

FEBRUARY 2026

# THE SOCIETY



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





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The Society of  
Auctioneers and  
Appraisers (SA) Inc  
THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS

MEET  
**SOCIETY BOARD**



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President



**Troy Tyndall**  
Vice President



**Attilio Cavuoto**  
Board Member



**Paul Kilby**  
Board Member



**Enrique Bisbal**  
Board Member

# REPORT FROM THE BOARD



**Title:** Livestock Market Update – Late January 2026

**Contributors:** Paul Kilby, Board Member

The eastern and southern processing grids remain firm, with lamb prices holding solid despite significant disruption caused by the current extreme heatwave.

Lamb prices (HSCW 22–34kg) are generally ranging between \$9.70–\$10.30/kg, depending on breed and location. Crossbred lambs continue to attract the strongest returns, with Dorper and Merino lambs sitting slightly behind. Lighter lambs (20–22kg) remain well supported, although discounts apply outside preferred weight ranges.

Mutton markets are also holding steady. Heavy mutton is trading around \$6.50–\$7.20/kg, while light mutton is averaging \$6.70–\$7.50/kg, depending on weight and breed.



Due to the severity of the heatwave, the SA Livestock Exchange at Dublin was forced to cancel this week's market, the first such cancellation in recent memory. Many processors have also pushed back hook lamb and mutton bookings, prioritising animal welfare and transport considerations under extreme conditions.

Despite this, the store sheep market remains strong. Pregnancy-tested-in-lamb ewes are beginning to come onto the market and are expected selling with strong interest as farmers are looking to start rebuilding numbers. Breeding ewes are currently trading in the \$200–\$300 range, depending on age, liveweight, wool length, and quality.

After three consecutive tough, dry seasons in SA, breeder numbers remain tight across much of the state. This ongoing shortage is underpinning confidence in the market and provides a strong price outlook for breeding stock and lamb production heading into 2026.



# WHY BECOME A MEMBER?



Membership of an exclusive **body of Professionals with a vision to be vibrant, relevant and fun**

A Vision to **embrace the latest technology to enhance Members profile and expertise** through networking and training

**Formal personal recognition** of your expertise within the fields of Auction Marketer, Auctioneer or Appraiser

## Able to use the Society Logo

Practising, Master, Fellow and Life Members **able to use initials MSAA signifying credentials and credibility**

**Bridging between Brands** with the goal of striving to raise professional standards of Members

**Targeted direct promotion of Members** to Professionals and Government 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**

High profile **GOLDEN GAVEL** Competition and Awards

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

**Networking and Communication opportunities** with other high profile Members and Sponsors

**Vibrant interactive website incorporating:**  
(a) Members Search with personal photo  
(b) Link to Members email, web and social media  
(c) Upcoming Auctions for Real Estate, General & Livestock  
(d) Monthly Results  
(e) Members Services and Products

**Promotion of Members** through latest technology utilising Social Networking with links to Facebook, LinkedIn and Instagram  
Latest technology eBook featuring Society Events, News and Updates

**High Profile Nationally Accredited Training with Head Trainer, Brett Roenfeldt FSAA (Life)** providing specialist training in Auctioneering, Marketing, Motivation, Success Strategies, Personal Profiling, Presentation Skills and Mentoring.

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

**Exclusive products and free Auction day material and listing collateral available online to Members.**

**We are at the forefront** of Legislative change and representation to Government.

**Iconic brand Sponsors** with benefits exclusive to Members Access to high achievers through our highly regarded "Breakfast of Champions" Series Associate Membership for students or persons who have under two years practical experience.

**Affiliate Membership** for like-minded professionals.

**Partnership with BusinessSA** for business advice, OHS, trainees and workplace relations  
(Society Members can join with 50% discount).



Never Miss an Auction with Society Auctioneers!



# SOCIETY'S UPCOMING AUCTIONS APP

- Gauge the Market
- Search with Ease
- Instant Update

Download the App Today.



# GOLDEN GAVEL LIVE 2026



## Senior Real Estate, General & Livestock:

- You will be judged in the field by doing a live real Auction by live streaming and uploading your Auctions to the Society's Golden Gavel Live event on the Society's [Facebook page](#).
- You will need to nominate to enter and pay the appropriate nomination fees prior to performing or no later than 28th February 2026.
- Auctions to be judged must be performed between 1st May 2025 and 30th April 2026.
- Candidates for Senior Real Estate, General and Livestock will submit a live Facebook feed from a smartphone which is streamed live onto the Society's Facebook event - One camera only, no editing - we suggest you film in landscape on a tripod as this gets a better video quality for viewing and judges.
- You can upload as many auctions as you like provided they meet the terms and conditions of the competition and they are also visible on the Society's 'Upcoming Auctions' app. The last auction uploaded will be the one judged unless prior to the closing date, you advise us which Auction you would like judged.

When choosing which Auction to be judged, don't be impressed by the sale price, submit your best performance as it will be your Auction that will be judged - not how far above reserve.



## General & Livestock

- General & Livestock Auctioneers are to submit the opening terms & conditions and at least 10 minutes of selling from any part of the auction but each segment must be continuous and unedited.
- Your Auction must appear on the Society Upcoming Auction App.

## Rising Stars

- Rising Stars will perform at a designated location and will be judged on-site.
- The Rising Stars will perform by auctioning a property from a brochure and details supplied.
- To be eligible, you must have performed no more than 25 Real Estate Auctions in the field prior to the 28th of February 2026 and you have not won this award previously.
- Rising Star Heats will be held on Wednesday 13th May 2026, and nominations for Rising Star must be in by 28th February 2026.
- The subject property will be provided to you prior to the event to allow for preparation.

## Real Estate

### Highest Price Sales at Auction

- Country Auctioneer
- Residential Auctioneer
- Commercial and Industrial Auctioneer

## General

General Auctioneers Highest Price Sales at Auction.

[REGISTER NOW](#)



# UPCOMING EVENTS

WED & THU  
04/2 & 12/2

**2-Day Auctioneers Workshop**  
with Brett Roenfeldt

WED & THU  
17/2 & 18/2

**Society Board Country Road Show**  
with Society Board

THU  
19/03

**Legislation and Best Practice Update**  
with Chris Gill



# 2 – DAY AUCTIONEERS LICENSE WORKSHOP

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

 DAY 1

**WEDNESDAY**  
04 FEB, 2026  
08:30AM – 5PM

 DAY 2

**THURSDAY**  
12 FEB, 2026  
08:30AM – 5PM



**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**

[\*\*View Full Details\*\*](#)

# SOCIETY BOARD COUNTRY ROAD SHOW

📍 Barossa

📍 Clare

📍 Port Lincoln

Tuesday 17<sup>th</sup> February

Barossa 8:00 am



**Four Season of Nosh (Upstairs)**  
32A Murray Street, TANUNDA SA 5232

Clare 11:00 am



**Sevenhill Hotel**  
Main North Road, SEVENHILL SA 5453

Tuesday 18<sup>th</sup> February

Port Lincoln 8am



**Port Lincoln Hotel**  
1 Lincoln Hwy, PORT LINCOLN SA 5606

## Discussion Topics:

- Legislation
- Pricing
- Sales Agency Agreements to 120 Days
- Caveat for unpaid authorised expenses
- Land Tax Aggregation
- Entry Level wage for Adult Trainees
- Stamp Duty Relief for Seniors Downsizing
- High Profile Golden Gavel for Real Estate, General & Livestock
- Auction Marketers
- Metropolitan & Regional Awards

[View Full Details](#)



# LEGISLATION AND BEST PRACTICE UPDATE

WITH CHRIS GILL

**Q&A Session!**

## Contract, Sales Agency and Form 1



**THURSDAY**

19 March, 2025  
8:30am for 9am -  
12:00pm



**Arkaba Hotel**

150 Glen Osmond  
Rd, Fullarton SA 5063

- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the new Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Price Guides

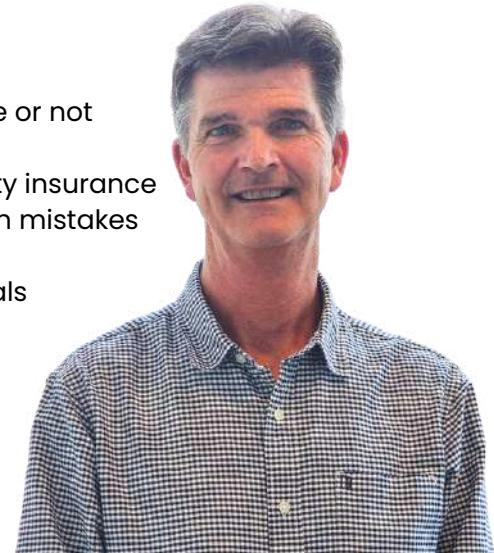
**FOR AGENTS, SALES, CONSULTANTS &  
SUPPORT STAFF - ALL NEED TO ATTEND!  
ALL EXPLAINED!**

- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Clarify exactly what needs to be provided to Vendors
- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

### Issues facing Agents

- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals

[\*\*View Full Details\*\*](#)



# SOCIETY AUCTIONEERS

Meet the Auctioneers Listing on the Society's Upcoming Auctions App



Troy Tyndall



John Morris



Brett Roenfeldt



Bronte Manuel



Michael Fenn



Geoff Schell



Jonathon Moore



John Raptis



Vincent Doran



Hamish Mill



James Wardle



Glenn McMillan



Marc du Plessis



Mark Griffin



Peter Economou



James Pedlar

# SOCIETY AUCTIONEERS

Meet the Auctioneers Listing on the Society's Upcoming Auctions App



Enrique Bisbal



Paul Kilby



Paul Arnold



Jarrod Tagni



Michael Cavuoto



Simon Tanner



Matt Smith



Anthony DeMarco



Vincent Wang



Andy Edwards



Sharon Gray



John Young



AJ Colman



Brett Pilgrim

# SOCIETY'S AUCTIONS

Properties sold at the Society's auctions, shared by our members, highlighting a variety of residential, commercial, and distinctive lots.



**SHEIDOW PARK**  
**6 Stonework Circuit**  
SOLD for \$955,000

**Agent:** Scott Murphy Real Estate  
**Auctioneer:** Brett Roenfeldt



**NORTH HAVEN**  
**39 Aurelia Drive**  
SOLD for \$937,000

**Agent:** Crawford Doran  
**Auctioneer:** Vincent Doran



**PARAFIELD GARDENS**  
**5B Diana Avenue**  
SOLD for \$920,000

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



**SEATON**  
**16 Rositano Avenue**  
SOLD for \$1,481,00

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



**MODBURY HEIGHTS**  
**3 Quail Place**  
SOLD for \$907,000

**Agent:** LJ Hooker Property Specialists  
**Auctioneer:** Michael Fenn



**KILKENNY**  
**26 Hassell Street**  
SOLD for \$1,276,000

**Agent:** Pilgrim Real Estate  
**Auctioneer:** Brett Pilgrim



**NORWOOD**  
**9/120 Osmond Terrace**  
SOLD for \$873,000

**Agent:** Toop + Toop  
**Auctioneer:** Bronte Manuel



**NORTH ADELAIDE**  
**164 O'Connell St**  
SOLD for \$4,100,000

**Agent:** Commercial SA  
**Auctioneer:** Jonathon Moore



**BLAIR ATHOL**  
**13 Florence Ave**  
SOLD for \$1,510,500

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



**SEMAPHORE**  
**41 South Terrace**  
SOLD for \$1,650,000

**Agent:** Grange on Jetty  
**Auctioneer:** Brett Roenfeldt

# AUCTION RESULTS

JANUARY 2026

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ALLENBY GARDENS	52 Coombe Road	Thursday, 22/01/2026	Crawford Doran	Vincent Doran	P.N.D
BIRKENHEAD	25 Levi St	Wednesday, 21/01/2026	Ray White Semaphore	John Morris	\$800,000
BLAIR ATHOL	43 Lily St	Wednesday, 28/01/2026	Ray White Prospect	John Morris	\$1,402,000
BLAIR ATHOL	13 Florence Ave	Thursday, 22/01/2026	Ray White Prospect	John Morris	\$1,510,500
BLAKEVIEW	8 Blue Lake Dr	Saturday, 17/01/2026	Ray White Salisbury	John Morris	\$966,000
BROADVIEW	4 Craddock St	Saturday, 31/01/2026	Ray White Prospect	John Morris	\$1,718,000
COLONEL LIGHT GARDENS	13 Prince George Parade	Wednesday, 28/01/2026	Vogue Real Estate	Brett Roenfeldt	Sold Prior
CROYDON	23 Elizabeth St	Thursday, 29/01/2026	Ray White Prospect	John Morris	\$2,410,000
CUMBERLAND PARK	41a Winston Avenue	Saturday, 24/01/2026	A One Real Estate	Jarrod Tagni	\$521,000
DAVOREN PARK	12 Redcliff St	Saturday, 31/01/2026	Ray White Para Hills	John Morris	\$690,000
ELIZABETH EAST	10A Grayling St	Tuesday, 20/01/2026	Ray White Salisbury	John Morris	\$805,000
ELIZABETH EAST	10B Grayling St	Tuesday, 20/01/2026	Ray White Salisbury	John Morris	\$820,000
FULHAM	22a Farncombe Rd	Saturday, 31/01/2026	Ray White Henley Beach	Jonathon Moore	\$1,235,000
GREENACRES	28 Rellum Rd	Saturday, 31/01/2026	Ray White Para Hills	John Morris	\$1,778,000
GREENWITH	11 Samuel Ct	Tuesday, 20/01/2026	Ray White Prospect	John Morris	\$900,000
HECTORVILLE	42 Mayfield Ave	Wednesday, 21/01/2026	Boffo Real Estate	Paul Arnold	\$2,050,000
Highbury	13 Duncan Avenue	Saturday, 31/01/2026	All Adelaide City Edge	Brett Roenfeldt	\$1,100,000
HOLDEN HILL	9 Gwinganna Cres	Tuesday, 27/01/2026	Ray White Para Hills	John Morris	\$929,000
KLEMZIG	47 Fourth Ave	Saturday, 31/01/2026	Ray White Prospect	John Morris	\$1,681,500
KLEMZIG	9 Joyce Ave	Saturday, 31/01/2026	Ray White Prospect	John Morris	\$1,236,000
LARGS NORTH	27 Wandilla St	Wednesday, 21/01/2026	Ray White Semaphore	John Morris	\$1,200,000

# AUCTION RESULTS

JANUARY 2026

Suburb	Address	Date	Agent	Auctioneer	Sold Price
LARGS NORTH	10 Riverina St	Wednesday, 21/01/2026	Ray White Semaphore	John Morris	Sold Prior
LEABROOK	45 Rochester St	Saturday, 31/01/2026	Noakes Nickolas	John Morris	\$1,895,000
LIGHTSVIEW	3 Mills Ave	Saturday, 24/01/2026	Noakes Nickolas	John Morris	\$881,000
LIGHTSVIEW	32 Parna La	Saturday, 24/01/2026	Noakes Nickolas	John Morris	\$802,500
MAWSON LAKES	39 Bimini Crescent	Saturday, 31/01/2026	LJ Hooker Property Specialists	Michael Fenn	P.N.D
MITCHELL PARK	27A Raggatt Cres	Friday, 23/01/2026	Noakes Nickolas	John Morris	\$978,000
MODBURY	5 Capulet Crescent	Saturday, 31/01/2026	LJ Hooker Property Specialists	Michael Fenn	P.N.D
MODBURY HEIGHTS	93 Maxlay Road	Saturday, 31/01/2026	LJ Hooker Property Specialists	Michael Fenn	P.N.D
MODBURY HEIGHTS	3 Quail Place	Saturday, 31/01/2026	LJ Hooker Property Specialists	Michael Fenn	P.N.D
OAKDEN	3/66-70 Sir Ross Smith Blvd	Thursday, 22/01/2026	Ray White Prospect	John Morris	\$735,000
PARA HILLS	1 Dennis Crescent	Saturday, 31/01/2026	LJ Hooker Property Specialists	Michael Fenn	P.N.D
PARAFIELD GARDENS	5B Diana Ave	Saturday, 24/01/2026	Ray White Prospect	John Morris	\$920,000
PARALOWIE	2 Heritage Dr	Saturday, 31/01/2026	Ray White Para Hills	John Morris	\$941,000
PARALOWIE	12 Winston Ave	Thursday, 15/01/2026	Ray White Salisbury	John Morris	\$801,000
PARALOWIE	64 Walpole Rd	Wednesday, 14/01/2026	Ray White Semaphore	John Morris	\$990,000
POORAKA	18 Carlyle Cres	Thursday, 29/01/2026	Ray White Para Hills	John Morris	\$800,000
REDWOOD PARK	38 McEwin Avenue	Saturday, 31/01/2026	All Adelaide City Edge	Brett Roenfeldt	\$785,000
ROSEWATER	8 Mabel St	Wednesday, 21/01/2026	Ray White Semaphore	John Morris	\$897,500
ROYSTON PARK	29 Battams Rd	Saturday, 31/01/2026	Ray White Prospect	John Morris	\$1,460,000
SALISBURY	8/30 Evan Ave	Monday, 19/01/2026	Ray White Prospect	John Morris	Sold Prior
SALISBURY EAST	2 Lincoln Ave	Saturday, 17/01/2026	Ray White Salisbury	John Morris	\$811,000

## AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY NORTH	7B Mannara Dr	Friday, 30/01/2026	Ray White Salisbury	John Morris	\$615,000
SALISBURY NORTH	15 Mobbs Ct	Saturday, 17/01/2026	Ray White Salisbury	John Morris	\$751,000
SEMAPHORE	41 South Terrace	Saturday, 31/01/2026	Grange On Jetty	Brett Roenfeldt	\$1,650,000
SEMAPHORE PARK	7 Granville St	Friday, 30/01/2026	Ray White Port Adelaide	John Morris	Sold Prior
SHEIDOW PARK	6 Stonework Circuit	Thursday, 29/01/2026	Scott Murphy Real Estate	Brett Roenfeldt	\$955,000
SMITHFIELD	20 Graeber Rd	Saturday, 17/01/2026	Ray White Salisbury	John Morris	\$541,500
SMITHFIELD	18 Arcadia Dr	Saturday, 17/01/2026	Ray White Salisbury	John Morris	\$670,000
VALE PARK	1 Vale St	Friday, 30/01/2026	Ray White Kensington	John Morris	\$1,282,000
VALLEY VIEW	239 Wright Rd	Friday, 30/01/2026	Ray White Para Hills	John Morris	\$911,000
WATERLOO CORNER	77-81 St Kilda Rd	Saturday, 31/01/2026	Ray White Salisbury	John Morris	\$2,800,000
WILLASTON	4 Holmes St	Saturday, 24/01/2026	Stadium Real Estate	John Morris	\$881,000
WYNN VALE	24 Horama Cl	Friday, 23/01/2026	Ray White Prospect	John Morris	\$1,490,000

# 40 YEARS OF HISTORY



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



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## KEY SPONSORS:



## SUPPORTED BY:



## PARTNERS:





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#### Installation

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#### Project Management

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- Fast efficient service.

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*To partner with Read Brothers please contact Darren Read*



#### **Darren Read**

*Director*

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**w:** [www.readbros.com.au](http://www.readbros.com.au)

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PRINTING**



## Our experience is your advantage.

The Bowden Print Group has been helping South Australian businesses with their printing needs since 1935. We invest in the best staff and the latest technology to bring you the best quality printing.

We've never met a printing problem we can't solve at Bowden Print Group.

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## Why Choose Bowden Print Group

We have been helping South Australian businesses make an impact with quality printing solutions since 1935. We are proud of our rich history and to still be an independent South Australian printing business.

Experience matters. We're proud of our ability to remain at the forefront of the industry through innovation and vision. We invest in the latest technology, but it's our team that makes us the best. Quite simply, our team are experts in what they do. It is because of their diverse skills and knowledge that we are the specialists in all kinds of printing.

We value the community in which we work, live and play. That's why we accept our social and moral responsibility for our environmental impact and are committed to always being better. We go beyond the legislative requirements to reduce the environmental impact of our printing operations.



1800 818 233



[sales@bowdengroup.com.au](mailto:sales@bowdengroup.com.au)

# eight at the gate

**SOCIETY  
SPONSORS**



## Our Story

Two sisters from a farming family of five children, spent their weekends and school holidays rolling out dripper lines with Dad over the flats of Coonawarra before it was the rows and rows of vineyard we see today.

## Where are we?

We are in southern Wrattonbully, in South Australia, midway on the inland route between Melbourne and Adelaide, on elevated tablelands, somewhat off the beaten track where we can focus on the business of growing premium wine grapes without distraction.



**Our approach to our vineyard is much the same as raising our children; provide a sustainable, healthy, nurturing environment and don't interfere too much!**



# eight at the gate



## Exclusive Members Only Special Offer

All members of The Society of Auctioneers & Appraisers (SA) receive **30% off any wine purchase!** Select from our multi-award winning range, whether it's our best selling Single Vintage Chardonnay 2018 or gold winning 94pt Single Vintage Cabernet Shiraz 2016 - we have a wine to suit any occasion.

### THIS OFFER INCLUDES

- Available to any variety or vintage 6 bottle order minimum
- No capped orders Only while stock lasts
- Free shipping Australia wide

Simply enter the coupon code at the checkout when you order online.

COUPON CODE: **SOLD**

Winner of 8  
Wine Showcase  
Magazine Awards



Eight at the Gate

PMB 46 Wrattenbully Rd  
Wrattenbully SA 5271  
E hello@eightatthegate.com.au  
P 0447 805 262

[eightatthegate.com.au/society-offer](http://eightatthegate.com.au/society-offer)



eight  
at the gate



## Corporate Gift Packs for every occasion

Give the gift worth celebrating, our **twin bottle gift packs** are the perfect way to congratulate your customers. Our award winning wines, that are guaranteed to leave a good taste and a lasting impression. With plenty of mix & match options, we can provide to best match for every occasion.

### WHAT WE OFFER

- Award winning Australian wine
- Support a local family run business
- Special discounts apply pending total order  
*6, 12 or 24 bottles per month*
- Gift packaging included

### GET IN TOUCH

Send your enquiry to [jane@eightatthegate.com.au](mailto:jane@eightatthegate.com.au)  
or give us a call on 0447 805 262



Eight at the Gate  
PMB 46 Wrattonbully Rd  
Wrattonbully SA 5271  
E [hello@eightatthegate.com.au](mailto:hello@eightatthegate.com.au)  
P 0447 805 262

RRP \$50.00  
SOCIETY MEMBERS \$30.00  
Single Vineyard  
Gift Pack

2016 CABERNET SAUVIGNON  
SINGLE VINEYARD WINE



[eightatthegate.com.au/society-offer](http://eightatthegate.com.au/society-offer)



# Perspective Media

## **About Us**

Video is the most powerful marketing tool a business can have. Perspective Media specialise 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.



## **Why our team is the best**

Everyone at Perspective Media has a specialty, but our skill sets overlap beautifully. This means that you get a highly creative set of individuals, who work together perfectly as a team.

## **Our Equipment**

With state of the art Canon C100 cameras, professional sound equipment, teleprompter, camera cranes, steadi cam, motorised sliders, hexacopter and Canon 5D Mark III, 6D and 7D cameras at our disposal, you are guaranteed a most professional, dynamic product.

## **Aerial Video**

Together with SA-UAVs, we bring a new perspective to video, being able to capture video and photography from the sky.

**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](mailto:form1@form1.net.au)

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



**Chris Gill**

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.



# Academic Pavilion

Providing training across Australia in property services,  
legal studies, conveyancing, business and government.

## Real Estate Training in South Australia

### **Property & Real Estate**

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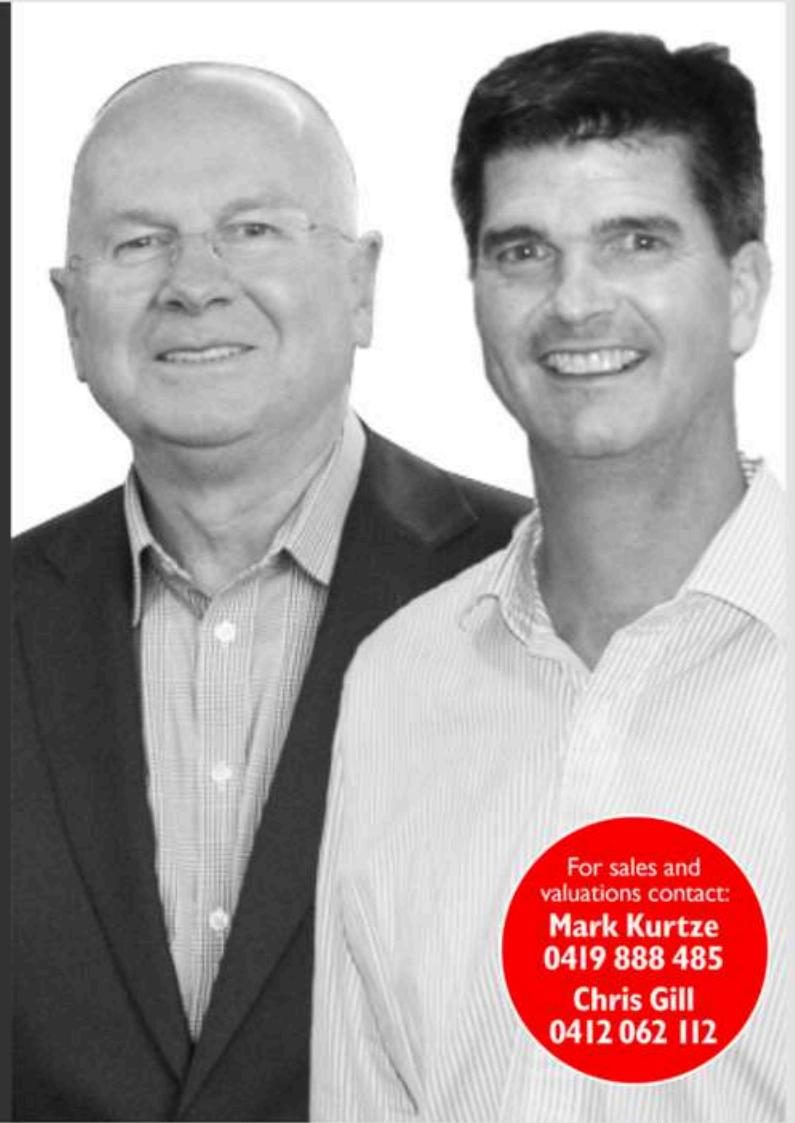
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# The 21 Advantages of using Auction as Your Preferred Marketing Process



## 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.

#### 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!*

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.

**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**