

# GAVEL & GLASS

NOVEMBER 2019

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





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The Society of  
Auctioneers and  
Appraisers (SA) Inc.

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



*Look for the logo  
– its your guarantee*

[auctioneers.com.au](http://auctioneers.com.au)

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## THE BOARD

**President**



Matt Smith

**Vice  
President**



Andrew Monks



Amelia Langhans



Richard Ward



Sarah Bower



John Morris

**Board Members**



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# PRESIDENT'S REPORT

## MATT SMITH M.S.A.A. President



I would like to thank Chris Gill from the Form 1 Company for the generous support for Society Golf Classic that was held on Friday October 11th, the day was a huge success with many Members enjoying the golf and the spectacular weather & golf course!

Congratulations to David Philpott and his team winning the competition and we acknowledge our major Sponsor Domain for fielding two teams and to Simone Ellis for winning Best Dressed Female. Thanks to for Darren Read for setting up on hole 5 and Gordon Tonkin for sponsoring the hole in one on the 4th, plus all the other sponsors, Lexus, Bowden Printing, Read Brother Signs, Wavemaker, Cowden Insurance, Du Plessis, Lawsoft, Wallmans Lawyers and Gavl that contributed on the day.

We are pleased to advise Chris Gill (The Form 1 Company) and Gordon Tonkin (Cowden Insurance) will be sponsoring the event again next year.

We are pleased to announce we are recommencing our Real Estate Auction Training with our Two Day Auction Academy to be held November 27th and December 5th.

Board Members have been asked to personally contact our database to encourage participation in the Domain Golden Gavel Live 2020 Rising Star, Real Estate, Livestock & General Categories. The President will write to the CEO's representing all franchise groups in South Australia also asking them to identify upcoming Auctioneers to participate. If you know of any suitable entrants please let us know.

Our next events coming up this November is the Property Management Workshop on November 14th plus our Society Christmas Drinks on Thursday November 28th at Stone's Throw, The Parade, Norwood. Come and join us to celebrate the year that was with Members, Colleagues, Friends & Family. We look forward to seeing you there!

Matt Smith M.S.A.A. President | [matt@klemich.com.au](mailto:matt@klemich.com.au) | 0407 770 725

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# 2020 **Domain** GOLDEN GAVEL AUCTIONEERS

UPLOAD YOUR AUCTIONS FROM THE 1ST  
OF SEPTEMBER 2019  
FOR THE 2020 DOMAIN GOLDEN GAVEL LIVE

Nomination Form:  
<https://bit.ly/2NQIoHD>

Conditions of Entry:  
<https://bit.ly/2kHxk3d>



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# UPCOMING EVENTS

## FORM 1 SEMINAR

Presented by Society Trainer & Form 1 Specialist Chris Gill



### ALL EXPLAINED!

This Seminar will show you how to accurately complete and understand a Form 1 and outline areas where common and reoccurring mistakes & omissions are made

### FORM 1 ISSUES & PITFALLS

### HOW TO UNDERSTAND THE FORM 1

- How to complete a Form 1
- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals
- Learn where everyone gets it wrong!

Even if you don't prepare Form 1's, you still need to understand them

THURSDAY 7th November 2019  
8:45am for 9.00am start  
to 12.00noon

Arkaba Hotel  
150 Glen Osmond Road,  
FULLARTON

Members and employees \$66  
(groups of 3 or more from the  
same office \$55)

**YOUR CONTRACT  
STANDS OR FALLS  
ON THE ACCURACY  
OF YOUR FORM 1**

MAJOR SPONSOR

**Domain**

KEY SPONSORS

LEXUS ADELAIDE

BOWDEN II

WM WAVE MAKER

ALSO SUPPORTED BY

The Form 1 Company

COWDEN (SA) PTY LTD

WALLMANN Lawsoft

PARTNERS

BusinessSA

Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245

Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc

Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034

Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers

Credit Card Type (Please tick) ☐ Visa ☐ Mastercard ☐ Amex

Card No.

Amount \$  Expiry  /  CVV/CVC

Name on Card

Names Attending

NON-MEMBERS Please advise Address

Ph  Email

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# UPCOMING EVENTS

## PROPERTY MANAGEMENT WORKSHOP

### LISTING SUCCESS AND GROWING THE RENT ROLL

- CONVERT THAT FEE ENQUIRY INTO AN APPRAISAL
- ARMED AND DANGEROUS AGAINST COMPETITOR!
- DON'T BUY A RENT ROLL, GROW IT!
- IDEAL WEEK'S
- SCRIPTS AND DIALOGUE'S
- LANDLORD LISTING PRESENTATION - *WHAT YOU'VE ALWAYS KNOWN BUT NEVER DONE*



Presented by Rachel Coulter

8.30am for 9.00am start until 12.00pm  
Thursday 14th November 2019  
Arkaba Hotel | 150 Glen Osmond Road,  
FULLARTON  
Members \$88.00 each (groups of 2 or more  
from the same office \$77.00 each)

Rachel has worked in the Real Estate Industry for over 26 years and 15 years in Business Development within the industry she is passionate about helping Business Owners & Property Managers

MAJOR SPONSOR

Domain

KEY SPONSORS













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# UPCOMING EVENTS



## JOIN US FOR SOCIETY'S CHRISTMAS DRINKS 2019

**Time:** 5.00pm for 5.30pm start  
**When:** Thursday 28th November 2019  
**Where:** STONE'S THROW | 127 The Parade, Norwood SA 5067  
**Cost:** \$38.50 *includes Canapes & Antipasto Station* | **BAR AT COST**  
**Bookings by:** Friday 22nd November

## MEET THE NEW BOARD 2020



**PRESIDENT**



**VICE PRESIDENT**






**BOARD MEMBERS**



**MAJOR SPONSOR**

**Domain**

**KEY SPONSORS**

LEXUS | ADELAIDE  
 BOWDEN | READ BROTHERS  
 WAVE MAKER

**ALSO SUPPORTED BY**

The Farm Company  
 COMBES (SA) Pty Ltd  
 Lawsoft

**PARTNERS**

BUSINESS SA

**Credit Card Authority for Expenses TAX INVOICE ABN: 82 855 149 245**  
 Please post with cheque or fax to Society of Auctioneers & Appraisers(SA) Inc  
 Facsimile: (08) 8372 7833 Telephone (08) 8372 7830 22 Greenhill Road, Wayville SA 5034  
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**Card No.**

**Amount \$**  **Expiry**  /  **CW/CVC**

**Name on Card**

**Names Attending**

**NON-MEMBERS Please advise Address**

**Ph**  **Email**

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# SOCIETY GOLF CLASSIC

## SOCIETY GOLF DAY WINNERS



### FIRST PLACE - 50.125

**Philpott Real Estate & O'Loughlins Lawyers**

David Philpott, Peter Smith,  
Hamish Archibald, Paul Cooper



### SECOND PLACE - 51.625

**Pickles Salisbury**

David Howatson, Mitchell Hampton,  
Troy Millar, Ben O'Loughlin



### THIRD PLACE - 52.125

**Bowden Group**

Sam Bowden, Patrick Buying,  
Derek Butler, Ian Bonython

## SOCIETY GOLF DAY PRIZE WINNERS

**Nearest to the pin 2nd hole:** Maurice Dichiera

**Nearest to the pin 6th hole:** Peter Smith

**Nearest to the pin 11th hole:** Peter Smith

**Longest Drive on the 14th hole:** Matt Scarce

**NAGA Award (Not A Golfer Award):** Domain

**Best Dressed Male:** Barry Brooys

**Best Dressed Female:** Simone Ellis



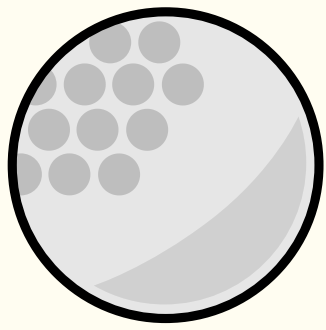
Gordon Tonkin from Cowden Insurance on the 4th hole judging the hole in one prize, with Darren Read and Garry Topp

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# SOCIETY GOLF CLASSIC



On Friday 11 October more than 60 avid golfers, future golfers and those just out for a good time graced the magnificent and testing Mt Osmond Golf Club for the annual Society Golf Classic.

The weather turned on some Spring magic, sunny, 22 degrees and not a breath of wind, unfortunately this took away one of the popular excuses heard for poor golf shots.

Once again Chris Gill of the Form 1 Company sponsored the day and his ongoing sponsorship was appreciated by all the participants. The day was enjoyed by a mixture of Society Members, Sponsors and their guests.

**Mt Osmond Golf Club looked after the group superbly with a welcoming lunch, refreshments around the course courtesy of Ayesha Ridgway and Michelle Lee and post match food and drinks.**

**The Society's President, Matt Smith welcomed the players and welcomed the attendees and caddies, Chris Gill explained the rules for the Ambrose competition and off everyone went to the course for 4 hours of fantastic golf, some average and some just plain bad at golf.**

**No matter everyone's ability, golf was the winner and the beauty of an Ambrose competition is that everyone only ever remembers that great glory shot, bad ones are quickly forgotten, provided your playing partners let you forget!**

There were plenty of prizes supplied by the Sponsors and Members and the winners of those prizes were:

Nearest to the pin 2nd hole: Maurice Dichiera, Nearest to the pin 6th hole: Peter Smith, Nearest to the pin 11th hole: Peter Smith, Longest Drive on the 14th hole: Matt Scarce, NAGA Award: Domain, Best Dressed Male: Barry Brooys, Best Dressed Female: Simone Ellis

Next year's event will again be sponsored by the generosity of The Form 1 Company and we look forward to seeing as many players as possible enjoying the camaraderie and pleasure of golf.

Chris Gill - The Form 1 Company



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# SOCIETY GOLF CLASSIC



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# SOCIETY GOLF CLASSIC



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# SOCIETY GOLF CLASSIC

## SOME ACTION SHOTS



## PRIZE WINNERS





# LAND AGENTS THREATS WORKSHOP



**Our third Land Agents Threats Workshop was held on the 17th of October 2019 at the Arkaba Hotel presented by Wayne Johnson M.S.A.A, Past President of the Society with a history of National Franchise CEO, Multiple Real Estate Office Ownership, and experience in Risk Management Consultancy. Wayne has an MBA in property and is a qualified workplace trainer.**

Recently someone had remarked to me that the industry in South Australia is driving itself into the dirt, this prompted this workshop on how to run a viable business with a long term future and will equip you with skills so that you can restructure your business to remain profitable and sustainable.

**Is your business profitable? Is your data sufficient to give you an accurate picture of where you are and to give you a vision into the future? All business owners should set an exit date and have a clear vision of what the business should look like at that time – develop a succession plan.**

The first key report in any business is the balance sheet as it shows the true value of the business and it is imperative that you have two separate P/L for Property Management and Sales – This is vital!

Wayne personalised the presentation when he gave an example when he managed three country offices, 150km apart and all the figures were collated together. One office was making money the other two were losing money. When he separated the figures it was blatantly obvious what actions he needed to take to remain viable.

***It is imperative to keep reimbursable advertising separate from office promotion and advertising costs.***

**Wayne showed us how to track salesperson profitability and to track listing success as these figures are imperative and it can show some sales people the bulk of their time is spent wasting time on overpriced listings that they are unlikely to sell. Wayne calculated how many contacts and how many sales were needed to achieve the target set.**

**Every agent or salesperson running a business within an agency should attend this dynamic, eye opening workshop, getting back to the basics and dissecting the figures to give you an exact account where your business is at the moment and where it is heading into the future.**

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# LAND AGENTS THREATS WORKSHOP

**When asked did you gain anything from this presentation, answers were;** *Yes I took numerous notes. Yes a good overview of how imperative the financials are. Yes I now need and want to have a better look at gross profit and KPI'S. Yes the importance of breakeven/numbers.*

**What did you like the most?** *Structuring P&L's for better information. The casual environment of the workshop. The financial set-up and formulas. Breakeven and relaxed - honest presentation style, Easy to understand charts and graphs, The style of presentation – Wayne is excellent!*

**What would you tell others of the main benefit of this workshop?** *Excellent – one of the better training sessions, with many takeaways!, A good starting point if you are unsure, opens your mind to what you should really be monitoring, This gives you a good prerequisite to owning and running any business, Absolutely sensational, every business owner should do this course!*

If you are interested in attending one of these sessions please flick us an email and if there is enough demand we will put on another Workshop before Christmas.

I

We have the **Form 1 Seminar coming up on the 7th of November presented by Chris Gill** – this seminar covers everything you need to know about understanding the Form 1. See why a large percentage of Form 1's are flawed, we will show you where to look to spot common mistakes.

Please book for our **Property Management Workshop, equally dynamic with Rachel Coulter on November 14th** where you will be given tips and strategies on how to take your property management business to the next level.

After that our last official function for the year is the **Society Christmas Drinks at Stones Throw, Norwood on Thursday November 28th**, this is just a get together at the end of a busy year with your colleagues, friends and Society Sponsors to celebrate 2019 and to envisage what 2020 has to offer!

**The Society has lots to offer its Members, however you need to come to our training and events to get the full value of your Membership! Please come to everything!**

Best Wishes,  
Garry Topp F.S.S.A (Life)  
CEO



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# AUCTIONEERING CHAMPIONSHIPS

## MELBOURNE 22ND-24TH OCTOBER



The Australasian Auctioneering Championships is an annual event where Australian and New Zealand compete for the ultimate accolade of Australasian Champion. This year Melbourne hosted the event (22nd – 24th October) in a stunning auditorium in Federation Square.

**The competitors were:**

**ACT: Alec Brown & Jenna Dunley**

**NT: Daniel Harris & Dominic Miller**

**SA: Bronte Manuel & Michael Fenn**

**WA: Tom Esze & Adam Piller**

**TAS: Sam Woolcock**

**NSW: Clarence White & Leon Axford**

**QLD: Justin Nickerson & David Holmes**

**VIC: Luke Banitsiotis & Paul Tzamalīs**

**NZ: Aaron Davis & Robert Tulp**

Each State, Territory and New Zealand put forward a Judge with Brett Roenfeldt OAM representing South Australia.

For the heats they were given the task of auctioning a 6 bedroom home at Mount Eliza with a tricky question about the use of the tennis courts lights after 10.00pm of an evening where the Auctioneers had to be creative in their response. Bronte Manuel and Michael Fenn both represented their State with sensational performances, however both went way over time resulting in penalties that precluded them from the finals.

**The finalists were:**

**Justin Nickerson QLD**

**Jenna Dunley ACT**

**Luke Banitsiotis VIC**

**Leon Axford NSW**

**Clarence White NSW**

The finals property was a high profile residence in St Kilda with a tongue in cheek question about the suitability for families in an area where it was rumoured that there were nearby workers in the night, however all Auctioneers came to the fore and put the questioner back in his box.

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# AUCTIONEERING CHAMPIONSHIPS

MELBOURNE 22ND-24TH OCTOBER

The bidding scenarios in both heats and the finals were complex, exhausting and relentless, however most of the Auctioneers handled the bids with confidence and professionalism and congratulations to Victoria for putting together an amazing spectacle over the two days.

**CEO Garry Topp has attended every Australasian Championships, except two, since Michael Brock won the inaugural Championship in 1993 at Wrest Point Casino in Hobart Tasmania and this fact was announced to the crowd along with the fact that it was Garry's birthday with the proceedings being interrupted for a special announcement. The Society of Auctioneers and Appraisers (SA) Inc. was well represented and our involvement was formally acknowledged to the audience.**

**For the very first time in the entire history of the Australasian Championships Jenna Dunley became the first female Auctioneer to make the finals. Jenna has conducted only 21 auctions in her professional career and did a sensational performance for a 23 year old.**

The tide may be turning as out of the last 20 Australasians, New Zealand has won 8 times! with Andrew North winning the 2018 event. This is the first time in 14 years where the Finalists were all from Australia so this could be a signal for the Bledisloe Cup that Australia is taking the lead and is a formidable opponent when up against the New Zealanders.

**Congratulations to Justin Nickerson from Queensland winning his third Australasian Championship, equaling the current record held only by Mark Sumich from New Zealand, with Justin winning back to back in 2016, 2017 and now 2019.**

All Auctioneers from beginners to seasoned professionals should attend and support this Competition as it is the pinnacle and most prestigious event held in the Real Estate Calendar on an annual basis for the entire Continents of Australia and New Zealand, where comradery and lifelong friendships are made.

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



**Real Estate Auction  
Clearance Rate over  
last 4 weeks**

**67%**

## Gavel & Glass

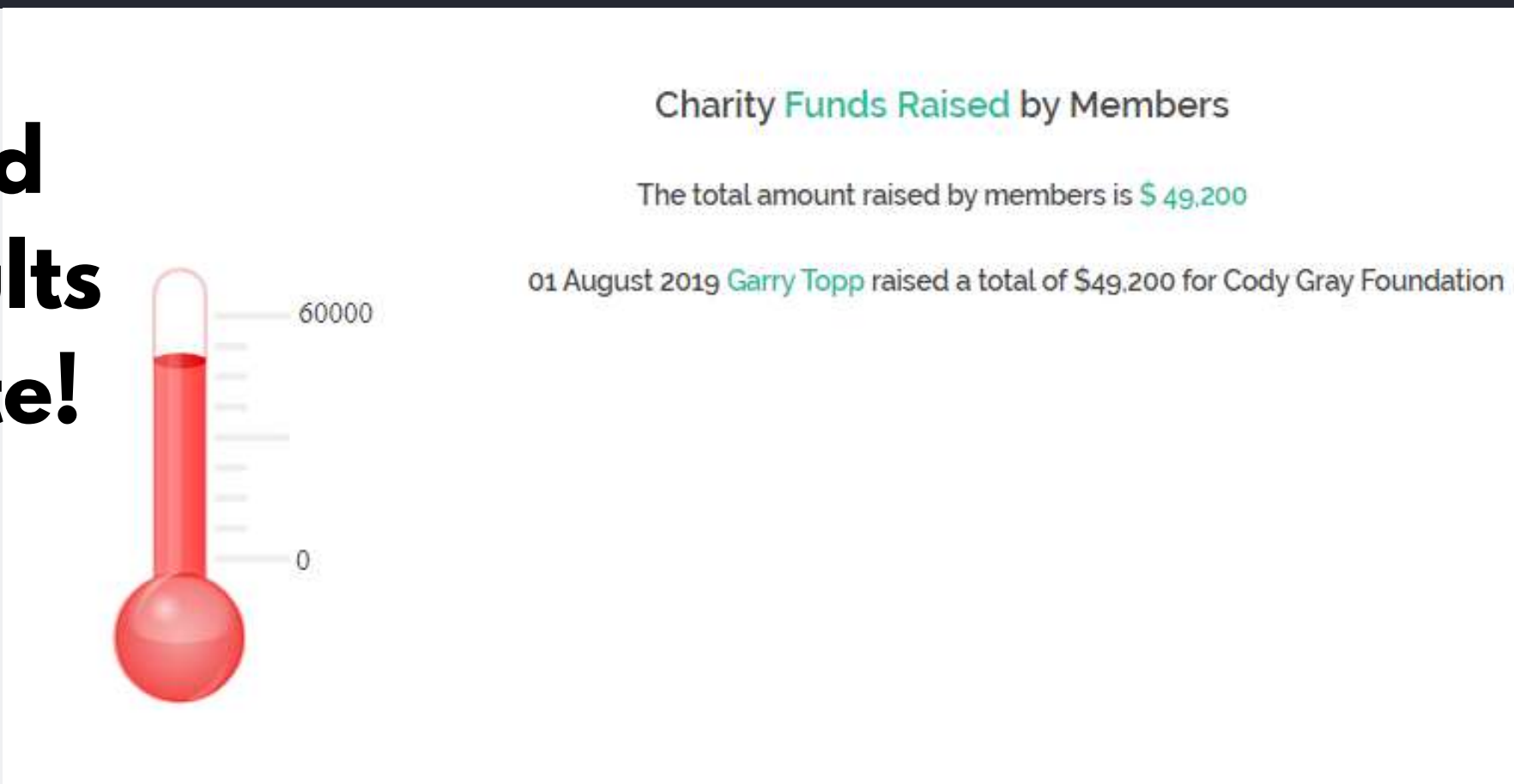
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# CHARITY AUCTION NOW LIVE ON SOCIETY WEBSITE

**You can now upload  
Charity Auction Results  
to the Society Website!**

find it on the Society  
Website homepage!



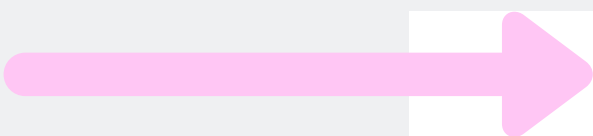
## STEP ONE:

**Log into the Society Website**

→ **www.auctioneers.com.au** ←

## STEP TWO:

**Select Charity Auction (like you  
would uploading any other  
auction to the website)**



New Auction

Please select the auction type to add

Property Auction General Auction Livestock Auction Charity Auction

New Auction

DESCRIPTION OF AUCTION

AUCTION DATE

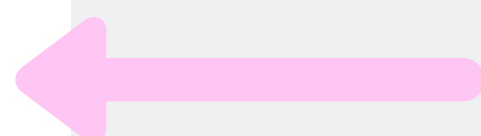
AMOUNT RAISED (NUMBERS ONLY)

Back To Auctions Save Changes

## STEP THREE:

**Fill in the details:**

- **Description of Auction**
- **Auction Date**
- **Amount Raised**



## STEP FOUR

→ **SAVE!!** ←

**Don't forget you can upload past  
Charity Auction Results!**

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# SUBSEQUENT AGENCY IN CHINESE

## REA Forms (AucDocs) subsequent Agency is not available in Mandarin for the Chinese Buyers

住宅后续代理销售协议

业主

代理

物业地址

业主此前委托本代理中介销售其物业，前代理合同签署日期 日 月 年（“前代理合同”）。业主及代理同意签署一份新的后续代理销售协议。

经同意，此前代理合同内容明确纳入本后续代理协议，旨在所有方面作为本协议的条款，但明确遵照本协议内的条款修正及变更。此前代理合同与本协议产生冲突时，以本协议内容为准。此前代理合同自本后续代理协议执行起自动终止。新的代理协议从本协议执行起，直至代理期满。

业主出售价格

\$

代理预估售价

\$

广告

法律设定了最低广告指导标价，这一标价为业主出售价格或代理预估售价两者中的较高者。任何广告刊登的售价不得低于此指导标价。任何市场销售中设定价格区间上限的数值最高不得高出指导最低广告标价的 10%。以上代理所估售价为真实估价，以可比销售额及市场调查为基础，而非通过房产评估师计价。业主可以请评估师做书面评估报告，但费用需由业主自行承担。

广告售价区间 以及/或

\$

到\$

广告固定标价

\$

广告不公开标价

☐是

销售方式

(公开拍卖、挂牌问价、买家意向、投标、私下交易)

拍卖

建议拍卖日期

时间

地点

☐住宅现场 或

拍卖保留售价(依据法律)不得超过“业主出售价格”的 10%。

后续代理销售期

代理销售期将为 ☐90 天 或 天（如果少于 90 天）自本后续代理销售协议签订之日起。

代理形式

☐独家代理；或 ☐多家代理

业主后续广告费用

业主需向代理中介支付代理销售过程中时而产生的且经业主所同意支出的广告费用（修改本合同或可导致广告费用增加），其中包括法定检索、代理中介起草文件费及政府向代理业主存储或转账售房钱款所收取的费用，无论住宅是否售出。以下广告支出及其他费用在签订本合同时经由业主同意。

广告/市场推广（和/或 采用周期性媒体推广的费用预算）

\$

电子平台推广（如互联网）

\$

广告册、传单和信件

\$

广告牌和专业摄影

\$

插图/户型图

\$

\$

\$

\$

\$

\$

\$

\$

\$

业主同意的总金额（包括 GST）

\$

周期性媒体推广预算

☐不适用；或 ☐在后续代理开始时授权

☐拍卖后授权 ☐其他

授权周期性推广预算：支出\$

☐每周 ☐每两周 ☐每月 ☐每次房展

推广期

☐至代理合同结束 ☐其他

周期性媒体推广预算作为业主所同意广告费用之外的费用。

付款方式

业主已同意的广告费用提前支付 ☐否 ☐是

☐支票 ☐信用卡 ☐其他

业主广告账户每月/两周结算 ☐否 ☐是 ☐每月 ☐每两周

7 日周内需付清。否则欠款部分加收 10% 年利息。

其他信息

业主

日期

业主授权代理人

代理人

日期

代理人接受授权

确认与许可

业主及中介分别确认及许可业主与中介或其律师或代理人，在联邦及南澳州《电子交易法》规范内以电子签名形式签署本文件协议及在法案规定内的任何通告，并在法案内以电子邮件形式递交本协议及任何法定通告。

业主确认在进入本代理协议之前已收到以下文件：

☐是\* 

R1 Prescribed Form – 代理协议中的权利及义务表

☐是\* 

R2 Prescribed Form – 代理中介公开其所得回扣及利益表

☐是\* 

可比销售额报告

\*如适用，请打勾

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# READ BROTHERS

Signs, Banners and Vehicle Graphics in Adelaide



42 Holland St  
Thebarton SA 5031  
Phone: (08) 8443 3400

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# Gavl

Gavl is the world's leading real estate platform for auction livestreaming and bidding technology.

Since its launch in November 2016, it has streamed more than 15,000 auctions and achieved 4.5 million views from 52 countries, allowing buyers from all over the world to watch, bid and buy at auction, digitally.

**Gavl is offering Society Members a highlight package that you can now upload onto your social media channels & Promoted on the Society's Facebook Page**

**FREE**

Highlights Package  
for Society  
Members

**Gavl will pick one  
Society Auctioneer a  
week!**

## **Includes:**

- 45 seconds - 1 minute highlight of your SOLD AUCTION - Perfect for your Instagram and social media!

## **Conditions:**

- Post your upcoming auctions onto our **Upcoming Auction App/web page - Auctioneers.com.au**
- Use Gavl to livestream your auctions

**Click here to  
check out Gavl!**



**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!

**Don't miss out on exposure!**

**Upload your Auctions onto  
the Upcoming Auctions App  
NOW!**

**Not sure how to upload?**

Give the Society a call a 8372 7830 or email us  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)

# Gavel & Glass

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# 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.**

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](http://www.auctioneers.com.au)

**Click Here**  
for details

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# Domain delivers buyers

DOMAIN'S AUDIENCE IS...

## EXTENSIVE

1.8m

Australians who intend to buy property in the next 12 months<sup>1</sup>

## AFFLUENT



**WEALTHY**  
56% are social grade AB<sup>1</sup>



**HIGH INCOME**  
61% more likely to have a household income of over \$250,000<sup>1</sup>

## READY TO BUY

78%

Intend to buy a home to live in<sup>1</sup>

41%

Intend to buy an investment property<sup>1</sup>

## EXCLUSIVE



Domain app users who do not use the nearest competitor<sup>2</sup>

## GROWING



Domain Digital Audience<sup>3</sup>  
June – October 2018

## ENGAGED



Domain enquiries sent via mobile<sup>4</sup>

For more information, contact your  
Domain Account Manager today.

Domain

Source 1. Ipsos® conducted by Ipsos Australia, People 14+ for the 12 months ending Oct 2018, 14+ Nielsen Digital Panel data calibrated to Digital Consent Ratings Oct 2018. Includes audience across total Domain print and digital, Domain Review, Allhomes, Allhomes.com.au in The Canberra Times and the Dream Homes partnership network (including the Nine digital metro newspapers, canberradigital.com.au and nine.com.au). Data based on people intending to buy a new or existing home to live in or as an investment within the next 12 months. \*Percentage from Study compared to the average Australian aged 14+. 2. Domain app audience who do not use the realestate.com.au property app, iOS and Android average App Annie, Sept 2018. 3. Nielsen Digital Consent Ratings (Monthly Total), Unique Audience, Oct 2018, P3+, PC, Smartphone and Tablet, Total. 4. Domain Group internal data, Oct 2018. Includes app and m-site.

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\*1.90% comparison rate is available to approved personal applicants & 1.90% annual percentage rate is available to approved business applicants at Lexus Financial Services for the financing of new ES, GS, GS-F, LS, RC, RC-F, LC, RX (pre-facelift up to & including July 2019 production), UX 200, NX 200 & RX 300 (luxury facelift) (from August 2019 production) excl. Ekono-mi Park D models. Excludes demo & lease vehicles. Finance applications must be received by 30/11/2019 & vehicles must be registered & delivered between 01/10/2019 - 30/9/2019. 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: This comparison rate is true 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, a division of Toyota Finance Australia Limited ABN 48 002 435 181 AFSL and Australian Credit Licence 392536.

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# AucDocs (REA Forms)



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### Property Searches in forms

You can now search SAILIS/L and Services SA data within your enabled forms and purchase the registered Title Details which includes registered proprietors, parcel details, last sales details, constraints and valuation number(s).

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**EASY AS. ANYTIME. ANYWHERE.**

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# AucDocs (REA Forms)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



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- Simplified, easy to understand GST in Agency Agreement
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- 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

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### PLEASE CONTACT

GARRY TOPP (08) 8372 7830  
[SOCIETY@AUCTIONEERS.COM.AU](mailto:SOCIETY@AUCTIONEERS.COM.AU)

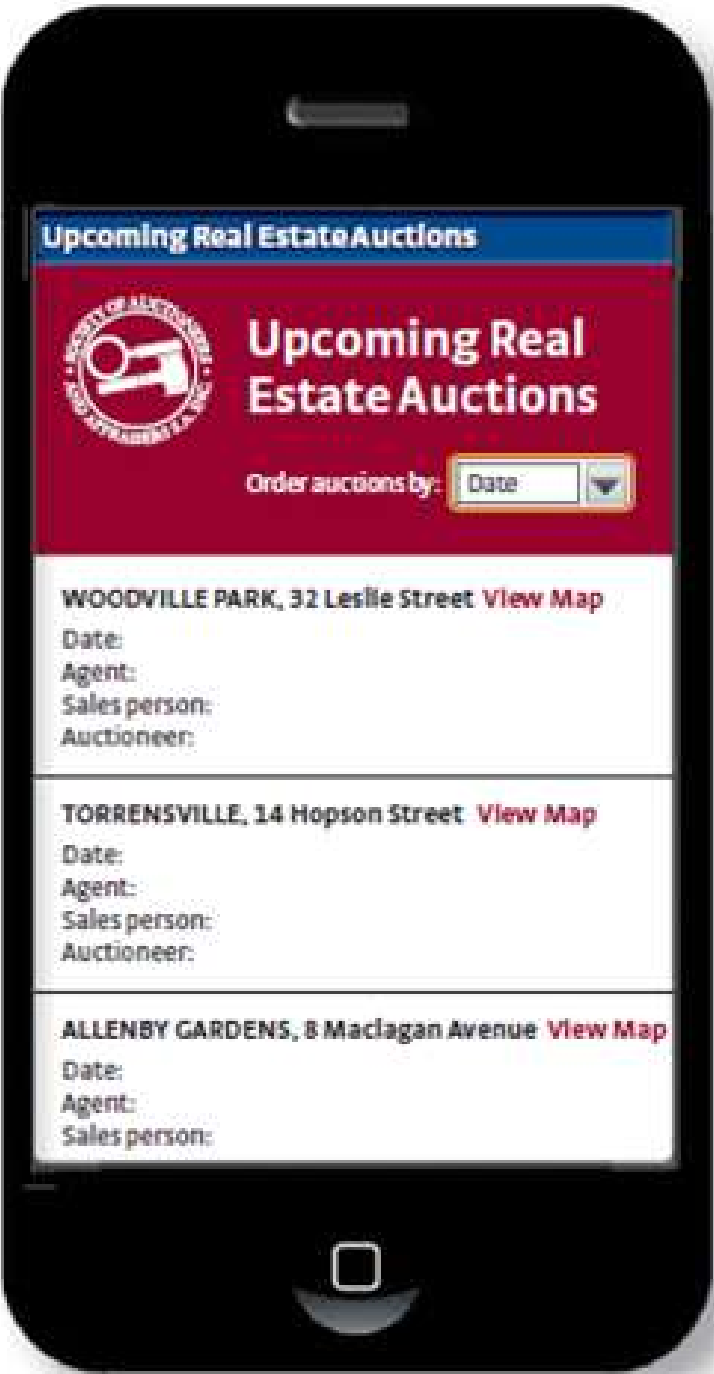
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### LIST

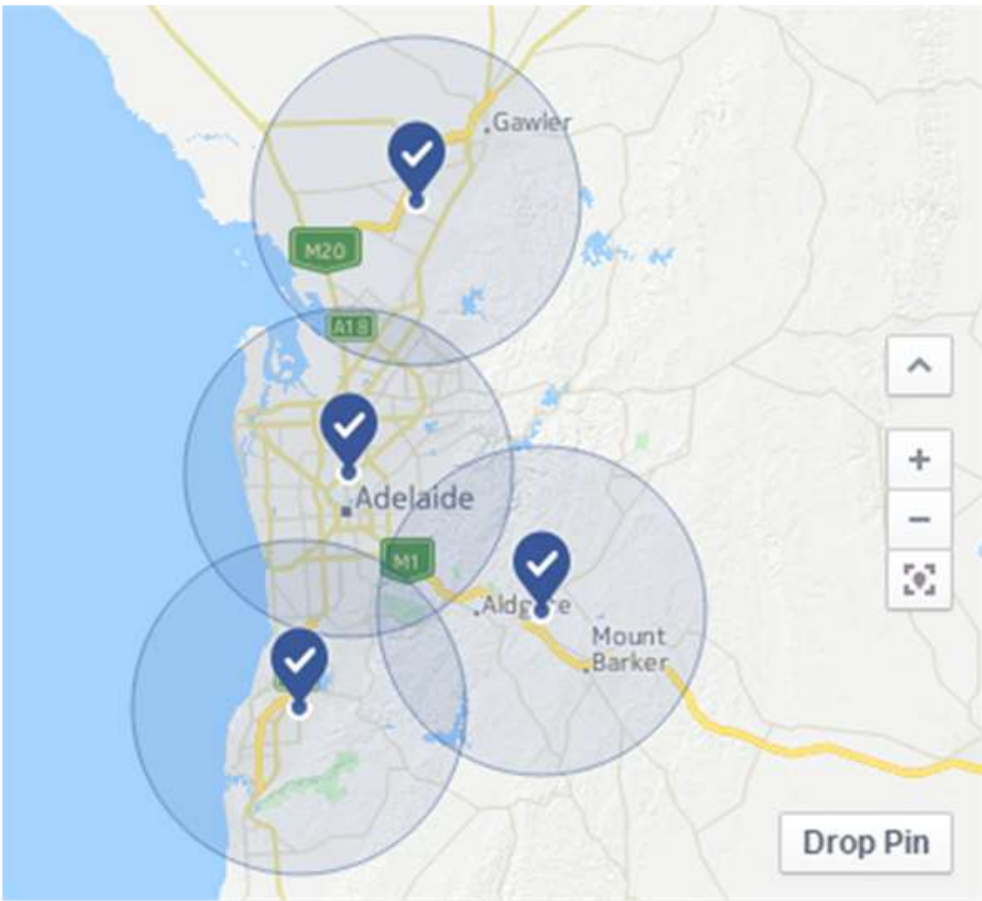
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

All auctions submitted to the website will automatically be uploaded to the phone app, **ABSOLUTELY FREE!**



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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.

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The Form 1 Company

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**Fax:** 08 7221 4909

**Email:** form1@form1.net.au

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**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](http://www.form1.net.au)

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