



**SEPT 2023 - CELEBRATING 42 YEARS**

# **"The Society of Auctioneers & Appraisers, Agents & Managers"**



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

## **Representing:**

Auctioneers, Appraisers,  
Agents, Sales Consultants,  
and

Property Managers

- Real Estate
- General
- Livestock



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THE BOARD

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John Morris



Vice President  
Vincent Wang



Board Members



Anthony DeMarco



Vincent Doran



Trish Johnson



John Young



# 41st

# Annual General Meeting

2

0

2

3

**DATE:** Thursday 28th September 2023

**TIME:** 5:00 PM for 5:30 PM start

**VENUE:** The HWY – 290 Anzac Highway,  
Plympton SA 5038

Please advise if you will attend by email to [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) or send in a formal apology that will be acknowledged at the meeting.





# 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

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Pro Shop - Tel.: 8379 1674



# SOCIETY CHRISTMAS DRINKS 2023



[Download Brochure](#)

**21st**  
**DECEMBER**  
**THURSDAY**  
**5 PM**

**THE HWY BEER GARDEN**  
290 ANZAC HWY, PLYMPTON SA 5038

● **Seafood Canapes**    ● **Gourmet Plates**    ● **Oysters**  
**\$35 each to cover food**







# **Southeast Regional Event Coonawarra**



On Wednesday 16th August Chris Gill, Garry Topp and Stella Enriquez travelled to the Coonawarra to hold a Southeast Regional Event to ensure each office fully complies with all aspects of legislation.

Form 1 preparation and certification. Even if you don't prepare your Form 1's you need to understand it and the implications.

Some of the issues covered included that the Agent should not sign the Form 1 on behalf of the Vendor, how it is necessary to have a Vendor questionnaire and check all the answers and verify when you are at the property. You must serve a Form 1 ten days before settlement unless waived and Chris reminded us that Form 1 can only be signed if complete and remember to always check search before serving.



Other issues included Companies now have cooling-off rights for residential properties, good idea to have someone in your office to check your Form 1, and you'll need to apply for a copy of the will and probate for Executors of an Estate. When dealing with trust, do an ABN search and with "no survivorship" means there is a trust and a caveat can note a mortgage..





# Southeast Regional Event Coonawarra



Statutory easements must be in the Form 1 and SA Power Networks have an easement over all properties with power connected. The purpose of the Form 1 is for the purchaser to make their own enquiries.

With encumbrances do an ASIC search to see if the company is still active or they are deregistered or a name change.

21 members attended the workshop and when asked: **What did you gain from the presentation? Answers were:** Very informative, gave me a greater understanding of preparing Form 1s, great refresher and clarification of approvals, helped me understand the planning code changes, reminded me regarding Strata Corporation articles, very detailed presentation, I have now a greater understanding of Form 1 and its purpose, love the Q&A format and easy to ask questions, love the examples we can take away on the practical level, the in depth breakdown of some of the more complex issues, it has given me greater knowledge and far more confidence.



We will hold another one of these sessions in the very near future so if you have any issues you would like covered, please let us know and we can tailor the workshop to accommodate.

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





# 2-Day Auctioneers Workshop



Spanning some 20 years most licensed Real Estate Auctioneers in Adelaide gained their qualifications at the 2-Day Auctioneers License workshop conducted by Nationally Accredited Trainer Brett Roendfeldt F.S.A.A (Life) for the Society of Auctioneers and Appraisers (SA) Inc.

**The main benefits of our 2-Day workshop is that it's live in a training room with relentless critiquing of the participants where it is all done in the classroom and zero online.**

*The presenters require participants to master each segment of their auction performance prior to moving on to the next segment and towards the end of the first day significant improvement is seen across the board. By midway through day 2, they all grasp the concept and produce very professional deliveries.*

We examined the legislation in depth, gave them warm-up exercises, had a list of 50 possible questions that they were likely to be asked and covered the various scenarios of multiple bidders, 1 bidder or no bidders at all.

We examined the strategies of their Auctions with regard to where to take the vendor bid (if any) and more importantly when not to take a vendor bid and at what time to commence negotiations with the highest bidder if the reserve price is not being met.





## 4 Competent Auctioneers

We held 2-Day Auctioneers Licence Workshop on Thursday, 17th and Thursday, 24th of August 2023 at The HWY.

The participants were:



Travis Denham



Michael Dittmar



Paul Kilby



Zack Hutchinson

**Michael Dittmar** from Ray White Barossa Valley who has been out of the industry for six years now back for the last 8 months with a burning desire to use the Auction process not only to advance his career but to provide the best possible service to his clients. His personal interests are coaching football and basketball.

**Travis Denham** has been selling Real Estate for 13 years with Magain and recently opened his own office Magain Real Estate Brighton. He sells a lot of property downsouth in the Morphett Vale area and wants to bring auction to the forefront to the Magain Group. Travis is married with three children.

**Zack Hutchinson**, Fresh out of school, learnt the ropes at Rain and Horne Salisbury then moved to LJ Hooker Craigmore where he currently sells approximately 45 homes per year. His personal interests are football and work. He recognises the 21 benefits of auctions and now auctions are becoming more prevalent in the Northern suburbs, Zack wants to get in on the action and provide this dynamic marketing method to his clients.

**Paul Kilby**, Stock and Station Agent in the Barossa wants to expand his business and intricately learn the nuts and bolts of the Auction process. Already a competent livestock Auctioneer will carry his same skills into the Real Estate arena to offer farms and lifestyle properties by public auction in the future.





## 2-Day Auctioneers Workshop



**Brett Roenfeldt**

**When asked: Did you gain anything from this presentation? Answers were:** Yes, I learned how to be an Auctioneer; Absolutely! learnt so much on dialogue and how to present in front of an audience including body language and eye contact; it gave me so much details around the Auction process, before this I was 0/10 now I feel I'm on the way to becoming a 7/10; Yes! the tricky questions that can occur was excellent.

**What did you like the most?** The rules and regulations (theory) was most beneficial and refreshing; performing live and on the spot feedback; The interaction between the hosts and the students; The presenters were excellent!

**What else would you like covered?** Two answered nothing. The other two said lunch.

**What would you tell others as the main benefits of this workshop?** It teaches you everything you need to know to start a career as a Real Estate Auctioneer; Skills learnt, Knowledge gained; To control the nerves, take control, relax, be confident and present to an audience.

**This course is highly recommended not just for newcomers to the industry but all Auctioneers should attend as a refresher course from time to time. Basically, to describe the whole course in one word - Sensational!**

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



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# SOCIETY'S AUCTIONS

**SOLD!**



TEA TREE GULLY,  
6 Sandra Avenue  
SOLD for \$599,500

**Agent:** Peter Kikianis  
**Auctioneer:** John Morris



FINDON,  
1/10 Richard St  
SOLD for \$820,000

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



KILBURN,  
9 Galway Street  
SOLD for \$610,000

**Agent:** Brad Stevens  
**Auctioneer:** Jarrod Tagni



PENNINGTON,  
4 Northgate St  
SOLD for \$665,000

**Agent:** Ilario Condello  
**Auctioneer:** Brett Roenfeldt





# SOCIETY'S AUCTIONS

**SOLD!**



MAGILL,  
2 Oakleigh Avenue  
SOLD for \$1,050,000

**Agent:** Benjamin Nightingale  
**Auctioneer:** Nick Ploubidis



GLENGOWRIE,  
1/41 Fisk Ave  
SOLD for \$873,500

**Agent:** Lew Toop  
**Auctioneer:** Bronte Manuel



HOVE,  
7 LAVINIA STREET  
SOLD for \$907,500

**Agent:** Christopher Jenman  
**Auctioneer:** Rod Smitheram



TRANMERE,  
42 Hallett Avenue  
SOLD for \$3,100,000

**Agent:** Justin Li  
**Auctioneer:** Troy Tyndall





# SOCIETY'S AUCTIONS

**SOLD!**



PASADENA,  
1/43 Gunther Parade  
SOLD for \$730,000

**Agent:** John Raptis  
**Auctioneer:** John Raptis



HAWTHORN,  
47 Angas Road  
SOLD for \$2,200,000

**Agent:** Glenn McMillan  
**Auctioneer:** Glenn McMillan



SEATON,  
7/235 Tapleys Hill Road  
SOLD for \$527,000

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



UNDERDALE,  
5 Pearse St  
SOLD for \$900,000

**Agent:** John Lovell  
**Auctioneer:** Brett Roenfeldt





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



Troy Tyndall



John Morris



Tony Tagni



Jarrod Tagni



AJ Colman



Brett Roenfeldt



Bronte Manuel



Rod Smitheram



Geoff Schell



Jonathon Moore



Michael Cavuoto



John Raptis



Simon Lambert



Peter Economou



Richard Thwaites



Brett Pilgrim





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



Anthony DeMarco



Vincent Doran



Angus Barnden



Matt Smith



Paul Arnold



Hamish Mill



David Smallacombe



George Kargiotis



Mark Griffin



Sam Doman



Sharon Gray



Marc duPlessis



Richard Ward



Tim Thredgold



Joshua Bagley



Michael Fenn



Simon Tanner



Nathan Casserly



James Wardle





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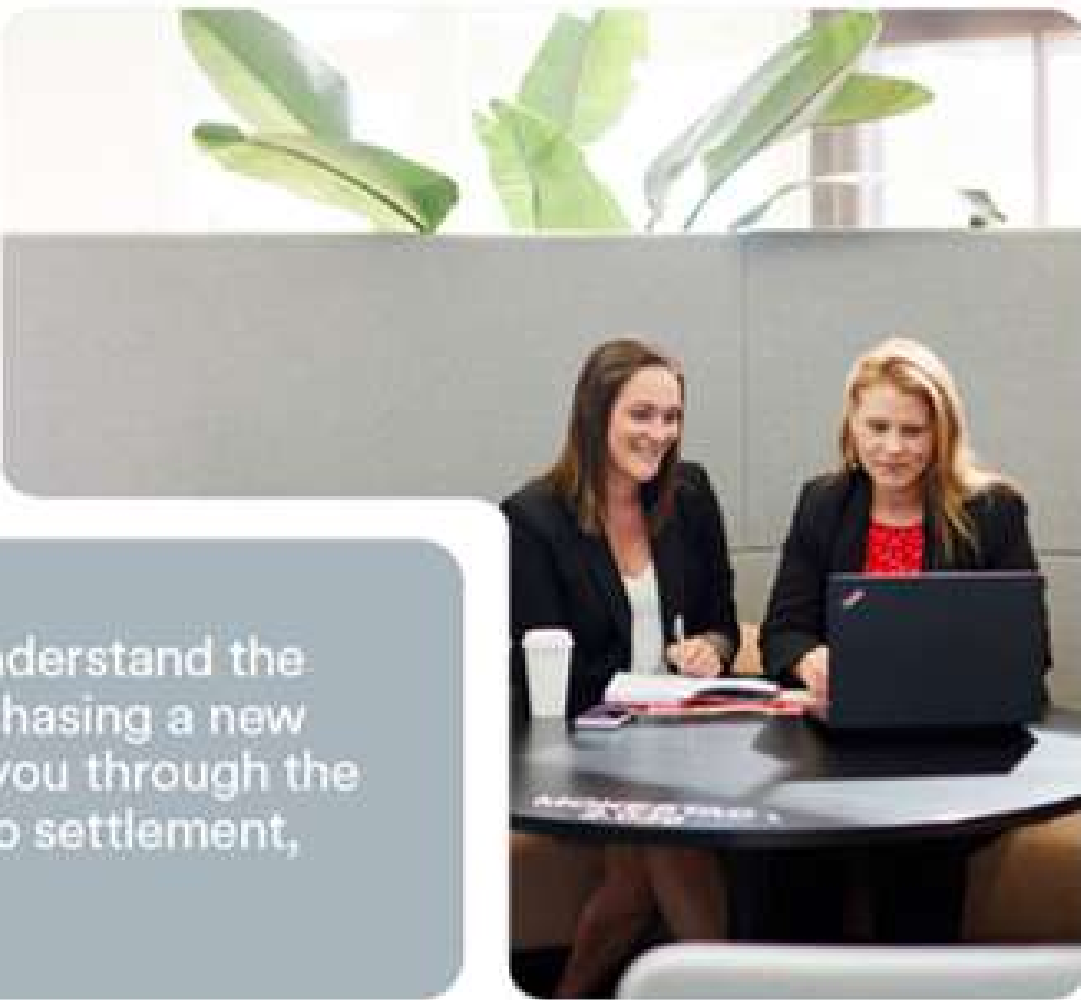
\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://directconnect.com.au/terms-conditions)

**DIRECT CONNECT**  
MAKES MOVING EASY

## 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.



**Purchase Property**

**Step 1**

Congratulations, you have signed the contract.



**Organise Connections**

**Step 2**

3 weeks before moving day, Direct Connect will call you and arrange for all of your other moving services to be connected.



**Settle Property & Move In**

**Step 3**

Once you have settled, we'll help you move in and enjoy your new home!

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### 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.

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Signage Projects



**Darren Read**  
**Director**

**T: 8443 3400**

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

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

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Darren Read



eight  
at  
the gate



# 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.

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# PerspectiveMedia

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

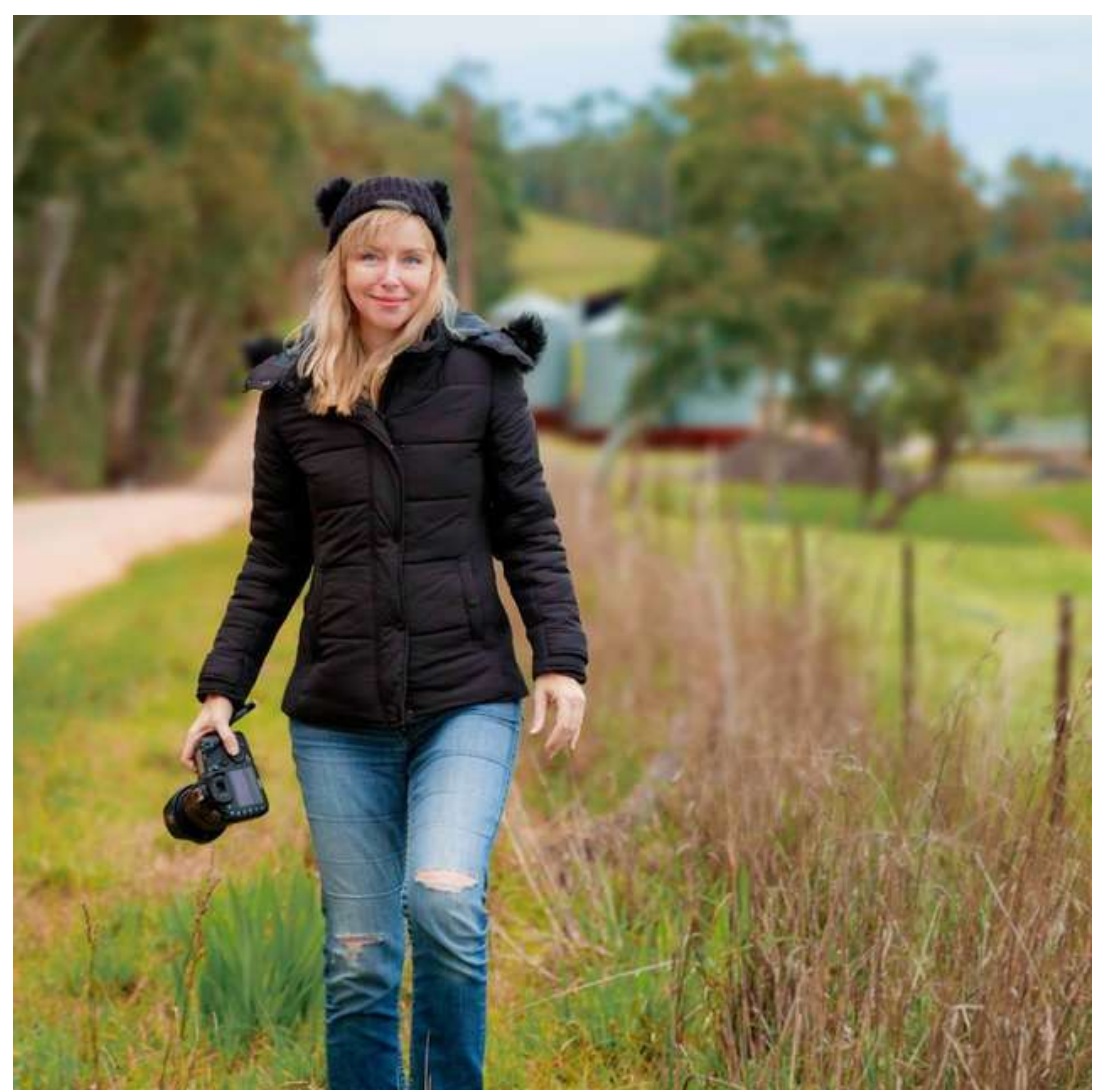
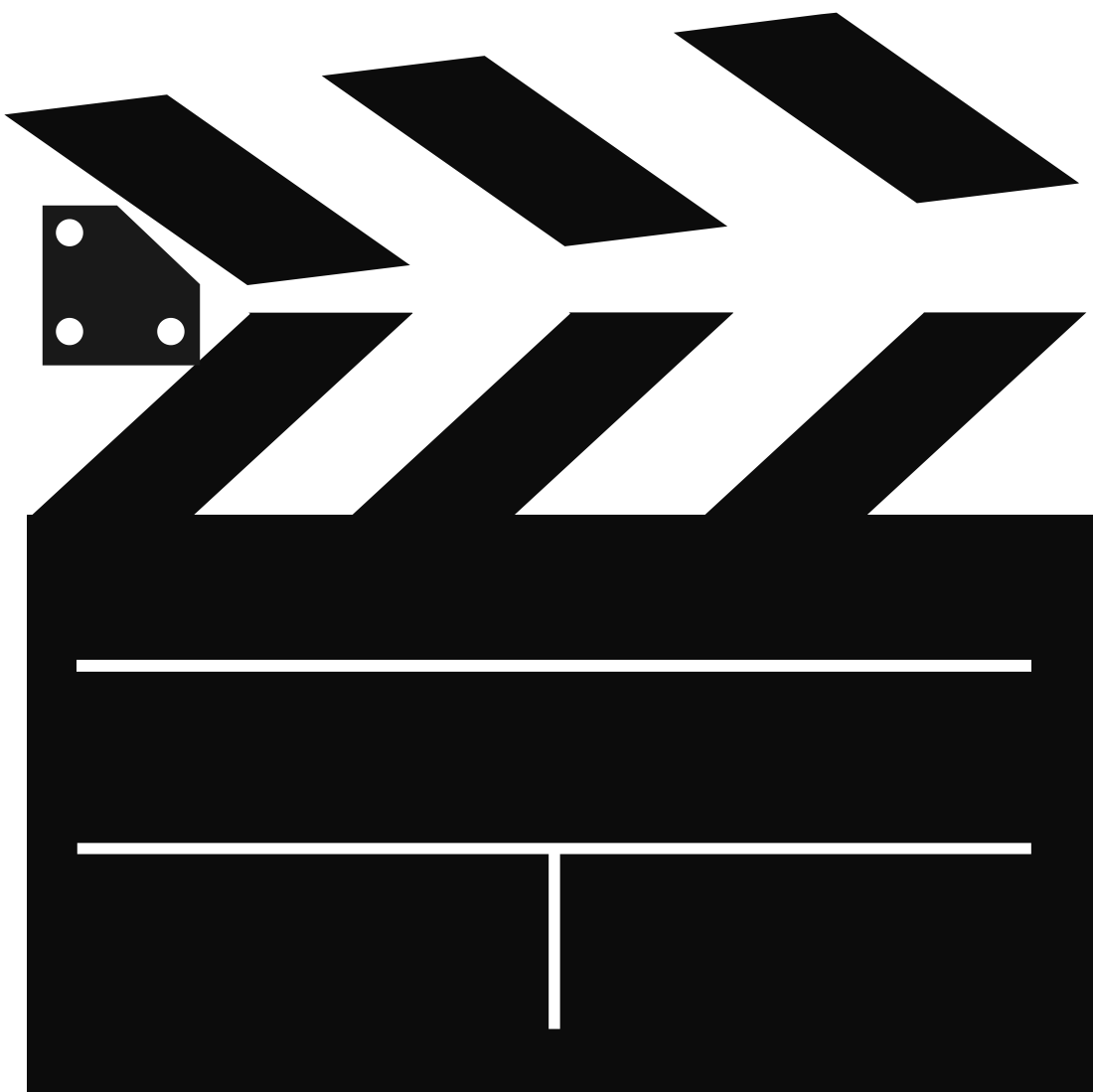
Everything is here, from our unparalleled ability to obtain imaginative footage from any angle (including the air) through to our SFX (special effects) department, where with the latest software we can make the surreal become real.

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

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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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The Form 1 Company

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Email: [form1@form1.net.au](mailto:form1@form1.net.au)

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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.

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





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& Downsizing  
Services



Property  
Auctions



Training



Charity Auctions





# Real Estate Training in South Australia



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Property Management

Sales Representative

Diploma of Property Services (Agency Management)

Diploma/RLA

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Lyn Melville

CEO

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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.

**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!*

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.

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





# reaforms

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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.

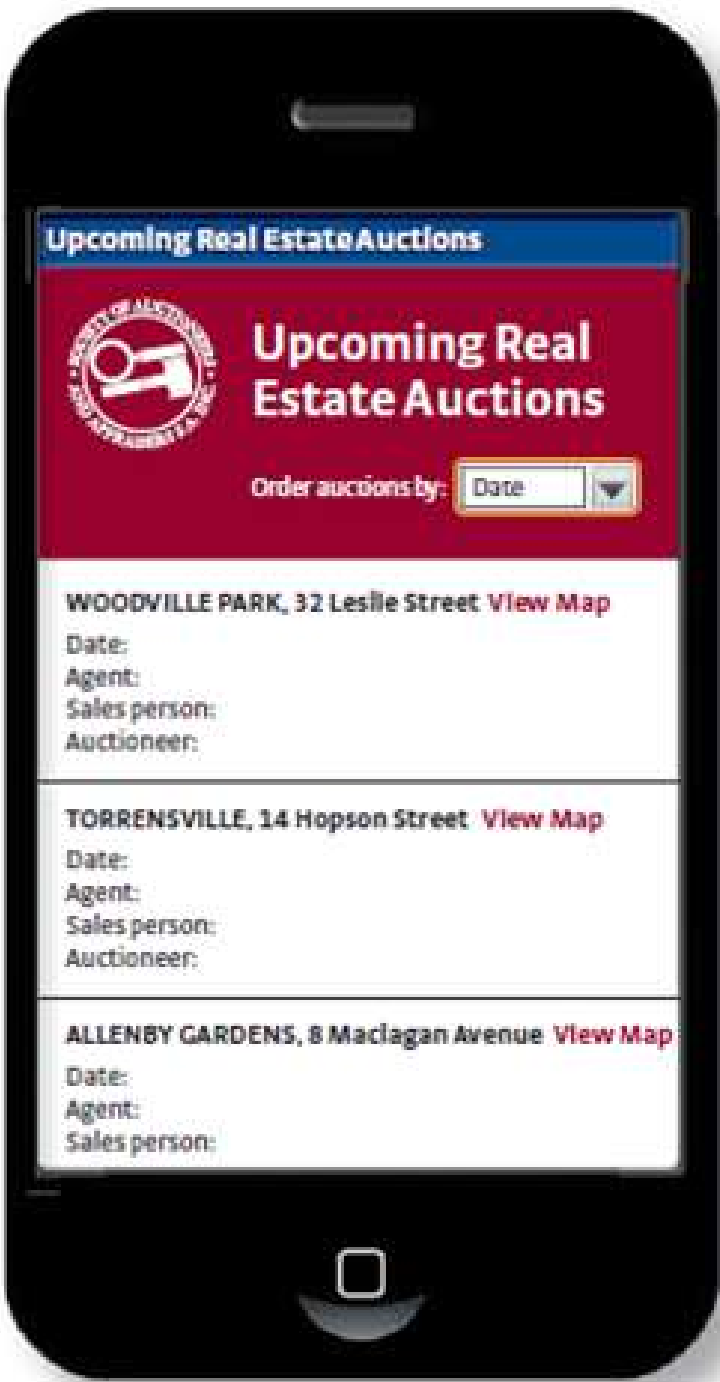
Our pricing tiers are extremely competitive and in many cases much lower than the cost of comparative providers once membership fees and other incidental subscriptions are considered. Please call us for further detail.





# 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

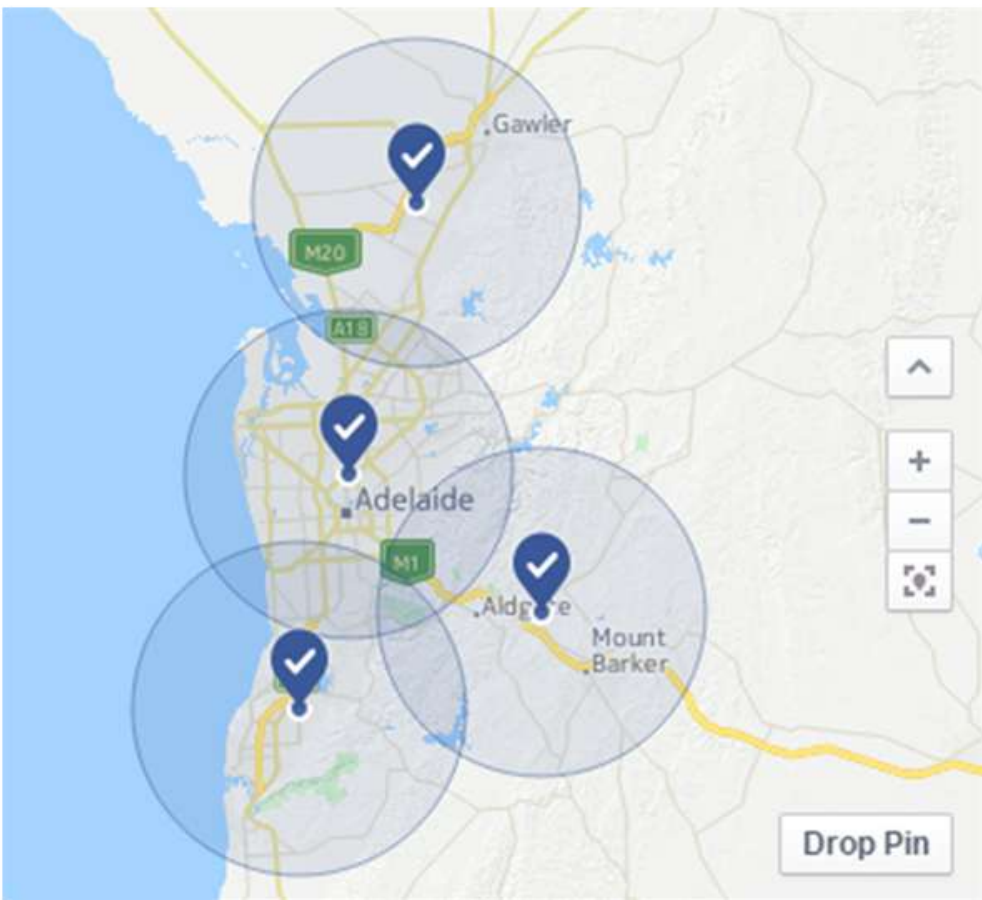
Please ensure all Upcoming Auctions are  
posted on our web site the minute they  
are listed!

**All auctions  
submitted to the  
website will  
automatically be  
uploaded to the  
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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!**



**R**ent Roll Sales

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