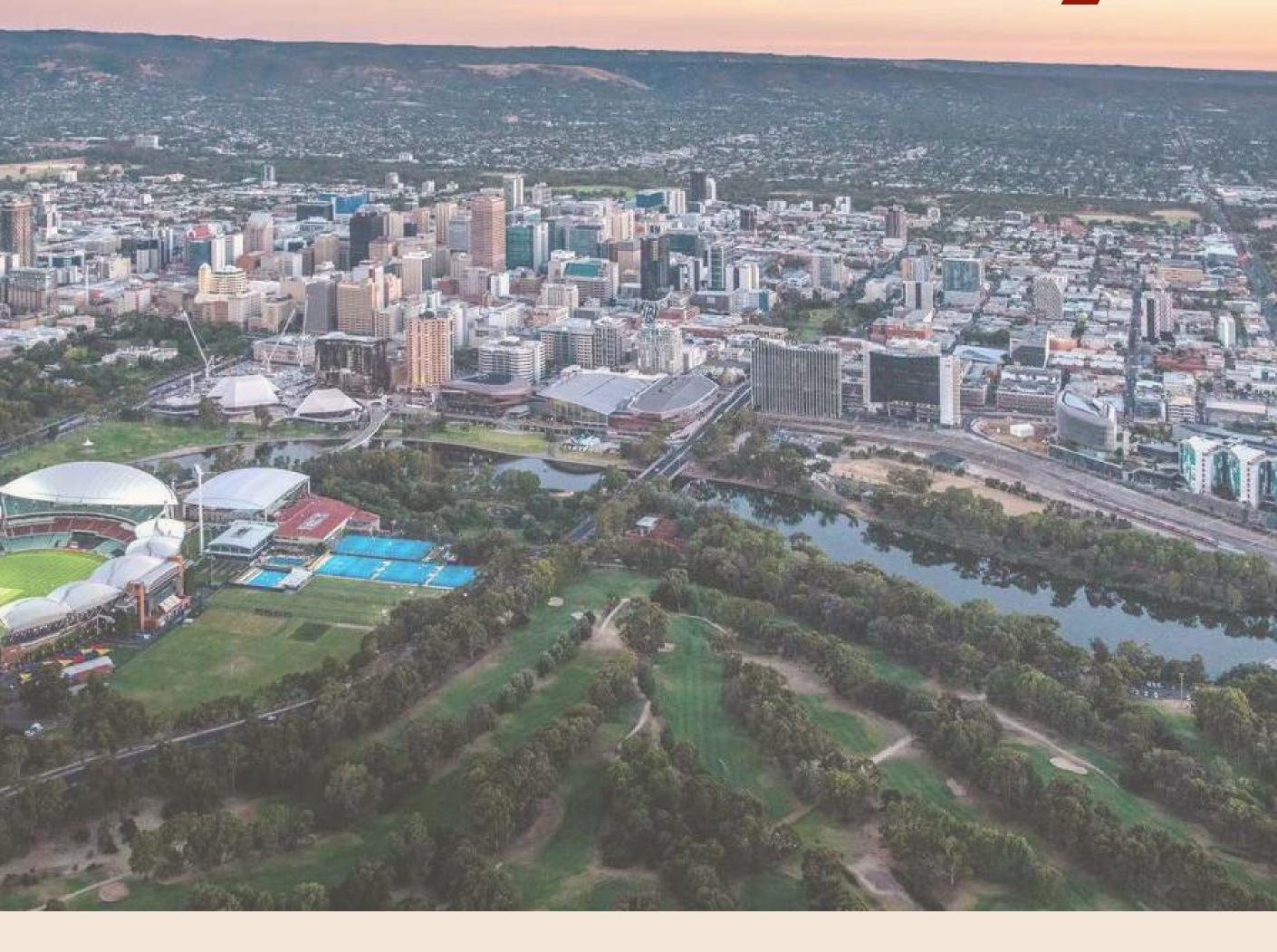
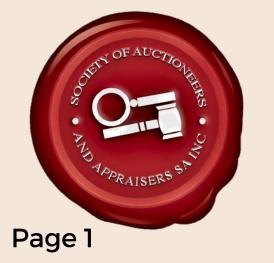
GAVEL & GLASS

JULY 2023 - CELEBRATING 42 YEARS

"The Society"



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





Representing:

Auctioneers, Appraisers, Agents, Sales Consultants, and

Property Managers

- Real Estate
- General
- Livestock

CONTENTS

The Society of Auctioneers and Appraisers (SA) Inc.

THE INDUSTRY CHOICE OF PROFESSIONALS



Look for the logo – its your guarantee

auctioneers.com.au

Upcoming Events

| Under The Pump Q&A session | Page 3 |
|------------------------------------|------------|
| 2 Day Auctioneers Licence Workshop | Page 4 |
| Practice Compliance | Page 5 |
| Golf Classic | Page 6 |
| Golden Gavel | Page 7-8 |
| Announcement | Page 9-10 |
| Society's Auctions | Page 11-14 |
| Society's Auctioneers | Page 15-16 |
| 40 Years of History | Page 17 |
| Direct Connect | Page 18 |
| Read Brothers | Page 19 |
| Eight At The Gate | Page 20-21 |
| Perspective Media | Page 22 |
| Eckermanns Group | Page 23 |
| Academic Pavilion | Page 24 |
| 21 Advantages of Auction | Page 25 |
| Reaforms | Page 26-27 |
| Upcoming Auctions App | Page 28 |
| Rent Roll Sales | Page 29 |
| The Form 1 Company | Page 30 |
| Estate and Downsizing Services | Page 31 |
| Sponsors | Page 32 |

THE BOARD

John Morris **President**



Vincent Wang
Vice President



Board Members



Anthony DeMarco



Vincent Doran



Sarah Bower



John Young



/SocietyofAuctioneersandAppraisersSA/



Follow us on Instagram /societyofauctioneersappraisers/





Follow us on LinkedIn

/society-of-auctioneers-and-appraisers/



<u>here</u>

THE SOCIETY

AGENTS AND AUCTIONEERS UNDER THE PUMP

Do you know the answer to, the following:

Challenges Agents and Auctioneers are facing

The HWY- 290 Anzac hwy, Plympton SA 5038 Thursday 6th July,4:00 PM Book by: FRIDAY, 1st of July



Brett Roenfeldt



issues that can arise during an Auction and how to handle situations and questions in difficult situations.

O+A session addressing

+ Drinks Afterwards

COST:

- 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? And if so, how this can be done without putting the contract at risk?

- You are aware that one of the buyers does not have F.I.R.B. approval, but wants to bid and will pay \$50.000,00 deposit, what is your best course of action?
- Online Auctions what are the potential problems?
- What if the platform that you are using crashes what do you do?
- 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?

What is the best way to answer the following questions:

• 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?
- 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 biding 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?

KEY SPONSORS BOWDEN Print + Media & Marketing = Solution ALSO SUPPORTED BY †The Form 1 Company COWDEN (SA) PTY LTD **ECKERMANNS**

PARTNERS

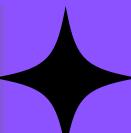
BusinessSA

| Society of Auct | ioneers & Appraisers(SA |) Inc - 22 Greenhill Road, V Email: admin@auctioneers | |
|--------------------------|-------------------------|--|----------------------|
| Direct Debit: BankSA BSE | 3 105 011 Acc 106 198 2 | 40 Name Society of Auct | ioneers & Appraisers |
| Credit Card Type (Please | e tick) Visa | Mastercard | Amex |
| Card No. | | | OCHERY OF AUCTONALE |
| Amount \$ | _ Expiry/ | _ CVV/CVC | |
| Name on Card | | _ | To APPRAISERS SALE |
| Names Attending | | | |
| NON-MEMBERS Please a | advise Address | | |
| Ph E | mail | | |

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



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



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

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 -Procedures
- -Delivery Techniques
- -Voice Projection and Modulation
- -How to design your open and welcome -Auction Documentation
- -Body Language
- -What Conditions of Sale to highlight
- -Taking Bids
- -Crowd Control

- -How to utilize Best Practice
- -Answering questions
- -Legislative questions
- -Closing
- -Dialogue with Vendor
- -Highest Bidder Negotiation
- -Effective use of the 3 calls

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**

| If Paying \$1150 ABN: 12 010 992 76 |
|---|
| Direct Debit: Commonwealth Bank BSB 062 107 Acc 10541448 Name Academic Pavilion |
| If Paying \$750 ABN: 82 885 149 245 |
| Direct Debit: BankSA BSB 105 011 Acc 106 198 240 Name Society of Auctioneers & Appraisers |
| Credit Card Type (Please tick) Visa Mastercard Amex Direct Debit |
| Card No. |
| Amount \$ Expiry/ CVV/CVC |
| Name on Card |
| Names Attending |
| NON-MEMBERS Please advise Address |
| Ph Email |

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

- 3.5 decades as a Real Estate Auctioneer
- 16,000+ Auctions of farms, vineyards, hotels, motels, and commercial and industrial including all South Australian Hungry Jack's outlets, Red Roosters, Pizza Huts, major iconic farms in the mid-north, sheep stations, Lindsay Park Stud, residential homes, and vacant landholdings.
- The only trainer to win five 'The Society' Golden Gavels and represent SA in the Australasian Auctioneering Championships as a contestant and judge

Brett will impart intricate knowledge gained over the last 35 years to give participants the best possible grounding to commence their career or enhance current skills.

The training is all about bringing out your own 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**

THURSDAY, 17th AUGUST AND THURSDAY, 24th AUGUST 8AM for 8:30AM to 6:00PM

VENUE: The HWY

290 Anzac Hwy, Plympton SA 5038

(For accommodation enquiries Please call: 8297 8155)

COST: \$1,150 for members requiring license COST: \$750 for members already licensed

(Non members are invited to join prior to attending)

<u>here</u>

THE SOCIETY OF AUCTIONEERS, APPRAISERS, AGENTS AND MANAGERS

REAL ESTATE SALES PRACTICE COMPLIANCE

SOUTHEAST REGIONAL

ENSURE YOUR OFFICE FULLY COMPLIES WITH ALL ASPECTS OF THE LEGISLATION

DON'T RELY ON YOUR OWN INTERPRETATION OF THE LEGISLATION.

FOR
AGENTS, SALES, CONSULTANTS
& SUPPORT STAFF ALL NEED TO ATTEND!
ALL EXPLAINED!

Wednesday 16th August 2023 8:30AM for 9AM start to 11:30 AM

> Chardonnay Lodge 15006 Riddoch Highway, COONAWARA SA 5263

Members and employees \$55 (Group of 2 or more from the same office \$44)



Coonawara

ABN: 82 855 149 245

- Q&A on any aspects of Real Estate Practice including 24G, Sales Agency, Contracts, Serving Form 1's, Cooling off, EPA, etc.
- Form 1 preparation and certification even if you don't prepare your Form 1's, you need to understand it.
- Pitfalls and current issues causing concern.

Bookings by Friday 4th August

TAX INVOICE

| KEY SPONSORS | |
|---|--|
| DIRECT | |
| BOWDEN BROTHERS Print + Media & Marketing = Solutions | |
| ALSO SUPPORTED BY | |
| The Form 1 Company | |
| COWDEN (SA) PTY LTD ACADEMIC PAVILION | |
| (THE INSURANCE BROKERS) | |
| Perspective Media | |
| Estate & Downsizing du Plessis | |

PARTNERS

BusinessSA
South Australia's Chamber of
Commerce and Industry

| Please post v | with cheque or fax | x to Society | y of Auctioneers | & Appr | aisers(SA) I | nc |
|--------------------------|--------------------------------|--------------|------------------|---------|--------------|---------------------|
| Telepho | one (08) 8 <mark>372</mark> 78 | 330 22 Gi | reenhill Road, V | Vayvill | e SA 5034 | |
| | Email: ad | min@auc | tioneers.com.a | u | | |
| Direct Debit: BankSA BSE | 3 105 011 Acc 10 | 6 198 240 | Name Society of | Auction | neers & App | raisers |
| Credit Card Type (Please | e tick) | /isa (| Mastercard | | Amex | at Alle |
| Card No. | | | | | | OCHEN OF ACCORDANGE |
| Amount \$ | Expiry | | CVV/CVC | | _ | PARAISERS S.A. |
| Name on Card | | | | | | |
| Names Attending | | | | | | |
| NON-MEMBERS Please a | advise Address_ | | | | | |
| DI | □ | | | | | |

Credit Card Authority for Expenses

ECKERMANNS

here

THE SOCIETY OF AUCTIONEERS, APPRAISERS,



AGENTS AND MANAGERS

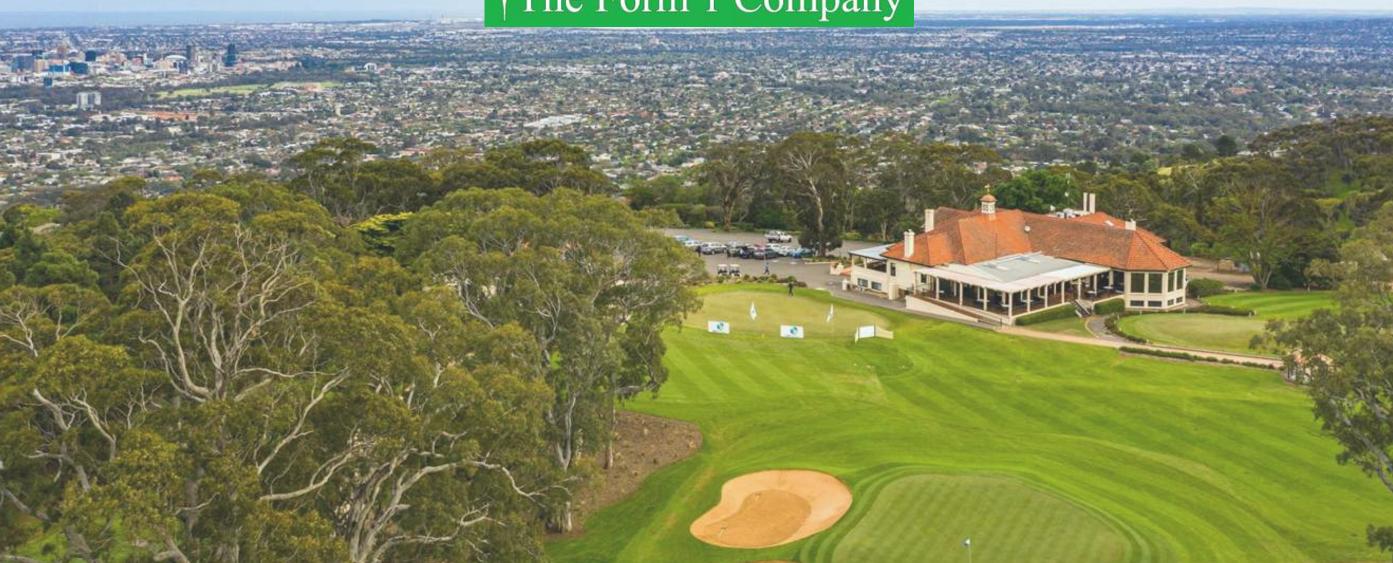
2023 GOLF CLASSIC



FRIDAY 24th NOVEMBER

@ MOUNT OSMOND GOLF CLUB Sponsored by Chris Gill

†The Form 1 Company™



TIMELINE

11.30AM - LUNCH 12.30PM - TEE 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

SPONSORED BY CHRIS GILL - THE FORM 1 COMPANY PLEASE BOOK ALL TEAMS BEFORE FRIDAY THE 10TH NOVEMBER **TEAMS OF 4 PLAYERS - AMBROSE WITH SHOTGUN START.**

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.

Golf Carts: Please book early and book direct Pro Shop - Tel.: 8379 1674

TAX INVOICE

Win \$50,000 Cash! Just get a hole one on the 4th

ARN: 82 855 149 245

| KEY SPONSORS | Credit Card Authority for Expenses |
|--|--|
| DIRECT | Society of Auctioneers & Appraisers(SA Telephone (08) 8372 7830 - |
| BOWDEN | Direct Debit: BankSA BSB 105 011 Acc 106 19 |
| ALSO SUPPORTED BY | Credit Card Type (Please tick) Visa |
| †The Form 1 Company Cowden (SA) PTY LTD (THE INSURANCE BROKERS) ACADEMIC PAVILION CIGHT. | Card No. |
| Perspective Media at 8 at e the 8 at e | Amount \$/_ Expiry/_ |
| Estate & Downsizing du Plessis Services | Name on Card |
| ECKERMANNS CONTEXANCERS LAWYERS PROPERTY FORMS AND SERVICES | Players + Handicaps: P1 |
| PARTNERS | P3(), F |
| BusinessSA South Australia's Chamber of Commerce and Industry | NON-MEMBERS Please advise Address |
| | Ph Email |

| Society of Auctioneers & Appraisers(S | SA) Inc - 22 Greenhill Road, Wayville SA 5034 | |
|--|---|--|
| Telephone (08) 8372 7830 - | Email: admin@auctioneers.com.au | |
| Direct Debit: BankSA BSB 105 011 Acc 106 | 198 240 Name Society of Auctioneers & Appraisers | |
| Credit Card Type (Please tick) | sa Mastercard Amex | |
| Card No. | OGENY OF AUCTION RESERVED | |
| Amount \$ Expiry | CVV/CVC | |
| Name on Card | 179PRAISERS B | |
| Players + Handicaps: P1 | (),P2() | |
| P3(), | P4() | |
| NON-MEMBERS Please advise Address | | |



The Society Recognise the 2023
Golden Gavel Live Finalists and
Winners that were featured at the
2023 Golden Gavel Awards and Lunch
held at the HWY on 16th July.



Thankyou, Sarah!



Sarah Bower, one of our valued board members, will be leaving the real estate industry and decided to pursue new opportunities. While we are sad to see her leave, we are also excited for her as she embarks on her new chapter in her professional journey in travel with Flight Centre, Burnside.

During her time with us, Sarah has made significant contributions to the Society and the real estate sector.

We extend our heartfelt appreciation for her exceptional contribution, professionalism and unwavering support and wish her the best in her future endeavors.

President John Morris M.S.A.A. and Board Members

Pent Roll Sales

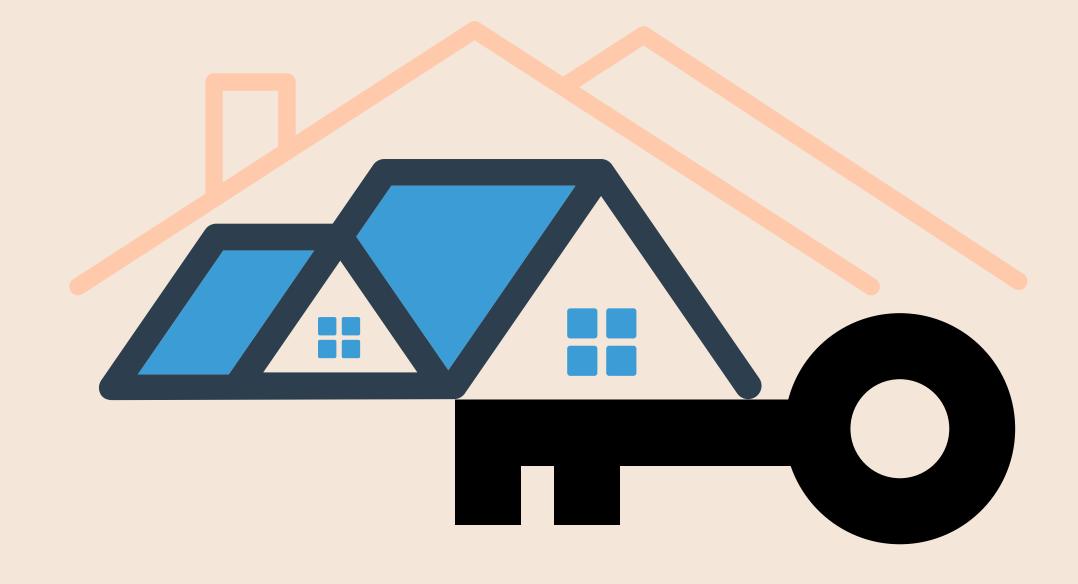




Quietly achieving Record Rent Roll sales at record prices

Call **Chris Gill** on 0412 062 112 Mark Kurtze on 0419 888 485

Visit <u>www.rentrollsales.net.au</u> to register as a Vendor or Purchaser.







KINGSWOOD, 3/21 Rugby Street SOLD for \$794,000

Agent: Bruce Farrow

Auctioneer: David Smallacombe



PARA VISTA, 9 Kalkara Crescent SOLD for \$646,000

Agent: Mohit Gupta **Auctioneer:** John Morris



HILLCREST,14 Yelland Ave SOLD for \$645,000

Agent: John Lyrtzis

Auctioneer: Jonathon Moore



RENOWN PARK, 5 St Johns Avenue SOLD for \$787,000

Agent: Lisa Xu

Auctioneer: Brett Roenfeldt





DERNANCOURT, 30 Ridgefield Avenue SOLD for \$687,000

Agent: Luke Mitchell
Auctioneer: Troy Tyndall



TORRENS PARK, 36 Fife Avenue SOLD for \$1,860,000

Agent: Simon Tanner Auctioneer: Simon Tanner



ADELAIDE, 191/65 King William Road SOLD for \$285,000

Agent: Glenn McMillan Auctioneer: Glenn McMillan

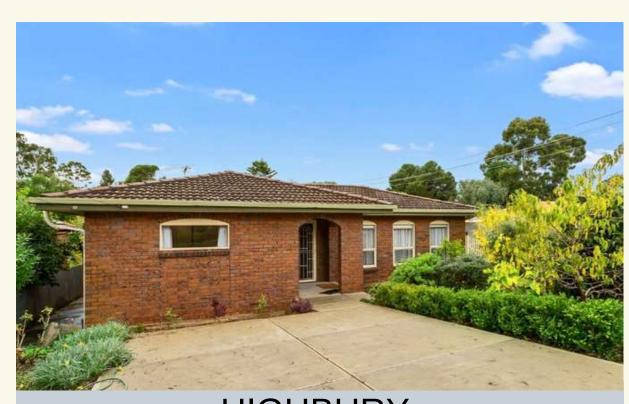


TERINGIE, 17 Ridgeland Drive SOLD for \$1,405,000

Agent: Alexander Parzis

Auctioneer: Bronte Manuel





HIGHBURY, 10 MacDonnell Avenue SOLD for \$833,000

Agent: Paul Arnold
Auctioneer: Paul Arnold



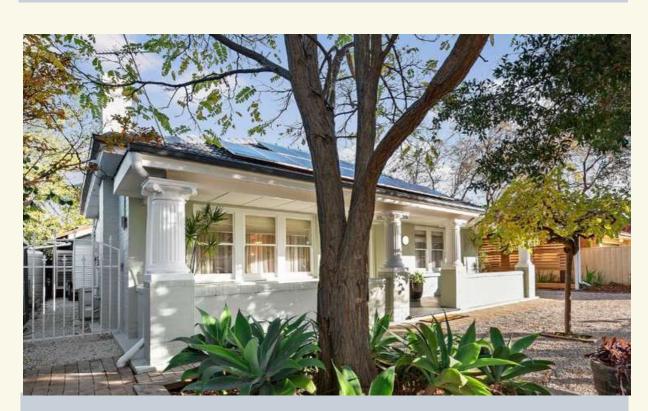
WEST CROYDON, 18 Carnarvon Parade SOLD for \$1,341,000

Agent: Peter Kiritsis **Auctioneer:** Jonathon Moore



HIGHBURY
23 Majestic Grove
SOLD for \$1,235,000

Agent: Paul Bateman
Auctioneer: Brett Roenfeldt



CROYDON PARK, 17 Garson Avenue SOLD for \$775,000

Agent: Thomas Crawford Auctioneer: Glenn McMillan





OSBORNE,13a Scott St SOLD for \$669,000

Agent: Peter Kiritsis **Auctioneer:** Jonathon Moore



FULHAM GARDENS, 28 Browning Ave SOLD for \$1,000,000

Agent: Michael O donell
Auctioneer: Brett Roenfeldt



PASADENA, 39 Gunther Parade SOLD for \$728,000

Agent: John Raptis

Auctioneer: David Smallacombe



EDEN HILLS, 11 Viaduct Road SOLD for \$1,095,000

Agent: Miguel Zhang
Auctioneer: John Morris

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

























Geoff Schell

Jonathon Moore Michael Cavuoto









Simon Lambert

Peter Economou

Richard Thwaites

Brett Pilgrim

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































Marc duPlessis



Michael Fenn

Simon Tanner

Nathan Casserly



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.

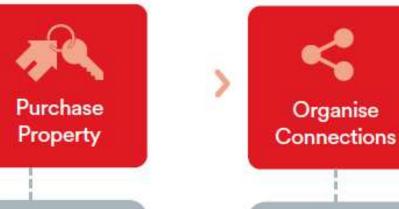


Plus, ask our expert team about other services we can help with such as truck hire, removalists and cleaning.



Congratulations, contract

property and can guide you through the process from purchase to settlement, and beyond.



moving day, Direct Connect will call you and arrange for all of your other



Once you have settled, we'll help 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

Winner of 8 Wine Showcase Magazine Awards





Eight at the Gate

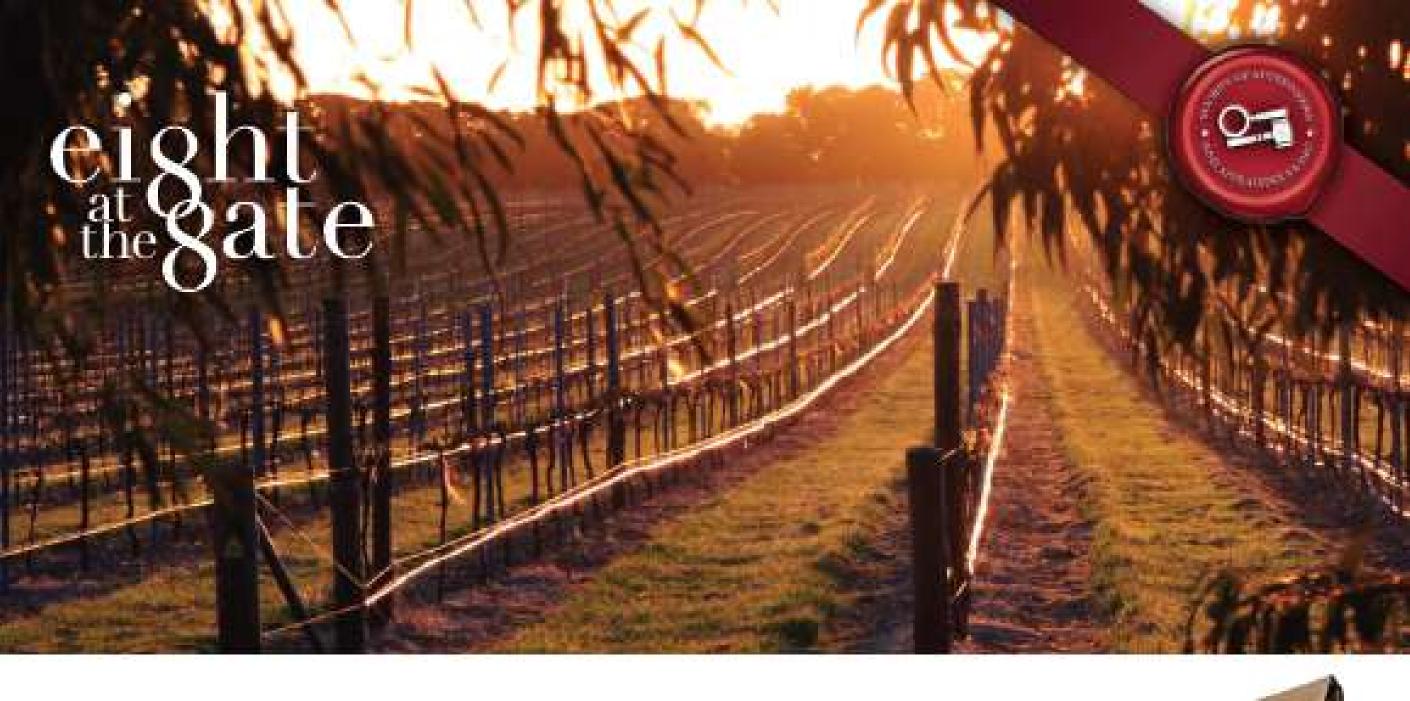
PMB 46 Wrattonbully Rd Wrattonbully SA 5271

E hello@eightatthegate.com.au

P 0447 805 262



eightatthegate.com.au/society-offer



Corporate Gift Packs for every occasion

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





Eight at the Gate

PMB 46 Wrattonbully Rd Wrattonbully SA 5271

E hello@eightatthegate.com.au

P 0447 805 262

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.

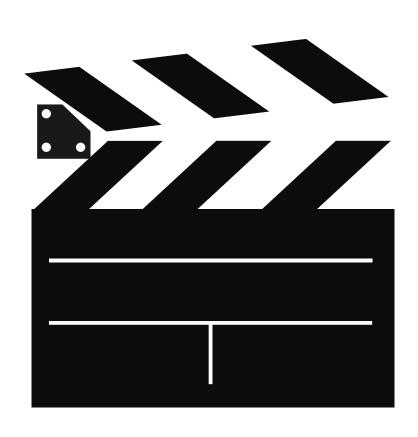
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

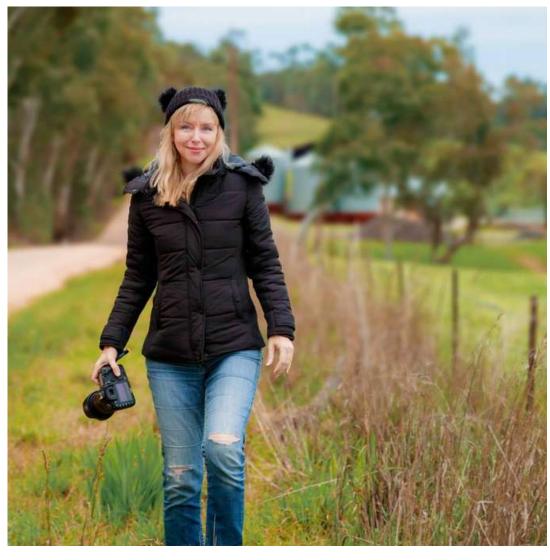
We will make the entire video creation process easy, time efficient and fun.

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

ECKERMANNS

Delivering professional services to the SA property industry

ECKERMANN PROPERTY FORMS

Form 1 Preparation





ECKERMANN CONVEYANCERS

- Residential & Commercial
- Land Divisions
- Matrimonial & family transfers

ECKERMANN LAWYERS

- Form 3 (Form 1 waivers)
- Commercial Property
- Commercial Leases
- General Commercial



Adelaide | Gilles Plains | Glenelg | McLaren Vale | Mount Gambier | Victor Harbor T: 08 8366 7900 E: enquiries@eckermanns.com.au W: eckermanns.com.au











Real Estate Training in South Australia



Academic Pavillon - Providing all SA real estate licensing courses.

Certificate 1V (Property Services) Real Estate

Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/REA

Auction training in conjunction with The Society of Auctioneers &

Appraisers (SA) Inc.

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

Sourcing Government funding is a specialty.

ACADEMIC PAVILION

REGISTERED TRAINING ORGANISATION - RTO 91421



academicpavilion.edu.au

21 ADVANTAGES OF AUCTION

SOCIETY OF AUCTIONEERS & APPRAISERS S.A. INC.

The 21 Advantages of using Auction as Your Preferred Marketing Process





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.
- 6. Creates a sense of urgency, which motivates purchasers
- 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

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

www.auctioneers.com.au

reaforms



You can now search SAILIS (Land Services SA) from within reaforms and purchase Title Details, including CT reference, registered proprietors, land area, full description of land, last sales details, constraints and valuation number

Our integration allows reaforms users to automatically populate data for Contracts, Agency Agreements and Property Management Agreements

Save time and money on searches and completing forms

Owner details, title reference and property description are imported into the form.

PROFESSIONAL PRACTICE FORMS FOR REAL ESTATE AGENTS IN AUSTRALIA

ACCESS ANYTIME ANYWHERE

Contact Details:

www.reaforms.com.au

Phone: 08 8235 3939

Email: sales@reaforms.com.au

Follow us on:







LinkedIn Facebook reaforms reaforms

reaforms



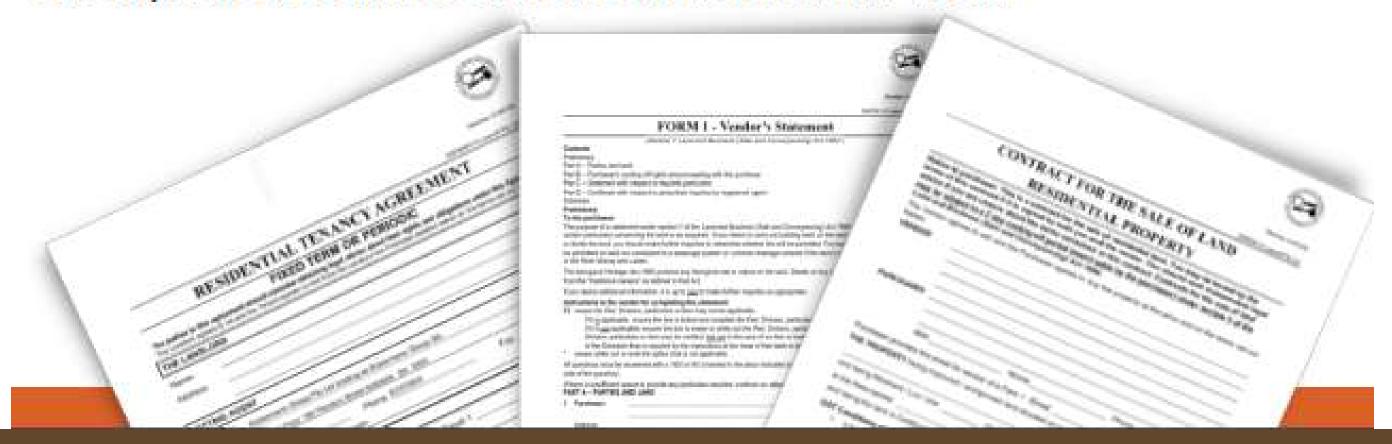
Professional Practice Forms for the Property Industry

Why choose reaforms?

- · User friendly format easy to fill in
- Professionally presented documents incorporating your company logo
- Only one office Principal required to be a Society member for all in the office to use the documents
- Built in electronic signing included no need for a DocuSign subscription
- Built-in SMS verification for electronic signing
- Integrated with most major Agent CRMs
- · Prepare, edit, print and email anytime, anywhere
- Create forms offline the forms then sync to the Cloud and back up to your office when you
 next connect
- Special Conditions and other professionally drafted conditions provided
- Simplified, easy to understand GST in Agency Agreement and Contract
- · 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.



UPCOMING AUCTIONS APP

Taking Auction Marketing to a Whole New Level!



GROUND BREAKING

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

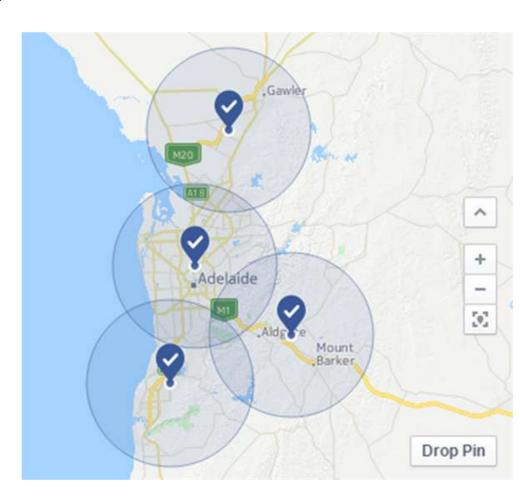
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed! All auctions
submitted to the
website will
automatically be
uploaded to the
phone app,
ABSOLUTELY FREE!





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!



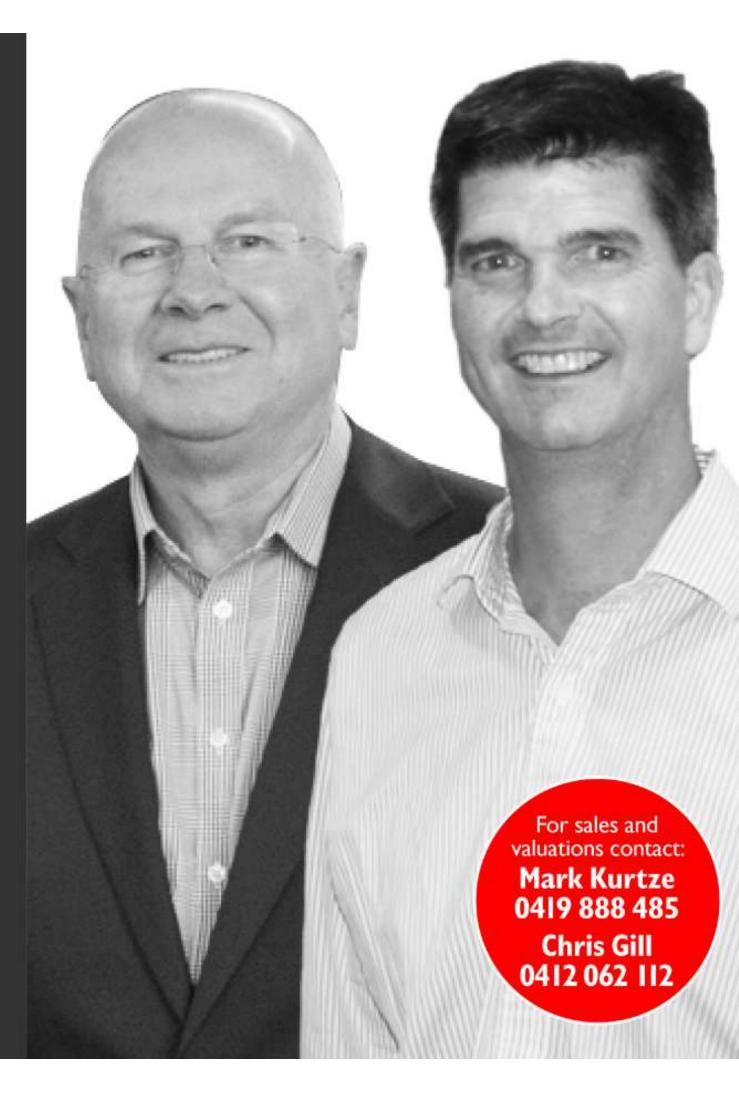
Make sure you tell your vendors that their auction will be advertised to thousands of the general public for free through this Smartphone app!



Rent Roll Sales

The most experienced and effective team in South Australia

www.rentrollsales.net.au



†The Form 1 Company

The Form 1 Company is a specialist provider of the statutory Form 1 to the real estate, legal and conveyancing professions.

The complexity associated with Form 1 preparation now requires specialist attention. If a Form 1 is defective the contract may be at risk so it is imperative the Form 1 is prepared correctly.

We sign the Form 1 for the agent, the Form 1 is then posted on our website to download and serve on the purchaser.

> Make your searches and Form 1 compliance easy.

Contact Chris Gill The Form 1 Company

Phone: 08 7221 4908 08 7221 4909 Fax: 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

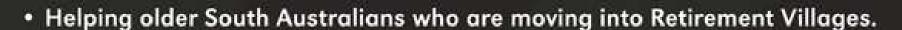
Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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



Estate & Downsizing Services



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

Servicing Metro and Regional South Australia



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



THANKYOU TO OUR

SPONSORS

KEY SPONSORS







ALSO SUPPORTED BY

†The Form 1 Company

COWDEN (SA) PTY LTD

(THE INSURANCE BROKERS)



ECKERMANNS

CONVEYANCERS LAWYERS PROPERTY FORMS AND SERVICES





PARTNERS

BusinessSA

South Australia's Chamber of Commerce and Industry