

SAA Golf Day – A Big Hit!

The annual Society of Auctioneers and Appraisers Golf Day this year returned to Mount Barker Golf Club. Seventeen teams faced the shotgun start in an Ambrose competition with on-course refreshments being served by the "West End" girls. The course was certainly in fantastic condition given the rain over the past few weeks and judging by the scores most teams excelled in the windy conditions.

The winning team was L J Hooker, Unley, comprising Peter Economou, Geoff Sandow, John Gallagher and Jack Horton. Runners up were Prime Real Estate – Paul Henry, Nick Baranikow, Peter Grzesch and David Millington. 3rd Place to Prime Young Guns – Jarad Henry, Damien Henry



Ron Neale and Lindsay Warner

and Michael Henry.

Other prizes on the day included nearest the pin – Peter Veitch. Longest Drive – Damien Henry and blind putting hole, kindly sponsored by the Blind Sporting Council – Ron Neale, who also was a guest speaker at the lunch.

A highly entertaining and successful day was had by all.

The NAGA Award went to Brock Real Estate and Lindsay Warner who did a magnificent job in organizing and being MC for the event.



Winners – Geoff Sandow, Peter Economou, John Gallagher and Jack Horton.



Runners up – Paul Henry, Nick Baranikow and David Millington.



Damien Henry, Jarad Henry and Michael Henry.



Anne St John and Gerry Bosco.

Auctioneer Achieves Ambition After 20 Years!

Auctioneer Tony Tagni recently achieved a long held personal goal – to have a one million dollar opening bid.

Whilst Tony has presided over several million dollar property auctions during his career of almost twenty years he had never had – up until Saturday, 6th September a million dollar opening bid.

Exactly that happened when Tony asked for an opening bid from the vast gallery gathered to witness the auction of "Alcheringa" – a small hobby farm at Happy Valley.

Spirited bidding from 6 buyers saw the hammer fall at two million one hundred and fifty five thousand dollars – well above the Vendors reserve and what Tony believes is a record for the area.

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

SEPTEMBER 2003

Rod Adcock AUSTRALASIAN GRAND FINALIST



On Tuesday, 9th September 2003, the elite of the elite of Real Estate Auctioneers from Australia and New Zealand competed in the 2003 Australasian Championships held in the Intercontinental Hotel in Wellington, New Zealand.

They were given the task of offering 53 The Crescent Roseneath, a landmark Wellington property with views over Oriental Parade and Evans Bay. The creativity of the participants was unsurpassed, with Rod Adcock opening his performance with his rendition that

by GARRY TOPP FSAA (Life)
Chief Executive Officer

Captain Cook had pointed to the location as his ideal place to settle down. Skill levels were tested when the Vendor's wife put in a bid over the reserve, quite to the disgust of her "husband" (Robin Matters) and the Auctioneers' reaction to this was no doubt the decider of the 2003 Event.

After a nail biting final, Pater Kakos from Victoria came out on top. Other finalists were Barry Plant, also from Victoria, and Haesley Cush from Queensland.

Garry Topp, Society CEO and Messenger Newspapers ~ Adelaide Bank Golden Gavel Trustee Paul Henry represented the Society to support our entrants, Rod Adcock and Oren Klemich.

Seventeen Auctioneers from every State and Territory in Australia and New Zealand competed and our congratulations to Drummond Guy and Graeme Woodley for a very professional and well run Championship.

Congratulations also from us all to Rod Adcock, 2003 Australasian Grand Finalist.

CEO REPORT

When you conduct an Auction or an Appraisal please make sure you mention your Society of Auctioneers & Appraisers Membership. I regularly get calls from the Public asking "I am considering using Joe Bloggs. Are they a Member, and is it safe to use them?"

SOCIETY DOCUMENTS

Proxy Bidding Forms, Letter of Offer to Purchase, Vendor Reserve and Instruction forms etc. are now available on the Web (auctioneers.com.au) for Members' use.

Under documentation the Username is "auction" and the Password, "society8" all lowercase and no spaces.

Please ensure you are using the latest Letter of Offer to Purchase which allows inclusion of the Agent's details to ensure that it is clear to the Purchaser where to send the offer. Some forms are inadvertently sent to our office (not the Agents).

WATER CALCULATOR

Corporate Forms have a Property Water Use Calculator which can be accessed at: www.lawsoft.com.au/products/realestate.html

by GARRY TOPP FSAA (Life)
Chief Executive Officer



FUTURE

With imminent changes ahead please ensure that your training and Auctioneering and Appraising skills are up to date with the changes to our Best Practice Procedures and proposed legislative requirements.

A full training calendar for 2004 will be released after the strategic planning meeting which will be held at the end of October.

FROM THE PRESIDENT'S DESK

In real estate (not long ago) it was a case of possessing a high work ethic combined with a good clean image, mixed with a bit of motivational training and you were on your way to a successful real estate career.

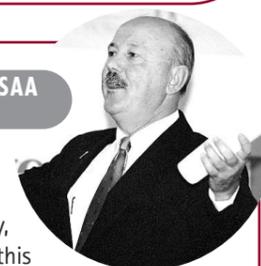
Not much has changed! Or has it? Fundamentally what is significantly different today is that the methodology that was punchy and relevant yesterday may not provide, or have the desirable market penetration in today's business environment.

The pace of change has intensified,

particularly in the area of information technology and, in turn, the demands of a well-informed and better educated consumer has placed our 'modus operandi' as auctioneers and realtors under the microscope.

Proposed legislative changes, both State & Federal, will challenge the way we conduct business in the future. Your society is very proud of the strength its membership has displayed when faced with challenging issues in the past and SAA will be pro-active in providing appropriate education and training programs to deal with any

by PETER ECONOMOU MSAA
PRESIDENT SAA



obstacles placed before us in the future. Importantly, in order to achieve this outcome, and for our industry to prosper, it is imperative that personal egos and agendas be put aside and the greater interests of our much-loved industry be prioritised by all stakeholders. The SAA is passionate and ready to meet these changing and challenging times. Are you?

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

HOT PROPERTY

REAL ESTATE, BUILDING & HOME EXPO

This exciting expo was held in the Adelaide Convention Centre on Friday 18th to Sunday 20th July 2003.

The hottest ideas in Real Estate, Land Development, Home Improvements, Architecture, Finance, Insurance, Property Development, Home Building, Property Investment & Home Technology. Society President Lindsay Warner



Toop & Toop Real Estate also featured prominently

co-hosted the Event with Channel 7 and conducted Charity Auctions for the Adelaide Bank Foundation and the RSB.

The Real Estate Industry was well represented with stands from Weston Raine & Horne, Brock Real Estate, Toop & Toop and other boutique Agents. The Society of Auctioneers & Appraisers were prominently placed in front of the main stage featuring Society Members and 2003 Golden Gavel Finalists and Winners.

Our stand was manned for the three days by Society Members who were on hand to answer questions from the public on Auction, Agency and Sales and gave out brochures on Helpful Hints for Vendors and Purchasers.



Rachael, Anne and Sam from RSB in the Society stand with Lindsay Warner



Lindsay Warner with Scott McGregor from Channel 7's Room For Improvement

The following Members gave up their time to be on duty on a two hour roster: Rex Wilson, Rod Adcock, Paul McGrath, Mark Griffin, Jarrod Tagni, Phil Rogers, Peter Economou, Jonathon Moore and Peter Coltman, ably assisted by CEO Garry Topp and President Lindsay Warner.

For the three days a continuous video ran on the large plasma screen featuring clips from Real Estate Auctions and the reigning Golden Gavel Finalists and Joint Winners Rob John and Rod Adcock.

The Expo was a great medium for Real Estate Agents to get business . . . it is reported that one Weston Raine & Horne consultant gained six appraisals from the Expo.



Face painting, courtesy of Adelaide Bank



Lindsay Warner and Jonathon Moore



The Charity Auction in progress



Fons Caminiti at the Charity Auction



Comparing the Expo had some advantages for Society President, Lindsay Warner



Weston, Raine & Horne had a commanding presence at the Expo



Janine Clinch from Adelaide Bank assisting in the Charity Auctions



Katherine Murray at the Brock Partners stand

A Cat Among the Pigeons

by LINDSAY WARNER MSAA
PAST PRESIDENT SAA



At the AGM of 2002 I was very specific in what I believed to be my charter as the incoming President of the SAA. My charter was to continue to build the strong foundation based on the culture of the past but looking forward to the excitement and perhaps unknown of the future.

At the time we were unsure of the future but hindsight has shown us what an exciting and challenging 12 months we have been through.

I said that the Golden Gavel must be nurtured, and protected.

It cannot be bought, sold or given away. It is the premier event for our members and shall continue to be the pinnacle and benchmark for auctioneers to increase the standard of our chosen profession.

The pressure exerted by our membership in retaining the integrity of the Golden Gavel was shown earlier in the year when another organisation tried to mirror our competition, which if it had occurred, would have caused significant damage to our organisation. A call to members bought about some of the most passionate meetings, discussions and lobbying witnessed by our members. The end result is now history with the Messenger Newspapers ~ Adelaide Bank Golden Gavel Competition continuing to be the premier Auctioneering competition and Real Estate social event within South Australia.

The Golden Gavel competition saw a new record in 2003 with joint winners being announced in Rod Adcock and Rob John. Rod as we all know went on to become a Top 4 finalist at the Australasian competition in New Zealand. Rod's history as a strong competitor in the "local" competition proved once again the best way to increase auction

performance in the day to day world of auctioneering is to improve skills through competition and judging by your peers.

The Rau Report threw the cat amongst the pigeons and as much as some believed that if we ignored it, it would go away, it became another political football to kick which went all over the field.

Our breakfast meeting in November last year with John Rau was the a "sell out" and was the start of many meetings on the subject.

It made us seriously question the manner in which we conduct Auctions and review of our ethics, procedures and training.

The Working Committee chaired by Valerie Kupke was given the task of filtering through the wide range of opinion and fact associated with the entire spectrum of Auction and Real Estate Practice. Brett Roenfeldt and I were given the opportunity to present to the committee the view of the SAA membership. The working committee's report is now with the Attorney General and we look forward to the findings.

The Vendor bid is probably the main point of difference between what we have done in the past and what we will do in the future. There will be change and we need to embrace this change but also need to continually educate our members and the public to the entire auction process.

Lifestyle Programs on television have fuelled public opinion and some of the questions from the gallery before, during and after the auction can be clearly be seen as a direct result of this education. This can only be seen as a good thing for our industry as it causes all participants to "raise the bar" in the professionalism shown at

all stages of the sale process.

During my term there has been many meetings between members, Government and the REI.

The intensity shown between members on this topic must be maintained because the subject directly affects our livelihoods. The SAA has to position itself as the first point of contact for the Government, statutory authorities and other interested parties who seek advice or opinion on matters relating to our industry.

During the last 12 months a quality relationship has been maintained with our members and sponsors, not just quantity, through industry and social events. When I hand the baton to our new president and board, I can comfortably say the Society has been in good hands, both in the past, the present and the future.

I would like to specifically thank the "wise old heads" who have given of their time and experience in support of the SAA during the year. Input has been received from our first president John Fereday, Long serving past Secretary Ross Deere, every SAA Past President at some time or another, CEO of the SA Division of the Institute of Conveyancers Geoffrey Adam and Michael Brock, Chairperson of the REI Auctioneers Board and of course the first Patron, Current Board Advisor and 2003 Trustee Paul Henry.

Thank you again to all members and my Board for your support of the SAA and we look forward to the future, whatever it may be.

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