

GAVEL & GLASS

DECEMBER 2020

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



CONTENTS

The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



*Look for the logo
– its your guarantee*

auctioneers.com.au

Domain Golden Gavel Nominations.....Page 3

CEO's Report.....Page 4

President's Report.....Page 5

Real Estate.....Page 6-7

General and Livestock.....Page 7-8

Social Events, Media, Networking, Technology..Page 9

Upcoming Events.....Page 10

Meet the Board Drinks.....Page 11-12

Lockdown Auction.....Page 13

Potential Development Site.....Page 14

Covid-19 Clause.....Page 15-16

Society's Auctions.....Page 17-20

Society's Auctioneers.....Page 21

Society's Auctioneers.....Page 22

Bidtracker.....Page 23

Academic Pavilion.....Page 24

21 Advantages of Auction.....Page 25

REAFORMS (AucoDocs).....Page 26-27

Upcoming Auctions App.....Page 28

The Form 1 Company.....Page 29

Wallmans Lawyers.....Page 30

Rent Roll Sales.....Page 31

Estate and Downsizing ServicesPage 32

Sponsors.....Page 33

President



Andrew Monks

Vice President



John Morris

THE BOARD

Board Members



Richard Ward



Sarah Bower



AJ Colman



Vincent Doran



Like us on facebook
/SocietyofAuctioneersandAppraisersSA/



Visit our Website
auctioneers.com.au



Follow us on Instagram
/societyofauctioneersappraisers/



Domain GOLDEN GAVEL LIVE 2021

NOMINATIONS OPEN NOW

For Real Estate

- Senior
- Rising Star

General

- Live Auction
- Catalogue Auction

Livestock

- Live Auction

The Domain Golden Gavel Live launches in early spring which gives both City and Country plenty of time to put in Real Estate, General and Livestock auctions, this will give our Auctioneers opportunities to showcase their skills in the prime selling time of Spring.



For further details visit our website

www.auctioneers.com.au

Gavel & Glass

Christmas Report

I'm ecstatic we have survived another year alive and well. It has been a relatively tough year with the volume of sales of Real Estate, General and Livestock down from previous years due to you know what, however due to the current stock shortages, prices across the Board have been extremely strong.

With the indecision and scepticism of the land tax issue behind us, we now look forward to a far more promising 2021 where with some more confidence in the market we expect that Property Sales, Car Sales, Retail, and Livestock will enjoy improved sales.

We sail into 2021 with a raft of training including 2 Day Auction Academy, presented by Brett Roenfeldt Land Agents Threats presented by Wayne Johnson, with special relevance in a workshop on "Pricing Compliance" presented by Chris Gill for Real Estate Agents as there is still some confusion regarding pricing, price guides, listing price, verbal prices and vendor selling price in sales agency agreements. A dynamic new Negotiating Skills workshop presented by Brenton Illicic; Listing success and growing rent roll with Rachel Coulter; Workplace Relations – Strategies to Employ people after JobKeeper presented by Arvin Bisbal; Planning, Development and Infrastructure Act – What agents will need to know, presented by Felicity Niemann from Wallmans and Chris Gill.

The Society is a vibrant body of top class professionals striving for excellence in a competitive world and our training is absolutely first class. Please attend as many Training, Social and Networking Events during the year to be sure you are at the forefront of your profession and you are providing the Board and Management of the Society feedback which can be used with our many interactions with the Attorney General, Consumer and Business Services and Politicians.

Thanks for all support during 2020 and I hope to see you at every one of our events in 2021 and please either enter or come along and watch every part of the Domain Golden Gavel Live in 2021 where we will highlight the expertise of our Auctioneers and Appraisers.



On behalf of Giovanna Izzo and myself, we look forward to seeing you at all our events in 2021, best wishes for Christmas and the New Year.

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

Gavel & Glass

President's Report

The Task Groups are performing with a clear vision of the future for kicking off 2021 we will engage through all social media platforms, development of an Auction data to share with members, training and social events to reflect members requests, including a comprehensive training program planed in early 2021.

Also is the commemoration of the 40th Anniversary of The Society coming up late next year, with celebrations to follow (3rd December 2021).

The venue will be the Mayfair Adelaide Premier Boutique Hotel, please put this date in your calendar, the invitation will be sent out closer to the Event.

I personally thank all members and sponsors for supporting The Society of Auctioneers and Appraisers (SA) Inc. through the year and as a Board we look forward to supporting the Real Estate, General and Livestock Auctioneers and Appraisers within South Australia in 2021 and beyond, if you require any further information please call me personally or CEO Garry Topp.

And don't forget to enter the Domain Golden Gavel Live 2021, nominations are now open until 28th February 2021 for performances up until the end of April 2021.

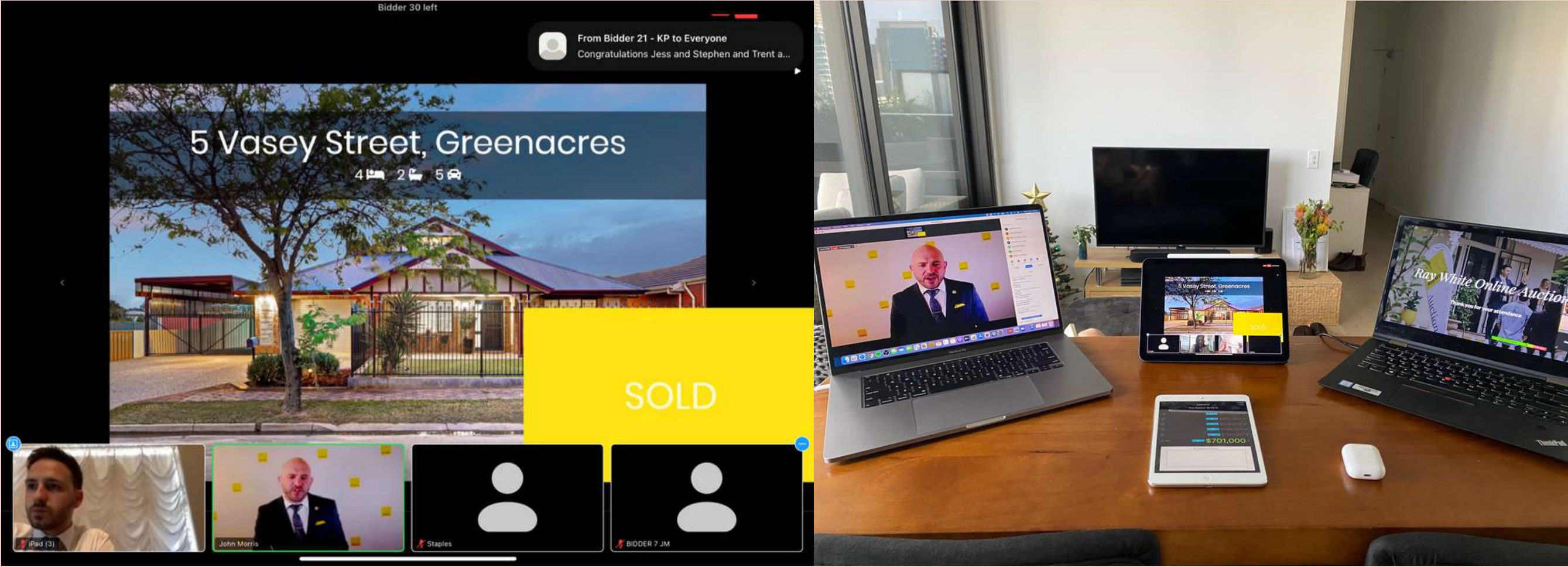
In 2021 we will introduce an exciting new format for Domain Golden Gavel General, where General Auctioneers can either upload a performance of one of their auctions to the Society's Facebook Page or attend a staged General Auction where participants will be given six varied items to auction in front of a panel of live bidders and judges, if you require any further information please call me personally or Garry Topp.



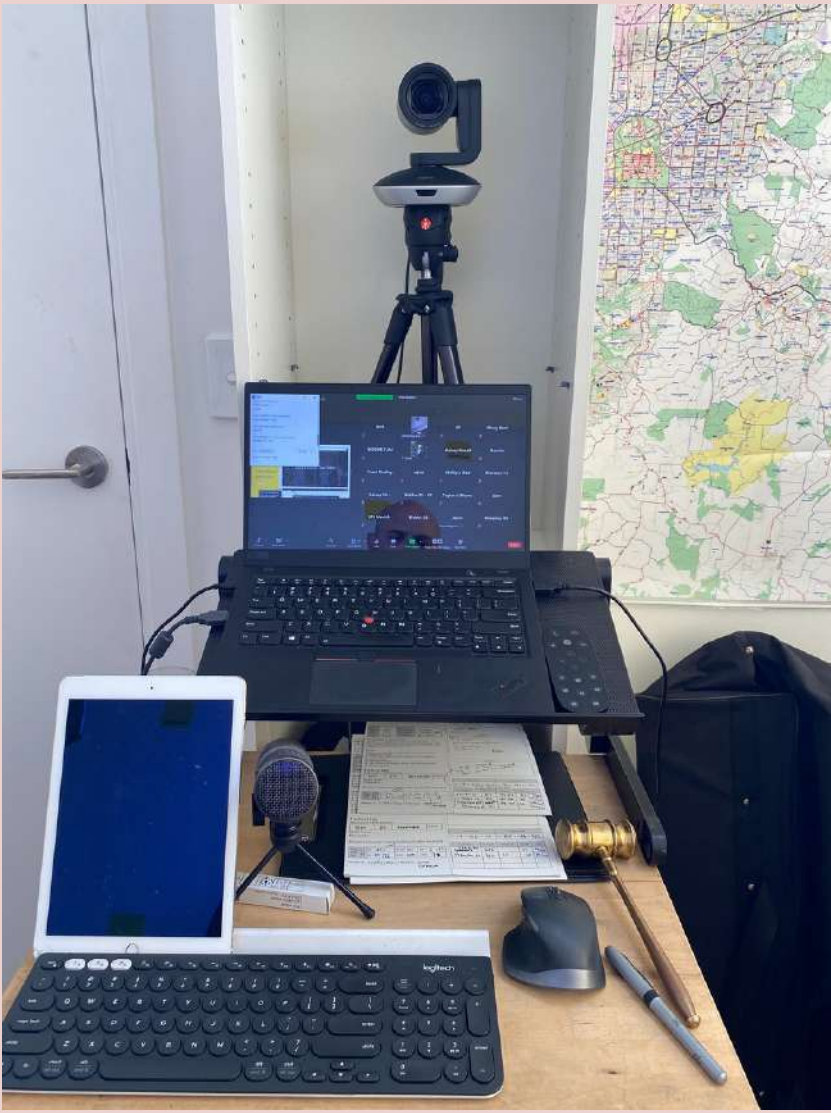
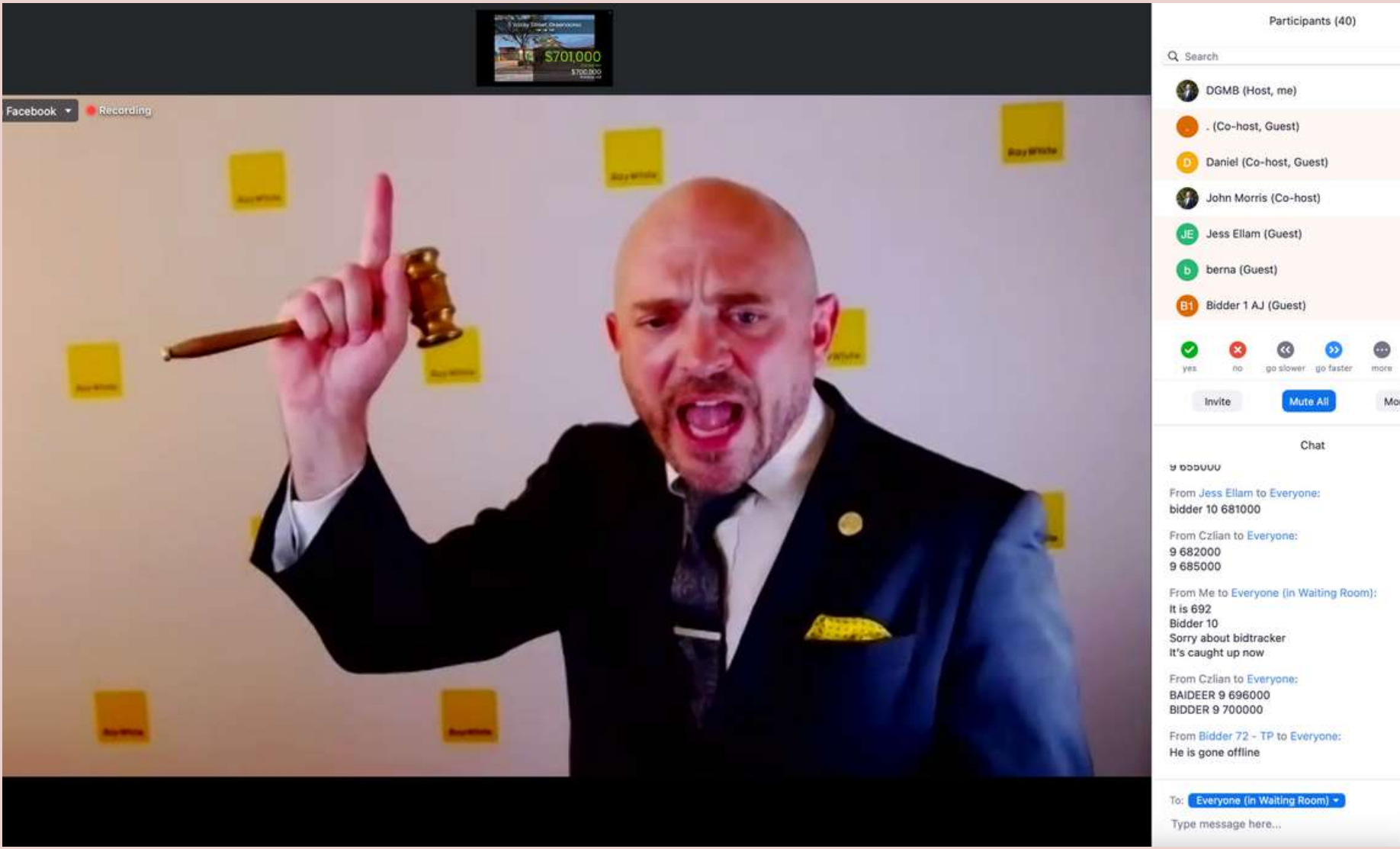
Andrew Monks M.S.A.A.
andrewm@jcwilkinson.com.au | 0414 3403 99

Gavel & Glass

Real Estate



What a year 2020 has been and what a month November was. Earlier in the month our clearance rates hovered around the 68% mark which was pretty consistent with the same time last year while auction numbers were slightly up. Auctions scheduled throughout November averaged at 85 per week. The week of the lockdown there were 95 auctions scheduled. Of these 18 sold prior, another 40 were withdrawn and only 10 sold on the day. It looks like a lot were postponed to next week as the final week of November has 116 scheduled as of writing. It was great seeing agents and auctioneers coming together through what could have been a much longer lockdown with several auctions brought forward (and to great success) and several auctioneers embracing the online auction method. While our clearance rate for November was one of the lowest of the year (42%), here's hoping we can finish off the month and then the year with a bang as auction numbers are looking very positive for the last week of November and the last month of the year. See you at the Highway on the 9th.



John Morris M.S.A.A.
jmorris@raywhite.com.au | 0415 007 223

Gavel & Glass

Real Estate

John Morris, Sarah Bower & I caught up in November and have been following up with existing members to remind them of the importance of listing their upcoming auctions as it has benefits for the auctioneers & the listing agents to qualify for the Domain Golden Gavel Competition Awards, ie top 10 Principal and Sales Consultant Auction Marketers. We are also contacting non members who actively list auctions & I have 1 new member joining the Society in December. We are also looking at putting together a video demonstrating how to list your upcoming auctions.



General & Livestock

Richard Ward & I caught up during the month and Richard put together a survey that will be emailed to all General Auctioneers during the month of December.

This survey is aimed at collecting feedback on how the Society can improve its support of General and Livestock Auctioneers. **We have also worked with members and encouraged them to list their upcoming general auctions on the Society of Auctioneers and Appraisers upcoming auctions app.** We have also included a space on the app where members can add a link to their catalogues. We will follow up with members in December & January to collect their feedback from the survey.



It's probably fair to say that the amount of entrants for the General and Livestock categories of the Domain Golden Gavel Competition have been lower than we would have liked in recent years.

I would really like to encourage our Livestock and General Auctioneers members, especially those in the regions, to try and get involved this year because I think the general public love seeing these type of auctions, given their fast pace and vitality. It would be sensational to get some videos up there from the sale yards and clearing sales around the state to promote that unique form of auctioneering.

AJ Colman M.S.A.A.
aj@ajcolman.com.au | 0411 554 262

Gavel & Glass

General & Livestock

Having recently been appointed to the Board of the Society of Auctioneers and Appraisers, AJ Colman and I are heading up the “Livestock and General Auctioneers and Appraisers” Task Force for this year.

AJ and I are very keen to represent the interests of our Livestock and General Auctioneer and Appraiser Members to value add to your membership and encourage you to participate in Society events throughout the year - especially the “2021 Domain Golden Gavel” Auction competition.

To do that, we are very keen to get feedback from you in relation to how you are tracking from a Livestock and General membership viewpoint in relation to:

1. What is your primary motivation for being a member of the society?
2. What you think is good that the Society is doing?
3. What areas you would like to see the Society focus on more in the future?
4. Are you planning on entering the “Domain Golden Gavel” competition?
5. Any other feedback that you feel we should be taking on your behalf to the Board level.

I think country clearing and livestock sales will generate huge interest - especially amongst those in the city who have not had exposure to this style of auctioneering.

Once you have completed the nomination form, it is simply a matter of uploading a video of one of your auctions to the Society FaceBook Page.

Alternatively, we are providing the option to come to Adelaide on Thursday May 13 2021, to participate and be judged in a mock general auction that will be the same for each contestant.



The idea would be to run the auction heats in the morning and then catch up for an informal lunch afterwards. There are some great prizes to win in each category as well as the prestige of winning the actual title of best “General” or “Livestock” Auctioneer in the Society’s 40th year.

AJ and I are really keen to value add to your membership and look forward to your feedback to help us and the Society to do that.

Please do not hesitate to email or ring me, or AJ, at any time to provide your feedback.

Richard Ward M.S.A.A.

richard.ward@pickles.com.au | 0466 746 751

Gavel & Glass

Social Events, Media, Networking and Technology

As the year begins to come to a close, it is a good time to look back and review on what we have achieved so far. The Society of Auctioneers and Appraisers social media presence has increased dramatically, with posts going out daily to all the major platforms, if you're reading this and haven't followed Society of Auctioneers and Appraisers on Facebook, Instagram or LinkedIn – do it right now! **Help us to spread the word about the Society and all the benefits of being apart of this tight-knit community. The board has a big year planned ahead for 2021, being the 40th anniversary of the Society. We look forward to increased member participation at events and growing the Society's membership.**

It was great to see so many turn out for our Meet The Board drinks held at The Robin Hood Hotel on 5th November – next year we are planning monthly member networking drinks, so keep an eye out for reminders which we'll be posting on our various social media platforms.

We'd also like your feedback as to whether to host these events at one venue consistently, or whether to mix it up between various venues and locations. Please e-mail us with any feedback sarah@klemich.com.au or vincent.doran@toop.com.au

As well our Facebook page, we're now up and running on both Instagram and Linked In – so if you haven't already connected with us on these platforms, please make sure to go follow us!

Giovanna has created a schedule of regular posts which we hope both Society members and the wider community will find of interest. Some of these include:

- Event reminders, post Event commentary and photos, a selection of upcoming weekly auctions, a selection of weekly auction results, advantages of using auction videos, Domain market updates.



Sarah Bower M.S.A.A.

sarah@klemich.com.au | 0403 144 401

There's more content in the planning and again, we'd also love to hear from our members with any suggestions of other posts and content ideas - sarah@klemich.com.au or vincent.doran@toop.com.au

Our next event is Christmas Drinks to be held on Wednesday 9th December at The Highway, 290 Anzac Highway, Plympton. Don't forget to book before Friday 4th December – call Giovanna on 8372 7830 or e-mail your rsvp admin@auctioneers.com.au

We hope to see you all there for some Christmas cheer 😊

Vincent Doran M.S.A.A.

vincent.doran@toop.com.au | 0466 229 880

Gavel & Glass

UPCOMING EVENTS

Christmas drinks

2020

\$33.00 Includes:

- Seafood Canapes
- Gourmet Plates

Bar at cost!

Peace on earth will
come to stay
When we live
Christmas every day.

WEDNESDAY DEC. 9TH, 2020

5:00 FOR 5:30 PM

THE BEER GARDEN - THE HIGHWAY
290 ANZAC HWY, PLYMPTON

Booking by Friday 4th December



MAJOR SPONSORS

Domain

KEY SPONSORS



ALSO SUPPORTED BY



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

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

Email: admin@auctioneers.com.au

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



Gavel & Glass

MEET THE BOARD DRINKS

On Thursday the 5th November the Society of Auctioneers and Appraisers held a casual “Meet the Board” drinks night at The Robin Hood Hotel in Norwood.

It was a pleasure to have so many Society of Auctioneers and Appraiser Members and Sponsors in attendance at the event with attendees enjoying great conversation and engagement from all facets of Auctioneering and Appraising in General, Real Estate and Livestock and the current state of each market.



MEET THE BOARD DRINKS



Thank you to all who
attended and we look
forwarded to seeing you at
the next event which will be
Christmas Drinks!

Andrew Monks M.S.A.A. President
andrewm@jcwilkinson.com.au | 0414 3403 99

Gavel & Glass

Lockdown Auction

As the news broke on Wednesday 18th November, 12 hours notice before a 6 day lockdown, what does this “Circuit Breaker” mean for auctions booked in for the Saturday during lockdown. A lot of agents/agencies scrambled and either cancelled or rescheduled the booked in auctions.

I spoke to Adam Teague from Century 21 Central and he asked “Is there any way we can conduct the auction online” So I created a zoom event sent him the link and went through how to digitally register bidders and on the day how to digitally execute the contract with Society of Auctioneers and Appraisers documentation.

The day arrives, I start the meeting 10 minutes early and we had 25 registered bidders all at home, the auctioneer (myself) also at home and so too were the agent and vendors. Bidding started well, the flow was good, it was interesting knocking back low bids at the start because it was online, however I held my ground and got the bid I thought was fair at that point of the auction.



After 40 minutes we knocked the property down \$132,000 above reserve. It wasn't flash, quite basic setup but the competition and transparency components of the auction were still there, creating an outstanding result for our vendors.

In a changing market it is good to see how the vendors, agents, auctioneers and most importantly the buyers are adapting and eager to be included creating a robust process even in uncertain times.



**AJ Colman M.S.A.A
aj@ajcolman.com.au | 0411 554 262**

Gavel & Glass

Potential Development Site

Property 20 Chambers Street, Henley Beach
Agents: Braeden and Michael O'Donnell from Century 21 West Coastal.

Henley Beach record price for potential redevelopment on Saturday, 28th November at 12noon. We witnessed a bidding frenzy! A 4 bedrooms, 1 bathroom, 1 living area home set on an irreplaceable prime corner position of approx. 860sqm with exciting redevelopment potential, for 2 or possibly 3 courtyard homes or a luxury courtyard home, STCC.



The auctioneer Brett Roenfeldt OAM called for the opening start at \$950,000 with the first bid being offered at \$1,000,000. There were 26 register bidders, 8 of them being active, which saw the bidding on a rollercoaster ride from \$10,000 bids to \$50,000 bids and everything in between with competition that eventually saw the hammer come down at a record-breaking \$1,570,000.

Our vendor was ecstatic with the result, there were a few tears as this was an emotional sale however with the price that exceeded the vendor expectations by a substantial 6 figures, this auction clearly demonstrated the power of utilizing the Auction method of



Brett Roenfeldt (Life)
brett@brauctioneer.com.au | 0411 180 960

sale, which has complemented the current market conditions with interest rates the lowest on record and stock levels that 30% lower, all driving factors that ensure a maximum price when using this powerful marketing method.

With so many sales being made off-market or after 1 or 2 opens, with multiple offers being presented we all need to question “what anything is worth in this market”. The only way we can ensure that as selling agents we have stretched the last single dollar that a buyer has is by running an open and transparent Auction Marketing Plan, utilizing an experienced Auctioneer to extract the most amount of money from this extremely strong market place.

COVID CLAUSE

Attention reaform (AucDocs) users

Users are reminded that we have a COVID clause available. In the Contract in particular an extension clause can be inserted from the Special Conditions area. Always seek Vendor instructions before using and perhaps consider using when a partial or full lock down is in progress or may occur in the future.

INSERT CLAUSE

My Clause Library Standard Clauses Add Blank Clause

#	Clause
<input type="checkbox"/>	Subject to Planning Approval - By Vendor
<input type="checkbox"/>	Subject to Planning Approval - Purchaser
<input type="checkbox"/>	Subject to Community Titles
<input type="checkbox"/>	Building Inspection
<input type="checkbox"/>	Environmental Warranties and General Exclusions
<input type="checkbox"/>	Company in Liquidation
<input type="checkbox"/>	Bankruptcy Sale by Trustee
<input type="checkbox"/>	Building Contract
<input type="checkbox"/>	Termite / White Ant Inspection
<input type="checkbox"/>	Vendor Finance
<input type="checkbox"/>	Let Out Clause
<input type="checkbox"/>	Due Diligence by Purchaser
<input checked="" type="checkbox"/>	Covid-19 Virus - Extension of Settlement
<input type="checkbox"/>	Lift and Replace Encumbrance

Cancel OK

reaforms REAL ESTATE AUSTRALIA FORMS

VIEW

OTHER CONDITIONS

ADDITIONAL TERMS

PRACTICE NOTE
To use our pre-drafted special clauses click the button below to select and then edit any chosen clauses.

SELECT OR CREATE CLAUSES

Covid-19 Virus - Extension of Settlement Edit Remove

PRACTICE NOTE
If a company is the Purchaser, consider whether a Director's Guarantee is to be required. If so, tick the box below and it will be inserted when you print/preview/email.

☐ Directors Guarantee (if required)

1 Encumbrances

GENERAL CONDITIONS

INSERT CLAUSE

#	Clause
<input type="checkbox"/>	Subject to Planning Approval - By Vendor
<input type="checkbox"/>	Subject to Planning Approval - Purchaser
<input type="checkbox"/>	Subject to Community Titles
<input type="checkbox"/>	Building Inspection
<input type="checkbox"/>	Environmental Warranties and General Exclusions
<input type="checkbox"/>	Company in Liquidation
<input type="checkbox"/>	Bankruptcy Sale by Trustee
<input type="checkbox"/>	Building Contract
<input type="checkbox"/>	Termite / White Ant Inspection
<input type="checkbox"/>	Vendor Finance
<input type="checkbox"/>	Let Out Clause
<input checked="" type="checkbox"/>	Covid-19 Virus - Extension of Settlement
<input type="checkbox"/>	Lift and Replace Encumbrance

Cancel OK

COVID - SAFE PLAN

**From 1st December 2020 you will need a COVID-SAFE PLAN.
For public activities which includes open inspections and
auctions.**

[Click on this link for details](https://www.covid-19.sa.gov.au/business-and-work/create-a-covid-safe-plan)

<https://www.covid-19.sa.gov.au/business-and-work/create-a-covid-safe-plan>

After applying you will receive a QR Code from the SA Government.
Display the QR Code at open inspections and Auctions and get
attendees to scan using their smart phones or have them complete
their details on the SA Government Contact Tracing Form.

Full details on the "Create a COVID-Safe Plan" on the Government of
South Australia web page.

SOCIETY'S AUCTIONS

SOLD!



13 Gilles Crescent, Hillcrest
SOLD \$653,000
8 Registered Bidders
Agent: Stefan Siciliano
Auctioneer: John Morris



8 Tarana Road, Hope Valley
Sold \$435,250
Agent: Paul Bateman
Auctioneer: Brett Roenfeldt



56 Field St, Parafield Gardens
SOLD \$530,000
15 Registered Bidders
Agent: Ryan Stapleton
Auctioneer: John Morris



11 Illawarra Avenue, Hove
Sold \$725,000
Agent: Craig Paton
Auctioneer: Jonathon Moore

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



35A North Street, Henley Beach
SOLD \$790,000
Agent: Hamish Mill
Auctioneer: Hamish Mill



16 Caloundra Drive, Paralowie
SOLD \$395,000
5 Registered Bidders
Agent: Ryan Stapleton
Auctioneer: John Morris



4 Kambula Ave Windsor gardens
SOLD \$812k
7 Registered Bidders
Agent: Paul Arnold
Auctioneer: Paul Arnold



37 Sunbeam Rd. Croydon Park
SOLD \$452,000
2 Registered Bidders
Agent: Andrew Baldino
Auctioneer: John Morris

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



9 Blue Gum Court, Golden Grove
SOLD for \$447K
Agent: Sam Doman
Auctioneer: John Morris



3 Keen Street, MOONTA BAY
SOLD for \$55,000
Agent: Brijesh Mishra
Auctioneer: Brett Roenfeldt



77 Semaphore Road, SEMAPHORE
SOLD for \$1,750,000
Agent: Allan Edmonds
Auctioneer: Brett Roenfeldt



4 Palma Court, HACKHAM WEST
SOLD for \$218,000
Agent: Sadie White
Auctioneer: David Smallacombe

Gavel & Glass

SOCIETY'S AUCTIONS

SOLD!



50 Sturdee Street, LINDEN PARK
SOLD for \$860,000
Agent: Alexi Broikos
Auctioneer: AJ Colman



40 Parsons Street, MARION
SOLD for \$575,000
Agent: Samuel Paton
Auctioneer: Rod Smitheram



45 Myer Avenue, PLYMPTON
SOLD for \$790,000
Agent: Paul Dale
Auctioneer: Jarrod Tagni



10 Rodney Street, WOODVILLE
SOLD for \$738,000
Agent: Nick Psarros
Auctioneer: AJ Colman

Gavel & Glass

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



AJ Colman



Tim Thredgold



Jarrod Tagni



Geoff Schell



Simon Lambert



Rod Smitheram



Jonathon Moore



Peter Economou



Michael Cavuoto

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Matt Smith



Nick Ploubidis



David Smallacombe



Paul Arnold



Hamish Mill



George Kargiotis



Richard Thwaites



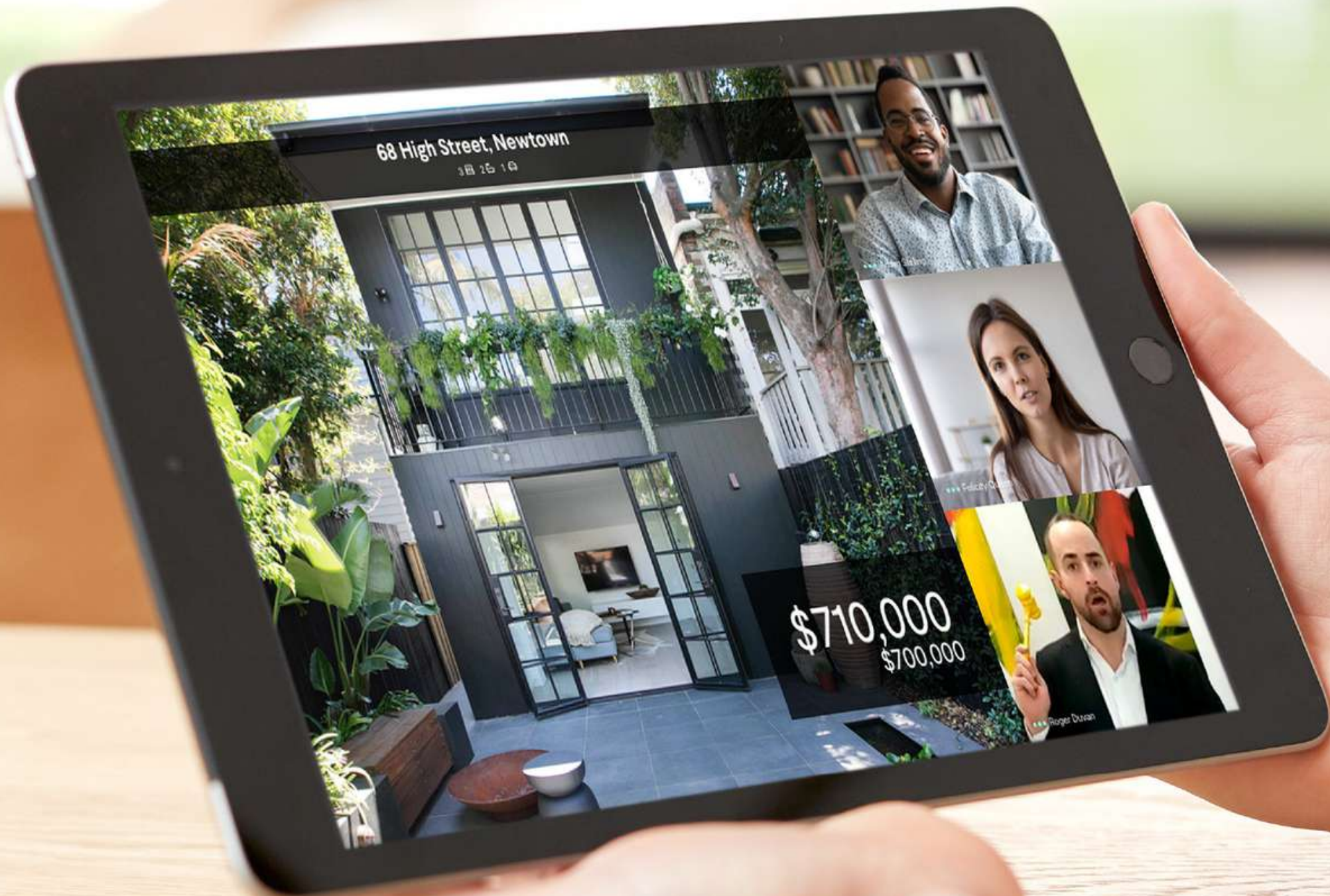
Anthony DeMarco

Sell your properties online with Domain and Bidtracker

With Bidtracker you can recreate the theatre of an in-room or in-person auction with seamless two-way video interaction between the auctioneer and bidders, and a real time live bid on screen. Domain will also exclusively highlight your Bidtracker auction via your Domain listing allowing potential buyers to easily register and participate.

Find out how to take your auctions online with Domain and Bidtracker.

Take a look



agent.domain.com.au/online-auctions

Domain

Gavel & Glass



Academic Pavilion - Providing all SA real estate licensing courses

Certificate 1V (Property Services) Real Estate

Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

Auction training in conjunction with **The Society of Auctioneers & Appraisers (SA) Inc.**

* Training in, Conveyancing, Legal Studies, Leadership & Management also available

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



Megan Tamlin
State Manager
0413 027 669



Lyn Melville
CEO
0413 077 135

academicpavilion.edu.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.

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

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

www.auctioneers.com.au

Click Here
for details

Gavel & Glass

reaformsTM (Aucdocs)



REAL ESTATE AUSTRALIA FORMS

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).

Our integration provides reaforms users with direct access to data for Contracts, Agency Agreements and Property Management Agreements.

Save time and money on searches and form compiling.

On purchase the owner details, title reference and property description are imported into the form and a PDF is attached.

If not a current reaforms user contact us for a free trial.

professional practice forms for real estate agents in australia

EASY AS. ANYTIME. ANYWHERE.

Gavel & Glass

reaforms™ (Aucdocs)

REAL ESTATE AUSTRALIA FORMS™

UPDATE TO "AUCDOCS IN THE CLOUD"



AGENTS

PRACTICE FORMS

ALL PROPERTY
MANAGEMENT FORMS

ALL RESIDENTIAL,
COMMERCIAL, AGENCY,
RURAL & SALES FORMS

Why use AucDocs?

- 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

GARRY TOPP (08) 8372 7830

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

© 2018 Society of Auctioneers and Appraisers (SA) Inc.

Designed by Agents for Agents

www.auctioneers.com.au

Gavel & Glass

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

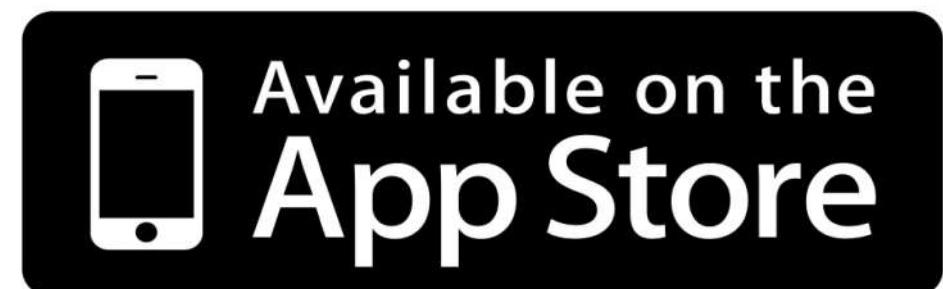
INSTANT UPDATE

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

LIST

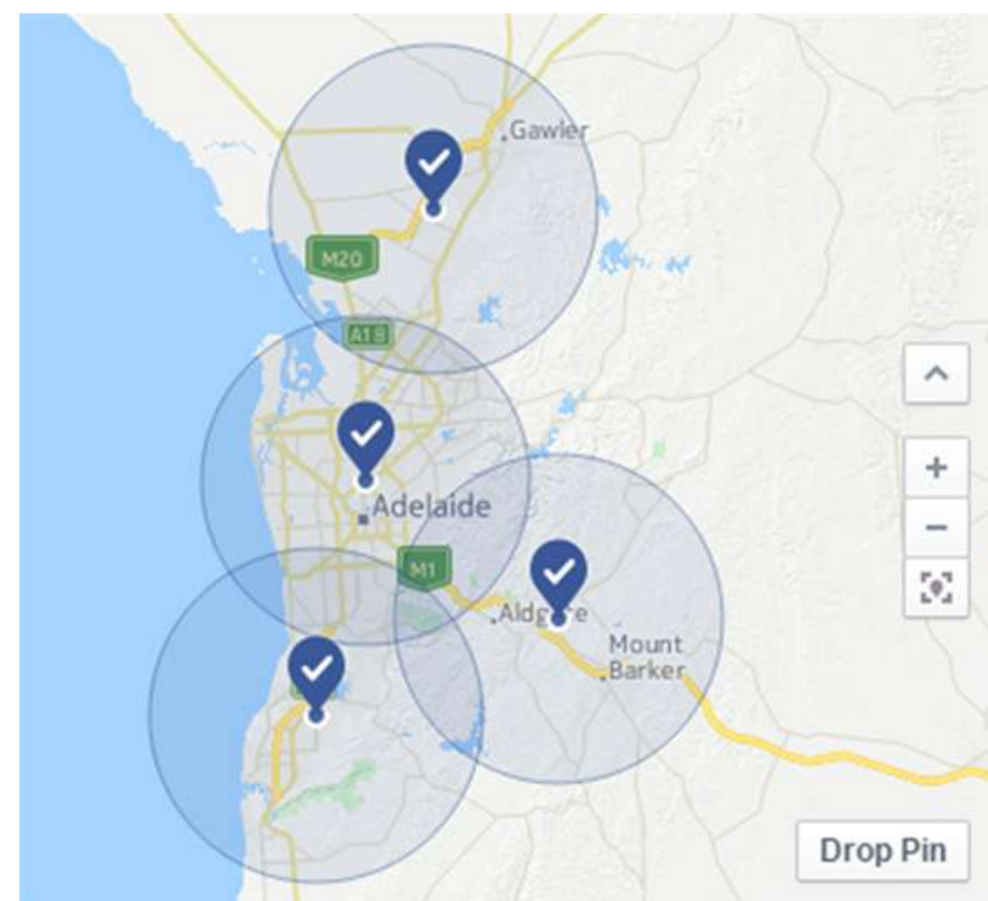
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!

Gavel & Glass

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.

Contact Chris Gill
The Form 1 Company

Phone: 08 7221 4908

Fax: 08 7221 4909

Email: form1@form1.net.au

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



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



WALLMANS
Conveyancing

Conveyancing & Cooling Off Waivers

Wallmans Lawyers Conveyancing, a dedicated service, that provides discounted, fixed fee services for Cooling Off Waivers and Conveyancing to members of the Society and their clients.

Call Rebecca Vasey, Registered Conveyancer

08 8235 3089

rebecca.vasey@wallmans.com.au

L5, 400 King William St, Adelaide SA 5000 (08) 8235 3000 wallmans.com.au

Form 3 Assist Service

Expert, fixed fee
waivers

Conveyancing

Fixed fee,
competitive with
no additional admin
or storage costs



Legal Services for Real Estate Agents & their Clients

Wallmans Lawyers, a proud partner of the Society of Auctioneers and Appraisers, are recognised experts in all facets of real estate agency law, property and commercial law.

Call Brian Paris, Real Estate Law

08 8235 3023

brian.paris@wallmans.com.au

Our services include:

- > Real Estate Agency advice
- > Form 3 Assist - expert, fixed fee & responsive waivers
- > Form 1 advice
- > Professional conduct & disciplinary issues
- > Employment law
- > Agency & contract disputes

Real Estate Law

Dedicated,
specialist lawyers
with key expertise

L5, 400 King William St, Adelaide SA 5000 (08) 8235 3000 wallmans.com.au

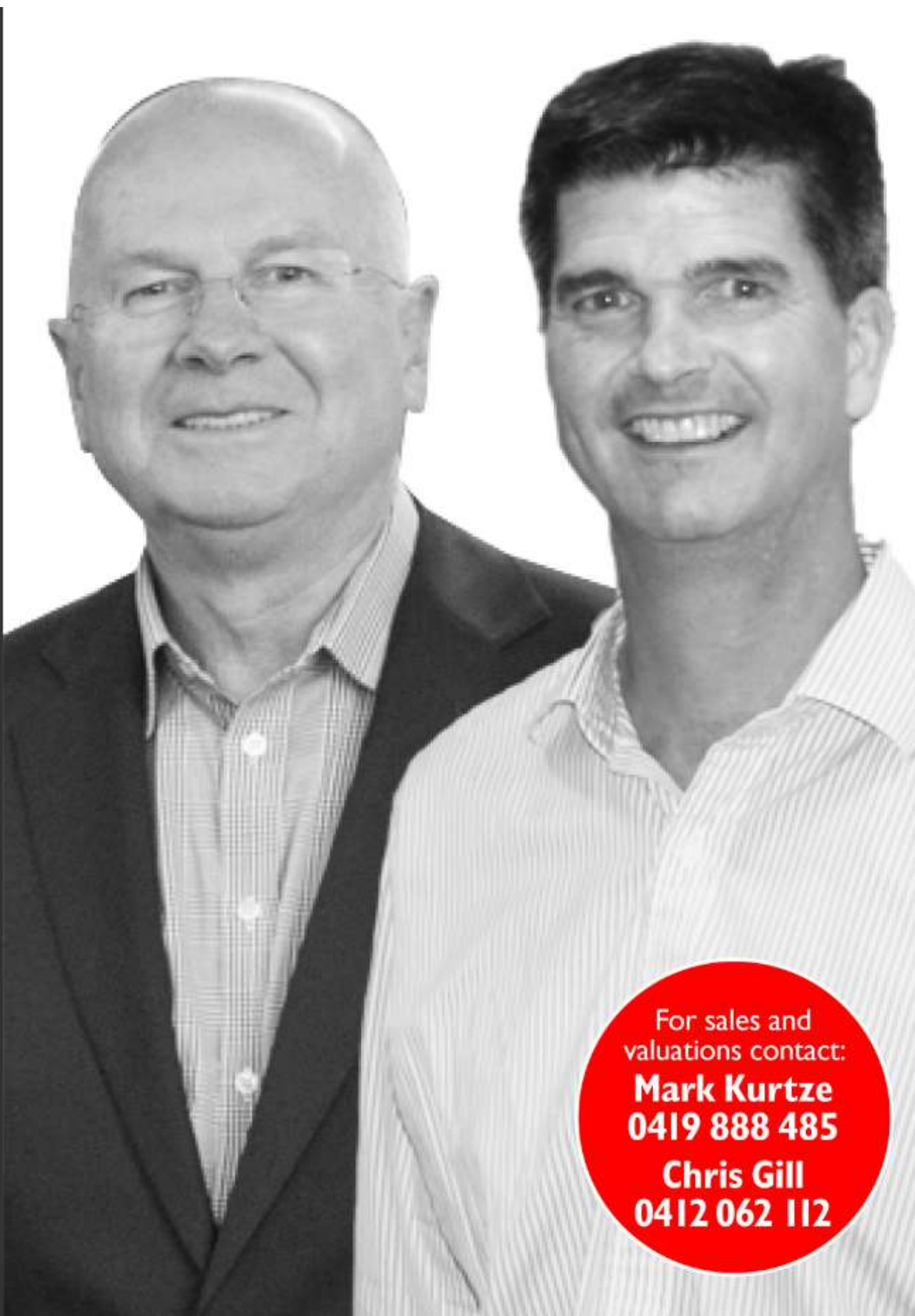
Gavel & Glass

**SELLING?
Call Us**

Rent Roll Sales

*The most experienced and effective team
in South Australia*

www.rentrollsales.net.au





Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- Home Contents packed up & sorted, rubbish removed, items transported to Auction.
- Antiques, shed contents and vehicles.
- Farms & Rural clearing sales.
- 50 years of life packed up and the property ready for open inspection in as little as 14 days.

Servicing Metro and Regional South Australia



ajcolman.com.au 1800 GO AUCTION (1800 46 28 28)



THANKYOU TO OUR SPONSORS

MAJOR SPONSOR



KEY SPONSORS



BOWDEN GROUP
Print + Media & Marketing = Solutions



Wavemaker

READ BROTHERS

ALSO SUPPORTED BY

†The Form 1 Company™

COWDEN (SA) PTY LTD
(THE INSURANCE BROKERS)



du Plessis



WALLMANS
LAWYERS



Lawsoft



Estate & Downsizing Services

PARTNERS

BusinessSA

South Australia's Chamber of
Commerce and Industry



IN-TRUST?
IT'S A MUST!

ENGAGING AN AUCTIONEER ?
SOCIETY OF AUCTIONEERS & APPRAISERS
MEMBERS CONDUCT EVERY AUCTION
UNDER A PROFESSIONAL CODE OF ETHICS.



PROTECT YOURSELF. LOOK FOR THE LOGO &
ENSURE YOU ENGAGE WITH A SOCIETY MEMBER

Gavel & Glass