

GAVEL & GLASS

NOVEMBER 2018

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



Contents

**Auction
Clearance Rate
Last Month
61%**

**The Society of
Auctioneers and
Appraisers (SA) Inc.**

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

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MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Andrew Monks



Richard Ward



Jarrah Holmes

**About the Society
Click here!**

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

Upcoming Events

Join us for the Society's

CHRISTMAS & meet our new Board DRINKS



Tuesday 27th November 2018

5:00pm

Oyster Bar Holdfast Shores
Marina Pier, GLENELG SA 5045

\$38.50 per person

for platters of homemade dips,
oysters, prawns, springrolls

Please Book By Friday 16th Nov

admin@auctioneers.com.au

<https://bit.ly/2S7m788>



Please RSVP with booking form

admin@auctioneers.com.au

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President's Report

by Attilio Cavuoto

As the newly elected President of the Society, I am honoured to be given the opportunity to continue the work that the Organisation started 38 years ago. I would like to thank the immediate outgoing president, Victor Velgush for his efforts and hard work for leaving a strong legacy for me to continue on with.

My aim is to continue the good work of previous Boards and with the new Board that we have put together, Matt Smith as Vice President, with Richard Ward, Jarrah Holmes, and Andrew Monks.



Attilio Cavuoto - President

A strong commitment moving forward, grow our membership and keep improving the Golden Gavel Live – which is an integral part of the Society.

The Golden Gavel Live is a platform for our Auctioneers to show their strength and professionalism live in the field. It is also an opportunity to grow the awareness of General, Livestock, Country and Rising Star Auctioning skills.

I encourage members to give me feedback to help enhance the Society and our strong membership base for the betterment of our profession.

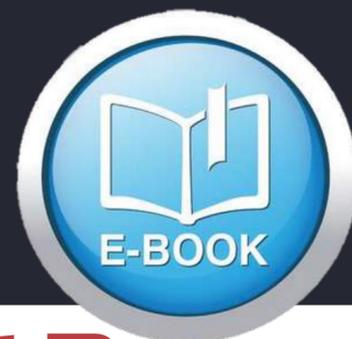
Click here
for the
Nomination
Form

Conditions
of Entry



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General and Livestock Board Report

The Golden Gavel is coming up again soon with the official Launch planned for Thursday 21st February 2019, embracing new technology, allowing Real Estate General & Livestock Auctioneers to simply upload a real life LIVE Auction onto the Society's Facebook. This state of the art new initiative allows Auctioneers to have their Auction filmed so gone are the days of sitting all day in a lock up waiting for your performance time. This is especially relevant to Country Members where distance from Adelaide is no longer a barrier to entry.



Richard Ward

Full details appear on our web page (Auctioneers.com.au).

In the coming weeks, Board Members Richard Ward and Andrew Monks will be contacting Society General Members to engage with you on a personal basis and seek your feedback in relation to the 2019 Competition, and any other services that you may require. In the meantime if you have any feedback or comments please call me directly (Richard Ward 0466 746 751). Our immediate goal is to increase the amount of General and Livestock Auctioneers entering the competition, so we would love to know why you haven't in the past and what we can do to change that. We look forward to seeing you at the Launch on 21st February.

Member communication and Social Events Board Report



Andrew Monks

As Board Member for Member Communication, & Social Events I'd personally like to thank all the 93 Players who participated in the 2018 Form 1 Company Society Golf Classic.

It was a sensational day weather wise with networking and comradery amongst members and their guests, not to mention all the Sponsors who participated also.

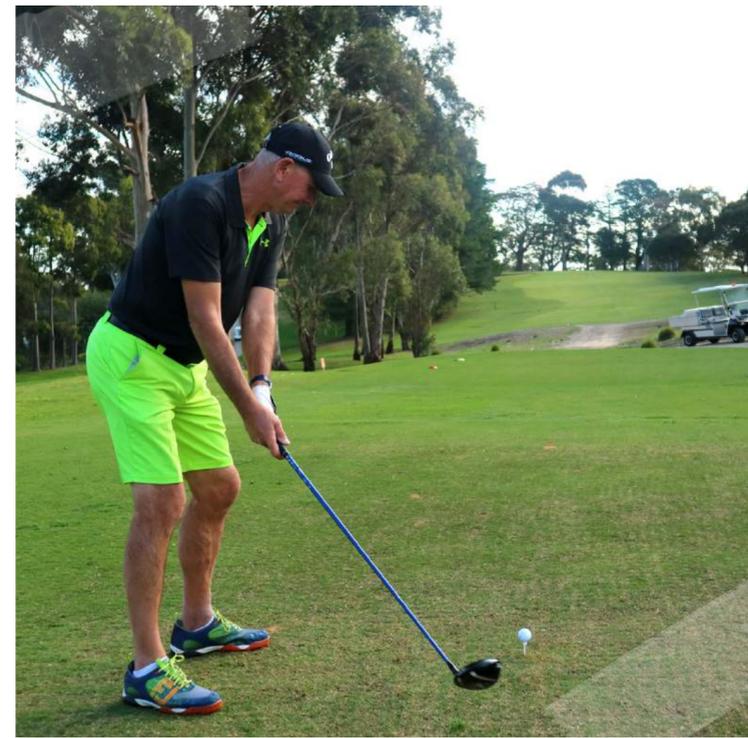
Another cracking Event will be "Meet the New Board" at the Christmas Drinks to be held on Tuesday 27th November at the Oyster Bar Holdfast Shores to formally round up another successful year and look forward to what 2019/20 will bring. We are currently planning all Training & Events for next year and will release the calendar shortly for all members to mark in their calendars.

To receive the full benefit of your Society membership, we encourage all members to attend as many Events as you can. This year we saw record numbers at our CBS Workshops in Adelaide, Naracoorte, Pt Lincoln & Berri..., new initiatives including the Wayne Johnson "How to run a viable Business with a long term Future" Two Day Female only Auction Academys and the hugely successful Breakfasts of Champions at Lexus. If any members have any comments or feedback, please call me direct (Andrew Monks 0414 340 399).

2018 Golf Classic

Sponsored by Chris Gill

The Society's annual Golf Day was held at the magnificent Mount Osmond Golf Club on Friday 12th October. The weather Gods provided a beautiful 26 degrees sunny day for the occasion. The support from Members and Sponsors was fantastic and we had nearly 100 players participating in the day. The Society would like to thank **the Form 1 Company** for their sponsorship which subsidised players fees and was instrumental in ensuring the day was a total success. Golf was the winner of the day and from all reports from players it was an outstanding success with great camaraderie and team participation, enabled everyone to have a great time.



We'd also like to thank other sponsors for their prizes and supporting the day with their teams.

- Lexus of Adelaide (Tonino Rapuano)
- Read Brothers Signs (Darren Read)
- SALIFE (Brooke Seward)
- Bowden Print Media & Marketing (Damien Burchell, Sam Bowden, Paul Grant, Patrick Buying, Derek Butler)
- Corsers Law & Property (Nadia Shivarev & Karley Thomas)
- Blaze (Jenni Tassell)
- du Plessis Auction Gallery (Marc du Plessis)

Our amazing sponsors donated a Lexus for the weekend with a nights accommodation at the Manna Hahndorf, a 12 month subscription to SALIFE, \$100 printing voucher from Bowden Group, and a \$100 Restaurant voucher at Osteria Oggi.

We'd also like to thank some generous people and organisations who have donated prizes for the day:

- Nick George – Ray White Group (6 x George's Exile Shiraz and 6 x Georgy Girl Rose)
- Palais at Semaphore (4 x \$100 food voucher)
- Arkaba Hotel on Fullarton (\$100 food voucher)
- Andrew Monks – Evans Clarke National (6 x Billecart-Salmon Champagne)
- Jarrah Holmes – Century 21 Bayside Brighton (12 x Tim Adams 2015 Vintage Shiraz)
- Cucina North Adelaide (\$60 restaurant voucher)



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2018 Golf Classic

Sponsored by Chris Gill

Special thanks to Gordon Tonkin, Cowden Insurance for his sponsorship of the \$20,000 for the hole in one prize. Fortunately, no one achieved the ultimate prize – [special mention to Will Darsow who was agonisingly close to winning the prize!](#)

The Mount Osmond hospitality, food, and service was exemplary. It was complimented with Garry Topp and Michelle Lee going around entertaining the players on the course and providing them with refreshments!

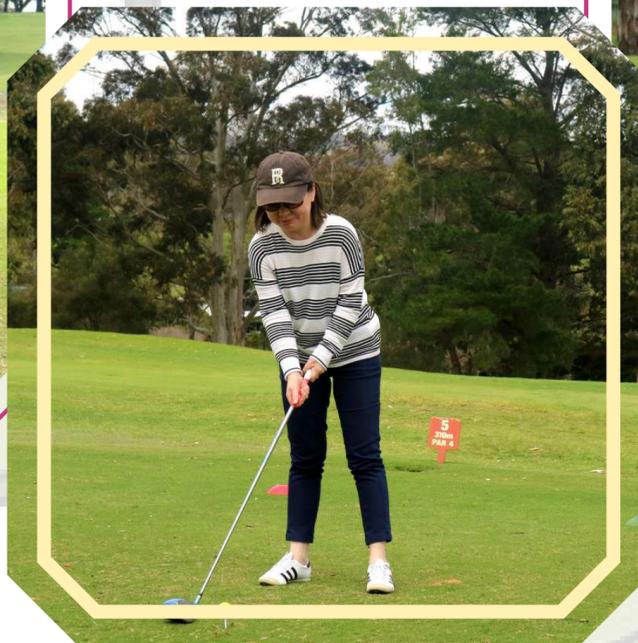
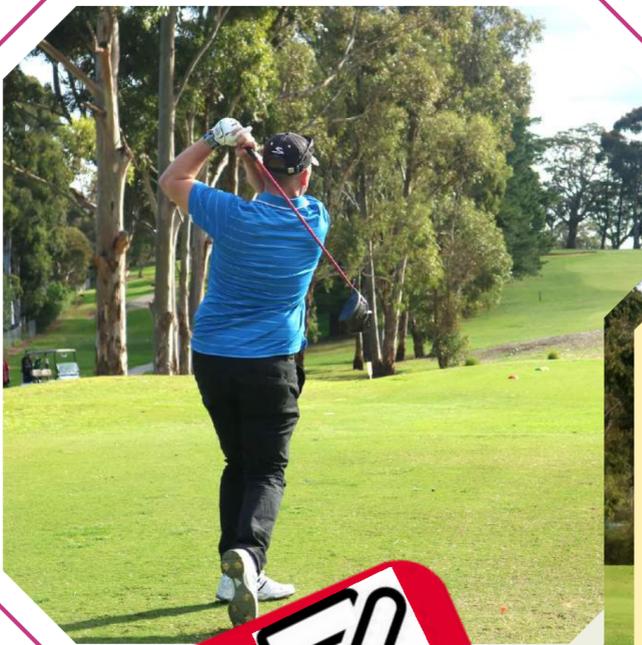
Our sponsor Darren Read (Read Brothers signs) were joined by Rebecca Huang and Alexandra Por at one of the holes providing snacks, water and selling raffle tickets in support of our Charity of Choice, Cody Gray Foundation. We also had a Straightest Drive at this hole for a chance to win \$100 Restaurant Voucher at the Arkaba Hotel!

[This year, we raised \\$1260 for the Cody Gray Foundation on the day selling raffle tickets.](#)

Pleasingly, the majority of the players remained for the presentation and the lucky draws of a variety of prizes from our sponsors and donors.

Other awards of the day include nearest to the pin on the 2nd and 11th holes, longest drive on the 14th and 18th hole, straightest drive on the 5th hole, NAGA Award and best dressed male and female! Read on to find out who the winners were!

Given the success of this year's Golf Day, we will be looking forward to returning to Mount Osmond Golf Club in 2019.



Remember to put 11th of October 2019 (Friday) in your diary for next year's Golf Day!

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2018 Golf Classic

Sponsored by Chris Gill



Bowden Group

With a score of 62 Net 51.625

Perpetual Trophy,
2 boxes of Golf Balls each courtesy of Form 1 Company,
\$100 voucher each at Palais Semaphore
& a bottle of Billecart-Salmon Champagne each courtesy
of Andrew Monks (Evans and Clarke)



Ray White

Mawson Lakes

A box of Golf Balls each courtesy of
Form 1 Company
& 2 bottles of Nick George's Exile Shiraz
each



LJ Hooker

Glenelg

2 boxes of Golf Balls each courtesy of
Form 1 Company
& a bottle of Georgy Girl Rose each courtesy
of Nick George

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2018 Golf Classic

Sponsored by Chris Gill



Tim Pozza

Nearest to the Pin on the 2nd Hole



Marz Harkotsikas

Nearest to the Pin on the 11th Hole



Damian Henry

Longest Drive on the 6th Hole



Adam Farrelly

Longest Drive on the 14th Hole

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2018 Golf Classic

Sponsored by Chris Gill



Ben Darsow

Longest Drive on the 18th Hole



Attilio Cavuoto

Nearest to the line on the 5th Hole



Sam Bowden

Raffle from Longest & Straightest
Drive on the 5th Hole



**James Packhan &
Bianca Browse**

NAGA Award

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2018 Golf Classic

Sponsored by Chris Gill



Patrick Buying & Amelia Langhams
Best Dressed Male & Female




Raffle Winner

Frank Clark
First Prize
a Taylor-Made Golf Bag
Courtesy by Chris Gill



Ray Valatini
Second Prize
4 Bottles of Tim Adams Aberfeldy
2015 Vintage Shiraz
Courtesy of Jarrah Holmes



Maurice Dichiera
Third Prize
a 12 month subscription to
SALIFE courtesy of SALIFE



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2018 Golf Classic

Sponsored by Chris Gill

**PRIZE
DRAW**



Damien Henry
Lexus for the weekend with a night's accommodation at the Manna Hahndorf courtesy of Lexus of Adelaide



John Millar
\$100 Bowden Print Voucher courtesy of Bowden Print Group



Frank Morelli
2 bottles of Nick George's Exile Shiraz courtesy of Nick George

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2018 Golf Classic

Sponsored by Chris Gill

**PRIZE
DRAW**



Tony Sewell

2 bottles of Tim Adams Aberfeldy
2015 Vintage Shiraz courtesy of
Jarrah Holmes



Lee Bahn

2 bottles of Tim Adams Aberfeldy
2015 Vintage Shiraz courtesy of
Jarrah Holmes



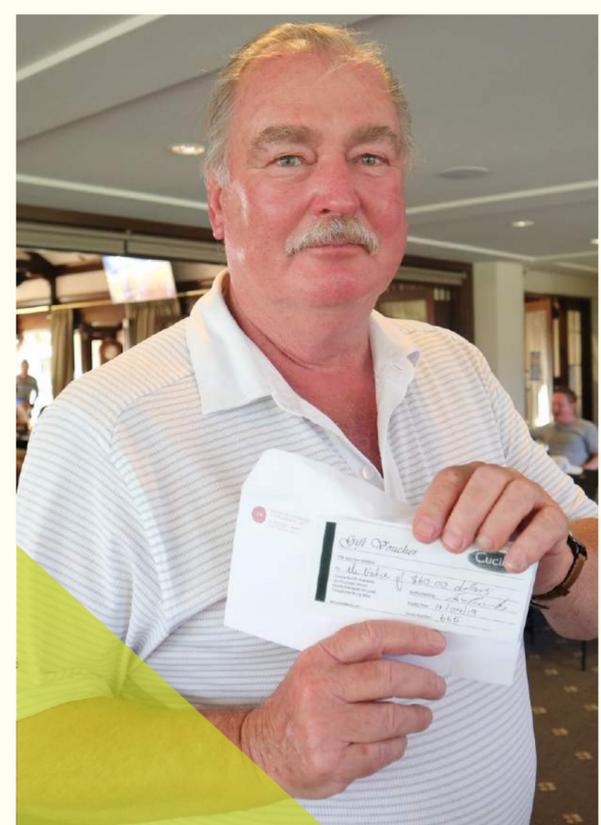
Bob Carlier

2 bottles of Tim Adams Aberfeldy
2015 Vintage Shiraz courtesy of
Jarrah Holmes



Daniel Tsiavlis

\$60 Food Voucher at Cucina
North Adelaide Courtesy of Cucina



Ron Borrows

\$60 Food Voucher at Cucina
North Adelaide courtesy of Cucina

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2018 Golf Classic

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Golden Gavel

Click here
for
Conditions
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Click here
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Nomination
Form

Senior Real Estate, General & Livestock

- You will be judged live in the field by uploading your performance to the Society's Facebook.
- Nominations must be in prior to your performance or 28th February 2019
- **Auctions must be performed between 1st December 2018 to 30th April 2019.**
- You can upload as many auctions as you wish, however, the last one uploaded will be the one that is judged. We suggest you get in early and upload an auction to enter – then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction. You can keep doing this as many times as you wish.

Rising Stars

You will be judged at a designated location on Wednesday May 15th 2019.
Nominations must be in by 28th February 2019.



Brett Roenfeldt, Sam Alexander, Richard Ward

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UPCOMING AUCTIONS

How to Upload...

Our Upcoming Auctions **Free** app report Society member's Upcoming Auctions and the public can use their Smartphone to search for Upcoming Auctions.

They can search with ease and drive around and see what's happening and **search by Auctioneer, Agent, Suburb, Date or Time.**

The moment you add or update an auction to the website, the app will adjust accordingly.
Please ensure all your upcoming auctions are posted on our website the minute they are listed.

We are aware of an instance where the buyer at an auction found the property on our Upcoming Auctions App,
 and **it is free to use for Society members.**

Please ensure you or someone in the office puts your Upcoming Auctions on the website the minute they are confirmed.

Step One

LOG IN

'Member Sign In' at www.Auctioneers.com.au with your username and password (if unsure or forgotten, please contact us at 8372 7830).

Step Two

MAINTAIN AUCTIONS

Click 'Members Only' (Top left corner) and 'Maintain Auctions' in the drop down menu.

Members Only

Join The Society? [Register](#)

- Member Files
- Best Practice Procedures
- Proxy bidder authority for agent
- Proxy bidder authority
- Maintain Auctions
- Logout

Step Three

AUCTION TYPE

Choose the type of Auction (Property, General, or Livestock) and enter all relevant information and click save!

Example of Property Auction entry page

After each auction, you will receive an email 30 minutes after the Auction – requesting the auction results.

This email will provide a link to the page where you can update your result – this also updates the 'Completed Auctions' panel on our webpage.



Upcoming Auctions
 &
 Auction Results
 on
Auctioneers.com.au

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Contact Us

22 Greenhill Road, Wayville SA 5034
 P: (08) 8372 7830
 F: (08) 8372 7833
 E: society@auctioneers.com.au
 W: Auctioneers.com.au

21 Advantages of Auction

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process



POWERFUL MARKETING TOOL

Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

1. **Control**, as Vendor you set the terms and conditions.
2. **You get a cash unconditional contract.**
3. **10% deposit** on the fall of the hammer.
4. **No cooling off period** applies.
5. **Allows 3 opportunities to sell** – before, at Auction or immediately after – and reduces the overall selling time in the market.
6. **Creates a sense of urgency**, which motivates purchasers to action.
7. **Allows all potential buyers to compete** amongst themselves to offer you the best price.
8. Can be used as part of a **total marketing package** where auction is the component that gets the buyers to act.
9. **Price is usually not disclosed** so you remove the objection factor.
10. **Forces buyers to make decisions** to a deadline of the auction date and brings negotiations to a head.
11. **The Auctioneer's skills**, enthusiasm and techniques can maximise the price.
12. **Vendors control their reserve price** and settlement date and accept or reject varied terms and get cash contracts, which usually settle in 30 days.
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.

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!

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

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

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1.99% comparison rate is available to approved personal applicants and 0.99% annual percentage rate is available to approved business applicants of Lexus Financial Services for the financing of new selected CT, IS, RC, RCF, GS, GSF, RX, ES (up to and including June 2018 production), LS & LC models (up to August 2018 production). Excludes ES (from July 2018 production) onwards, RCF & GSF 10th anniversary models, demonstrator and loan vehicles. Finance applications must be received between 1/1/2018 and 30/11/2018 and vehicles must be registered by 30/11/2018 and loan must be settled by 31/12/2018. Offer not available to government, Lexus Corporate Programme or rental customers. Maximum finance term of 48 months applies. Terms, conditions, fees and charges apply. Lexus Financial Services reserves the right to change, extend or withdraw an offer at any time. Comparison rate based on a 5-year secured consumer fixed rate loan of \$30,000. WARNING: The comparison rate is only for the examples given and may not include all fees and charges. Different terms, fees or other loan aspects might result in a different comparison rate. Lexus Financial Services is a division of Toyota Finance Australia Limited ABN 46 012 435 181, AFSL and Australian Credit Licence 392536.

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AGENTS



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- Update to REAForms (AucDocs) Today - User Friendly format - easy to fill in
- Professionally presented Documents with your Company Logo
- Only one office Principal needs to be a Society Member for all in the office to use the Documents.
- Built in Electronic signing included - no need to pay DocuSign (\$450 p.a)

Free
iPad App
with
each licence

RESIDENTIAL SALES AGENCY AGREEMENT

The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agrees that the appointment is subject to the terms as set out herein.

VENDOR Mr and Mrs Seller

E-mail 1 _____
E-mail 2 _____
ABN _____

Prices inc GST & are per annum
Sole Trader (1 user) - \$350
Small User (2 - 4 users) - \$990
Medium User (5 - 9 users) Licence - \$1,760
Large User (10+ users) licensing - \$2420

PLEASE CONTACT
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SOCIETY@AUCTIONEERS.COM.AU

- Edit and Print anytime, anywhere
- You can create Forms offline - The Forms then syncs into the Cloud and backs up to your office when you connect to the Internet
- Forms can be re-edited! It's not necessary to start a new one each time you require changes.
- Electronic signature does not require a witness with our built-in SMS verification
- Automatic insertion of drop in professionally drafted conditions

- Pre-determined Special Conditions included; copy and paste into Contacts
- Subject Clauses (Finance, Sale of another property etc) is included; not as an addendum.
- Simplified, easy to understand GST in Agency Agreement
- Prepare, print and email from iPad or Tablet or Computer.
- Contract translated into Mandarin for Chinese Buyers
- Regular Training and Legislative Updates
- Free Law Firm chat line

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Designed by Agents for Agents

www.auctioneers.com.au

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FIRB Services

Instruction Authority & Tax Invoice FIRB Application Service and Advice

Payment to *Corsers* Lawyers Pty Ltd ABN 38 132 171 227

I _____

of _____

email _____ mobile _____

hereby request and instruct *Corsers* Lawyers to apply for FIRB approval in relation to a Contract to purchase property located at:

Corsers agree to advise me regarding a proposed Contract I am considering entering into and *Corsers* will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.

Corsers charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.

Signed _____

Dated ____/____/20__

Date of Invoice: ____/____/20__

It is acknowledged that the services are the date of invoice.

Payment by credit card

Card Visa

Mastercard

Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to.

DOWNLOAD FORM



The deal is closed when the FIRB approval is given so you want to get that done and we can help.

New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers. Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

Corsers provide a full FIRB Service For Foreign Buyers which includes:

FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese

The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

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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

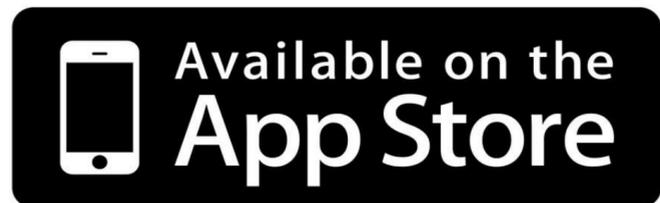
INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

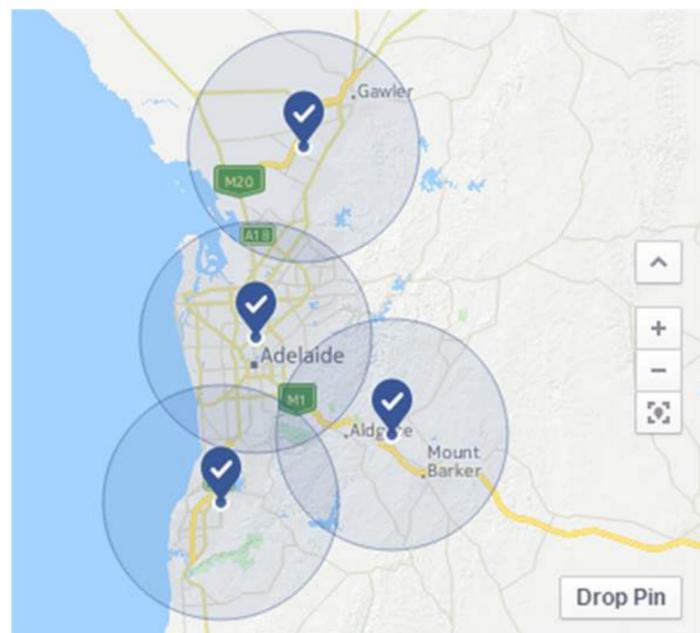
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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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Rent Roll Sales



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For sales and
valuations contact:
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0419 888 485
Chris Gill
0412 062 112

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The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

Make your searches and Form 1 compliance easy.

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

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au



For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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

www.form1.net.au

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Form 3 Services

Contract
Cooling Off
Waivers

CORSERS

Lawyers

**Need a Cooling
Off Waiver?**

Call us

The only specialist provider of
“cooling off” waiver services
online and via conference calls

Karley Thomas

8223 6788

karley.thomas@corsers.net.au

Agent Legal Advice
Services

CONTACT

Nadia Shivarev

nadia.shivarev@corsers.net.au

CORSERS

Lawyers

122 Pirie Street, Adelaide SA 5000

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South Australia's Chamber of
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