



# THE SOCIETY

## Representing:

Auctioneers, Appraisers,  
Agents, Sales Consultants,  
and Property Managers

- Real Estate
- General
- Livestock

**NOVEMBER 2024**





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The Society of  
Auctioneers and  
Appraisers (SA) Inc.

THE  
INDUSTRY  
CHOICE OF  
PROFESSIONALS



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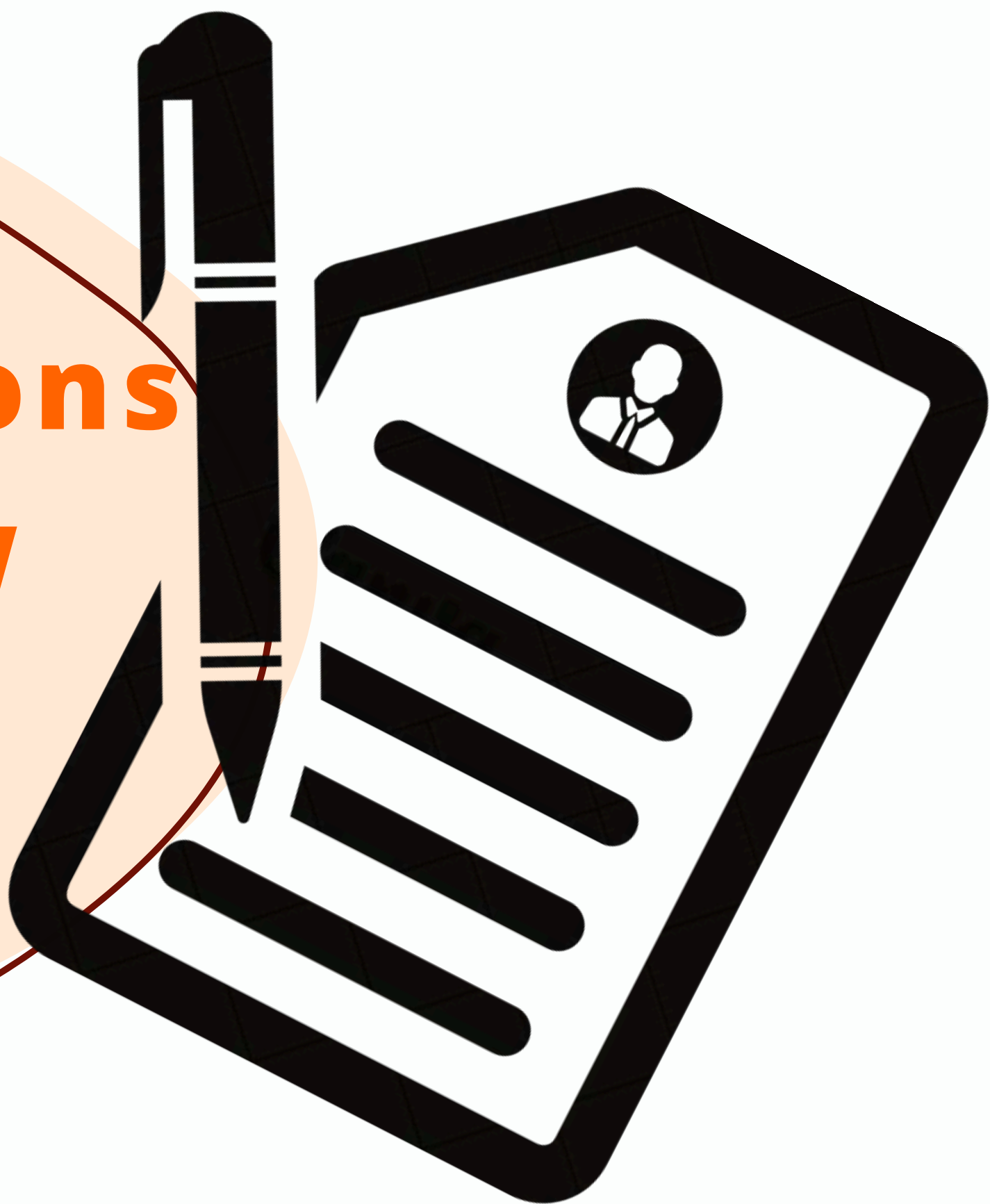
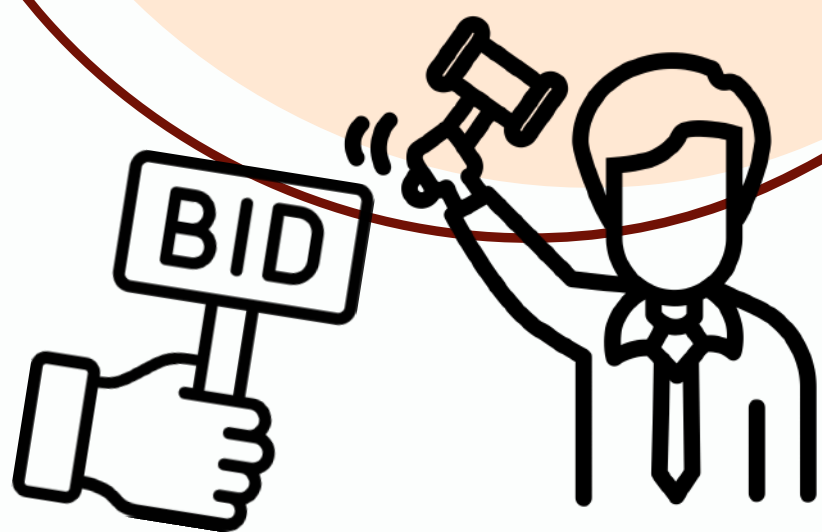
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# GOLDEN GAVEL LIVE2025

**Nominations  
are now  
open!**



[Conditions of Entry](#)

[Nomination Form](#)

**Let the Auctions begin!**

We suggest you upload every auction you conduct as you will never know which will be your best performance until after the event and don't be impressed if you get a really good price because the judges will judge your performance and not the sale price.





THE BOARD



Trent Godfrey  
President



Trish Johnson  
Vice President

Board Members



John Raptis



Jacob Kinsman



John Young





[Download Brochure](#)

## 2 Day Auctioneers Licence Workshop *Adelaide*

*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 21,000 Real Estate Auctions in South Australia

**THURSDAY 14th and 21st NOVEMBER  
8AM for 8:30AM to 6:00PM**

**VENUE:** Arkaba Hotel

**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)**



YOU ARE INVITED TO

*Society*

# CHRISTMAS DRINKS

05  
DEC | THURSDAY | 05  
PM

**THE HWY BEER GARDEN**

290 Anzac Hwy,  
Plympton SA 5038

**FOOD SUPPLIED  
BAR OPEN AT COST**

Send RSVP to  
[admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)





# President & Vice President Report

Membership engagement is important and we are keen to understand fully what our membership base thinks about the Society. A member’s survey is currently being finalised so please engage to make your experience and value with the Society improve through interaction and understanding.

As always, the Society looks at various way to make our members aware and compliant with the latest ever-changing legislation. Industry expert Chris Gill will be updating the membership on:

- Minimum Prescribed Advertising Price
- Vendor Agent Bidding at Auction
- Agent to disclose benefits
- Regulated & Significant Trees

Start Smart in Real Estate, a one day workshop held on 29th October, is designed for newbies in sales, whether in the role itself or as a form of support, admin or otherwise. It provides the crucial concept behind the whole list to sale to settlement process, defining legal terms, responsibilities of the agency, documentation and its place, key milestones through the process, marketing and settlement expectations. Written and presented by Vice President (Accredited Trainer and Assessor) Trish Johnson, it was met with wide-eyed enthusiasm and resulted in clear and competent understanding for a better, more compliant workplace environment and productivity for the students and their agencies.

The annual Society Golf Classic would have been in full swing by the time you read this report. With a predicted beautiful 25 degrees, it will be a perfect day for those out for a social fund raising and networking Ambrose golf day event. With plenty of prizes and kind donations coming in, the funds raised go to a domestic violence charity to help with such a vital cause. It is always met with popular enthusiasm, regardless of the golfing prowess!

With Christmas approaching at the speed of Santa’s sleigh, keep your eyes peeled for a fun and different Christmas event to end 2024. We look forward to cheering in the Christmas period together with you, our valued members.

**See you at the Society Christmas Drinks at the HWY on Thursday 5th December from 5PM. Send your RSVP to [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au)**



Trent Godfrey



Trish Johnson



# Golden Gavel Launch Meet the New Board

Thunderstorms, lightning and heavy rain was the backdrop for our celebration in a newly renovated Sportys Bar at the Arkaba Hotel on Thursday 17 of October 2024. It was a vibrant night of networking and socialising and everyone enjoying the food at this trendy venue.



Sponsors included Jane McKniff from Direct Connect and Jane Richards from Eight of the Gate Winery. Mingling with Golden Gavel Winners, principals, and sales consultants were present with the new board and new president, Trent Godfrey.

Auctioneers who nominated on the night received a 20% discount. Special guest Terry Hardie, an Auctioneer and agent from Perth, gained fame years ago starring in the Big Brother television series. It was interesting for South Australian agents to gain insight into what is happening in the Perth real estate market, as it appears South Australia's growth is leading the country.





## Golden Gavel Live

Changes to the Golden Gavel this year for Seniors include judging based on a video uploaded to the Society's Facebook page. Closing date this year brought forward to 31st March 2025. Senior auctioneers can upload as many auctions as they like, and the last one uploaded will be the one judged. Unless before the closing date, you advise us which one you want to be judged. **The competition is now open, you can upload your auctions NOW!** Provided you nominate first. The prize is \$2000 for the winner.

All entries must be submitted by end of March 2025 (Previously April), and nominations close on February 28, 2025. You must nominate prior to uploading your first auction.

**Videos can be uploaded now, provided they follow the rules of the competition and you formally nominate a prior to your auction.**



## Rising Star supported by REISA

Changes for the Rising Star this year include criteria stating that you must have conducted no more than 25 auctions total prior to 28th February 2025 (previously no more than 10). The prize is \$500 to the winner. This year, we will run the Rising Star category in association with REISA, with the top two point scorers being eligible to compete in the brand-new Australasian Novice category against the rest of Australia and New Zealand. (The Australasian awards will be held in Adelaide next year on May 12th-15th, 2025.)

[Nomination Link](#)

[Rules of the Competition](#)







# Training New Recruits



Training for your new recruits, stress-free to ensure compliance, was run by Society President and RTO Trainer Trish Johnson on Tuesday, October 29th, at our favorite venue, The Arkaba.

Many new recruits have various qualifications but lack in practical skills. This course is designed to increase comprehension, understanding, and confidence in all practical areas of sales, enabling Sales Agent to operate independently. We have received phone calls from agents whose employees have been trained online only, with no face-to-face classroom content. This one-day professional development interactive workshop covers the basics of creating documents, understanding legislation, and developing best practices to ensure compliance.

Newly created ‘PRACTICAL – FACE TO FACE’ professional development interactive workshop START SMART covering:

- Basic legals & documents
- Contractual & fiduciary duties
- Appraisal to Sale to Settlement timelines
- Marketing, target markets, methods of sale, PMAP, VPA
- Lead generation to conversion ratios
- Client interaction and communications
- Statutory Searches
- Creating and Closing Business
- Appraisal to Listing Conversion Ratios
- CMA and Listing Presentation
- Marketing Implementation
- Contract to Settlement
- Conveyancers & Beyond
- Typical Weekly Sales Diary







When asked, **Did you gain anything from this presentation?** The response was Yes, regarding the legality of contracts from Form 1 and agency agreements, including potential costs, as well as the guidance and marketing wording: There was reinforcement of R1–R7, the ability to search quickly, and the opportunity to ask questions related to finance, mortgages, and how to set up forms from the beginning: Yes, the legalities were clarified.

**What did you like the most?:**

The presentation was clear and concise, open and honest, and completely non-judgmental, with all opinions and comments listened to and discussed. The delivery of the workshop allowed us to ask questions as issues arose, rather than at the end when their relevance might have dissipated. Trish provided a completely different perspective on the entire agency process.

**What else would you like covered?:**

Most participants said nothing; however, one delegate requested more instructions on how to close with scripts and dialogues, which I can pass on at the start.

**What would you tell others about the benefits of this workshop?**

Gaining a background of the industry and understanding what is expected, along with tips and strategies to excel is invaluable. The explanation of legalities was very informative, well-instructed, clear, and concise. **This course is imperative for new recruits just starting in this industry.**

Trish has been in this industry for 30 years, predominantly as a selling principal in both city and regional areas in SA, in both franchises and independent. Trish is an accredited RTO Trainer and Assessor for over 25 years and has the ideal background for training new recruits.

We will run a similar course next year. If you would like to attend, or if you have employees who should be attending, please let us know. Please remember if you have one Society Member in your office. All employees can attend Society Events & Training.

For more details, feel free contact **Garry Topp** at [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) or **Trish** directly at [trish.johnson@century21.com.au](mailto:trish.johnson@century21.com.au).





# Members Memories and Highlights

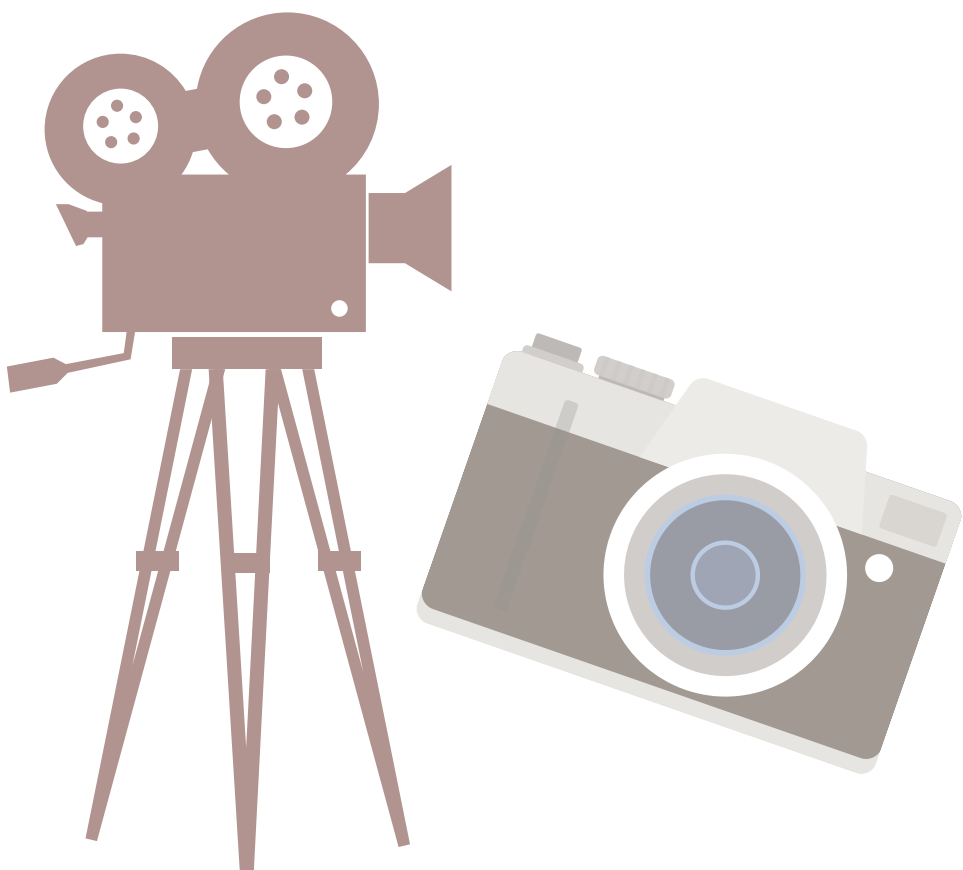


Following the 2024 AGM which was well attended by a vast cross section of Members and after the meeting and at the bar afterwards it was suggested that we ask members to relate

- Your Membership with the Society
- Memories from events
- Funny situations
- Highlights of various aspects of your membership.

Please send in any stories that may be of interest to long standing or new members to [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) or give us a call on 8372 7830.

Best wishes,



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





# SOCIETY'S AUCTIONS



NETLEY  
14 Freda Street  
SOLD for \$1,040,000  
  
**Agent:** Ray White Norwood  
**Auctioneer:** John Morris



PLYMPTON  
5 Boswara Avenue  
SOLD for \$941,000  
  
**Agent:** Century 21 The Bay  
**Auctioneer:** Jarrod Tagni



ROYSTON PARK  
13 OAKLANDS AVENUE  
SOLD for \$1,874,000  
  
**Agent:** LJ Hooker Adelaide Metro  
**Auctioneer:** Troy Tyndall



OAKLANDS PARK  
3 Parsons Street  
SOLD for \$925,000  
  
**Agent:** Ray White Glenelg  
**Auctioneer:** Rod Smitheram





# SOCIETY'S AUCTIONS



MAWSON LAKES  
40 Hindmarsh Circuit  
SOLD for \$993,000

**Agent:** All Adelaide City Edge  
**Auctioneer:** Brett Roenfeldt

KIDMAN PARK  
8 Sydney Avenue  
SOLD for \$1,160,000

**Agent:** Gena Nash  
**Auctioneer:** Bronte Manuel



NETHERBY  
7 Montrose Avenue  
SOLD for \$2,390,000

**Agent:** Peter McMillian & Glenn  
McMillian  
**Auctioneer:** Glenn McMillan



WOODVILLE  
2/19 Norman St  
SOLD for \$1,005,000

**Agent:** Ray White Woodville  
**Auctioneer:** Jonathon Moore





# SOCIETY'S AUCTIONS



MAWSON LAKES  
127 Sanctuary Drive  
Sold for \$700,000  
  
**Agent:** Professionals Robins 888  
**Auctioneer:** Vincent Wang



ENFIELD  
5 Cross Street  
SOLD for \$846,000  
  
**Agent:** LJ Hooker Kensington Unley  
**Auctioneer:** Peter Economou



MILE END  
38 Cowra Street  
SOLD for \$1,400,000  
  
**Agent:** Dimitrak Real Estate  
**Auctioneer:** Brett Roenfeldt



HOLDEN HILL  
4A Gwinganna Cres  
SOLD for \$817,000  
  
**Agent:** Ray White Prospect  
**Auctioneer:** John Morris





# OCTOBER

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ENFIELD	38 Barrington Ave	Tuesday, 01/10/2024	Ray White Prospect	John Morris	\$930,000
ENFIELD	5 Cross Street	Wednesday, 02/10/2024	LJ Hooker Kensington Unley	Peter Economou	\$846,000
SALISBURY NORTH	30 Taringa Road	Friday, 04/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$600,000
NORWOOD	9D/58 William Street	Friday, 04/10/2024	Ray White Kensington	John Morris	\$790,000
WALKERVILLE	130J North East Road	Friday, 04/10/2024	Ray White Para Hills	John Morris	\$760,000
MITCHELL PARK	2 Richard Avenue	Friday, 04/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$789,000
DARLINGTON	2/2 Brookside Rd	Friday, 04/10/2024	Ray White Kensington	John Morris	\$525,000
OLD REYNELLA	7 States Road	Saturday, 05/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$685,000
SOUTH PLYMPTON	4 Scott Avenue	Saturday, 05/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,015,000
REDWOOD PARK	2 South Court	Saturday, 05/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$786,000
ANGLE VALE	8 Caloria Street	Saturday, 05/10/2024	Ray White Salisbury	John Morris	\$750,000
BELLEVUE HEIGHTS	16 Yurilla Drive	Saturday, 05/10/2024	Alex Parzis & Hayley Parzis	Glenn McMillan	\$1,650,000
MITCHELL PARK	120 Bradley Grove	Saturday, 05/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$595,000



# OCTOBER

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
FULHAM GARDENS	4a Porter Cres	Saturday, 05/10/2024	MichaelKris Real Estate	Jonathon Moore	Sold Prior
WOODVILLE SOUTH	24 Glenhuntley St	Saturday, 05/10/2024	Ray White Woodville	Jonathon Moore	\$1,300,000
LOCKLEYS	25 Dartmore St	Saturday, 05/10/2024	Ray White Henley Beach	Jonathon Moore	\$1,280,000
MAWSON LAKES	127 Sanctuary Drive	Saturday, 05/10/2024	Professionals Robins 888	Vincent Wang	\$700,000
SEAVIEW DOWNS	33 Davenport Terrace	Saturday, 05/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$987,000
DAVOREN PARK	5 Whittington Road	Saturday, 05/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$632,000
ELIZABETH NORTH	208 Woodford Rd	Saturday, 05/10/2024	Ray White Para Hills	John Morris	\$615,000
LIGHTSVIEW	41 Mills Ave	Saturday, 05/10/2024	Ray White Hillcrest	John Morris	\$800,000
NETLEY	14 Freda St	Saturday, 05/10/2024	Ray White Norwood	John Morris	\$1,040,000
WOODVILLE	2/19 Norman St	Saturday, 05/10/2024	Ray White Woodville	Jonathon Moore	\$1,005,000
PARA HILLS	19 Somerset Rd	Saturday, 05/10/2024	Ray White Para Hills	John Morris	Sold Prior
PARALOWIE	11 Brion Dr	Saturday, 05/10/2024	Ray White Hillcrest	John Morris	\$807,000
ANGLE VALE	8 Coloria Street	Saturday, 05/10/2024	Ray White Salisbury	John Morris	\$750,000
SMITHFIELD PLAINS	30 Grace Blvd	Saturday, 05/10/2024	Ray White Salisbury	John Morris	Sold Prior
HIGHBURY	39 Beckman Ave	Sunday, 06/10/2024	Ray White Norwood	John Morris	\$745,000





# OCTOBER

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
POORAKA	44 Baru St	Sunday, 06/10/2024	Ray White Para Hills	John Morris	\$545,000
PORT NOARLUNGA SOUTH	170 Esplanade	Sunday, 06/10/2024	Elders Real Estate	Brett Roenfeldt	Sold Prior
CAMDEN PARK	400 Anzac Hwy	Saturday, 05/10/2024	Ray White Glenelg	Rod Smitheram	Sold Prior
PARAFIELD GARDENS	34 Lancaster Ave	Saturday, 05/10/2024	Ray White Salisbury	John Morris	\$750,000
QUEENSTOWN	112 Spring Street,	Saturday, 05/10/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$910,000
WOODVILLE NORTH	15a Edgecombe St	Saturday, 05/10/2024	Ray White Woodville	Jonathon Moore	\$866,000
CAMDEN PARK	400 Anzac Hwy	Saturday, 05/10/2024	Ray White Glenelg	Rod Smitheram	Sold Prior
PARAFIELD GARDENS	34 Lancaster Ave	Saturday, 05/10/2024	Ray White Salisbury	John Morris	\$750,000
QUEENSTOWN	112 Spring Street,	Saturday, 05/10/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$910,000
HIGHBURY	39 Beckman Ave	Sunday, 06/10/2024	Ray White Norwood	John Morris	\$745,000
POORAKA	44 Baru St	Sunday, 06/10/2024	Ray White Para Hills	John Morris	\$545,000
PORT NOARLUNGA SOUTH	170 Esplanade	Sunday, 06/10/2024	Elders Real Estate	Brett Roenfeldt	Sold Prior
WINDSOR GARDENS	2A Clansman Avenue	Tuesday, 08/10/2024	Ray White North Adelaide	John Morris	Sold Prior
ADELAIDE	13A Edward Street	Wednesday, 09/10/2024	John Biggs Real Estate	Brett Roenfeldt	\$700,000



# OCTOBER

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
WEST CROYDON	27 Hurtle St	Thursday, 10/10/2024	Ray White Woodville	Jonathon Moore	\$1,160,000
OLD REYNELLA	1 Highland Ave	Friday, 11/10/2024	Ray White Kensington	John Morris	Sold Prior
ROYAL PARK	1/176 Tapleys Hill Road	Friday, 11/10/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$265,000
NETHERBY	7 Montrose Avenue	Saturday, 12/10/2024	Peter McMillian & Glenn McMillian	Glenn McMillan	\$2,390,000
KIDMAN PARK	8 Sydney Avenue	Saturday, 12/10/2024	Gena Nash	Bronte Manuel	\$1,160,000
ROSTREVOR	22 Selbourne Avenue	Saturday, 12/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
HILLCREST	7 Flinders Rd	Saturday, 12/10/2024	Ray White Campbelltown	Jonathon Moore	\$673,000
WOODVILLE WEST	133 Alma Tce	Saturday, 12/10/2024	Ray White Woodville	Jonathon Moore	\$830,000
WOODVILLE	15 Russell Tce	Saturday, 12/10/2024	Ray White Woodville	Jonathon Moore	\$1,125,000
HAPPY VALLEY	42 Fraser Avenue	Saturday, 12/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$987,000
GLENELG NORTH	7 Attunga Avenue	Saturday, 12/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	\$1,080,000
DAW PARK	196 Daws Road	Saturday, 12/10/2024	RAY WHITE GLENELG BRIGHTON	Rod Smitheram	Sold Prior
MAWSON LAKES	25 Hindmarsh Circuit	Saturday, 12/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$875,000
ROYSTON PARK	13 Oaklands Avenue	Saturday, 12/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,874,000



# OCTOBER

# AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
FULLARTON	2/17-19 Osmond Terrace	Saturday, 12/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$530,000
FLINDERS PARK	73 Nelson Street	Saturday, 12/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,035,000
TAPEROO	6 Duntroon Crescent	Saturday, 12/10/2024	Jake Theo	Bronte Manuel	Sold Prior
MAWSON LAKES	40 Hindmarsh Circuit	Saturday, 12/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$993,000
BLAIR ATHOL	43 Warren Avenue	Saturday, 12/10/2024	Boffo Real Estate	Brett Roenfeldt	\$902,000
SEMAPHORE	64 Hall St	Saturday, 12/10/2024	Ray White Semaphore	John Morris	Sold Prior
FELIXSTOW	3/8 Cardigan Avenue	Saturday, 12/10/2024	Century 21 Beachside and Lakes	Brett Roenfeldt	\$740,000
WYNN VALE	10 Medlands Close	Saturday, 12/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$810,000
WINDSOR GARDENS	3 Welkin Street	Saturday, 12/10/2024	All Adelaide City Edge	Brett Roenfeldt	Held over
PLYMPTON	4/40 Mooringe Avenue	Saturday, 12/10/2024	Ray White Glenelg	Rod Smitheram	\$740,000
OAKLANDS PARK	3 Parsons Street	Saturday, 12/10/2024	Ray White Glenelg	Rod Smitheram	\$925,000
MODBURY	23 Glengyle Avenue	Sunday, 13/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	\$810,000
PLYMPTON	5 Boswara Avenue	Sunday, 13/10/2024	Century 21 The Bay	Jarrood Tagni	\$941,000
CUMBERLAND PARK	4/13 Hill Ave	Wednesday, 16/10/2024	Ray White Semaphore	John Morris	\$630,000





# OCTOBER

# AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY NORTH	1 Leo Ct	Thursday, 17/10/2024	Ray White Salisbury	John Morris	\$770,000
NORWOOD	26 George St	Friday, 18/10/2024	Ray White Kensington	John Morris	\$1,275,000
ROSTREVOR	1 Arcoona Ave	Friday, 18/10/2024	Ray White Kensington	John Morris	\$973,000
PARALOWIE	57 Fazzolari Cct	Friday, 18/10/2024	Ray White Para Hills	John Morris	\$727,500
BEAUMONT	21 Tennyson Avenue	Saturday, 19/10/2024	Grant Wills	Bronte Manuel	Sold Prior
UNLEY	14 Mornington Road	Saturday, 19/10/2024	Gena Nash	Bronte Manuel	Sold Prior
ST PETERS	8 Sixth Avenue	Saturday, 19/10/2024	Sally Cameron	Bronte Manuel	Sold Prior
DERNANCOURT	14 Stuart Street	Saturday, 19/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$670,000
KENSINGTON GARDENS	4/14 Peroomba Avenue	Saturday, 19/10/2024	G & Q Real Estate	Brett Roenfeldt	\$650,000
HIGHBURY	6 Larsen Court	Saturday, 19/10/2024	Eclipse Real Estate	Brett Roenfeldt	\$1,350,000
PARALOWIE	22 Cawarra Cres	Saturday, 19/10/2024	Ray White Salisbury	John Morris	\$605,000
BLAIR ATHOL	11 Stone St	Saturday, 19/10/2024	Ray White Prospect	John Morris	\$1,348,000
HOLDEN HILL	19A Mercedes Drive	Saturday, 19/10/2024	Ray White Para Hills	John Morris	\$710,000
HILLCREST	2B Harman Street	Saturday, 19/10/2024	Ray White Norwood	John Morris	\$782,000



# OCTOBER

# AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
HAMPSTEAD GARDENS	46A Dyott Ave	Saturday, 19/10/2024	Ray White Adelaide City	John Morris	\$1,310,000
PENNINGTON	28 Price Avenue	Saturday, 19/10/2024	Ray White Grange	John Morris	\$710,000
BURTON	48 Kensington Way	Saturday, 19/10/2024	Ray White Salisbury	John Morris	\$698,000
GILLES PLAINS	30 Mckinlay Ave	Saturday, 19/10/2024	Ray White Salisbury	John Morris	\$638,000
HIGHBURY	30 Rosewood Road	Saturday, 19/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$970,000
LEABROOK	1/286 Kensington Road	Sunday, 20/10/2024	Grant Wills	Bronte Manuel	\$1,432,500
MEDINDIE	18 Brier Road	Sunday, 20/10/2024	Peter McMillian & Glenn McMillian	Glenn McMillan	\$2,350,000
MAWSON LAKES	3 Mallard Crescent	Sunday, 20/10/2024	Smith Partners	John Morris	\$850,000
HOLDEN HILL	4A Gwinganna Cres	Sunday, 20/10/2024	Ray White Prospect	John Morris	\$817,000
MILE END	38 Cowra Street	Sunday, 20/10/2024	Dimitrak Real Estate	Brett Roenfeldt	\$1,400,000
LEABROOK	1/286 Kensington Road	Sunday, 20/10/2024	Grant Wills	Bronte Manuel	\$1,432,500
MEDINDIE	18 Brier Road	Sunday, 20/10/2024	Peter McMillian & Glenn McMillian	Glenn McMillan	\$2,350,000
MOUNT GAMBIER	3 & 3A Wyatt St	Thursday, 24/10/2024	Ray White Mt Gambier	John Morris	\$570,000





# OCTOBER

## AUCTIONS RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
PROSPECT	19 Johns Rd	Saturday, 26/10/2024	DB Philpott Real Estate	Jonathon Moore	\$1,300,000
PROSPECT	9 Castle Ave	Saturday, 26/10/2024	DB Philpott Real Estate	Jonathon Moore	\$1,360,000
GREENACRES	1 Colac St	Saturday, 26/10/2024	DB Philpott Real Estate	Jonathon Moore	\$842,000
BROADVIEW	3/23 Howard St	Saturday, 26/10/2024	Commercial SA	Jonathon Moore	\$584,500
GOOLWA	25 Janz Ave	Friday, 25/10/2024	MichaelKris Real Estate	Jonathon Moore	\$265,000
GREENACRES	16 Manoora Street	Thursday, 24/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$711,000
CLEARVIEW	6 Coleridge Crescent	Saturday, 26/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
HIGHBURY	1/9 Duncan Crescent	Saturday, 26/10/2024	LJ Hooker Adelaide Metro	Troy Tyndall	Sold Prior
GREENWITH	9 Mertz Court	Saturday, 26/10/2024	Eclipse Real Estate	Brett Roenfeldt	\$661,000
MARDEN	22 River St	Sunday, 27/10/2024	DB Philpott Real Estate	Jonathon Moore	\$1,500,000
FERRYDEN PARK	18 Montrose Street	Saturday, 26/10/2024	Century 21 Western Coastal	Brett Roenfeldt	Sold Prior
NORTH ADELAIDE	89 Kingston Terrace	Saturday, 26/10/2024	Williams Real Estate	Hamish Mill	\$3,350,000
MORPHETTVILLE	39 Radstock Street	Saturday, 26/10/2024	Scott Murphy Real Estate	Brett Roenfeldt	\$751,000
GLENELG NORTH	7 Sanderson Tce	Sunday, 27/10/2024	Bronlea Real Estate	Jonathon Moore	\$800,000
PARALOWIE	2 Martins Road	Sunday, 27/10/2024	All Adelaide City Edge	Brett Roenfeldt	\$585,000
SALISBURY	3/30-32 Evan Ave	Sunday, 27/10/2024	Ray White Salisbury	John Morris	Sold Prior





**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



Trent Godfrey



George Kargiotis



Hamish Mill



David Smallacombe



Nathan Casserly



Mark Griffin



Michael Fenn



Sam Doman



James Wardle



Glenn McMillan



Vincent Wang





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



Marc duPlessis



Simon Tanner



Andy Edwards



James Pedlar



Scott Newton



Matt Smith



Paul Arnold



Sharon Gray



Paul Kilby



Enrique Bisbal





# '40 YEARS OF HISTORY'

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



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**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](http://directconnect.com.au) or call 1300 650 767

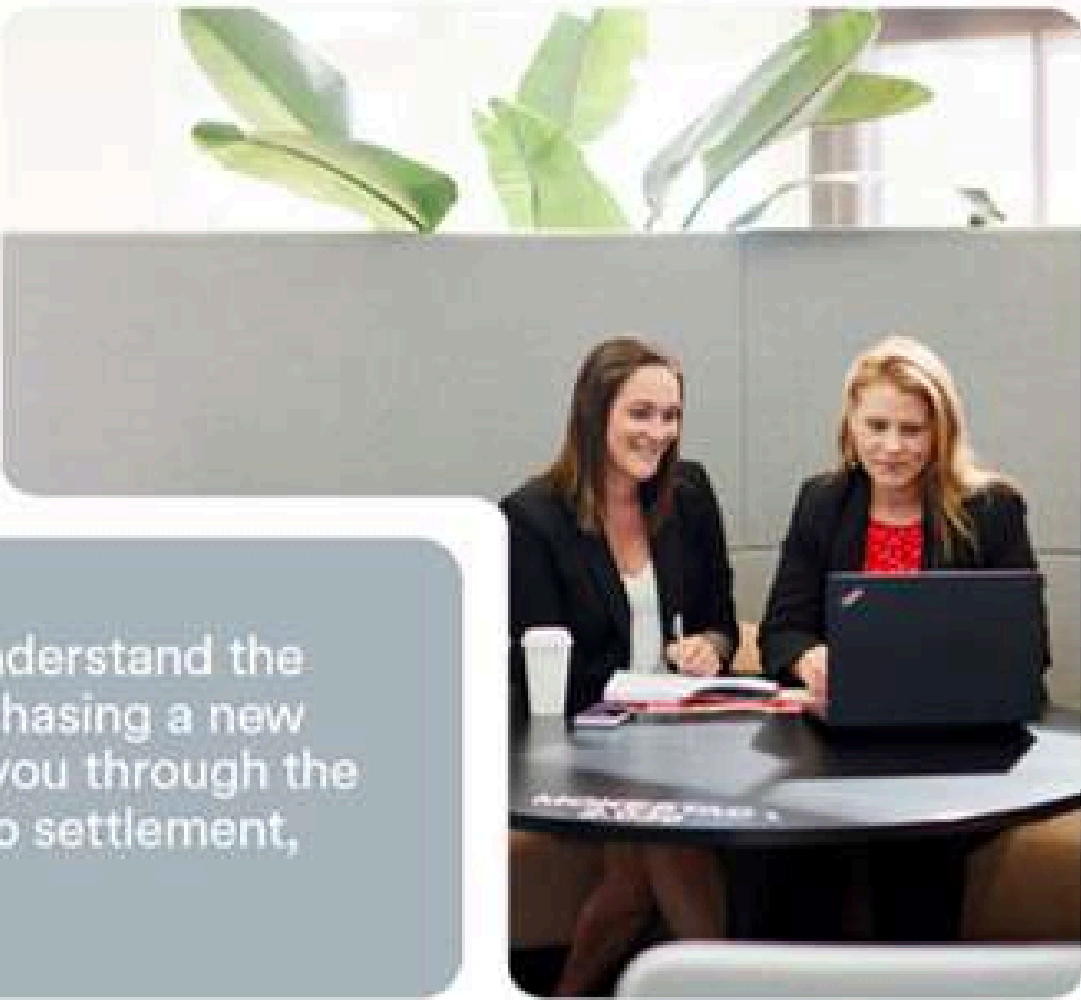
\* For Terms and Conditions visit [directconnect.com.au/terms-conditions](http://directconnect.com.au/terms-conditions)

**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!



# 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.
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- Attention to detail meeting client's needs.
- Versatile print options including photos.
- Fast efficient service.

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Banners

Commercial Signage

Illuminated Signs

Vehicle Signs

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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at  
the gate



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## THIS OFFER INCLUDES

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- No capped orders Only while stock lasts
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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.

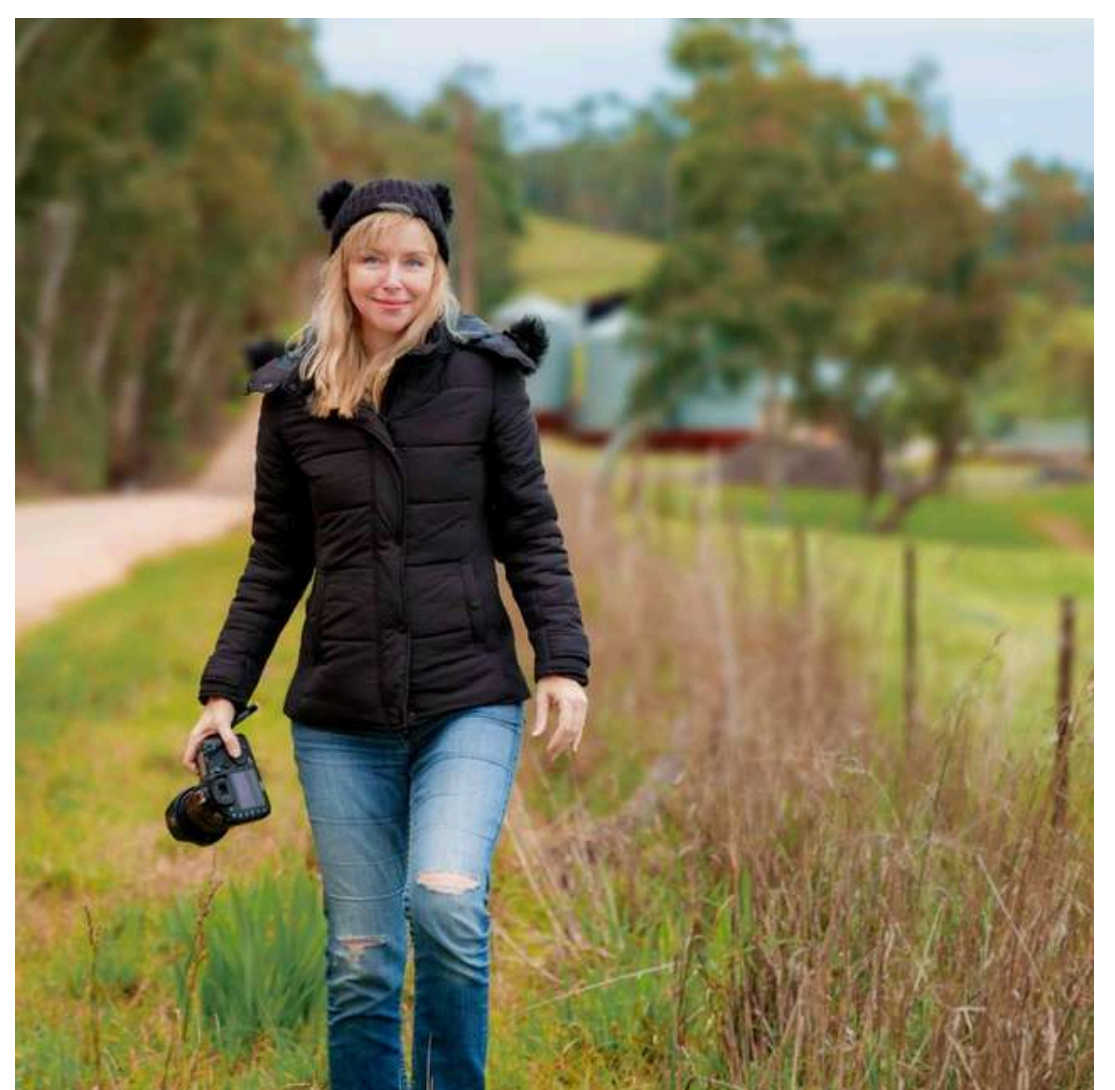
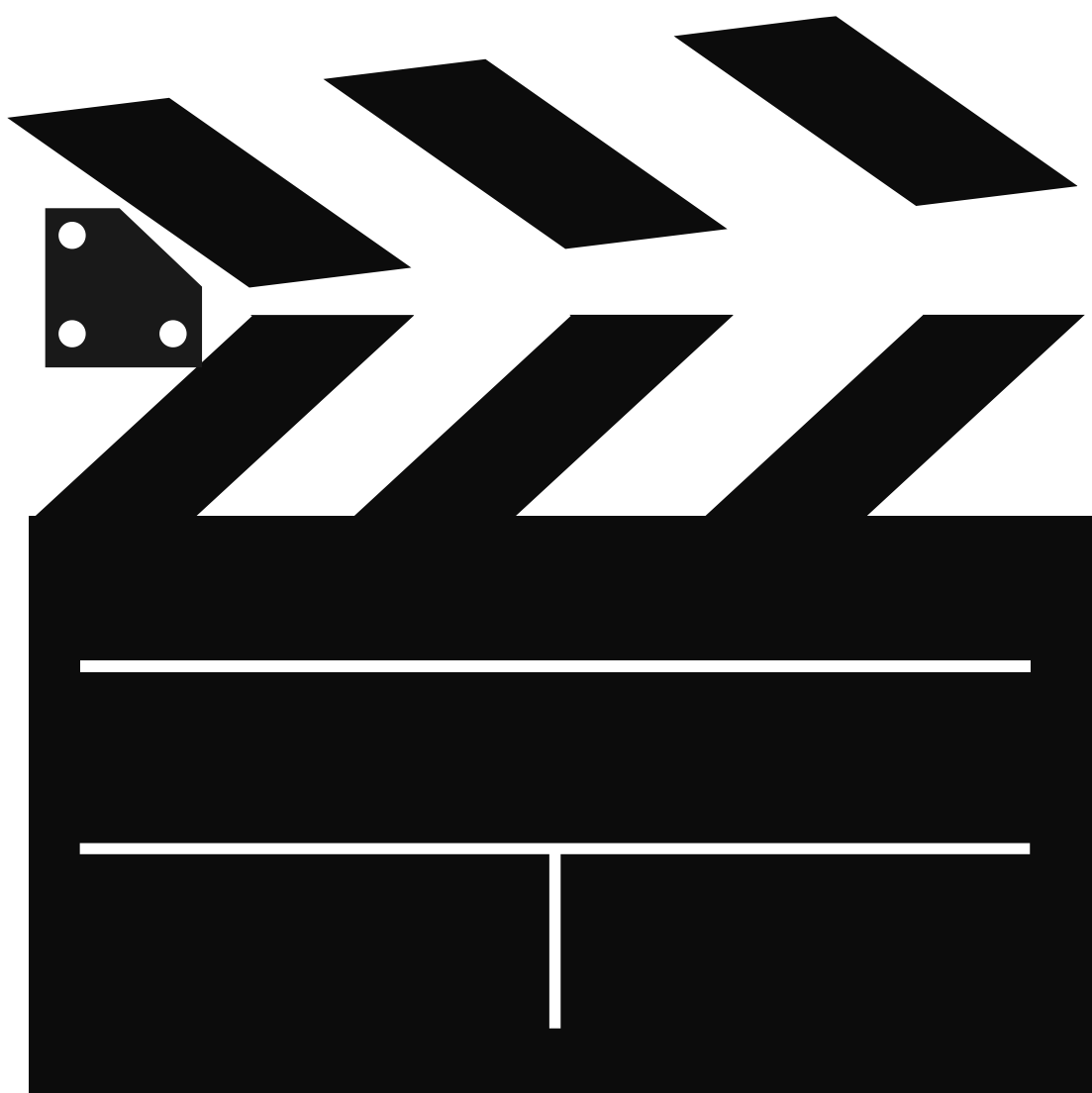
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We will make the entire video creation process easy, time efficient and fun.

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



**Call Larissa on 0422235442  
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# †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.

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The Form 1 Company

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

The first and only independent Form 1 service provider in South Australia



For Form 1 preparation please contact Chris Gill on 7221 4908

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

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

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





# Estate & Downsizing Services

- Helping older South Australians who are moving into Retirement Villages.
- Working with families to pack up the Estate of a loved one.
- 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.

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## Services



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Training



Charity Auctions



# Real Estate Training in South Australia

Academic Pavilion - Providing all SA real estate licensing courses



**Certificate IV (Property Services) Real Estate**

Property Management

Sales Representative

**Diploma of Property Services (Agency Management)**

Diploma/RLA

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.

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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.
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.

##### 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!**

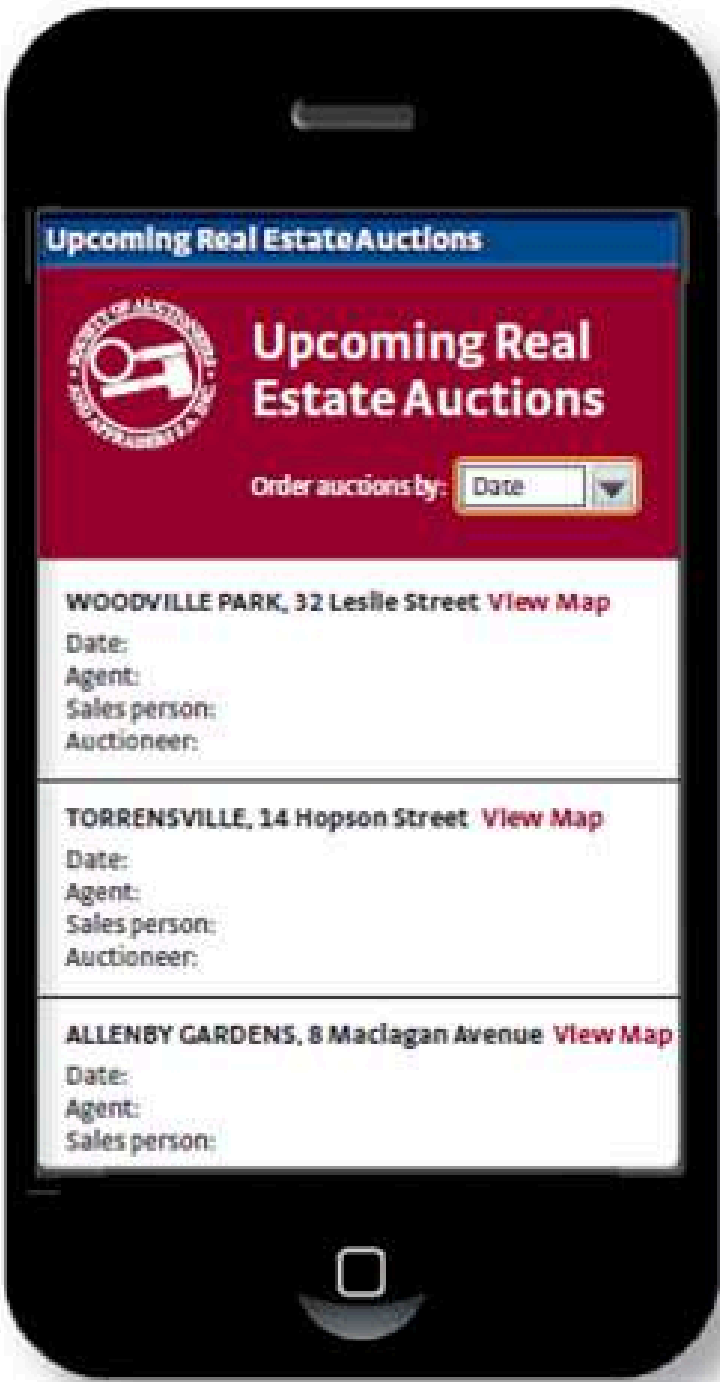
If you're not auctioning your property you are missing out on the highest bid – it costs no more to have Auction as part of your marketing strategy

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

# 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

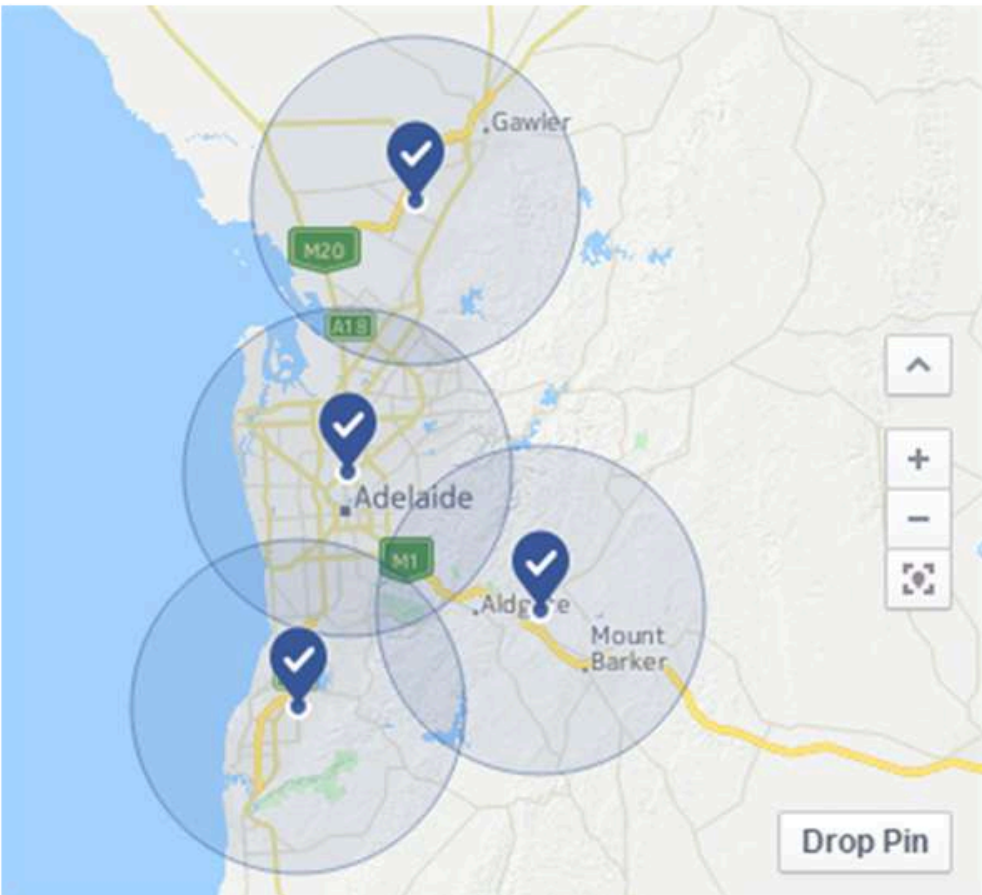
Please ensure all Upcoming Auctions are  
posted on our web site the minute they  
are listed!

**All auctions  
submitted to the  
website will  
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