



MARCH 2024 - CELEBRATING 43 YEARS

"The Society of Auctioneers & Appraisers, Agents & Property 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 Society of
Auctioneers and
Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



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“THE SOCIETY”

GOLDEN GAVEL LIVE

2024

The **Society’s GOLDEN GAVEL** Competition and Awards was created by Past President, Anthony Toop F.S.A.A. (Life) in 1993 and has been passionately supported by the Auctioneering professions since inception. The concept evolved as a means to give profile to our local Auctioneers and Appraisers and it has become the benchmark for the Australasian Competition and other Auction Competitions within the Real Estate, General and Livestock professions within Australia and New Zealand.

The **Society’s GOLDEN GAVEL** has developed and evolved to recognize excellence for all Auctioneers and Appraisers by encouraging especially young performers to enter the Rising Star category as a follow on to the Society’s Nationally Accredited 2 Day Real Estate Auction Academy.

The **Society’s GOLDEN GAVEL** for Real Estate, General, and Livestock Auctioneers & Appraisers is the longest running Auctioneering Competition in the Southern Hemisphere and has unquestionably raised the standards of Auctioneering in South Australia and has been the spring board that has fast-tracked the careers of many South Australian Auctioneers & Appraisers!





THE BOARD



Anthony DeMarco
President



Trish Johnson
Vice President

Board Members



John Raptis



Trent Godfrey



John Young



[Download Brochure](#)

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

WEDNESDAYS, 3rd and 10th APRIL

8AM for 8:30AM to 6:00PM

VENUE: The Arkaba Hotel
150 Glen Osmond Rd,
Fullarton SA 5063

COST: \$1,250 for members requiring license
COST: \$850 for members already licensed

(Non members are invited to join prior to attending)



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.

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



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



Golden Gavel Live 2024

★ *Rising Star*

Watch rising stars
compete for the spotlight!

Date: Wednesday 1st May
Time: 9:20 AM
Venue: The HWY
Address: 290 Anzac highway, Plympton



ALL MEMBERS
INVITED





[Download Brochure](#)

Golden Gavel Live

Awards Lunch

2024

Date: Wednesday 8th May
Time: 12 PM
Venue: The HWY
Address: 290 Anzac highway, Plympton

ALL
MEMBERS
INVITED

Dress Code Office Attire
or Smart Casual
Cost \$65.00 each for
lunch and drinks.





Under the Pump



The Society's telephone runs hot when Agents are faced with unusual situations that seem to be frequently occurring. As a result, the Society has prepared a seminar in a Q&A format where we have listed 48 scenarios and with a panel consisting of Brett Roenfeldt, Chris Gill and Garry Topp. We discussed the various ways of handling those unusual situations. Members were eager to learn and participated in the Q&A session with many other questions arising from the floor relevant to the issues at hand. .



We addressed issues such as pest problems, purchasers adding another name to the contract, how to handle news of a recent death, how to purchase property if you are under 18, fencing or building encroachments, GST on new land, bidding at auction by beneficiaries or executors, the ever popular 24G where an associate of an Agent wants to buy a property that the Agent has for sale, altering the terms after the event and selling to an interstate buyer buying site unseen



We discussed the ramifications of correcting a Form 1 after cooling-off has expired, F.I.R.B approval, reopening a held-over auction, State Heritage, and numerous cases of inclusions and exclusions being addressed properly in contracts. There was a vibrant discussion on these issues and many others and when asked:

What did you gain from this presentation? Answers were:

Precise clarification on many issues that I was not sure of; How to cover yourself as an Agent; Lots; Enlightening information on Deposit Bonds; Great information all around; Awesome job; Expert Knowledge and discussion around everyday scenarios; Best practice processes to update; Best session I have been to; Enormous amount of information provided.

What did you like the most? Answers were:

The interaction between the presenters and the floor; The Q&A format where questions are handled immediately not at the end of the session where you have forgotten the relevance; Very informative; Hearing from experienced presenters; I learned a lot about Form 1; Able to relate your personal experiences with informative answers and discussion.





What else would you like covered? Answers were:

Subdivisions, Non-residential, rural and commercial contract law; More on Form 1; Land divisions; More on deposit bonds;

What would you tell others the main benefits of this workshop? Answer were:

Great experience to make sure you really know what you are talking about; Understanding the rules of auction; So many handy tips are shared from the panel and the audience; Immense knowledge to be gained; Personal situations and discussions are informative; Best seminar I have ever attended no matter what you know you will always learn something new; All Sales Agents and support staff should attend these very informative and dynamic sessions; You will always learn more than you currently know about Sales, Auctions and the Law.





Legislation and Best Practice Update



Chris Gill has an intricate knowledge of the Real Estate Legislation in South Australia and has a unique ability to disseminate his knowledge in plain English language that everyone can identify with.

We now use exclusively a Q&A interactive format where questions can be asked anytime during the presentation not at the end where the relevance of the question can be diminished. The purpose of the workshop is to ensure that your office fully complies with the legislation in all aspects of Agency and Pricing.

We held the Workshop at the Arkaba on Thursday 29th February with 45 delegates in the room. Issues included data dumping, which is dangerous because it is quite often out of date and the names and addresses must be correct to ensure the validity of your forms. Chris explained how is it essential to complete the Agency and contract in full and any variations must be signed by all parties. (text messages and emails to be avoided) It is imperative to have file notes in every conversation so that if something is queried in the future you have documentary evidence of the conversation.

There are three ways to renew an Agency, Extension, Notice of expiry or Subsequent which is a new agency with all the terms of the original However you can change marketing etc.





The ever-popular 24E and 24G regarding unsolicited contact and the beneficial interest of an associate are all popular topics in this session and when dealing with a company always do an ASIC search to check if the company is registered or in receivership or liquidation.

We had some lengthy discussions on estates where the executor must get a copy of the will and probate and we discussed Power of Attorney and when you see the words “no survivorship” meaning you are dealing with trust. In dealing with a company with multiple directors always check the constitution to establish who can sign.



GST, using the margin scheme which is 1/11 of the profit however no expenses can be deducted. It must be the difference between the purchase price and the selling price of the land and must be agreed upfront.

Delegates were reminded always allow enough time for the finance clause and settlement date. Other issues included tenancies, two homes sold together, and how a pool must be compliant at the time of settlement. Finally with Form 1's never sign for a vendor, only one vendor needs to sign however get all vendors to sign if possible.



We got down to some of the basics about vendors' questionnaires and how to go through every room, shed, garage and backyard and put any contentious items in either included or excluded so there can be no confusion at settlement where purchasers were thinking they're getting something which was removed by the vendor which can create ill feeling. Even rubbish in the backyard is the vendor's personal effects and will need to be removed by the vendor unless addressed in the contract as being the responsibility of the purchaser at settlement.





When asked: did you gain anything from the presentation? Answers were:

Admiration from Chris's patience; much-needed clarification on agency and contracts; Yes, to be specific with inclusions and to create file notes; Fine-tuning of wording on Forms; I learned a lot about Power of Attorney, Trustees, etc; A really helpful refresher across all documentation; A wake-up call, I should read all the terms and contracts and agency to have a better understanding and have answers ready when required; I found it extremely valuable, there are so many gray areas; Extensive knowledge in contract law not taught in Cert IV training.

What did you like the most? Answers were:

Open forum discussion while reading through course notes; All was very helpful; The detail and accuracy of the information provided and a reminder to remain accurate; Understanding best practice; It was very in-depth and professional; practical examples, particularly regarding estates, Companies, POA's, etc; All the questions and the right advise and process to handle those situations; Everything!; I love Garry Topp's comments.

What else would you like covered? Answers were:

I was happy with it all and liked the open forum style; Nothing; Risk management and case studies; It covered everything!; more on GST, and special conditions. and how to read a Form 1.

What would you tell others as a main benefit of this workshop? Answer were:

Any question can be asked and answered in a way that can be understood, Open forum that will help answer questions on the Agency contract and Form 1; Every Real Estate professional in South Australia should attend; I would say go to the next one; 5 out of 5 you learn lots; learned everything your Certificate IV course won't teach you and when you think you know it all, there's always something else to learn; Industry experiences shared by all professionals in the room and knowledge on all the bits and pieces mandatory by legislation; so important as an agent to know the law of contract and Form 1; Thank you so much to Chris, Garry and Stella; I loved everything taught by the best in South Australia law wise that is; 10/10 loved it!



Comment from CEO, Garry Topp:

It was refreshing to see many new faces in the room especially some younger newly licensed professionals eager to put the icing on the cake from some of the knowledge they have previously gained from their Cert IV training. Every delegate appeared to be making copious notes from Chris Gill's plain English scenario examples with vibrant discussions on all issues from the floor. It's the questions that arises in these sessions that alert us to the pitfalls and misunderstandings that are prevalent among practitioners. The Q&A format goes over extremely well and I'm so glad we've changed from the old days where the presenter holds a microphone and leaves the questions to the end.



SOCIETY'S AUCTIONS



GLENELG NORTH
3 Lewis Street
SOLD for \$1,615,000

Agent: Century 21 The Bay
Auctioneer: Jarrod Tagni



MODBURY NORTH
12 Carruthers Drive
SOLD for \$1,095,000

Agent: All Adelaide City Edge
Auctioneer: Brett Roenfeldt



MODBURY
20 Pierre Road
SOLD for \$745,000

Agent: LJ Hooker Property Specialists
Auctioneer: Michael Fenn



BANKSIA PARK
98 Haines Road
SOLD for \$680,000

Agent: Ray White Tea Tree Gully
Auctioneer: Sam Doman



SOCIETY'S AUCTIONS



GLENELG NORTH
25 Alison Street
SOLD for \$897,000

Agent: Ray White Glenelg
Auctioneer: Rod Smitheram



HOLDEN HILL
6 Vale Ave
SOLD for \$720,000

Agent: Weeks & Macklin
Auctioneer: Jonathon Moore



ROYSTON PARK
22 Oaklands Avenue
SOLD for \$2,000,000

Agent: Williams Real Estate
Auctioneer: Hamish Mill



ATHELSTONE
10 Hakea Avenue
SOLD for \$970,000

Agent: TOOP+TOOP
Auctioneer: Bronte Manuel



SOCIETY'S AUCTIONS

SOLD!



FELIXSTOW
1 Ashleigh Avenue
SOLD for \$1,062,500

Agent: Ray White Norwood
Auctioneer: John Morris



CAMPBELLTOWN
28a Hill Street
SOLD for \$840,000

Agent: Real Estate Partners
Auctioneer: Paul Arnold



UPPER STURT
53b Olave Hill Rd
SOLD for \$1,334,000

Agent: Ray White Mount Barker
Auctioneer: Jonathon Moore



LOCKLEYS
6 Miranda Ave
SOLD for \$1,601,000

Agent: LJ Hooker Flinders Park
Auctioneer: Brett Roenfeldt



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-------------------|---------------------|-----------------------|--------------------------|-----------------|-------------|
| PARADISE | 273a Gorge Road | Wednesday, 17/01/2024 | Real Estate Partners | Paul Arnold | Sold Prior |
| MORPHETT VALE | 30 Erebus Circuit | Friday, 19/01/2024 | Ray White Norwood | John Morris | \$696,000 |
| HALLETT COVE | 20 ALFONSO DRIVE | Saturday, 20/01/2024 | Ray WHITE MORPHETTVALE | Rod Smitheram | \$925,000 |
| CAMPBELLTOWN | 5 Cabarita Ave | Saturday, 20/01/2024 | Ray White Woodville | Jonathon Moore | \$880,000 |
| UNDERDALE | 10 Samuel Lewis Ave | Saturday, 20/01/2024 | Bronlea Real Estate | Jonathon Moore | \$1,360,000 |
| ALLENBY GARDENS | 89 East Ave | Saturday, 20/01/2024 | Ray White Woodville | Jonathon Moore | \$1,300,000 |
| CROYDON PARK | 65 Overland Road | Saturday, 20/01/2024 | Ray White Prospect | John Morris | \$847,000 |
| SALISBURY DOWNS | 13 Maria Street | Saturday, 20/01/2024 | Ray White Salisbury | John Morris | \$605,000 |
| BURTON | 34B Barton Crescent | Saturday, 20/01/2024 | Ray White Salisbury | John Morris | \$570,000 |
| DAVOREN PARK | 31 Kilmington Road | Saturday, 20/01/2024 | Ray White Norwood | John Morris | \$465,000 |
| PARAFIELD GARDENS | 28 Field Street | Sunday, 21/01/2024 | eXp Australia | Brett Roenfeldt | Sold Prior |
| MORPHETTVILLE | 12 Newberry Avenue | Sunday, 21/01/2024 | McCammon Real Estate | Brett Roenfeldt | \$1,096,000 |
| PROSPECT | 58 Le Hunte Avenue | Tuesday, 23/01/2024 | Ray White North Adelaide | John Morris | \$1,225,000 |
| BOWDEN | 301/14 Sixth Street | Wednesday, 24/01/2024 | Ray White North Adelaide | John Morris | \$610,000 |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-------------------|----------------------|-----------------------|----------------------------|----------------|-------------|
| WOODFORDE | 100 Buchanan Drive | Wednesday, 24/01/2024 | Ray White North Adelaide | John Morris | Sold Prior |
| GLENGOWRIE | 5 MOCALTA STREET | Wednesday, 24/01/2024 | Ray White Glenelg | Rod Smitheram | \$980,000 |
| DERNANCOURT | 4 Payton Avenue | Thursday, 25/01/2024 | Ray White Kensington | John Morris | \$760,500 |
| PARA HILLS | 140 Milne Road | Thursday, 25/01/2024 | Ray White Kensington | John Morris | \$700,500 |
| INGLE FARM | 16 Rothwell Avenue | Thursday, 25/01/2024 | Ray White Prospect | John Morris | \$583,000 |
| BRAHMA LODGE | 8 Manya Avenue | Thursday, 25/01/2024 | Ray White Salisbury | John Morris | \$620,500 |
| DERNANCOURT | 19 Parkinson Avenue | Thursday, 25/01/2024 | LJ Hooker Kensington Unley | Nick Ploubidis | \$760,000 |
| ALLENBY GARDENS | 45 Riverside Drive | Thursday, 25/01/2024 | Ray White Kensington | John Morris | \$940,000 |
| SALISBURY NORTH | 29 Chamberlin Street | Saturday, 27/01/2024 | Ray White Salisbury | John Morris | \$460,000 |
| ELIZABETH NORTH | 14 Brixton Road | Saturday, 27/01/2024 | Ray White Prospect | John Morris | \$516,000 |
| PARAFIELD GARDENS | 14 Parkway Curcuit | Saturday, 27/01/2024 | Ray White Norwood | John Morris | \$769,000 |
| SOMERTON PARK | 1B Grainger Road | Saturday, 27/01/2024 | TOOP+TOOP | Glenn McMillan | Sold Prior |
| NORTH PLYMPTON | 31 Murdoch Avenue | Saturday, 27/01/2024 | TOOP+TOOP | Bronte Manuel | \$1,066,000 |
| ADELAIDE | 11 Castle Street | Saturday, 27/01/2024 | TOOP+TOOP | Bronte Manuel | \$1,345,000 |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|------------------|---------------------|-----------------------|--------------------------------|-----------------|-------------|
| GLENELG SOUTH | 2/81 Penzance St | Saturday, 27/01/2024 | Belair & Hills | Jonathon Moore | \$997,000 |
| BEVERLEY | 37 Main St | Saturday, 27/01/2024 | Ray White Woodville | Jonathon Moore | \$1,060,000 |
| LIGHTSVIEW | 3 Harrow Road | Saturday, 27/01/2024 | Ray White Prospect | John Morris | \$1,300,000 |
| ROSEWATER | 10A CHAD STREET | Saturday, 27/01/2024 | RAY WHITE GLENELG | Rod Smitheram | \$716,000 |
| GLENGOWRIE | 55 Baker Street | Saturday, 27/01/2024 | Ray White Glenelg | Rod Smitheram | \$1,164,000 |
| WEST LAKES SHORE | 33 ASHBURTON AVENUE | Saturday, 27/01/2024 | Ray White Glenelg | Rod Smitheram | \$1,105,000 |
| CAMDEN PARK | 4A THORNBUR AVENUE | Sunday, 28/01/2024 | Ray White Glenelg | Rod Smitheram | \$925,000 |
| SALISBURY | 24 Myall Blvd | Sunday, 28/01/2024 | Smith Partners | Jonathon Moore | \$520,000 |
| NORTH ADELAIDE | 102 Brougham Place | Sunday, 28/01/2024 | TOOP+TOOP | Bronte Manuel | \$2,250,000 |
| BLAIR ATHOL | 60 Warren Avenue | Tuesday, 30/01/2024 | Scott Murphy Real Estate | Brett Roenfeldt | \$740,000 |
| NORTHFIELD | 29 Hoods Road | Tuesday, 30/01/2024 | Ray White Prospect | John Morris | \$640,000 |
| HECTORVILLE | 7/9 Lelos Street | Wednesday, 31/01/2024 | LJ Hooker Property Specialists | Michael Fenn | \$448,000 |
| SEFTON PARK | 95 Alice Street | Wednesday, 31/01/2024 | Ray White Kensington | John Morris | Sold Prior |
| PORT LINCOLN | 33 Catherine Street | Thursday, 01/02/2024 | Ray White North Adelaide | John Morris | Sold Prior |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-------------------|---------------------|----------------------|--------------------------------|-----------------|-------------|
| MALVERN | 167 Fisher Street | Saturday, 03/02/2024 | TOOP+TOOP | Glenn McMillan | Sold Prior |
| MODBURY | 20 Pierre Road | Saturday, 03/02/2024 | LJ Hooker Property Specialists | Michael Fenn | \$745,000 |
| KLEMZIG | 20 McCulloch Avenue | Saturday, 03/02/2024 | Ray White Prospect | John Morris | \$601,000 |
| PAYNEHAM | 55 Portrush Road | Saturday, 03/02/2024 | Ray White St Peters | John Morris | \$835,000 |
| SURREY DOWNS | 14 Zephyr Court | Saturday, 03/02/2024 | Ray White Prospect | John Morris | \$759,000 |
| GREENWITH | 15 Mackay Court | Saturday, 03/02/2024 | Ray White Norwood | John Morris | \$630,000 |
| SALISBURY HEIGHTS | 8 Morey Drive | Saturday, 03/02/2024 | Ray White Salisbury | John Morris | \$542,500 |
| SALISBURY | 8 Morey Drive | Saturday, 03/02/2024 | Ray White Salisbury | John Morris | \$550,000 |
| MAGILL | 1A Briant Street | Saturday, 03/02/2024 | TOOP+TOOP | Bronte Manuel | \$1,650,000 |
| FLINDERS PARK | 10 Parana Ave | Saturday, 03/02/2024 | Ray White Henley Beach | Jonathon Moore | \$935,000 |
| MARION | 11 DOUGLAS STREET | Saturday, 03/02/2024 | RAY WHITE GLENELG | Rod Smitheram | \$970,000 |
| MODBURY HEIGHTS | 5 Matilda Terrace | Saturday, 03/02/2024 | LJ Hooker Property Specialists | Michael Fenn | P.N.D. |
| POORAKA | 11 Coonong Avenue | Saturday, 03/02/2024 | LJ Hooker Property Specialists | Michael Fenn | P.N.D. |
| PARAFIELD GARDENS | 4A Trumper Avenue | Saturday, 03/02/2024 | All Adelaide City Edge | Brett Roenfeldt | \$680,000 |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-----------------|-----------------------|----------------------|--------------------------|-----------------|-------------|
| PAYNEHAM | 50 Ashbrook Avenue | Saturday, 03/02/2024 | LJ Hooker Adelaide Metro | Troy Tyndall | P.N.D. |
| ELIZABETH DOWNS | 37 Woodlands Road | Saturday, 03/02/2024 | All Adelaide City Edge | Brett Roenfeldt | \$510,000 |
| GLENELG | 32 PARTRIDGE STREET | Saturday, 03/02/2024 | Ray White | Rod Smitheram | Sold Prior |
| HOVE | 24 DUNROBIN ROAD, | Saturday, 03/02/2024 | Ray White | Rod Smitheram | 1,100,000 |
| PLYMPTON | 9 Mabel Street | Saturday, 03/02/2024 | Ray White Glenelg | Rod Smitheram | \$1,320,000 |
| FLINDERS PARK | 13 HOLBROOKS ROAD | Saturday, 03/02/2024 | RAY WHITE GLENELG | Rod Smitheram | Sold Prior |
| HALLETT COVE | 5 NUNGAMOORA STREET | Saturday, 03/02/2024 | Ray White Glenelg | Rod Smitheram | \$710,000 |
| KILBURN | 21 Jersey Avenue | Saturday, 03/02/2024 | Jump Property | Brett Roenfeldt | \$910,500 |
| ALDINGA BEACH | Unit 1/167 Esplanade | Saturday, 03/02/2024 | Harcourts Wine Coast | Jarrold Tagni | \$800,000 |
| THEBARTON | 80 Kintore street | Saturday, 03/02/2024 | Jump Property | Brett Roenfeldt | \$815,000 |
| GLENELG NORTH | 3 Lewis Street | Sunday, 04/02/2024 | Century 21 The Bay | Jarrold Tagni | \$1,615,000 |
| MODBURY NORTH | 12 Carruthers Drive | Sunday, 04/02/2024 | All Adelaide City Edge | Brett Roenfeldt | \$1,095,000 |
| BANKSIA PARK | 98 Haines Road | Sunday, 04/02/2024 | Ray White Tea Tree Gully | Sam Doman | \$680,000 |
| MILLSWOOD | 41 Millswood Crescent | Sunday, 04/02/2024 | TOOP+TOOP | Bronte Manuel | Sold Prior |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-----------------|-----------------------|-----------------------|--------------------------------|---------------|-------------|
| CAMPBELLTOWN | 28a Hill Street | Wednesday, 07/02/2024 | Real Estate Partners | Paul Arnold | \$840,000 |
| LIGHTSVIEW | 5 Tao Street | Thursday, 08/02/2024 | Ray White Port Adelaide/Largs | John Morris | \$520,000 |
| SALISBURY DOWNS | 5 Blundell Close | Thursday, 08/02/2024 | Ray White Salisbury | John Morris | \$600,000 |
| HIGHBURY | 37 Lake View Crescent | Friday, 09/02/2024 | Ray White Prospect | John Morris | \$800,000 |
| MAWSON LAKES | 3 Benton Street | Friday, 09/02/2024 | Ray White Prospect | John Morris | \$1,006,000 |
| CAMPBELLTOWN | 2 Meadow Avenue | Saturday, 10/02/2024 | Ray White Para Hills | John Morris | \$767,000 |
| OAKDEN | 21 Sissinghurst Drive | Saturday, 10/02/2024 | Ray White Norwood | John Morris | \$885,000 |
| PARALOWIE | 17 Wanita Court | Saturday, 10/02/2024 | Ray White Norwood | John Morris | \$530,000 |
| DAVOREN PARK | 8 Pix Road | Saturday, 10/02/2024 | Ray White Para Hills | John Morris | \$452,000 |
| ROYSTON PARK | 22 Oaklands Avenue | Saturday, 10/02/2024 | Williams Real Estate | Hamish Mill | \$2,000,000 |
| MODBURY HEIGHTS | 42 Minerva Crescent | Saturday, 10/02/2024 | LJ Hooker Property Specialists | Michael Fenn | P.N.D. |
| ATHELSTONE | 10 Hakea Avenue | Saturday, 10/02/2024 | TOOP+TOOP | Bronte Manuel | \$970,000 |
| CAMPBELLTOWN | 14B Acacia Avenue | Saturday, 10/02/2024 | TOOP+TOOP | Bronte Manuel | Sold Prior |
| FELIXSTOW | 1 Ashleigh Avenue | Saturday, 10/02/2024 | Ray White Norwood | John Morris | \$1,062,500 |



JANUARY AND FEBRUARY

AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|-------------------|--------------------|----------------------|--------------------------------|-----------------|-------------|
| MODBURY | 2/3 Cooke Street | Saturday, 10/02/2024 | Meier Paul Real Estate | Brett Roenfeldt | Sold Prior |
| FULHAM | 25 Grace Road | Saturday, 10/02/2024 | Ray White Glenelg | Rod Smitheram | \$1,215,000 |
| GLENELG NORTH | 25 Alison Street | Saturday, 10/02/2024 | Ray White Glenelg | Rod Smitheram | \$897,000 |
| WARRADALE | 12 Lincoln Avenue | Saturday, 10/02/2024 | Ray White Glenelg | Rod Smitheram | \$1,320,000 |
| SEFTON PARK | 49a Emily Street | Saturday, 10/02/2024 | First National Riggall | Jarrold Tagni | Sold Prior |
| HOLDEN HILL | 6 Vale Ave | Saturday, 10/02/2024 | Weeks & Macklin | Jonathon Moore | \$720,000 |
| INGLE FARM | 27a Nurrowin Drive | Saturday, 10/02/2024 | Weeks & Macklin | Jonathon Moore | \$627,000 |
| ST AGNES | 8 Whinnen Street | Saturday, 10/02/2024 | Estate Property & Developments | Brett Roenfeldt | \$625,000 |
| REYNELLA | 10 Grant Road | Saturday, 10/02/2024 | Harcourts Wine Coast | Jarrold Tagni | Sold Prior |
| THEBARTON | 23 Smith Street | Saturday, 10/02/2024 | LJ Hooker Mile End | Brett Roenfeldt | \$785,000 |
| WOODVILLE GARDENS | 8 Second Ave | Saturday, 10/02/2024 | Ray White Woodville | Jonathon Moore | \$745,000 |
| WOODVILLE WEST | 38a Ryan Ave | Saturday, 10/02/2024 | Ray White Woodville | Jonathon Moore | \$885,000 |
| KINGSWOOD | 2/14 John Street | Saturday, 10/02/2024 | TOOP+TOOP | Bronte Manuel | \$865,000 |
| LOCKLEYS | 6 Miranda Ave | Saturday, 10/02/2024 | LJ Hooker Flinders Park | Brett Roenfeldt | \$1,601,000 |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|------------------|---------------------------------|-----------------------|-------------------------------|-----------------|-------------|
| SOMERTON PARK | 98 HARDING STREET | Saturday, 10/02/2024 | Ray White Glenelg | Rod Smitheram | P.N.D. |
| ALDINGA BEACH | 5 Warrigal Rd | Sunday, 11/02/2024 | DB Philpott Real Estate | Jonathon Moore | \$761,000 |
| MODBURY | 3/28 Glenere Drive | Sunday, 11/02/2024 | Ray White Tea Tree Gully | Sam Doman | P.N.D. |
| CLEARVIEW | 13 Kelway Crescent | Sunday, 11/02/2024 | TOOP+TOOP | Vincent Doran | Sold Prior |
| PROSPECT | 57 Prospect Rd | Wednesday, 14/02/2024 | DB Philpott Real Estate | Jonathon Moore | \$2,400,000 |
| LONSDALE | Unit 7/65 O'Sullivan Beach Road | Friday, 16/02/2024 | LJ Hooker Commercial Adelaide | Troy Tyndall | Sold Prior |
| WATTLE PARK | 6a Wanbrow Ave | Friday, 16/02/2024 | Carter Partners | Jonathon Moore | \$1,350,000 |
| WARRADALE | 102 Lascelles Ave | Saturday, 17/02/2024 | DB Philpott Real Estate | Jonathon Moore | \$1,075,000 |
| MARDEN | 7 Peter Crt | Saturday, 17/02/2024 | KAIDE Real Estate | Jonathon Moore | \$1,170,000 |
| OAKLANDS PARK | 31 DWYER ROAD | Saturday, 17/02/2024 | RAY WHITE GLENELG | Rod Smitheram | Sold Prior |
| MODBURY | 3 Britten Avenue | Saturday, 17/02/2024 | All Adelaide City Edge | Brett Roenfeldt | \$920,000 |
| UNDERDALE | 22 Stuckey Ave | Saturday, 17/02/2024 | Ray White Woodville | Jonathon Moore | \$1,070,000 |
| PROSPECT | 1&2/75 Alexandra St | Saturday, 17/02/2024 | Ray White Woodville | Jonathon Moore | \$1,355,000 |
| SEACOMBE GARDENS | 22 Alderman Avenue | Saturday, 17/02/2024 | Harcourts Tagni | Jarrold Tagni | Sold Prior |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|------------------|-------------------------------|----------------------|--------------------------|-------------------|-------------|
| NORTHFIELD | 10 Neville Street, Northfield | Saturday, 17/02/2024 | Keeping It Realty | Brett Roenfeldt | \$744,500 |
| STURT | 24b Travers Street | Saturday, 17/02/2024 | Keeping It Realty | Brett Roenfeldt | \$882,000 |
| FINDON | 2/10 Richard Street | Sunday, 18/02/2024 | TOOP+TOOP | Vincent Doran | \$770,000 |
| THEBARTON | 8 Dove Street | Sunday, 18/02/2024 | Edge Realty | Brett Roenfeldt | Sold Prior |
| WOODVILLE NORTH | 2A Fletcher Street | Sunday, 18/02/2024 | TOOP+TOOP | Vincent Doran | Sold Prior |
| WOODCROFT | 96 MAWSON CIRCUIT | Sunday, 18/02/2024 | RAY WHITE MORPHETTVALE | Rod Smitheram | \$740,000 |
| WOODCROFT | 96 MAWSON CIRCUIT | Sunday, 18/02/2024 | RAY WHITE MORPHETTVILLE | Rod Smitheram | \$740,000 |
| UPPER STURT | 53b Olave Hill Rd | Sunday, 18/02/2024 | Ray White Mount Barker | Jonathon Moore | \$1,334,000 |
| PARK HOLME | 6 Tiparra Ave | Sunday, 18/02/2024 | Ray White Henley Beach | Jonathon Moore | \$1,325,000 |
| CHRISTIE DOWNS | 41 Cecilia Road | Sunday, 18/02/2024 | Ray White Flinders Park | Michael Cavuoto | Sold Prior |
| PROSPECT | 25 Linley Avenue | Tuesday, 20/02/2024 | Scott Murphy Real Estate | Brett Roenfeldt | \$925,000 |
| O SULLIVAN BEACH | 92 Sullivan Terrace | Thursday, 22/02/2024 | Smallacombe Real Estate | David Smallacombe | \$632,000 |
| MORPHETT VALE | 8/22 Jayde Crt | Friday, 23/02/2024 | Carter Partners | Jonathon Moore | \$644,000 |
| FAIRVIEW PARK | 9 Birkdale Close | Saturday, 24/02/2024 | Smith Partners | Jonathon Moore | \$797,000 |



JANUARY AND FEBRUARY

AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|------------------|------------------------|----------------------|----------------------------|-----------------|-------------|
| KLEMZIG | 7/ 314 North East Road | Saturday, 24/02/2024 | Williams Real Estate | Hamish Mill | \$310,000 |
| KIDMAN PARK | 6 Hampton Crt | Saturday, 24/02/2024 | Ray White Woodville | Jonathon Moore | \$1,325,000 |
| HOVE | 6 Clovelly Avenue | Saturday, 24/02/2024 | McCammon Real Estate | Brett Roenfeldt | Sold Prior |
| FINDON | 6 Thornton Street | Saturday, 24/02/2024 | Ray White Flinders Park | Michael Cavuoto | \$1,100,000 |
| MARION | 1D Shelley Avenue | Saturday, 24/02/2024 | RAY WHITE GLENELG BRIGHTON | Rod Smitheram | Sold Prior |
| HALLETT COVE | 20 Columbia Crescent | Saturday, 24/02/2024 | Ray White Glenelg | Rod Smitheram | Sold Prior |
| KIDMAN PARK | 17 Cassie Cres | Saturday, 24/02/2024 | Ray White Henley Beach | Jonathon Moore | \$1,585,000 |
| LOCKLEYS | 1/22 Torrens Ave | Saturday, 24/02/2024 | Ray White Woodville | Jonathon Moore | \$780,000 |
| BLAIR ATHOL | 23 The Cresent | Saturday, 24/02/2024 | DB Philpott Real Estate | Jonathon Moore | \$725,000 |
| WOODVILLE PARK | 2 Brooker Crt | Saturday, 24/02/2024 | Ray White Woodville | Jonathon Moore | \$1,110,000 |
| VALLEY VIEW | 138 Brougham Drive | Saturday, 24/02/2024 | Eclipse Real Estate | Brett Roenfeldt | \$700,000 |
| MARLESTON | 20 Anstey Crescent | Saturday, 24/02/2024 | Gary J Smith Real Estate | Brett Roenfeldt | \$1,151,000 |
| FULHAM | 1/14 LAYTON STREET | Saturday, 24/02/2024 | RAY WHITE GLENELG | Rod Smitheram | Sold Prior |
| SEACOMBE GARDENS | 5 CAMELOT CRESCENT | Saturday, 24/02/2024 | RAY WHITE GLENELG | Rod Smitheram | \$910,000 |



JANUARY AND FEBRUARY AUCTIONS RESULTS

| Suburb | Address | Date | Agent | Auctioneer | Sold Price |
|------------|----------------------------|-----------------------|--------------------------------|-----------------|-------------|
| LIGHTSVIEW | 305/62 City View Boulevard | Saturday, 24/02/2024 | All Adelaide City Edge | Brett Roenfeldt | \$590,000 |
| ROYAL PARK | 57 George Street | Saturday, 24/02/2024 | First National Riggall | Jarrold Tagni | Sold Prior |
| BROADVIEW | 47 Howard Street | Saturday, 24/02/2024 | First National Riggall | Jarrold Tagni | Sold Prior |
| OSBORNE | 15 Woodhall Road | Sunday, 25/02/2024 | Century 21 Beachside and Lakes | Brett Roenfeldt | \$765,000 |
| CHELTENHAM | 55 Stroud St Nth | Wednesday, 28/02/2024 | Ray White Woodville | Jonathon Moore | \$2,450,000 |
| PARADISE | 1 Riverview Drive | Wednesday, 28/02/2024 | JL Real Estate | Brett Roenfeldt | \$1,100,000 |
| DRY CREEK | 4 High St | Thursday, 29/02/2024 | Commercial SA | Jonathon Moore | \$755,000 |
| NORWOOD | 59 Beulah Rd | Thursday, 29/02/2024 | Fetch Property | Jonathon Moore | \$2,900,000 |



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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



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Vincent Doran



Angus Barnden



Trent Godfrey



George Kargiotis



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James Wardle



Sam Grover



Vincent Wang



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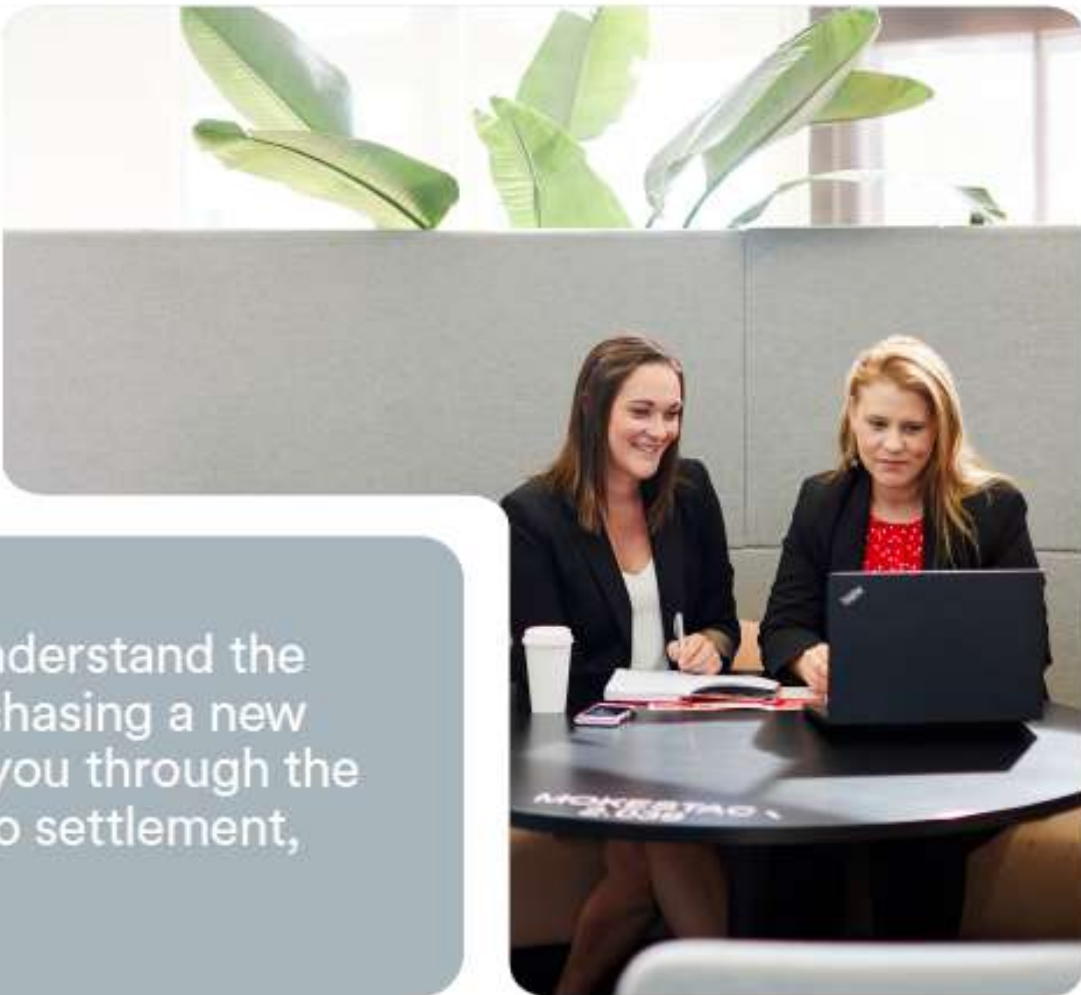
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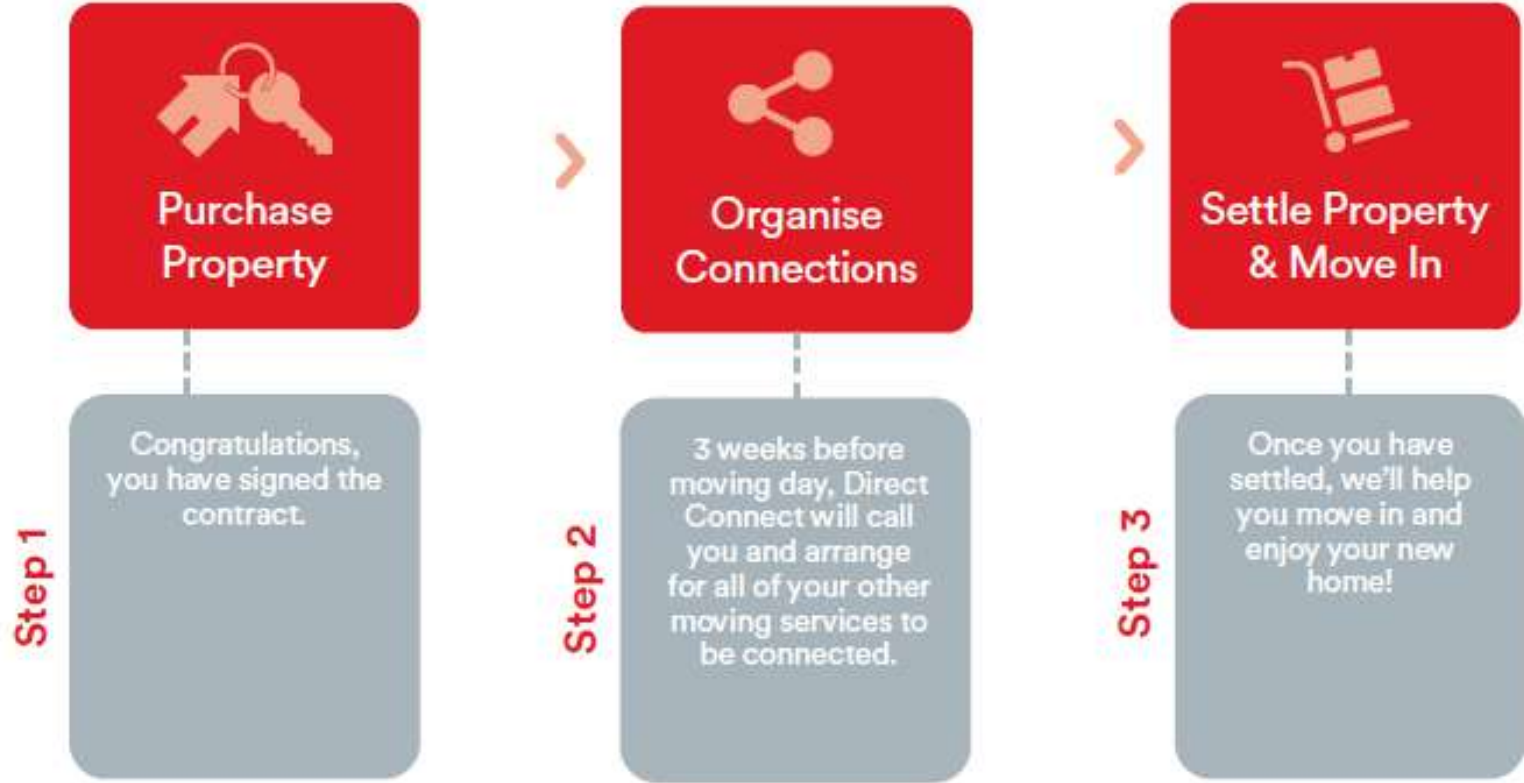
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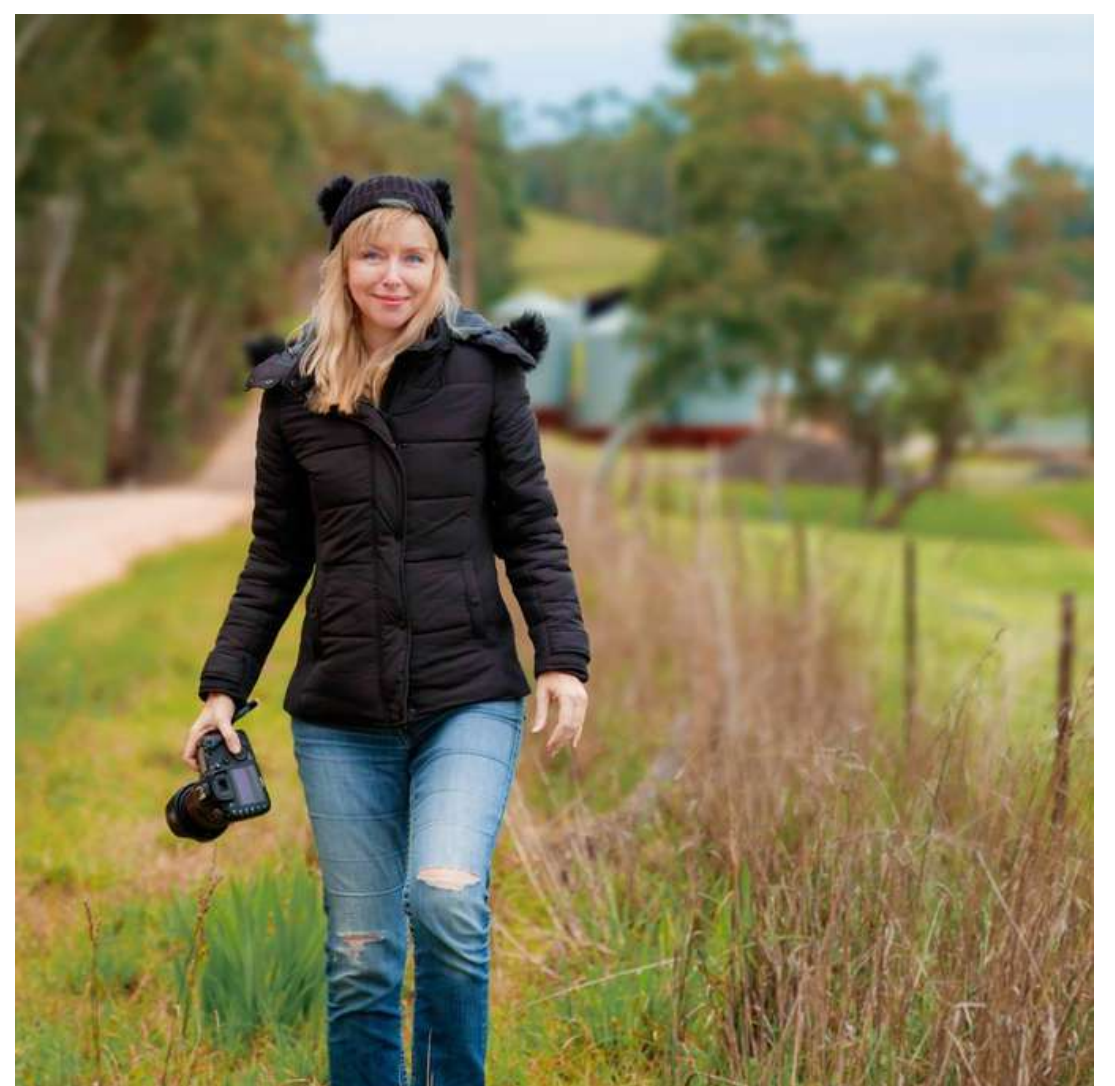
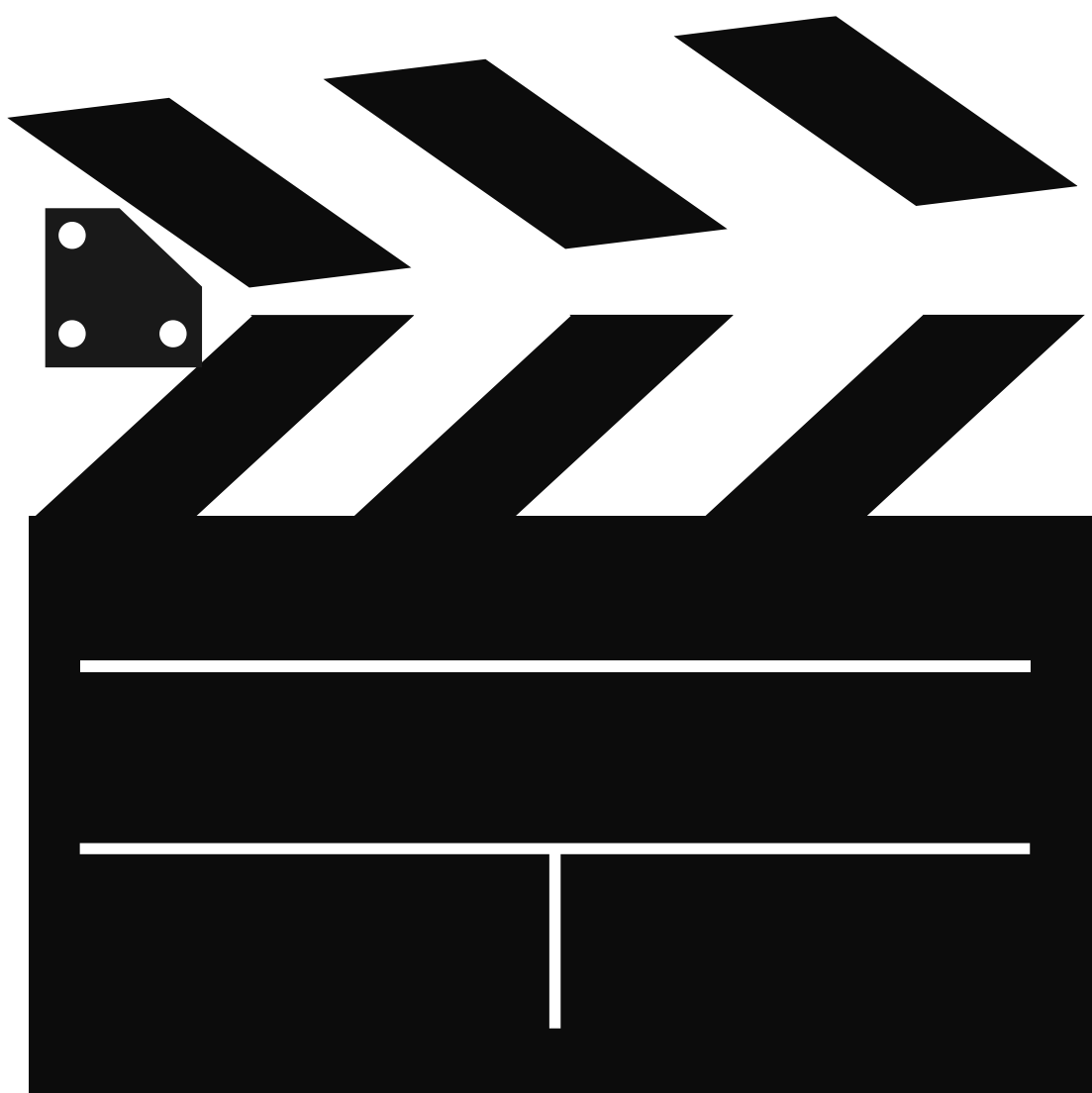
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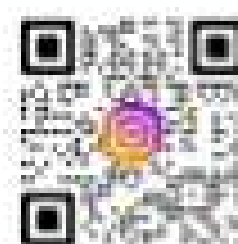
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Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing since 1985.

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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.

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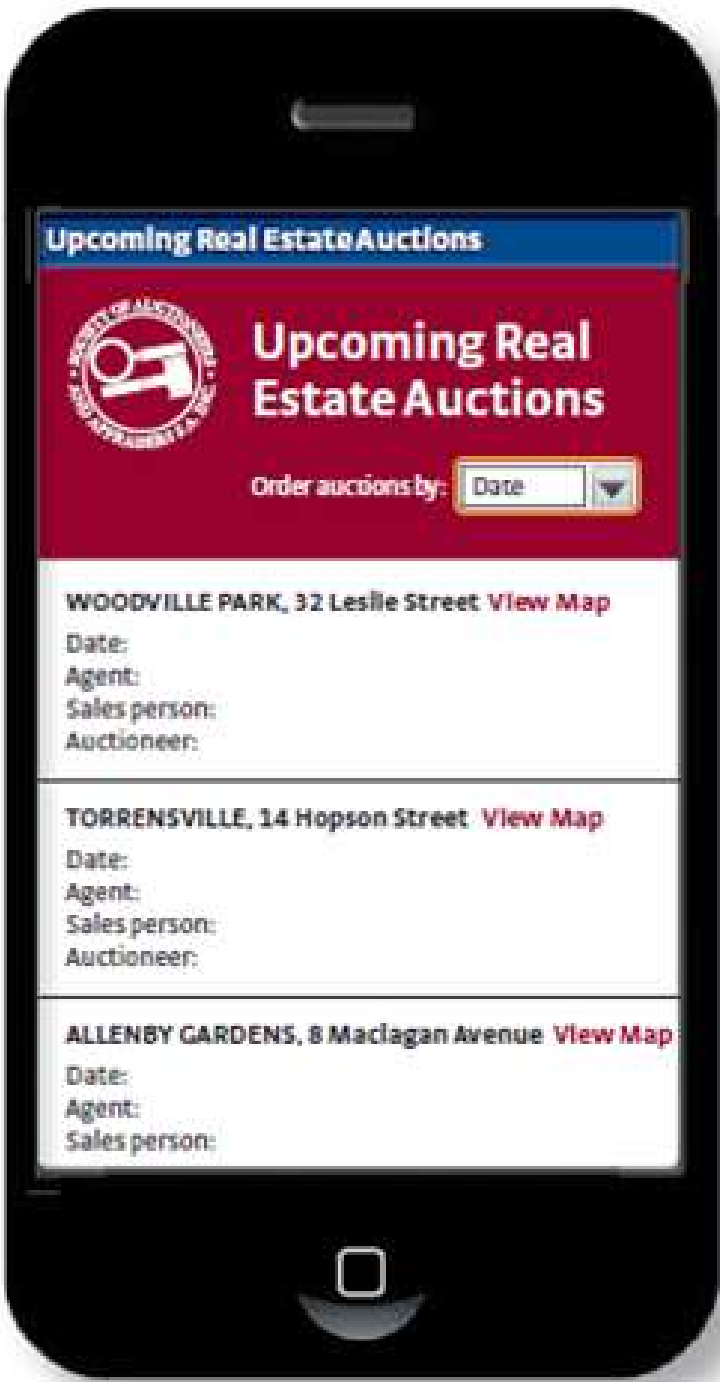
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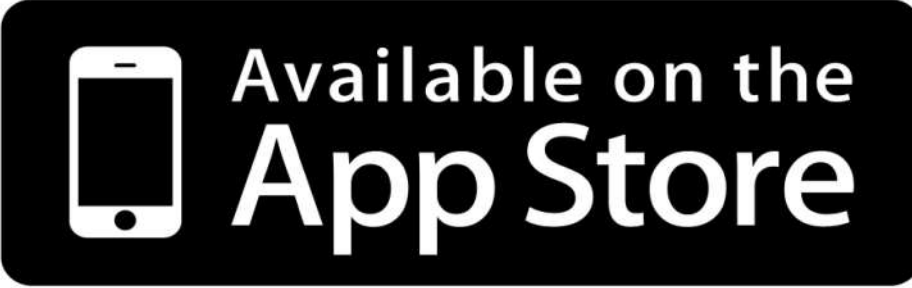
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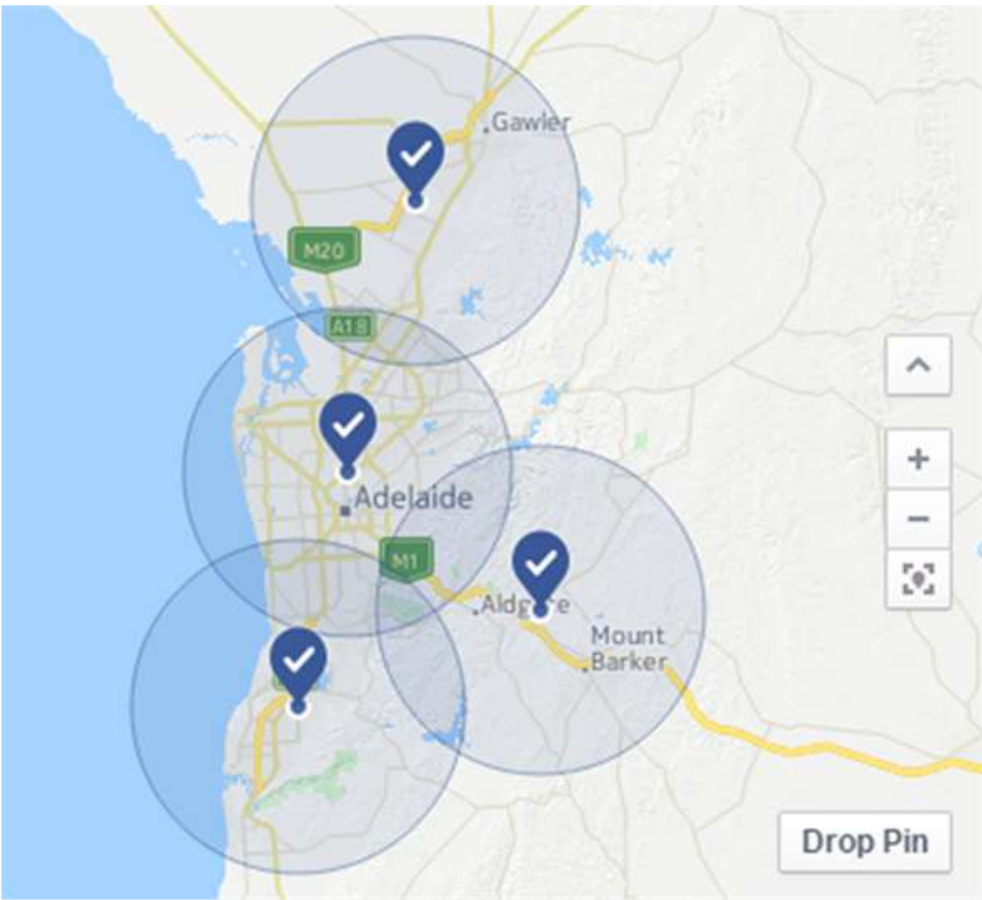
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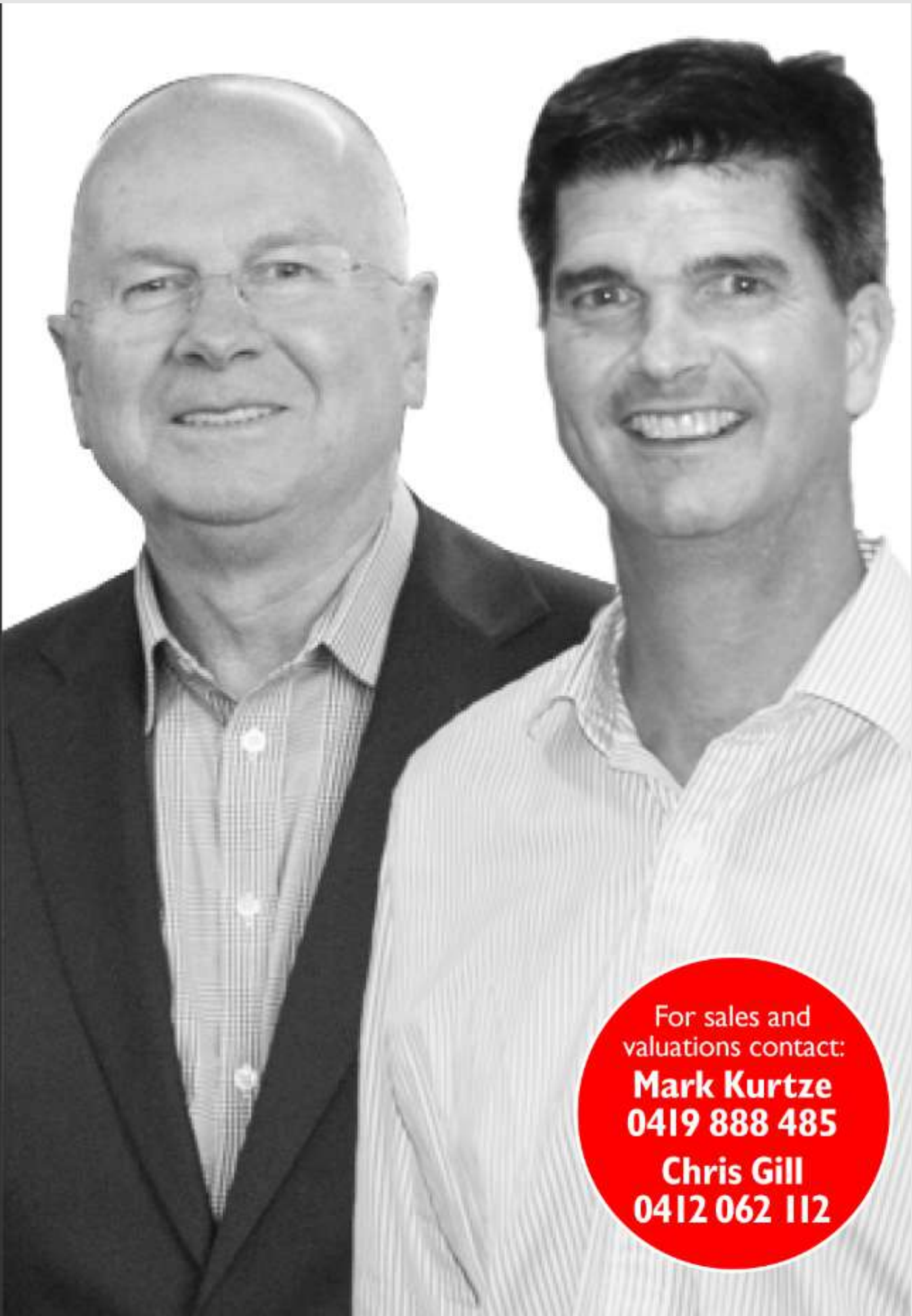
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