GAVEL & GLASS



CONTENIS

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

THE **INDUSTRY** CHOICE OF **PROFESSIONALS**



Look for the logo - its your guarantee

auctioneers.com.au

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President



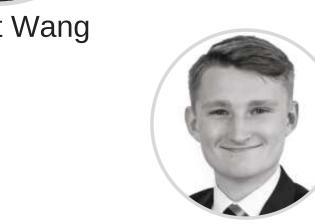
John Morris



Vice President



Vincent Wang



Vincent Doran



Sarah Bower



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Anthony DeMarco



Visit our Website auctioneers.com.au

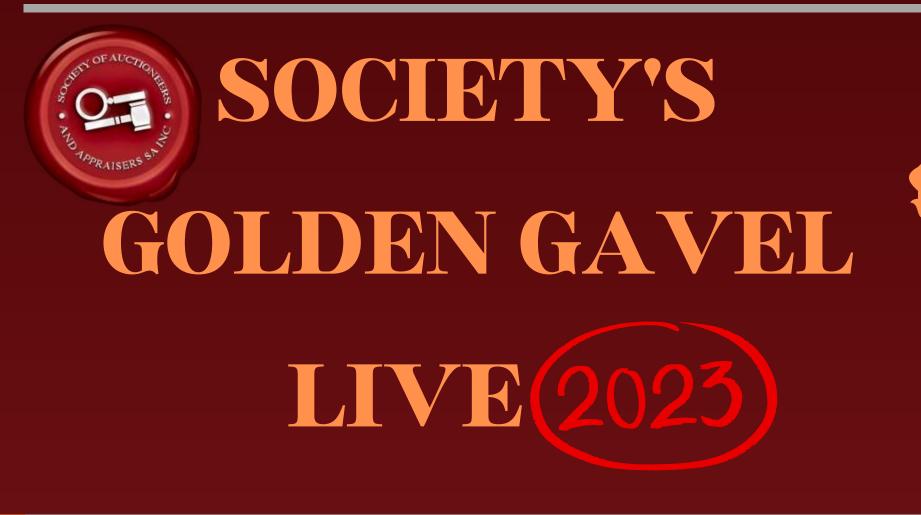


THE BOARD

Board Members

Follow us on Instagram /societyofauctioneersappraisers/





NOW OPEN FOR ENTRIES FOR THE 2023 AWARDS FOR REAL ESTATE GENERAL LIVESTOCK

Senior Real Estate Heats:

Click here for details and nomination form

Auctioneers upload a live Auction to the Society's Facebook page. A panel of Judges will judge and recognise the top 5.

- There will be a final for the Senior Real Estate category, the Top 5 Finalists will be announced and awarded at the Awards which will be held in May 2023.
- The top 5 finalists will compete in a final.
- The final will follow the Australasian format and judging criteria with participants being held in lock-up prior to performing in front of Judges and Bidders.
- The top 2 point scorers will be the South Australian AUSTROS representatives, and the highest point scorer will be the 2023 GOLDEN GAVEL CHAMPION.
- Entrants will need to agree to fund their own expenses to attend the AUSTROS in Auckland, New Zealand in 2023.

General & Livestock:

• General & Livestock Auctioneers are to submit the opening terms & conditions and at least 10 minutes of continuous selling. The 10 minutes of continuous selling can be from any part of the auction (not necessary from the start) two separate videos can be uploaded.

Rising Stars:

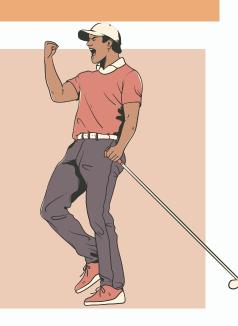
- Rising Stars will perform at a designated location and will be judged on-site.
- The Rising Stars will perform by auctioning a property from a brochure and details supplied with the 3 Finalists and Outright Winner to be announced at the Awards in May 2023.
- To be eligible, you must have performed no more than 10 Real Estate Auctions in the field prior to the 28th of February 2023 and you have not won this award previously.
- All participants will auction the same property.
- The subject property will be provided to you several days prior to the event to allow for preparation.

FULL CONDITIONS AND ENTRY FORM SEE <u>AUCTIONEERS.COM.AU</u> "GOLDEN GAVEL"

Societys Upcoming Events

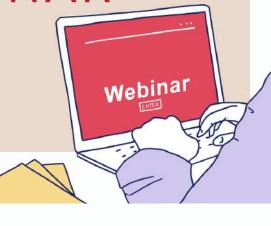
03 NOV CONTRACT AGENCY + FORM 1 AND
PRICING COMPLIANCE
ARKABA HOTEL
THURSDAY | 9 AM

25 NOV MT. OSMOND GOLF CLUB FRIDAY | 11:30 AM



29 NOV COMMERCIAL & INDUSTRIAL PROPERTY LEASING + SALES WEBINAR

VIA TEAMS TUESDAY | 9:30 AM



ODEC 14

DEC

2 DAY REAL ESTATE LICENCE AUCTION ACADEMY
ARKABA HOTEL

ARKABA HOTEL 8:30 AM

O1 DEC



BERRI REGIONAL EVENT
BERRI HOTEL
THURSDAY | 9:30 AM

O7
DEC

CHRISTMAS DRINKS 2022
2 KW
THURSDAY | 5PM





2022 GOLF CLASSIC

FRIDAY 25th NOVEMBER

@ MOUNT OSMOND GOLF CLUB Sponsored by Chris Gill



†The Form 1 Company[™]

TIMELINE

11.30AM - LUNCH 12.30PM TEA OFF 5.00PM PRIZES AND AWARDS

PRICING

\$99.00 FOR GOLF, ON-COURSE DRINKS AND SNACKS, BARBECUE LUNCH AND SNACKS AFTER THE GAME AND PRIZES SPONSORED BY †The Form 1 Company



ONLY \$99.00 PER PERSON (*Mount Osmond Members please deduct \$10) SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY

PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 5TH NOVEMBER

Names Playing with Handicaps

Ph

DOWNLOAD BROCHURE HERE

TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN STARTD BY THE FORM 1 COMPANY



Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Loft Rangers and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience thats been delighting our members since 1927.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

Golf Carts: Please book direct Pro Shop - Tel.: 8379 1673

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

Email: admin@auctioneers.com.au

Direct Debit: Banksa BSB 105	011 ACC 106 198 24	O Name Society of A	uctioneers & Appraise	rs
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Name on Card			PR.	AIS'

NON-MEMBERS Please advise Address

Email

PARTNERS BusinessSA

ALSO SUPPORTED BY

BOWDEN

†The Form 1 Company

COWDEN (SA) PTY LTD

ECKERMANNS





FREE

WEBINAR

TEAMS

CONFERENCE



PRANCE







INDUSTRIAL PROPERTY

INTRODUCTION TO COMMERCIAL AND INDUSTRIAL LEASING

- When the Retail and Commercial Leases Act applies.
- Disclosure Statements
- Rights of renewal (minimum 5 year term)
- Standard leasing terms
- Rent reviews
- Agent obligations under the Act.
- Gross lease v Net lease
- Holding over
- Farm Leasing/Share Farming arrangements.

INTRODUCTION TO COMMERCIAL AND INDUSTRIAL CONTRACTS

- GST (going concern)
- Stamp Duty
- Commercial/Industrial considerations
- Form 1's and the importance of specificity and correctness (common pitfalls)
- Selling property with a business component or vice versa.

TO REGISTER, PLEASE CLICK HERE

PLEASE SEND ANY PRIOR QUESTIONS OR AREAS OF CONCERN TO JACK@ECKERMANNLAWYERS.COM

Real Estate Auction Academy

2 Day Auctioneers Licence Workshop Including Nationally Accredited Auction Training Module

CPPREP4162 (CONDUCT AND COMPLETE SALE BY AUCTION)

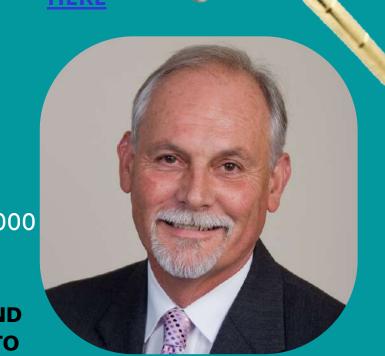
Society of Auctioneers & Appraisers (SA) Inc. Real Estate Auction Academy This is the only Auction Academy run by five times Golden Gavel Winner Brett Roenfeldt, giving participants an insight into his experience in conducting over 16,000

Real Estate Auctions in South Australia

Ferngood Pty Ltd tranding as **Academic Pavilion** 171-173 Halifax Street ADELAIDE SA 5000 Provider Number 91421



BOOK BY 22ND NOVEMBER TO ALLOW FOR COURSE PREPARATION



Nationally Accredited Trainer Brett Roenfeldt F.S.A.A. (Life)

• 3.5 decades as a Real Estate Auctioneer

• 16,000+ Auctions of farms, vineyards, hotels,

including all South Australian Hungry Jack's

outlets, Red Roosters, Pizza Huts, major iconic

farms in the mid-north, sheep stations, Lindsay

Australasian Auctioneering Championships as a

Brett will impart intricate knowledge gained over

motels, and commercial and industrial -

Park Stud, residential homes, and vacant

The only trainer to win five 'The Society'

Golden Gavels and represent SA in the

This Training Package is available to train Participants on how to conduct a Public Auction of Real Estate and qualify for Registration as an Auctioneer in South Australia.

*Prior accreditation is required in CPPDM4019A (Prepare Auction and Complete Sale). Prior registration as a Sales Representative or Agent is a prerequisite You will receive specific training on:

- ✓ Inspire trust in your bidders
- ✓ Build excitement in your presentation
- **✓** Delivery Techniques
- ✓ Voice Projection and Modulation
- ✓ How to design your open and welcome
- **✓** Body Language
- ✓ What Conditions of Sale to highlight
- **✓** Taking Bids
- Crowd Control

- How to utilize Best Practice **Procedures**
- Answering questions
- Legislative questions
- **Auction Documentation**
- Closing

the last 35 years to give participants the best Dialogue with Vendor possible knowledge to commence their career or **Highest Bidder Negotiation** enhance current skills. Effective use of the 3 calls The training is all about bringing out your own

landholdings.

contestant and judge

natural personality into your performance and painting emotional pictures of lifestyle benefits to ensure your performance is powerful and unique.

For further information about this dynamic program, talk to the presenters personally **Brett Roenfeldt 0411 180 960 Garry Topp 8372 7830**

Each participant will receive a comprehensive workbook including Best Practice Procedures, Auction Essentials Handout and PowerPoint Presentation. Assessment of Competency will be by a Workplace Trainers and Assessors and competency in all segments of the Auction performance will be required for certification.

National Statement of Attainment issued on successful completion.

Credit Card Authority for Expenses	TAX INVOICE	ABN: 12 010 992 766	
Academic Pavilion			

Direct Debit: Commonwealth Bank BSB 062 107 Acc 10541448 Name Academic Pavilion ()Amex Credit Card Type (Please tick) () Visa Mastercard)Direct Debit If Direct Debit, Card No. please advice us the date of Expiry ____/___ CVV/CVC the payment. Amount \$ Name on Card

NON-MEMBERS Please advise Address_____ Ph Email

Names Attending

Telephone: (08) 8372 7830 - Email: admin@auctioneers.com.au 22 Greenhill Road, Wayville SA 5034

Next Workshop

TUESDAY 6TH DECEMBER AND WEDNESDAY 14TH DECEMBER 8AM for 8:30AM to 6:00PM

VENUE: Boardroom, Arkaba Hotel 150 Glen Osmond Road, FULLARTON (For accommodation enquiries Please call: 8338 1100)

COST: \$1,150 for members requiring license **COST:** \$650 for members already licensed

(Non members are invited to join prior to attending)

BERRI REGIONAL WORKSHOP

- Sales Agency and Pricing Compliance Presented by Chris Gill
- Challenges Agents/Auctioneers are facing Presented by Brett Roenfeldt

DOWNLOAD BROCHURE HERE



Chris Gill

Brett Roenfeldt



Garry Topp

Berri Hotel Riverview Dr, Berri SA 5343 **Thursday 1st December** 9:00 for 9:30 AM start to 11.30 AM **Book by Thursday 10th November**

COST:

\$55 each or \$44 each for 2 or more from the same office

- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the Legislation.
- Chris Gill is the foremost authority on Form 1's and Contract and Agency issues and he has had constant contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Brett Roenfeldt OAM has conducted in excess of 20,000 Auctions in South Australia of Residential, Comercial, Industrial, and Rural. Brett is an Accredited Trainer, Business Coach and Mentor.
- **Issues facing Agents**
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Compliant dialogue in reference to pricing and advertising
- Price Guides given verbally at open inspections and over the phone
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors.

Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

Do you know the answer to the following:

- One of your vendors informs you on the morning of the Auction that they intended to register and bid on the own property, what do you do?
- There has been a violent death at the property, do you have a duty to disclose it?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it? And if so, how this can be done without putting the contract at risk?
- Online Auctions what are the potential problems?
- If a purchaser bids by telephone with a person in the employ of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- A buyer has been to the open inspection and rings in the morning of the auction saying they can't make it to the auction, and they want to bid, what can you do?
- Is there any white ant or pest problem with this property?
- Have all the building and improvements located on the property been approved by the council?
- Can I pay the deposit by deposit bond?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons bidding number, is it ok?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?
- Is GST payable even if the Vendor is not registered for GST?
- When is GST payable on Residential Sales?

TAX INVOICE

Plus release of the new electronic bidding guide for online bidding

ABN: 82 855 149 245

Credit Card Authority for Expenses KEY SPONSORS ALSO SUPPORTED BY The Form 1 Company COWDEN (SA) PTY LTD du Plessis **ECKERMANNS PARTNERS BusinessSA**

•	ers & Appraisers(SA) Inc 08) 8372 7830 - Email	•	
Direct Debit: BankSA BSB	105 011 Acc 106 198 240	Name Society of Au	ctioneers & Appraisers
Credit Card Type (Please	tick) Visa	Mastercard	Amex
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Amount \$	Expiry/	CVV/CVC	A SA
Name on Card		_	PARAISERS
Names Attending			
NON-MEMBERS Please advise Address			
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JOIN US FOR THE LAST SOCIETY NETWORKING DRINKS OF 2022

WHEN: WEDNESDAY 7TH DECEMBER 2022

TIME: FROM 5.00 PM

VENUE: 2 KW BAR & RESTAURANT

ADDRESS: 2 KING WILLIAM ST, ADELAIDE

SA 5000

DOWNLOAD
BROCHURE
HERE

Booking by Monday 28th November Please send an email to
admin@auctioneers.com.au if you are
attending



TRAINING - WE COME TO YOU

AGENTS AND AUCTIONEERS UNDER THE PUMP

Challenges Agents and Auctioneers are facing

TRAINING AT YOUR OFFICE NOW AVAILABLE. PRESENTERS WILL COME TO YOUR OFFICE.



Brett Roenfeldt





Garry Topp

Q+A session addressing issues that can arise during an Auction or opening inspections and how to handle situations and questions and difficult scenarios.

DOWNLOAD

DO YOU KNOW THE ANSWER TO THE FOLLO One of your vendors informs you on the morning of the

- **BROCHURE** You are aware that one of the buyers does not have HERE F.I.R.B. approval, but wants to bid, what is your best
- Auction that they intended to register and bid on the own property, what do you do?
- Does it alter your response if the vendor that is bidding is privy to the reserve price or any amended reserve price?
- As Auctioneer, you became aware 30 minutes before the auction of a possible encroachment of the subject property over the neighbours land, or an existing structure encroachment over an easement and this is not disclosed in Form 1 or contract, what do you do?
- There has been a violent death at the property, do you have a duty to disclose?
- A person calls the Sales Agent 20 minutes before the Auction and wants to register over the phone, can they do it? And what protocols need to be in place?
- A person wants to register with no identification 5mins before the Auction, what can you do?
- After the property is sold, at the point of signing the contract what happens if the purchaser wants to alter either the deposit or settlement and the vendor agrees, can you do it?
- Are there any white ant or pest problem with this property?
- If I buy today I want to put the contract in joint names with my wife, but she is not here - what can I do?
- Have all the building and improvements located on the property been approved by council?
- A person assumed to be in a state of intoxication asks, I have had a few drinks - will you accept my bid?
- I'm a beneficiary or executor, can I bid as a purchaser?
- An agent stands next to the registered bidder and bids for the registered bidder using that persons biding number, is it ok?

Ph

- course of action?
- Online Auctions what are the potential problems?
- If you are under reserve and the vendors are not there, how can they communicate acceptance of a figure below your reserve?
- If a purchaser bids by telephone with a person in the employee of the agent handling the sale, is there a conflict of interest? And what are the ramifications?
- If an underage person wants to bid without a parent or guardian with them, what are your options?
- Announcing on the market, what are the ramifications?
- Auctioneer is aware forms have only been on display for 20 minutes, not the required 30 minutes, what should you do?
- After the Auction the buyer asks for an extra name to put on the contract as a purchaser, can you do it and what are the ramifications?
- Can I pay the deposit by deposit bond?
- A rambling 20 room home that is currently empty but has previously used as a nursing home, a buyer asks, is GST applicable to today's auction? What is your answer?

ALL SALES AND ADMINISTRATION STAFF SHOULD BE INVITED TO ATTEND

Cost: \$550 for up to 15 delegates

KEY SPONSORS	Credit Card Authority for Expenses TA Please post with cheque or fax to Society	of Auctioneers & Appraisers(SA) Inc
CONNECT MAKES MOVING EASY READ BROTHERS BOWDEN \$\frac{9}{8}\$ Print + Media & Marketing = Solutions	Telephone (08) 8372 7830 22 Gre Email: admin@aucti Direct Debit: BankSA BSB 105 011 Acc 106 198 240	oneers.com.au
ALSO SUPPORTED BY	Credit Card Type (Please tick) Visa	
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PARTNERS PARTNERS	Names Attending	
Rusiness\$A	NON-MEMBERS Please advise Address	

Email

NEWS

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

About the Championships

Conducted jointly by the Real Estate Institute of Australia (REIA) and the Real Estate Institute of New Zealand (REINZ), the Championships have become the most prestigious event on the Australasian Auctioneering calendar.

Originally established in 1991, as a competition between the Real Estate Institutes of Tasmania and Victoria, the concept was quickly adopted by South Australia and held every two years. Over time the remaining Australian states and territories joined the competition with Australasian partner, New Zealand. By 2005, the Championships had become an annual event with a highly sought-after title amongst auctioneers across Australasia.

Prior to the Champioships each year, New Zealand and each Australian state and territory host individual auctioneering competitions to determine the best two auctioneers from each state and territory. These finalists go on to compete in the highly prestigious Australasian Auctioneering Championship.



Clarence White wins Australasia's top auctioneer at the AUSTROS 2022

REIA President, Mr Hayden Groves congratulated the winner Clarence White From Menck White Auctioneers in New South Wales.

Clarence has been crowned as Australasia's top auctioneer at the AUSTROS 2022 championships held in Sydney



Clarence White from Menck White Auctioneers in New South Wales has been crowned as Australasia's top auctioneer at the AUSTROS 2022 championships held in Sydney this week.

Source: https://www.therealestateconversation.com.au/profiles/2022/10/18/clarence-white-wins-australasias-top-auctioneer-the-austros-2022/1666096983



AUSTROS 2022 Champion

Clarence White - New South Wales

AUSTROS 2022 Finalists

- 1. Luke Banitsiotis Victoria
- 2. Connor Patton New Zealand
- 3. Stuart Ritchi New South Wales
- 4. Robert Tulp New Zealand

AUSTROS 2022 Competitions

- 1. Greg Allen Queensland
- 2. Alec Brown Australian Capital Territory
- 3. Anthony DeMarco South Australia
- 4. Mark MacCabe Queensland
- 5. Bronte Manuel South Australia
- 6. Sandra Masters Australian Capital Territory
- 7. Dominic Miller Northern Territory
- 8. Prash Nayer Western Australia
- 9. Andy Reid Victoria

AUSTROS 2023 will be held in New Zealand.

Source: https://www.therealestateconversation.com.au/profiles/2022/10/18/clarence-white-wins-australasias-top-auctioneer-the-austros-2022/1666096983





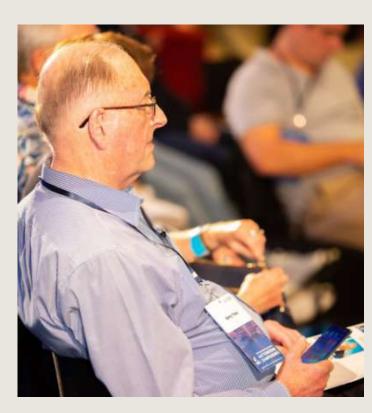






Commonwealth Bank





CTTO









Throwback Memories









SOCIETY'S AUCTIONS



GLEN OSMOND, 10 Leslie Street SOLD for \$1,500,000

Agent: Leon Yuan
Auctioneer: Brett Pilgrim



BETHANY, 215 Bethany Road SOLD for\$1,355,000

Agent: David Braunack
Auctioneer: Brett Roenfeldt



FULHAM GARDENS, 5 Debney Street SOLD for \$920,000

Agent: Thomas Crawford **Auctioneer:** Vincent Doran



CAMPBELLTOWN, 35 Meadow Avenue SOLD for \$1,660,000

Agent: George DeVizio **Auctioneer:** Troy Tyndall

SOCIETY'S AUCTIONS



ROSTREVOR, 3 Heyes Crt SOLD for \$1,225,000

Agent: Alex Parzis & Hayley Parzis **Auctioneer:** Bronte Manuel



ROSTREVOR, 16 Karrawirra Ave SOLD for \$1,062,000

Agent: Gary Musolino **Auctioneer:** Tony Tagni



MALVERN, 3 Dover Street SOLD for \$1,410,000

Agent: David Smallacombe & Sadie

White

Auctioneer: David Smallacombe



ALLENBY GARDENS, 8 Barham St SOLD for \$875,000

Agent: Grant Wills

Auctioneer: Tim Thredgold

SOCIETY'S AUCTIONS SOLD!



HALLETT COVE, 10 Ramrod Avenue SOLD for \$5,000,000

Agent: Tim Pozza

Auctioneer: Simon Lambert



BELAIR, 11 Culley Ave SOLD for \$882,000

Agent: Sharon Gray
Auctioneer: Sharon Gray



BROADVIEW, 129 Galway Avenue SOLD for \$955,000

Agent: Heather Dunn Auctioneer: Jarrod Tagni



GREENACRES, 20 Manoora Street SOLD for \$1,172,500

Agent: Stefan Siciliano
Auctioneer: John Morris

Page 20

SOCIETY'S AUCTIONS



GREENWITH, 136 Green Valley
Drive
SOLD for \$1,500,000

Agent: Sam Doman Auctioneer: Sam Doman



GLENELG NORTH, 144 Augusta Street SOLD for \$1,400,000

Agent: Rod Smitheram
Auctioneer: Rod Smitheram



KENSINGTON PARK, 23 May Tce SOLD for \$1,180,500

Agent: Nathan Fox Auctioneer: John Raptis



PROSPECT, 4 Moore St SOLD for \$1,200,000

Agent: David & Beverly Philpott **Auctioneer:** Jonathon Moore

SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP

















AJ Colman

Tim Thredgold

Simon Lambert Rod Smitheram







Jonathon Moore



Michael Cavuoto











SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Bronte Manuel



Nathan Casserly



Brett Roenfeldt



Nick Ploubidis



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Sarah Bower



Vincent Doran



Sharon Gray



Marc duPlessis



Richard Ward



Mark Griffin



Joshua Bagley



Michael Fenn



Simon Tanner



Angus Barnden



James Wardle



Highlighting 40 years of achievements celebrating and recognising the dedication and passion of The Society Family.

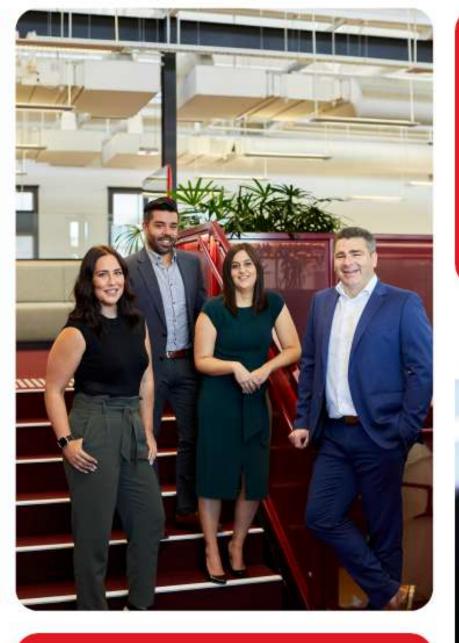
CLICK HERE AND WATCH THE VIDEO



Direct Connect

Peace of mind

You can be assured that you're moving with the best in the business. As Australia's No. 1 Moving Services company, Direct Connect have helped over 1.2 million people move since 2004. Best of all, our service is free.



A personalised moving service

Complete reliability & completely free



We guarantee you peace of mind with our Always On Guarantee*. Simply connect with one of our leading electricity and gas suppliers and we guarantee your connections will be ready on the day you move in.

For more information visit our website directconnect.com.au or call 1300 650 767

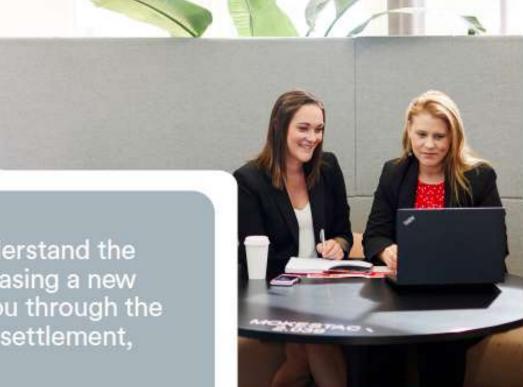
* For Terms and Conditions visit directconnect.com.au/terms-conditions



WE'VE GOT YOU COVERED

Direct Connect's free home buyer service provides you a personalised service with a dedicated contact person to guide you through every aspect of your move. You can choose to use as many or as few of our services as you require and we'll ensure that everything is covered and connected, ready for the day you move in.

We understand the moving process



SERVICES WE CONNECT

We can connect you with a wide range of market leading gas and electricity suppliers. With our Always On Guarantee* you can be assured that your electricity and gas will be connected on the day you move in!



Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.







At Direct Connect we understand the stress involved with purchasing a new property and can guide you through the process from purchase to settlement, and beyond.





you and arrange for all of your other



enjoy your new

Read Signs Real Estate Sign Specialists

Complete Real Estate Sign Management

Our quick and easy online ordering system has provided an edge to the market for Real Estate Signs, saving you time and enabling you to spend more productive time listing clients and selling properties.

- Manufacture, printing, installation and removal of your real estate signs.
- Easy online ordering, and tracking.
- Attention to detail meeting client's needs.
- Versatile print options including photos.
- Fast efficient service.

Services

3D Signs
Banners
Commercial Signage
Illuminated Signs
Vehicle Signs
Signage Projects





Darren Read Director T: 8443 3400

E: darren@readbros.com.au

w: www.readbros.com.au

To partner with Read Brothers please contact Darren Read





All members of The Society of Auctioneers & Appraisers (SA) receive 30% off any wine purchase! Select from our multi-award winning range, whether it's our best selling Single Vintage Chardonnay 2018 or gold winning 94pt Single Vintage Cabernet Shiraz 2016 - we have a wine to suit any occasion.

THIS OFFER INCLUDES

- Available to any variety or vintage 6 bottle order minimum
- No capped orders Only while stock lasts
- Free shipping Australia wide

Simply enter the coupon code at the checkout when you order online.

COUPON CODE:

SOLD

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Eight at the Gate

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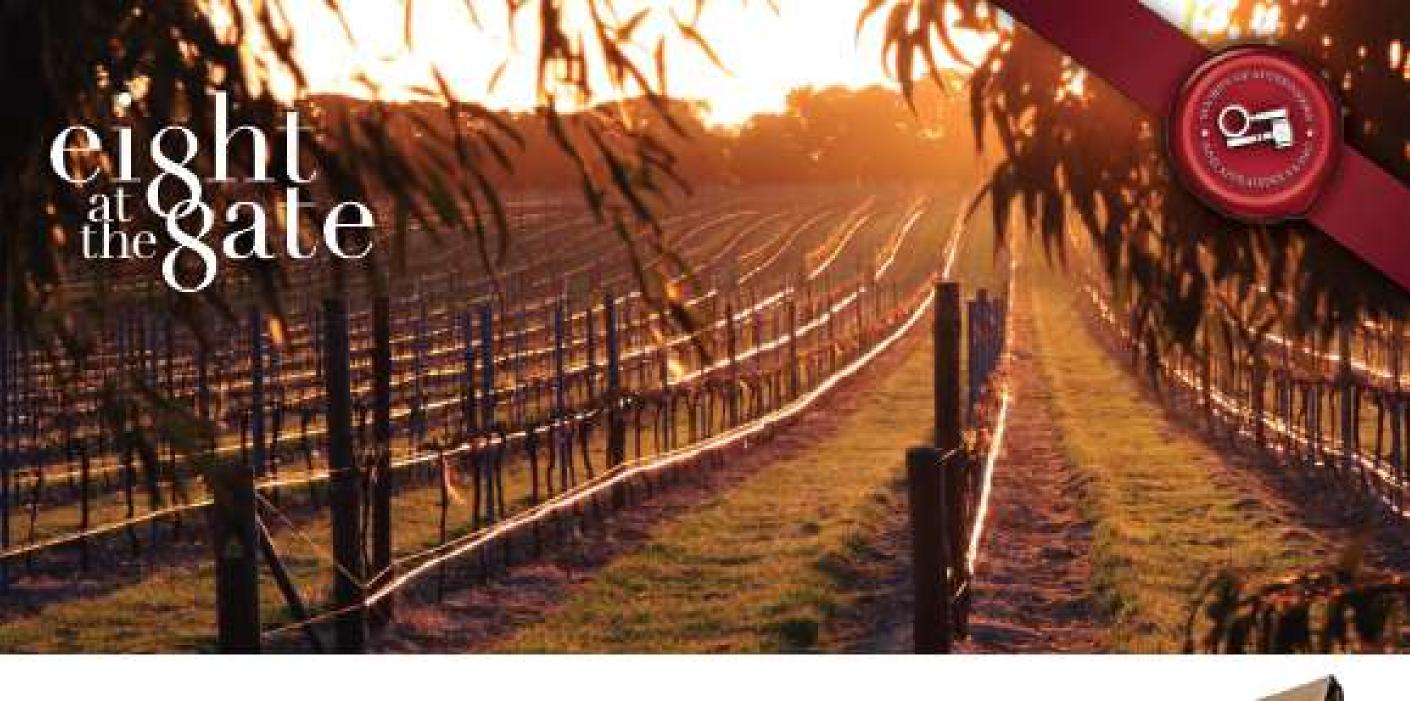
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Give the gift worth celebrating, our *twin bottle gift packs* are the perfect way to congratulate your customers. Our award winning wines, that are guaranteed to leave a good taste and a lasting impression. With plenty of mix & match options, we can provide to best match for every occasion.

WHAT WE OFFER

- Award winning Australian wine
- Support a local family run business
- Special discounts apply pending total order
 6, 12 or 24 bottles per month
- · Gift packaging included

GET IN TOUCH

Send your enquiry to jane@eightatthegate.com.au or give us a call on 0447 805 262





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Perspective Media



Video is the most powerful marketing tool a business can have. Perspective Media specialize in corporate, promotion and real estate video.

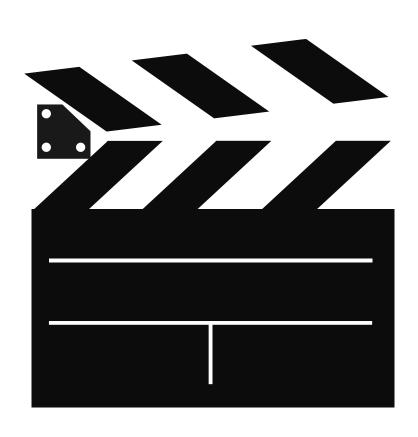
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

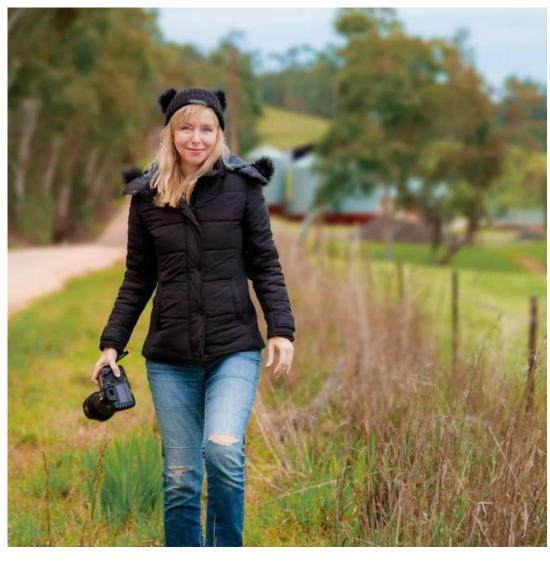
We will make the entire video creation process easy, time efficient and fun.

We utilize a variety of filming techniques to present a dynamic finished product.

Ask us about various other resources we have available to get amazing footage, very cost effectively.

Perspective Media uses that intense blend of creative filming and appropriate music to inject interest into your project.





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21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process





Auction puts the Focus on Your Property

What are the Advantages to me as a Vendor?

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

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!

- 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.
- 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.
- Your home is only open at times that suit you with a predetermined schedule of opens.
- 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.

- The competitive Auction environment offers the greatest chance for a premium price.
- Auction negates the need for commissioner's approval when dealing with associates under legislation saving valuable time.
- 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.
- On the fall of the hammer the Vendor becomes a cash buyer subject to settlement only.

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

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Gavel & Glass

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

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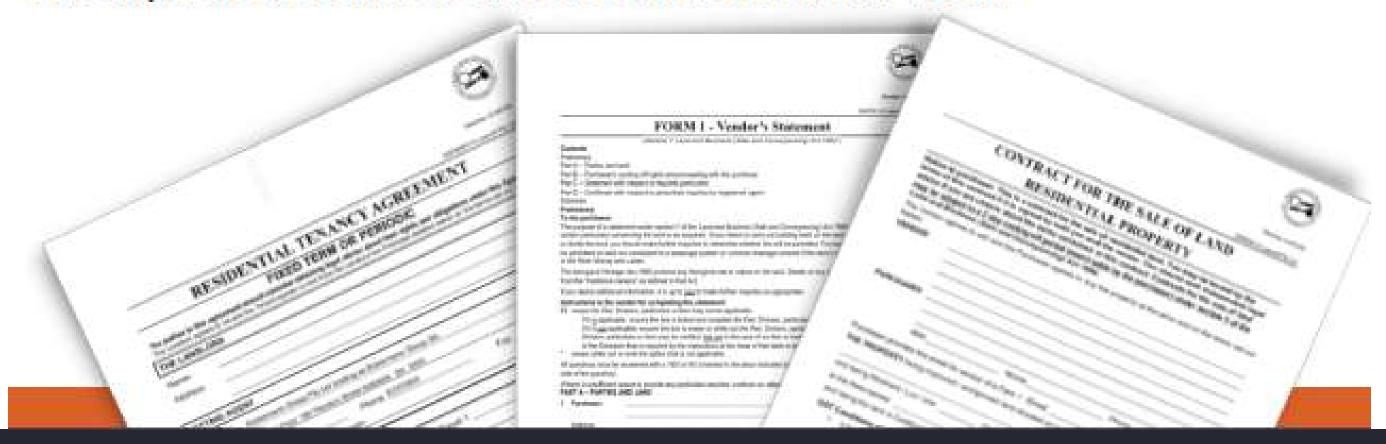
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The moment you add or update an auction to the web page, the app will adjust accordingly

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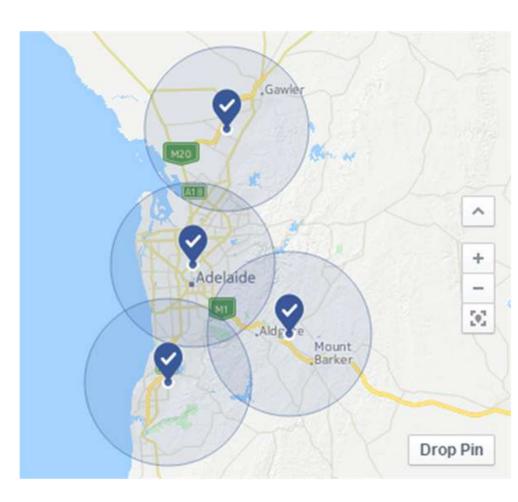
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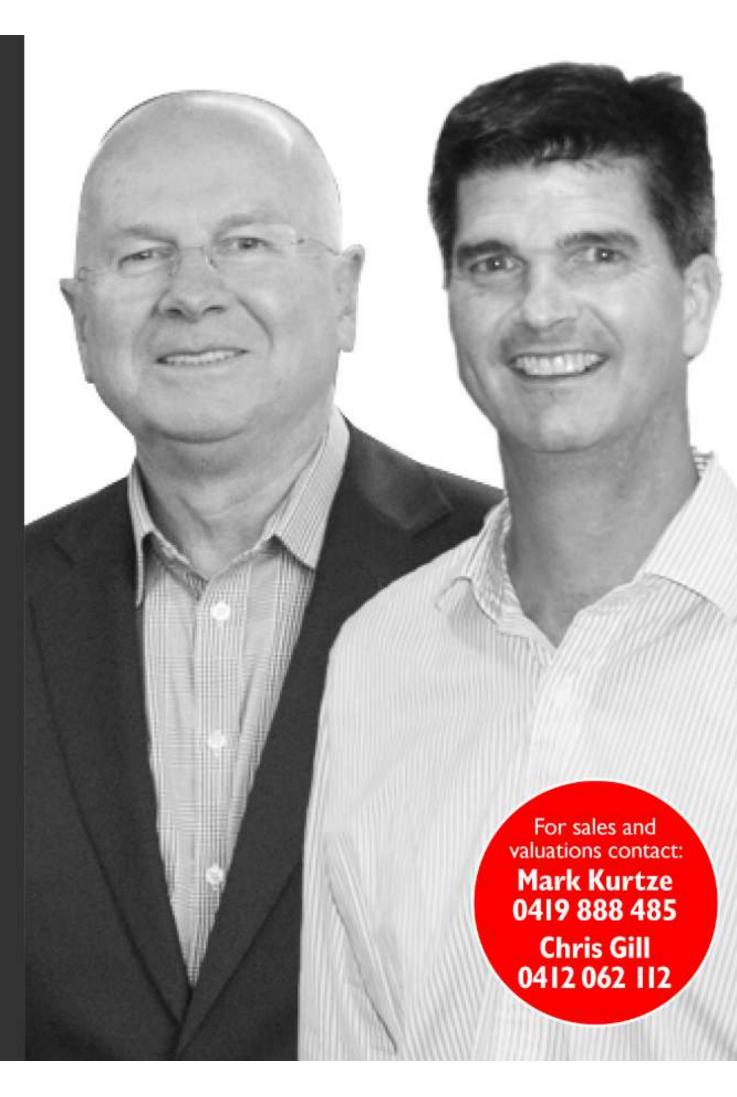
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For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

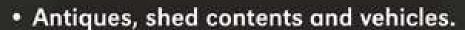
Chris runs specialist training workshops for sales agency, contracts and Form 1 and has an intricate knowledge of the legislation and agency practice.

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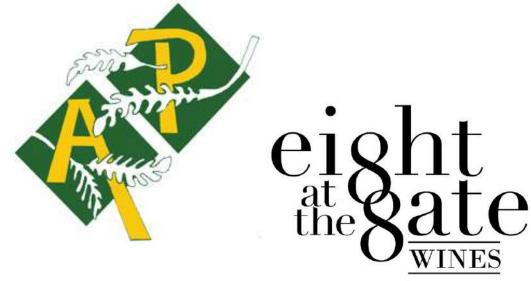
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