of an exclusive body of Professionals**
- 2. Formal personal recognition** of your expertise within the fields of Auction Marketer, Auctioneer, Appraisers, Agent, Property Manager.
- 3. Able to use the Society Logo**
- 4. Practicing, Master, Fellow and Life Members able to use initials MSAA signifying credentials and credibility**
- 5. Bridging between Brands** with the goal of striving to raise professional standards of Members
- 6. Diverse Membership** with specialties including: Real Estate (Residential, Rural, Commercial & Industrial), Fine Art, Antiques, Plant & Machinery, Livestock, Aircraft, Vehicles, Vineyards, Wineries and many other varied categories
- 7. High profile GOLDEN GAVEL Competition and Awards INCORPORATING**
  - Senior Real Estate Champion
  - Senior Real Estate Top 5 Finalists
  - General Auctioneer of the Year
  - Livestock Auctioneer of the Year
  - Real Estate Rising Star
  - Golden Pen Award (For a significant valuation)
  - Top 15 Gold Club Auctioneers
  - Top 10 Principal Auction Marketers
  - Top 10 Sales Consultant Marketers
  - Top Sales Consultant
  - Top Principal Auction Marketer
  - Real Estate Group Auction Marketer
  - Real Estate Highest Price Sale
    - Metropolitan
    - Country
    - Commercial & Industrial
  - General Auctioneer- Highest Price Lot
  - General Auctioneer- Highest Gross Sale Proceeds





## 8. Training Workshops

- **Property Management**
- **Under the Pump Q+A Format** for Agents and Auctioneers
- **Contract and Form 1**
- **Pricing Compliance**
- **Dispel the Myths – Real Estate**
- **Land Agents Threats** (How to run a successful business)
- **Real Estate 2 Day Auction Licensing Workshop** (To enable licensing in SA)
- **Master Auctioneers Elite Workshop**
- **Regional Workshops** (Port Lincoln, Riverland, Clare Valle, South East)

## 9. Society Golf Classic (Annual Event at Mt Osmond Golf Course)

## 10. Marketing collateral

- Before Appointing an Auctioneer or Appraiser
- Buying Residential Property at Auction
- Buying Residential Property at Auction (Mandarin)
- Auction Essentials Handout (8 page Buyers Guide)
- Advantages of Agency
- Advantages of Membership
- Auction versus Private Treaty
- 21 Advantages of Auction

### Real Estate Forms/ Brochures

- Public Auction Terms & Conditions
- Best Practice Procedures for Agents & Auctioneers
- Authority to Act as Auctioneer
- Vendor Reserve and Instructions
- Bidder Registration Form- Residential
- Bidder Registration Form- Non Residential
- Proxy Bidders Authority for Agent
- Proxy Bidders Authority
- Proxy Bidders Registration Form
- Auction Reserve Co-Owner Authority
- Auction Record
- Letter of Offer to Purchase
- Cooling Off Waiver
- Form R1 Sales Agency Agreements- Right and obligations
- Form R2 Disclosure of benefits
- Forms R3 Buyers information notice
- Form R4 Bidders guide
- Form R5 Collusive practices
- Form R6 Warning notice to purchase
- Form R7 Warning notice
- Summary of A-M Special Conditions
- Vendor Descriptions (Power of Attorney, Executor, Family Trust etc)



## Booklets

### Agents + Auctioneers Accreditation

#### Property Auction Selling Guide (24 pages How to conduct an Auction including):

- Listing
- Marketing
- How to run an successful markets campaign
- Buyer Awareness Program
- Bringing an Auction forward
- Reserve meeting with 24-48 hours before Auction
- Documentation
- Bidding
- Briefing between Agent & Auctioneer
- Briefing of potential Buyers
- Auction Clerk's responsibilities at the Auction
- At Auction
- On-line Auction
- After the Auction
- Common Questions
- Relevant issues
- Non Residential Auctions
- Rural properties
- The 21 Advantage of using Auction
- Conditions of Sale

**11. Upcoming Auctions Free App** search by Auctioneer, Agent, Suburb or Date and Time

**12. Networking and Communication** opportunities with other high profile Members and Sponsors- Regular Networking Drinks at the HWY, Arkaba, Grange, Republic, Robin Hood, Marion, Old Lion Hotels

#### **13. Vibrant interactive website incorporating:**

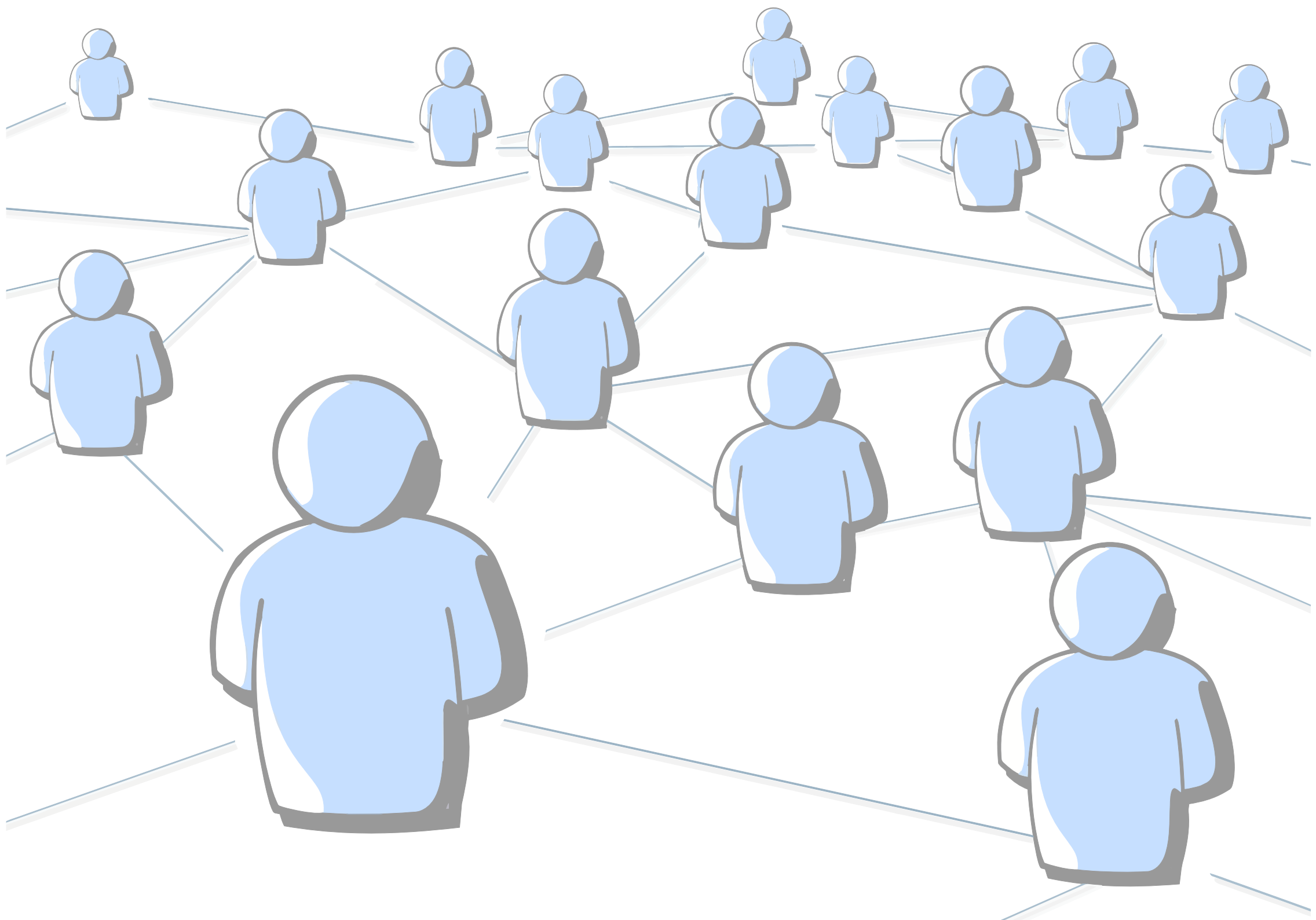
- Members Search with personal photo
- Link to Members email, web and social media
- Upcoming Auctions for Real Estate, General & Livestock
- Monthly Auction Results
- Members Services and Products

**14. Latest technology eBook** featuring Society Events, News and Updates.

**15. Personalized contact with the CEO and Office Administration** for backup and support



- 16. Exclusive products** and free Auction day material and listing collateral available online to Members
- 17.** We are at the **forefront of Legislative change and representation to Government.**
- 18. Iconic brand Sponsors with benefits exclusive to Members**
- 19. Access to high achievers through our highly regarded “Breakfast of Champions” Series**
- 20. Affiliate Membership** for like-minded professionals.
- 21. Partnership with Business SA** for business advice, OHS, trainees and workplace relations (Society Members can join with 50% discount)





## From the Archives



# The Auctioneer and Appraiser

The Newsletter published by the Society of Auctioneers and Appraisers (S.A.) Incorporated  
57 Barton Terrace East, North Adelaide S.A. 5006

**DECEMBER 1988**  
**Volume 4 No. 4**

Editors: Christopher McLaughlin, Ian Maitland, Stephen Sinclair and Peter Emes



PRESIDENT  
JOHN LITTLE

### Sixth Annual Report of Committee of Management for 1987/88 of the Society of Auctioneers and Appraisers (S.A.) Inc.

to the Annual General Meeting at the Hyatt Hotel  
on Thursday November 3rd 1988.

President	John Little
Secretary	Ross Deere
Auction Sub Committee	Colin Gaetjens, Chairman Robin du Plessis Bruce Messer Christopher McLaughlin Ian Maitland John Little (ex officio)
Appraisers Sub Committee	Fred Moller, Chairman Les Greenwood Simon O'Leary John Little (ex officio)
Public Relations and Newsletter	Robin du Plessis, Chairman Colin Gaetjens Les Greenwood Ian Maitland Bruce Messer Stephen Sinclair Trevor Wheaton John Little (ex officio)
Complaints Sub Committee	Fred Moller, Chairman Colin Gaetjens Christopher McLaughlin John Little (ex officio)

As is customary, the President is appointed  
ex officio to all sub-committees and is the sole  
spokesman to the media on all matters relating to  
the Society.



**The President  
and  
Committee  
extend  
to you all**

**the very best wishes for  
Christmas  
and  
the New Year, 1989.**



## Newsletter "The Auctioneer & Appraiser"

Four excellent issues published during the year, with changes in format and a new printer. Worthwhile contributions have been received from many members, and the "A & A" has been well received by other professional bodies and the public.

## Legislation Review

In March, a deputation from the Society waited on the Director-General of Public & Consumer Affairs, Mr. C.R. Neave, on the subject of repetitive mention concerning Section 90 statements on auction advertisements. Our proposals met with a sympathetic response and during the current review of the Land Agents Brokers & Valuers Act, this topic will be under scrutiny.

## Public Relations

Discussions with the "Advertiser" to amend their policy of requiring an indication of auctioneer's reserve price for both Commercial and Residential auctions has proved successful in editorial columns.

An exchange of correspondence somehow inspired at the R.E.I. took place, through the columns of the "Advertiser" on the topic "Bidding at Auctions". Our Society had the last authoritative word on the matter.

The 'Solutions' column in the "Advertiser" has appeared monthly, but was not always given prominence.

Christopher Rann & Associates have been retained as S.A.A. Public Relations Consultants in order to lift our profile further, to publicise new membership and members' activities.

The proposed supplement in the "Advertiser" which has been placed annually, has been decided against this year. Several editorial items have been utilised during the year in the daily press, and it is believed we gain useful coverage in this manner. Our grateful thanks are due to our photographer Eric McKenna for all his assistance in past years.

## Functions

March 17th — St. Patrick's Day Sundowner, again held at Jordan's Metropolitan Hotel in the city, with a good gathering all pretending to enjoy the green fluid.

September 22nd — an evening entitled "For Love or Money" was held at the Adelaide Festival Centre Banquet Room, arranged by Stephen Sinclair. This excellent concept, including wine tasting, was attended by 45 people, and is most definitely a great event to build on next year. Special thanks to Stephen and Eric McKenna on the panel.

## Complaints Committee

During a very quiet year, outgoing correspondence from the one disgruntled guest (out of 320) who attended last year's Anniversary Dinner, in the presence of the "Great One" — Sir Cecil Haywood — gave only small concern. A refund of dinner expenses silenced the pest, but our cheque has not yet been presented. Minor complaints concerning furniture sales and machinery auctions were handled. Regrettably, some names are recurring in these matters, a situation which is being monitored.

## Auction Sub Committee

Auction schools with R.E.I. were conducted:  
2nd & 3rd December 1987  
9th & 10th March 1988  
13th & 14th July 1988  
31st Aug. & 1st September 1988  
21st and 22nd September 1988

Thanks are due to participating panellists Colin Gaetjens, Ian Maitland, Chris Coles, Gavin Browning, Laurie Walton, Chris McLaughlin and Bob Caldicott.

A one day workshop/seminar was conducted on Monday September 19, 1988 by Mrs. Alison Bagnall, a noted speech pathologist, at the Old Adelaide Inn. This day was voted a great success by the thirteen participating auctioneers, and future advanced schools are planned.

We will be reviewing the program and conduct of the 2 day Auction Schools jointly with the R.E.I. With the increasing demand for more schools, a revamped curriculum is required, and applicants more systematically prepared through public speaking experience.

We have negotiated with the "Advertiser" to have monthly summaries published of residential auctions sold by S.A.A. members, commencing in December.

## Directory of Members

And their respective qualifications will be published in December — this is updated every two years, and it is proposed a wider circulation of the directory to kindred organisations and corporate executive.

I make special mention and recognition of two retiring committee members who both were Charter Members of our Society:

Bruce Messer — an excellent contributor and supporter who has given great guidance on committees — a healthy and happy retirement at Coffs Harbour.

Robin du Plessis — a loyal and attentive service as editor of our magazine and committee member.

Also my thanks to all Committee members for their support, and my appreciation to Secretary Ross Deere, his staff Sue, Judith and Lorraine.

JOHN LITTLE  
PRESIDENT, 1988.



ROBIN MATTERS EXPERIMENTING ON THE FEWER POINTS OF THE VOICE WITH ALISON BAGNALL.

## Annual General Meeting

A lively A.G.M. was held at the Hyatt Regency on Thursday, 3rd November at 6.00 p.m.

Last year's President, John Little, was re-elected to office for 1988-89. Messrs. L.H. Greenrod, C.O. McLaughlin, F.J. Moller and S.K. Sinclair retired and were eligible for re-election. The last three of those gentlemen have been re-elected.

Stanley John Fereday, the first President of the Society, was conferred with the accolade of Honorary Life Membership for his long, continued and outstanding meritorious service to the Society.

Following the Meeting, dinner was held with Alison Bagnall, a speech pathologist (awarded Churchill Fellowship), as Guest Speaker on the merits and functions of the voice.

At the Committee Meeting of the 15th November nominations were accepted from Messrs Peter Emes, Anthony Toop and Joseph Tabaszewski for vacancies on the Committee.

Sub Committees were then established in the following manner:

### Auctioneers

Ian Maitland (Chairman)  
Peter Emes  
Colin Gaetjens

Christopher McLaughlin  
Anthony Toop

### Appraisers

Stephen Sinclair (Chairman)  
Fred Moller  
Simon O'Leary

### Complaints

John Little (Chairman)  
Christopher McLaughlin  
Ian Maitland

### Entertainment

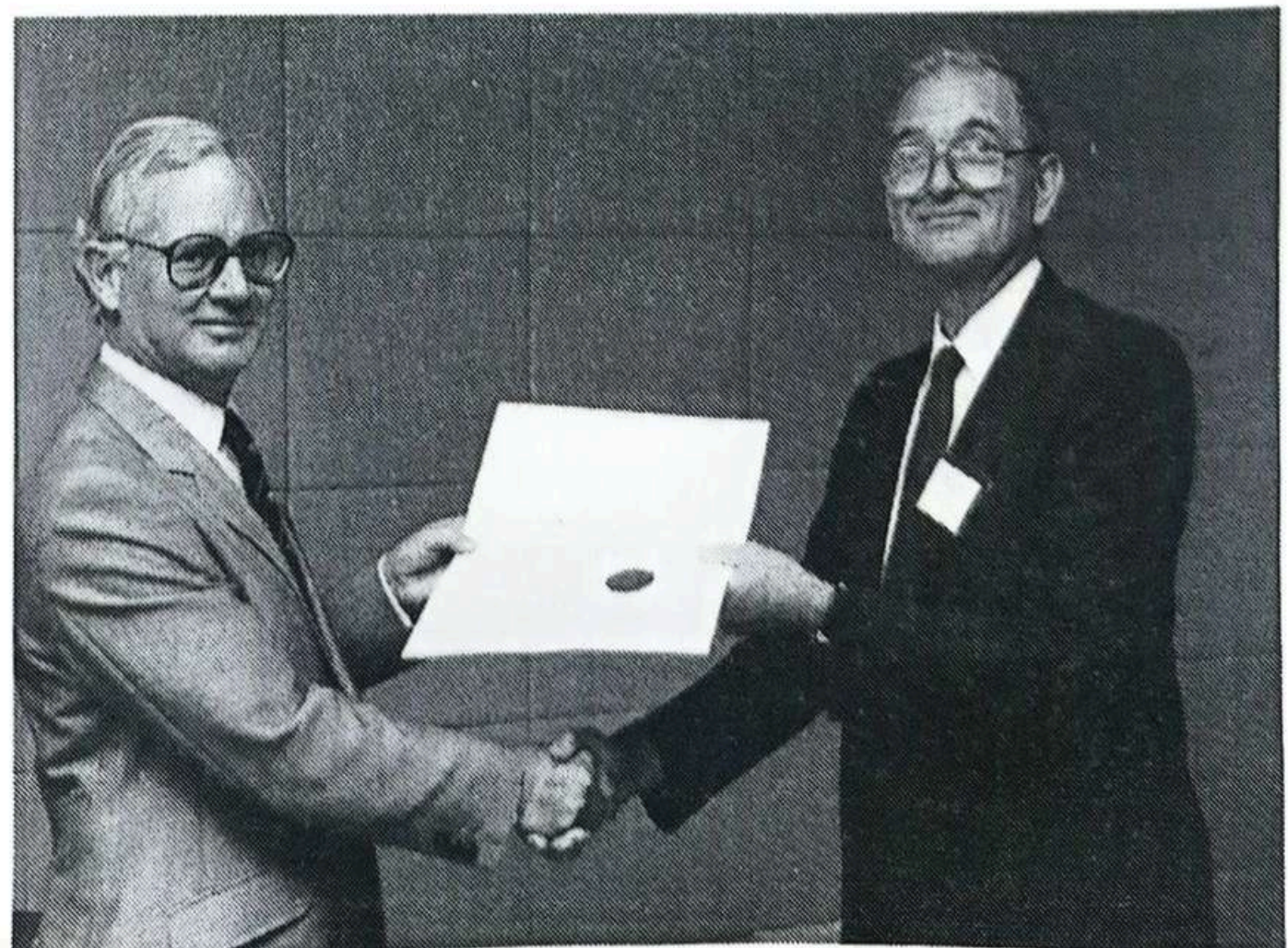
Christopher McLaughlin (Chairman)  
Stephen Sinclair  
Joseph Tabaszewski

### Newsletter

Christopher McLaughlin  
Ian Maitland  
Stephen Sinclair  
Peter Emes

The President appointed as ex-officio on all Sub-Committees.

Two door prizes were won by Mrs. F. McMutrie (night for two at the Hyatt including Breakfast) and Mrs. A. Eiffe (Breakfast or Brunch for two at the Hyatt).



PRESIDENT JOHN LITTLE CONFERRING JOHN STANLEY FEREDAY (FIRST PRESIDENT OF THE SOCIETY) WITH HONORARY LIFE MEMBERSHIP



## Auctioneer's Anecdotes

Our competition for the best Auctioneer's Anecdote continues. At the end of 1989 judges will recommend to the President the best contribution. The prize will be 2 choice bottles of French Champagne.

Send your story of what happened to you as an Auctioneer or a story of some Auctioneer you may have witnessed.

Michael Brock has graced us with a story we can all picture and have some comfort that something similar has probably happened to us.

One of the most embarrassing but in retrospect amusing things that has happened to me while auctioning occurred at a house sale down at Victor Harbor.

In a section called Hayborough, we were invited to auction a property on the beach side of the road, so apart from a rarely used old railway line, it had virtually direct access to a beautiful beach and stunning views over the water to Granite Island.

There was a good crowd of over 200 people on a Saturday morning when I started the preamble.

After describing the house and conditions of sale, I thought I would leave the description of the position and views until last, and I was in the middle of talking about the "unique views, virtual absolute beach frontage and one of the most peaceful and quiet positions imaginable".

At that precise moment, an earpiercing whistle shriek was accompanied by a thick cloud of smoke. Nobody could see or hear anything apart from the local tourist Steam Ranger train heading from Goolwa to Victor.

All we could do was join in everybody's mirth, and when it died down, use the old auctioneers fall back "and I forgot to mention ladies and gentlemen, we are also close to transport!" Thank goodness it still sold.

## Action in the West...

Nick George, who operates three of Elders Franchise Offices in the Western Suburbs said that the year had been a most rewarding one for his company. In the past where only prime seafront homes were sold by auction, the situation has completely changed. According to Nick, all house styles from single fronted cottages in the inner western suburbs to the variety of house styles to the coast have been selling well under the hammer, often with four or five bidders for each auction. The current trends are not expected to change, and Nick, who is a member of the Society, and the auctioneer for his company, is looking forward to a great year in 1989.

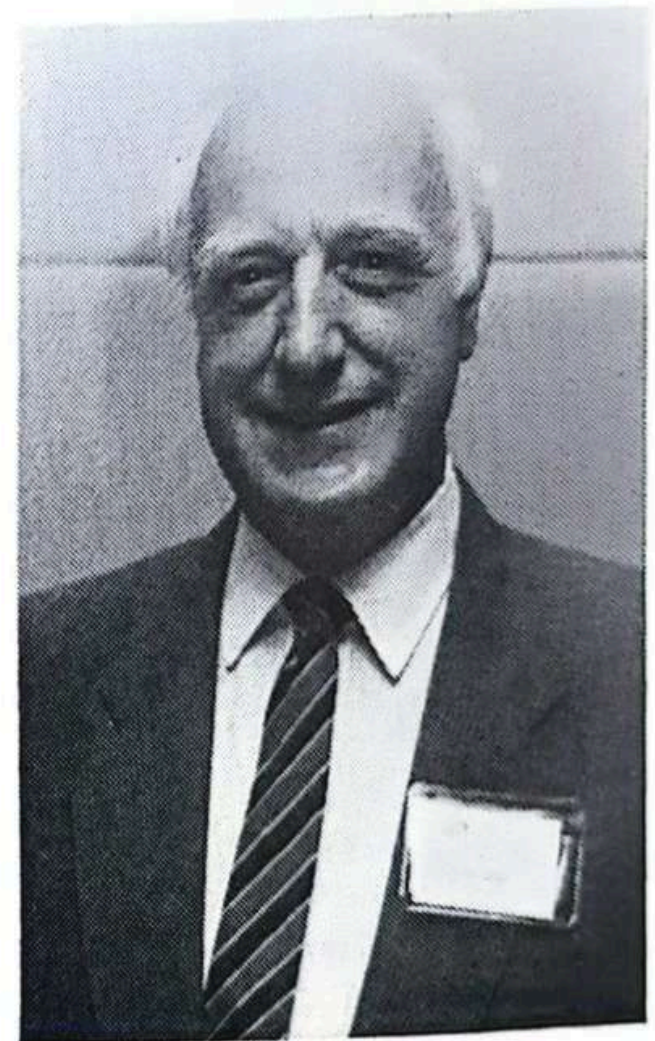
## 1988 — The year of the Auction

The past twelve months have seen some excellent auction results throughout the state. Confidence in the market from both vendors and purchasers has ensured that Auction as a form of marketing property is definitely here to stay.

The Society in association with the Real Estate Institute of S.A. has been successfully conducting Auction schools on a regular basis, and as a result, the industry has witnessed the development of some very skilled auctioneers.

Many of the smaller agencies no longer have to use "outsiders" to conduct their auctions for them and are now able to boast having a competent auctioneer "on staff", something not possible a few years ago, and a definite advantage to the vendor when the auctioneer actively participates in the marketing of the home.

With some of the larger companies conducting literally thousands of auctions, to some of the smaller agencies conducting a handful, the proof is in the pudding!



VIC  
MARDEN

## Record Rural Sale

Vic Marden of L.J. Hooker-Blackwood, is still smiling about a recent record rural auction. "Meadow Park", a gently undulating property 121 hectares (300 acres) at Meadows, 50 km from Adelaide achieved a sale price of \$1.06 million on October 22nd, before an enthusiastic crowd of 100 people. The result is believed to be a record price for a hills property.

Improvements consist of a luxurious home of 48 squares, a four-hectare lake, bore, shed, and workshop facilities.

Bidding was brisk from several very keen buyers, and the property was eventually "knocked down" to a purchaser from Kangaroo Island. Vic, who joined L.J. Hooker-Blackwood in 1984, has a background of selling property in the South-East, is on the lookout for similar properties to satisfy his disappointed under-bidders.



## Tasmanian Muskwood Table Doubles Estimate

At Sotheby's Australia auction of fine European, Australian and Oriental furniture Works of art which was held in Sydney on the 10th and 11th October, an important Tasmanian muskwood exhibition table, c1835, sold for double its pre-sale estimate, to finally be knocked down for \$60,000.

## Leonard Joel in Winners Circle

The highly important Australian 18 ct. gold Geelong Cup of 1890 by E. Fisher was certainly in the winner's circle at Leonard Joel Australiana Auction which was held on 17th October, 1988.

The cup, which is lidded with two handles, really galloped home to bring a staggering \$85,000.

## Toy Motorcycle — World Record Price

Phillips London sold a toy motorcycle for the world record price of 9350 pounds (approx. \$21,500) on October 5th this year.

The toy was by Wilhelm Krauss, and comprising a spring action lithographed AA Road Services Motorcyclist and side car toolbox, the driver dressed in a tan suit with blue trim and cap, marked on petrol tank and back of emergency outfit box. It was in near mint condition and measured 18 cms in length.

A record price for a single lead soldier sold at auction was set at Phillips New York, October 15th Collectibles sale when a rare Courtenay figure of an English archer falling wounded sold for \$2750.

## Dealers Snarl for Pug Dog

Christies were certainly barking up the wrong tree with their estimate of a painting attributed to a follower of William Hogarth, recently. The 18th century oil depicting a pug dog with an embroidered slipper had an estimate of \$900-\$1,400, but was eventually collared by a London dealer for \$35,500.

A 19th century brass fireman's helmet worn by fire officers in the 1860's was recently sold at auction for \$1,300. The slightly dented helmet carries a coat of arms showing an emu and a kangaroo and the words "Advance Australia".

## Date for your Diary!

Our first function for 1989 will be early in the New Year, Thursday 23rd February at 5.30 p.m.

The occasion will be a 'Summer Frolic' at the Botanic Gardens, drinks and a chin wag.



*"Now, what am I bid for this beautiful piece,  
which comes with the original owner?"*





## New Associate Members since last Newsletter:

Ross Stewart Adamson, Consignment Sales  
Kevin Roy Hodges, Bill Schlegel First National  
Roger Michael Pitt, Prominent Estates  
Rhys Clive Roberts, R. & W. Roberts  
David Adams, G.M.H.  
Bruce Lauder Cleland, Baillieu Knight Frank  
Peter John Cowley, Edcom Real Estate  
Peter Gambranis, Richard Stanton (S.A.)  
Brian William Hession, Myles Pearce & Co. Pty. Ltd.  
Eric Richard Ryan, K.R. Byerlee & Associates  
Richard Charles Harcourt, Richard Stanton (S.A.)

## Appraisers Sub Committee

We had published a number of articles under the heading "Are you Confident", recommending consumers to appoint S.A.A. members who abide by a code of ethics. One gentleman wrote to say he most certainly was not. Following considerable correspondence this matter was more appropriately referred on to A.I.V. (The dispute involved two conflicting valuations by A.I.V. members).

We have been unable to arrange suitable professional indemnity insurance cover over appraisers, for the reason that where those who carry on a business without formal qualifications, or who lacked experience, or who are active in a field where valuing opinion could lead to substantial legal claims, problems of legislation occurred. Members of R.E.I. can arrange cover because of the educational and licensing requirements of that Institute.

## Welcome aboard new Committee Members

ANTHONY C.E. TOOP Joins the Committee as a most vital Licensed Agent. With youth on his side he has been involved in Real Estate for 12 years. His father and brother work in friendly opposition to him.

He very much eats, sleeps and drinks Real Estate; is a Board Member of the Real Estate Institute and has very up market ideas towards his business activities — he has recently installed the most up to date, advanced sales support computer network available, providing direct link to the Lands Titles Office data base and connection to C.R.A.A.'s huge Australia wide data banks.

JOE TABASZEWSKI has been involved in the profession of auctioneering and appraising for 25 years.

In 1986, he and David Weber purchased the Megaw and Hogg auction name and commenced business at 430 King William Street, Adelaide — now being the only Auction Mart in the city square mile.

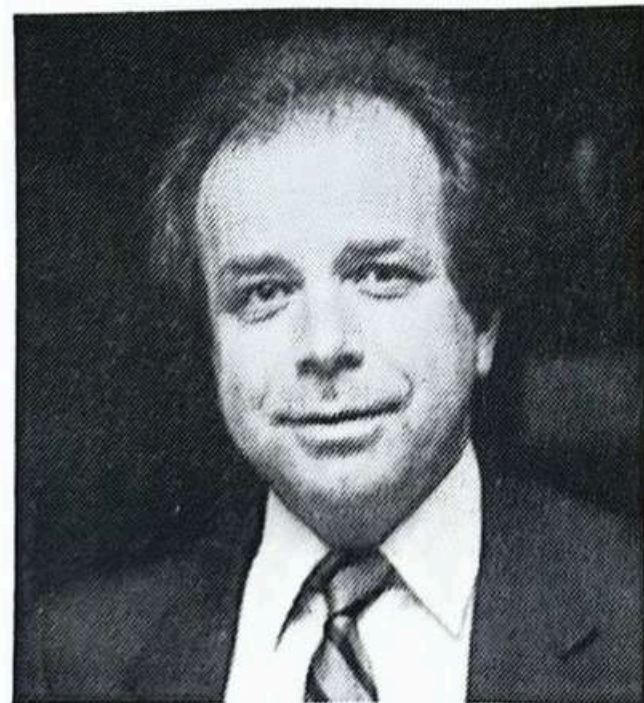
They also operate as Licensed Agents under the name of D. Weber and Associates.

PETER EMES as Company Auctioneer for MYLES PEARCE, a leading, highly motivated Real Estate Practice throughout South Australia. He will further bolster the Committee through his experience in General Real Estate Marketing over the past 15 years in Western Australia and this State. Peter is one of Adelaide's few full time salaried Auctioneers — he leads a team of 6 Myles Pearce auctioneers and is based at their 59 Kensington Road, Norwood branch.

ANTHONY  
C.E. TOOP



JOE  
TABASZEWSKI



PETER  
EMES





# SOCIETY'S AUCTIONS



NORTH HAVEN  
22 Merle Marten Drive  
SOLD for \$1,275,000

**Agent:** Ray White Semaphore  
**Auctioneer:** John Morris



BLACKWOOD  
3 Wolseley Road  
SOLD for \$702,000

**Agent:** Bronlea Real Estate  
**Auctioneer:** Jonathon Moore



DERNANCOURT  
16 Karri Drive  
SOLD for \$2,006,000

**Agent:** LJ Hooker Adelaide Metro  
**Auctioneer:** Troy Tyndall



GOLDEN GROVE  
1 / 28 Claremont Road  
SOLD for \$655,000

**Agent:** Scott Thomson  
**Auctioneer:** Bronte Manuel



# SOCIETY'S AUCTIONS



PARA HILLS  
19 Carol Drive  
SOLD for \$747,000

**Agent:** Real Estate Partners SA  
**Auctioneer:** Paul Arnold



ELIZABETH SOUTH  
106 Ridley Road  
SOLD for \$680,000

**Agent:** SA Homes and Acreage  
**Auctioneer:** Brett Roenfeldt



SALISBURY EAST  
26 Jacaranda Drive  
SOLD for \$667,000

**Agent:** First National Burton Groves  
**Auctioneer:** Jarrod Tagni



CAMDEN PARK  
32 Carlise Avenue  
SOLD for \$470,000

**Agent:** RAY WHITE GLENELG  
BRIGHTON  
**Auctioneer:** Rod Smitheram



# SOCIETY'S AUCTIONS



MITCHELL PARK  
16 Byard Terrace  
SOLD for \$937,500

**Agent:** Smallacombe Real Estate  
**Auctioneer:** John Raptis

SALISBURY EAST  
22 AQUAMARINE DRIVE  
SOLD for \$650,000

**Agent:**  
First National Salisbury  
**Auctioneer:** Trent Godfrey



LEABROOK  
10/25 Godfrey Tce  
SOLD for \$400,000

**Agent:** Professionals Robins 888  
**Auctioneer:** Vincent Wang



DOVER GARDENS  
133 Sturt Road  
SOLD for \$782,000

**Agent:** Smallacombe Real Estate  
**Auctioneer:** David Smallacombe



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MOONTA BAY	4 Hall Way	Friday, 09/08/2024	Ray White Para Hills	John Morris	\$165,000
PARALOWIE	32 Niven Drive	Thursday, 01/08/2024	Ray White Salisbury	John Morris	\$730,500
FREELING	12 Meaney Dr	Thursday, 01/08/2024	Ray White Salisbury	John Morris	\$525,000
SEATON	18A Elaine Avenue	Thursday, 01/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
HILLBANK	4 Bogan Rd	Thursday, 01/08/2024	Commercial SA	Jonathon Moore	\$680,000
PARALOWIE	43 Tarqui Drive	Thursday, 01/08/2024	Ray White Salisbury	John Morris	\$657,500
NORTH HAVEN	5 Chusan Ct	Thursday, 01/08/2024	Ray White Semaphore	John Morris	Sold Prior
PARALOWIE	8 Hazelmere Court	Thursday, 01/08/2024	Ray White Salisbury	John Morris	\$680,000
SALISBURY EAST	26 Jacaranda Drive	Thursday, 01/08/2024	First National Burton Groves	Jarrold Tagni	\$667,000
LARGS BAY	62 Mary Street	Friday, 02/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
WALKERVILLE	46 North East Road	Friday, 02/08/2024	McGees Property	Simon Lambert	P.N.D
GOLDEN GROVE	6 Sussex Place	Friday, 02/08/2024	Ray White Prospect	John Morris	\$772,000
ASHFORD	1/41 Everard Ave	Saturday, 03/08/2024	TOOP + TOOP Real Estate	Glenn McMillan	Sold Prior
WOODVILLE	30 Beaufort Street	Saturday, 03/08/2024	Gena Nash & Lew Toop	Bronte Manuel	\$1,836,000



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BUCKLAND PARK	1 Brandts Court	Saturday, 03/08/2024	Ray White Norwood	John Morris	\$887,500
GULFVIEW HEIGHTS	18 Hedgerow Drive	Saturday, 03/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
ARGS NORTH	21 Innaminka Street	Saturday, 03/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
INGLE FARM	20 Malbaru Avenue	Saturday, 03/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
PENNINGTON	14 Wynette Street	Saturday, 03/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
ELIZABETH SOUTH	106 Riddley Road	Saturday, 03/08/2024	SA Homes and Acreage	Brett Roenfeldt	\$680,000
FLINDERS PARK	35a Flinders Parade	Saturday, 03/08/2024	Ray White Woodville	Jonathon Moore	\$1,020,000
GRANGE	2/46 High St	Saturday, 03/08/2024	Ray White Henley Beach	Jonathon Moore	\$900,000
WOODVILLE GARDENS	5 Liberty Grove	Saturday, 03/08/2024	Ray White Woodville	Jonathon Moore	\$1,151,000
WOODVILLE	37 Leslie St West	Saturday, 03/08/2024	Ray White Woodville	Jonathon Moore	\$1,825,000
KURRALTA PARK	7 Garfield Avenue	Saturday, 03/08/2024	JL Real Estate	Brett Roenfeldt	Sold Prior
LEABROOK	10/25 Godfrey Tce	Saturday, 03/08/2024	Professionals Robins 888	Vincent Wang	\$400,000
RIDGEHAVEN	8 Eric Street	Saturday, 03/08/2024	Real Estate Partners SA	Paul Arnold	\$690,000



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
NORTHFIELD	9A Glenburnie Ave	Saturday, 03/08/2024	Ray White Prospect	John Morris	\$857,000
KLEMZIG	35A Reece Avenue	Saturday, 03/08/2024	Ray White Prospect	John Morris	\$875,000
HAMPSTEAD GARDENS	45 Orlando Avenue	Saturday, 03/08/2024	All Adelaide City Edge	Brett Roenfeldt	\$940,00
WARRADALE	39 Kildonan Avenue	Saturday, 03/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,478,000
BOWDEN	212/4 Fifth Street	Saturday, 03/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
CAMDEN PARK	32 Carlise Avenue	Saturday, 03/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,232,000
LOCKLEYS	36 Autumn Avenue	Saturday, 03/08/2024	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,190,000
PARALOWIE	5 Brando Court	Sunday, 04/08/2024	Century 21 The Bay	Jarrold Tagni	\$706,000
GLANVILLE	16 Rosetta	Monday, 05/08/2024	RAY WHITE SEMAPHORE	John Morris	\$665,000
HENDON	2 Paqualin Street	Monday, 05/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
PARA HILLS	19 Carol Drive	Wednesday, 07/08/2024	Real Estate Partners SA	Paul Arnold	\$747,000
GOLDEN GROVE	1 / 28 Claremont Road	Thursday, 08/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	\$655,000
PARALOWIE	61 Tintara Rd	Thursday, 08/08/2024	Ray White Prospect	John Morris	\$673,000
POORAKA	6B Chester Crescent	Friday, 09/08/2024	Ray White Para Hills	John Morris	\$782,000



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MODBURY	2B Garra Ave	Friday, 09/08/2024	Ray White Para Hills	John Morris	\$687,000
MOONTA BAY	4 Hall Way	Friday, 09/08/2024	Ray White Para Hills	John Morris	\$165,000
SALISBURY EAST	31 Iveleary Avenue	Friday, 09/08/2024	Ray White Para Hills	John Morris	\$578,000
ROSE PARK	54 Swaine Avenue	Saturday, 10/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	\$3,370,000
STEPNEY	11 Wheaton Road	Saturday, 10/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	\$2,480,000
ROSTREVOR	19 Callana Avenue	Saturday, 10/08/2024	Ray White Norwood	John Morris	\$1,170,000
DAVOREN PARK	2 Drimpton Street	Saturday, 10/08/2024	Ray White Para Hills	John Morris	\$597,000
PARAFIELD GARDENS	15 Jennifer Terrace	Saturday, 10/08/2024	Ray White Salisbury	John Morris	\$920,000
POORAKA	10 Lock Crescent	Saturday, 10/08/2024	Ray White Para Hills	John Morris	\$785,000
CLEARVIEW	18 Sarnia St	Saturday, 10/08/2024	Ray White St Peters	John Morris	\$860,000
ENFIELD	9 Watts Court	Saturday, 10/08/2024	Ray White Prospect	John Morris	\$612,000
CLEARVIEW	18 Sarnia St	Saturday, 10/08/2024	Ray White St Peters	John Morris	\$860,000
SEACOMBE GARDENS	97 Seacombe Road	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$666,666
HILLCREST	21 Burdekin Ave	Saturday, 10/08/2024	DB Philpott Real Estate	Jonathon Moore	\$660,000
WOODVILLE SOUTH	27a Lucas St	Saturday, 10/08/2024	Ray White Woodville	Jonathon Moore	\$1,105,000





# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
DERNANCOURT	16 Karri Drive	Saturday, 10/08/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$2,006,000
WOODVILLE SOUTH	15 Fife St	Saturday, 10/08/2024	Ray White Woodville	Jonathon Moore	\$1,235,000
LOCKLEYS	51 Garden Terrace	Saturday, 10/08/2024	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
MARION	29 Nixon Street	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,158,000
MARION	29 Nixon Street	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,158,000
NOVAR GARDENS	4 ALEXANDER COURT	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,530,000
WEST LAKES SHORE	264 Military Road	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
NOVAR GARDENS	23 Bartlett Drive	Saturday, 10/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,200,000
MUNNO PARA WEST	2 Gravity Grove	Sunday, 11/08/2024	Ray White Angle Vale	John Morris	\$861,000
CROYDON	37A Princes Street	Sunday, 11/08/2024	Ray White Prospect	John Morris	\$850,000
BLAKEVIEW	2 Woodleigh Court	Sunday, 11/08/2024	Ray White Salisbury	John Morris	\$805,000
BLACKWOOD	3 Wolseley Rd	Sunday, 11/08/2024	Bronlea Real Estate	Jonathon Moore	\$1,150,000
RIDGEHAVEN	61 Far View Crescent	Sunday, 11/08/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$715,000



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARALOWIE	20 Holden Court	Monday, 12/08/2024	Ray White Salisbury	John Morris	\$595,500
NORTH HAVEN	22 Merle Marten Drive	Wednesday, 14/08/2024	Ray White Semaphore	John Morris	\$1,275,000
CROYDON PARK	40 Talbot Rd	Thursday, 15/08/2024	Ray White Woodville	Jonathon Moore	\$1,400,000
PORT ADELAIDE	231 Commercial Rd	Thursday, 15/08/2024	Commercial SA	Jonathon Moore	P.N.D.
ROSTREVOR	30 Savas Road	Saturday, 17/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	\$1,115,000
WAYVILLE	1/302 Young Street	Saturday, 17/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	\$450,000
WINDSOR GARDENS	21 Hartly Road	Saturday, 17/08/2024	TOOP + TOOP Real Estate	Bronte Manuel	Sold Prior
TRANMERE	1-6/22 Freeman Ave	Saturday, 17/08/2024	Ray White Campbelltown	Jonathon Moore	\$2,020,000
NORTHFIELD	5 Harrison Grove	Saturday, 17/08/2024	MichaelKris Real Estate	Jonathon Moore	\$785,000
LOCKLEYS	5 Barrow Cres	Saturday, 17/08/2024	Ray White Henley Beach	Jonathon Moore	\$910,000
NORTHFIELD	28 North Ave	Saturday, 17/08/2024	DB Philpott Real Estate	Jonathon Moore	\$856,000
MITCHELL PARK	26-28 McInerney Avenue	Saturday, 17/08/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,100,000
HAPPY VALLEY	22 Torrens Street	Saturday, 17/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$950,000
MITCHELL PARK	16 Byard Terrace	Saturday, 17/08/2024	Smallacombe Real Estate	John Raptis	\$937,500



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BROMPTON	2/20 Green St	Saturday, 17/08/2024	DB Philpott Real Estate	Jonathon Moore	\$750,000
CLEARVIEW	18 High Avenue	Saturday, 17/08/2024	Smallacombe Real Estate	John Raptis	\$1,120,000
BURTON	13 Gallina Grove	Sunday, 18/08/2024	Ray White Para Hills	John Morris	\$1,195,000
ANDREWS FARM	82 Lakeside Drive	Sunday, 18/08/2024	Ray White Para Hills	John Morris	\$587,000
MILE END	14 Ballara St	Sunday, 18/08/2024	LJ Hooker Mile End	John Morris	\$962,000
FULHAM GARDENS	1/552 Tapleys Hill Road	Sunday, 18/08/2024	Ray White Salisbury	John Morris	\$572,500
NORTH HAVEN	14 Anaconda Drive	Sunday, 18/08/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
PARA HILLS	225 Kesters Rd.	Monday, 19/08/2024	Ray White Para Hills	John Morris	Sold Prior
ELIZABETH VALE	14 Woodfalls Road Elizabeth Vale	Tuesday, 20/08/2024	Ray White Semaphore	John Morris	\$542,000
DAVOREN PARK	67 Edgecombe Road	Thursday, 22/08/2024	Ray White Norwood	John Morris	\$304,000
BOWDEN	6 Gething Crescent	Thursday, 22/08/2024	Ray White Norwood	John Morris	\$1,185,000
NURIOOTPA	4 Phillip Street	Thursday, 22/08/2024	Harcourts Barossa Real Estate	Jarrold Tagni	\$667,000
DOVER GARDENS	133 Sturt Road	Thursday, 22/08/2024	Smallacombe Real Estate	David Smallacombe	\$782,000



# AUGUST

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BEAUMONT	25 Sturt Place	Friday, 23/08/2024	Ray White Kensington	John Morris	\$1,370,000
PARAFIELD GARDENS	307 Martins Rd	Saturday, 24/08/2024	Ray White Woodville	Jonathon Moore	\$1,120,000
WOODFORDE	27 Anderson St	Saturday, 24/08/2024	Ray White Campbelltown	Jonathon Moore	\$825,000
ENFIELD	13 Pateela St	Saturday, 24/08/2024	Harcourts St Peters	Jonathon Moore	\$921,000
CLARENCE PARK	21 Francis St	Saturday, 24/08/2024	Ray White Prospect	John Morris	\$1,170,000
MARRYATVILLE	1/14 Clapton Rd	Saturday, 24/08/2024	Ray White Hillcrest	John Morris	\$666,000
OAKDEN	11 Westwood Court	Saturday, 24/08/2024	Ray White Prospect	John Morris	\$1,170,000
SALISBURY EAST	43 Jacaranda Drive	Saturday, 24/08/2024	Ray White Salisbury	John Morris	\$858,000
PARALOWIE	8 Henry Street	Saturday, 24/08/2024	Ray White Salisbury	John Morris	\$685,000
SALISBURY EAST	22 Aquamarine Drive	Saturday, 24/08/2024	First National Salisbury	Trent Godfrey	\$650,000
TONSLEY	6 Maple Avenue	Saturday, 24/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$810,000
MORPHETTVILLE	21A Radstock Street	Saturday, 24/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$896,000
FULHAM GARDENS	6/525 Tapleys Hill Road	Saturday, 24/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$810,000
ELIZABETH DOWNS	77 Campbell Rd.	Sunday, 25/08/2024	Ray White Para Hills	John Morris	Sold Prior



# AUGUST AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MODBURY NORTH	32 Ellwood Ave	Sunday, 25/08/2024	Ray White Propsect	John Morris	\$660,000
PARALOWIE	11 Blakiston Court	Sunday, 25/08/2024	Ray White Propsect	John Morris	\$635,000
PARAFIELD GARDENS	42 Banksia Cres	Sunday, 25/08/2024	Ray White Para Hills	John Morris	\$672,000
PARALOWIE	28 Bogota Crescent, Paralowie	Sunday, 25/08/2024	@ Realty	John Morris	Sold Prior
PROSPECT	16 Linley Avenue	Wednesday, 28/08/2024	Scott Murphy Real Estate	Brett Roenfeldt	Sold Prior
WOODCROFT	43 Dorrien Avenue	Saturday, 31/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	P.N.D
PARKSIDE	24 Dunks Street	Saturday, 31/08/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	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



Enrique Bisbal





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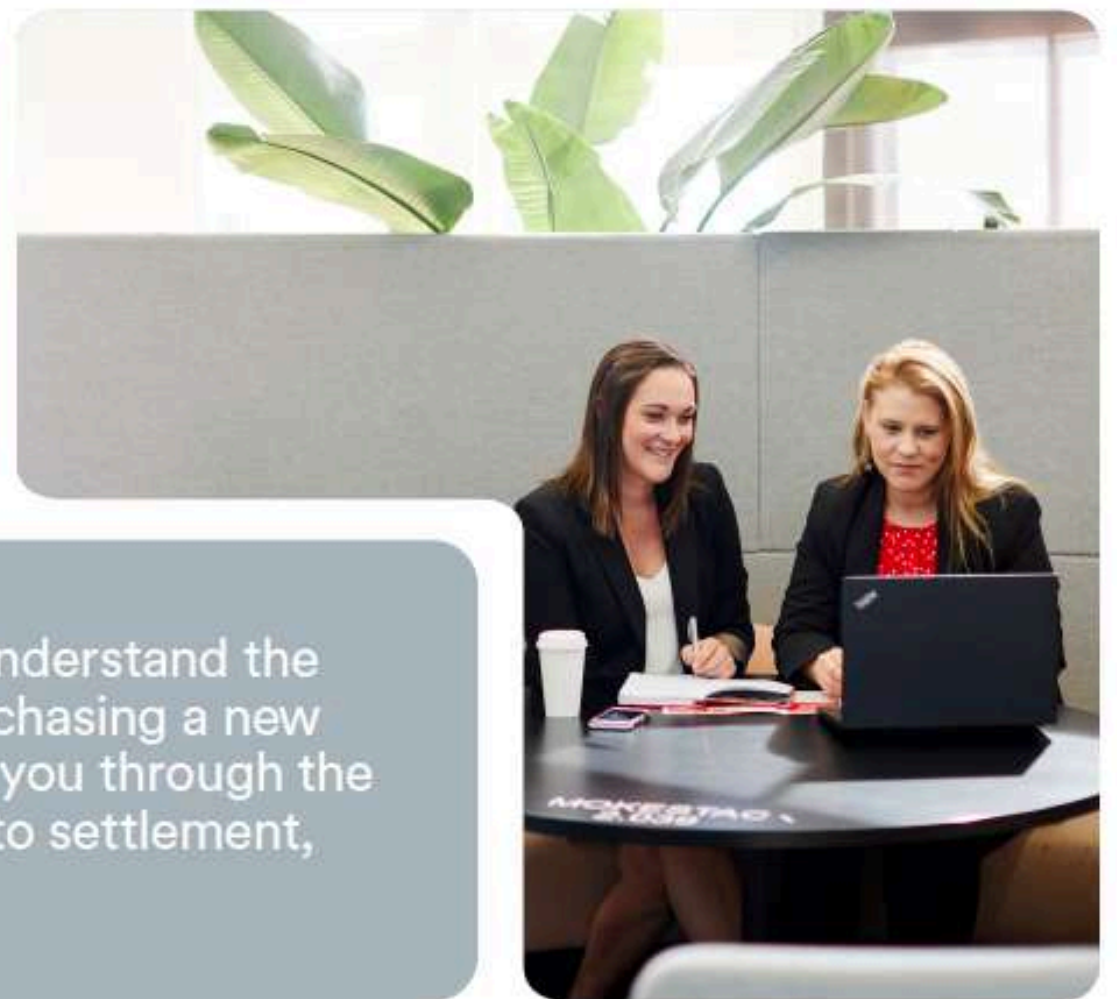
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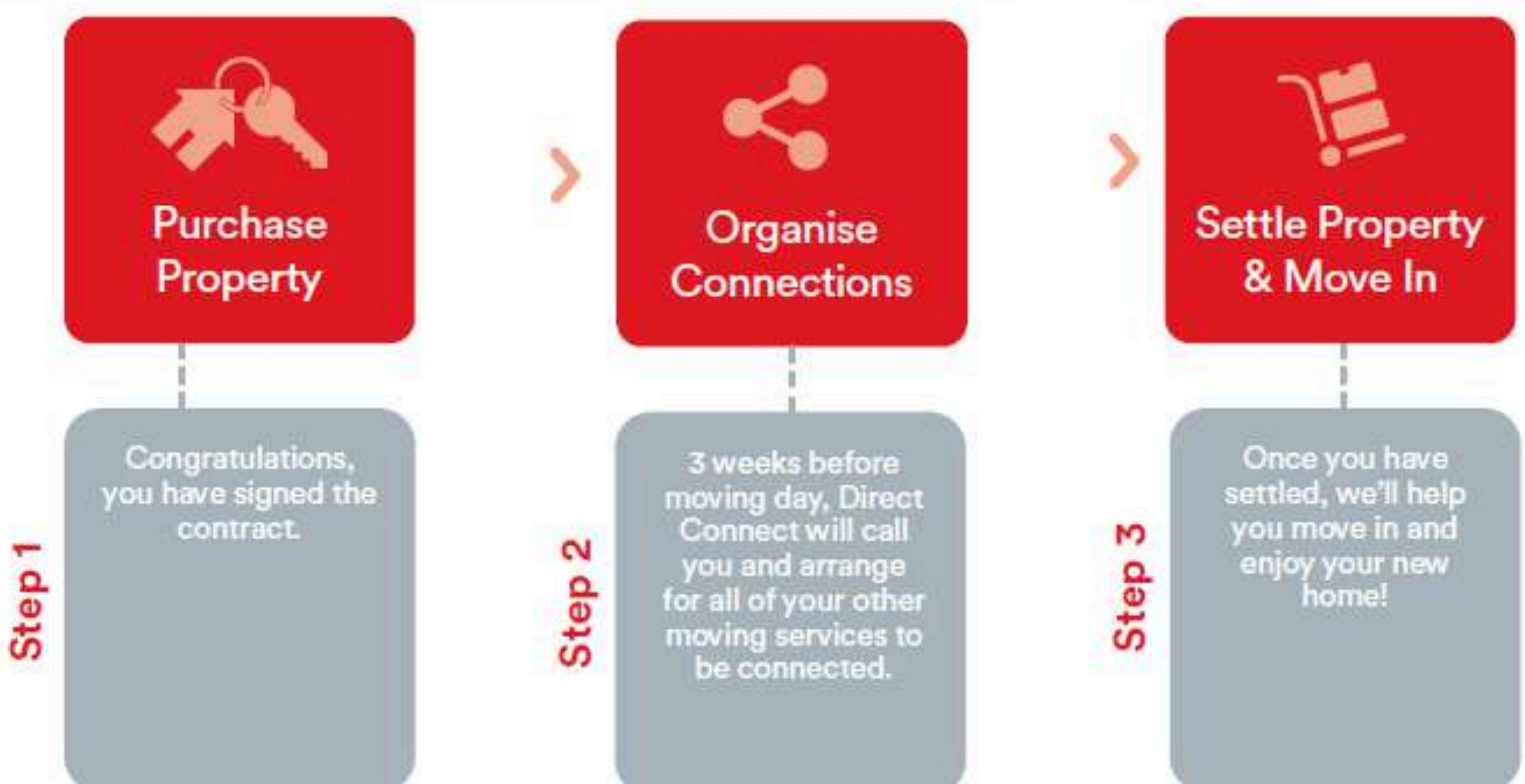
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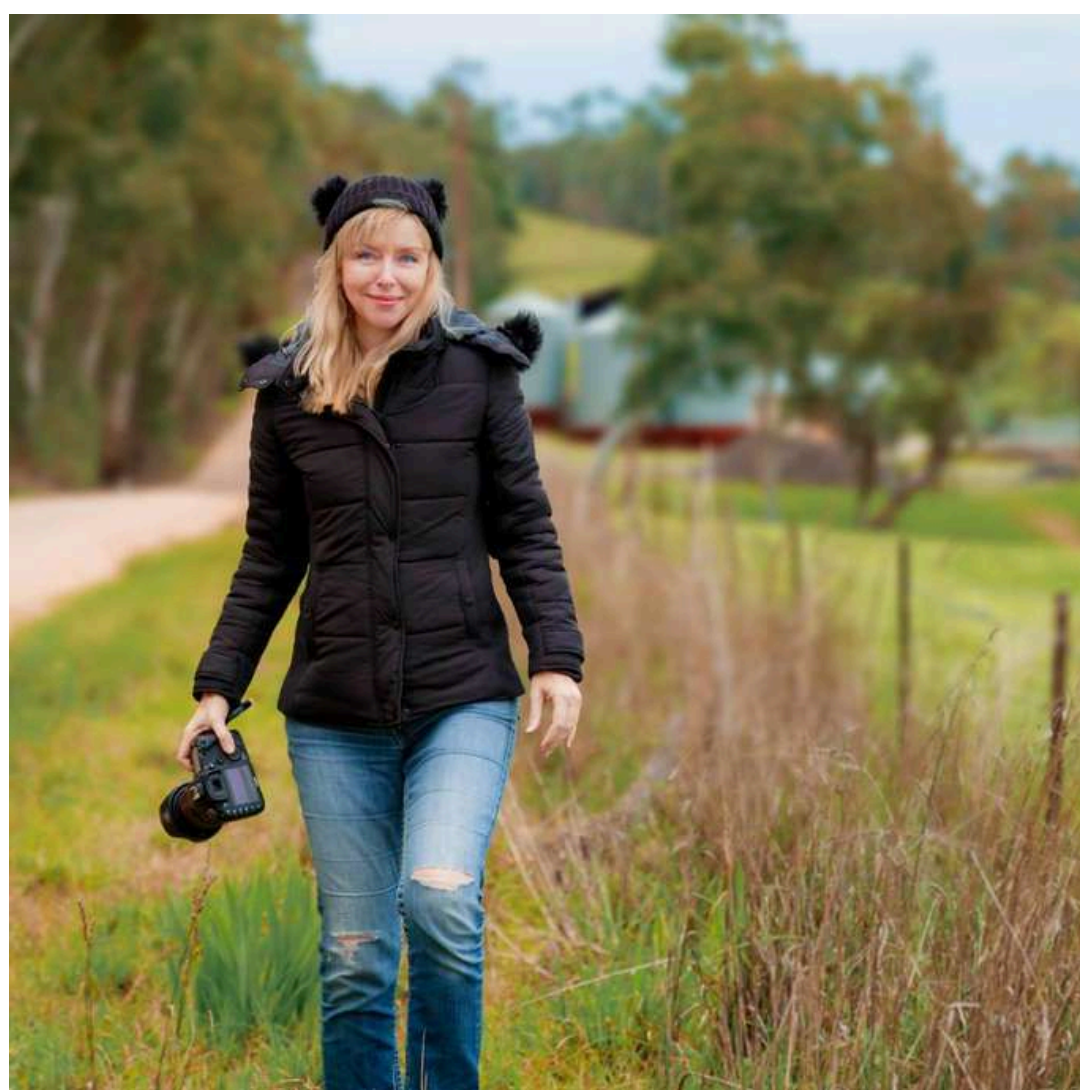
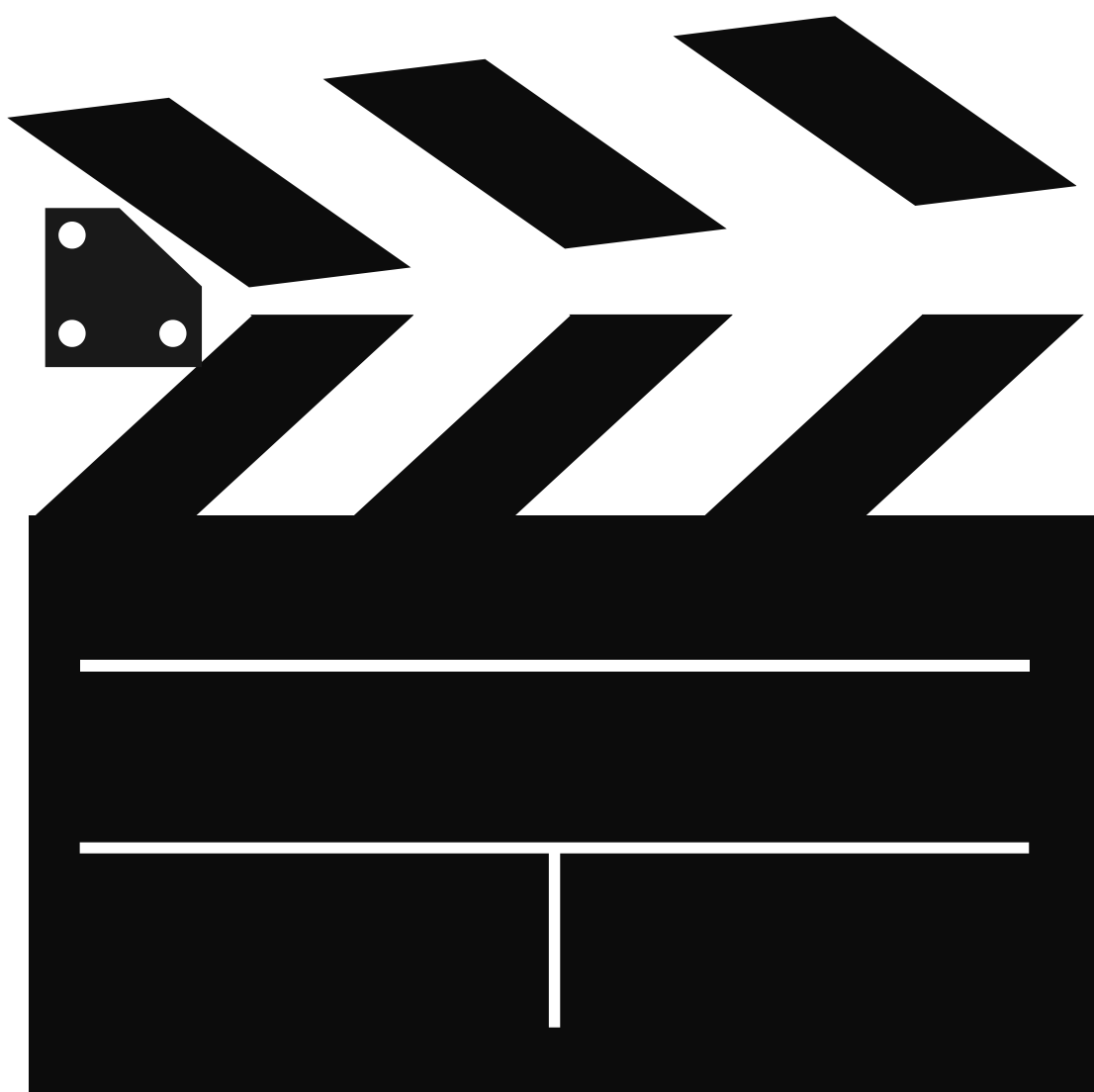
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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



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Training



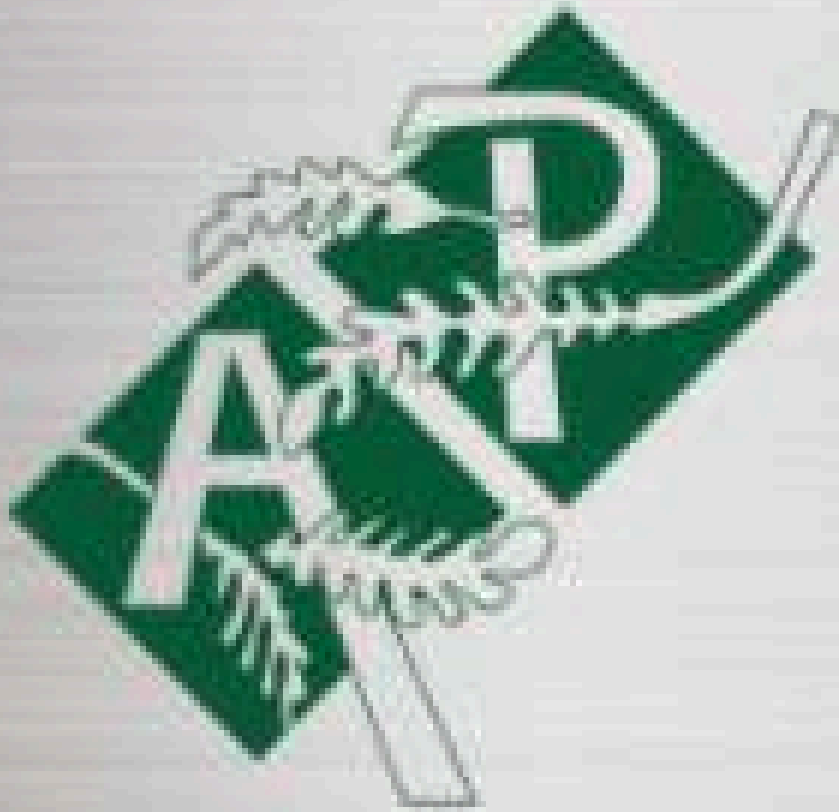
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Diploma/RLA

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#### What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at **times that suit you** with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

#### What is an Auction?

**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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# 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

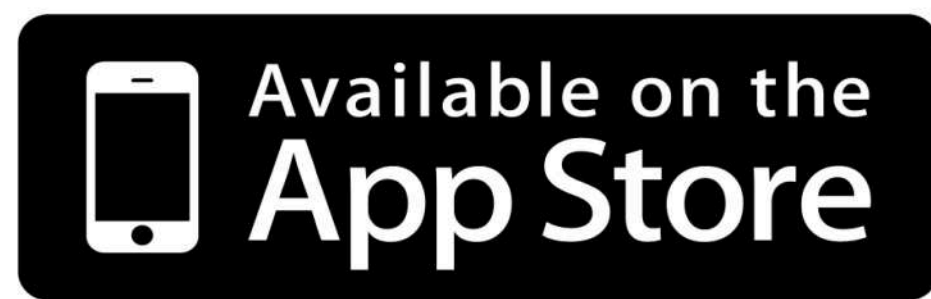
## INSTANT UPDATE

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

## LIST

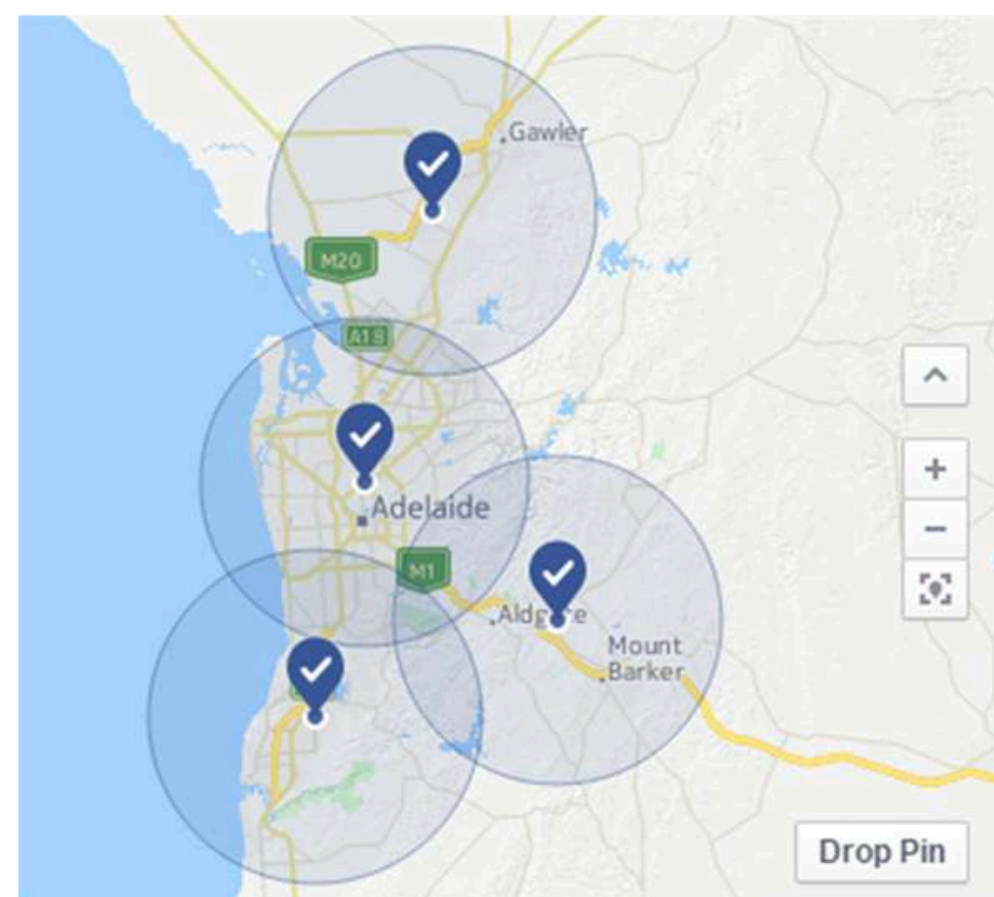
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

**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!



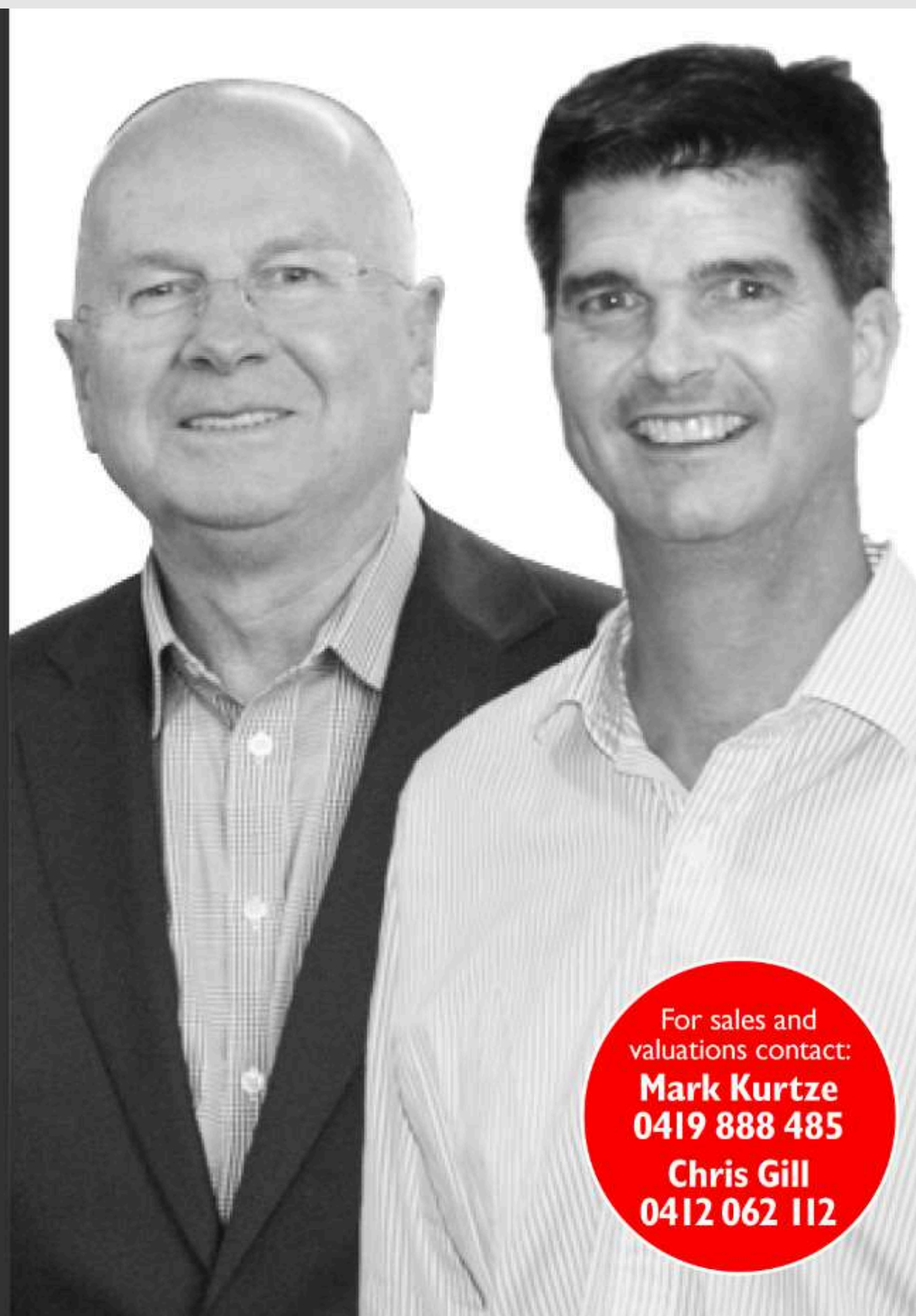
**Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!**

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Call Us**

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