



THE SOCIETY

Representing:

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

- Real Estate
- General
- Livestock

OCTOBER 2024





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The Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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Press Release

The Society of Auctioneers & Appraisers (SA) Inc. is excited to announce the appointment of Trent Godfrey as its 31st President for 2024/25 with Trish Johnson as Vice President, and board members: John Young, John Raptis and Jacob Kinsman.

The Society of Auctioneers & Appraisers is well known for the Golden Gavel competition and for representing Auctioneers and Appraisers of Real Estate, General Goods and Livestock.

Trent will focus on promoting auction as the most effective and transparent method of sale where the transaction is conducted entirely in public forum, it's open, honest and genuine for both Vendors and Purchasers.



Trent Godfrey
*Corporate Auctioneer
Harcourts South Australia*

I am honoured to be appointed President of the Society, a professional organisation with a rich history of serving SA Auctioneers and Appraisers since 1981.

The Society will continue to develop and enhance the professional standards of Members to the Public through Training, Technology, Innovation and Representation.



THE BOARD



Trent Godfrey
President



Trish Johnson
Vice President

Board Members



John Raptis



Jacob Kinsman



John Young





GOLDEN GAVEL LAUNCH and MEET THE NEW BOARD



Cost \$27.50 each
for food

Oysters, Pork belly,
Chicken Wings,
Pizza, Tacos and
more!

Thursday 17th October 2024
5PM

Newly Renovated SPORTYS BAR
ARKABA HOTEL
150 Glen Osmond Road,
FULLARTON SA 5063



Training New Recruits

CREATED TO MEET HIGH INDUSTRY DEMAND

START SMART – REAL ESTATE SERVICES

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

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

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

- | | |
|---|--|
| <ul style="list-style-type: none">• Basic legals & documents• Contractual & fiduciary duties• Appraisal to Sale to Settlement timelines• Marketing, target markets, methods of sale, PMAP, VPA• Lead generation to conversion ratios• Client interaction and communications• Statutory Searches | <ul style="list-style-type: none">• Creating & Closing Business• Appraisal to Listing Conversion Ratios• CMA & Listing Presentation• Marketing Implementation• Contract to Settlement• Conveyancers & Beyond• Typical Weekly Sales Diary |
|---|--|

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

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

WHEN: Tuesday 29th October, 2024

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

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

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

Booking: By Friday, 4th October please



Trish Johnson

[Download Brochure](#)



Society GOLF CLASSIC

Sponsored by Chris Gill
†The Form 1 Company

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



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

November 1, 2024

TIMELINE

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

PRICING

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

Raffle

Playford Hotel Butler
Package
Lady Bay Golf &
Accommodation Package

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

Golf Cart Hire
No. of carts required: _____
Add \$50 per cart

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

Golf ball and
towel on arrival!

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

[Download Brochure](#)





[Download Brochure](#)

2 Day Auctioneers Licence Workshop *Adelaide*

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 21,000 Real Estate Auctions in South Australia

**THURSDAY 14th and 21st NOVEMBER
8AM for 8:30AM to 6:00PM**

VENUE: Arkaba Hotel

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)**



AGM 2024



The 42nd AGM of the Society was held on the Osmond Room at the Arkaba on Monday 23rd September 2024.

A quorum was reached of 25 members and the meeting commenced on time at 5:30PM.

The usual business of confirming the minutes of the 2023 AGM, Presidents and CEO’s reports were tabled, Treasures Financial Statements and Auditors Report was tabled and John Young and Trent Godfrey were both re-elected to the Board. All motions were moved, seconded and passed by the Members together with appointment of the Auditor for the next 12 months





Life Member



SHARON GRAY

M.S.A.A (LIFE)



Presentation of Life Membership to Sharon Gray

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

Sharon Gray MSAA (Master) was President of the Society from 2010 to 2012.

As President, Sharon introduced the Application Pack and Accountabilities for Board Members.

To ensure that those prepared to volunteer for the board did so on the understanding that it required a degree of dedication and work into putting back into our industry and delivering results for our members.

Sharon’s goal was to continue to make the Society more relevant, more vibrant and more fun.

Sharon hosted a Ladies lunch to recognize and celebrate the contribution women make to the real estate industry. The lunch saw 60 women attend where our guest speaker was BANK SA’s Jane Kittel and our special guest Isobel Redmond who was at the time leader of the Liberal party in South Australia.

Sharon was a mentor in the Schools Auction Idol competition and with David Cocks mentored Grace Nankiville from Pulteney Grammar School who won Schools Auction Idol in 2013.

Sharon is a Consultant Practicing Member with the Society and has been awarded Master Auctioneer status.

Over her long career Sharon has been an ambassador for the Society and Mentor and Advisor to members and still contributes to this day. Sharon is a delightful person and a brilliant Auctioneer.



- To make it official.
- Motion to the meeting that Sharon Gray be made as Life Member of the Society.
- Call for mover to adopt: Vincent Wang
- Call for Seconder: Brett Roenfeldt
- Call for Vote
- Carried



Presentation of Silver Membership (10 Years)

Ray Brincat

Ray proudly received silver membership for his 10 years of commitment to the Society, reflecting his dedication to the industry.

Ray is dedicated to mentoring franchise owners, sales representatives, and newcomers to the industry.

We celebrate Ray's achievements and look forward to his continued influence in the industry.



Presentation of Gold Membership (15 Years)



Marc du Plessis

We are proud to recognize Marc du Plessis with a Gold Membership for his 15 years of dedicated service and commitment to the Society.

Known for his commitment to supporting fellow members and engaging in industry initiatives, Marc's efforts have greatly enhanced our organization.

Pasquale Mastrangelo

We proudly recognize Pasquale for receiving a Gold Membership, honoring his 15 years of dedicated service to the Society.

With a focus on exceptional customer service, Pasquale brings strong skills in leasing and asset management.





Presentation of Platinum Membership (20 Years)

Jarrold Tagni

Jarrold received a Platinum Membership for 20 years of service to the society. He served as President of the Society of Auctioneers & Appraisers SA Inc. and achieved Gold Auctioneer status from 2010-2022, being recognized for conducting a high volume of successful auctions each year.

We are proud to have Jarrold as part of our community and look forward to his continued impact on the future of real estate in South Australia.



Presentation of Emerald Membership (40 Years)



Lin Andrews

We proudly honor Lin Andrews for 40 years of dedicated service to the Society.

Lin continues to inspire us with his passion and community involvement. We are grateful for his contributions and look forward to his continued impact in the Society.

Howard Kaesler

We are thrilled to honor Howard for his 40 years of unwavering commitment to the Society and the real estate industry.

His commitment to service and connection has made a lasting impact in the region. We are grateful for Howard’s contributions and celebrate his achievement in receiving an Emerald Membership from the Society.



Each recipient delivered an inspiring speech, sharing their experiences and reflections that underscored the importance of community, support, and collaboration in fostering growth and success. As we move forward, we aim to strengthen these contributions, ensuring that all members continue to thrive.



President’s Report

We commenced the Financial Year with Agents and Auctioneers Under the Pump where we answer difficult questions that Agents and Auctioneers are faced with and a 2-Day Auction Academy in Adelaide and a South East Regional Workshop In Goonawarra in August.

In September we held the Golden Gavel Launch and Breakfast of Champions with Stefan Siciliano in September. The iconic Society Golf Classic at Mt. Osmond in November won by Marz Harkotsikas, Ray White Mawson Lakes.

In 2024 we held another Under The Pump. These are well attended and cover a list of 49 scenarios Agents & Auctioneers can be faced with and we provide suggested answers to comply with legislation and best practice. The sessions are presented by Chris Gill, Brett Roenfeldt and Garry Topp.

April saw another 2 Day Licence Workshop with all delegates from country South Australia.

In May, another outstanding Golden Gavel Live with Rising Star Heats; Senior judging and the Awards Lunch all held at the HWY with Bronte Manuel noticing up his third win in 2024 after winning previously in 2014 and 2013, James Wardle won the General and Ben Krieg exceeded as Golden Gavel Rising Star for 2024.

Real Estate Finalists were John Morris and Hamish Mill and Rising Star Finalists Angus Barnden and Paul Kilby. Top Auctioneer went to John Morris, Real Estate Group Auction Marketer to Ray White.

We also recognised the Top 15 Real Estate Auctioneers and the Top 10 Principal and Sales Consultants that sold the most properties by Auction and recognised the winners, John Morris, Peter Kiritsis, and Tom Crawford and the Peter du Plessis Golden Pen Award to **Marc du Plessis as well as highest price single lot for the sale of a complete set of Penfolds Grange for \$460,000, a new world record.**

We had enjoyed a vibrant year so far!

In May 2024, Eckermanns advised the Society that they would not renew their agreement with us.

The Society’s Forms were developed with significant input of Society Members for the exclusive use of its Members.

The Society co-wrote the Forms originally with Lawsoft (Mark Kurtze and Chris Gill) and the Society has actively participated with modifications, updates, and enhancements over the years.

The Forms have always been for exclusive use of Society Members.



For 30 years Lawsoft and the Society had an agreement that reinforced the close working relationship that they enjoyed.

In 2021 Lawsoft sold reafoms to Eckermanns Lawyers who initially renewed our longstanding agreement.

This agreement expired on 30th June 2023 and the Society was keen to renew however Eckermanns put forward some outlandish additional requirements such as they required the Society to become a Registered Training Organization (This would cost \$100,000’s and it is not part of our charter). We already had an existing arrangement with Academic Pavilion RTO. Whilst the agreement had expired it continued to run on.

In June 2024, Eckermanns advised the Society that they would no longer give exclusivity to the Society and they would rebadge the forms with their logo and not ours. They formally terminated our longstanding agreement to take effect on 30th June 2024.

The Society of Auctioneers and Appraisers is well known both nationally and internationally. The Society logo on the Forms was an endorsement of professionalism, integrity and we vetted the content of the Forms.

As the Society now has no input into the content of the Forms, it is inappropriate that our logo should appear on the Forms anyway.

We understand that Great Forms content has been substantially changed so it would be prudent of users of the Forms to get advice as to the actual content of what is in the Forms and more importantly what may have been omitted.

The Society is currently investigating other options looking to the future.

I would like to thank and acknowledge the 2024 Board

Vice President - Trish Johnson

Board Members:

- John Young
- Trent Godfrey
- John Raptis
- Jacob Kinsman

And Board Advisors:

- Gary Johanson (Parliamentary Issues)
- Chris Gill (Compliance and Finance)
- Ray Brincat (Structure and Training)
- Marc du Plessis (Livestock and General)
- Geoff Watts (Country - South East)
- Geoff Schell (Country - Mid North Riverland)
- Sharon Gray (Trustee Schools Auction Idol)
- Brett Wheatland (Property Management)
- John Morris (School Auction Idol)



Golden Gavel Trustee

- Oren Klemich and assisted by Matt Smith

We are still talking to REISA about Schools Auction Idol however the future of the Society is uncertain thanks to the actions of Eckermanns.

My thanks to the Members. The Society is unique where we strive for excellence and help each other in irrespective of what banner we trade under.

This is particularly evident in the Chris Gill legislation and Brett Wheatland Property Management Training where we consistently get positive and encouraging critiques after each session, saying out Training is led by the best in South Australia.

Not to mention the camaraderie with the Golden Gavel, Society Golf Classic, Our ever popular drinks and networking Events and where high achievers open up their secrets at our Breakfast of Champions.

I will stand down from the Board today.

I can be on call as a Past President if my advice is required on matters of importance moving forward.

Thank you for your support.



Anthony DeMarco M.S.A.A
*Former President
Society of Auctioneers & Appraisers (SA) Inc.*



CEO Report



The Society of Auctioneers, Appraisers, Agents and Managers represents the specialist interests of Auctioneers, Appraisers, Agents and Managers in the fields of Real Estate, General & Livestock.

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

In 2024 we are in our 43rd year!

Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society provides a high standard of service to members with Nationally Accredited Training, Social Events, Golden Gavel Competition, Legal Updates, and Advice on Contract issues, Complaint resolution and representation and provides a suite of marketing collateral for Agents and Auctioneers.

Members can call the CEO at any time and if I don't have the answer, I have a network of experts to call on.

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, we have a live receptionist that puts you through to a live person.

Nothing beats personal contact.



The Year 2023/2024:

Our Auctioneers under the Pump Workshop has proved popular where we answer all the difficult questions Agents and Auctioneers could get at an Auction campaign. We acknowledge Brett Roenfeldt and Chris Gill who convene these workshops for us.

The questions grow as we became aware of things that happen – we now have over 50 questions and have developed best practice suggested answers. Every issue tabled actually happened.

I’d like to acknowledge Chris Gill as **Society Trainer** who has worked in the industry for 25 years, co-wrote the Society’s Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and form 1 preparation.



Chris Gill trains on Legislation, Contract and Agency, Compliance, Pricing and Form 1 conducted in Adelaide, South East, Riverland, Port Lincoln and Clare. Members love Chris’s practical approach to Training and the new Q&A Format where questions are handled as the issue arises not at the end of the session where the relevance has dissipated.

Chris’s further commitment up to the Society is evident where he sponsors the Society Golf Classic to the tune of up to \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society. Last year at Mt Osmond we had 14 teams.

Ray White Mawson Lakes Marz Harkotsikas team won.

Chris Gill will sponsor the Golf Classic again this year and Cowden Insurance and Read Brothers Signs have collaborated to support the hole in one prize to \$10,000. The Golf Classic will be held on 1st November at the Mount Osmond Golf Club.

For last 2 years Brett Wheatland has trained on Property Management and recently presided over workshops on the new Property Management Legislation and regulations with sessions in Adelaide and Coonawarra. Brett received glowing critiques from Members.

Vice President Trish Johnson recently appointed as CEO to Century 21 has introduced a new initiative to our training. Certificate 4 and Diploma are invariably trained now only online. We had been getting feedback from Members about lack of knowledge and ability from new recruits that had been licensed but had little knowledge of real estate practice.



Entitled “Training new recruits to ensure compliance” is a new face to face one day professional development interactive workshop covering legals, documentation, appraisals, marketing, client interaction - everything they need to know.

Agents now say they spend 1/2 of their lives as trainers encroaching on their time as Agents.

Trish Johnson is an RTO Accredited Trainer and a valuable asset to the Society.

Brett Roenfeldt conducts our 2 Day Real Estate Auction Workshop and Auctioneers under the pump workshop. We acknowledge and thank Brett Roenfeldt for his imparting his immense knowledge of Auctions to especialty our younger members wanting to make a career as an Auctioneer.

We also acknowledge Brett for the time and inspiration he puts into the Golden Gavel each year.

We held 4 two day Real Estate Auction License workshops this financial year. These are held in conjuction with Academic Pavilion Registered Training Organisation.

Brett is a Licensed R.T.O. Trainer.

To the Sponsors.

We acknowledge Key Sponsors, Bowden Group, Read Brothers Signs, Direct Connect, and also supporters, The Form 1 Company, du Plessis Auction Gallery, providing prize money to the General Competition and Cowden Insurance Brokers for their continued support. On Board this year as sponsors include Perspective Media, Eight at the Gate Winery, Estate & Downsizing Services, and Academic Pavilion.

Office Administration:

Previously Olivia Lee left us to live in Brisbane with an engagement ring on her finger. Yana is now learning to take over from her.

Membership Last year we had 378 Members at the end of June. This year the number was 360.

There is no doubt that Eckermanns terminating a 30 plus year agreement with the Society in May 2024 and supplying Real Estate Forms to Agents without being a Member of a Professional Body will impact our Membership - it already has.

Many Members will renew their membership of the Society at the end of the year who perceive benefit in our Training, Social Events, one on one interaction with the CEO, Board and Staff. However some Members who joined Society only to get access to Forms will not renew.

Our 20 page booklet guide for Agents on ‘How To’ list and run a successful Real Estate Auction Campaign.
It is a guide for Private Treaty Agents who do the odd Auction - do it the Private Treaty way and it doesn’t work!



So this is a comprehensive guide from listing, to open inspections, to auction with scripts, dialogues, checklists, marketing tips, it covers every aspect of Auction from beginning to end. It has been very well received and has been used in Agents Sales Meetings and for Training. We have recently added sections on Commercial and Industrial and Rural.

21 Advantages of Auction has stood the test of time and is still as relevant as ever.

For General Auctioneers, they can now upload pictures in the Upcoming auction on the web – our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

I’d like to thank Anthony DeMarco for his contribution to the Society.
My thanks also for the opportunity of working with the 2023/2024 Board.

Vice President:
Trish Johnson

Board Members:

John Raptis
Trent Godfrey
Jacob Kinsman
John Young

The Society is enjoying a wave of young practitioners joining with the attraction of the ‘The Society’ Golden Gavel Rising Star. And many of these young practitioners are attending the Breakfasts & Training and Social Events.

More country members are joining with 12 doing our 2 Day Licence Workshop so far this year.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands-on passionate and personal approach.

The goodwill, generosity and spirit are active & well!!

I look forward to a new Board for 2024/2025 and getting back to basics of representing Auctioneers, Appraisers, Agents and Managers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.



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



Members Memories and Highlights

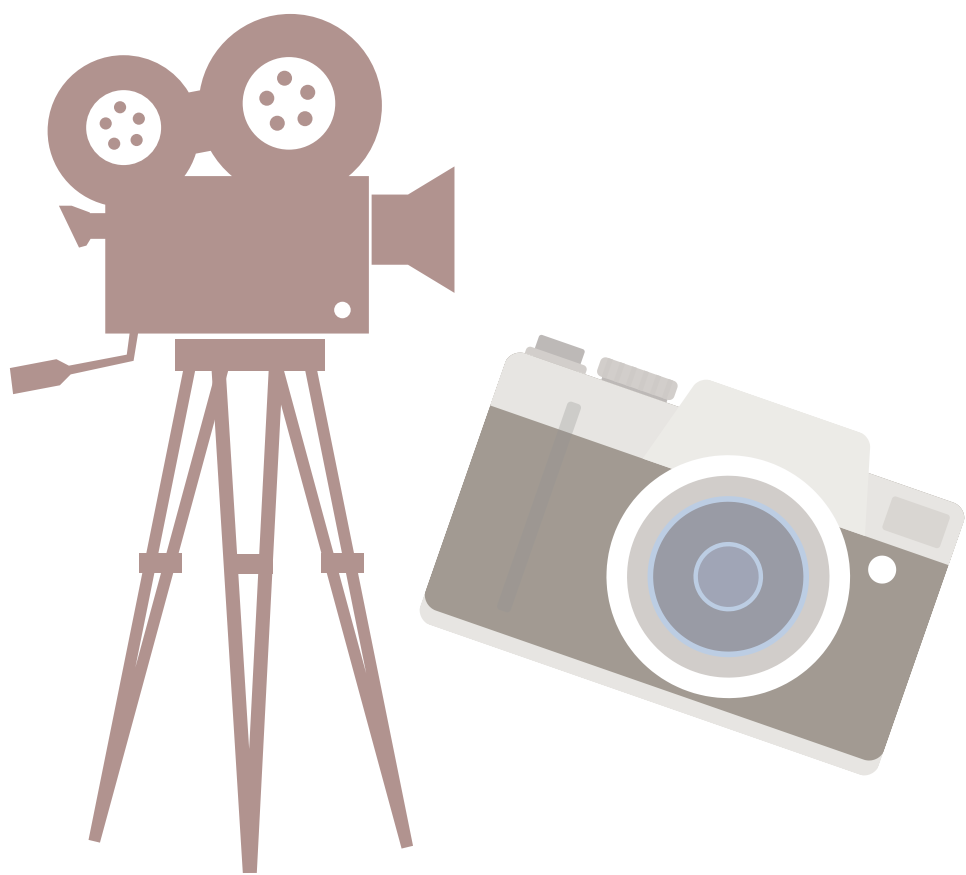


Following the 2024 AGM which was well attended by a vast cross section of Members and after the meeting and at the bar afterwards it was suggested that we ask members to relate

- **Your Membership with the Society**
- **Memories from events**
- **Funny situations**
- **Highlights of various aspects of your membership.**

Please send in any stories that may be of intent to long standing or new members to admin@auctioneers.com.au or give us a call on 8372 7830.

Best wishes,



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



Auction do we or don't we?

www.auctioneers.com.au

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 at that time in an open, transparent and public forum.

Real Estate **Auctions** have become one of the most popular methods of buying and selling property in Australia with substantial benefits to both Vendors & Purchasers.

Auction puts the negotiations into the public forum and a time limit on negotiations.

Property Sold by Public **Auction** is the most transparent method of sale ever!

As the transaction is conducted entirely in the public forum, it's open, honest and genuine for both Vendors and Purchasers.

Committed Vendors auction their properties and Buyers know it!

Let's deal with the cash buyers first.....

Basically, **Auction** allows you to deal with cash buyers over a 2-3 week period then if the property doesn't sell at **Auction**, you can commence a Private Treaty Sale with an asking price and deal with conditional buyers.

If a property has been for sale by Private Treaty and has not sold, converting to **Auction** can re-ignite previous leads as it creates urgency – especially if no price is quoted in the campaign.





What are the Advantages to me as a Vendor?

- Control, as Vendor you set the terms and conditions.
- You get a cash unconditional contract.
- 10% deposit on the fall of the hammer.
- No cooling off period applies.
- Allows 3 opportunities to sell – before, at Auction or immediately after – and reduces the overall selling time in the market.
- Creates a sense of urgency, which motivates purchasers to action. Puts a timeline on negotiations.
- Allows all potential buyers to compete amongst themselves to offer the vendor the best price.
- Can be used as part of a total marketing package where auction is the component that gets the buyers to act.
- Forces buyers to make decisions to a deadline of the auction date and brings negotiations to a head.
- The Auctioneer's skills, enthusiasm and techniques can maximise the price.
- Vendors control their reserve price and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30-45 days.
- 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.
- 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.
- Your home is only open at times that suit you with a predetermined schedule of opens.
- The level of market interest will help you gauge your reserve price.
- The competitive Auction environment offers the greatest chance for a premium price.
- On the fall of the hammer the Vendor becomes a cash buyer (subject to settlement of their property 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.





Basically, the Agent conducts a series of open inspections, database marketing, media promotion and on auction day all interested parties register to bid and buyers compete to be the purchaser.

Society of Auctioneers and Appraisers (SA) Inc. Members can also promote auctions on the “**Upcoming Auctions App**” which can be downloaded from the App Store. Members of the public can search for upcoming auctions by Suburb, Agent, Date or Auctioneer so please ensure your auctioneer is a member of ‘The Society’ so they can utilize this powerful marketing tool.

Some say that **Auction** is stressful and they are right – but the stress only lasts for 10-15 minutes while the auction is in progress where in some other methods of sale the stress can last for weeks with not knowing what the outcome will be.

From a buyer’s perspective also, the transaction pans out right in front of their eyes, they can see their competition and react accordingly.

These days buyers can get pre-approval for finance which gives them the same opportunities as a cash buyer at an **Auction**.

In no other method of sale, a potential buyer can be privy to other offers and by bidding at **Auction** you get to see those other offers and then participate in the bidding to hopefully purchase and you don’t get that dreaded phone call “Sorry you missed out the property has been sold”

For more information see Auctioneers.com.au and when selling by Auction make sure your Auctioneer is a practicing member of The Society of Auctioneers and Appraisers (SA) Inc.



Garry Topp F.S.A.A (Life)
CEO
Society of Auctioneers and Appraisers (SA) Inc.



SOCIETY'S AUCTIONS



BURTON
24 Coolen Crescent
SOLD for \$679,777

Agent: Professionals Robins 888
Auctioneer: Vincent Wang

MOUNT BARKER
1/29 Mount Barker Rd
SOLD for \$5,300,000

Agent: Commercial SA
Auctioneer: Jonathon Moore



FELIXSTOW
27 Langman grove
SOLD for \$966,000

Agent: Jump Property
Auctioneer: Brett Roenfeldt

PARADISE
46B Darley Road
SOLD for \$790,000

Agent: Ray White Mawson Lakes
Auctioneer: John Morris



SOCIETY'S AUCTIONS



MORPHETVILLE
28 Cobham Avenue
SOLD for \$1,580,000

Agent: Ray White Glenelg
Auctioneer: Rod Smitheram



PARA HILLS
18B Todd Road
SOLD for \$662,000

Agent: LJ Hooker Adelaide Metro
Auctioneer: Troy Tyndall



HAPPY VALLEY
11 Romney Road
SOLD for \$810,000

Agent: Harcourts Morphett Vale
Auctioneer: Trent Godfrey



ATHELSTONE
11 Conlon Rise
SOLD for \$1,410,000

Agent: Real Estate Partners SA
Auctioneer: Paul Arnold



SOCIETY'S AUCTIONS

SOLD!



ROSEWATER
790 Torrens Road
P.N.D.

Agent: Ray White Port Adelaide &
Largs Bay
Auctioneer: James Pedlar



EDWARDSTOWN
1/4 Norma Avenue
SOLD for \$731,000

Agent: Smallacombe Real Estate
Auctioneer: John Raptis



HAPPY VALLEY
3A Pauls Drive
SOLD for \$720,000

Agent: First National Burton Groves
Auctioneer: Jarrod Tagni



GLENELG SOUTH
3/24 Pier Street
SOLD for \$890,000

Agent: Ray White Glenelg Brighton
Auctioneer: Peter Economou



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HENLEY BEACH	1/628 Grange Rd	Sunday, 01/09/2024	Ray White Henley Beach	Jonathon Moore	\$867,000
LOCKLEYS	5 Wentworth St	Sunday, 01/09/2024	Ray White Henley Beach	Jonathon Moore	\$1,280,000
BROADVIEW	2/11 Myponga Terrace	Sunday, 01/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$613,500
SALISBURY	9 Kenneth St	Sunday, 01/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$735,000
INGLE FARM	2 Sabre Ave.	Sunday, 01/09/2024	Ray White Norwood	John Morris	\$742,000
MODBURY HEIGHTS	78 Murrel Rd.	Sunday, 01/09/2024	Ray White Prospect	John Morris	\$700,000
PARADISE	46B Darley Rd.	Sunday, 01/09/2024	Ray White Mawson Lakes	John Morris	\$790,000
GREENACRES	41A Wingate Street	Monday, 02/09/2024	Ray White Para Hills	John Morris	Sold Prior
BEVERLEY	13 Olveston Avenue	Thursday, 05/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
MOUNT BARKER	1/29 Mount Barker Rd	Thursday, 05/09/2024	Commercial SA	Jonathon Moore	\$5,300,000
LIGHTSVIEW	13 Kingston Parade	Friday, 06/09/2024	Ray White Norwood	John Morris	\$1,410,000
PENNINGTON	57 Addison Road	Friday, 06/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
CHRISTIES BEACH	75 Beach Road	Friday, 06/09/2024	LJ Hooker Commercial Adelaide	Troy Tyndall	P.N.D.
GLENUNGA	2 Bevington Rd	Friday, 06/09/2024	Commercial SA	Jonathon Moore	\$2,150,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY PARK	1930 Main North Rd	Friday, 06/09/2024	Commercial SA	Jonathon Moore	\$1,160,000
BRAHMA LODGE	51 Caruso Crescent	Friday, 06/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$697,500
NORWOOD	Unit 12/94-96 Fullarton Road	Friday, 06/09/2024	LJ Hooker Commercial Adelaide	Troy Tyndall	P.N.D.
SALISBURY	Unit 4/30-32 Evan Avenue	Saturday, 07/09/2024	Ray White Salisbury	John Morris	\$387,000
MODBURY NORTH	7 Mersey Crt	Saturday, 07/09/2024	Smith Partners	Jonathon Moore	\$775,000
WEST BEACH	5 Denbrow St	Saturday, 07/09/2024	Ray White Henley Beach	Jonathon Moore	\$1,460,000
NORTH ADELAIDE	14 Ralston St	Saturday, 07/09/2024	Ray White Woodville	Jonathon Moore	\$1,180,000
PARALOWIE	4 Manuella Crt	Saturday, 07/09/2024	Ray White Woodville	Jonathon Moore	\$725,000
PARALOWIE	22 Alvaro St	Saturday, 07/09/2024	Ray White Salisbury	John Morris	\$885,000
VALLEY VIEW	6 Florence Ave	Saturday, 07/09/2024	Ray White Salisbury	John Morris	\$767,000
EDWARDSTOWN	1/4 Norma Avenue	Saturday, 07/09/2024	Smallacombe Real Estate	John Raptis	\$731,000
SALISBURY NORTH	12 Elaroo Avenue	Saturday, 07/09/2024	First National Salisbury	Trent Godfrey	Sold Prior
ROSEWATER	790 Torrens Road	Saturday, 07/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
ENFIELD	20 Need Street	Saturday, 07/09/2024	Professionals Robins 888	Vincent Wang	\$640,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
BURTON	24 Coolen Crescent	Saturday, 07/09/2024	Professionals Robins 888	Vincent Wang	\$679,777
SEACOMBE GARDENS	12 Grand View Drive	Saturday, 07/09/2024	Ray White Glenelg	Rod Smitheram	\$730,000
GLENALTA	1 Gannet Avenue	Saturday, 07/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$960,000
NORWOOD	4 Edmund Street	Saturday, 07/09/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,200,000
FELIXSTOW	3 Marshall Street	Saturday, 07/09/2024	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
SEATON	43 Pudney Street	Saturday, 07/09/2024	Ray White Norwood	John Morris	\$905,000
INGLE FARM	11 Narambi Ave	Saturday, 07/09/2024	ray White Salisbury	John Morris	\$712,000
SALISBURY	Unit 8/30-32 Evan Avenue	Saturday, 07/09/2024	Ray White Salisbury	John Morris	\$395,000
UNLEY	37/53 King William Road	Saturday, 07/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$521,000
WARRADALE	3 Fifth Avenue	Saturday, 07/09/2024	Ray White Glenelg	Rod Smitheram	\$1,540,000
LOCKLEYS	21 Cross Street	Saturday, 07/09/2024	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,155,000
MITCHELL PARK	1 Hurley Ct	Saturday, 07/09/2024	Noakes Nicholas	John Morris	Sold Prior
MIDDLETON	104 Morrison Avenue	Saturday, 07/09/2024	Elders Smith - Victor Harbor	Brett Roenfeldt	\$570,000
SALISBURY EAST	14 Pearl Street	Saturday, 07/09/2024	Ray White Salisbury	John Morris	\$738,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
GREENACRES	121 Redward Ave	Saturday, 07/09/2024	Ray White Prospect	John Morris	\$1,371,000
SEMAPHORE PARK	4/192 Bower Rd	Sunday, 08/09/2024	Ray White Grange	John Morris	\$560,000
DAVOREN PARK	16 McLelland St	Sunday, 08/09/2024	EXP Realty	John Morris	\$555,000
ELIZABETH NORTH	25 Charford Street	Sunday, 08/09/2024	Ray White Angle Vale	John Morris	\$431,000
REDWOOD PARK	87 McEwin Ave	Sunday, 08/09/2024	Ray White St Peters	John Morris	\$878,000
NEWTON	26A Farmer St	Sunday, 08/09/2024	Ray White Prospect	John Morris	\$970,000
RENOWN PARK	12A Tait Street	Tuesday, 10/09/2024	Ray White North Adelaide	John Morris	\$920,000
CUMBERLAND PARK	81 Caulfield Ave	Wednesday, 11/09/2024	Ray White Semaphore	John Morris	\$1,025,000
VALLEY VIEW	3A Pauls Drive	Thursday, 12/09/2024	First National Burton Groves	Jarrold Tagni	\$720,000
FREWVILLE	247 Glen Osmond Rd	Thursday, 12/09/2024	Commercial SA	Jonathon Moore	\$1,760,000
KLEMZIG	42 Vine Tce	Thursday, 12/09/2024	Ray White Woodville	Jonathon Moore	\$1,201,000
HAPPY VALLEY	11 Romney Road	Friday, 13/09/2024	Harcourts Morphett Vale	Trent Godfrey	\$810,000
KLEMZIG	42 Leighton Ave	Friday, 13/09/2024	Ray White Prospect	John Morris	\$798,000
LARGS BAY	66 Biturro Street	Friday, 13/09/2024	LJ Hooker Kensington Unley	Peter Economou	P.N.D.



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
MAYLANDS	20B Clifton St	Friday, 13/09/2024	Ray White Kensington	John Morris	\$710,000
ELIZABETH	4/29 Phillip Highway	Friday, 13/09/2024	Commercial SA	Jonathon Moore	\$550,000
PARALOWIE	41 Dignam Drive	Saturday, 14/09/2024	Ray White Norwood	John Morris	Sold Prior
PARA HILLS	26 Graham Street	Saturday, 14/09/2024	Ray White Para Hills	John Morris	\$741,000
BURTON	6/109 Bolivar Rd	Saturday, 14/09/2024	Ray White Para Hills	John Morris	\$525,000
FLINDERS PARK	16 Mountbatten Tce	Saturday, 14/09/2024	Ray White Woodville	Jonathon Moore	\$1,225,000
FLINDERS PARK	40 Flinders Parade	Saturday, 14/09/2024	Ray White Woodville	Jonathon Moore	\$1,260,000
LOCKLEYS	1 Fern Ave	Saturday, 14/09/2024	Ray White Henley Beach	Jonathon Moore	\$1,180,000
DEVON PARK	54 Belford Ave	Saturday, 14/09/2024	DB Philpott Real Estate	Jonathon Moore	\$1,060,000
LOCKLEYS	3 Duncan St	Saturday, 14/09/2024	Ray White Woodville	Jonathon Moore	\$1,230,000
PARAFIELD GARDENS	12 Airdrie Avenue	Saturday, 14/09/2024	Ray White Para Hills	John Morris	\$850,000
ST MORRIS	1/32 Williams Ave St	Saturday, 14/09/2024	Ray White Prospect	John Morris	\$790,000
FELIXSTOW	3 Redden Ave	Saturday, 14/09/2024	Ray White Adelaide City	John Morris	\$1,055,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
FLAGSTAFF HILL	55 Bellaview Road	Saturday, 14/09/2024	Century 21 Western Coastal	Brett Roenfeldt	\$1,090,000
ROSTREVOR	17 Bruce Ave	Saturday, 14/09/2024	Ray White Norwood	John Morris	\$967,000
GLENSIDE	10b Holton Street	Saturday, 14/09/2024	Williams Real Estate	Hamish Mill	P.N.D.
MORPHETTVILLE	28 Cobham Avenue	Saturday, 14/09/2024	Ray White Glenelg	Rod Smitheram	\$1,580,000
NETLEY	2 Beltrame Court	Saturday, 14/09/2024	Ray White Glenelg	Rod Smitheram	Sold Prior
PARA HILLS	18B Todd Road	Saturday, 14/09/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$662,000
LOCKLEYS	5/418 Henley Beach Road	Saturday, 14/09/2024	Smallacombe Real Estate	John Raptis	Sold Prior
HIGHBURY	3 Nalga Court	Sunday, 15/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$1,180,000
ARGS NORTH	40 Swansea Street	Monday, 16/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
BURTON	8 Alan Cres	Monday, 16/09/2024	Ray White Salisbury	John Morris	\$654,500
GILLES PLAINS	7C Carona Avenue	Tuesday, 17/09/2024	Ray White North Adelaide	John Morris	Sold Prior
GREENACRES	6b Princes Road	Wednesday, 18/09/2024	Real Estate Partners SA	Paul Arnold	\$865,000
WOODVILLE PARK	53 Harvey St East	Thursday, 19/09/2024	Ray White Woodville	Jonathon Moore	\$1,250,000
NORTH PLYMPTON	14E Galway Avenue	Thursday, 19/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$670,500



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HAPPY VALLEY	89 Fraser Avenue	Thursday, 19/09/2024	Ray White Glenelg	Rod Smitheram	\$850,000
GOLDEN GROVE	1/12 Cuneo Place	Thursday, 19/09/2024	Ray White Salisbury	John Morris	\$620,000
ROYAL PARK	27 Palm Avenue	Thursday, 19/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
GLENELG SOUTH	1/52 Hastings Street	Thursday, 19/09/2024	Ray White Glenelg	Rod Smitheram	Sold Prior
KENSINGTON	5/14-16 Maesbury St	Friday, 20/09/2024	Ray White Kensington	John Morris	\$630,000
GLENELG EAST	28A Sixth Ave	Friday, 20/09/2024	Ray White Kensington	John Morris	\$805,000
NORWOOD	7 William Street	Friday, 20/09/2024	Negotiators Real Estate	Brett Roenfeldt	\$1,730,000
WARRADALE	22 Launceston Avenue	Saturday, 21/09/2024	Chris Jenman	Rod Smitheram	\$890,000
MARION	10 Nicholas Road	Saturday, 21/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$988,000
GILLES PLAINS	8 Manberry Road	Saturday, 21/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$766,000
WEST CROYDON	66 Aroona Rd	Saturday, 21/09/2024	Ray White Woodville	Jonathon Moore	\$1,005,000
FINDON	4a Cooida St	Saturday, 21/09/2024	Ray White Woodville	Jonathon Moore	\$975,000
GLENELG NORTH	7 Anderson St	Saturday, 21/09/2024	Ray White Woodville	Jonathon Moore	\$2,100,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARAFIELD GARDENS	56 Lovelock Road	Saturday, 21/09/2024	Ray White Salisbury	John Morris	\$687,000
PARA HILLS WEST	38 Goodfield Road	Saturday, 21/09/2024	Tim Morris Real Estate	John Morris	Sold Prior
WARRADALE	4 Jeffery Avenue	Saturday, 21/09/2024	Ray White Woodcroft	Jarrood Tagni	Sold Prior
PROSPECT	65 Livingstone Avenue	Saturday, 21/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$830,000
KILBURN	68 Gladstone Ave	Saturday, 21/09/2024	Ray White Adelaide City	John Morris	\$1,460,000
COLLINSWOOD	24 Cassie St	Saturday, 21/09/2024	Ray White Prospect	John Morris	\$1,730,000
GREENACRES	14 Esther Binks Ave	Saturday, 21/09/2024	Ray White Prospect	John Morris	\$900,000
LIGHTSVIEW	20 Hasting Lane	Saturday, 21/09/2024	Ray White Norwood	John Morris	\$752,000
INGLE FARM	21 Yutara Ave	Saturday, 21/09/2024	Ray White Norwood	John Morris	\$775,000
MANNINGHAM	6 Arthur Ave	Saturday, 21/09/2024	Professionals Robins 888	Vincent Wang	\$1,400,000
ASHFORD	20C Alexander Ave	Saturday, 21/09/2024	Professionals Robins 888	Vincent Wang	\$899,000
MODBURY HEIGHTS	283 Kelly Road	Saturday, 21/09/2024	Eclipse Real Estate	Brett Roenfeldt	\$1,226,500
ATHELSTONE	13 Clement Road	Saturday, 21/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$1,400,000
ATHELSTONE	11 Conlon Rise	Saturday, 21/09/2024	Real Estate Partners SA	Paul Arnold	\$1,410,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
NOVAR GARDENS	21 Bartlett Drive	Saturday, 21/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,600,000
LIGHTSVIEW	49 Rapid Avenue	Saturday, 21/09/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,125,000
POORAKA	3 Yuin Court	Saturday, 21/09/2024	First National Burton Groves	Jarrood Tagni	\$760,000
PLYMPTON PARK	11 Byron Avenue	Saturday, 21/09/2024	Jump Property	Brett Roenfeldt	\$1,171,000
O SULLIVAN BEACH	24 Tingira Drive	Saturday, 21/09/2024	Simon Paterson Real Estate	Brett Roenfeldt	\$960,000
NGLE FARM	60A Wright Rd	Sunday, 22/09/2024	Ray White Hillcrest	John Morris	\$713,000
BLAKEVIEW	4 Amberdale Rd	Sunday, 22/09/2024	Ray White Prospect	John Morris	\$695,000
PROSPECT	1/6 Harrington Street	Monday, 23/09/2024	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D.
GAWLER SOUTH	8 Third Street	Sunday, 22/09/2024	Barker Real Estate	Brett Roenfeldt	\$630,000
BURTON	13 Gallina Grove	Sunday, 22/09/2024	Ray White Para Hills	John Morris	\$1,195,000
CHELTENHAM	21 First Ave	Wednesday, 25/09/2024	Ray White Woodville	Jonathon Moore	\$1,180,000
GLENELG SOUTH	3/24 Pier Street	Wednesday, 25/09/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$890,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PROSPECT	102-102A Prospect Road	Thursday, 26/09/2024	McGees Property	Simon Lambert	\$2,350,000
KLEMZIG	10 Boronia St	Thursday, 26/09/2024	Ray White North Adelaide	John Morris	\$1,215,000
YATALA VALE	434-442 Yatala Vale Rd	Friday, 27/09/2024	Smith Partners Real Estate	John Morris	\$669,000
ENFIELD	13-18 Durand Tce	Thursday, 26/09/2024	Commercial SA	Jonathon Moore	\$1,805,000
HAMPSTEAD GARDENS	321 North East Road	Friday, 27/09/2024	McGees Property	Simon Lambert	\$1,280,000
PARADISE	3/64 Reservoir Road	Friday, 27/09/2024	Ray White Norwood	John Morris	\$1,300,000
GULFVIEW HEIGHTS	3 Cawston Court	Friday, 27/09/2024	Ray White Para Hills	John Morris	\$1,000,000
MAGILL	20 Ormond Ave	Friday, 27/09/2024	Ray White Kensington	John Morris	\$1,500,000
ELIZABETH GROVE	113 Sampson Rd	Saturday, 28/09/2024	Ray White Salisbury	John Morris	\$526,000
ELIZABETH GROVE	111 Sampson Rd,	Saturday, 28/09/2024	Ray White Salisbury	John Morris	\$517,500
MARION	14 Avalon Rd	Saturday, 28/09/2024	Ray White Marion	John Morris	\$1,061,000
MUNNO PARA	21 Ramnet Circuit	Saturday, 28/09/2024	Professionals Robins 888	Vincent Wang	\$649,500
PARAFIELD GARDENS	56 Shepherdson Road	Saturday, 28/09/2024	First National Salisbury	Trent Godfrey	\$645,000
MUNNO PARA	21 Ramnet Circuit	Saturday, 28/09/2024	Professionals Robins 888	Vincent Wang	\$649,500
TRANMERE	12A Samuel St	Saturday, 28/09/2024	Ray White Norwood	John Morris	\$1,400,000



SEPTEMBER

AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
WINDSOR GARDENS	117 Lyons Road	Saturday, 28/09/2024	Ray White Para Hills	John Morris	\$1,145,000
PARA HILLS	10A Loral St	Saturday, 28/09/2024	Ray White Para Hills	John Morris	\$840,000
MODBURY HEIGHTS	50 Hinkler Crescent	Saturday, 28/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$830,500
ELIZABETH VALE	20 Guerin Rd	Saturday, 28/09/2024	Ray White Salisbury	John Morris	\$532,000
ELIZABETH GROVE	113 Sampson Rd	Saturday, 28/09/2024	Ray White Salisbury	John Morris	\$526,000
ELIZABETH GROVE	111 Sampson Rd,	Saturday, 28/09/2024	Ray White Salisbury	John Morris	\$517,500
MARION	14 Avalon Rd	Saturday, 28/09/2024	Ray White Marion	John Morris	\$1,061,000
VALLEY VIEW	1 Auriel Way	Saturday, 28/09/2024	All Adelaide City Edge	Brett Roenfeldt	\$950,000
BLAKEVIEW	14 Liebrooke Blvd	Sunday, 29/09/2024	Ray White Para Hills	John Morris	\$812,000
DAVOREN PARK	44 Blight St	Sunday, 29/09/2024	Ray White Para Hills	John Morris	\$700,000
COROMANDEL VALLEY	4 Crowsnest Court	Sunday, 29/09/2024	Keeping It Realty	Brett Roenfeldt	\$950,000
ROSEWATER	20 James Street,	Sunday, 29/09/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$740,000
KLEMZIG	6 Maple Avenue	Sunday, 29/09/2024	Ray White Grange	John Morris	\$1,269,000
OLD REYNELLA	1 Highland Ave	Friday, 11/10/2024	Ray White Kensington	John Morris	Sold Prior
PORT NOARLUNGA SOUTH	170 Esplanade	Sunday, 06/10/2024	Elders Real Estate	Brett Roenfeldt	Sold Prior



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THEIR AUCTIONS ON THE SOCIETYS
UPCOMING AUCTIONS APP**



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Brett Roenfeldt



Bronte Manuel



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Simon Lambert



Peter Economou



Richard Thwaites



Brett Pilgrim



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



Anthony DeMarco



Vincent Doran



Angus Barnden



Trent Godfrey



George Kargiotis



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Sam Doman



James Wardle



Glenn McMillan



Vincent Wang



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



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Simon Tanner



Andy Edwards



James Pedlar



Scott Newton



Matt Smith



Paul Arnold



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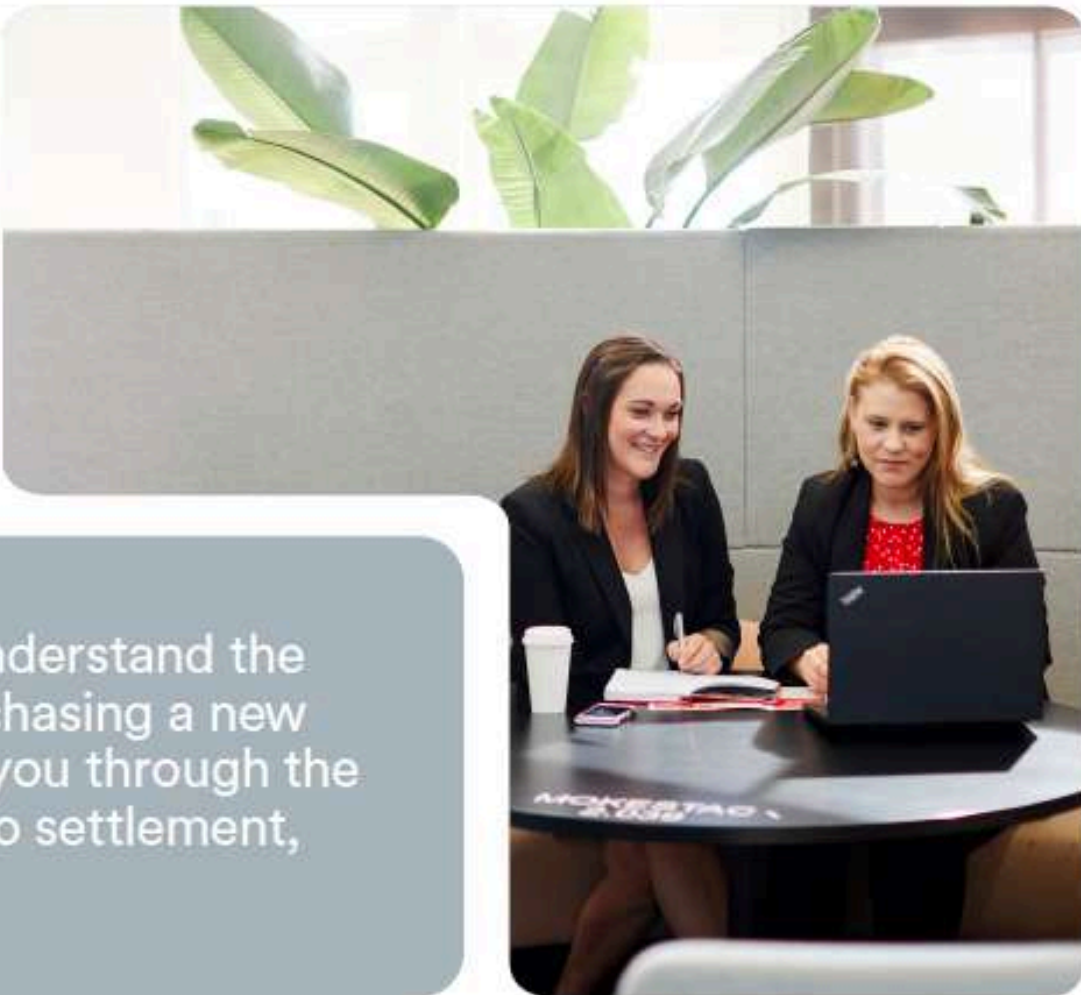
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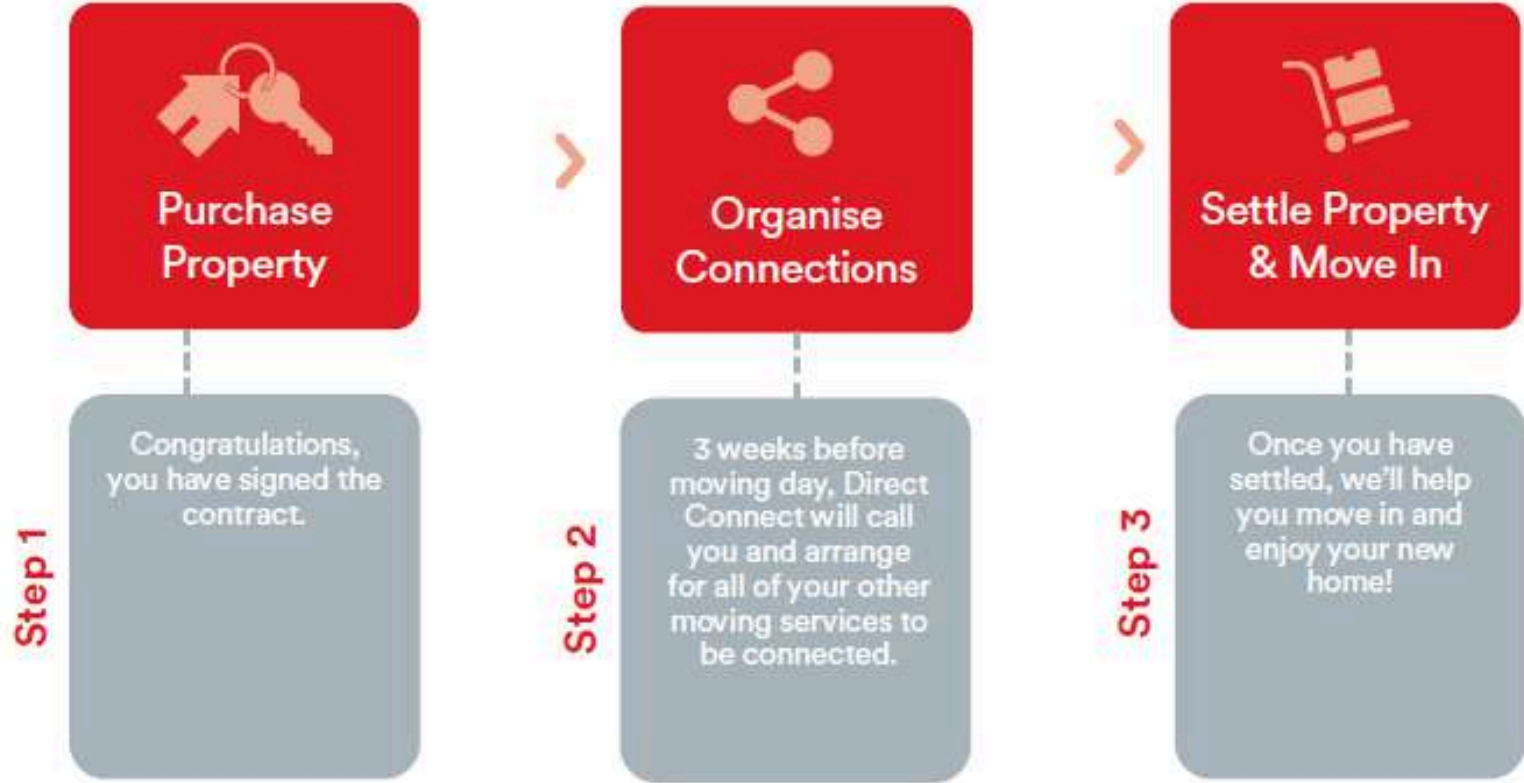
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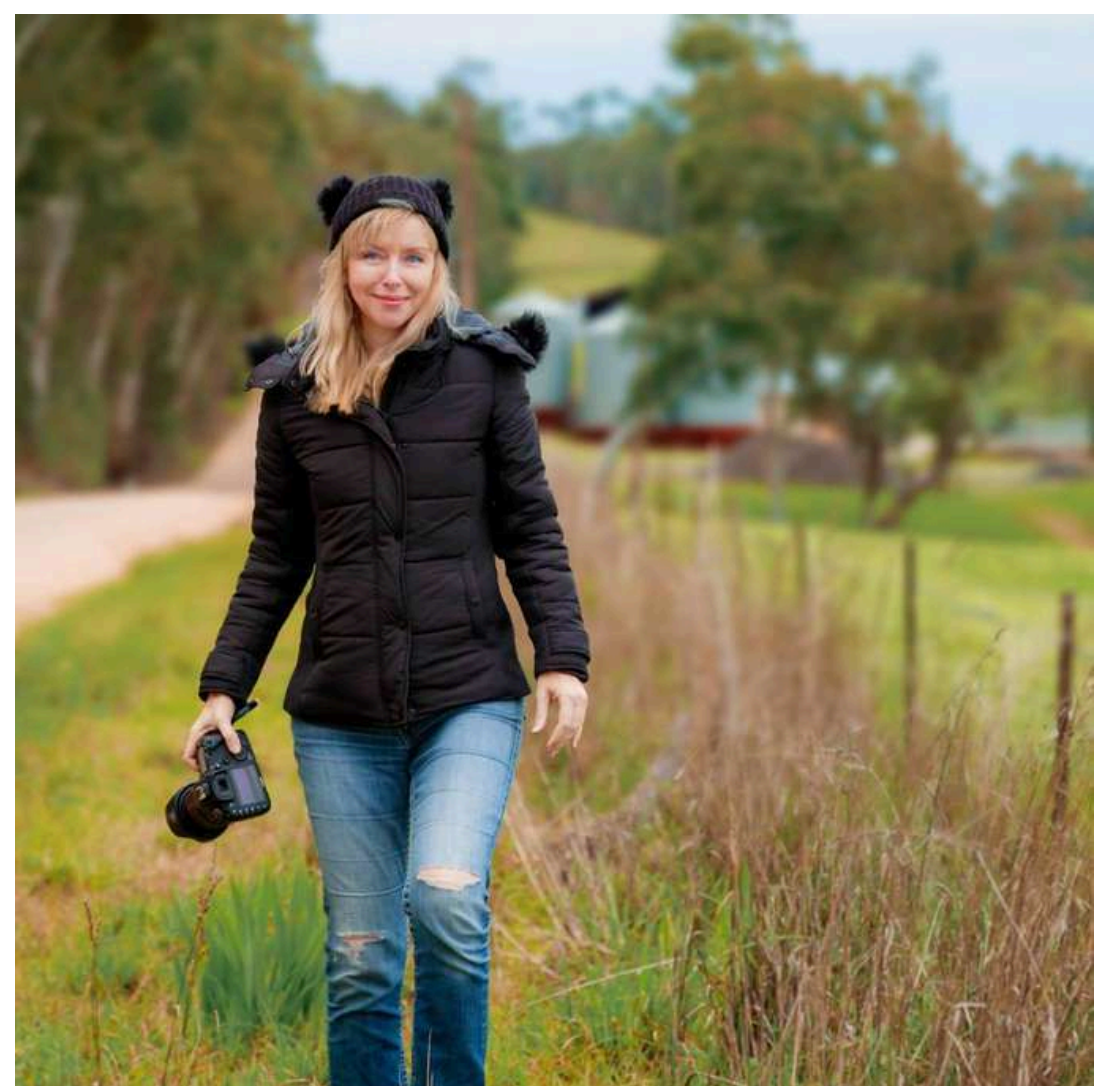
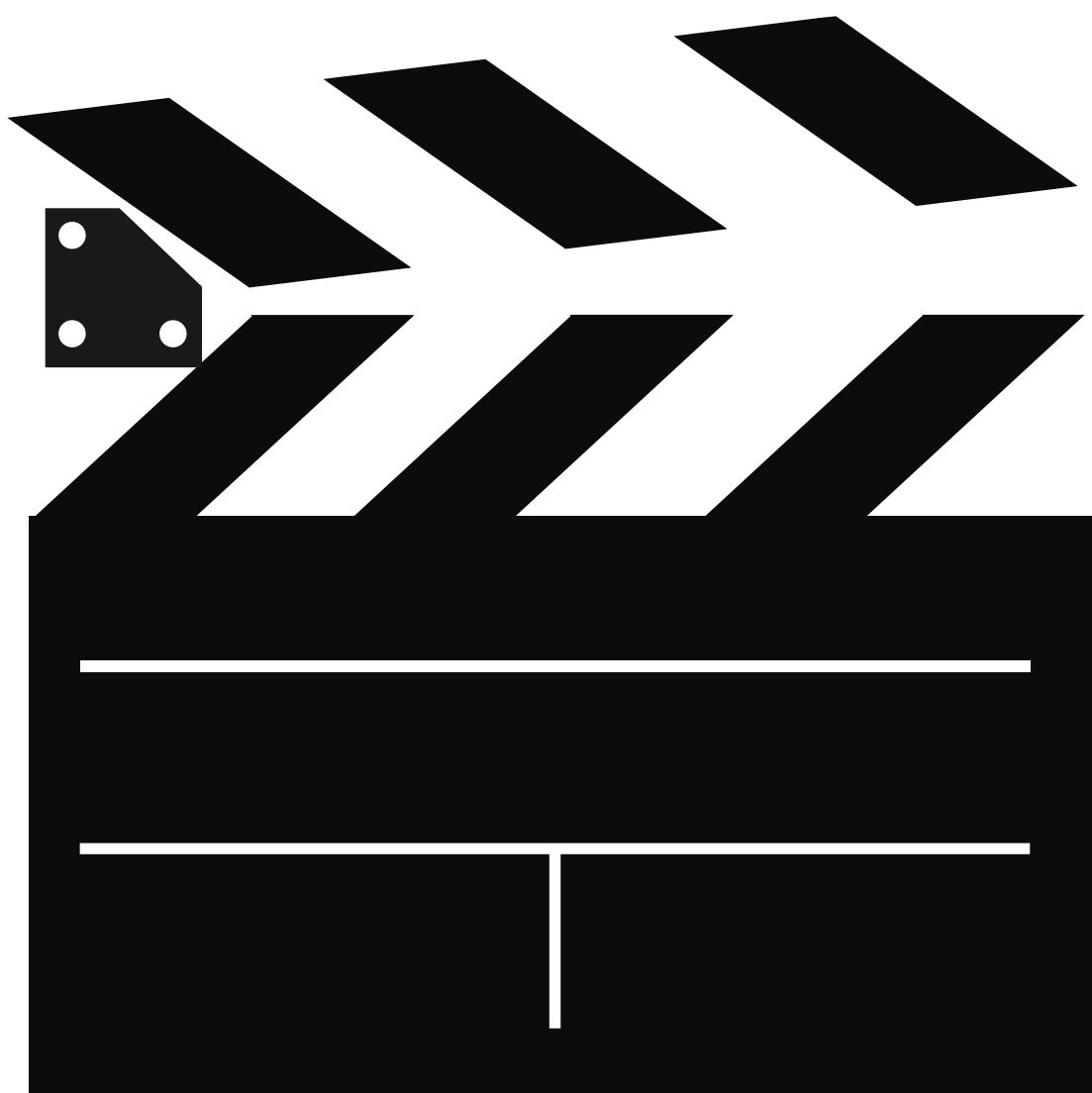
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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

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Auctions



Training

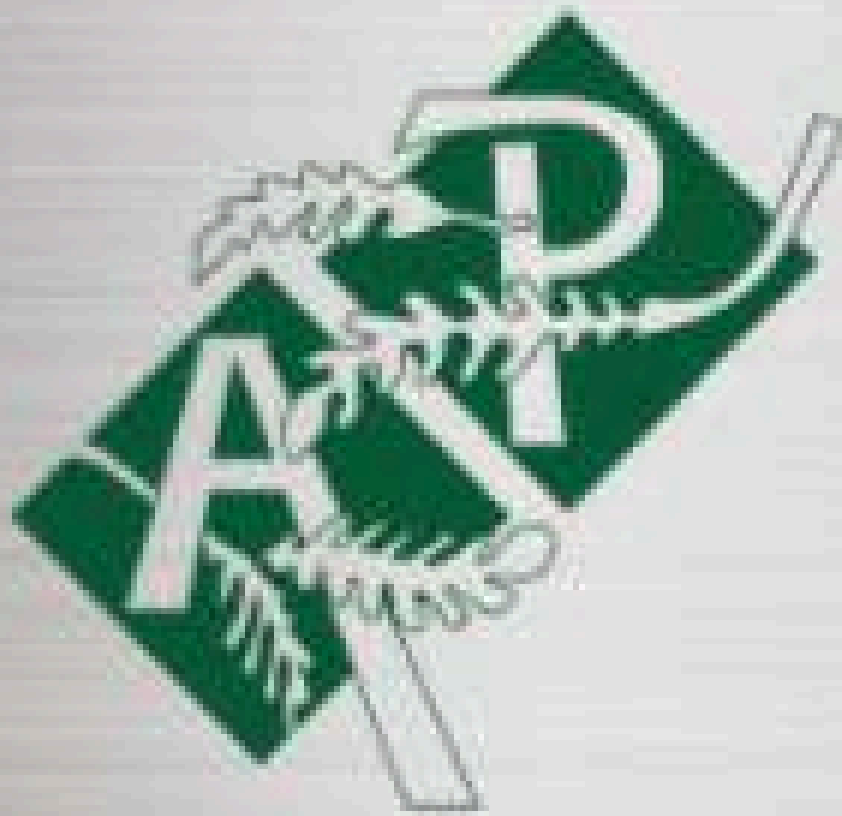


Charity Auctions



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.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Lyn Melville

CEO

0413 077 135

academicpavilion.edu.au

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



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!

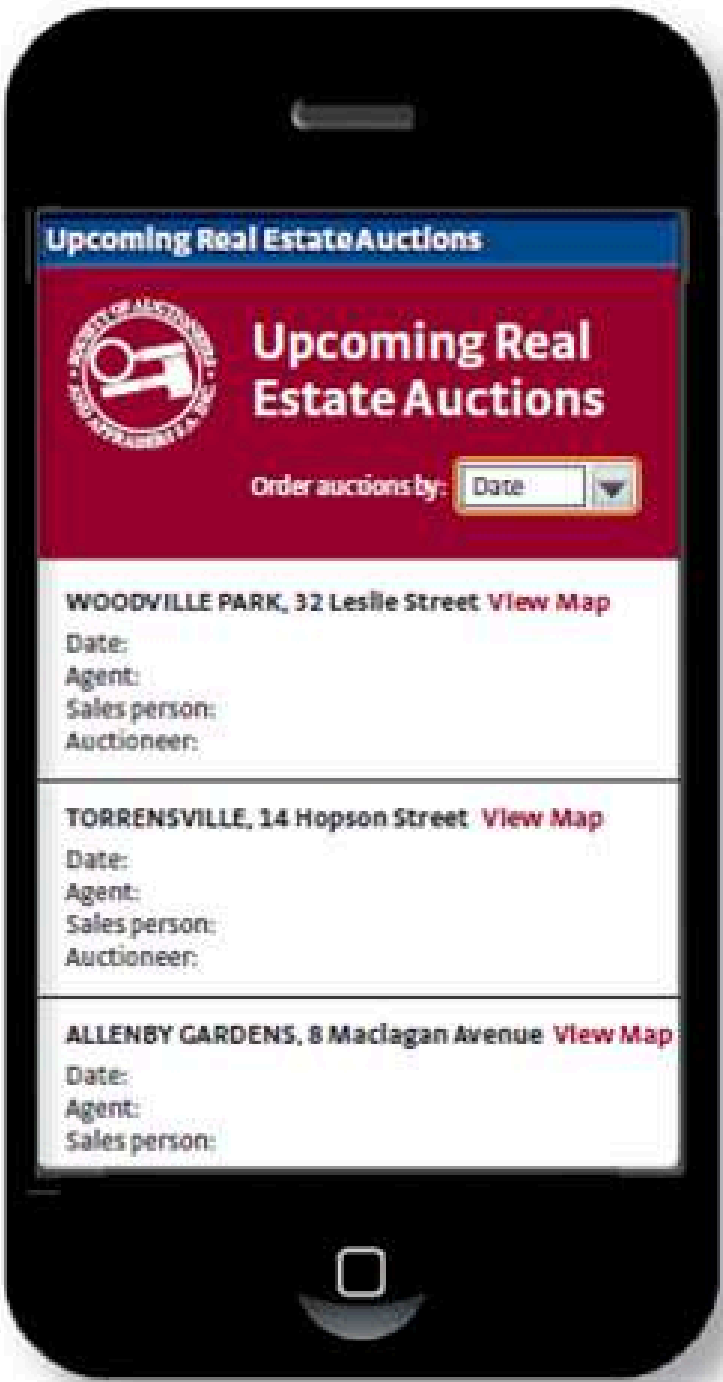
If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

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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

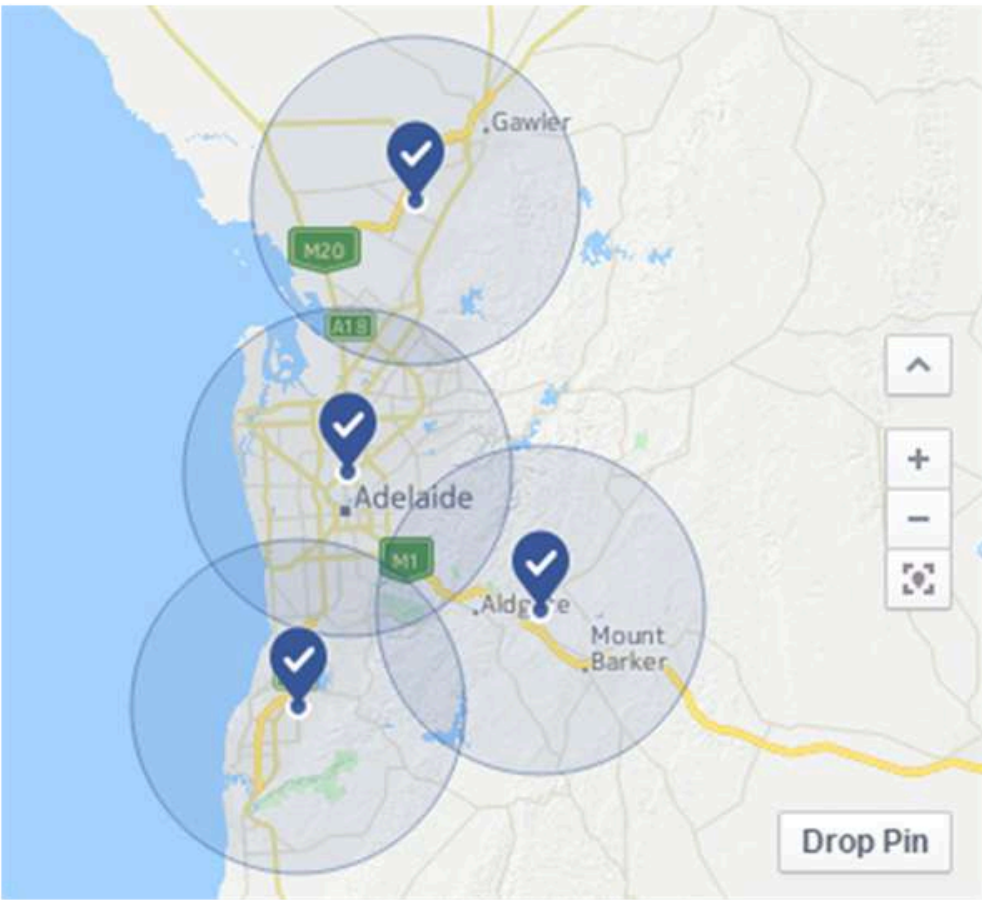
LIST
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!



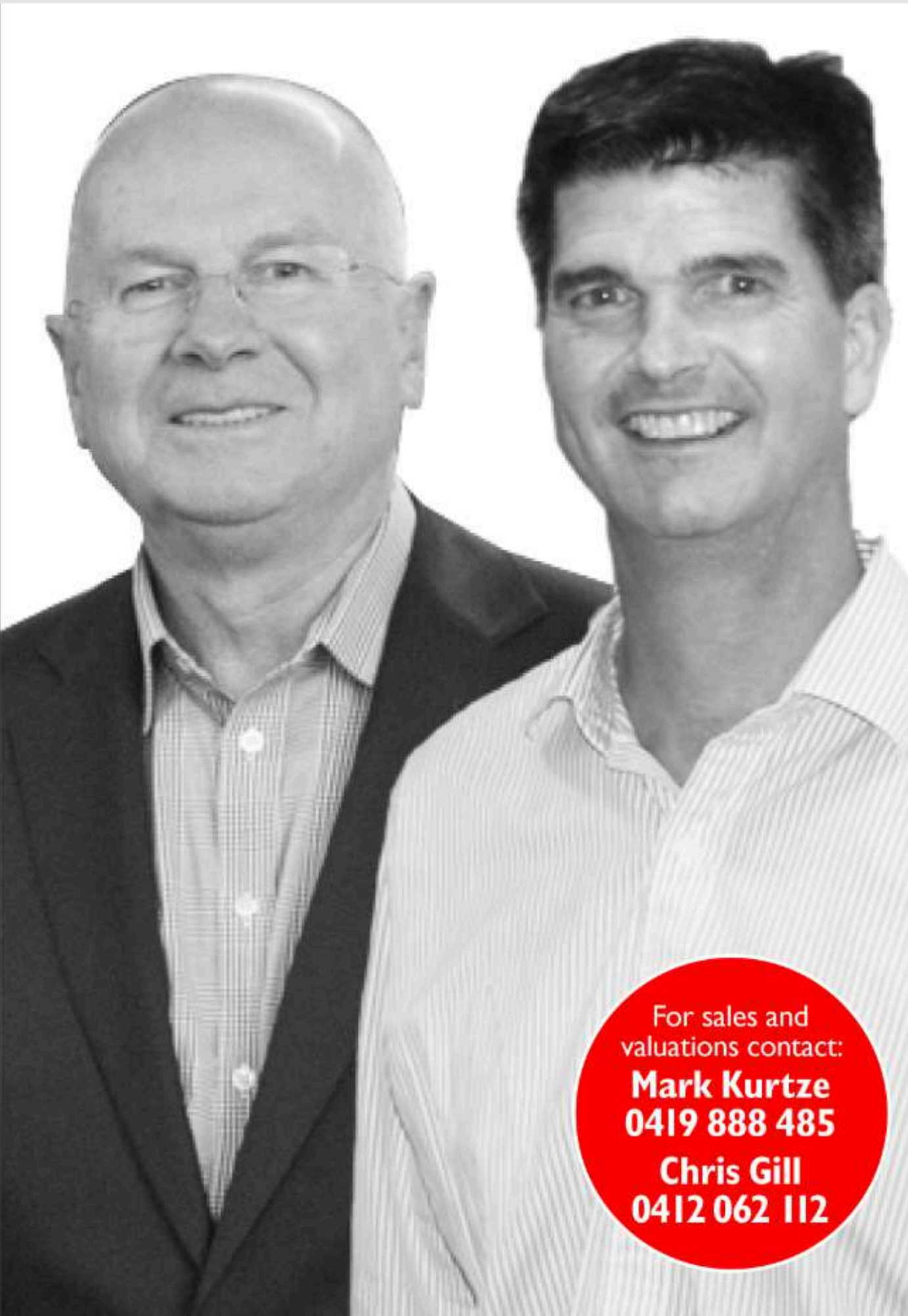
Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!



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*The most experienced and effective team
in South Australia*

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