

# GAVEL & GLASS

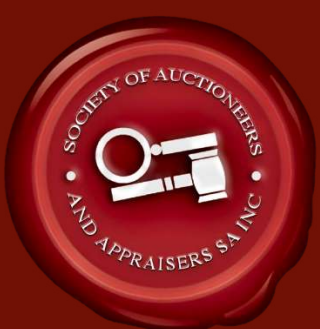
NOVEMBER 2022 - CELEBRATING 40 YEARS

## "The Society"

Representing  
Auctioneers  
Appraisers  
Agents  
Sales Consultants  
Property Managers

- Real Estate
- General
- Livestock

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





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

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



*Look for the logo  
– its your guarantee*

**auctioneers.com.au**

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**President**



John Morris

**Vice President**



Vincent Wang

## THE BOARD

**Board Members**



Sarah Bower



Anthony DeMarco



Vincent Doran



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auctioneers.com.au



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# SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



## SOCIETY'S GOLDEN GAVEL LIVE 2023

**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.

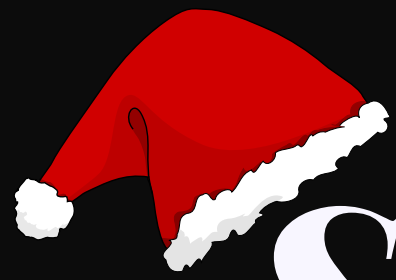
**FULL CONDITIONS AND ENTRY FORM SEE [AUCTIONEERS.COM.AU](https://www.auctioneers.com.au) "GOLDEN GAVEL"**

# Gavel & Glass





THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS



# *Society Christmas Drinks*

# 2022

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](mailto:admin@auctioneers.com.au) if you are  
attending



## Gavel & Glass



THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS

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



Chris Gill



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.

DO YOU KNOW THE ANSWER TO THE FOLLOWING:

DOWNLOAD  
BROCHURE  
[HERE](#)

- 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?
  - 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 bidding number, is it ok?
- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid , what is your best 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

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# **THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS**

## **CONTRACT AGENCY + FORM 1 TRAINING**

### **POST TRAINING REPORT**



The Society of Auctioneers and Appraisers (SA) Inc. held an educational session for agents and sales consultants on 3rd of November 2022 at the Arkaba Hotel.

Our new Q+A format is a different way to present the information as opposed to the old format when the presenter talks to a whole presentation.



Topics of concern came from the floor after a brief introduction from Society trainer, Chris Gill.

Chris Gill has an intricate knowledge of contract + agency and especially Form 1 and the South Australian legislation and more importantly how to develop best practice procedures to ensure members fully understand and include checks to ensure full compliance.

Topics for discussion included:

- using addendums to update an agency
- when physical and electronic signing are used on the same document (digital copy must be signed first);
- exactly when the cooling off starts;
- RLA must appear on all marketing including social media;
- a Power of Attorney (POA) is not the vendor, beware of a company as a vendor multiple executors, only one might be granted probate, an enduring POA can only do one thing;
- questions and implications of renewing an Agency and remember you can do only one extension;
- 24E and 24G always feature in these sessions and must be fully understood as there are implications;
- selling tenanted properties; and
- how a deposit can only be paid in up to three installments.



WORKSHOP & TRAININGS

THE SOCIETY OF AUCTIONEERS, APPRAISERS,  
AGENTS AND MANAGERS



ATTENDEES' COMMENTS:

1. When asked, did you gain in this session?  
Answers were:

- Yes, very informative, digging deeper into the legislation, and explain in real life examples;
- Yes, clear on deemed sale;
- Yes, have been in the industry all my life, but learned a few new things today;
- More detailed info on legislation and especially on agents' obligations, I found it very useful as an administrator, absolutely!

2. When asked what did you like the best?  
Answers were:

- explanations on pricing;
- the format of open questions and answers rather than the usual powerpoint;
- the setup of Q and A;
- specific answers to specific questions; and the format went over extremely well;
- dicussions about Form 1, clear and simplified;
- in the open forum, knowledge was explained in layman's terms, very clear on all aspects; and

pricing compliance - recent sales - 24E discussion was very beneficial.

3. When asked, what else would you like covered? Answers were:

- happy with it all;
- very comprehensive coverage; and
- nothing.

4. When asked, what would you tell others as the main benefits of this workshop? Answers were:

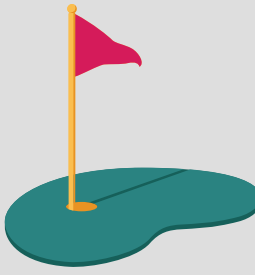
- Finally, clarification of gray areas;
- legislation updates;
- relaxed forum;
- clarifying our responsibilities;
- breakdown of contract (you don't learn this in study);
- more on the understanding of contracts of agency agreements of Form 1; and
- keeping up to date with the legislation.



# **THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS**



## **SOCIETY GOLF CLASSIC 2022**



After having rainy, cold, and wet weather in the past six months, the perfect day arrived with warmth, sun, clear skies, and a light breeze that made the conditions absolutely perfect for the annual Society Golf Classic 2022 held at Mt. Osmond on the 25th of November.

The activities included a wine tasting with Jane Richards and drinks rotation with Sarah Bower. The hole in one attempts were monitored by our sponsors: Cowden Insurance and Read Brother Signs, for the hole-in-one on the fourth hole and was prized at AU\$50,000; and Gordon Tonkin and Darren Read for the nearest pin on the 4th, which was prized at AU\$500. The latter had sponsored the drinks and each player got his ice creams as well.

We wish to thank the following sponsors and we show our appreciation to the usual support they give the Society members, to wit:

- Direct Connect - key sponsor represented by Jane McKniff
- Bowden Group - represented by Sam Bowden and Patrick Buying, longtime supporters of the Society
- Read Brother Signs - represented by Darren Read, a great supporter of the Society
- Form 1 Company - key sponsor represented by Chris Gill
- Academic Pavilion Training Organisation
- Cowden Insurance - represented by Gordon Tonkin and Joe Clifton
- du Plessis Auction Gallery
- Eckermanns Conveyancers and Lawyers
- Eight at the Gate Winery - represented by Jane Richards
- Estate and Downsizing Services - represented by AJ Colman
- Perspective Media

Vice President Vincent Wang welcomed the players and listed all the wonderful prizes supplied by sponsors.

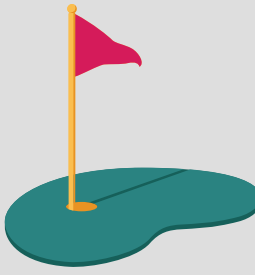
As tradition, we played ambrose with the 12:30 p.m. tee-off and the day went like clockwork, with 14 teams participating.



# **THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS**



## **SOCIETY GOLF CLASSIC 2022**



At around 5:00 p.m., teams returned to the clubhouse for the after-course snacks, drinks and prizes. The following were the winners for the awards:

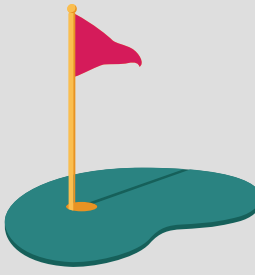
- **Award 1: Nearest to the Pin 2nd Hole – the winner of a bottle of Moet Chandon Champagne courtesy of AJ Colman of Estate Downsizing Services and a Norwood Football Club Hat and Shirt courtesy of Sarah Bower and Norwood Football Club, was Campbell Rawson**
- **Award 2: Hole in 1 on the 4th – the winner of \$50,000 courtesy of Gordon Tonkin of Cowden Insurance and Darren Read of Read Brother Signs, no one was lucky enough to win this year**
- **Award 3: Nearest to the pin 4th hole – the winner of \$500 cash prize courtesy of Cowden Insurance and Read Brother Signs, was Mark O'Meagher of The 4 Woods**
- **Award 4: Nearest to the pin on 18B hole – the winner of \$200 Visa Card courtesy of Jane McKniff of Direct Connect, was Paul Grant of Bowden Print Group**
- **Award 5: Nearest pin 2nd shot on the 7th hole – the winner of \$100 Food and Beverage Voucher courtesy of Arkaba Hotel and a \$50 Voucher from CIBO Henley Beach, was Sean Muxlow of Harcourts Packham**
- **Award 6: Longest drive on 14th hole – the winner of \$100 Paint Voucher courtesy of Gary Johansen of Paint Supplies Hendon and a \$50 Voucher courtesy of CIBO Henley Beach, was Campbell Rawson**
- **Award 7: Longest drive on 6th hole – the winner of \$100 Goods and Services Voucher from Read Brother Signs courtesy of Darren Read and \$50 voucher from CIBO Henley Beach, was Nick Benke of The 4 Woods**
- **Award 8: Best Dressed – the winner of a bottle of Moet Chandon Champagne courtesy of AJ Colman of Estate and Downsizing Services and \$50 Voucher from CIBO Henley Beach courtesy of Atilio Cavuoto, was Matt Scarce**



# **THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS**



## **SOCIETY GOLF CLASSIC 2022**



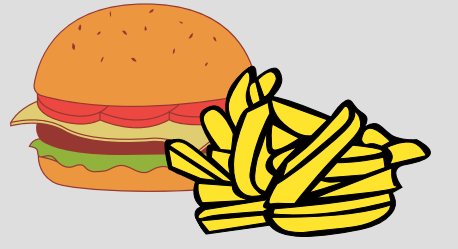
- **Award 9: Third Place** – the winner of four \$100 voucher from Conveyancing and Legal Services courtesy of the Eckermanns, four bottles of Cabernet Shirazes courtesy of Jane Richards of Eight at the Gate Winery, was Ray White Norwood. Players are Brandon Pilgrim, Damien Fong, Tom Roberts, Grady Campbell
- **Award 10: Second Place** – the winner of four \$50 Voucher from Mt. Osmond Pro Shop courtesy of Chris Gill of the Form 1 Company, four bottles of Sparkling Shirazes courtesy of Jane Richards of Eight at the Gate Winery and half a dozen golf balls courtesy of The Form 1 Company, was The 4 Woods. Players are Daniel Gray, Mark O'Meagher, Justin Kurenda, Nick Benke.
- **Award 11: First Place** – the winner of Perpetual Trophy, four \$100 Food and Beverage Vouchers from Palais at the Semaphore, four \$100 Print Voucher from Bowden Printing Group courtesy of Sam Bowden, four bottles of Family Selection Shirazes courtesy of Jane Richards from Eight at the Gate Winery, was The Form 1 Company. Players are Chris Gill, Matt Scarce, Charles Clemente, Jordan Begley.
- **Award 12: Auction** by Sarah Bower – the winner of three-night weekday stay in the luxurious Sky View house at the Encounter Bay, was Darren Read for AU\$1,500. The proceeds will go to Lutheran Care, who supports vulnerable people who are at risk of falling into homelessness by providing a range of early intervention programs such as emergency relief, domestic/family violence services, counselling services, family zone and terra firma.
- **Award 13: a Bottle of Jim Bean Bourbon** as token of appreciation for Chris Gill of The Form 1 Company, for subsidising the cost of Golf Day and sponsoring the event





GOLF

# LUNCH





GOLF

TEE-OFF





GOLF

AWARDING





GOLF

AFTER-COURSE SNACK

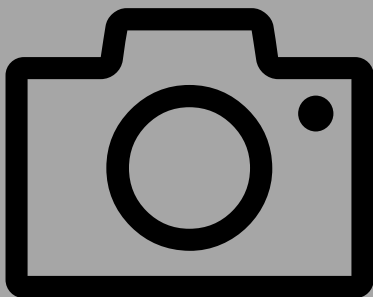




# THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS



MEMORIES





# SOCIETY'S AUCTIONS

# SOLD!



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

**Agent:** Leon Yuan  
**Auctioneer:** Brett Pilgrim



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

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



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

**Agent:** David Braunack  
**Auctioneer:** Brett Roenfeldt



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

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

## Gavel & Glass



# SOCIETY'S AUCTIONS

# SOLD!



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

## Gavel & Glass



# SOCIETY'S AUCTIONS

**SOLD!**



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

**Agent:** Tim Pozza  
**Auctioneer:** Simon Lambert



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

**Agent:** Heather Dunn  
**Auctioneer:** Jarrod Tagni



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

**Agent:** Sharon Gray  
**Auctioneer:** Sharon Gray



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

**Agent:** Stefan Siciliano  
**Auctioneer:** John Morris

## Gavel & Glass



# SOCIETY'S AUCTIONS

# SOLD!



GREENWITH, 136 Green Valley Drive

SOLD for \$1,500,000

**Agent:** Sam Doman

**Auctioneer:** Sam Doman



KENSINGTON PARK, 23 May Tce

SOLD for \$1,180,500

**Agent:** Nathan Fox

**Auctioneer:** John Raptis



GLENELG NORTH, 144 Augusta Street

SOLD for \$1,400,000

**Agent:** Rod Smitheram

**Auctioneer:** Rod Smitheram



PROSPECT, 4 Moore St

SOLD for \$1,200,000

**Agent:** David & Beverly Philpott

**Auctioneer:** Jonathon Moore

## Gavel & Glass



# SOCIETY AUCTIONEERS REPORTING THEIR AUCTIONS ON THE SOCIETYS UPCOMING AUCTIONS APP



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



Aj Colman



Tim Thredgold



Simon Lambert



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



Anthony DeMarco



Peter Economou



Richard Thwaites



Sam Doman



John Raptis



# 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

## Gavel & Glass





# '40 YEARS OF HISTORY'

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

**CLICK HERE AND**  
**WATCH THE VIDEO**





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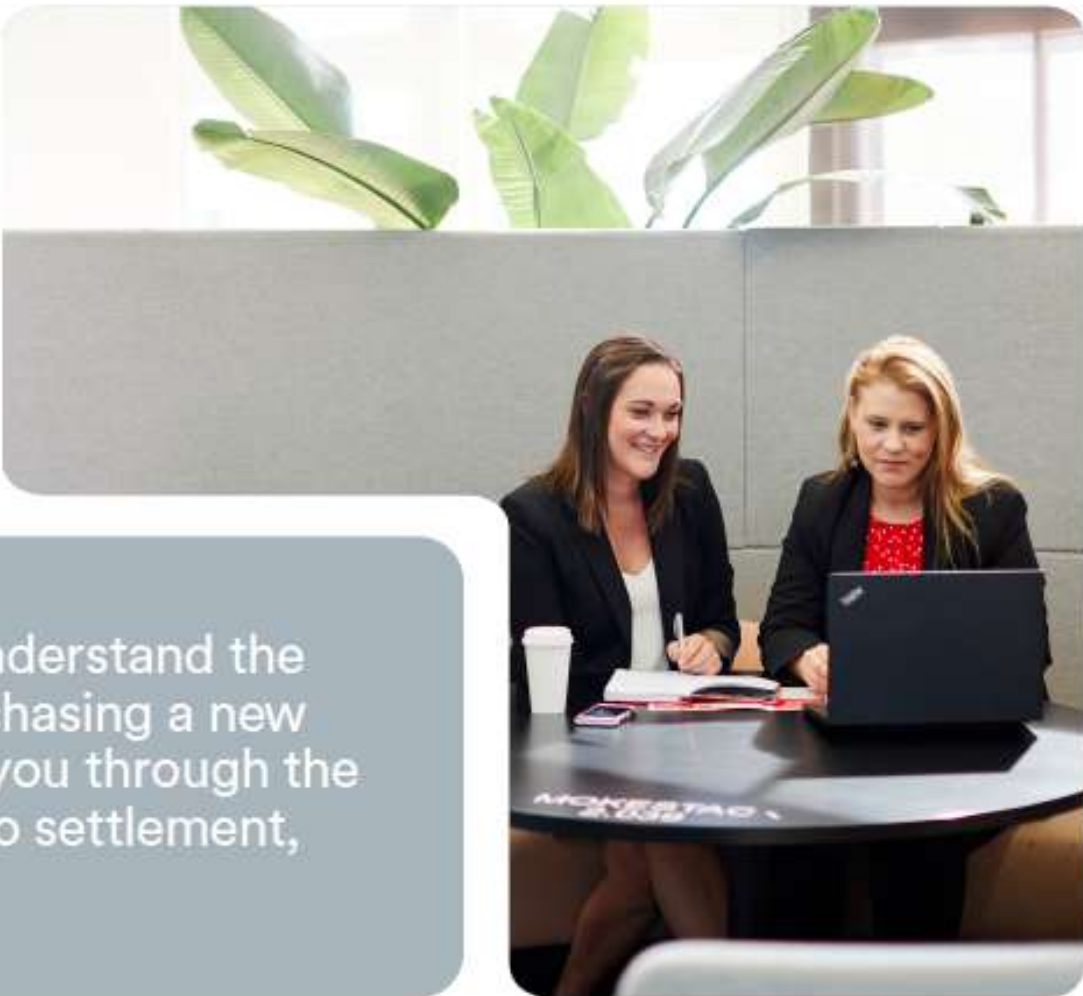
\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://directconnect.com.au/terms-conditions)



## 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!



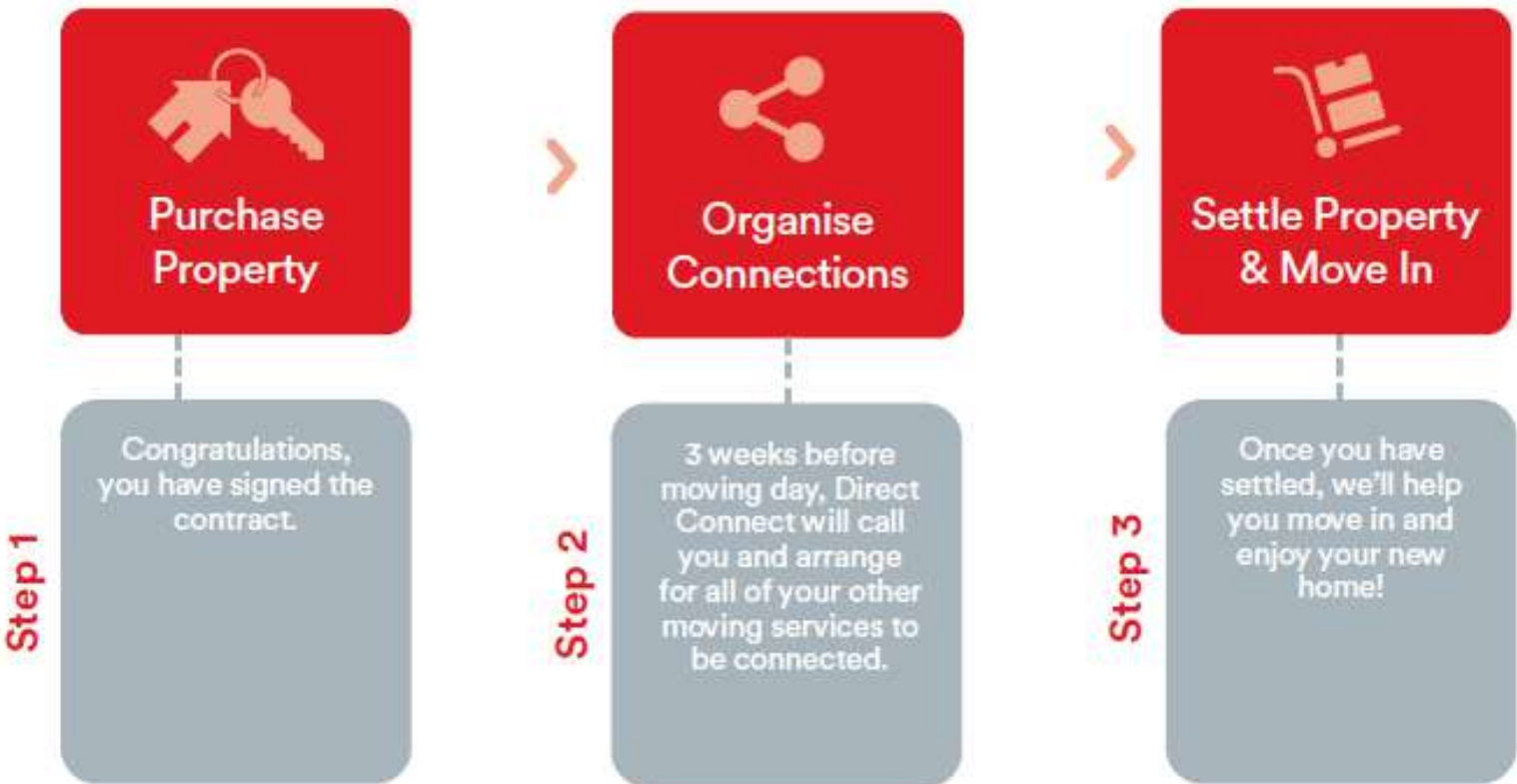
Our telecommunication experts can advise you on a great range of phone, broadband and mobile solutions, tailored to suit your needs.



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.





# Read Signs

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SIGNS | GRAPHICS | DISPLAYS

**Darren Read**

**Director**

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**E: [darren@readbros.com.au](mailto:darren@readbros.com.au)**

**w: [www.readbros.com.au](http://www.readbros.com.au)**



To partner with  
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please contact  
Darren Read

# Gavel & Glass





# Exclusive Members Only Special Offer

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

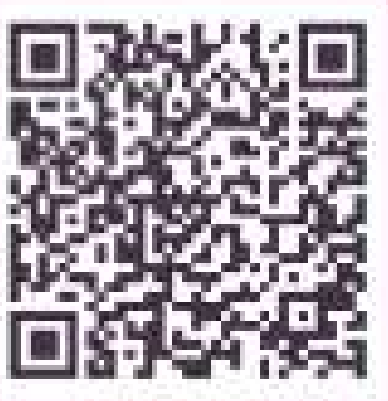
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Gift Pack



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P 0447 805 262

[eightatthegate.com.au/society-offer](http://eightatthegate.com.au/society-offer)



# Perspective Media



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

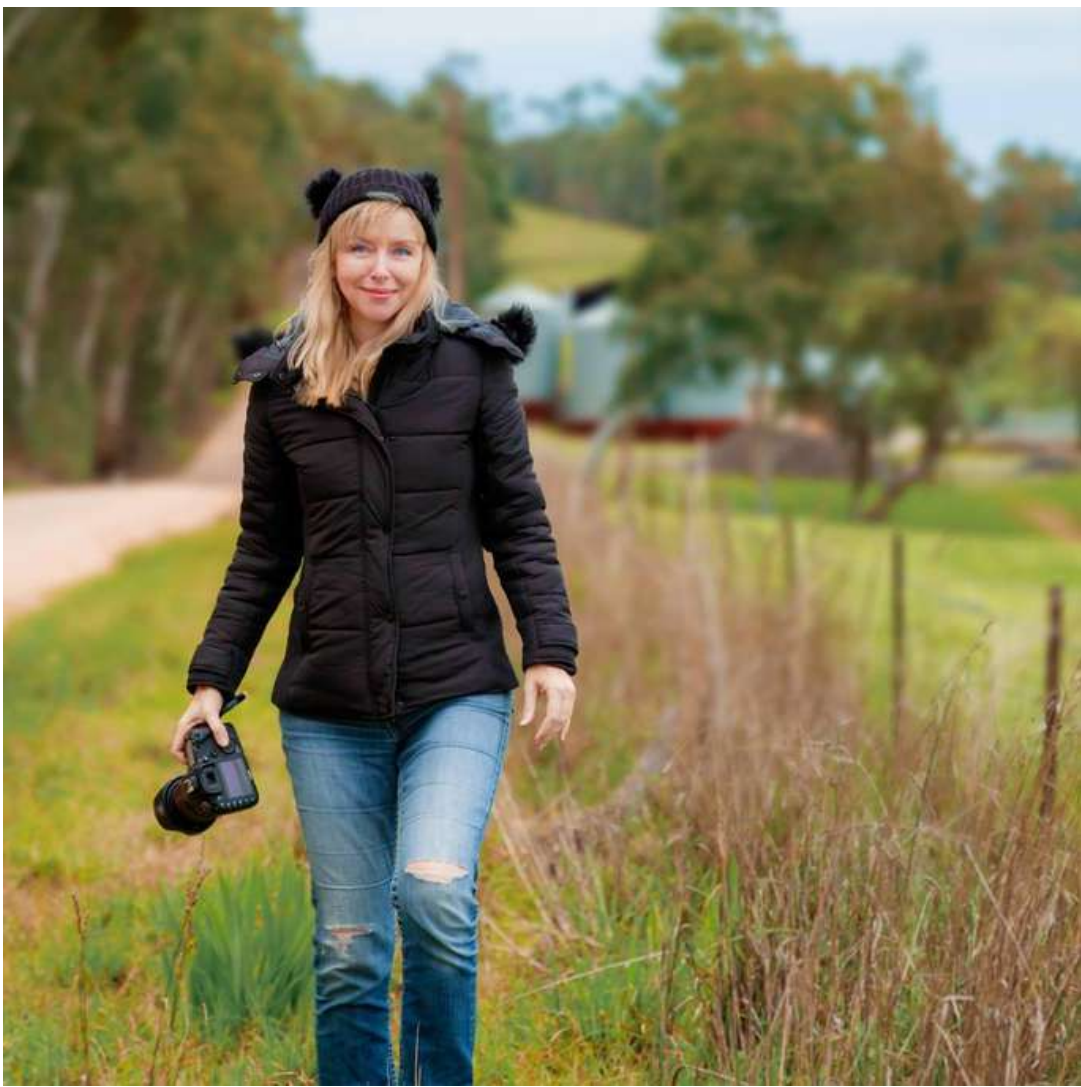
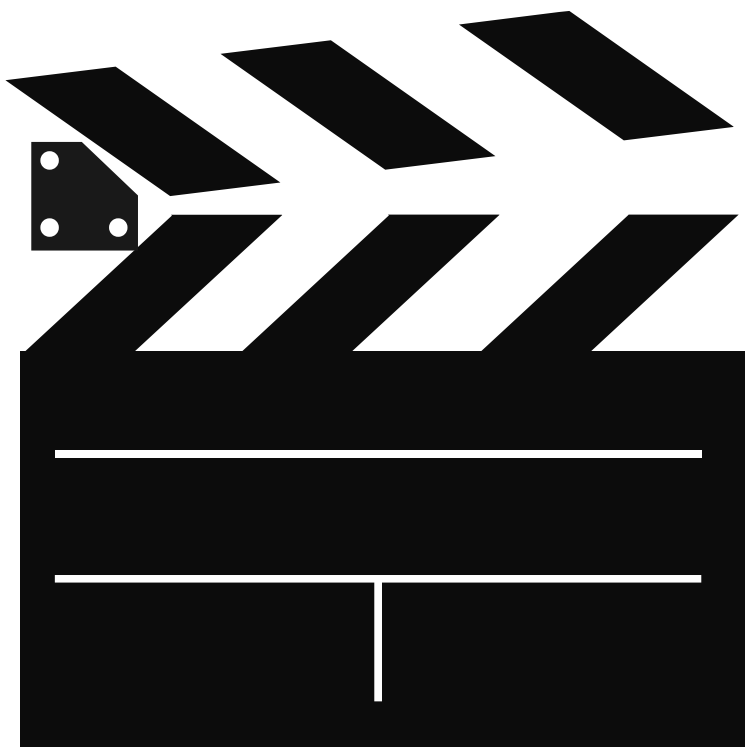
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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.



**Call Larissa on 0422235442  
to discuss your filming needs**



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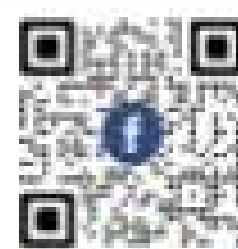
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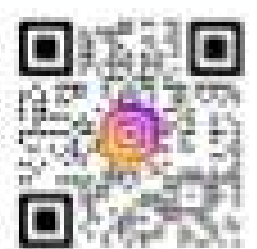
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# Real Estate Training in South Australia

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Diploma of Property Services (Agency Management)

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# 21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

## The 21 Advantages of using Auction as Your Preferred Marketing Process



### POWERFUL MARKETING TOOL

#### Auction puts the Focus on Your Property

#### What are the Advantages to me as a Vendor?

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

13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
14. **Auction opens the door** to more motivated buyers.
15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
16. Your home is only open at times that suit you with a predetermined schedule of opens.
17. **The level of market interest** will help you gauge your reserve price.

#### What is an Auction?

**Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.**

18. **The competitive Auction environment** offers the greatest chance for a premium price.
19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

#### Why Auction Real Estate?

**Real Estate Auctions have become one of the most popular methods of buying and selling property in Australia with substantial benefits for both Vendors and Purchasers. Auction is used as the preferred method of sale by Beneficiaries, Governments, Banks, Administrators, Executors & Trustee Companies, Corporations and Private Vendors and has been proven to be the best method of establishing true market value.**

**Committed Vendors sell their property by Auction!**

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

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

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for details

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#### Why choose reaforms?

- User friendly format - easy to fill in
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- Only one office Principal required to be a Society member for all in the office to use the documents
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- Special Conditions and other professionally drafted conditions provided
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- Mandarin translations
- Regular training available and legislative updates provided

Computerised and cloud based Agent Practice Forms for Residential, Rural, Commercial and Industrial. Sales Agency, Contract, Form 1 and Property Management documentation.

**Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.**



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# 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

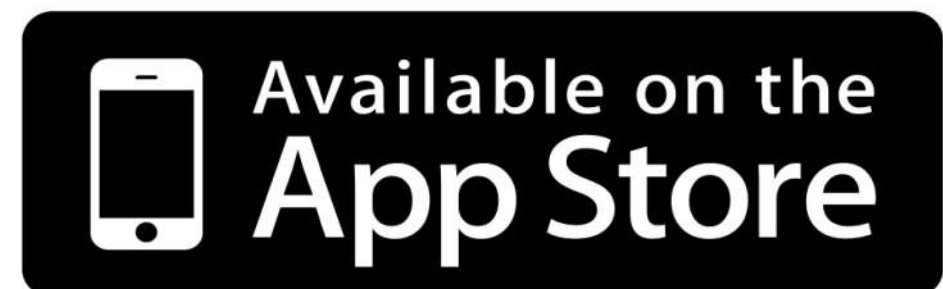
### INSTANT UPDATE

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

### LIST

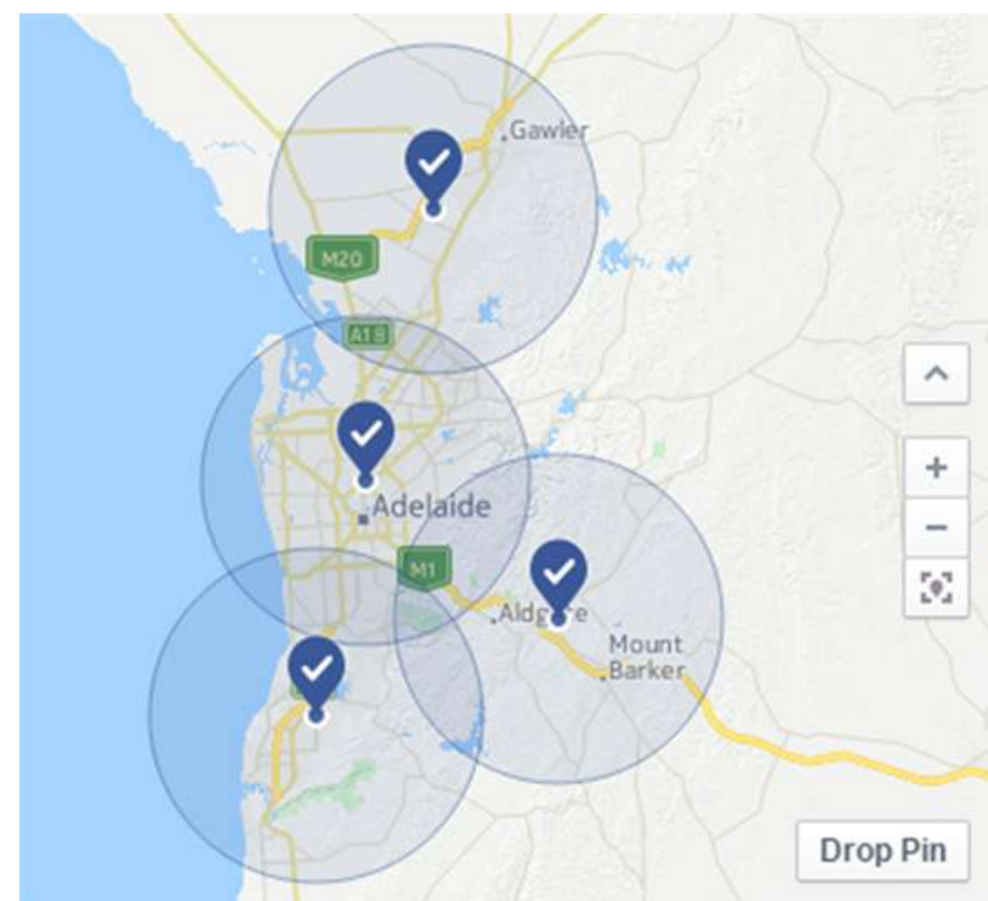
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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!**

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## **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.

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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 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.

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