



# THE SOCIETY

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

**APRIL 2025**





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**The Society of  
Auctioneers and  
Appraisers (SA) Inc.**

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



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# THE BOARD



**Trent Godfrey**  
**President**



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

.....

## Board Members

.....



**John Raptis**



**John Young**



**Jacob Kinsman**



**Nathan Janda**





# FROM PRESIDENT

Dear Members,

Welcome to April 2025, mad March has come and gone, always a busy time in SA with the Fringe in Adelaide.

Thank you to our Golden Gavel 2025 Rising Star Competitors who performed on March 19<sup>th</sup>, great to see live auctions back on stage in the top room, at the Arkaba Hotel.

We look forward to the Golden Gavel 2025 awards lunch this Thursday 3<sup>rd</sup> April, see you there.



**Mr Trent Godfrey M.S.A.A**  
*President*



# 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](mailto:admin@auctioneers.com.au)





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](#)



# 2 Day Auction Workshop Attendee

2-Day Auctioneers License Workshop attendee conducted his first auction for the property **21 Baker Street, Port Adelaide.**



‘It was an excellent auction, plenty of spirited bidding, well priced and in the end a great result for Vendor and Purchaser. After working through my preamble, I was thankful that an opening bid was forthcoming reasonably quickly, and at a reasonable price. From there we worked with 5 different bidders, with the successful purchaser joining late with some strong bids to win the day.

A very enjoyable experience, and a testament to Ross Christodoulou and Marco Onorato as sales agents for running a great campaign.’

**Tom Rowe**





## 2 Day Auctioneers Workshop

Five impressive new real estate auctioneers are to hit the South Australian market running!

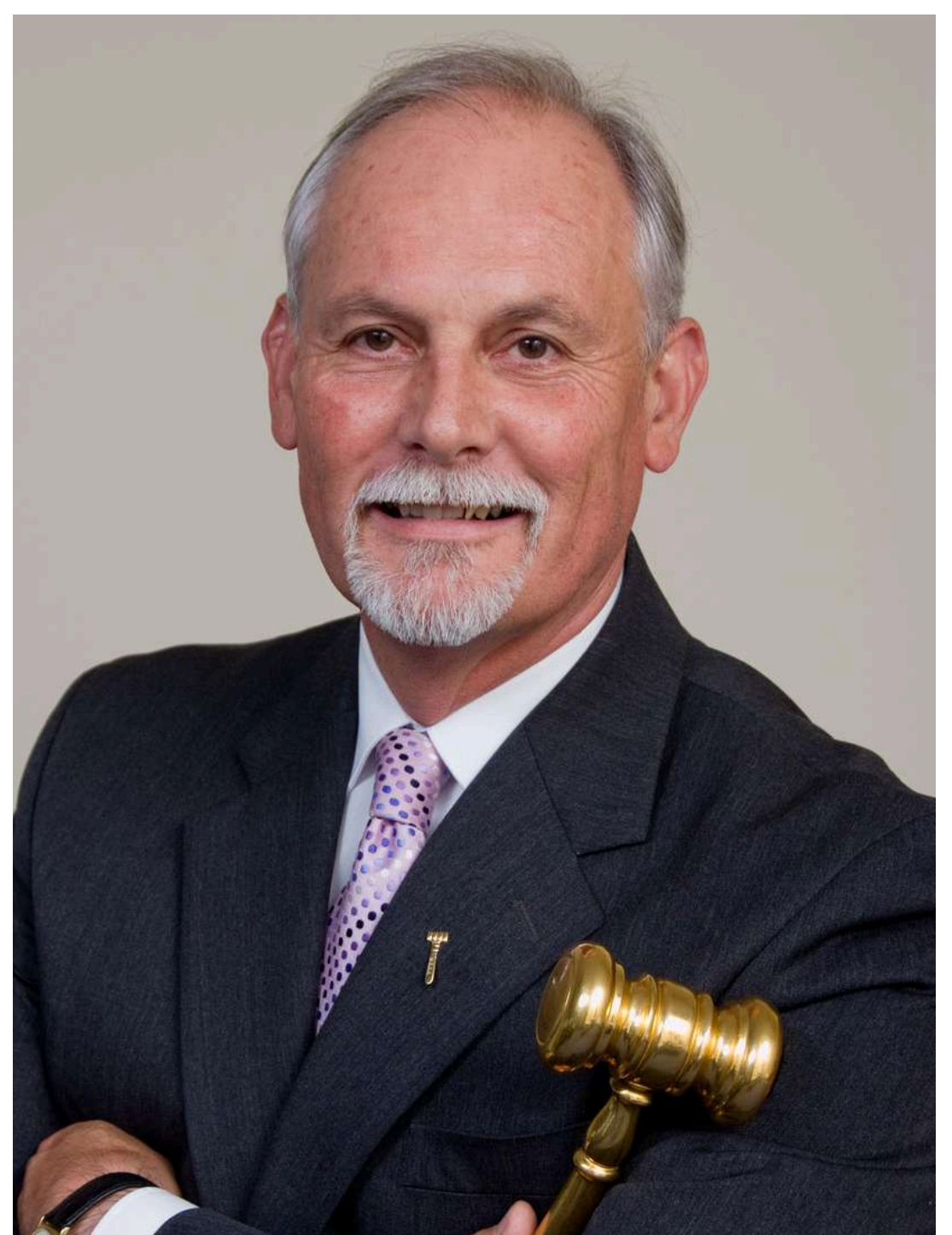
On Wednesday the 5th and 20th of March the Society hosted its ever-popular 2-day Auctioneers License Workshop convened by nationally accredited trainer Brett Roenfeldt F.S.S.A (Life) OAM.

Delegates received specific training on:

- Inspire trust in your bidders
- Build excitement in your presentation
- Delivery techniques
- Voice Projection and Modulation
- How to design your open and welcome
- Body Language
- What Conditions of Sale to Highlight
- Taking Bids
- Crowd Control
- How to utilize Best Practice Procedures
- Answering questions
- Legislative requirements
- Auction Documentation
- Closing
- Dialogue with Vendor
- Highest Bidder Negotiation
- Effective use of the 3 calls

**Brett** imparted his intricate knowledge gained over the last 45 years to give participants the best possible grounding to commence their careers and enhance their current skills.

Brett has conducted 21,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial – including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic Farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes, and vacant landholdings.





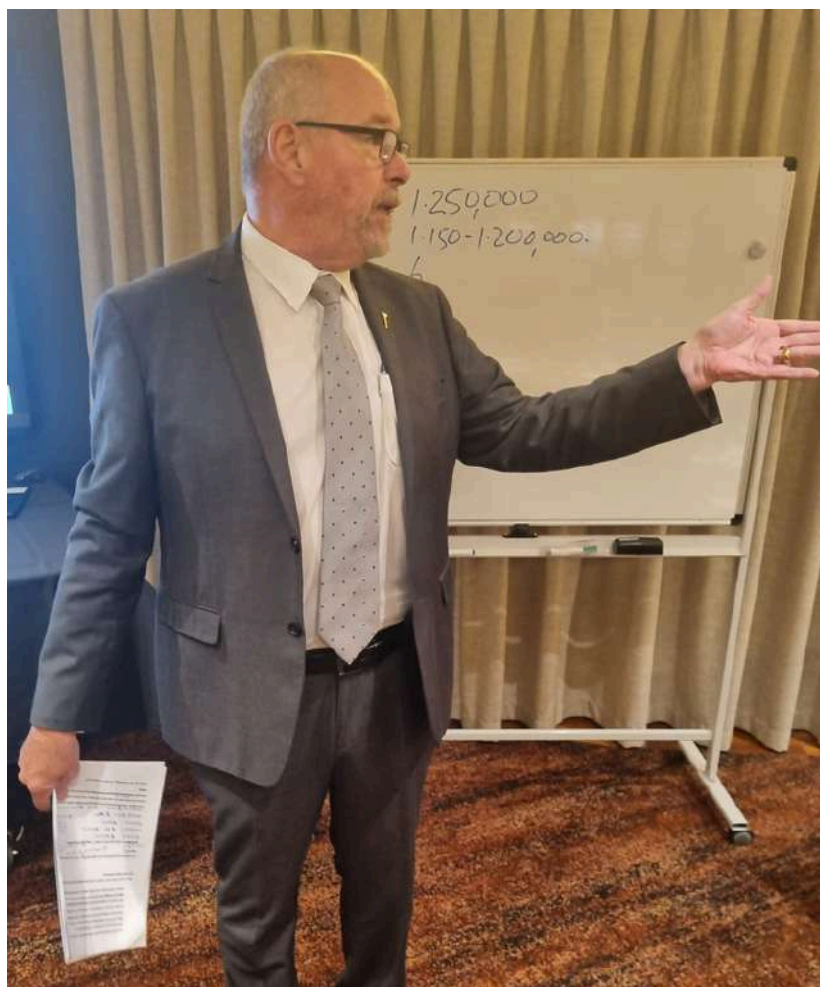
Delegates were:

Michelle Longden - has run a sales team, has been in hospitality, and has four children sings in musical theatre, her point of difference will be to be known as The Gavel Queen. She will be a very effective Auctioneer.

Kym McGuinness – was a lead singer in a rock band, ex real estate.com has been heavily involved in public speaking and training and wants to have a crack at auctioning real estate, and he is good!



Michelle Longden



Kym McGuinness



Scott Rowe

Scott Rowe – attended Immanuel College, glass manufacturing in the family business, bought a property and developed a passion for real estate. Looking to gain confidence in auctioneering. And he has!

Raisy Lopez – Not good at public speaking, bought a property, got into real estate, wants to enhance his public speaking by doing this course, making great progress!

Lucky Padma – has a Bachelor of Real Estate, started 3 years ago from a sales career and lecturing, from Sri Lanka came to Australia for a career change, making a solid progress!



Raisy Lopez



Lucky Padma



We watched all five continually improve over the 2 full days with the presenters seeing a vast rising confidence and technique after lunch on day 2.

**When asked, did you gain anything from this presentation?**

**Answers were:** I knew nothing before, I received a lot of information and I can now conduct a real estate auction from beginning to end; absolutely, the practical nature was beneficial, the theory fine and the rehearsal aspect of this course was perfect; Absolutely – techniques and strategies to streamline delivery and how to be in control; absolutely - perfect guidance and I would recommend even if you are fresh in the industry - do this course; Cohesive understanding of the entire auction process and new set of skills that I would develop and practice, practice, practice.

**What did you like the most?**

**Answers were:** How to design a script, how to write an emotive script and the overall presentation; The presenting and rehearsing; Real-life examples and how to respond accordingly; The entire experience, learning all the techniques and how to write an outstanding auction script; the attention to all details by the 2 presenters

**What else would you like to covered?**

**Answers were:** Even more of the awesome tips, techniques and strategies (if there are any); can't think of what else is possible at this time;

**What would you tell others about the main benefits of this workshop?**

**Answers were:** A truly practical course doing what exactly needs to rehearse; they taught us the agility needed to enable us to prepare as well as we can be, and how to manage the changes in the industry for all auctioneers in the field.

We will run this course again after the 30th of June. If you would like to attend or know anyone who would benefit by attending.

Please let us know and get in contact with **Garry Topp at 8372 7830**



# Agents, Auctioneers UNDER THE PUMP

"**Under the Pump**" is an initiative of the Society of Auctioneers and Appraisers Inc. that addresses the challenges Agents and Auctioneers face on a daily basis.



We have a list of 48 scenarios, which have resulted from phone calls from members to either **Garry Topp, Chris Gill, or Brett Roenfeldt** over recent months.



We present the workshop in a Q&A format and answer different questions that Agents may face during open inspections or auctions. We provide our best practice suggestions on how to handle the situation and questions that members may be faced with.

We had 18 attendees, many of whom had not participated in the training before, so it was refreshing to see many new faces in the crowd.



**When asked, “Did you gain anything from this presentation?”**

**Answers were:** yes, a ton of information; yes legal implications; processes; protection of Agents.

**When asked, “What did you like the most?”**

**Answers were:** In-depth knowledge; real-life examples; very informative; the Q and A format; real life scenarios; having 3 points of view, real- life examples.

**When asked, “What else would you like covered?”**

**Answers were:** Form 1 outsourcing and the associated issues and risks; a similar workshop with more depth, and many answered nothing as everything they wanted was covered.

**When asked, “What did you tell others about the benefits of this workshop?”**

**Answers were:** the legal implications of not doing the job properly; very informative; many themes; excellent workshop.

Our Q&A format is proving popular with our members, as we answer questions on the spot rather than waiting until the end, when the relevance of the question may have dissipated.

**Garry Topp F.S.A.A (Life)  
CEO**



# HISTORY 2009



## Regional Real Estate Naracoorte Motivational, Finance and Documentation Update

On Tuesday 18th August the Society arrived at Naracoorte to present a 4 hour Motivational, Finance & Documentation Workshop with Brett Roenfeldt (Society Head Trainer), Tim Blackmore (Mortgage Choice), Chris Gill (AucDocs) and Garry Topp (Society CEO). The venue chosen was the Settlers Cafe & Function Rooms on the road to Penola. 50 Local Agents, Sales Consultants and support staff attended a fast moving collage of relevant information with Brett demonstrating various strategies for success in a changing market and gave 10 simple steps you can take that will help you win the battle for consistency in your business.

Tim Blackmore gave a sensational presentation and opened up the possibility of offering each deal to 22 various Lenders and by logging in from an appointment in your office, he can accurately calculate

after a few simple questions, the amount that the purchaser can borrow. Garry Topp brought everyone up to date with the latest proposed Legislation that will affect all General Auctions and Clearing Sales in SA. The Society is actively working with Politicians to have the Act changed to release Auctioneers from the erroneous provisions of the proposed Second Hand Goods Bill – 2009.

Chris Gill of Corsers Lawyers and Conveyancers delivered the seminar which highlighted common errors and misconceptions with the Form 1 generally and then Chris detailed the changes to the Form 1 effective 1 September 2009 from a practical point of view.

Chris has delivered seminars for the Society for many years and he is well known for simplifying complex issues and using examples to demonstrate changes to legislation.



BRETT ROENFELDT



TIM BLACKMORE



CHRIS GILL



GARRY TOPP

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 THE PROFESSIONAL BODY REPRESENTING PRACTITIONERS IN THE SPECIALIST FIELDS OF AUCTIONEERING & APPRAISING IN SOUTH AUSTRALIA



## SA Junior Heifer Expo – Adelaide Showgrounds

July 14th – 16th at the Wayville showgrounds was abuzz with 157 kids and their heifers, from all over Australia and as far away as New Zealand, as the South Australian Junior Heifer Expo was in full swing celebrating its 25th anniversary.

This year saw the Society of Auctioneers & Appraisers involved with this great event for the second year. For those unfamiliar with the SAJHE it is a three day event for kids and young adults aged 8 – 23 years. The event is split into three days: Day 1 is an education day learning everything from marketing skills, preparation of a show cow, pregnancy testing and, of course, auctioneering skills. Days 2 & 3 are concentrated on animal and handler judging along with various marketing assignments and quizzes. The winner of the Senior Herdsman competition wins a three month study tour of North America.

The Society of Auctioneers & Appraisers (SA) Inc. is involved in the auctioneering component which is run on the Tuesday by Ben Finch of Elders Millicent; the



Photo by Ian Turner, Superior Selections



Photo by Ian Turner, Superior Selections



Photo by Ian Turner, Superior Selections



seven strongest competitors were selected throughout the day to compete in the finals, which this year were held at the 25th anniversary dinner in the members dining room at the showgrounds in front of 410 people. All the finalists receive an invitation to attend a full day auction training course with Brett Roenfeldt, Garry Topp and Ben Finch. The final was judged by Lindsay Warner, Mark Forde and Garry Topp from the Society along with Tom Penna from Elders. The seven contestants sold 16 donated items in a live auction, doing a remarkable job as well as raising \$4,970 for the SAJHE. This year's winner was **Rebecca Peucker from Mount Gambier**. Rebecca's win was a huge testament to the work we are doing with these kids. She was the youngest finalist last year and went on to attend the full day training course provided by the Society, coming back this year and winning the final at just 15 years of age! I believe that this was a great opportunity to involve the Society, one which has gained them exposure to current leaders in agriculture along with 157 future young leaders from around Australia.

The SAJHE is a truly remarkable event providing an opportunity to hundreds of young people with career opportunities, life experiences and massive network of contacts across the country. It is a total



non-profit organisation run by a committee of 15 volunteers who put uncountable hours of effort into this event. The SAJHE thanks LJ Hooker Kensington and the Society of Auctioneers and Appraisers for their support. The SAJHE however is continuously searching for more sponsorship make this premier event possible for many years to come. For more information on sponsorship please contact Ben Finch 0408 802 760. ●

**GARRY TOPP MSA (LIFE), CEO**



Ngan Do, Lindsay Warner and Mark Forde



## School's Auction Idol 2012

For further details see [Auctioneers.com.au](http://Auctioneers.com.au) (Schools Idol)  
 Watch Channel 10 Community News, View Yearbook, Schools  
 Participation Registration of Interest, Students registration.  
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Supporting excellence in Vocational and Educational Training

We are in the process of contacting schools for the 2012 Messenger Community News BankSA Auction Idol Competition.

We look forward to another great year and of course more schools coming on board.

As this school year comes to an end I am busy talking to different schools about next years event and if I have not been in touch with you personally, I will certainly be trying to in the near future.

I am also speaking to many real estate agents about the prospects of employing a junior person within their business. There is no doubt those students who have been part of the Auction Idol make ideal prospects for work within our industry.

If you would like further information on the 2012 Auction Idol I look forward to hearing from you.

Please click on the following link to view the winning performance for 2011.



Lindsay Warner FSAA Life

Major Sponsors  
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**Auctioneers & Appraisers**  
 in South Australia

## GAVEL & GLASS

Supporting excellence in vocational and technical education in schools

The Official Newsletter of the Society of Auctioneers & Appraisers (SA) Inc.



DECEMBER 2011

## Real Estate Career for Auction Idol 2012

INTRODUCING REAL ESTATE AND AUCTIONEERING TO SCHOOL STUDENTS AS A POSSIBLE CAREER CHOICE



I have been approached by a very successful Real Estate office who are looking to employ on a full time basis, a junior Real Estate trainee.

This office is very aware of the quality of trainee's who have been identified through the Auction Idol Program and is looking have this position start in mid-January 2012.

I confirm this is a full time position, and includes roles such as Office Support, Database Management and Sales Support in a good solid Team Environment.

The trainee will be supported through their training to achieve a Certificate 4 in Real Estate Sales and all other facets of the Real Estate profession.



### School's Auction Idol Competition

This position is only being offered through the Auction Idol Program and I ask in the first instance that all enquiries be directed to me via return email for further details.

The interest in employing a trainee to be a part of the next generation of Real Estate Professionals is certainly growing.

I can confirm that the following former Auction Idol contestants/students (now Real Estate professionals) are leading the way.

Edward Gainer	LJ Hooker Stirling	Concordia College
Tom Hector	Harris Real Estate	Rostrevor College
Ben Clarence	Brock Harcourts Adelaide	Pedare College
Tom Hector	Brock Harcourts Adelaide	Rostrevor College

## St Dominic's Priory College Auction Day



Auctioneer Wayne Johnson







# SOCIETY'S AUCTIONS



NAILSWORTH  
33 Burwood Avenue  
SOLD for \$2,040,000

**Agent:** Toop & Toop  
**Auctioneer:** Glenn McMillan

WELLAND  
66 Frederick Street  
SOLD for \$1,425,000

**Agent:** Ray White Woodville  
**Auctioneer:** Jonathon Moore



DAVOREN PARK  
16 Broster Crescent  
SOLD for \$600,000

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



PARAFIELD GARDENS  
15 Beckett Street  
SOLD for \$650,000

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



# SOCIETY'S AUCTIONS

**SOLD!**



**MILE END**

5 James Congdon Drive  
SOLD for \$1,100,000

**Agent:** Estate Property & Developments  
**Auctioneer:** Brett Roenfeldt

**SEACOMBE GARDENS**

2a Gerogeri Street  
SOLD for \$901,500

**Agent:** Harcourts Tagni  
**Auctioneer:** Jarrod Tagni



**PORT ADELAIDE**

21 Baker Street  
SOLD for \$1,420,000

**Agent:** McGees Property  
**Auctioneer:** Tom Rowe

**VALLEY VIEW**

6B Philip Crescent  
SOLD for \$1,011,000

**Agent:** Ray White Para Hills  
**Auctioneer:** John Morris



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
NAILSWORTH	33 Burwood Avenue	Saturday, 01/03/2025	Toop + Toop	Glenn McMillan	\$2,040,000
ROSSLYN PARK	39 Park Avenue	Saturday, 01/03/2025	Toop + Toop	Bronte Manuel	Sold Prior
CHRISTIES BEACH	16 Taylor Tce	Saturday, 01/03/2025	Ray White Port Noarlunga	Jonathon Moore	\$1,040,000
TORRENSVILLE	22 Rankine Rd	Saturday, 01/03/2025	Ray White Woodville	Jonathon Moore	\$1,305,000
TRANMERE	1/2 Freeman Ave	Saturday, 01/03/2025	KAIDE Real Estate	Jonathon Moore	\$815,000
WINDSOR GARDENS	18 Bradey Road	Saturday, 01/03/2025	Toop + Toop	Bronte Manuel	\$1,051,000
CLAPHAM	8 Anson Ave	Saturday, 01/03/2025	Ray White Adelaide City	John Morris	\$1,185,000
PROSPECT	2 Graham Pl	Saturday, 01/03/2025	Ray White Prospect	John Morris	\$1,780,000
PARALOWIE	12 Young Blvd	Saturday, 01/03/2025	Ray White Prospect	John Morris	\$625,500
VALLEY VIEW	6B Philip Cres	Saturday, 01/03/2025	Ray White Para Hills	John Morris	\$1,011,000
VALLEY VIEW	3A Monty Rd	Saturday, 01/03/2025	Ray White Para Hills	John Morris	\$729,000
PARALOWIE	21 Bogart Drive	Saturday, 01/03/2025	Professionals Robins 888	Vincent Wang	Sold Prior
ROYAL PARK	107 Palm Ave	Saturday, 01/03/2025	Ray White Mawson Lakes	John Morris	\$960,000
BROMPTON	5/3 Third St	Saturday, 01/03/2025	Ray White Prospect	John Morris	\$685,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MODBURY	12 Berryman Drive	Saturday, 01/03/2025	First National Burton Groves	Jarrold Tagni	Sold Prior
GRANGE	11 Jetty Street	Saturday, 01/03/2025	Century 21 Western Coastal	Brett Roenfeldt	Sold Prior
SOUTH BRIGHTON	1 Stephenson Avenue	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$830,000
RICHMOND	29 Arthur Street	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$945,000
GLENGOWRIE	8 Moselle Avenue	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,190,000
SEACOMBE GARDENS	2a Gerogeri Street	Saturday, 01/03/2025	Harcourts Tagni	Jarrold Tagni	\$901,500
DOVER GARDENS	19 Vinall Street	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
HAWTHORNDENE	29 Batley Avenue	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$770,000
LOWER MITCHAM	17 Murray Street	Saturday, 01/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,650,000
OAKLANDS PARK	13 Jacaranda Grove	Saturday, 01/03/2025	Ray White Marion	Rod Smitheram	\$745,000
PARAFIELD GARDENS	15 Beckett Street	Sunday, 02/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$650,000
GLENELG NORTH	34 Macfarlane Street	Sunday, 02/03/2025	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,350,000
DULWICH	47 Cleland Avenue	Sunday, 02/03/2025	Toop + Toop	Glenn McMillan	\$1,610,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY NORTH	4B Harnham Rd	Tuesday, 04/03/2025	Ray White Salisbury	John Morris	\$540,000
LIZABETH NORTH	1/84 Woodford Road	Wednesday, 05/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
PENNINGTON	6 Fortisgreen Ave	Wednesday, 05/03/2025	Ray White Prospect	John Morris	\$805,000
NORTHFIELD	28 East Ave	Wednesday, 05/03/2025	Ray White Para Hills	John Morris	\$921,000
ST KILDA	2-10 Fooks Terrace	Wednesday, 05/03/2025	LJ Hooker Commercial Adelaide	Troy Tyndall	P.N.D.
ROSEWATER	20 Bridges Street	Thursday, 06/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
PARALOWIE	47 Martins Rd	Thursday, 06/03/2025	Ray White Salisbury	John Morris	\$715,000
HOLDEN HILL	5/24 Riddell Rd	Thursday, 06/03/2025	Ray White Norwood	John Morris	\$587,000
NORWOOD	41 Beulah Rd	Thursday, 06/03/2025	Commercial SA	Jonathon Moore	\$3,050,000
PORT ADELAIDE	21 Baker Street	Thursday, 06/03/2025	McGees Property	Tom Rowe	\$2,000,000
GLYNDE	54 Loader St	Friday, 07/03/2025	Ray White Norwood	John Morris	\$1,864,000
WOODFORDE	131 Buchanan Dr	Friday, 07/03/2025	Ray White Norwood	John Morris	\$845,200
HACKNEY	8 Westbury St	Friday, 07/03/2025	Ray White Burnside	John Morris	\$1,630,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARADISE	8A Arcadia Ave	Friday, 07/03/2025	Ray White Kensington	John Morris	\$765,000
GLEN OSMOND	7 Woodley Road	Saturday, 08/03/2025	Toop&Toop	Bronte Manuel	Sold Prior
GLENUNGA	14 Bevington Road	Saturday, 08/03/2025	Toop&Toop	Bronte Manuel	\$1,634,000
MODBURY NORTH	21 Rose Crescnet	Saturday, 08/03/2025	Toop&Toop	Bronte Manuel	Sold Prior
WOODVILLE	12 Russell Tce	Saturday, 08/03/2025	Ray White Woodville	Jonathon Moore	\$1,200,000
WELLAND	66 Frederick St	Saturday, 08/03/2025	Ray White Woodville	Jonathon Moore	\$1,425,000
WEST BEACH	11 Atlantic Ave	Saturday, 08/03/2025	Ray White Henley Beach	Jonathon Moore	\$1,385,000
TORRENSVILLE	62a Heywood Ave	Saturday, 08/03/2025	DB Philpott Real Estate	Jonathon Moore	\$1,650,000
NORTHFIELD	1 Brown St	Saturday, 08/03/2025	DB Philpott Real Estate	Jonathon Moore	\$800,000
SALISBURY	8/35 Salisbury Hwy	Saturday, 08/03/2025	Ray White Salisbury	John Morris	\$575,000
CRAIGMORE	61 Tareena St	Saturday, 08/03/2025	Ray White Para Hills	John Morris	\$616,000
NORTHFIELD	7 Justin Ave	Saturday, 08/03/2025	Ray White St Peters	John Morris	\$850,000
WALKERVILLE	2A Smith St	Saturday, 08/03/2025	Ray White Adelaide City	John Morris	\$1,850,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MILE END	5 James Congdon Drive	Saturday, 08/03/2025	Estate Property & Developments	Brett Roenfeldt	\$1,100,000
DAVOREN PARK	16 Broster Crescent	Saturday, 08/03/2025	First National Salisbury	Trent Godfrey	\$600,000
WINDSOR GARDENS	2A Munster Street	Saturday, 08/03/2025	Selling SA Homes	Brett Roenfeldt	\$670,000
PARA VISTA	19 Lyle Street	Saturday, 08/03/2025	All Adelaide City Edge	Brett Roenfeldt	\$670,000
PARA VISTA	19 Lyle Street	Saturday, 08/03/2025	All Adelaide City Edge	Brett Roenfeldt	\$670,000
MARION	11 Malcolm Avenue	Saturday, 08/03/2025	Ray White Marion	Rod Smitheram	Sold Prior
ELIZABETH PARK	25 Beaminster Road	Saturday, 08/03/2025	All Adelaide City Edge	Brett Roenfeldt	\$622,000
SEACOMBE GARDENS	52A Sutton Avenue	Saturday, 08/03/2025	Ray White Marion	Rod Smitheram	\$1,015,000
MARION	3A Market Street	Saturday, 08/03/2025	Ray White Marion	Rod Smitheram	Sold Prior
WINGFIELD	35 Francis Road	Wednesday, 12/03/2025	McGees Property	Simon Lambert	\$1,360,000
HAMLEY BRIDGE	8 Archer St	Wednesday, 12/03/2025	Ray White Salisbury	John Morris	Sold Prior
SALISBURY EAST	23 Birch Ave	Wednesday, 12/03/2025	Ray White Salisbury	John Morris	\$770,000
ELIZABETH PARK	5 Shillabeer Rd	Wednesday, 12/03/2025	Ray White Salisbury	John Morris	Sold Prior



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ELIZABETH EAST	35 Bellinger Road	Thursday, 13/03/2025	Professionals Robins 888	Vincent Wang	\$670,000
SALISBURY NORTH	36 Tangent Aveq	Thursday, 13/03/2025	Ray White Salisbury	John Morris	\$625,000
DERNANCOURT	13A Cheringar Blvd	Thursday, 13/03/2025	Ray White Salisbury	John Morris	\$1,070,000
NORWOOD	9-11 Foster Street	Thursday, 13/03/2025	TOOP+TOOP	Bronte Manuel	Sold Prior
LEABROOK	29 Knightsbridge Road	Thursday, 13/03/2025	TOOP+TOOP	Bronte Manuel	Sold Prior
SPALDING	'Fursts' Hacklins School Road	Thursday, 13/03/2025	Ray White Rural SA	Geoff Schell	\$2,360,000
KENSINGTON GARDENS	24 Roslind St	Friday, 14/03/2025	Ray White Kensington	John Morris	\$1,620,000
INGLE FARM	5 Joslin Ave	Friday, 14/03/2025	Ray White Adelaide City	John Morris	\$940,000
LIGHTSVIEW	86 Tiara St	Friday, 14/03/2025	Ray White Norwood	John Morris	\$715,000
GOLDEN GROVE	2 Mobius Cres	Friday, 14/03/2025	Commercial SA	Jonathon Moore	\$950,000
AUBURN	'Michaels' Saddleworth Road	Friday, 14/03/2025	Ray White Rural SA	Geoff Schell	\$4,175,000
POORAKA	12/3-5 Sophie Lane	Saturday, 15/03/2025	TOOP+TOOP	Glenn McMillan	Sold Prior
VALLEY VIEW	2 Hawick Street	Saturday, 15/03/2025	TOOP+TOOP	Glenn McMillan	\$765,000





# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BEULAH PARK	219 Beulah Road	Saturday, 15/03/2025	TOOP+TOOP	Glenn McMillan	Sold Prior
HILLCREST	37B County St	Saturday, 15/03/2025	Ray White St Peters	John Morris	\$663,000
GULFVIEW HEIGHTS	6 Barker Rd	Saturday, 15/03/2025	Ray White Prospect	John Morris	\$895,000
HILLCREST	65 Flinders Rd	Saturday, 15/03/2025	Ray White Hillcrest	John Morris	\$925,000
RENOWN PARK	27 Lamont St	Saturday, 15/03/2025	Ray White Para Hills	John Morris	\$1,015,000
CLOVELLY PARK	9/22 Cohen Ct	Saturday, 15/03/2025	Ray White St Peters	John Morris	\$529,000
BROADVIEW	6 Blyth St	Saturday, 15/03/2025	Ray White Norwood	John Morris	\$1,480,000
SEATON	168 Trimmer Parade	Saturday, 15/03/2025	Ray White Grange	John Morris	\$1,610,000
BROOKLYN PARK	11 Lyon St	Saturday, 15/03/2025	Ray White Henley Beach	Jonathon Moore	\$850,000
GRANGE	2/14 Iris Crt	Saturday, 15/03/2025	MichaelKris Real Estate	Jonathon Moore	\$824,000
CHELTENHAM	24 Whitney Street	Saturday, 15/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
INGLE FARM	30B Elgar Avenue	Saturday, 15/03/2025	Ray White Mawson Lakes	John Morris	\$765,000
HOPE VALLEY	33 Pantowora Drive	Saturday, 15/03/2025	All Adelaide City Edge	Brett Roenfeldt	\$859,000
NORTH PLYMPTON	68 Mooringe Avenue	Saturday, 15/03/2025	Gary J Smith Real Estate	Brett Roenfeldt	\$1,310,000
NORTHGATE	5 Heathcote Avenue	Saturday, 15/03/2025	All Adelaide City Edge	Brett Roenfeldt	\$900,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
TORRENS PARK	17 Ayr Avenue	Saturday, 15/03/2025	Harcourts Tagni	Jarrold Tagni	\$1,160,000
ATHELSTONE	27 Marybank Terrace	Sunday, 16/03/2025	TOOP+TOOP	Glenn McMillan	Sold Prior
GOOLWA	28 Liverpool Rd	Sunday, 16/03/2025	Ray White Kensington	John Morris	\$1,200,000
BLAKEVIEW	14 Eucalypt Cct	Monday, 17/03/2025	Ray White Salisbury	John Morris	\$825,000
PARALOWIE	126 Burton Rd	Monday, 17/03/2025	Ray White Salisbury	John Morris	\$955,000
O SULLIVAN BEACH	5/20 Sullivan Terrace	Tuesday, 18/03/2025	Stadium Real Estate	John Morris	\$472,500
NORTH ADELAIDE	119 Jeffcott St	Tuesday, 18/03/2025	Stadium Real Estate	John Morris	\$1,255,000
TAPEROO	46 Wandana Terrace	Wednesday, 19/03/2025	Ray White Semaphore	John Morris	\$955,000
LARGS NORTH	4/135A Railway Terrace	Wednesday, 19/03/2025	Ray White Semaphore	John Morris	\$543,000
LARGS BAY	1 Montrose St	Thursday, 20/03/2025	Ray White Semaphore	John Morris	\$900,000
NORTH HAVEN	5 Anderson Close	Thursday, 20/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
SALISBURY NORTH	4 Mobbs Ct	Thursday, 20/03/2025	Ray White Salisbury	John Morris	Sold Prior
TAPEROO	46 Wandana Terrace	Wednesday, 19/03/2025	Ray White Semaphore	John Morris	\$955,000
UNLEY	7/13-15 King William Rd	Friday, 21/03/2025	Commercial SA	Jonathon Moore	\$1,050,000
HAWTHORN	107 Cross Rd	Thursday, 20/03/2025	Commercial SA	Jonathon Moore	\$2,900,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ST PETERS	11 Fifth Avenue	Saturday, 22/03/2025	TOOP+TOOP	Bronte Manuel	\$1,857,000
FERRYDEN PARK	76 Durham Terrace, Ferryden Park SA 5010	Saturday, 22/03/2025	Professionals Robins 888	Vincent Wang	\$672,000
FINDON	2 Kenneth St	Saturday, 22/03/2025	Ray White Woodville	Jonathon Moore	\$1,030,000
HENLEY BEACH SOUTH	35 Hobart Rd	Saturday, 22/03/2025	MichaelKris Real Estate	Jonathon Moore	\$1,970,000
HILLCREST	10 Queensborough Ave	Saturday, 22/03/2025	DB Philpott Real Estate	Jonathon Moore	\$865,000
MITCHELL PARK	879 Marion Rd	Saturday, 22/03/2025	KAIDE Real Estate	Jonathon Moore	\$800,000
PARADISE	9 Foster Avenue	Saturday, 22/03/2025	LJ Hooker Adelaide Metro	Troy Tyndall	P.N.D.
ETHELTON	44 Russell Street	Saturday, 22/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
PARALOWIE	8 Lombard Ave	Monday, 24/03/2025	Ray White Salisbury	John Morris	Sold Prior
WIRRABARA	'Blue Hill' Survey Road	Wednesday, 26/03/2025	Ray White Rural SA	Geoff Schell	\$1,450,000
SEATON	30 Kingborn Ave	Wednesday, 26/03/2025	Ray White Port Adelaide	John Morris	Sold Prior
MUNNO PARA	3 Mackillop St	Wednesday, 26/03/2025	Ray White Para Hills	John Morris	\$710,000
SEATON	30 Kingborn Avenue	Wednesday, 26/03/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
MORPHETT VALE	22 Main South Road	Wednesday, 26/03/2025	Scott Murphy Real Estate	Brett Roefeldt	\$600,000



# MARCH

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
FINDON	2 Glen Elder St	Thursday, 27/03/2025	Commercial SA	Jonathon Moore	\$1,630,000
WOODVILLE WEST	96-98 Findon Rd	Thursday, 27/03/2025	Commercial SA	Jonathon Moore	\$2,330,000
GAWLER EAST	17 Denham St	Thursday, 27/03/2025	Ray White Para Hills	John Morris	Sold Prior
MILE END	133A Henley Beach Road	Thursday, 27/03/2025	McGees Property	Tom Rowe	\$881,000
KLEMZIG	9/2 Maple Ave	Thursday, 27/03/2025	Ray White Prospect	John Morris	\$485,000
NORTH BRIGHTON	329 Brighton Rd	Friday, 28/03/2025	Commercial SA	Jonathon Moore	\$1,960,000
CHRISTIE DOWNS	10 Florian Street	Friday, 28/03/2025	Harcourts Adelaide City	Brett Roenfeldt	\$802,000
ADELAIDE	186a Pultney St	Friday, 28/03/2025	Commercial SA	Jonathon Moore	\$952,000
WOODVILLE	25 Stanley St	Saturday, 29/03/2025	Ray White Woodville	Jonathon Moore	\$1,566,000
RICHMOND	66 Shierlaw St	Saturday, 29/03/2025	Ray White Woodville	Jonathon Moore	\$870,000
PARK HOLME	4 Condada Avenue	Saturday, 29/03/2025	Refined Real Estate	Brett Roenfeldt	\$1,240,000
LOCKLEYS	5 Diosma Crescent	Saturday, 29/03/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,155,000
HAPPY VALLEY	19 Glenloth Drive	Saturday, 29/03/2025	Harcourts Tagni	Jarrold Tagni	\$635,000
NORWOOD	11/11-25 King Street	Saturday, 29/03/2025	Magain Scarce	Brett Roenfeldt	\$876,000
ASHFORD	19 Tyson Street	Sunday, 30/03/2025	Refined Real Estate	Brett Roenfeldt	\$1,300,000



## SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



Aj Colman



Brett Roenfeldt



Bronte Manuel



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Simon Lambert



Peter Economou



Richard Thwaites



Brett Pilgrim



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Anthony DeMarco



Vincent Doran



Angus Barnden



Trent Godfrey



James Wardle



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Glenn McMillan



Vincent Wang



Marc duPlessis



Simon Tanner



Andy Edwards



James Pedlar



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Scott Newton



Matt Smith



Paul Arnold



Sharon Gray



Paul Kilby



Enrique Bisbal



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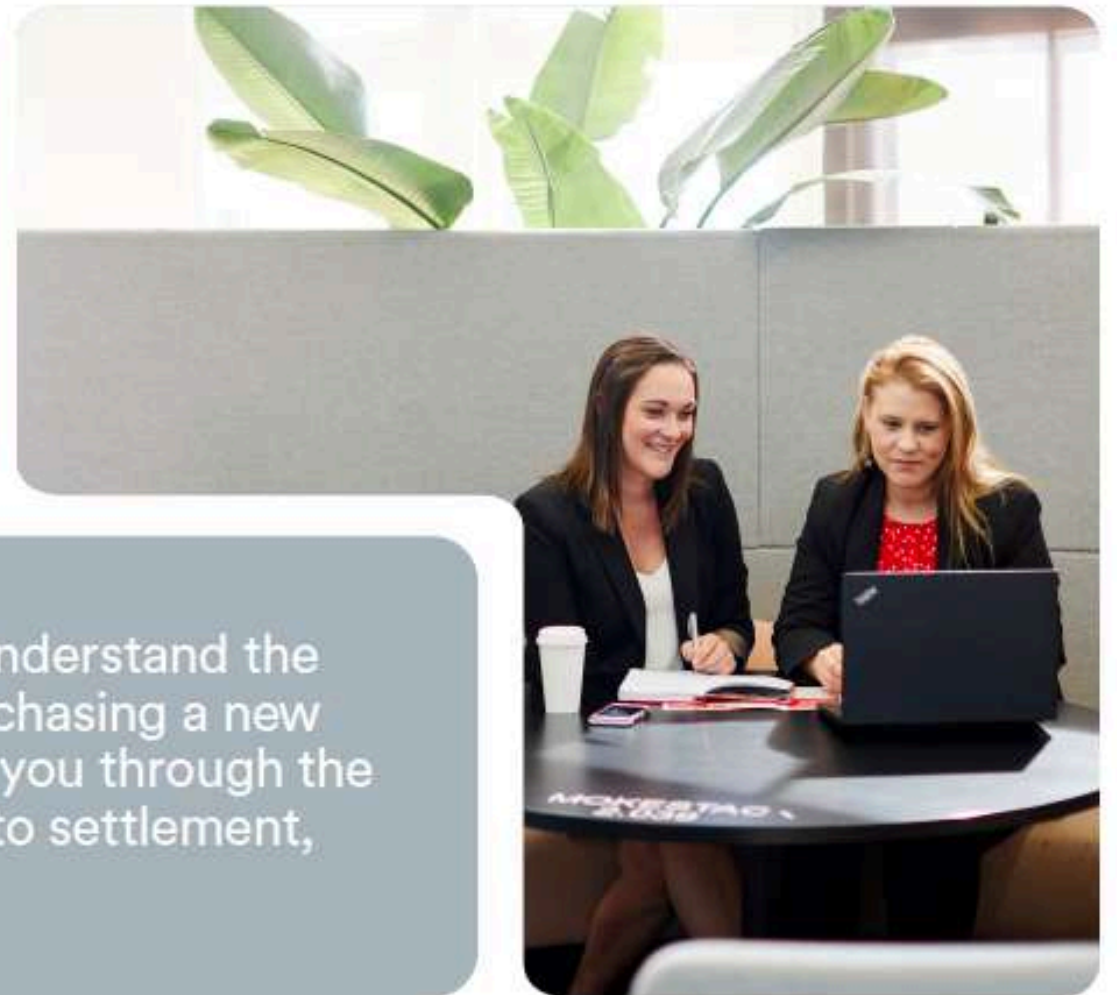
\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://directconnect.com.au/terms-conditions)

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## We understand the moving process



## SERVICES WE CONNECT

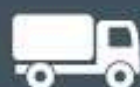
We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee\* you can be assured that your electricity and gas will be connected on the day you move in!



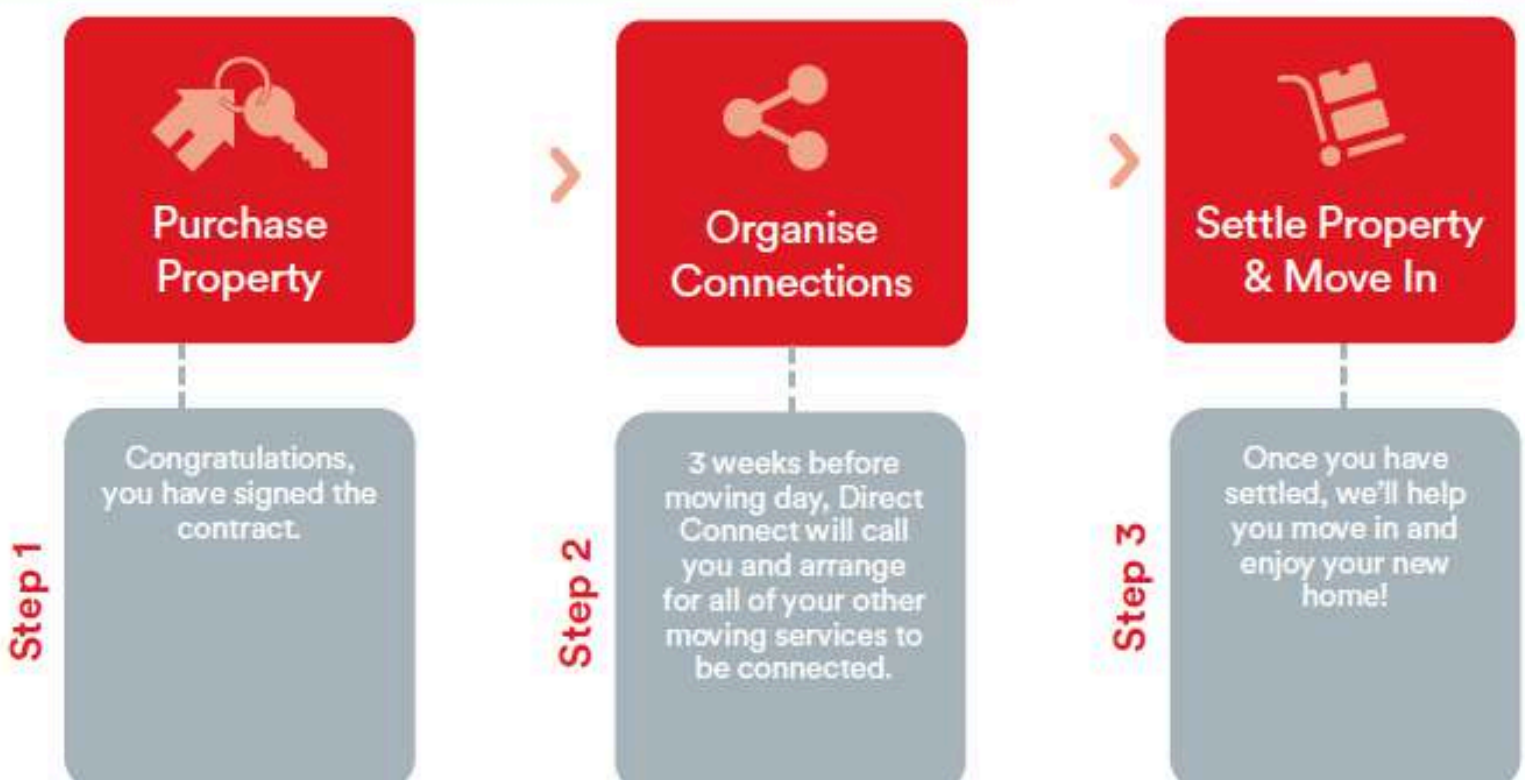
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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## **Direct Connect Adds Novated Leases to Service List in Exciting Partnership with Oly!**

Direct Connect prides itself on the quality of our connections – our service partners are highly regarded in their respective industries, including energy, removals, cleaning, broadband and telecommunications – and now, vehicle finance!

Through a new partnership with Oly, Direct Connect is excited to offer the opportunity to access novated leasing. This partnership allows you to drive your dream car while potentially benefiting from tax savings.

Oly is passionate about making novated leases available to everyone, no matter the size of the business you work for. Backed by McMillan Shakespeare, one of Australia's most trusted novated leasing providers, Oly is your key to unlocking the benefits of novated leasing.

Oly is opening the doors to novated leasing for millions of Aussies working at small and medium businesses. With access to a huge network of car dealers, they can help you secure a great deal on your new car.

Taking on all the admin, Oly will help you find your new car, arrange the finance, and get your insurance sorted. Plus, manage everything on the go with Oly's handy app, from submitting claims to checking your budget and updating your account.

Direct Connect are thrilled to announce our partnership with Oly and to offer this excellent service to our agents and partners in 2025.

If you have any questions or would like to know more, click [here](#)

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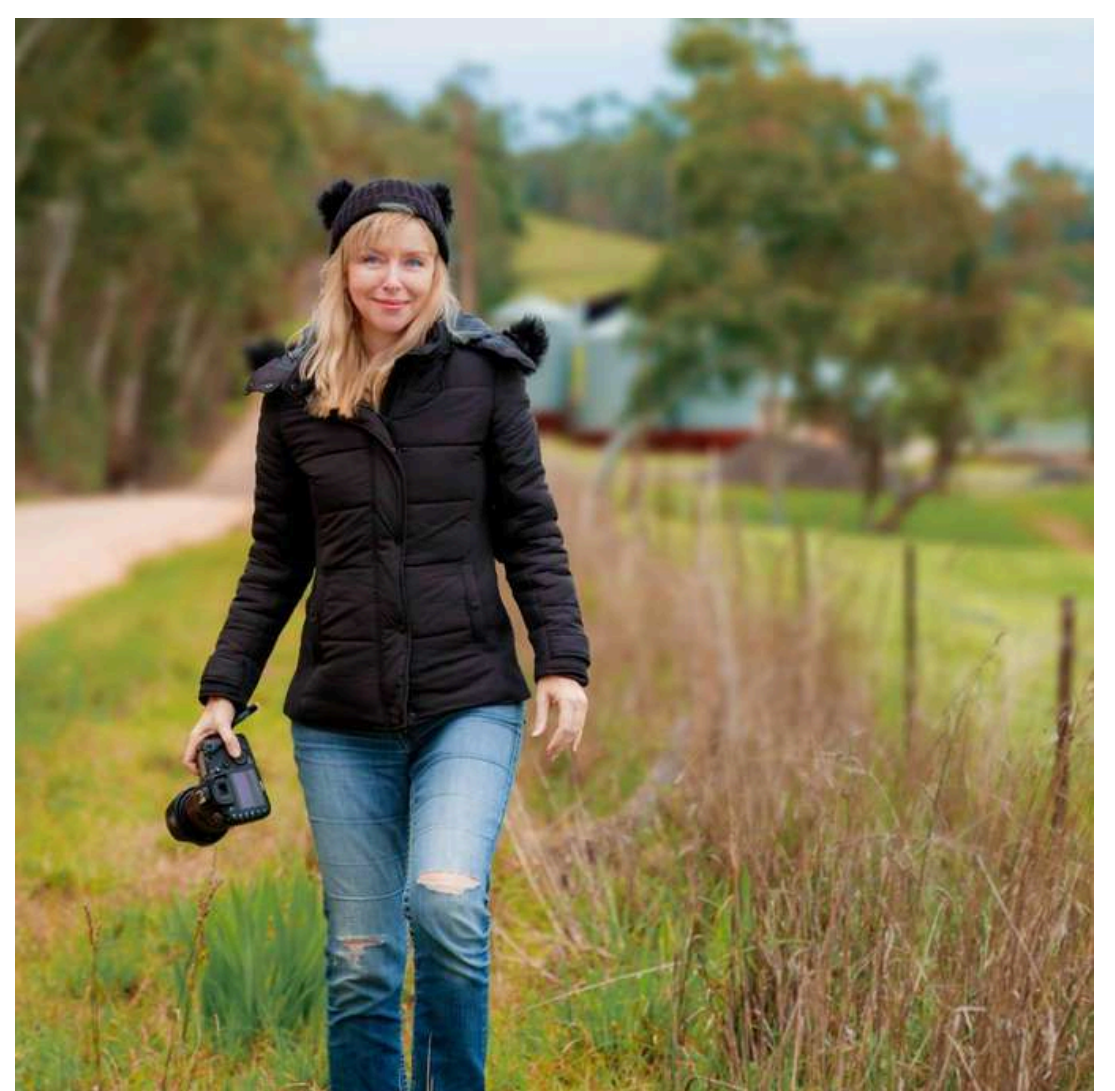
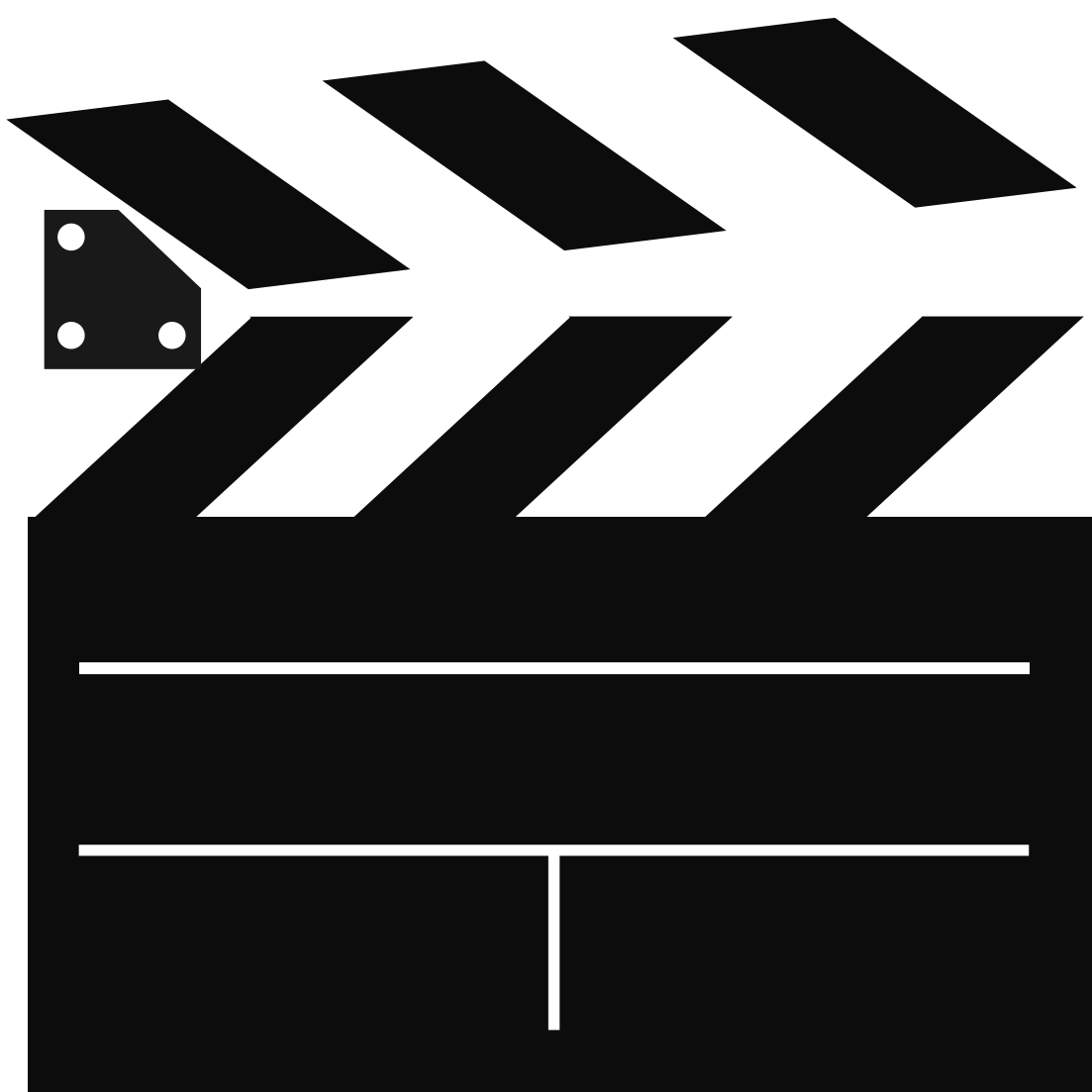
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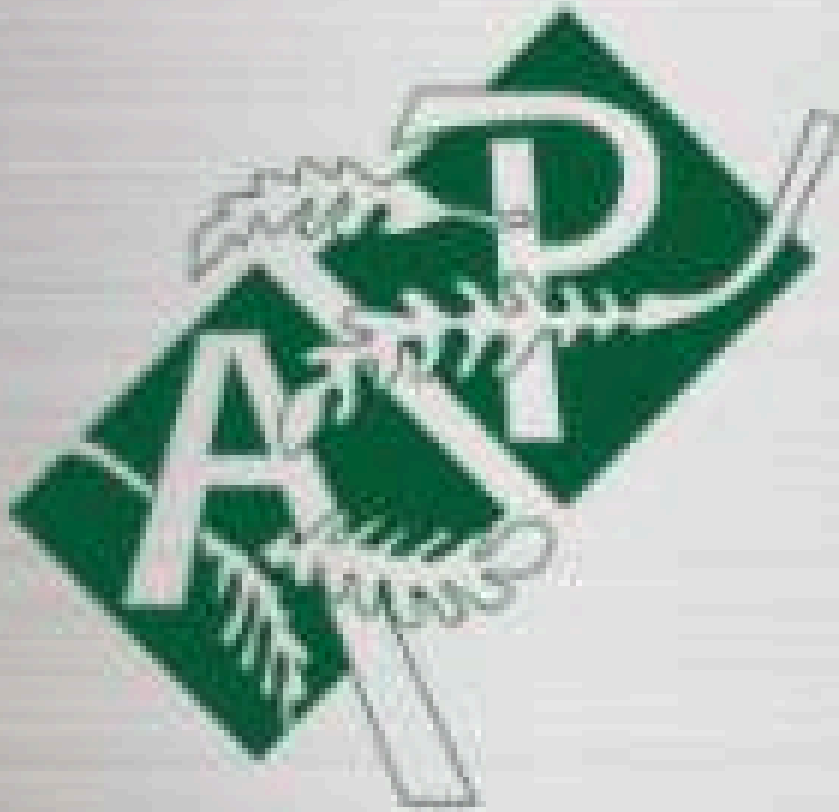
Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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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# 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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# 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

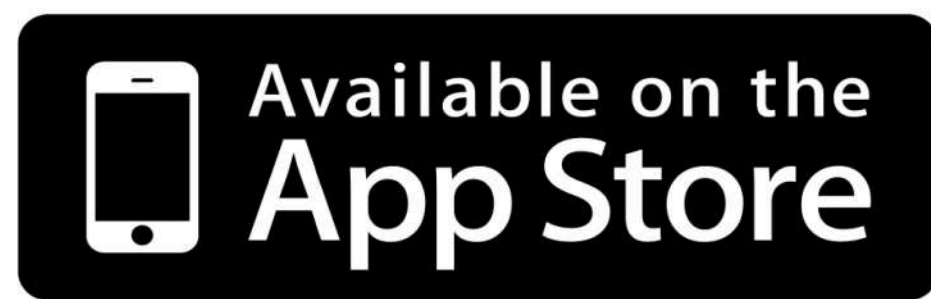
## INSTANT UPDATE

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

## LIST

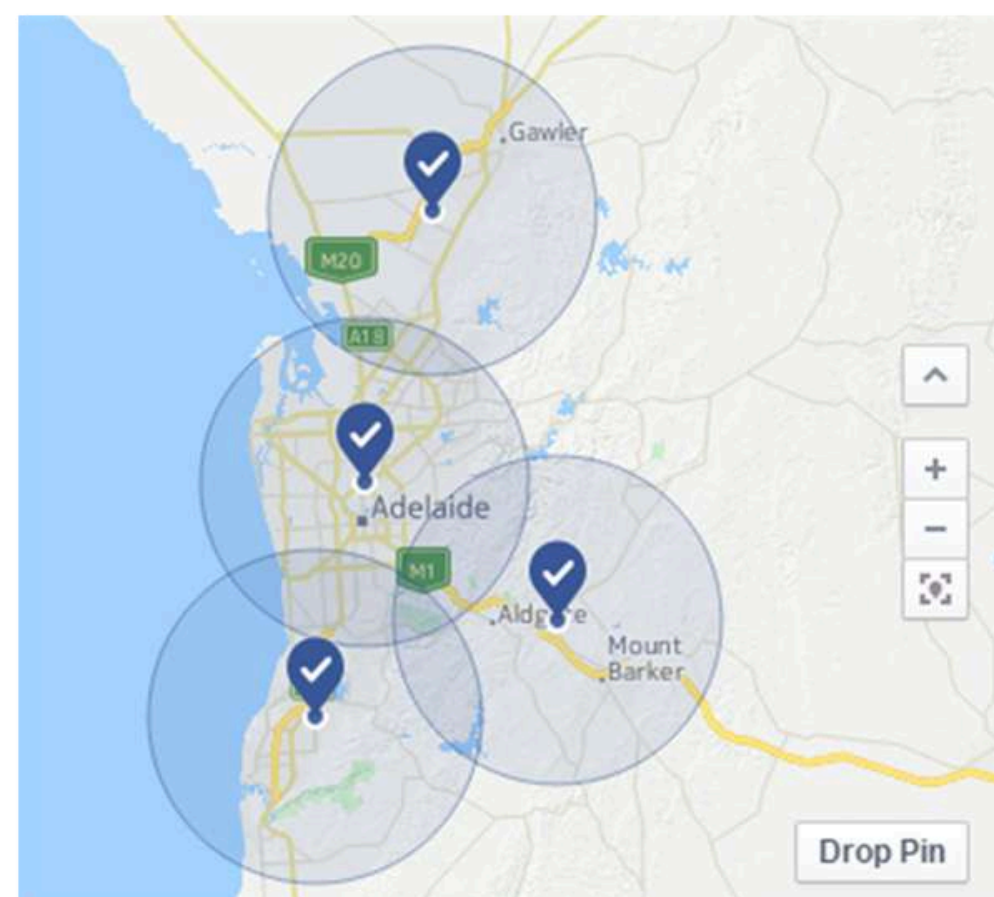
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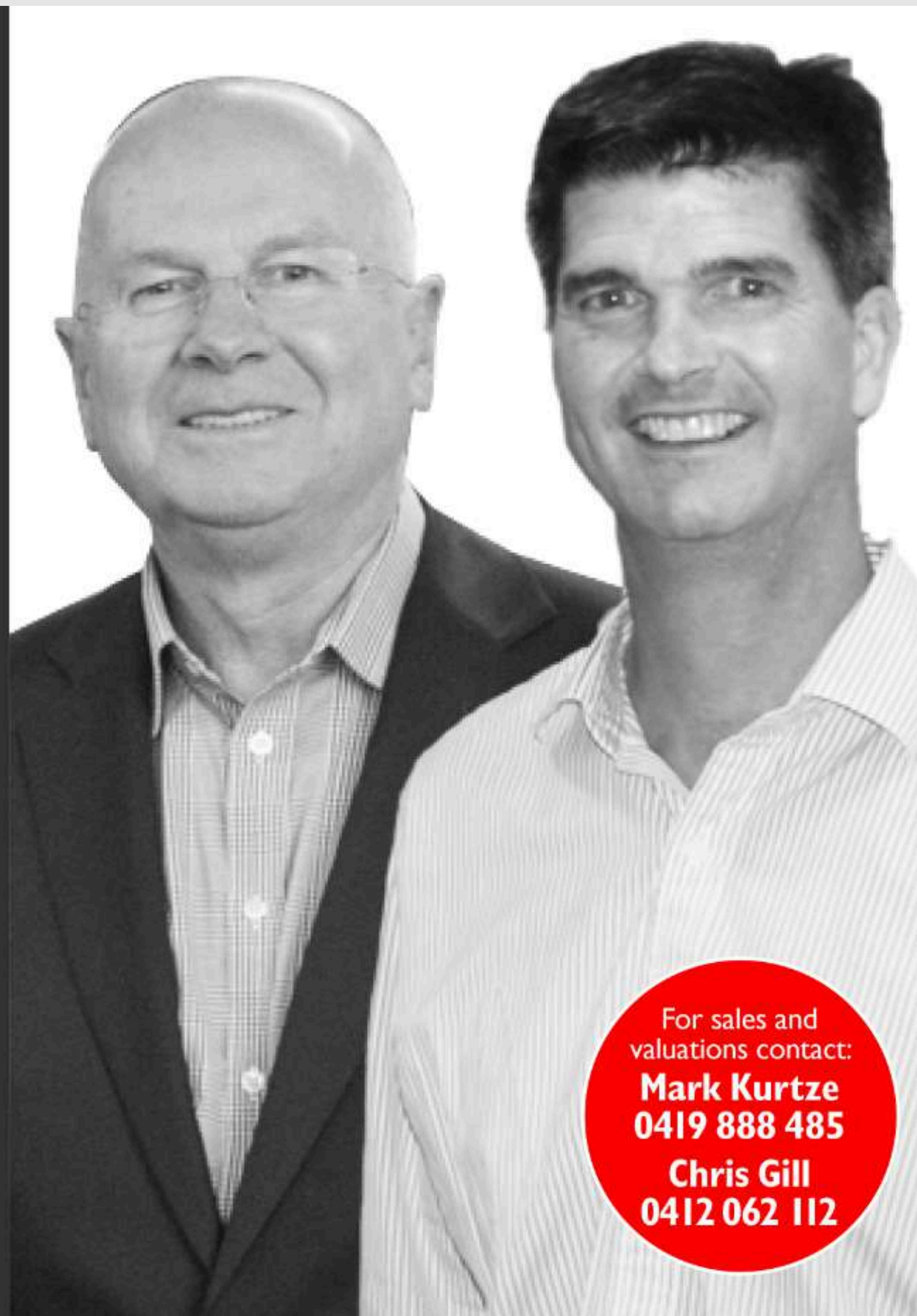
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