



Tagni Does it Yet Again



Tony Tagni

I am writing to thank you for the part you played in relation to the sale of my late father's property.

Firstly, as subsequent events proved, your advice to auction the property turned out to be very good advice indeed.

Secondly, my brother, sister and I were very pleased with the way in which you conducted the actual auction. We had only set a modest reserve because we were really keen to sell on the day and we didn't want to get our hopes up too high despite the level of interest shown during the open inspections.

Even though the very first bid exceeded the reserve, **you kept the momentum going, injecting a bit of humour now and then** until you were satisfied that you had secured the best possible price for us. And what a price, it was - \$491,000! I think everyone attending the auction was just a little bit stunned by the end result (including the vendors). So thanks for a job well done.

From beginning to end, the whole sale process was handled **very smoothly and efficiently** and my brother and I are more than happy that we chose to engage Elders Aberfoyle/Flagstaff as our agent.

Yours Sincerely, Lynette F Maxted

Recognising New Talent

The Society of Auctioneers & Appraisers continues to set new benchmarks with its outstanding Two Day Auction School. This year has seen each Auction School oversubscribed to the point we now have a comprehensive waiting list for the Workshop to be held after the next two, which are both full.

Society Trainers, **Rod Adcock** and **Brett Roenfeldt**, conducted the last Auction School on 28th and 29th June with an energetic group of participants including Mark Sharoglazov, Sophie Holsman, Daniel Turner, Mike Spurling, Joanne Lawless and Phil Schell. This group thrived on the interactive format including the intense presentations, the constructive criticism and real life auction experiences that were shared. When asked what they considered to be the main benefits of this workshop, comments received were, "How exciting and energetic the course was, A terrific experience, Better understanding of the entire auction process as a salesperson and auctioneer,



Brett Roenfeldt

Rod Adcock

Gained greater confidence in public speaking and presenting, **Enhanced my self-confidence immensely**, Wonderful explanation of auction structure, rules, techniques and body language."

4 Times Messenger Newspapers ~ Adelaide Bank Golden Gavel Winner and Society Head Trainer Brett Roenfeldt believes that this two day workshop has now set a new standard for auction training, certainly in this State, as it is now recognized the **Industry's number 1 Auction Training Forum**. A

similar format was recently delivered by Brett in Perth, Western Australia with 38 delegates participating, and in October **Brett and Garry travelled to Darwin** to deliver the two day program to the Elders Network thanks to Past Board Member, **Mr Andy Edwards**.

For bookings from anywhere in Australia and New Zealand for our dynamic interactive Training Workshops, please call our CEO, **Garry Topp**, at 08 8372 7830. ●



International Training at its Best!

Brett Roenfeldt and **Garry Topp** representing the Society of Auctioneers & Appraisers SA (Inc) arrived in Darwin on Wednesday, 3rd October to 87% humidity, 33°C heat to greet an enthusiastic **25 top Sales Consultants as delegates from Elders Real Estate Darwin and Palmerston** organised and orchestrated by long time Society Member and ex-Board Member, **Andy Edwards M.S.A.A.**

Andy has recently taken on the managerial role of one of Darwin's largest agencies. He recognised there was a niche in the local market that was not being catered for by any of the competitors and engaged the services of **Society Trainers**



Brett Roenfeldt

Brett Roenfeldt and Garry Topp to present a detailed hands-on training program for not only 25 Elders Sales Consultants but also 8 potential Auctioneers.

The first day each participant was taken through the framework of how to run a successful auction program. On the second day the Auctioneers were given one-on-one coaching in creating a powerful auction script. All the good work done over the two days culminated in **Stewart Vowles performing a brilliant auction and selling a property under the hammer right before our eyes** with only one bidder creating a major challenge for the auction. Excited about this result, Stewart and Anne successfully converted an existing listing to auction the same day and then took us out to dinner to celebrate!

Brett and Garry were impressed with the enthusiasm of all participants and have invited six of them to travel to Adelaide to attend our dynamic Two-day Auction School. Two of Elders Darwin top Salespeople, **Gennie Cox and Holly**



Goble-Garratt, have shown incredible potential talent and are both keen to become the **Northern Territory's first female auctioneer**.

Andy Edwards recognises that running successful auction programs will give the company a significant point of difference in the Northern Territory marketplace. ●



Stewart Vowles

Coming Events

22nd Nov Party on Brougham
Booking forms on the web

2007 Annual General Meeting



Mark Forde

We returned to our favourite venue, the Next Generation at Memorial Drive to officially welcome Members to meet the new Board for 2008 on Thursday 6th September. Our current President, **Colin Hocking** was elected for a second term as President and we welcomed **Mark Forde**. Mark who will be a valuable asset to the Society as a Board member with 27

years experience in Real Estate in South Australia. Since 1980, Mark has worked across South Australia - **successfully establishing and operating nine top-selling real estate offices** spanning the Clare Valley, Riverland, Eyre Peninsula and Fleurieu Peninsula. In doing so, he has earned the respect of his peers across the industry, winning widespread recognition for his excellence in real estate services and management and the title of **Messenger Newspapers~Adelaide**

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Rural Report

by STEVE REDDEN

The season started well with solid opening rains and a good germination of cereal and legume crops in most areas of the state. Follow up rains are now needed to ensure a wet spring and an above average harvest is possible after last year's drought.

Geoff Watts from Landmark at Keith reports strong inquiry for rural properties in the upper south east after a very dry June with many frosts. Properties are coming onto the market now that were held over last year due to the drought. Grazing inquiry from farmers in the grain belts, looking to expand and diversify their operations, is very strong. Apparently the country is looking good and the market is firm with most properties changing hands between \$300-\$400 per DSE (Dry Sheep Equivalent) plus improvements.

Len Easter from L.J. Hooker, Ardrossan advises that the market has improved in recent weeks moving several properties and many vacant allotments around the Yorke Peninsular that have been on the market for some time. Most of the buyers for the coastal properties are generally business people in their 40s and demand for the township houses is generally driven by the retirees. Len is also marketing one of those rare Black Point shacks on the foreshore of one of the most popular holiday spots in S.A. Apparently he has already had strong local and overseas interest in this one.

I am happy to report the season in the lower north of S.A. is excellent and rural land is still getting dearer with a parcel of 53.82 Ha (133 acres) at Templers recently selling at auction for \$472,000 (\$3,548 per acre).

Increased commodity prices have grown confidence in the rural sector and **Glen Keast, Landmark-Redden Riverton** started his auctioneering career on the odds and sods at clearing sales, he has honed his skills to the extent that he is now the regular sheep auctioneer at the Dublin Livestock Exchange. Glen says he loves auctioneering as evidenced by the smile on his face after selling all morning in the driving rain at Dublin.



Photo courtesy the Stock Journal.

2007 Society Golf Classic

was admirably won by Richard Thwaites, John Turner, Larry Collin and Michael Justin. ●



John Turner (Messenger Newspapers), Richard Thwaites (L.J. Hooker Kensington) and Larry Collin



Its a Girl!

Past President Jarrod and wife Paula Tagni are delighted to announce the birth of Mackenzie Emma Tagni born 13th August 2007 weighing 7lbs 8oz. Brother to 4-year-old Bailey Jay Tagni and second grandchild to Tony and Emma Tagni. ●



2007 AGM (continued)

Bank Golden Gavel Country Auctioneer of the Year in 1996, 1997 and 1998. Mark is a Fellow of the Society and will compliment the existing high achievers who currently represent Members.

High achievers Jamie Codling and Phil Rogers were honoured with Master Auctioneer status for outstanding



Wayne Johnson

achievement as leading Society Auctioneers and special guests at the AGM were **Roger & Janice Dawson from Christchurch New Zealand**. Roger had been with us in Perth the week before at the Australasians and spoke of the New Zealand market's buoyancy of late. ●

What we do know is that global warming and the slow sinking of the city means that water covers Venice's pavements 200 days a year prompting the Italian Government to commence a remarkable project – over a decade, **\$7 billion will be spent** building 78 water-filled steel barriers, each 30-metres high and 20 metres wide that will float from the seabed to the surface whenever a flood

threatens, blocking the waterways that flow around the islands that Venice is built upon.



Is Venice Sinking?

Society Board Member, **Wayne Johnson**, is on a study tour of Italy looking at new innovation for the Century 21 group. The following is his postcard from Venice.

Buongiorno! Is Venice sinking? So far as prices are concerned, definitely not, however, the very mention of 'global warming' or 'rising seas' to the local agent Pietro Venutti resulted in an almost instant loss of his quite good English. Interestingly, despite the **ancient surrounds and ever-present evidence of centuries of existence**, Pietro's office in the narrow alley way of Salizada Di Grecco bears striking resemblance to a good old Aussie agency with street front window display and high speed internet available for property searching (we should, however, adopt the 2pm-5pm siesta time!).

Despite its water problems (which ironically are also it's attraction), the investment driven market continues with strength driven mainly by **non-resident Italian investors**. Pietro sells lower to mid range property west of the **San Marco area**. Pictured is a one bedroom unit for sale at around



threatens, blocking the waterways that flow around the islands that Venice is built upon. Pietro advised that while **the auction system of sale was well recognised**, it was rarely used in this area for residential sales. Recently, however, the Italian government had established property rights for clam farmers in and around Venice, and there is currently debate on whether to auction the sites as an efficient method of disposal.

I asked Pietro how title could be guaranteed with so many canals, ancient buildings that appear to be leaning and precariously attached, cross-over tunnels and a maze of services – the market apparently does not have problem with the process of buying that appears to be very similar to the Australian system.

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\$A400,000 that he describes as a 'luxury one bedroom flat' with canal views. The strong advice to buyers is put aside plenty for the constant 'renovation', and secondly, don't buy in Venice but surely come and enjoy one of the most magnificent places in the world. ●



Fena prosima volta...WAYNE

In Memoriam

Sigfried M. Badrice
Born Czechoslovakia
on 9 July 1941.
Passed away 24 August
2007 aged 66 years.
Started at Barrett &
Barrett 1964.
Started Henley Auctions
1980.

