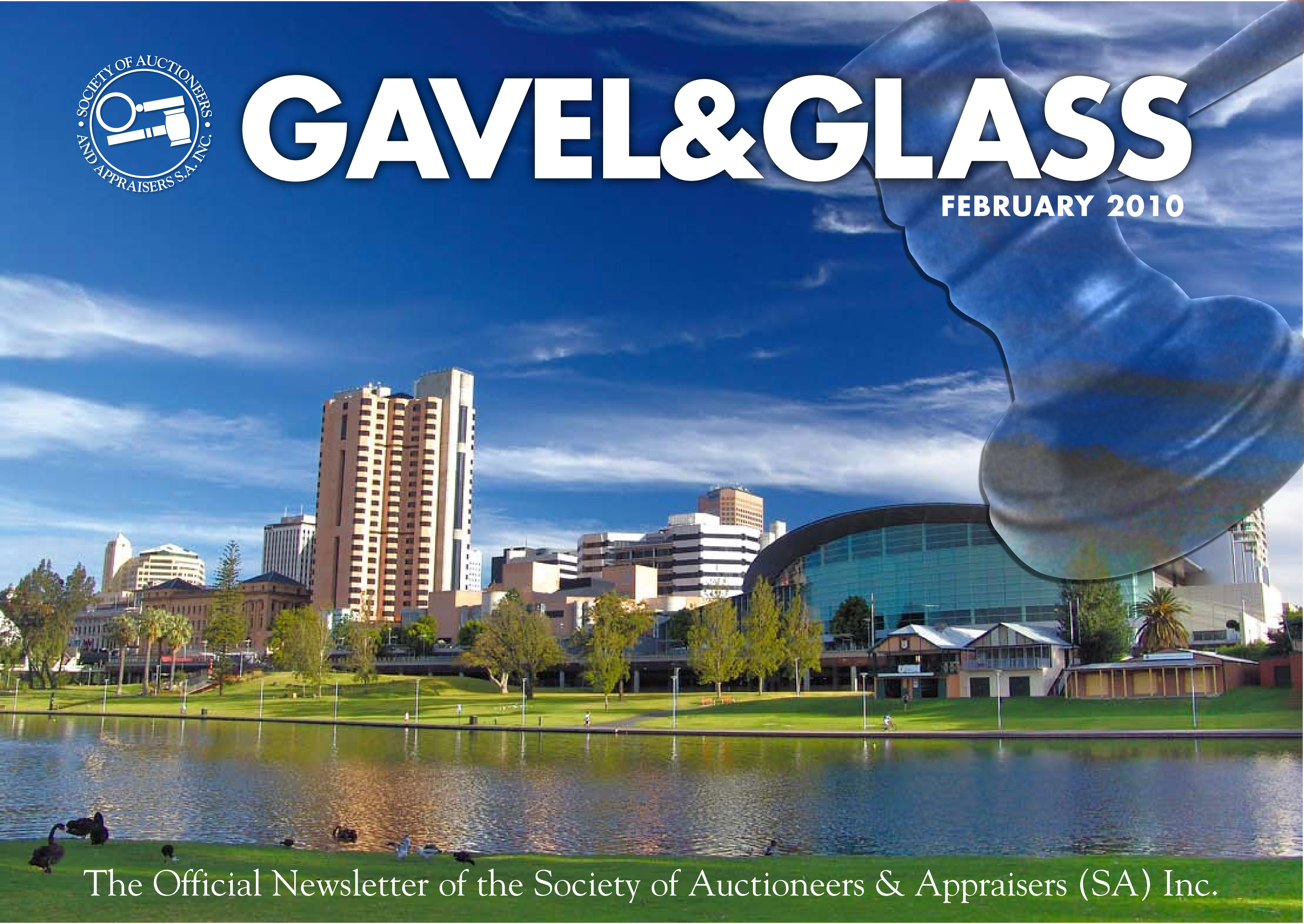




GAVEL & GLASS

FEBRUARY 2010



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



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Mark Forde
President



Scott Robinson



Brad Allan



Andy Edwards



Sharon Gray



Joe Ienco



Bringing LOCAL BUYERS to your door is easy



When We Move, We Don't Move Far

Among Adelaide residents who have been in their current address for 5 years or less...

71% moved 5 kilometres or less.

So When We Look, We Look Local

81.6% of regular readers read the Real Estate section of their local community newspaper.

50.5% of community newspaper readers inspected a property or attended an open house, at some time, as a direct result reading an advertisement in their local community newspaper.



Source: 'Engaging Communities',
The Leading Edge, July 2008. Filter: Adelaide.

Messenger reaches more Adelaide readers than any other paper, 659,000 readers; or 66.8% of Adelaide residents (aged 14+).

Roy Morgan
Research

Source: Roy Morgan - March 2009.

PHONE 8347 5793

Targeted Real Estate Advertising | Highly Effective Profile Marketing

partnering
local agents

reaching
local buyers

assisting
local vendors

Messenger
community news

Oh what a night!

Society celebrates Christmas at Salt Wine Bar, Holdfast Shores Marina

The food was sensational, prawns and oysters were plentiful, the weather was perfect, the venue superb, so much succulent beautiful food which was exquisitely prepared and served made the night the absolute best end of year celebration we have ever had. The mood was low key, great support from Sponsors, great company and some in depth conversations and networking made our last official event for 2009 one we will surely remember and as we do so well, set a further benchmark to aspire to in coming years.



Mortgage Choice are Endorsed Home Loan Specialists by the Society of Auctioneers & Appraisers (SA) Inc.



Mortgage Choice are experts in home loans – that's all they do!

With Mortgage Choice:

- ✓ All financial requirements are delivered accurately
- ✓ Contact with the client during every stage – right through to settlement
- ✓ Exceptional customer service (9/10 clients would refer Mortgage Choice services)
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- ✓ A referral-marketing ethos based on service and quality advice
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Adelaide Hills



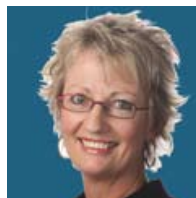
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8357 3855
Unley/Burnside



Belinda Sugars
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1300 768 258
Unley/Burnside



Kerry Teakle
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8234 0166
West Torrens

Oh what a night!

more pics . . .



The new Lexus IS 250C delivers a driving experience that integrates sophisticated styling with innovative design. With ingenious soundproofing, generous boot space even when the roof is down, and unparalleled aerodynamics that ensures your arrival is as graceful as your departure; the new Lexus IS 250C redefines luxury.

Free
thinking.



[Click here to drive a Lexus](#)

Mission Hills China

Attention all Real Estate Golfers



A Magnificent surprise awaits visitors to Mission Hills – golfer's Disneyland!

- ▶ 45 minutes from Hong Kong via limousine service
- ▶ 12 Championship course – 216 holes of golf
- ▶ 3,000 caddies work at the complex
- ▶ Fantastic Amenities (restaurants, Spas, Pools, Tennis, and of course Golf – including 2 night courses)
- ▶ Professional Academy with 2 Professionals – Leadbetter & Cindy Reid.

Each course has been designed by different professionals:

- ▶ World Cup Course (Jack Nicklaus)
- ▶ Faldo Course (16th hole Sawgrass Par 3 Replica)
- ▶ Annika Course (6par3, 6par4, 6par5) Leadbetter Course
- ▶ Duval Course
- ▶ Norman Course (most difficult one)
- ▶ ELS Course
- ▶ Olazabal Course (Current World Cup Course)
- ▶ Ozaki Course

- ▶ Peter Dye Course
- ▶ Vijay Course
- ▶ Lang Lian Wei Course

Each time I have been to Mission Hills has been more exciting than the previous trip – golfers from all over the world mingle and play at this fantastic venue.

A fabulous opportunity for the golfing trip of a life time.

Available through various companies based in Sydney or Melbourne, often advertised (this time I am travelling with Golf Experiences ph. 1300 883 264) – Travelling with a company means they arrange visas!, competitions, transfers, dinners, & other activities.

My **Third** trip in May 2010 is an Invitational (Discovery Bay Golf Club in Hong Kong – with accommodation) can be used as a starting point, while some travel from Mission Hills to Dongguan to play the Hillview Course.

Google enter: missionhillsgroup.com

Janet Wundersitz
Wundersitz Real Estate
Ray White Norwood



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St Andrews School Fete

Just writing to thank you for recommending AJ Coleman as an auctioneer for our school fete.

He was fantastic! He arrived at the time he had organised, already had studied the items to be auctioned, and conducted the auction extremely well. We were all amazed at how much he managed to get the auction items to sell for.

The auction raised around \$3,880 which I am certain we would not have achieved if it had not been for his participation. In total the fete raised around \$24,000 which we are very happy with.

The fete committee and I thank you again for recommending him.

Rachel Douglass

A J Colman



Variety Vintage Charity Auction



I don't do a lot of auction work these days but I did help out Tim Adams last month at his Variety Vintage Charity Auction for the Variety Club. Tim got 12 wineries to donate a

barrel of shiraz providing 25 dozen bottles from each barrel, and we auctioned it all at a luncheon at the Wine Centre.

The total of the auction was \$135,000 net – not a bad result. Just goes to show, we can still do it!

**Colin Gaetjens FSAA Past President
Director, Gaetjens Pickett Valuers**

Auction Results

Address	Agent's Name (Salesperson)	Auctioneer	Price
ABERFOYLE PARK 38 Dunalbyn Drive (R)	Elders Aberfoyle/Flagstaff (T Tagni)	Tony Tagni	\$622,500
ADELAIDE 288 Waymouth Street (C)	Savills (SA) P/L (Steve Bobridge)	Brett Roenfeldt	\$930,000
ADELAIDE 314 King William Street (C)	Brock Commercial (Rory Butterworth) in conjunction with Gaetjens Real Estate (Michael Gaetjens)	Michael Brock	\$1,500,000
ALBERT PARK 4 Derby St (R)	Ray White Woodville (Peter Kiritsis)	Jonathon Moore	\$408,000
ALBERTON 54 Port Rd (R)	Ray White Mile End (Jonathon Kiritsis)	Jonathon Moore	\$301,000
ALDGATE 66 Cricklewood Road (R)	Brock Harcourts Stirling (Sharon Reeves & Cheryl Thompson)	Michael Brock	\$1,335,000
AULDANA 11 Traminer Way (R)	Brock Harcourts Platinum (Nick Baranikow)	Nick Baranikow	\$975,000
BEULAH PARK 20 Brand Street (R)	C21The Bay (Paul Dale)	Jeff Robinson	\$740,000
BLAIR ATHOL 1 St Clements Street (R)	Brock Harcourts Adelaide (Hamish Mill) (R)	Hamish Mill	\$402,000
BRIGHTON 40 Cedar Avenue (R)	Phil McMahon Real Estate (Brett McCammon)	Phil McMahon	PND
CHRISTIES BEACH 3 Kerry St (R)	Ray White Marion (Greg Swift)	Jonathon Moore	\$335,000
CLARENCE GARDENS 76 Albert Street (R)	L J Hooker Unley (Alison Jutilane)	Peter Economou	\$380,000
CLARENCE GARDENS 13 Pearson Street (R)	Smallacombe Real Estate (Christine McDonagh)	David Long	\$384,000
COLLEGE PARK 83 Harrow Road (R)	Brock Harcourts Adelaide (Hamish Mill) (R)	Hamish Mill	\$1,250,000
COLONEL LIGHT GARDENS 1A Winchester Avenue (R)	Toop&Toop Real Estate (Kay Morris & Charles Clemente)	Phil Harris	\$571,000
CROYDON PARK 3 Lancia Rd (R)	Ray White Woodville (Peter Kiritsis & Laurie Berlingeri)	Jonathon Moore	\$425,000
CROYDON PARK 9 Talbot Rd (R)	Ray White Woodville (Tom Ladas)	Jonathon Moore	\$390,000
CROYDON 11 Hurtle Street (R)	Brock Harcourts Adelaide (Nathan Casserly) (R)	John Bruce	\$470,000
CROYDON 24 Euston Terrace (R)	Brock Harcourts Adelaide (John Bruce) (R)	John Bruce	\$556,000

Address	Agent's Name (Salesperson)	Auctioneer	Price
CUMBERLAND PARK 42 Somerset Avenue (R)	Brock Harcourts Colonel Light Gardens (Stephen Venn)	Stephen Venn	PND
DARLINGTON 11 Aaron Ave (R)	Ray White Marion (Scott Robinson)	Jonathon Moore	\$358,000
DAVOREN PARK 4 Worden Street (R)	LJ Hooker Kensington (Peter van Paridon)	Richard Thwaites	\$183,000
DAW PARK, 8 Day Avenue (R)	Smallacombe Real Estate (Kris Casey)	David Smallacombe	PND
EDWARDSTOWN 21 Railway Terrace (R)	Elders Payneham (B McDonald)	Jarrold Tagni	\$375,000
ENCOUNTER BAY 12 Nevin Avenue (R)	Toop&Toop Real Estate (Rob Heaslip)	Rob Heaslip	\$420,000
EVANDALE 9 Abbotsbury Place (R)	LJ Hooker Kensington (Andrew Welch)	Richard Thwaites	\$467,500
FINDON 5 Strathbogie Ave (R)	Ray White Flinders Park (Sebastian Scriva)	Jonathon Moore	\$426,000
FLAXLEY Lot 824 Flaxley Road (R)	Toop&Toop Real Estate (Arrabella Cooper/Anthony Toop)	Anthony Toop	\$2,050,000
FULHAM 41 Coral Sea Road (R)	Century 21 Brighton (Peter Emes)	Peter Emes	\$491,000
FULHAN GARDENS 24 Shelley Ave (R)	LJ Hooker West Lakes (Michael Hughes)	Paul Henry	\$421,000
FULLARTON 9/17-19 Osmond Tce (R)	LJ Hooker Kensington (Andrew Welch)	Richard Thwaites	\$278,000
GLANDORE 20 Kalyan Rd (R)	Ray White Plympton (Bronwyn Petherick)	Jonathon Moore	\$711,000
GLEN OSMOND 4/20 Fowlers Road (R)	Toop&Toop Real Estate (Alex & Victoria McGregor-Reid)	Phil Harris	\$461,000
GLENELG EAST 34 Wallace Street (R)	Phil McMahon Real Estate (Michael Domingo)	Phil McMahon	\$670,000
GLENELG EAST 9 Wallace Street (R)	Phil McMahon Real Estate (Brett McCammon)	Phil McMahon	\$945,000
GLENELG NORTH 3 Stanley St (R)	LJ Hooker Glenelg (John Christo)	Paul Henry	\$710,000
GLENSIDE 17A Windsor Road (R)	Toop&Toop Real Estate (Alex & Victoria McGregor-Reid)	Phil Harris	\$860,000
GLENUNGA 7 O'Dea Drive (R)	Brock Harcourts Platinum (Nick Baranikow)	Nick Baranikow	\$986,000

Auction Results

Address	Agent's Name (Salesperson)	Auctioneer	Price
GOODWOOD 40 Hardy Street (R)	Brock Harcourts Adelaide (Ross Wilson)	John Bruce	\$720,000
GRANGE 47 Charles Sturt Ave (R)	Brock Harcourts Henley Beach (Dianne Ladhams)	Lindsay Warner	\$685,000
HAHNDORF 9 Victoria Street (R)	Klemich Real Estate (Steve Alexander)	Matt Smith	\$611,000
HAWTHORN 12 King Edward Avenue (R)	Toop&Toop Real Estate (Tim Thredgold)	Tim Thredgold	PND
HAWTHORN 5 Hale Avenue (R)	Smallacombe Real Estate (David Long)	David Smallacombe	\$602,000
HAWTHORNDENE 3 East Terrace (R)	Brock Harcourts Platinum (Nick Baranikow)	Nick Baranikow	\$605,000
HAWTHORNDENE 13 Devonshire Road (R)	Toop&Toop Real Estate (Marie Brus)	Phil Harris	\$771,500
HAWTHORNE 39 Sussex Crescent (R)	Brock Harcourts (Daniel Ochse)	Brett Roenfeldt	\$976,000
HAZELWOOD PARK 13 Seaton Avenue (R)	Century 21 Central(Liz Eadie)	Jeff Robinson	\$585,000
HAZELWOOD PARK 2/2 Kintore Avenue(R)	Toop&Toop Real Estate (Alex & Victoria McGregor-Reid)	Phil Harris	\$527,500
HILTON 14 Bennett Street (R)	Andrew Porteous LJ Hooker Mile End	Rod Adcock	\$441,000
KINGS PARK 14 Lambeth Walk (R)	L J Hooker Unley (Greg Brown	Peter Economou	PND
KURRALTA PARK 32/127 Anzac Highway (R)	Smallacombe Real Estate (John McRostie)	John McRostie	\$190,000
LOCKLEYS 11 Prettejohn Court (R)	L J Hooker Henley Beach (David Blight)	Brett Roenfeldt	\$500,000
LOCKLEYS 12 Lorraine Avenue (R)	L J Hooker Henley Beach (David Blight)	Brett Roenfeldt	\$405,000
LOCKLEYS 59 Rutland Ave (R)	Brock Harcourts Henley Beach (Jo Manolakos)	Lindsay Warner	\$660,000
LOWER MITCHAM 11 Price Ave (R)	Brock Harcourts Adelaide (Sue Winderbank)	Lindsay Warner	\$690,000
MANSFIELD PARK 14 Cleve Street (R)	MacKenzie Real Estate (Bob MacKenzie)	Brett Roenfeldt	\$250,000
MANSFIELD PARK 15 Wilson Street (R)	Smallacombe Sanderson (Danyel Munchenberg)	Mark Sanderson	\$398,000

Address	Agent's Name (Salesperson)	Auctioneer	Price
MARANANGA Lot 822 Neldner Road (R)	Homburg Brock Harcourts (David Braunack)	Brett Roenfeldt	\$380,000
MARDEN Lot 300 River St (R)	Brock Urban Projects (Chris McCauley)	Lindsay Warner	\$1,265,000
MARION 3 Shetland Avenue (R)	Brock Harcourts Glenelg (Pam Tilden)	John Bruce	\$403,000
MAYLANDS 88 Frederick Street (R)	LJ Hooker Kensington (Trish Williams)	Richard Thwaites	\$837,500
MELROSE PARK 3 Ferry Ave (R)	Ray White Marion (Greg Swift)	Jonathon Moore	\$465,500
MITCHAM 14 Waverley Street (R)	L J Hooker Unley (Roland Glazier)	Peter Economou	PND
MITCHAM 1/16 Hill Street (R)	Toop&Toop Real Estate (Becky Neale)	Phil Harris	\$771,000
MITCHAM 12 Chelmsford Avenue (R)	Liquid Property (Annie Gauvin)	Brett Roenfeldt	\$650,000
MITCHAM 3 Wokurna Ave (R)	RE/MAX Results (John Cullen)	John Cullen	\$460,000
MORPHETT VALE 11 Burns Ct (R)	Smallacombe Real Estate (David Long)	David Smallacombe	\$223,000
MYRTLE BANK 1 Hexham Avenue(R)	Toop&Toop Real Estate (Alex & Victoria McGregor-Reid)	Phil Harris	\$745,000
NETHERBY 25 Smith-Dorrien Street (R)	Smallacombe Real Estate (Kris Casey)	David Smallacombe	\$580,000
NETHERBY 4/7 Birdwood Street (R)	Smallacombe Real Estate (David Smallacombe)	David Smallacombe	\$360,000
NETHERBY 50 Delamere Avenue (R)	Toop&Toop Real Estate (Peter Veitch & Simon Veitch)	Phil Harris	\$861,000
NORTH ADELAIDE 305 Ward Street (R)	LJ Hooker Kensington (Andrew Welch)	Richard Thwaites	\$820,000
NORTH ADELAIDE 47 Margaret Street (R)	Refined Real Estate (Victor Velgush)	Brett Roenfeldt	\$492,500
NORTH BRIGHTON 16 Gladstone Road (R)	Phil McMahon Real Estate (Brett McCammon)	Phil McMahon	\$1,527,500
NORWOOD 11 Wall Street (R)	Klemich Real Estate (Judy Morris & Penny Riggs)	Oren Klemich	\$541,000
NORWOOD 14 Hampton Grove (R)	Ray White Glynde (Paul Arnold & Graham Roper)	Jonathon Moore	\$844,000
NORWOOD 33 Margaret Street (R)	Klemich Real Estate (Judy Morris & Penny Riggs)	Oren Klemich	\$431,000

Auction Results

Address	Agent's Name (Salesperson)	Auctioneer	Price
NORWOOD 90 Williams St (R)	Ray White Woodville (Peter Kiritsis)	Jonathon Moore	\$1,125,000
NORWOOD 92 Sydenham Road(R)	Toop&Toop Real Estate (Sally Turner)	Phil Harris	\$470,000
OAKDEN 6 Buckingham Street(R)	Toop&Toop Real Estate (Peter Fridakis)	Peter Fried	PND
PANORAMA 26 Ottawa Avenue (R)	Century 21 Central (Dot Sjoberg)	Jeff Robinson	\$565,000
PARALOWIE 1 Liberator Drive (C)	Colliers (Roger Klemin)	Brett Roenfeldt	\$1,900,000
PARKSIDE 13A Scott Street (R)	Smallacombe Real Estate (John McRostie)	John McRostie	PND
PARKSIDE 84 Young Street (R)	Smallacombe Real Estate (John McRostie)	David Smallacombe	\$410,000
PETERHEAD 113 Mead Street (R)	Century 21 Beachside & Lakes (Wayne Dann)	Brett Roenfeldt	PND
PLYMPTON 238 Anzac Highway (R)	Ray White Plympton (Wayne Seeman)	Jonathon Moore	\$520,000
PORT ELLIOT 10 Waterport Road (R)	Toop&Toop Real Estate (Rob Heaslip)	Rob Heaslip	\$323,000
PORT NOARLUNGA SOUTH 54 Albany Avenue (R)	Phil McMahon Real Estate (David Renfrey)	Phil McMahon	\$345,000
PROSPECT 73a Braund Rd (R)	Re/Max First Choice (David & Beverley Philpott)	Jonathon Moore	\$430,000
PROSPECT 82 Churchill Rd (R)	Ray White Mawson Lakes (Marz Harkotsikas)	Jonathon Moore	\$1,450,000
RAMCO Lot 2807 Ramco Road (R)	Ray White Waikerie (Dave Kanizay)	Brett Roenfeldt	\$250,000
ROSTREVOR 10 Roland Road (R)	Murray Hill Real Estate (Greg Hill)	Brett Roenfeldt	\$435,000
ROYAL PARK 38 Crown Tce (R)	Ray White Flinders Park (Atilio Cavuoto)	Jonathon Moore	\$350,000
SALISBURY 1 Commercial Road (C)	Savills (SA) P/L (Geoff Shuttleworth)	Brett Roenfeldt	\$1,755,000
SEACOMBE GARDENS 9 Sutton Avenue (R)	Smallacombe Real Estate (David Long)	David Smallacombe	\$370,000
SEFTON PARK 68 Alice Street (R)	Toop&Toop Real Estate (Lew Toop)	Tim Thredgold	\$645,000
SELICKS BEACH 6 Napia Place (R)	Elders Morphett Vale (D Hutchinson)	Jarrold Tagni	\$260,000

Address	Agent's Name (Salesperson)	Auctioneer	Price
SEMAPHORE SOUTH 7 William St (R)	Ray White West Lakes (Deb McKay)	Jonathon Moore	\$620,000
SEMAPHORE 2/31 Derby Street (R)	BrockHarcourts Semaphore (Lavinia Lake)	John Bruce	\$336,000
SEMAPHORE 32 Dudley Street (R)	Smallacombe Real Estate (Rob Dinnen)	David Smallacombe	\$504,250
SHEIDOW PARK 1 Commercial Road (C)	Savills (SA) P/L (Steve Bobridge)	Brett Roenfeldt	\$1,820,000
SOMERTON PARK 24 Wilkinson Avenue (R)	Smallacombe Real Estate (Andrew Friebe)	David Smallacombe	\$1,117,500
SOUTH BRIGHTON 65 Yarmouth Street (R)	Phil McMahon Real Estate (Andrew Harvey)	Phil McMahon	\$631,000
SOUTH PLYMPTON 116 Raglan Ave (R)	Ray White Plympton (Bronwyn Petherick)	Jonathon Moore	\$505,000
SPRINGFIELD 2A Coreega Avenue (R)	Brock Harcourts Adelaide (Christine Dimitrivich)	Hamish Mill	Sold Prior
ST AGNES, 160 Smart Rd (C)	LJ Hooker Glenelg (Jarad Henry)	Jarad Henry	\$330,000
ST MARYS 34 St Marys Street (R)	Smallacombe Real Estate (Christopher Crosby)	David Smallacombe	PND
STIRLING 12 Oakbank Street (R)	Toop&Toop Real Estate (Anne Einarson & Tom Bailey)	Peter Fried	\$750,000
TEA TREE GULLY 10 Elizabeth Street (R)	Burton & Groves First National (Pamela Barrington)	Brett Roenfeldt	\$400,000
TORRENS PARK 3A Kilbryde Road (R)	Smallacombe Real Estate (Kris Casey)	David Smallacombe	PND
TORRENSVILLE 15 Northcote Street (R)	Smallacombe Real Estate (Kris Casey)	David Smallacombe	PND
TWO WELLS 58 Artesian Road (R)	Professionals Gawler (Liz Marslen)	Brett Roenfeldt	PND
UNDERDALE 21 Stukey St (R)	Brock Harcourts Henley Beach (Jo Manolakos)	Lindsay Warner	\$580,000
UPPERSTURT 110 Sturt Valley Road (R)	Raine & Horne Stirling (Robert Penny)	Brett Roenfeldt	PND
WALKERVILLE 11/29 Fuller Street (R)	Brock Harcourts Platinum (Nick Baranikow)	Nick Baranikow	\$436,000
WAROOKA Lot 20 Second Street (R)	Professionals Yorketown (Belinda Schilling)	Brett Roenfeldt	\$58,000
WARRADALE 3 Woodfield Avenue (R)	Phil McMahon Real Estate (Robert Beagley)	Phil McMahon	PND

Auction Results

Address	Agent's Name (Salesperson)	Auctioneer	Price
WARRADALE 4/15 Kelvin Ave (R)	Ray White Plympton (Wayne Seeman)	Jonathon Moore	\$340,000
WAYVILLE 36A Davenport Tce (R)	Peter Price Real Estate (Dave Pfitzner)	Brett Roenfeldt	\$670,000
WEST BEACH 9 Winston Crescent (R)	Brock Harcourts Henley Beach (Rod Trengove)	John Bruce	\$502,000
WEST CROYDON 4 Lincoln St (R)	Ray White Woodville (Peter Kiritsis)	Jonathon Moore	\$798,000
WEST LAKES 7/186 Sportsman Drive (R)	Brock Harcourts Semaphore (Stephanie Thorpe)	John Bruce	\$412,500
WILLASTON 28 Murray Rd (C)	LJ Hooker Glenelg (Jarad Henry)	Jarad Henry	\$260,000
WOODCROFT 41 Sherebrooke Ave (R)	Brock Harcourts Morphett Vale (Rick Pittard)	Lindsay Warner	\$272,500
WOODVILLE GARDENS 34 Danvers Grove (R)	Ray White Woodville (Peter Kiritsis)	Jonathon Moore	\$426,000
WOODVILLE NORTH 22 York Place (R)	Brock Harcourts Woodville (Justin Potter)	George Kouzionis	\$345,000
WOODVILLE WEST 7 Curtis St (R)	LJ Hooker West Lakes (Frank Azzollini)	Paul Henry	\$380,000
WOODVILLE 13 Stanley Street (R)	Brock Harcourts Woodville (Tony Demasi)	Greg Bolto	PND
WOODVILLE 22 Stanley St (R)	Ray White Flinders Park (Atillio Cavuoto)	Jonathon Moore	\$950,000
WOODVILLE 88 Woodville Rd (R)	Ray White Woodville (Peter Kiritsis)	Jonathon Moore	\$800,500

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Messenger
community news

MORTGAGE CHOICE.

THE EVENT THAT STOPS THE NATION

MESSENGER COMMUNITY NEWS~MORTGAGE CHOICE

GOLDEN GAVEL LAUNCH 2010
INCORPORATING SCHOOLS AUCTION IDOL

WIN/PLACE		TRIFECTA	
Mark Like This <-7> Location Messenger Newspapers Keith Murdoch House 5th Floor, 31 Waymouth Street Adelaide		Mark Like This <-7> Location <S><M><Q><N><V><A><C><P> <L><F><X><E><O><Z><T><D><I>	
Date Wednesday, 10th March 6.00pm – 8.00pm		Code <R><T><G><S> Pre-sale <>	
Cost \$45 (includes canapés and beverages)		Race No. <1><2><3><4><5><6> <7><8><9><10><11><12> <13><14><15><16><17><18>	
\$ Place Bet <1><2><4><5><6><8><10><20> <40><50><80><100><200><400><500><1000>		Maximum Spend \$ <1><2><3><4><5><6><8><10><20> <40><50><80><100><200><400><500><1000><1500>	
RSVP <i>RSVPs are essential for this event.</i> Please RSVP to Garry Topp at Garry Topp by Friday 5th March 2010		Selections	
		1st or Box Official welcome by Mark Forde FSAA and full details of this exciting calendar of events by Trustee, Lindsay Warner FSAA. (R) (F)	
		2nd Recognition of the Top 10 Principal and Top 10 Sales Consultant Auction Marketers of the Year. (F)	
		3rd Featuring Previous Winners "Head to Head" in a Golden Gavel sprint to the line. (F)	

BOOKING FORM ON THE WEB
www.auctioneers.com.au

Messenger Community News~ Mortgage Choice Golden Gavel Awards and School's Idol Launch 2010

Focus on General & Livestock

The Launch each year puts focus on the Society, its Members and on Auction and this year we have a new initiative to enhance the status of our Livestock Auctioneers with a concept that will have enormous ongoing benefits to all who enter.

As a valued Society Member, I would like to personally invite you to attend the official Messenger Community News~Mortgage Choice Golden Gavel & School's Idol Launch to be held at the **Messenger/Advertiser Function Room, Murdoch House, 31 Waymouth Street, Adelaide on Wednesday 10th March from 6pm to 8pm.**

The Launch recognizes the high achievers in all spheres of Auctioneering with the theme of supporting excellence in auction delivery, and Trustee, **Lindsay Warner will outline our exciting calendar for 2010.**

Previous Winners will be acknowledged in a unique way never seen before and I'm sure you will be impressed with what we have in store for Members and Sponsors at this momentous event.

We will also pay tribute to the dynamic Real Estate Sales Consultants and Principals who utilize Auction as their preferred marketing method by recognizing the **top 10 Principal and Sales Consultant Auction Marketers from 2009.**

We will outline new initiatives for our **School's Auction Idol Competition** and we are proud also to associate Members with Schools as part of the **Schools Auction Idol Competition** which supports excellence in vocational and technical education in Schools.

As a new initiative for 2010, entry to the **Livestock Component of the Awards will be way of a promotional DVD** which can be used as a promo on your website or as an introduction to your Company to potential clients.

We have engaged the services of **Grant Puckridge of Compass Digital Media** to film your performance at one of your Livestock Auctions, edit the footage, and then provide a **3 minute DVD as a promotion for you and your company.**

To participate you will need to complete a **Messenger Community News~Mortgage Choice Nomination**

Form and ensure it is received prior to 30th April 2010 for each Auctioneer that wishes to participate as this promo will be relevant to one Auctioneer only, together with your nomination fee of \$165 (non members \$265) and also forward us your cheque for **Compass Digital Media for \$550** for their charges in relation to the DVD (plus travelling outside the metropolitan area if applicable, please call Grant to determine the travelling charges, phone 0437 166 735).

Whilst the cut off date is April 30, Grant is ready to commence as soon as you wish, so please proceed as soon as possible.

This initiative will be an opportunity to promote your company and Auction in both a marketing and competitive role in a unique manner. The winner of the best promotional DVD will be announced at the **Messenger Community News~Mortgage Choice 2010 Golden Gavel Dinner on Friday 21st May.**

We would appreciate it if you would book to attend the Launch and assist the Board in acknowledging our high



achievers in an atmosphere of fun, networking and strategic alliances with our Sponsors. We understand you have some travelling to do to attend however we would love to see you!

Please RSVP to CEO, Garry Topp, by completing the Booking Form and I look forward to your company and input on the night.

Please also give me a call if you are able to participate in encouraging students at your local school to enter the **Schools Auction Idol Competition**. Full details including Channel 10 promos of the event can be seen on our web page, Auctioneers.com.au

Lindsay Warner FSAA
Trustee

[Click here for booking form](#)

Society Training Courses

MARCH

3 DAY REAL ESTATE AUCTION ACADEMY

Tuesday 9th, Wednesday 10th and Thursday 11th March 2010

Members \$880, non-members \$1,180

[Click here for booking form](#)

DOCUMENTATION UPDATE

– COMPLETION OF AGENCY, CONTRACT AND FORM 1
For All Real Estate Sales Consultants and Support Staff

Friday 26th March 2010

[Click here for booking form](#)

SPONSOR SPOTLIGHT

Established 26 years ago, Adcorp is the leading Australian-owned advertising agency in Australia with offices in every mainland State and in four locations across New Zealand. The agency has dedicated property account service teams specialising in residential and commercial property marketing, who consistently deliver integrated and breakthrough property campaigns.

Our property division delivers numerous innovative and successful campaigns every day. Campaigns that encompass high-end creative brochures, targeted direct mail, impactful signage, interactive websites and strategic print advertising to a number of our blue chip clients nationally.

Some of our key clients include: Jock Gilbert Real Estate, Colliers, Landmark, RE/MAX, Ray White, George Noicos, First National, Raine and Horne and CommercialSA.

adcorp

CAMPAIGNS FOR ALL BUDGETS

From the creation of brands, individual identities for luxury apartment residences through to the development of unique, cut-through marketing campaigns for office and industrial spaces, our campaigns for large multinational corporations and small boutique agents and developers consistently deliver measurable results, every time.

One key area of differentiation over other agencies is Adcorp's brand and strategy methodology which leverages the performance of creative ensuring all campaign communications are Simple, Compelling, Relevant, Unique and Measurable. This is the "checklist" by which all our property marketing and communications solutions are developed, uniquely positioning your brand against competitors.



Peter Grzesch

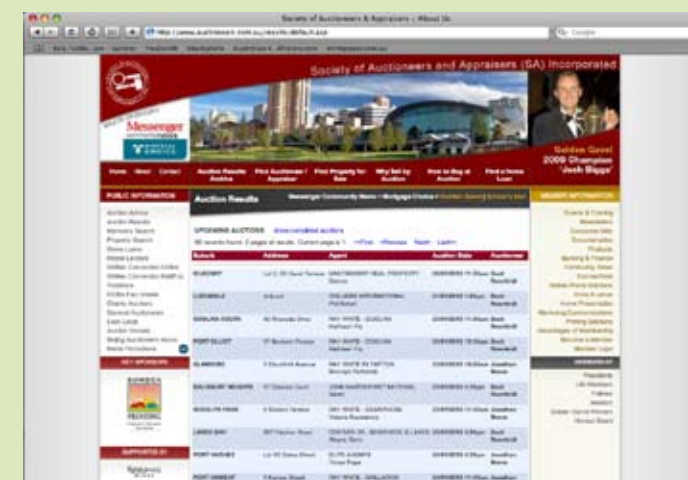
Promoting you and your upcoming Real Estate Auctions on the Society website

As part of our ongoing commitment to promote Society members to the public, we have come up with a new initiative of putting upcoming Real Estate Auctions on the web, where we promote upcoming Auctions for Auctioneers who are Members of the Society.

We request that you send us an email at the end of every week (by lunchtime Fridays) with details of the properties you have been booked to Auction, property address and a short description of the property i.e. House 3BR or Vacant Land 750m², and the date and time of the Auction. We will enter this information on the web page!

Please also include your email address. When we enter the information the system will automatically generate an email to you which will contain the link to each particular property, so that after the auction you can click on the link and update the information by putting the result live on the web. This means that after you complete your last auction you can update all properties offered with the outcomes.

[Click here to view upcoming auctions](#)



The public can then click on our website and view the latest Real Estate Auctions. If a property is held over and then subsequently sold, it can be updated when finally sold!

This new service is now up and running so please send in this Friday details of all upcoming Real Estate Auctions by email in the format shown.

We will still require the monthly Auction Results as usual at the end of each month for publication in the Society feature in *The Advertiser*.

Property Enhancers for the Real Estate Market

To increase in value, quality and appeal



We at Property Enhancers are experts in the real estate market and our property presentation service will ensure that the first impression your property makes is the right one.

Empty properties appear cold and unwelcoming. People find it hard to envisage how appealing a place will look once the furniture is in place, the beds made, the garden maintained and so on. We supply the furniture and accessories that will dress your property and make it look at its best.



With so many properties on the market for sale, it has become very important to do what you can to maximize the appeal of your property.

Our experienced interior decorators make the decorating decisions for you from our large selection of furniture and accessories. With minimal cost and hassle, we can help you prepare your property to ensure maximum interest and a speedier sale.



Do not let your property remain unsold, contact us today

Angela or Antonette 8351 0911
www.propertyenhancers.com



2010 Heralds Renewed Confidence in the Property Sector



Wishing you all a very happy and prosperous New Year – for a year that promises to be full of eagerly awaited and anticipated improvement in all quarters. It's really pleasing to see that 2009 finished full of

running, with the unprecedented return of investors to the market. This has been evidenced not only in South Australia but across the nation with the anticipated market slow-down being brought about with the removal of the First Home Owners' Grant more than adequately replaced by the renewed confidence of investors.

Attendances at open inspections and auctions in December continued to build with no apparent slowdown (as usually seen) in the lead-up to Christmas. To add even more weight open and private inspections have been particularly well attended over the last 2 weeks which is amazing, when you take into account the holiday period, not to mention the extreme heat we have all been through recently.

All the market indicators combined with

the general positive outlook experienced in the marketplace suggest that 2010 will indeed be a time of economic recovery.

The lack of homes for sale compared to the amount of willing buyers guarantees an increase in property values. The shortage of stock will also put upward pressure on rents which again will become more desirable for the investor.

So if you are thinking of selling don't delay or think there will be a better time because basic economic principles of supply and demand are well and truly in play. Those selling today are certainly reaping the reward of fewer days on market, less stress and healthy returns.

THE BEST WAY TO MAXIMISE YOUR RETURN – AUCTION – IT'S THAT EASY.

Good luck for 2010

Mark Forde FSAA President

Moving home online is easy.



Since 2001 we've connected over 500,000 customers to their home services and utilities. And here's why it's even easier for you.

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*Our services are free to you. Standard connection fees from service providers may apply. Service availability and supplier choice may vary depending on location.



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HC Mobile Communications ... your Telecommunications Experts



HC Communications and Vodafone have partnered with the Society to help you **save money on your landline and mobile phone bills.**

- **No obligation consultation and analysis!**
- **Best solution for reducing your costs!**
- **Won't cost you a cent or take up your time!**

Concerned about moving from your existing contract?

At HC we take into consideration the costs of changing contracts in our proposals so you can gain the benefits now, no need to feel trapped and no need to delay!

All phone companies are the same, aren't they?

Definitely not! HC account manages all its customers personally, whether its dealing with queries, offering advice or providing the latest Blackberry or iPhone solution. We look for clients for life – it's all about the relationship, so we don't disappear after the sale.

It's not all talk ...

"I've used Telstra for many years and have been reluctant to change carriers, mainly due to their (perceived) better area coverage. Julian was very good at providing a balanced comparison between Telstra and Vodafone coverage/services, as well as providing a loan phone from Vodafone so we could test their coverage down at Goolwa.

Bottom line: coverage was very similar but the Vodafone plans are far superior to Telstra. Julian has also been able to tailor a far more cost effective phone plan for our total business and we made a smooth change-over to Vodafone last week. I can recommend Julian's advice and service, and so far Vodafone has impressed me with their customer care."

NICK BARANIKOW, BROCK HARCOURTS

"We have saved thousands of dollars since joining Vodafone on a Business Cap. We always receive fantastic customer service from our dedicated Account Manager and are always kept up to date with the latest technology."

ANTHONY TOOP, TOOP & TOOP

"I already operate with three Vodafone services, including a Blackberry as part of my business and have been using Vodafone connection for the past two years. The transfer from my previous supplier to Vodafone has more than halved my operating costs and the service from my local dealer friendly and quick to respond to questions."

SANDRA BERRY, SANDRA BERRY REAL ESTATE, HAHNDORF

"As part of our newest sponsors strategic alliance with Julian Robins of HC Communications I changed over to Vodafone two months ago and it's excellent! The service is sensational, reception is crystal clear, always in range, personalised professional service and relentless after sales service. In August I drove down to Naracoorte with Chris Gill (AucDocs and Corsers Solicitors) and Brett Roennfeldt as part of the Regional Motivational Finance and Documentation Update and the phone worked virtually all the way down and back. The range and reception was great."

GARRY TOPP, (CEO) SOCIETY OF AUCTIONEERS & APPRAISERS SA INC

Vodafone is used by:



**Contact Julian Robins on 0420 901424
or julian.robins@hcmobile.com.au**



Delegates Embrace Documentation Update

Friday 12th February hosted the first Society Document Update for 2010.

The mood in the Osmond Room at The Arkaba was very positive in fact vibrant as important issues that had become evident especially since the introduction of the Real Estate Industry Reform Bill and changes to the Form 1 had surfaced.

Chris Gill, Conveyancer with Corsers Solicitors, presented two and a half hours of hands-on practical training relating

to day to day issues that Agents face and addressed areas where contracts had failed due to errors and omissions and lack of knowledge, understanding and care in document preparation.

When asked at the end of the session what issues seemed to cause the most concern, Chris Gill commented: **"The actual completion of the Form 1, given its complexity. The information provided by statutory authorities being not always actuate and skill is required in interpreting that information and knowing when**



further investigation are necessity.

Comments made to CEO Garry Topp were that they loved Chris Gill's presentation because he delivered his presentation as a practitioner from within the industry and gave practical advice as how to best deal with how to complete the documents and does not dwell on the legal aspects of the legislation, but how to just get on and do it!

There were many questions from the floor,

which was encouraged as the workshop was intended to be interactive, and the 64 participating all left the room with a better understanding of completing the Form 1 and the other documents.

This workshop was over subscribed so we will run another one on Friday 26th March 2010 and we encourage not just agents but more importantly all support staff that are preparing documents to attend as at the moment contracts are failing due to poor documentation especially Form 1.

[Click here for online Booking Form](#)

Messenger Community News~ Mortgage Choice Schools Auction Idol Explodes Into the Future



In 2010 the Auction Idol continues to grow and grow. This competition is specifically designed to introduce High School students to the exciting profession of Real Estate via

the Art of Auction and follows in the success of the **Messenger Community News~ Mortgage Choice Golden Gavel Competition** for senior auctioneers, which has been running since 1994.

In 2009 Edward Gainer from **Concordia** walked away with the trophy and this year Concordia College will be hosting the event **which adds a new dimension to the competition**. It is interesting to note that Edward competed in Year 11 and then again in Year 12 because he appreciated the quality of the event as well as its ability to **teach many things including public speaking, professional presentation, debating, legal knowledge, thinking on your feet plus the opportunity to meet and mix with other like minded students**.

To assist with the planning this year we have formed a specific committee which includes the 2008 Idol winner and now sales consultant with Harris Real Estate, **Tom Hector** and **Rising Star and Real Estate Professional Sandra Berry** plus representatives from Messenger Community News and Mortgage Choice.

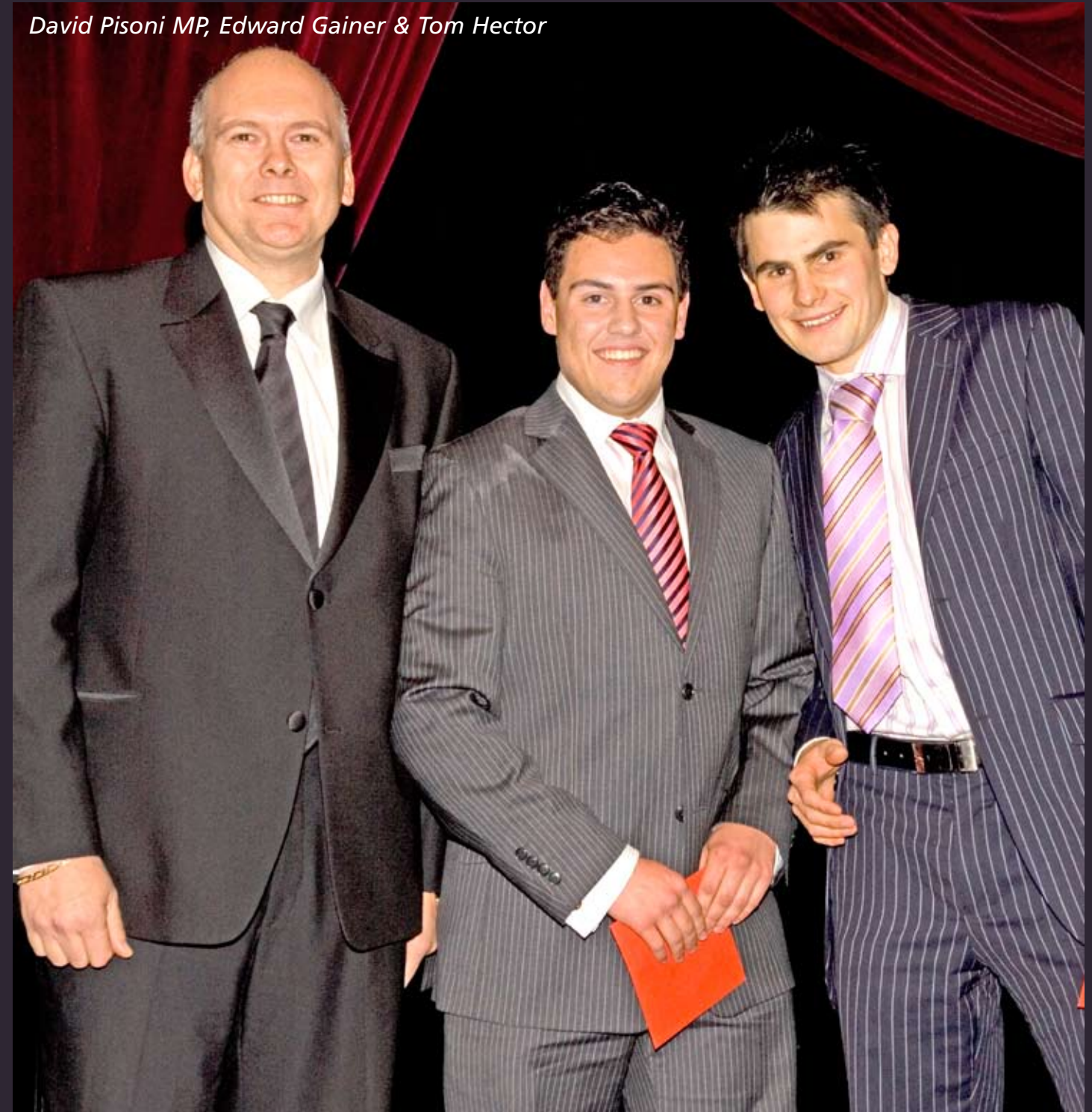
Further big news for this event is that **Rostrevor College is hosting the first ever specific Real Estate course** which allows students to obtain SACE Points. Attracting students from the East Adelaide Schools Cluster this course is considered a template for other schools to run specific real estate learning opportunities. 4 times Golden Gavel winner, Brett Roenfeldt, is the teacher for this event and Program Provider Contact is Sandra Mitchell, Vocational pathways Co-coordinator at Rostrevor College.

In late breaking news Loreto College has joined the competition with students participating in auction training sessions.

We look forward to a great 2010.

Lindsay Warner FSAA
Trustee

David Pisoni MP, Edward Gainer & Tom Hector



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