



THE SOCIETY

**We represent Auctioneers, Appraisers, Agents,
Sales Consultants and Property Managers
across various sectors, including Real
Estate, General, and Livestock.**

MARCH 2025





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The Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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GOLDEN GAVEL

LIVE

2025





THE BOARD



Trent Godfrey
President



Trish Johnson
Vice President

.....

Board Members

.....



John Raptis



John Young



Jacob Kinsman



Nathan Janda





Master Forms



The Real Estate Institute of SA and the Society of Auctioneers and Appraisers (SA) Inc. have announced an agreement to work closer together, initiating the endorsement of one set of industry forms.

"MASTER FORMS"

Residential, Rural, Commercial and Industrial, Business and Residential Property Management.

Announcing the partnership, both organisations said that the time was right to work together closely to secure ownership of documentation and the importance of these transactional forms to being industry-owned and industry-led.

Access Master Forms for a free trial

Request from admin@auctioneers.com.au





[Download Brochure](#)

2 Day Auctioneers Licence Workshop

Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy

This is the only Auction Academy run by five times Golden Gavel Winner Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000 Real Estate Auctions in South Australia

**WEDNESDAY, 5th
and
THURSDAY, 20th MARCH**

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

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

COST: \$1,250 for members requiring license
COST: \$850 for members already licensed

(Non members are invited to join prior to attending)



This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

***For further information about this dynamic program, talk to the presenters personally
Brett Roenfeldt 0411 180 960
Garry Topp 8372 7830***



**Nationally Accredited Trainer
Brett Roenfeldt F.S.A.A. (Life)**



Agents, Auctioneers Under The Pump



Brett Roenfeldt



Garry Topp



Chris Gill

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

Do you know the answer to, the following?

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50,000.00 deposit, what is your best course of action?
- Online Auctions – what are the potential problems?
- What if the platform that you are using crashes – what do you do?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?

What is the best way to answer the following questions:

- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

Tuesday, 25th MARCH 4PM

**ARKABA HOTEL
150 GLEN OSMOND
ROAD, FULLARTON**

[Download Brochure](#)

**COST:
\$33 EACH**

BOOKINGS BY MONDAY 17th MARCH



Golden Gavel

Live 2025

Rising Star



MARCH

WEDNESDAY | **19** | AT 9:20 AM

ARKABA HOTEL
150 Glen Osmond Road, FULLARTON SA
5063

**ALL MEMBERS
INVITED**



GOLDEN GAVEL 2025

Awards Lunch



APRIL

THURSDAY | **3** | AT 12:00 PM

The Arkaba Hotel
150 Glen Osmond Road,
FULLARTON SA 5063

ALL MEMBERS INVITED

Cost \$75.00 each for lunch and drinks.

Bookings by Friday 21st March

[Download Brochure](#)



Social Networking with Purpose

For Society members, sponsors, guests and colleagues



An absolutely wonderful night on the 6th of February, when the Society kicked off its Events Calendar with drinks and canapes at the Beer Garden at the Windmill Hotel, located at 94 Main Road, Prospect.

Society Members, Sponsors, and Colleagues enjoyed sumptuous food and drinks, with Members attending from Clare Valley, Jamestown, and Barossa Valley, mixing with City and Metropolitan Members and Sponsors. It was our first time trying the Windmill, and we loved it!



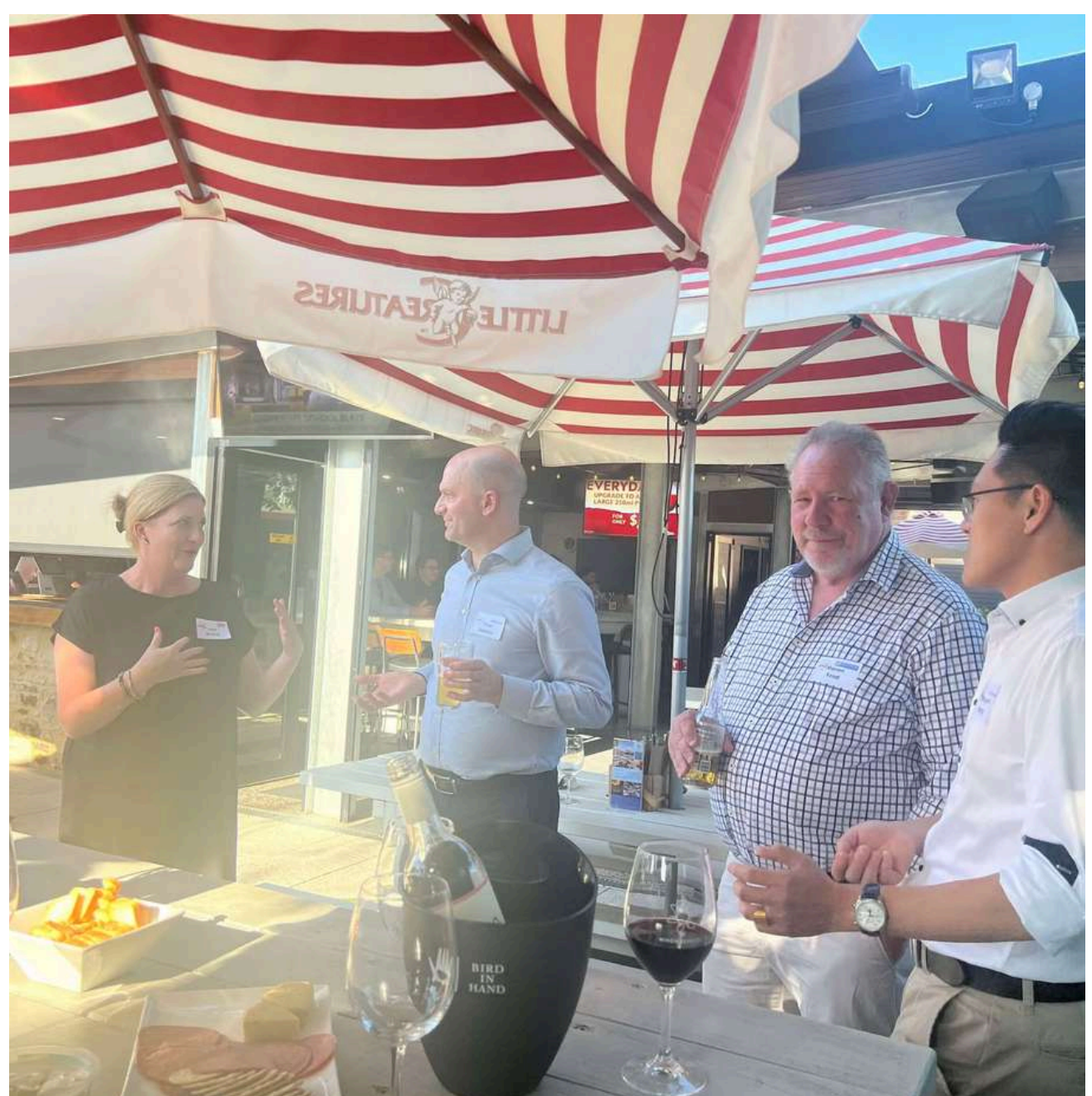




Our next event is a 2-day Real Estate Auction Workshop, enabling successful participants to become licensed Auctioneers in South Australia. This will be held on Wednesday, March 5th and Thursday, 20th at the Arkaba.

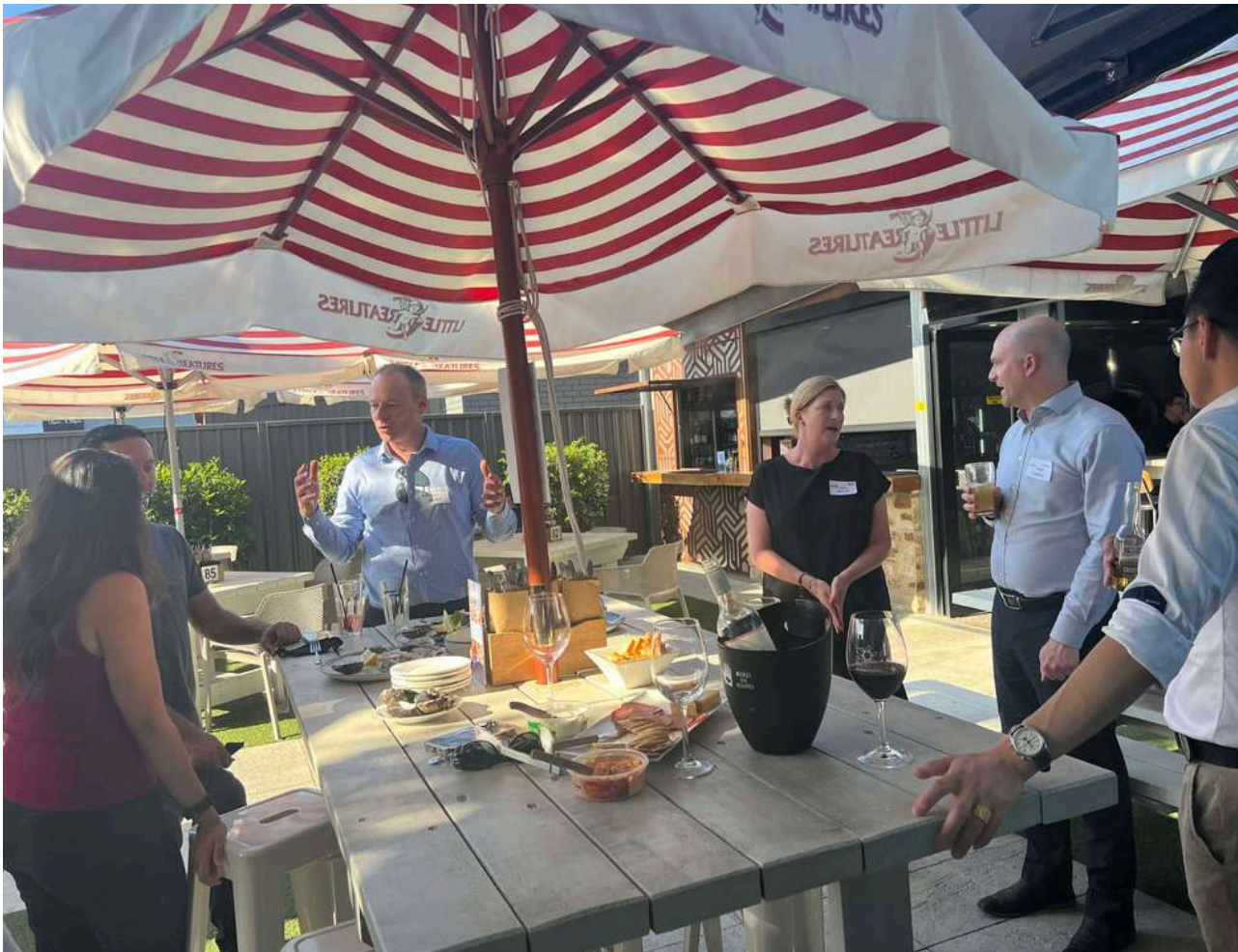


Additionally, our ever-popular 'Agents and Auctioneers Under the Pump' event will prepare Agents and Auctioneers with answers to difficult questions and situations they are likely to encounter during open inspections or auctions. This will be held on Wednesday, March 25th at 4 PM at our favourite Arkaba, with drinks afterwards.





The next Major Event is the 2025 Golden Gavel Live Awards Lunch, back in the top room at the Arkaba on Thursday, April 3rd at 12 noon. They are all great events— please book for them all!





SOCIETY'S AUCTIONS



HILTON

30 Burt Avenue

SOLD for \$1,316,000

Agent: Century 21 The Bay - Glenelg
Auctioneer: Jarrod Tagni

LOCKLEYS

42 Lorraine Avenue

SOLD for \$1,220,000

Agent: LJ Hooker Flinders Park
Auctioneer: Brett Roenfeldt



MANNINGHAM

15A Willow Avenue

SOLD for \$1,345,000

Agent: DB Philpott Real Estate
Auctioneer: Jonathon Moore

NORTH PLYMPTON

5A Laverack Road

SOLD for \$1,252,500

Agent: RAY WHITE GLENELG
BRIGHTON
Auctioneer: Rod Smitheram



SOCIETY'S AUCTIONS



DULWICH
9 Everett Avenue
SOLD for \$2,650,000

Agent: TOOP+TOOP
Auctioneer: Bronte Manuel

ATHELSTONE
112 River Drive
SOLD for \$1,432,000

Agent: Real Estate Partners SA
Auctioneer: Paul Arnold



MAGILL
7 Ormond Avenue
SOLD for \$1,420,000

Agent: Ray White Kensington
Auctioneer: John Morris



NORTON SUMMIT
35 Debneys Road
SOLD for \$1,007,000

Agent: LJ Hooker Adelaide Metro
Auctioneer: Troy Tyndall



FEBRUARY

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
KENSINGTON GARDENS	3/16 Brigalow Avenue	Saturday, 01/02/2025	TOOP+TOOP	Bronte Manuel	\$690,000
DULWICH	9 Everett Avenue	Saturday, 01/02/2025	TOOP+TOOP	Bronte Manuel	\$2,650,000
DULWICH	7 Everett Avenue	Saturday, 01/02/2025	TOOP+TOOP	Bronte Manuel	Sold Prior
GLEN OSMOND	8 Vine Lane	Saturday, 01/02/2025	TOOP+TOOP	Bronte Manuel	Sold Prior
HAWTHORN	1 King Edward Avenue	Saturday, 01/02/2025	Smallacombe Real Estate	David Smallacombe	\$1,950,000
ALLENBY GARDENS	36 Barham Ave	Saturday, 01/02/2025	DB Philpott Real Estate	Jonathon Moore	\$845,000
NORTH PLYMPTON	5 McEwin Ave	Saturday, 01/02/2025	Ray White Henley Beach	Jonathon Moore	\$970,000
BIRKENHEAD	11 Craigie Street	Saturday, 01/02/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
ELIZABETH SOUTH	12 Willison Rd	Saturday, 01/02/2025	Ray White Salisbury	John Morris	Sold Prior
ELIZABETH SOUTH	152B Ridley Rd	Saturday, 01/02/2025	Ray White Salisbury	John Morris	\$600,000
BROADVIEW	6 Moresby Ave	Saturday, 01/02/2025	Ray White St Peters	John Morris	\$842,000
CLEARVIEW	26 Radford Ave	Saturday, 01/02/2025	Ray White Prospect	John Morris	\$855,000
BRAHMA LODGE	21 Aberdeen Cres	Saturday, 01/02/2025	Ray White Salisbury	John Morris	Sold Prior
ADELAIDE	114 Gray St	Saturday, 01/02/2025	Ray White Adelaide City	John Morris	\$950,000



FEBRUARY

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Suburb	Address	Date	Agent	Auctioneer	Sold Price
PLYMPTON	380 Anzac Highway	Saturday, 01/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
VALLEY VIEW	133 Brougham Drive	Saturday, 01/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$1,100,000
ROSTREVOR	15B Greenknoll Ave	Saturday, 01/02/2025	Ray White Prospect	John Morris	\$1,100,000
SOMERTON PARK	38B Repton Road	Saturday, 01/02/2025	Smallacombe Real Estate	David Smallacombe	Sold Prior
SEAVIEW DOWNS	42 FOWLER STREET	Saturday, 01/02/2025	RAY WHITE GLENELG	Rod Smitheram	\$985,000
EDWARDSTOWN	22 Hammersmith Avenue	Saturday, 01/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,054,000
MARION	13 Coolah Terrace	Saturday, 01/02/2025	Ray White Marion	Rod Smitheram	\$2,120,000
MITCHELL PARK	13 Greenglade Drive	Saturday, 01/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
GLENELG EAST	3/18 Dunbar Terrace	Saturday, 01/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$635,000
PARALOWIE	28 Yalumba Drive	Saturday, 01/02/2025	Professionals Manning	Brett Roenfeldt	\$780,000
HIGHBURY	8 Olive Court	Saturday, 01/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$820,000
NORTH BRIGHTON	53 Bowker Street	Saturday, 01/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,630,000
PARKSIDE	83 Castle Street	Sunday, 02/02/2025	TOOP+TOOP	Bronte Manuel	\$1,515,000



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Suburb	Address	Date	Agent	Auctioneer	Sold Price
REDWOOD PARK	305 Grenfell Rd	Sunday, 02/02/2025	Ray White Prospect	John Morris	\$666,000
DAVOREN PARK	17 Worden St	Sunday, 02/02/2025	Ray White Para Hills	John Morris	Sold Prior
PARA HILLS	22 Gondola Grove	Sunday, 02/02/2025	Ray White Prospect	John Morris	\$744,000
ATHELSTONE	30 Wicklow Ave	Sunday, 02/02/2025	Ray White Prospect	John Morris	\$880,000
SEATON	12/166 Trimmer Parade	Sunday, 02/02/2025	Century 21 Beachside and Lakes	Brett Roenfeldt	\$610,000
SEMAPHORE PARK	12 Ayr Street	Sunday, 02/02/2025	Century 21 Beachside and Lakes	Brett Roenfeldt	\$702,500
PARALOWIE	12 Bogart Drive	Monday, 03/02/2025	Ray White Salisbury	John Morris	\$799,000
POORAKA	116A Pratt Ave	Monday, 03/02/2025	Ray White Prospect	John Morris	\$811,000
VALE PARK	27 Ilford Street	Monday, 03/02/2025	TOOP+TOOP	Bronte Manuel	\$1,340,000
SALISBURY NORTH	3 Bearing Rd	Tuesday, 04/02/2025	Ray White Salisbury	John Morris	\$700,000
SHEIDOW PARK	10 Unity Drive	Tuesday, 04/02/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
SALISBURY DOWNS	2/93-95 Martins Rd	Tuesday, 04/02/2025	Ray White Salisbury	John Morris	Sold Prior
WOODVILLE WEST	36 Gawler St	Wednesday, 05/02/2025	Ray White Semaphore	John Morris	\$965,000



FEBRUARY

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BRAHMA LODGE	37 Gregory St	Thursday, 06/02/2025	Ray White Salisbury	John Morris	\$640,000
PORT ELLIOT	31 Rosetta Terrace	Friday, 07/02/2025	Ray White Goolwa	John Morris	\$1,025,000
ST GEORGES	24 Craighill Rd	Friday, 07/02/2025	Ray White Adelaide City	John Morris	\$2,000,000
SEATON	11 Ayr Avenue	Saturday, 08/02/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
UNDERDALE	141 Sherriffs Rd	Saturday, 08/02/2025	Ray White Woodville	Jonathon Moore	\$1,200,000
LARGS BAY	41 Kanowna Rd	Saturday, 08/02/2025	Ray White Henley Beach	Jonathon Moore	\$1,910,000
WEST LAKES	1 Hawaii Crt	Saturday, 08/02/2025	Ray White Henley Beach	Jonathon Moore	\$1,150,000
WEST BEACH	2 Wilkes St	Saturday, 08/02/2025	Ray White Woodville	Jonathon Moore	\$1,420,000
WALKERVILLE	71 Church Terrace	Saturday, 08/02/2025	LJ Hooker Adelaide Metro	Troy Tyndall	P.N.D.
ATHELSTONE	20 Melaleuca Drive	Saturday, 08/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$1,230,000
GILLES PLAINS	21 Osmond Terrace	Saturday, 08/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$750,000
FULHAM GARDENS	5 Suffolk Avenue	Saturday, 08/02/2025	Refined Real Estate	Brett Roenfeldt	\$1,430,000
SMITHFIELD	12B Southan Street	Saturday, 08/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$658,000



FEBRUARY

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARA VISTA	2 Opey Court	Saturday, 08/02/2025	Eclipse Real Estate	Brett Roenfeldt	\$785,000
NORTH PLYMPTON	5A Laverack Road	Saturday, 08/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,252,500
TEA TREE GULLY	10 Camelia Street	Saturday, 08/02/2025	North East Realty	Jarrold Tagni	Sold Prior
SEATON	22 Mill St	Sunday, 09/02/2025	Ray White Henley Beach	Jonathon Moore	\$950,000
LARGS NORTH	3 Swansea St	Monday, 10/02/2025	Ray White Semaphore	John Morris	Sold Prior
ELIZABETH DOWNS	18 Stone Rd	Tuesday, 11/02/2025	Ray White Para Hills	John Morris	Sold Prior
KLEMZIG	51 Second Avenue	Wednesday, 12/02/2025	Real Estate Partners SA	Paul Arnold	\$625,000
ROYAL PARK	83 Palm Avenue	Wednesday, 12/02/2025	Ray White Prospect	John Morris	\$1,200,000
PARAFIELD GARDENS	8 Shepherdson Rd	Wednesday, 12/02/2025	Ray White Salisbury	John Morris	\$800,000
BURTON	3 Kensington Way	Thursday, 13/02/2025	Ray White Salisbury	John Morris	Sold Prior
PROSPECT	12 Gordon Rd	Saturday, 15/02/2025	DB Philpott Real Estate	Jonathon Moore	\$950,000
PROSPECT	86 Olive St	Saturday, 15/02/2025	DB Philpott Real Estate	Jonathon Moore	\$818,000
NORTON SUMMIT	35 Debneys Road	Saturday, 15/02/2025	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,007,000



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Suburb	Address	Date	Agent	Auctioneer	Sold Price
COWANDILLA	2 Blackburn Ave	Saturday, 15/02/2025	DB Philpott Real Estate	Jonathon Moore	\$1,136,000
PLYMPTON PARK	2B Coles Street	Saturday, 15/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$977,500
HIGHBURY	9 Dene Road	Saturday, 15/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$782,000
ATHELSTONE	2 Ian Street	Saturday, 15/02/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$728,000
HOPE VALLEY	12 Barmera Avenue	Saturday, 15/02/2025	G & Q Real Estate	Jarrold Tagni	Sold Prior
BLAIR ATHOL	3 Manuel Avenue	Sunday, 16/02/2025	Refined Real Estate	Brett Roenfeldt	\$1,385,000
MANNINGHAM	15a Willow Ave	Wednesday, 19/02/2025	DB Philpott Real Estate	Jonathon Moore	\$1,345,000
PARADISE	13 Silvermere Ave	Wednesday, 19/02/2025	Real Estate Partners SA	Paul Arnold	Sold Prior
ATHELSTONE	112 River Drive	Wednesday, 19/02/2025	Real Estate Partners SA	Paul Arnold	\$1,432,000
SHEIDOW PARK	14 Hallett Close	Wednesday, 19/02/2025	Scott Murphy Real Estate	Brett Roenfeldt	\$785,000
OAKLANDS PARK	Unit 4/16 Murray Street	Wednesday, 19/02/2025	Harcourts Matthews	Jarrold Tagni	\$440,000
NORTHGATE	11 Cranbourne Close	Thursday, 20/02/2025	First National Burton Groves	Jarrold Tagni	\$770,000
ST AGNES	18 Sandalwood Drive	Saturday, 22/02/2025	DB Philpott Real Estate	Jonathon Moore	\$782,000



FEBRUARY

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
NORTH PLYMPTON	66 Mooringie Ave	Saturday, 22/02/2025	Ray White Woodville	Jonathon Moore	\$820,000
LOCKLEYS	42 Lorraine Avenue	Saturday, 22/02/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,220,000
KILBURN	3/9 George Street	Saturday, 22/02/2025	All Adelaide City Edge	Brett Roenfeldt	\$567,000
MITCHELL PARK	13 RICHARD AVENUE	Saturday, 22/02/2025	RAY WHITE MARION	Rod Smitheram	Sold Prior
TORRENSVILLE	66 Carlton Parade,	Saturday, 22/02/2025	Magain Scarce	Brett Roenfeldt	\$905,000
MAGILL	17 Colton Avenue	Saturday, 22/02/2025	G & Q Real Estate	Jarrold Tagni	\$1,200,000
HILTON	30 Burt Avenue	Sunday, 23/02/2025	Century 21 The Bay - Glenelg	Jarrold Tagni	\$1,316,000
OSBORNE	77 Macedonia St	Monday, 24/02/2025	Ray White Semaphore	John Morris	\$785,000
PARAFIELD GARDENS	2 Shirley Ave	Tuesday, 25/02/2025	Ray White Salisbury	John Morris	\$736,500
ELIZABETH VALE	51 Haydown Rd	Wednesday, 26/02/2025	Ray White Salisbury	John Morris	Sold Prior
PARALOWIE	110 Liberator Dr	Wednesday, 26/02/2025	Ray White Salisbury	John Morris	\$821,500
SEFTON PARK	19 Second Ave	Wednesday, 26/02/2025	Ray White Prospect	John Morris	\$1,005,000
MUNNO PARA	7 Sansbury St	Thursday, 27/02/2025	Ray White Salisbury	John Morris	Sold Prior
GULFVIEW HEIGHTS	19 Thomson Ave	Friday, 28/02/2025	Ray White Para Hills	John Morris	Sold Prior
WARRADALE	253 Diagonal Rd	Friday, 28/02/2025	Commercial SA	Jonathon Moore	\$3,700,000



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



James Wardle



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Glenn McMillan



Vincent Wang



Marc duPlessis



Simon Tanner



Andy Edwards



James Pedlar



SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Scott Newton



Matt Smith



Paul Arnold



Sharon Gray



Paul Kilby



Enrique Bisbal



'40 YEARS OF HISTORY'

Highlighting 40 years of achievements celebrating and recognising the dedication and passion of The Society Family.



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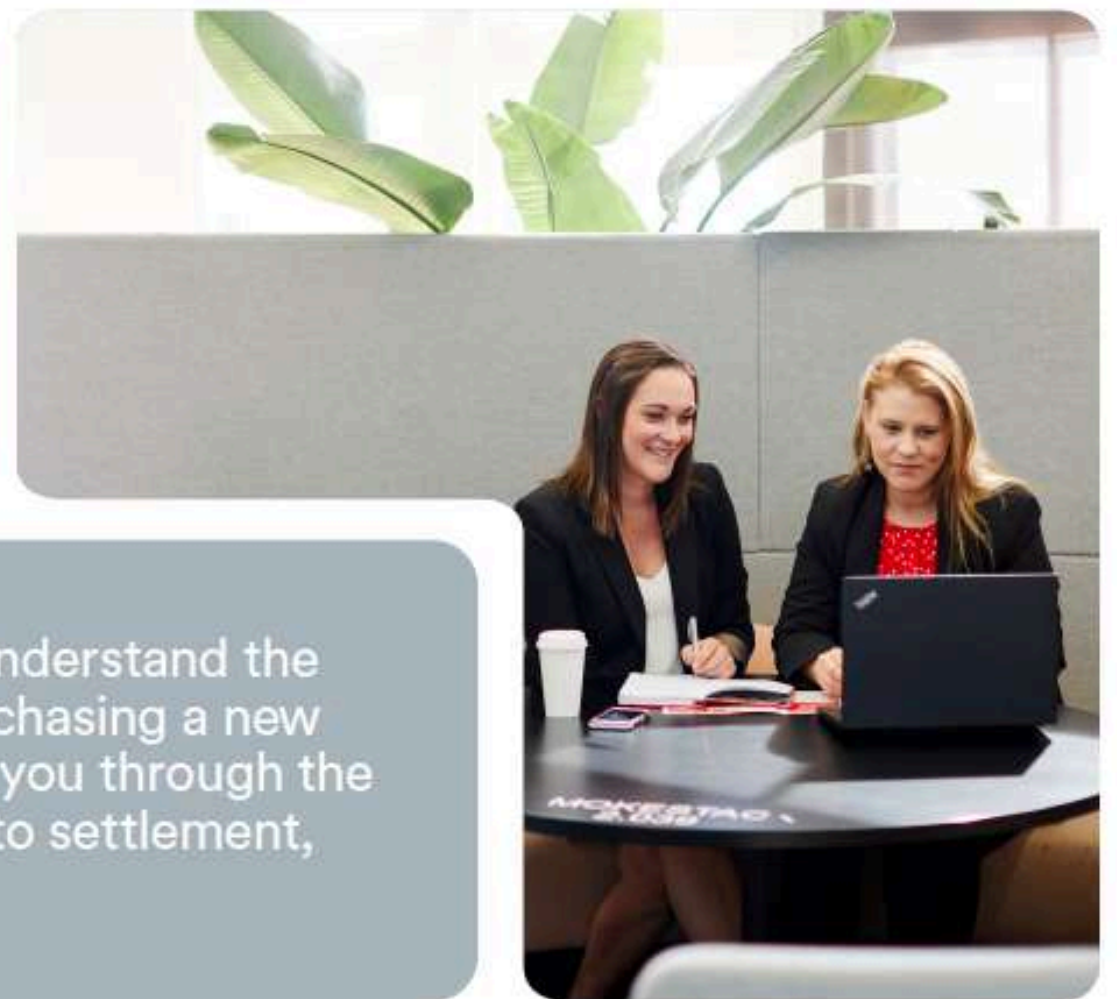
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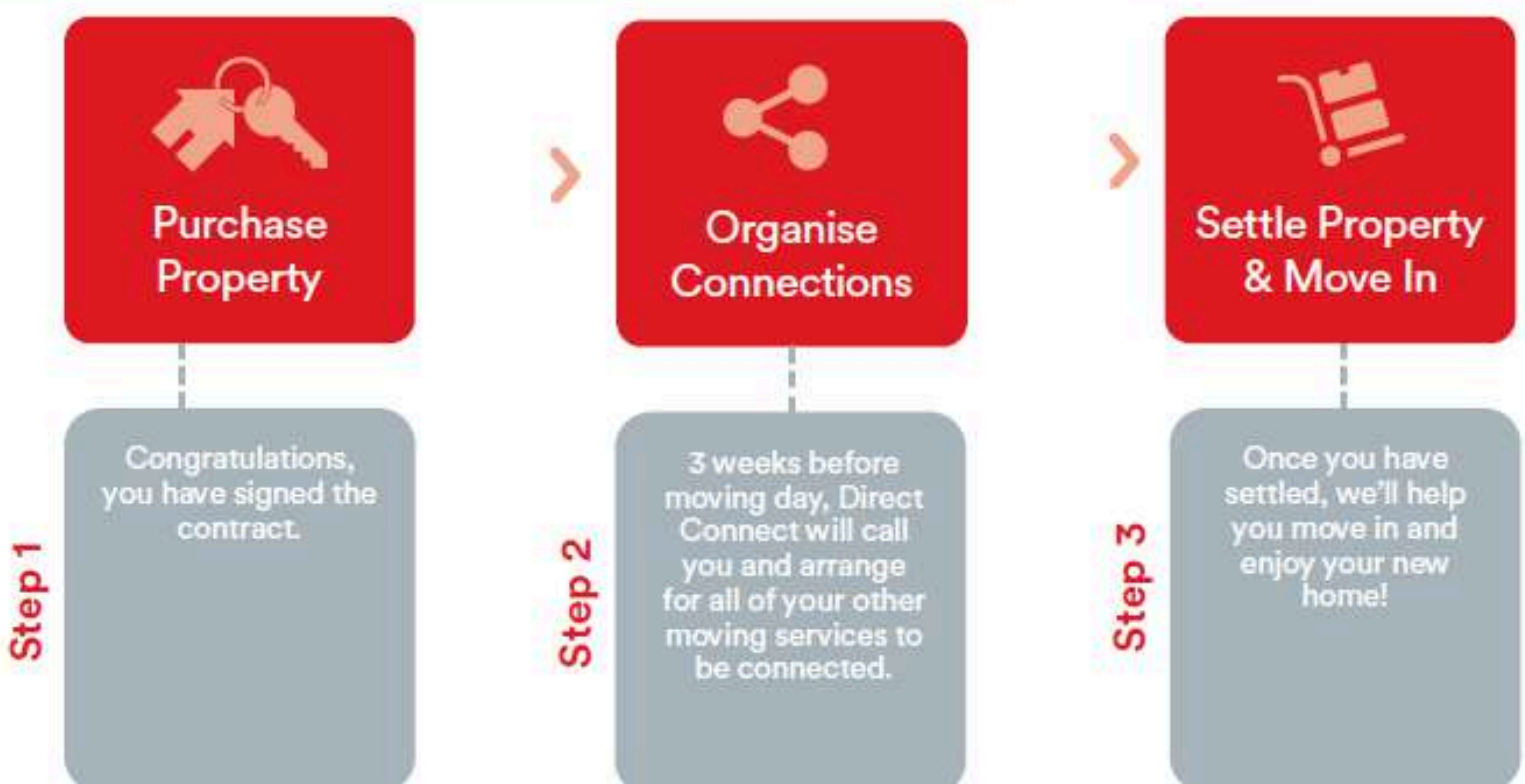
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Darren Read
Director

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E: darren@readbros.com.au

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eight at the gate



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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.

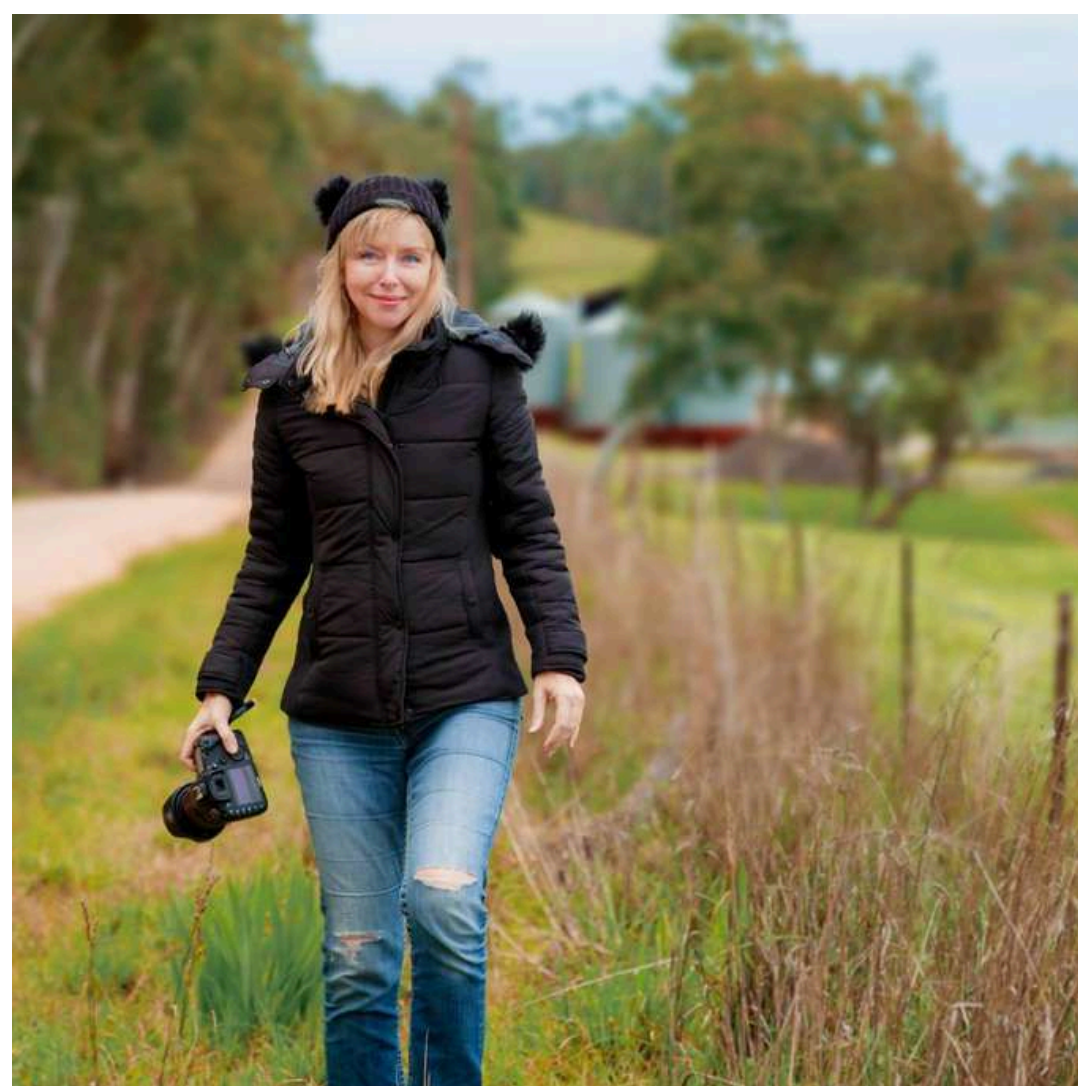
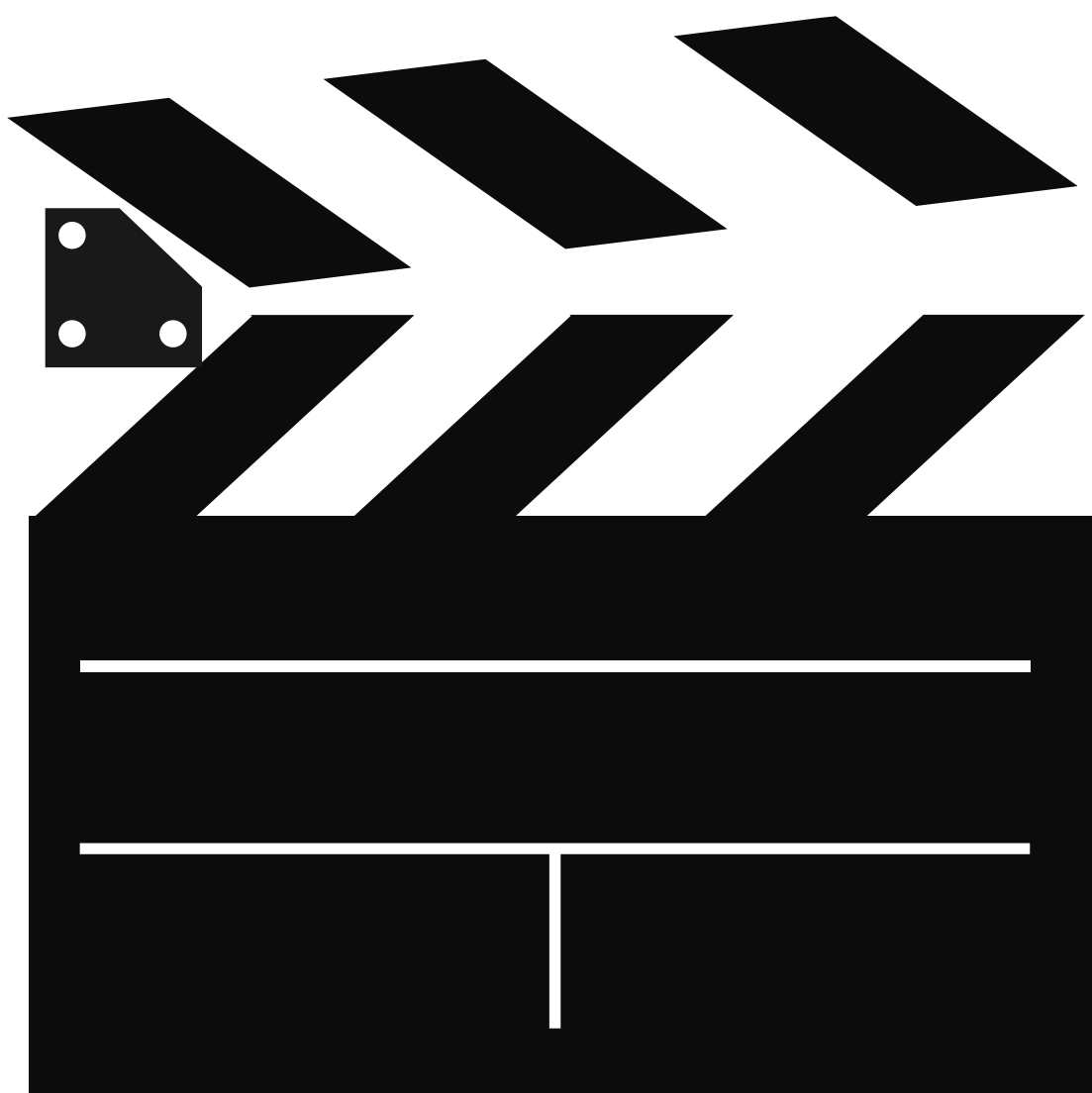
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

We will make the entire video creation process easy, time efficient and fun.

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.



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

The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

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

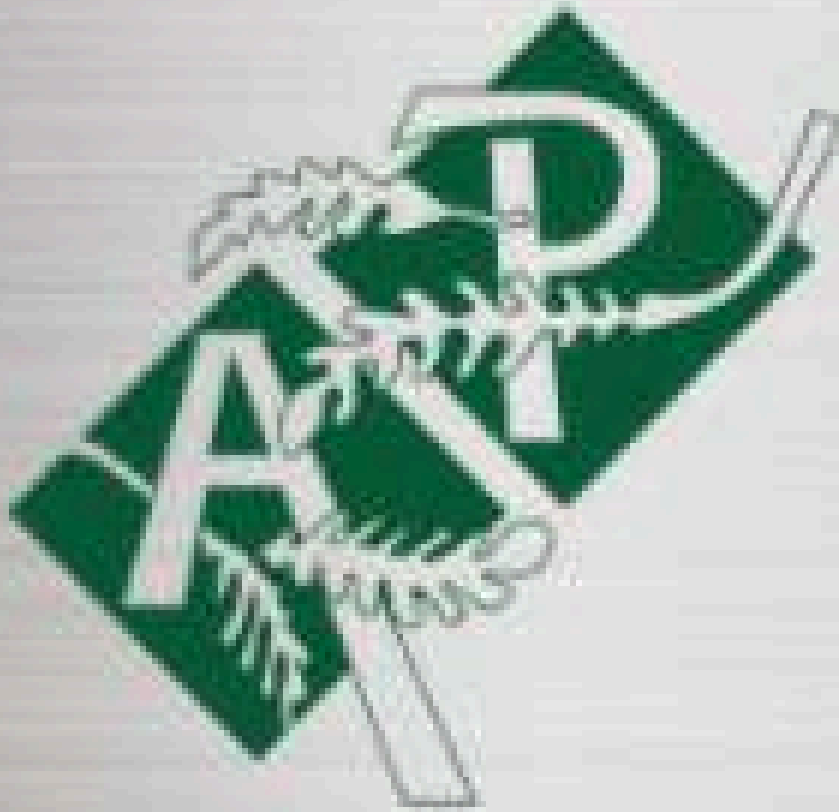
Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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



Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses



Certificate IV (Property Services) Real Estate
Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with The Society of Auctioneers &
Appraisers (SA) Inc.

* Training in, Conveyancing, Legal Studies, Leadership &
Management also available

Sourcing Government funding is a specialty.

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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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www.auctioneers.com.au

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

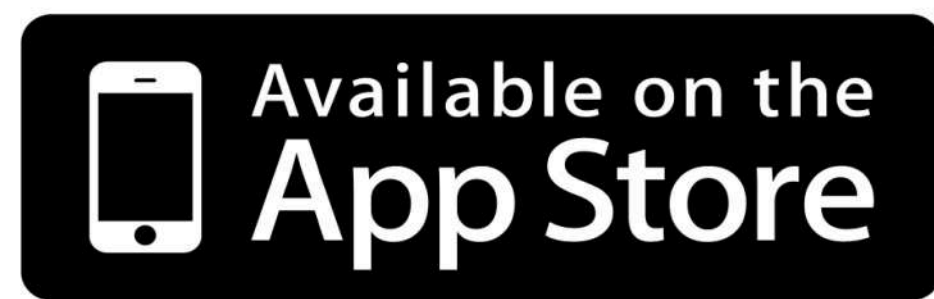
INSTANT UPDATE

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

LIST

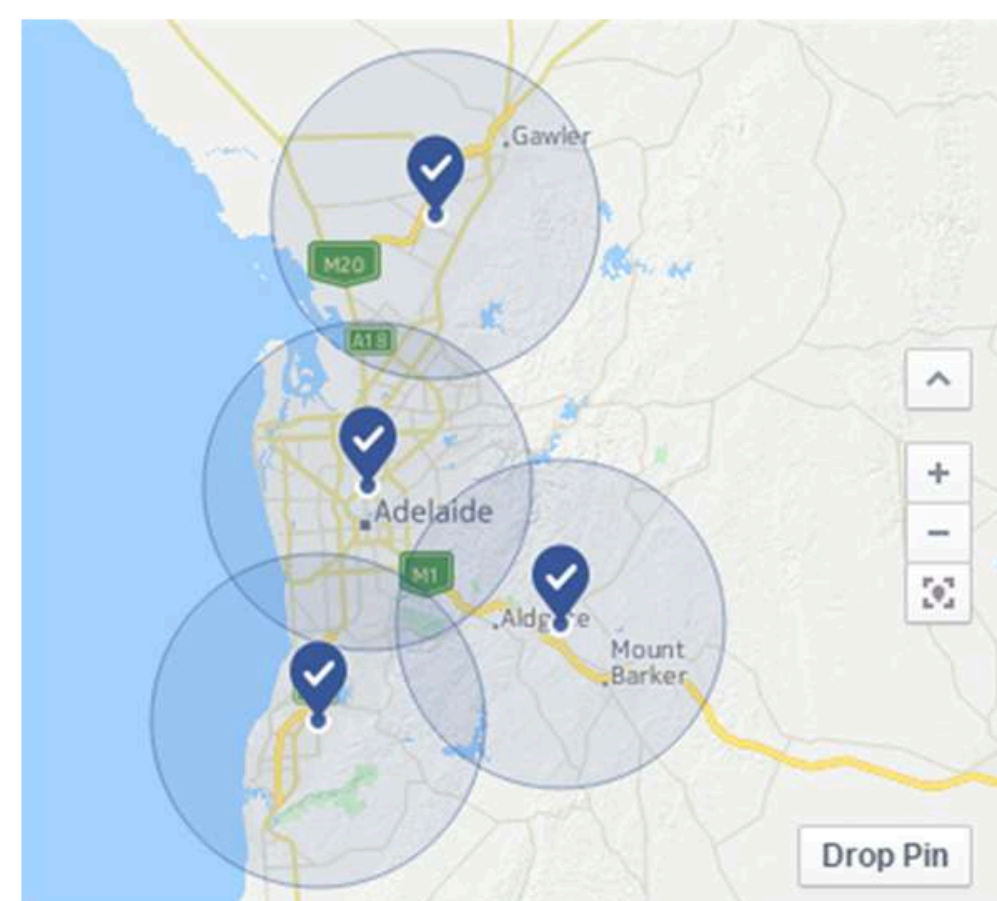
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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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