NOVEMBER
2026

THE SOCIETY



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

SOUTH AUSTRALIA

THE OFFICIAL NEWSLETTER OF SOCIETY OF AUCTIONEERS & APPRAISERS (SA)INC.



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MEET

SOCIETY BOARD 2026-2027



Sharon Gray
Joint President



Paul Henry
Joint President



John Morris
Board Member



Attilio Cavuoto
Board Member



Paul Kilby
Board Member

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 theMarket
- ☑ Search withEase
- ☑ Instant Update

Download the App Today.

GET IT ON Google Play

Download on the App Store

KILBY

STOCK & STATION

rma network. Accredited Member

DUBLIN MARKET REPORT

27/10/26

Numbers eased by close to 2,000 head as agents offered 5,000 lambs and 1,000 sheep. Quality this week was only average as shorn lambs start to be offered in larger numbers. The usual trade and processor buyers were active along with specialty butchers, feeders and restockers in a market that returned a generally firm trend considering the quality on offer. Feeders and restockers were more active this week with some sales returning outstanding individual prices.

Mutton quality was again generally very good and while light and trade mutton sold to a firm trend heavy sheep were dearer.

Light new season crossbred lambs sold from $190 to $218 with ideal store descriptions selling from $220 to $240/head. New season trade lambs sold from $245 to $265/head. New season heavy trade lambs sold from $290 to $330 with extreme heavy weight older lambs selling from $320 to $354/head. Light new season Merino lambs ranged from $165 to $205, trade weights sold from $220 to $250 with shorn trade weights selling from $220 to $250/head. Heavy trade older lambs sold from $235 to $270 with the few extreme heavy weights selling from $280 to $368/head. Light mutton sold from $120 to $150, trade weights ranged from $170 to $190 with heavy mutton selling from $240 to $250/head.

DESCRIPTION	WEIGHT / TYPE	PRICE RANGE ($/HEAD)
Crossbred Lambs (new season)	Light	$190 – $218
Crossbred Lambs (new season)	Ideal store	$220 – $240
Crossbred Lambs (new season)	Trade	$245 – $265
Crossbred Lambs (new season)	Heavy trade	$290 – $330
Crossbred Lambs (new season)	Extreme heavy / older	$320 – $354
Merino Lambs (new season)	Light	$165 – $205
Merino Lambs (new season)	Trade	$220 – $250
Merino Lambs (shorn)	Trade	$220 – $250
Older Lambs (trade)	Heavy	$235 – $270
Older Lambs (extreme heavy)	Very heavy	$280 – $368
Mutton	Light	$120 – $150
Mutton	Trade	$170 – $190
Mutton	Heavy	$240 – $250

REPORT PREPARED WITH DATA SUPPLIED BY

mla

MEAT & LIVESTOCK AUSTRALIA

Celebrating 25 Years of Dedicated Service

Honouring Garry Topp's Remarkable Career and Retirement



Family, members of the Society, and those who have had the pleasure of working closely with Garry gathered at the HWY on Wednesday, 28 October 2026, to celebrate a very special milestone — 25 years of dedicated service.

It was a wonderful occasion, bringing together the people who have been part of Garry's journey to show their appreciation, support and gratitude for his years of commitment and contribution to the Society.

The celebration provided an opportunity to look back on the many memories, friendships and experiences shared along the way.

Paul Henry, Oren Klemich, Brett Roenfeldt and Emma Slape each took the opportunity to say a few words, sharing their own experiences and fond memories of working with Garry.







eight



THE HIGHWAY













The Society presented Garry with a silver fountain pen, a fitting gift as this was how he started his career all those years ago. Anyone who has worked alongside Garry will probably remember the ink stains that often found their way onto his shirts! It was a lovely way to bring things full circle and a reminder of where it all began.

Congratulations, Garry, on an outstanding 25 years. We wish you all the very best for a happy, healthy and enjoyable retirement. You will certainly be missed!







Cheers to Garry! A Career Worth Celebrating

IN GT'S OWN WORDS

Wednesday 28th October at the HWY, The Society organized a farewell to me after serving as CEO/Secretary/Treasurer for 25 years. A long stint especially by todays standards.



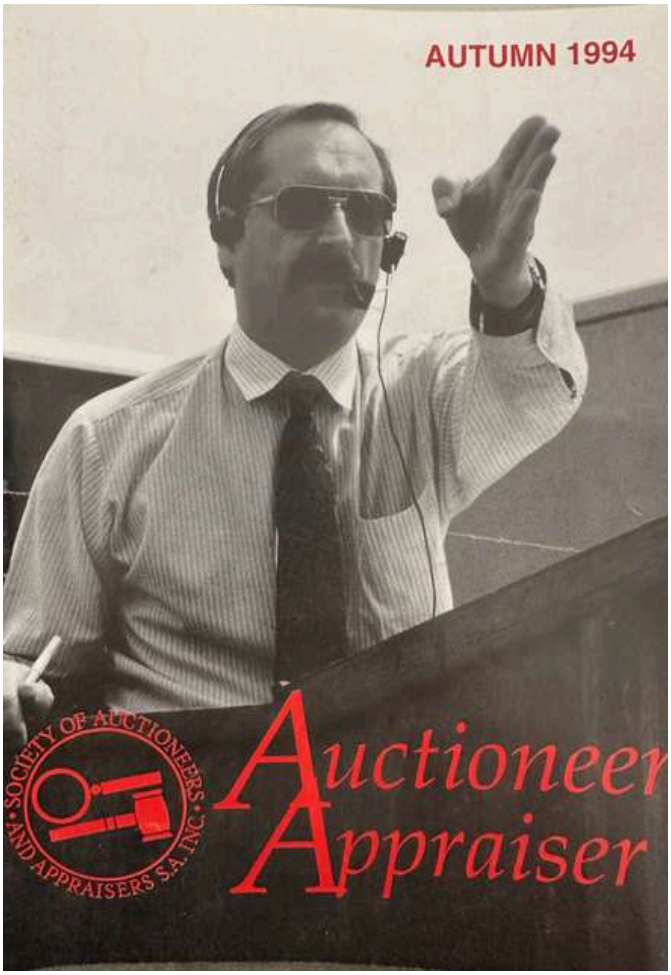
Actually I had retired a week prior and to my surprise the first acknowledgement of being free was after high blood pressure for the last 5 years, virtually overnight my BP had returned to normal! A welcome result.

In the late 1970's I started my business Topp Auctions Pty Ltd valuing and selling by auction Commercial & Industrial Assets mainly Cars, Trucks, Agricultural & Earthmoving Machinery, General Plant & Equipment etc and wanting representation from a Professional Body, I joined The Society of Auctioneers & Appraisers (SA) Inc. in 1982.

I wore the Society tie at EVERY Auction despite the conditions, And at EVERY Auction formally announced "I am a member of the Society of Auctioneers & Appraisers (SA) Inc, The Professional Body representing the Specialist Interests of Auctioneers & Appraisers in South Australia".

At the time I conducted all 3 damaged Vehicle Auctions in SA selling every car written off by Insurance Companies with regular buyers from Motor Wreckers & Crash Repairers who many rolled their eyes as I made the announcement, BUT I did it anyway as I was a very proud Member.

A vivid memory is of a Liquidation Auction at Murray Bridge of Earthmoving Machinery in a paddock on a 40 degree day with a north wind blowing sand and dust and a Union Rep trying to disrupt the Auction by yelling over me "You are all scabs, you wont get title to any of the machines". Being half clever I leant down to the Union Rep realizing he had a job to do, and said "If I let you up onto the utility and give you the microphone for 1 minute, will you say your piece and then leave". We had a deal and he did it and left and we had one of the most successful Auctions I ever conducted.



The evening at the HWY was sensational, scrumptious food, beer, wine and soft drinks, thanks to Joint Presidents, Sharon Gray & Paul Henry who have both returned to the Society Board to revitalize the Society.

After addresses from Paul Henry, Oren Klemich, Brett Roenfeldt, Emma Slape and then me, coupled with "Photobooth" organized by Shawn & Stella for some bizarre and quirky photos to take away by the guests with copies pasted into a memorial book for GT.

I am proud of my association with The Society which has punched way above its weight with many high-impact and transformative initiatives, some of which are:

1. Being the first in SA to release computerized Real Estate Forms.

2. Anthony Toop produced a video Real Estate Auction Training Film which he personally sold all over Australia.

3. Anthony Toop creating the Golden Gavel Competition for General, Real Estate & Livestock Auctioneers becoming the longest running Real Estate Competition in the Southern Hemisphere, held im marquees in Victoria Square, Hindmarsh Square, Year of the Outback in a marquee at Adelaide Oval with a live Camel in the room, at the Adelaide Symphony Orchestra with a 21-peice orchestra playing as guests arrived.

4. Held a 3-Day Industry Expo in Victoria Square heavily promoted by the media.







5. Held "What's it Worth" Appraiser Days at THE Art Gallery, Showgrounds, a marquee in Hindmarsh Square, Fernlee Lodge & West Lakes Shopping Centre where we caused a traffic jam (Due to footballers of the day being featured with us)

6. Lindsay Warner creating the School's Auction Idol State-Wide Competition for School Students to learn the Art of Auction, Creativity and Public Speaking and gaining SACE points. We launched the Schools Auction Idol Internationally in 2015 at The Crown Casino in Melbourne won by Grace Nankiville from Pulteney Grammar School coached by David Cocks & Sharon Gray

7. Paul Heny creating a State-Wide Livestock competition at Dublin & Murray Bridge for Sheep & Cattle Auctioneers bringing the State's Livestock Auctioneers together and improving their Skills

8. Absolutely brilliant Real Estate Legislation & Best Practice Training with Chris Gill training 1000's of Members over the years.

9. Absolutely brilliant Real Estate Academy with Brett Roenfeldt training the bulk of South Australian Auctioneers as well as delegates attending From China, Malaysia, Hong Kong, New Zealand, France and most states in Australia - initially convened with Rod Adcock

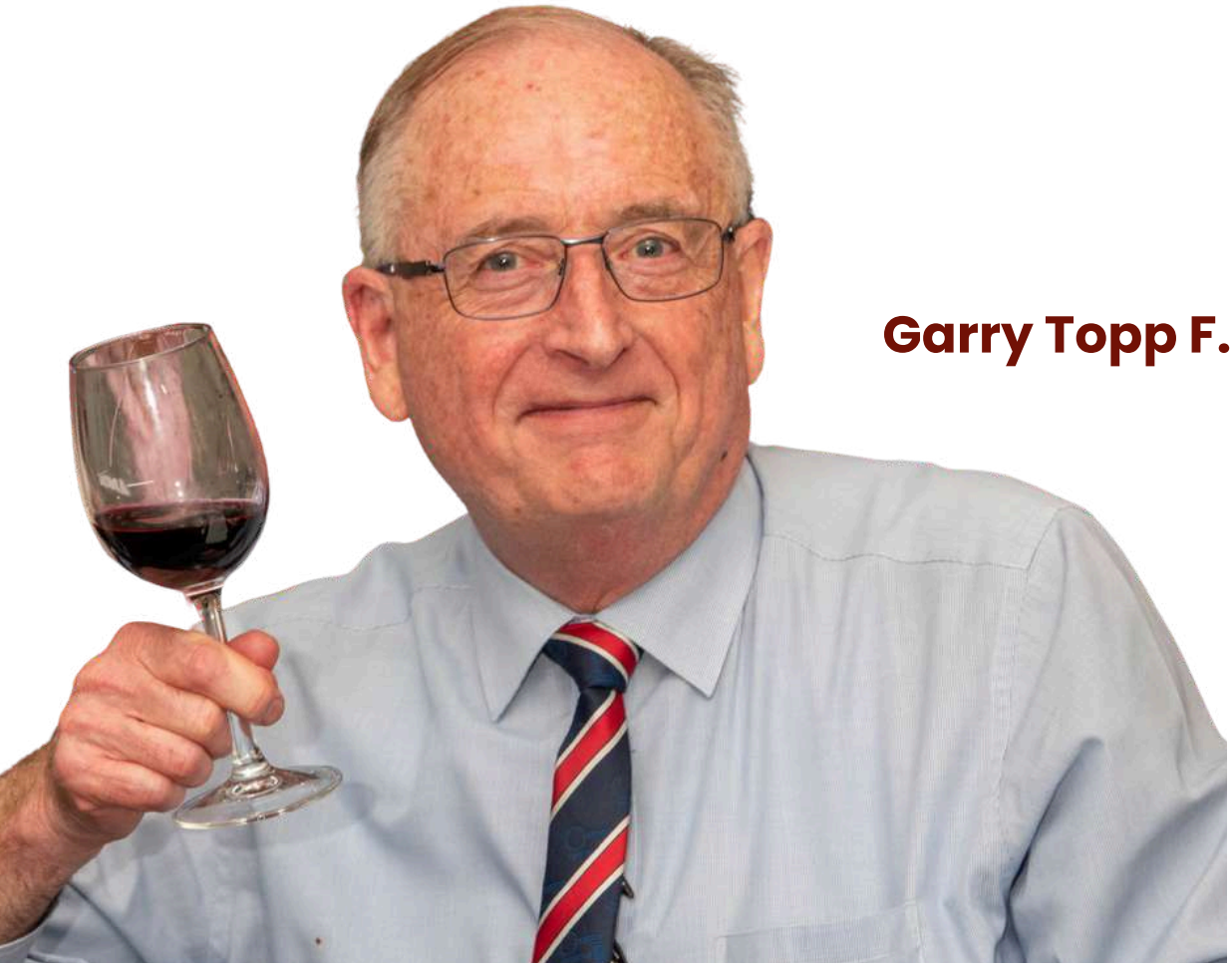
10. The Society has been recognized internationally with a delegation from the Supreme Court in Beijing in China. They came to South Australia and met with the Society to learn more about the Auction process. They could have gone anywhere in the world; however they chose to take advice from the Society of Auctioneers and Appraisers SA (Inc.), here in South Australia.

11. We created the first Upcoming Auctions APP in Australia, where the public can search upcoming Real Estate and General Auctions, posted by Society Members.

12. Wrote a property auction selling guide as a template from listing and marketing to auction with scripts and dialogues. Everything an agent needs to know about auction, created by Garry Topp and Brett Roenfeldt.

13. With the introduction of the licensing of auctioneers Brett Roenfeldt & Garry Topp were appointed by Consumer and Business Services to provide assessment + training for registration and licensing under the new Act to more than 180 South Australian Real Estate Auctioneers.

- ***The Society provides a high standard of service to members with Nationally Accredited Training, Social Events, Competitions, Legal Updates, and Advice on Contract issues, Complaint resolution and representation.***
- ***The Society has continually punched beyond its weight and has been innovative and creative in showcasing the industry not just in South Australia but in Australia and Internationally.***



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

The Photobooth Gallery








#NOT OLD
IT'S COMPLICATED


I'm the DRUNK friend
RETIRED












MOËT & CHANDON












NO
WORK
ZONE




RETIRED






Sam
Forde


Drink,
Dance,
Photobooth
Repeat.


RETIRED
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BEER!
BEST
EMPLOYEE
EVER

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


Angus Barnden


Matt Smith


Anthony DeMarco


Vincent Wang


Andy Edwards


Sharon Gray


John Young


Ben Krieg


Brett Pilgrim


Stefan Krcmarov


Crispian Fielke

SOCIETY'S AUCTIONS

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





SEMAPHORE SOUTH
11 William Street
SOLD for $1,430,000

Agent: Toop+Toop
Auctioneer: Glenn McMillan



SALISBURY
26 Goodall Crescent
SOLD for $810,000

Agent: Harcourts Essential
Auctioneer: Jarrod Tagni



PARAFIELD GARDENS
1 Grevillia Dr
SOLD for $810,000,000

Agent: Ray White Para Hills
Auctioneer: Crispian Fielke



PARA HILLS
47 McGowan Road
SOLD for $1,150,000

Agent: Eclipse Real Estate
Auctioneer: Brett Roenfeldt



WINDSOR GARDENS
14 Tarpeena Ave
SOLD for $1,355,00

Agent: Ray White Prospect
Auctioneer: John Morris



FELIXSTOW
3 Ashleigh Avenue
SOLD for $1,020,000

Agent: Toop+Toop
Auctioneer: Stefan Krcmarov

AUCTION RESULTS

OCTOBER 2026

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ADELAIDE	14 Hurman St	Friday, 23/10/2026	Ray White Adelaide City	John Morris	$1,100,000
ADELAIDE	254-256 Rundle St	Thursday, 15/10/2026	Commercial SA	Jonathon Moore	$3,800,000
ADELAIDE	2 McLaren St	Friday, 09/10/2026	Ray White Adelaide City	John Morris	$980,000
ATHELSTONE	11 Castle Street	Saturday, 17/10/2026	LJ Hooker Adelaide Metro	Troy Tyndall	$1,150,000
BLAIR ATHOL	8 Cedarwood Grv	Thursday, 22/10/2026	Ray White Prospect	Crispian Fielke	$843,000
BRAHMA LODGE	51 Dorothy St	Thursday, 29/10/2026	Ray White Prospect	John Morris	$700,000
CRAIGMORE	53 Jedna Cl	Saturday, 17/10/2026	Ray White Norwood	John Morris	$887,000
DEVON PARK	53 Harrison Rd	Saturday, 17/10/2026	Ray White Prospect	John Morris	$1,361,000
DULWICH	29-29A Stuart Road	Friday, 16/10/2026	Prue Delaney	Brett Pilgrim	Sold Prior
ELIZABETH DOWNS	27 Stratton Rd	Friday, 30/10/2026	Ray White Gawler	John Morris	Sold Prior
ENFIELD	1 Gurney Terrace	Saturday, 24/10/2026	Ray White Prospect	John Morris	$847,500
FELIXSTOW	3 Ashleigh Avenue	Saturday, 17/10/2026	TOOP+TOOP	Stefan Krcmarov	$1,020,000
GLEN OSMOND	10 Sherwood Terrace	Saturday, 17/10/2026	TOOP+TOOP	Glenn McMillan	Sold Prior
GREENACRES	18 Wingate Street	Saturday, 17/10/2026	Ray White Para Hills	Crispian Fielke	$845,000
GREENWITH	14 Yellow Wood Ct	Saturday, 10/10/2026	Ray White Prospect	John Morris	$1,062,000
HILLCREST	35 Augusta St	Saturday, 24/10/2026	Ray White Prospect	John Morris	$1,043,000
HILLCREST	1 Macquarie Ave	Saturday, 17/10/2026	Noakes Nickolas	John Morris	$1,500,000
HOLDEN HILL	42 Naretha St	Tuesday, 13/10/2026	Ray White Prospect	John Morris	$836,000
HOPE VALLEY	7 Bela St	Saturday, 24/10/2026	Ray White Prospect	John Morris	$835,000
HOPE VALLEY	3 Merbien Avenue	Thursday, 08/10/2026	First National Burton Groves	Jarrod Tagni	$820,000

AUCTION RESULTS

OCTOBER 2026

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HOVE	5/364 Brighton Rd	Friday, 23/10/2026	Commercial SA	Jonathon Moore	$560,000
KENSINGTON GARDENS	53E Myall Ave	Friday, 23/10/2026	Ray White Kensington	John Morris	$1,650,000
LIGHTSVIEW	7 Gawler St	Thursday, 01/10/2026	Noakes Nickolas	John Morris	$1,569,800
MAGILL	8 Chapel Street	Saturday, 03/10/2026	TOOP+TOOP	Glenn McMillan	P.N.D.
NAILSWORTH	72 Balfour St	Thursday, 22/10/2026	Ray White Prospect	John Morris	$1,330,000
NORTH ADELAIDE	147 Kermode Street	Sunday, 25/10/2026	TOOP+TOOP	Bronte Manuel	P.N.D
NORTH ADELAIDE	11/158 Archer St	Friday, 23/10/2026	Stadium Real Estate	John Morris	$536,500
NORTH ADELAIDE	11 Mackinnon Parade	Saturday, 10/10/2026	TOOP+TOOP	Bronte Manuel	P.N.D
NORTH ADELAIDE	5 Dean Drove	Saturday, 10/10/2026	TOOP+TOOP	Glenn McMillan	$1,960,000
NORTH HAVEN	50 Brooklyn Terrace	Tuesday, 06/10/2026	Ray White Semaphore	John Morris	$1,030,000
NORTHFIELD	5A Stewart Ave	Monday, 26/10/2026	Ray White Prospect	John Morris	$785,000
NORTHFIELD	6 McKay Ave	Saturday, 24/10/2026	Noakes Nickolas	John Morris	$900,000
NORTHFIELD	22A Barnes Avenue	Sunday, 18/10/2026	Refined Real Estate	Brett Roenfeldt	Sold Prior
NORTHFIELD	11 Mansfield Rd	Friday, 09/10/2026	Noakes Nickolas	Crispian Fielke	$812,000
NORTHGATE	34 Vickers Vimy Parade	Saturday, 10/10/2026	Noakes Nickolas	John Morris	$1,510,000
NORTHGATE	95 Folland Ave	Saturday, 03/10/2026	Noakes Nickolas	John Morris	$790,000
PARADISE	60 George St	Saturday, 31/10/2026	Ray White Prospect	John Morris	Sold Prior
PARA HILLS	47 McGowan Road	Thursday, 29/10/2026	Eclipse Real Estate	Brett Roenfeldt	$1,150,000
PARA HILLS WEST	8 Goodfield Rd	Saturday, 24/10/2026	Ray White Para Hills	John Morris	$822,000
PARAFIELD GARDENS	83 Wyatt Rd	Thursday, 29/10/2026	Ray White Prospect	John Morris	Sold Prior

AUCTION RESULTS

OCTOBER 2026

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PARAFIELD GARDENS	32A Casuarina Dr	Wednesday, 28/10/2026	Ray White Salisbury	John Morris	$720,500
PARAFIELD GARDENS	1 Grevillia Dr	Saturday, 24/10/2026	Ray White Para Hills	Crispian Fielke	$780,000
PARALOWIE	12 Santander Dr	Thursday, 29/10/2026	Ray White Salisbury	Crispian Fielke	$585,000
PARALOWIE	18 Bogotá Crescent	Saturday, 24/10/2026	First National Burton Groves	Jarrod Tagni	$718,000
PARALOWIE	15 Magdalena Cres	Saturday, 03/10/2026	Ray White Salisbury	John Morris	$576,000
PARALOWIE	32 Barassi St	Saturday, 03/10/2026	Ray White Salisbury	John Morris	$565,500
POORAKA	9 Cleaver Ave	Saturday, 10/10/2026	Ray White Para Hills	John Morris	$845,000
PROSPECT	3 Alabama Ave	Wednesday, 21/10/2026	Ray White Prospect	John Morris	$1,278,500
PROSPECT	11 Johns Rd	Wednesday, 07/10/2026	Ray White Prospect	John Morris	$1,370,000
RENOWN PARK	92 Blight St	Saturday, 10/10/2026	Ray White Prospect	Crispian Fielke	$932,000
ROSTREVOR	9 Porter Terrace	Friday, 30/10/2026	Ray White Kensington	John Morris	$1,150,000
ROSTREVOR	1/9 Gordon Ave	Saturday, 10/10/2026	Ray White Para Hills	John Morris	$640,000
SALISBURY	26 Goodall Crescent	Saturday, 10/10/2026	Harcourts Essential	Jarrod Tagni	$810,000
SALISBURY	30 Halbury Rd	Friday, 09/10/2026	Ray White Gawler	John Morris	$910,000
SALISBURY EAST	14A Howe Ct	Tuesday, 20/10/2026	Ray White Salisbury	Crispian Fielke	$780,000
SALISBURY EAST	9 Andrew Ave	Friday, 02/10/2026	Ray White Prospect	John Morris	Sold Prior
SALISBURY NORTH	17-19 Header Ave	Saturday, 10/10/2026	Ray White Salisbury	Crispian Fielke	$810,000
SEMAPHORE SOUTH	11 William Street	Saturday, 17/10/2026	TOOP+TOOP	Glenn McMillan	$1,430,000
UNDERDALE	29 James Leal Dr	Tuesday, 13/10/2026	Stadium Real Estate	John Morris	$1,172,500
WINDSOR GARDENS	14 Tarpeena Ave	Tuesday, 27/10/2026	Ray White Prospect	John Morris	$1,355,000

40 YEARS OF HISTORY

Highlighting40yearsofachievementscelebrating and recognisingthededicationandpassionofTheSociety Family.



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SOCIETY SPONSORS

BOWDEN PRINTING



Our experience is your advantage.

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

Services

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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.

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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, just elevated enough to be 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!





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

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- **No capped orders** *Only while stock lasts*
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†The Form 1 Company™

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.

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Contact Chris Gill
The Form 1 Company
Phone: 08 7221 4908
Fax: 08 7221 4909
Email: form1@form1.net.au



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

South Australia

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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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