



*Celebrating 35 Years*



December 2016  
*The Official Newsletter of the Society of Auctioneers & Appraisers S.A Inc.*



THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



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– its your guarantee***

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**Victor Velgush**  
***President***



**Attilio Cavuoto**  
***Vice President***



**Marc du Plessis**  
***Board Member***



**Jason O'Halloran**  
***Board Member***



**Trent Godfrey**  
***Board Member***



**Bernie Altschwager**  
***Board Member***







# Society of Auctioneers & Appraisers (SA) Inc.

## How It All Began

### THE BEGINNING

The society of Auctioneers & Appraisers (SA) Inc. was incorporated on 3rd of December 1981.

The decision by the government to repeal the Auctioneers and Appraisers Act as part of industry self regulation meant there would not be a suitable body representing Auctioneers and Appraisers.

Mr. John Fereday, member of the Real Estate Institute Council was appointed to form a new body to represent the previously licensed practitioners.

The first meeting was held on 2nd April 1981 and the objects of the Society and constitution were prepared.

On 6th October 1981, 39 Members attended a meeting where Colin Spry was elected Public Officer, and John Fereday President.



A Code of Conduct and logo was devised by Max Bray.

[CLICK HERE TO SEE 30 YEAR HISTORY](#)

## GAVEL & GLASS

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



**VICTOR VELGUSH M.S.A.A.**  
**PRESIDENT 2016/17**

The Society of Auctioneers & Appraisers (SA) Inc. is proud to announce Victor Velgush as our 25<sup>th</sup> President in the Society's 35<sup>th</sup> year in South Australia. Our new board consists of Attilio Cavuoto (vice president), Marc du Plessis, Bernie Altschwager, Trent Godfrey, and Jason O'Halloran.

Victor Velgush is the principal of a highly successful boutique agency in South Australia and has worked as a marketing and sales manager for a Fortune 500 company. His passions in life is his wife and three children, coaching his kids sports teams, keeping healthy, and personal and professional development.



Victor's goal for the Society is to implement cutting edge innovation and improvement to make the Society a national





Society of Auctioneers & Appraisers (SA) Inc.

# 2016 Christmas Drinks



## 2016 CHRISTMAS DRINKS

The President & Board invite society members to the 2016 Christmas Drinks  
to say goodbye to 2016 & embrace 2017

**Venue:** 2KW Restaurant & Bar  
**Date:** Thursday 8<sup>th</sup> December 2016  
**Address:** 2 King William Street ADELAIDE SA 5000

There is no charge to attend, however prior booking is essential  
Cover charge applicable to guests who have not pre-booked

*Numbers are limited!*  
Please RSVP to Garry Topp at [society@auctioneers.com.au](mailto:society@auctioneers.com.au) or 8372 7830

[Click here to see full details](#)





# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report to AGM (edited)

**The Society of Auctioneers & Appraisers (SA) Inc. represents the specialist interests of Auctioneers, Appraisers and Agents of Real Estate, General & Livestock.**

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

**In 2016 we are in our 35 year!**

*Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.*

The Society is relevant and provides a high standard of service to members with Training, Documentation, Competitions, Legal Updates, and most of all representation.

Members can call the CEO at any time and If I don't have the answer, Ill get it from our lawyer Mark Kurtze or Form 1 expert Chris Gill, or Society Head Trainer Brett Roenfeldt.

This network of experts must continue as its the backbone of what makes the Society unique.

***We are one of the few remaining organisations where a tape recorder doesn't answer the phone, and I hope it stays that way forever!***

Nothing beats personal contact.

**The Year 2015/2016:**

This year we held the launch at 2KW and for the Awards we had a cocktail party at the Capri Theatre, once again a sensational night of celebrating the outstanding expertise of our highest achievers. Congratulate Michael Fenn on his win and AJ Colman winning the General Award.

The finalists were given a challenging task of auctioning a Penthouse in a new development at Level 17, 203 North Terrace Adelaide sold off the plan.

Previous President and Finalist, Sharon Gray embraced the role of Trustee this year, with Lindsay Warner the Guardian of the Schools Auction Idol. **We put focus on the General Auctioneers** again with \$2,500 in prize money courtesy of the du Plessis Auction Gallery.

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# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report to AGM cont.

**We have had requests from our Live-stock Auctioneers to reinstate the on site Livestock Auctions** that we held at Dublin 7 or 8 years ago, so there is a challenge for the 2017 Board.

### **To the Sponsors.**

We thank new Major Sponsor SA LIFE, Bowden Group, Blaze Advertising, Big Screen Advertising, Solitaire Automotive, The Form 1 Company, Corsers Law & Property, Lawsoft, Skyvue, Sunset Winery, MA Risk Solutions, Royal Car Wash & Wowu88 for their continued support.

**We also thank News Australia** who were a major Sponsor of the Society for 24 continuous years until this year when we severed ties.

**News were great supporters of the Society and the Golden Gavel.**

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### **Training.**

*We have conducted two 2 Day Auction Academies this year with favorable critiques being our Academies are received as the best in Australia with delegates attending from other States in Australia and previously from Singapore, Malaysia and New Zealand wanting to be trained in all facets of Auctioneering by our Head Trainer Brett Roenfeldt.*

Id like to pay tribute to Brett Roenfeldt with his extensive experience in Real Estate Auctions and whose passion and commitment to the Society and to Training is unrivalled.

**The Society Classic Golf was held at the Grange Gold Club** and Christmas Drinks at the Republic in Norwood where the food was sensational. We had the Golden Gavel winner's lunch at Enzos, Past Presidents lunch at The Cork & Clever.

A Training Session was held with **Aus-**

**tralasian Winner Harry Li** at the Arkaba and **Document Updates in Adelaide, Port Lincoln & in Mt Gambier.**

**I'd like to also acknowledge Chris Gill as Society Documentation Trainer** with his regular sessions of completion of agency contract and Form 1 which are very well received by the members. Coming out of Conveyancing, and now working exclusively with Form 1's, Chris understands all the issues that agents are faced with and can deliver the training in agent's language.

**Michael Madsen from Corsers** conducted a seminar at the Arkaba with the release of our REA Forms (AucDocs) in the cloud document system.

### **Office Administration:**

In June last year we employed Yvonne Chua. Yvonne fulfils the administrative management role in the office.

Yvonne has a Bachelor of commerce in





# Society of Auctioneers & Appraisers (SA) Inc.

## CEO Report to AGM cont.

Accounting and speaks four languages including Mandarin, Malay, English & Cantonese which will be especially helpful in dealing with our sponsors Wowu88 who translate Real Estate brochures into Chinese. They have also translated the AucDocs contract into Mandarin for the 50,000 Chinese population in South Australia.

### Finances:

We have turned a \$45,000 loss in 2015 into a \$4,500 profit in 2016, so we are heading in the right direction; however i am mindful that we still have a \$45,000 loss to out finances to make up in the future.

For the year to 30<sup>th</sup> June, Membership was steady, Sponsorship up, The Golden Gavel saved \$22,000 over the previous year by selecting the Capri Theatre as a venue, and other costs were

down. So we are on track for a surplus again in 2017.

**Membership** Last year we had 330 Members at the end of June. However, this year the number was 320 so membership is relatively constant, although down slightly.

Whilst we had some resignations this year, we have had an influx of new Members mainly joining for documentation.

We only require the Manager to be a Member then all in the office can use REA Forms (AucDocs).

**I have a passion for the Society** and its Members and Ideals and can see the Society growing and capitalizing on its hands on passionate and personal approach.

**I look forward to a new Board for 2017 and getting back to basics of represent-**

**ing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.**

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



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Society of Auctioneers & Appraisers (SA) Inc.

# Forms 1 & 2 vendor statements

## Minor change to Forms 1 and 2 vendor statements (Strata Units)

The Form 1 (for sale of land) and Form 2 (for sale of a business with or without land) have been amended to remove reference to duplicate certificates of title. With electronic conveyancing commencing on 4th July 2016, duplicates are now no longer required, nor are they issued by the Lands Titles Office (LTO).

This change relates to the part of the form covering particulars for strata units, which can be omitted if not applicable.

The Form 1 template has been updated in the SA Integrated Land Information System and is available at [www.sailis.sa.gov.au](http://www.sailis.sa.gov.au).

Anyone still using the old template is encouraged to now use the new form.

Industry members who may be concerned that they have been using the old template (pre 4/7/16) can be assured that these completed forms are still valid.

Note: Under section 25 of the *Acts Interpretation Act 1915* minor administrative changes to prescribed forms may be made provided that the forms are of the same effect and the deviations/corrections from the prescribed forms are not calculated to mislead.

### For more information:

The updated prescribed forms can be viewed in the *Land and Business (Sale and Conveyancing) Regulations 2010*. The actual amendment is in the *Land and Business (Sale and Conveyancing) Variation Regulations 2016*.

These are available at [legislation.sa.gov.au](http://legislation.sa.gov.au)

If you have any queries about this change please contact Alison Kershaw, Senior Regulatory Officer, Consumer and Business Services on 8204 9833 or [alison.kershaw@sa.gov.au](mailto:alison.kershaw@sa.gov.au)





# Auctions for other agents

I have been asked many times to clarify whether a registered sales representative who is also registered as an auctioneer can auction for other agents under a contract of service or can they only conduct auctions for the agent that employs them?

Consumer and Business Services clarify the situation once and for all.

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

## Consumer and Business Services

### Licensing and Registration

Thursday, 10 November 2016

Mr Garry Topp  
c/o Society of Auctioneers & Appraisers SA Inc  
22 Greenhill Road,  
Wayville SA 5034

Dear Mr Topp

Thank you for your recent correspondence received 21 October 2016, requesting clarification of the *Land Agents Act 1994*, specifically section 6B(2)(b).

You have asked if a registered sales representative who is also registered as an auctioneer is employed by an agent, can that person carry out auctions for other agents under a contract of service or can that person only conduct auctions for the agent that employs that person?

It is relevant to note that to qualify for registration as an auctioneer the applicant must first be registered (or be applying for registration) as a land agent or sales representative and hold the qualification required by the Commissioner to obtain the auctioneer registration.

In response to your query, it is the position of the Commissioner that a registered sales representative that is additionally registered as an auctioneer can only perform the duties of an auctioneer for the agent who employs them. They cannot contract or sub-contract out these services.

I trust this information satisfies your concerns, should you have any further queries please contact me directly on 8207 2038.

Yours sincerely

Krystle Bobrige  
COMMISSIONER FOR CONSUMER AFFAIRS



Government of South Australia  
Attorney-General's Department

Chesser House  
91 Grenfell Street  
Adelaide SA 5000

GPO Box 1719  
Adelaide SA 5001

Ph: 131 882  
Email: [occupational@agd.sa.gov.au](mailto:occupational@agd.sa.gov.au)

[www.cbs.sa.gov.au](http://www.cbs.sa.gov.au)

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# Society of Auctioneers & Appraisers (SA) Inc.

# Residential Land Contract

Update: Available now in AucDocs Chinese Translated Residential Contract:

The Mandarin translation of the Residential Land Contract now is available in REA Forms (AucDocs) for Society on line forms, and available for members to give a copy to Chinese clients when they sign the English version.



Translated by Wowu88 Pty Ltd in conjunction with The Society of  
Auctioneers & Appraisers SA Inc.

2014 年 1 月 1 日 ©2014 年 Lawsoft 有限公司

## 土地住宅房地产销售合同

## CONTRACT FOR THE SALE OF LAND RESIDENTIAL PROPERTY

买受方须知：本合同为住宅土地销售合同。如果您和出卖方共同签署本合同，那么您可能会受到本合同条款的约束。如果您不确定本合同中的条款，那么您应寻求独立的法律意见。根据《土地及生意（买卖及过户）法 1994 年》第 5 条的规定，土地销售合同可能允许为期 2 天的冷静期（买受方行使权力）。

本中文版的合同意在准确并完整地翻译所附的英文版的《土地住宅房地产销售合同》。当中英文版《土地住宅房地产销售合同》有不一致之处时，应以英文版的条款为准。

This contract in the Chinese language is intended to be an accurate and complete translation of the Contract for the Sale of Land Residential Property in the English language which is attached. The terms of the Contract for the





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## Homes and Gardens subscription offer

\* Add \$30 to a 1 year new or renewal SALIFE subscription and also receive the next issue of **SAHomes & Interiors**, and the next four issues of **SAGardens & SAOutdoor Living** (save \$20.60). Add \$30 to a 2 year new or renewal SALIFE subscription and also receive the next two issues of **SAHomes & Interiors**, and the next eight issues of **SAGardens** (save \$95.20).



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# AucDocs Member Practice Forms are now in the Cloud Online!



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reaforms.com.au

*Pricing is now by user numbers*

Prices include GST and are per annum:

Sole trader (1 person) .....	\$350
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Medium user (5 - 9 users) licence .....	\$1,760
Large user (10+ users) licensing .....	\$2,420

**These forms are **Sensational!****

**All Property Management & Tribunal Forms are online.**

**Bond Forms, Tenancy Agreements and all Notices!**

**The iPad is fully functional**

**Also check out the new Property Form condition report which is especially designed for the iPad with a fabulous new interface**

**Inspections now at the press of a button!**

**Contact for demonstration access and licensing**

**Genevieve: [sales@reaforms.com.au](mailto:sales@reaforms.com.au) or**

**8223 6092**

**Michael: [itadmin@lawsoft.com.au](mailto:itadmin@lawsoft.com.au)**

Brochure



## Member Practice Forms



## REAL ESTATE AUSTRALIA FORMS™

All Residential, Commercial and Rural Sales  
and Property Management

Features and Superior Benefits:

- Only one (1) office Principal needs to be a Society member for all office to use forms
  - An iPad App with e-signing
  - Cloud based forms which can be saved and re-edited
- Office Manager has master control to enable all users and salespersons
  - Firm logos on forms
  - Email forms to vendors
- All Property Management and all Tribunal Forms are online
  - 120 Forms without module restrictions
- Sales, Property Management, Commercial and Form 1 online, any time - anywhere
  - Contract in Mandarin for Chinese buyers
- Property Condition Reports are now on the iPad with push button screens
  - iPad forms can be used out of wi-fi and then sync when in wi-fi range





Dear Members,

**Corsers now provide a full FIRB service to Agents to refer Foreign Purchasers to.** Please see the attached service Forms information and Authority. 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](mailto: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:

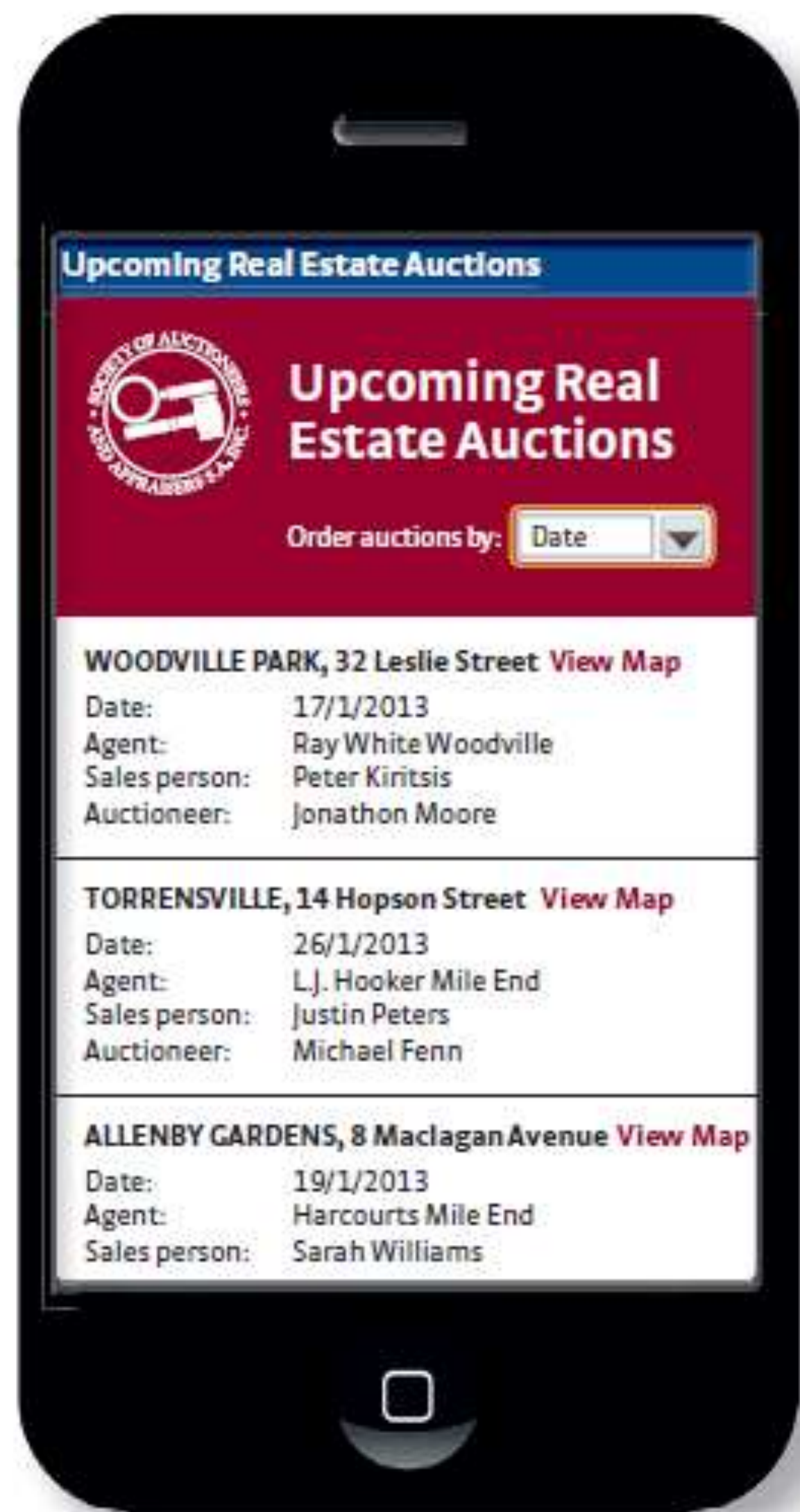
- **FIRB applications to complete Contract purchases full advice to Purchaser on FIRB; Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer in house who speaks Chinese**

Call first and send all materials by email to Christine Ward or Karley Thomas at [corsers@corsers.net.au](mailto:corsers@corsers.net.au):

- 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



# 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!

Upcoming Auctions App - To be seen by over 180,000

Smartphone users in

□ Adelaide!

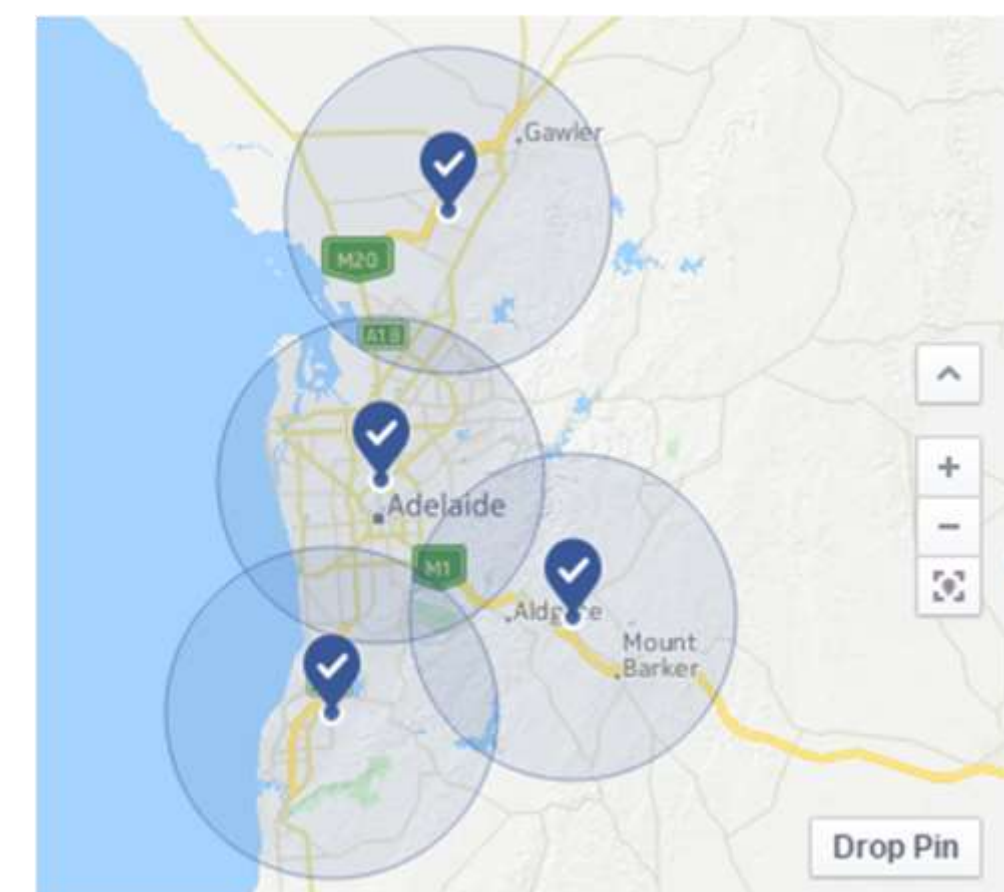


We're targeting Everyone in the below mapped out areas 25 years old+, using both Apple and Android phones.

### What this means for our members...

MORE BUSINESS! With so much more exposure, downloads of our app, and awareness of auctions around Adelaide, maximise your benefit by submitting all your auctions to our website

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







# Sunset Kangaroo Island Wines

[www.sunset-wines.com.au](http://www.sunset-wines.com.au)

*Sunset Winery ...share the experience*



**Sunset Winery is Kangaroo Island's first purpose built cellar door/ winery. Part of our production policy is that all fruit for the wine is sourced from Kangaroo Island vineyards**

'Award Winning Island Experience' Sunset Winery achieved a four and a half star rating from James Halliday in the '2013 Wine Companion'. Sunset has become a must see, must do destination for self drive tourists to the island.

With one of the best views of any cellar door anywhere, Sunset has become known for its warm welcome, friendly service and relaxed atmosphere. Sunset Winery is the inaugural winner of the 2009 Ultimate Kangaroo Island Producers Food or Wine Experience award as judged by its customers (criteria was judged on service and local produce used in the menu).

Produce used: Island Pure Sheep Cheeses, Kangaroo Island Olive Oil Company's Kalamata olives and oil, Kangaroo Island Bakery bread, homemade gluten free muffins using local free range eggs and Cliffords Honey. Sunset's Savoury (great for 2 to share) served with tastings of our 7 premium wines, morning or afternoon tea, or a peaceful spot to enjoy a glass of wine with that special someone, look no further .....

***Sunset Winery Kangaroo Island***

***ABN 67 099 878 850***

***PO Box 133***

***Penneshaw***

***South Australia 5222***

***Phone +61 8 8553 1378***

***Fax +61 8 8553 1379***







# Marketing to Chinese Buyers— Property Brochures in Mandarin



Here are **8** reasons why **Real Estate Agents** should choose to list on **Wowu88.com**

- Printable **Chinese Property Brochures**
- Online property portal ([www.wowu88.com](http://www.wowu88.com))
- Dual language (English & Mandarin) website
- Downloadable e Brochure
- Unlimited Photo Gallery
- Full Search Options
- Link to Agency website
- Update your listing kit. This is the perfect opportunity to show potential vendors your proactive research of all marketing avenues for the best possible sale outcome



- Compatible with Mobile devices

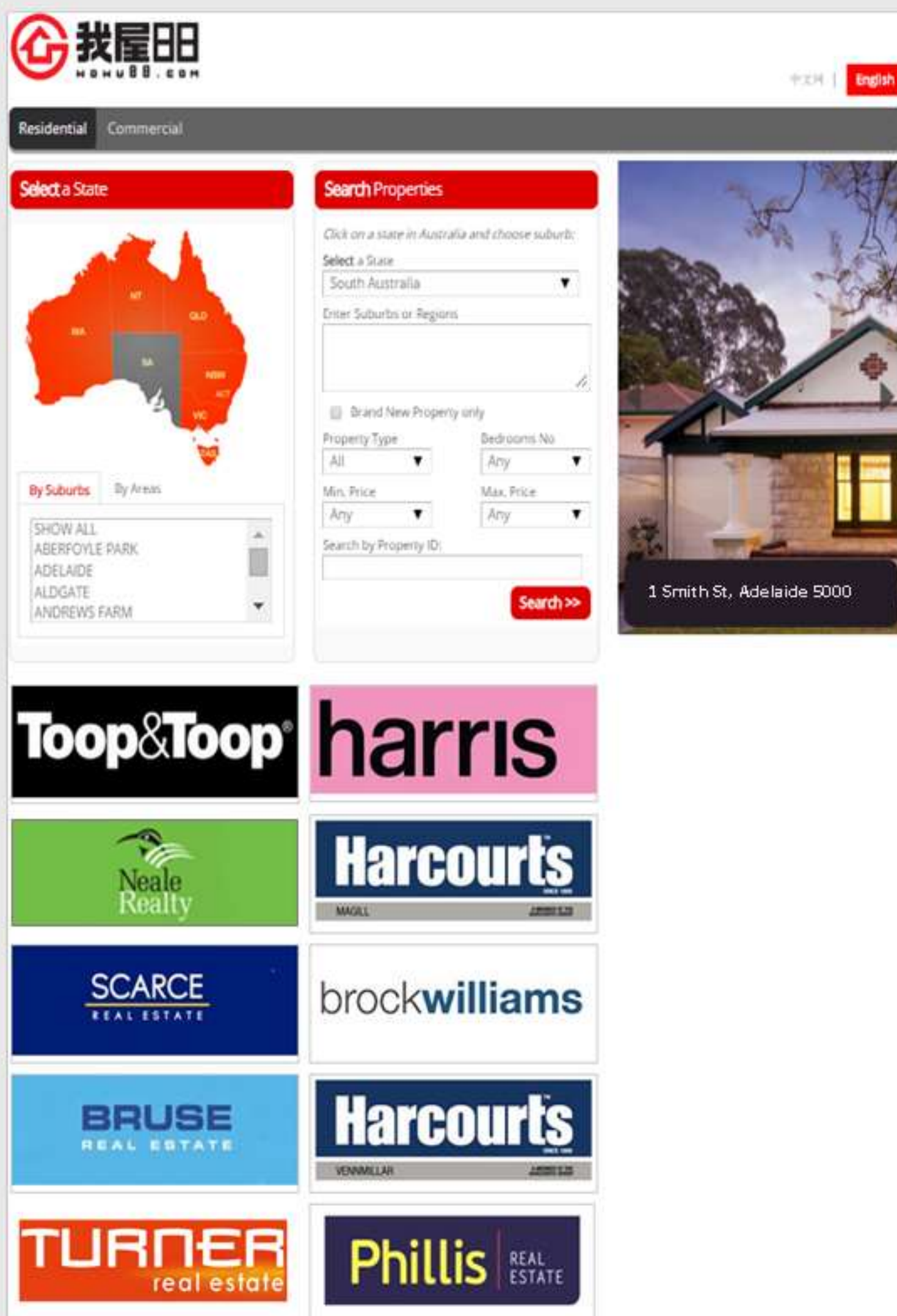


- E-Brochure

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R4-R7 Government Forms translated into Mandarin available from  
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The most experienced  
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**Mark Kurtze   0419 888 485**

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# Solitaire Automotive Group



## Solitaire Automotive Group



Complete Motoring Excellence [www.solitaire.com.au](http://www.solitaire.com.au)

DL65541





*The Form 1 company* is a specialist provider of the statutory Form 1 (the "cooling-off" form) to the real estate, conveyancing and legal 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.



# †The Form 1 Company™

The original and pre-eminent Form 1 service provider in South Australia.

Make your searches and Form 1 compliance easy.

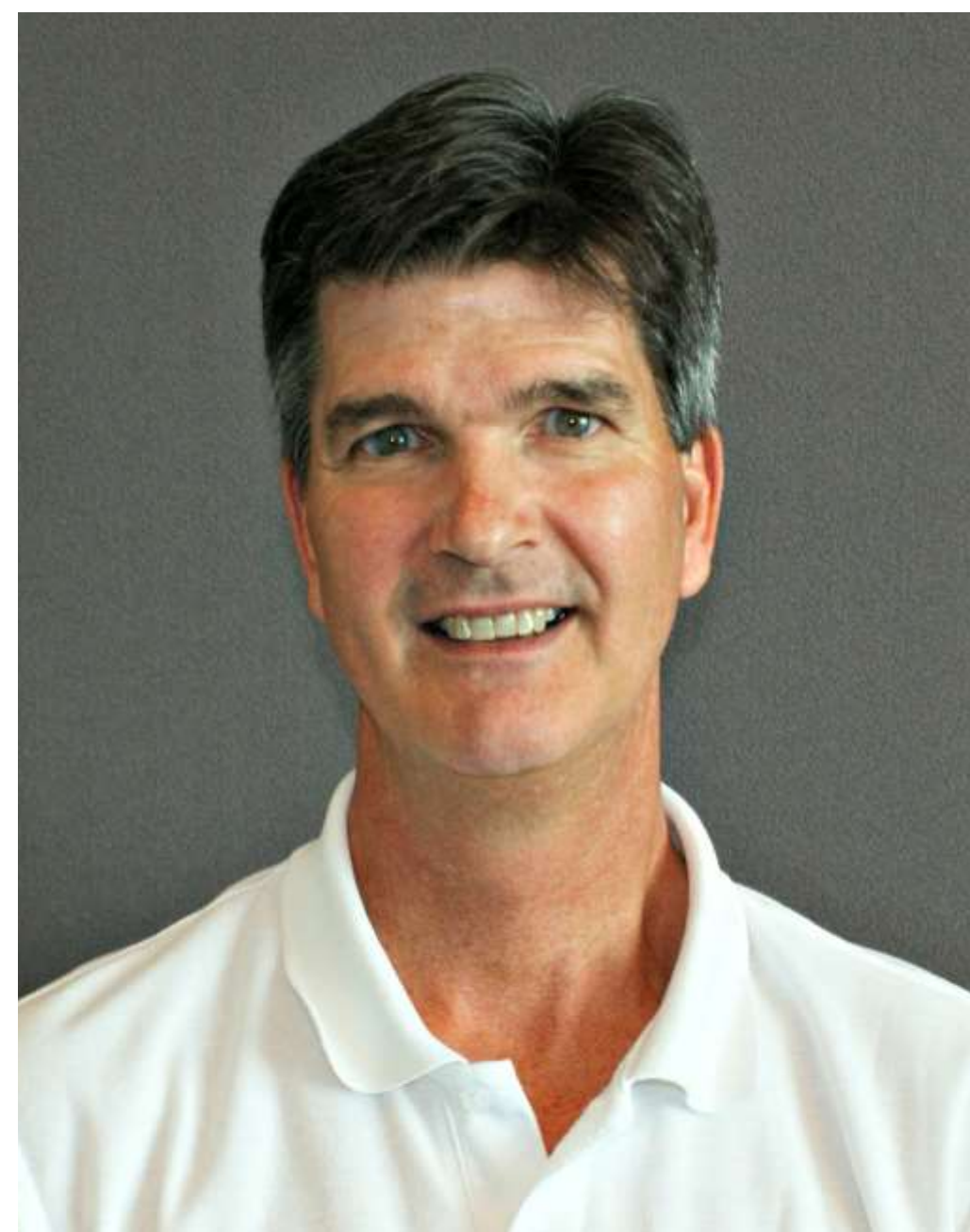
Contact Chris Gill  
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: [form1@form1.net.au](mailto:form1@form1.net.au)

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



**Chris Gill Tel: 7221 4908**

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# FORM 3 COOLING OFF WAIVER SERVICE



## Corsers Lawyers

are a specialist provider of Form 3 (the "cooling off" waiver form).

*Need to close an auction?*

*Need an unconditional contract?*

**Call Corsers.**

We can handle it all remotely (via phone and internet) and advise the Purchaser and then send a Form 3 Waiver signed by email to help close the deal.



**KARLEY THOMAS 8223 6788**

## The Form 3 Service

The most efficient Form 3 provider in South Australia.

Make your contract closing and Form 3 compliance easy.

Contact:

Karley Thomas

Corsers Lawyers

**8223 6788**

EMAIL: [Corsers@corsers.net.au](mailto:Corsers@corsers.net.au)





# SkyVue

**The Society's SkyVUE eBook has taken the Society to a new level of professionalism.**

It has enabled us to interact with Members where we can post photos, include videos, update legislation, promote events and Members can book for those events with total flexibility and what's more we can edit anything we put out in seconds!

**We have had superb feedback with this new dynamic way of servicing our data base** and delivering up to the minute information to Members.

**We love it!**

**Garry Topp**

**Chief Executive Officer**

**THE SOCIETY OF  
AUCTIONEERS AND  
APPRAISERS (SA) Inc.**

**Tel: 8372 7830**

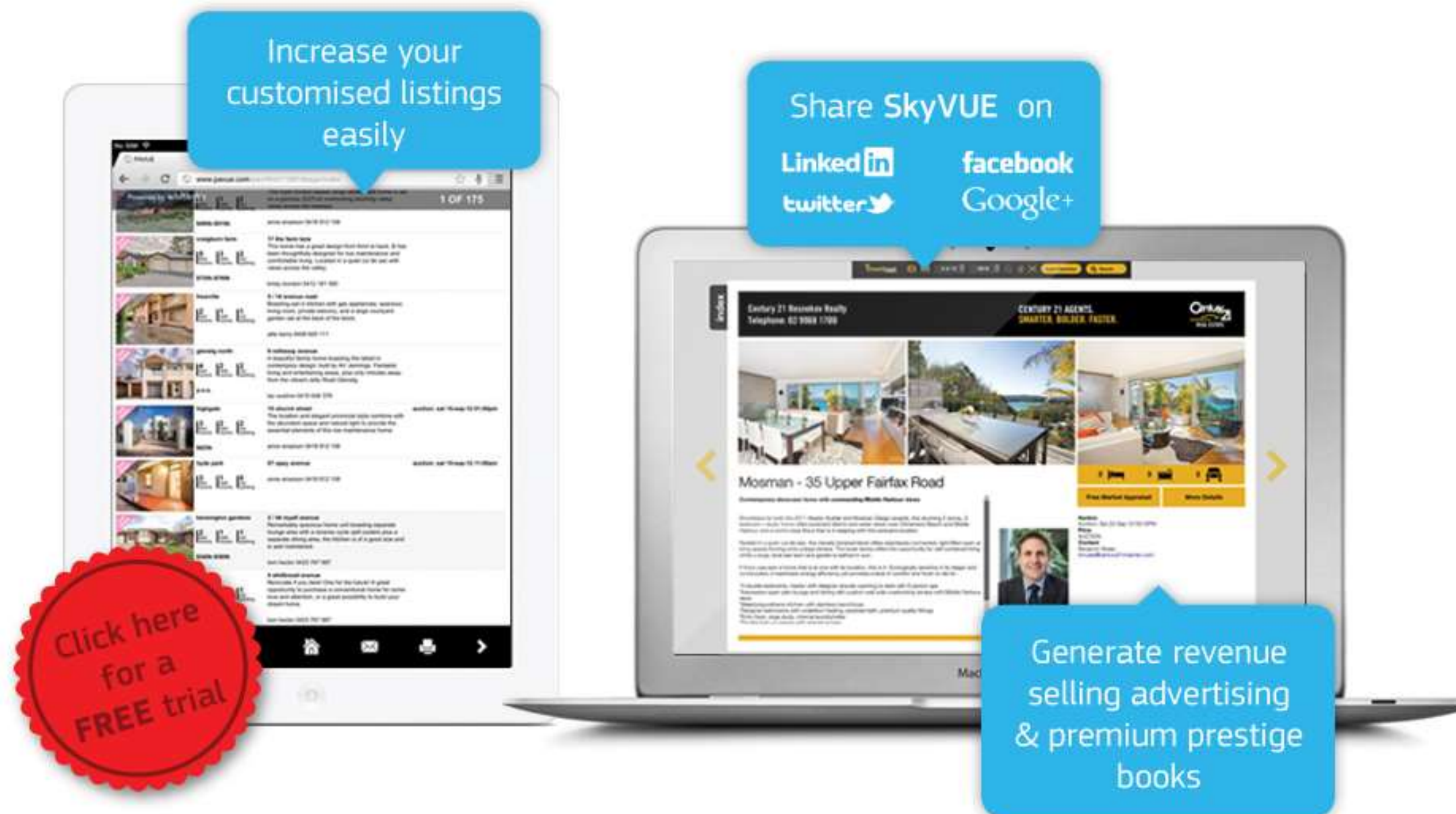


Previously known as Proactive VUE

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