

JANUARY 2026

THE SOCIETY



We represent Auctioneers, Appraisers, Agents, Sales Consultants and Property Managers across various sectors, including Real Estate, General and Livestock.



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



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MEET SOCIETY BOARD



Marc du Plessis
President



Troy Tyndall
Vice President



Attilio Cavuoto
Board Member



Paul Kilby
Board Member



Enrique Bisbal
Board Member

REPORT FROM THE BOARD



Title: Membership Recruitment Task Force Report

Contributors: Attilio Cavuoto and Paul Kilby, Board Members

As a new initiative in 2026, selected Society Board Members will travel around South Australia on a Membership Drive to visit existing Members to get some feedback as to how they are experiencing the current Real Estate, General and Livestock Markets.

Meet the Board 2026 (Coffee on Arrival)

The itinerary for the event is as follows: On Tuesday, 17 February 2026, the Board will visit the Barossa at 8:00 AM, meeting at Four Seasons of Nosh (Upstairs), 32A Murray Street, Tanunda SA 5232. This will be followed by a visit to Clare at 11:00 AM, meeting at Sevenhill Hotel, Main North Road, Sevenhill SA 5453.

On Wednesday, 18 February 2026, the Board will be in Port Lincoln at 8:00 AM, meeting at Port Lincoln Hotel, 1 Lincoln Hwy, Port Lincoln SA 5606.

We will travel to the Southeast later in the year and hold similar events in Adelaide.

Board Members will present a **Welcome to Join Pack** containing our:

1. Property Auction Selling Guide
2. Advantages of Membership Brochure
3. The 21 Advantages of Auction Brochure
4. 2-Day Auctioneers License Workshop with Brett Roenfeldt.
5. Structuring for Profit with Wayne Johnson.
6. Real Estate Practice Compliance with Chris Gill
7. Golden Gavel 2026 for
 - a. Real Estate
 - b. General
 - c. Livestock
 - d. Auction Marketer
 - e. Principals and Sales Marketers
 - f. Consultant
 - g. Top Sales Awards
 - i. Country
 - ii. Metropolitan
 - iii. Livestock



REPORT FROM THE BOARD – CONTINUED

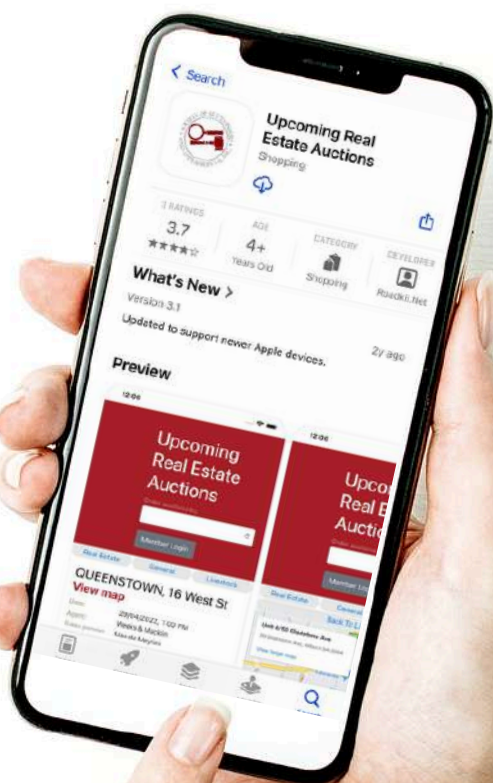


For New members and Existing Members, we will take advise as:

- 1. Should the sales representative be able to advertise a price that is + or -5% of the vendor's selling price to give a more accurate representation to a purchaser?**
- 2. If a Vendo's genuine selling price is less than the Agent's genuine estimate, should the Agent be able to advertise at the lower figure?**
- 3. Should Sales Agency Agreements to be able to be 'up to 120 days', especially in Regional Areas.**
- 4. Should Sales Agency Agreements automatically revert to a General Agency on expiry.**
- 4A. If General Agency exists, should the period of termination be 7 days written notice by either party?**
- 5. Should an Agent be able to receive professional fee if an unconditional contract is avoided, rescinded or terminated by the Vendor when a purchaser defaults?**
- 6. Should Agents be able to draw professional fees under certain circumstances when a contract becomes unconditional?**
- 7. Should Agents should be able to caveat for unpaid authorised expenses?**
- 8. Should it be mandatory to attach Section 7 searches to the Form 1 so purchasers are able within the cooling off to undertake due diligence?**
- 9. No Stamp duty for First Home Buyers**
- 10. Stamp duty relief for persons over 70 to encourage downsizing.**
- 11. Abolish Land Tax Aggregation (Multiple Holding Land Tax)**
- 12. Entry level wage for newly licensed adult sales consultants less than one year's previous Real Estate sales experience, a wage equivalent to 60% of the experienced sales persons minimum wage.**

Please come along to *Meet the Board* and bring colleagues, staff and non-members. By encouraging membership, we can strengthen our mandate to lobby the South Australian Government for legislative changes affecting Real Estate, General, and Livestock sales and auctions. [See Brochure](#)

Never Miss an Auction with Society Auctioneers!



SOCIETY'S UPCOMING AUCTIONS APP

- ✓ Gauge the Market
- ✓ Search with Ease
- ✓ Instant Update

Download the App Today.



GOLDEN GAVEL LIVE 2026



Senior Real Estate, General & Livestock:

- You will be judged in the field by doing a live real Auction by live streaming and uploading your Auctions to the Society's Golden Gavel Live event on the Society's [Facebook page](#).
- You will need to nominate to enter and pay the appropriate nomination fees prior to performing or no later than 28th February 2026.
- Auctions to be judged must be performed between 1st May 2025 and 30th April 2026.
- Candidates for Senior Real Estate, General and Livestock will submit a live Facebook feed from a smartphone which is streamed live onto the Society's Facebook event - One camera only, no editing - we suggest you film in landscape on a tripod as this gets a better video quality for viewing and judges.
- You can upload as many auctions as you like provided they meet the terms and conditions of the competition and they are also visible on the Society's 'Upcoming Auctions' app. The last auction uploaded will be the one judged unless prior to the closing date, you advise us which Auction you would like judged.

When choosing which Auction to be judged, don't be impressed by the sale price, submit your best performance as it will be your Auction that will be judged - not how far above reserve.



General & Livestock

- General & Livestock Auctioneers are to submit the opening terms & conditions and at least 10 minutes of selling from any part of the auction but each segment must be continuous and unedited.
- Your Auction must appear on the Society Upcoming Auction App.

Rising Stars

- Rising Stars will perform at a designated location and will be judged on-site.
- The Rising Stars will perform by auctioning a property from a brochure and details supplied.
- To be eligible, you must have performed no more than 25 Real Estate Auctions in the field prior to the 28th of February 2026 and you have not won this award previously.
- Rising Star Heats will be held on Wednesday 13th May 2026, and nominations for Rising Star must be in by 28th February 2026.
- The subject property will be provided to you prior to the event to allow for preparation.

Real Estate

Highest Price Sales at Auction

- Country Auctioneer
- Residential Auctioneer
- Commercial and Industrial Auctioneer

General

General Auctioneers Highest Price Sales at Auction.

REGISTER NOW



UPCOMING EVENTS

WED & THU
04/2 12/2

2-Day Auctioneers Workshop
with Brett Roenfeldt



WED & THU
17/2 18/2

Society Board Country Road Show
with Society Board



THU
19/02

Structuring for Profit
with Wayne Johnson



THU
19/03

Legislation and Best Practice Update
with Chris Gill



WED
17/06

**Southeast Regional Real Estate
Practice Compliance**
with Chris Gill





2 – DAY AUCTIONEERS LICENSE WORKSHOP

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



DAY 1

WEDNESDAY

04 FEB, 2026

08:30AM – 5PM



DAY 2

THURSDAY

12 FEB, 2026

08:30AM – 5PM



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

[**View Full Details**](#)

SOCIETY BOARD COUNTRY ROAD SHOW

📍 Barossa

📍 Clare

📍 Port Lincoln



Tuesday 17th February

Barossa 8:00 am



Four Season of Nosh (Upstairs)
32A Murray Street, TANUNDA SA 5232

Clare 11:00 am



Sevenhill Hotel
Main North Road, SEVENHILL SA 5453

Tuesday 18th February

Port Lincoln 8am



Port Lincoln Hotel
1 Lincoln Hwy, PORT LINCOLN SA 5606

Discussion Topics:

- Legislation
- Pricing
- Sales Agency Agreements to 120 Days
- Caveat for unpaid authorised expenses
- Land Tax Aggregation
- Entry Level wage for Adult Trainees
- Stamp Duty Relief for Seniors Downsizing
- High Profile Golden Gavel for Real Estate, General & Livestock
- Auction Marketers
- Metropolitan & Regional Awards

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STRUCTURING FOR PROFIT

WITH WAYNE JOHNSON



DATE

February 19, 2026



TIME

8:30AM for 9AM – 11:00AM



VENUE

Arkaba Hotel
150 Glen Osmond Road,
FULLARTON

The '**Structuring For Profit**' Workshop will examine the unique financial structure of the Real Estate agency business, the critical measures (particularly the margin of gross profit) and how to examine the current profit status of your business and to design a more robust structure.

LEARN HOW TO:

- Calculate the thresholds for costs and commissions to breakeven
- Calculate activity necessary to maintain breakeven point – client contacts, listing opportunities, listings, sales
- Set targets & forecasts based on your average commission
- Shows what you need to do to make a profit & to be successful
- Look at a typical scenario analysis
- Desk cost per sales person
- Break-even point for sales
- Look at strategies to improve the bottom line
- Determine what commission rate you should walk away from
- Change your existing model to your advantage
- Discover the break-even point for each transaction

[View Full Details](#)

LEGISLATION AND BEST PRACTICE UPDATE

WITH CHRIS GILL

Q&A Session!

Contract, Sales Agency and Form 1



THURSDAY

19 March, 2025
8:30am for 9am -
12:00pm



Arkaba Hotel

150 Glen Osmond
Rd, Fullarton SA 5063

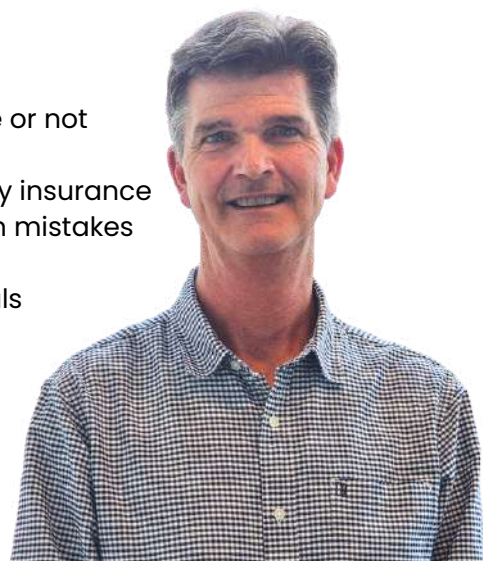
- Ensure your office fully complies with the legislation in all aspects of agency and pricing.
- Society Trainer Chris Gill will chair the Q+A Session in an interactive format as there is still a misunderstanding as to what is required under the new Legislation.
- Chris is the foremost authority on Form 1's and Contract and Agency issues and contact with Consumer and Business Services and other Government Departments regarding the challenges and impact on Agents.
- Sales Agency and associated issues
- Subsequent and extended agencies
- Vendor and Agent pricing in reference to what to put in the Agency Agreement
- Price Guides
- Clarify market confusion regarding legitimate price disclosure and industry practices that may conflict with legislation
- Clarify exactly what needs to be provided to Vendors
- Challenges Agents are facing with the accuracy of Form 1's given the zoning changes under the recent Planning, Development and Infrastructure Act and further requirements regarding significant trees and flammable cladding.

Issues facing Agents

- Easements
- Tenancies
- Form 1 to re-serve or not
- Asbestos
- Building indemnity insurance
- Pitfalls & common mistakes
- EPA
- Planning Approvals

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

[View Full Details](#)



SOUTHEAST REAL ESTATE PRACTICE COMPLIANCE

WITH CHRIS GILL



- Q&A on any aspects of Real Estate Practice including 24G, Sales Agency, Contracts, Serving Form 1's, Cooling off, EPA, etc.
- Form 1 preparation and certification even if you don't prepare your Form 1's, you need to understand it.
- Pitfalls and current issues causing concern.
- Sales Agency and associated issues.
- Subsequent and extended agencies.
- Vendor and Agent pricing in reference to what to put in the Agency Agreement.
- Compliant dialogue in reference to pricing and advertising.
- Price Guides given verbally at open inspections and over the phone.
- Clarify market confusion regarding legitimate price disclosure and industry practices which may conflict with legislation.
- Comparable Sales Versus Recent Sales (in the context of misrepresentation)
- Clarify exactly what needs to be provided to Vendors

Who should attend:

Agents, Sales, Consultants and Support Staff



17 June, 2026



9:00am – 11:30am



**Chardonnay Lodge
15006 Riddoch Highway,
COONAWARA SA 5263**

**Ensure your office fully complies
with all aspects of the legislation**

[**View Full Details**](#)



CHRISTMAS DRINKS 2025

Every year at this time we celebrate Christmas with the annual Society Christmas Drinks, this year at the Cremorne Hotel Unley on Thursday 11th December.

Sponsors, Members Colleagues & Guests all celebrated with cold beer, fine wine and oysters, and all the usual Christmas treats. We all congratulated ourselves in surviving yet another year and we all look forward as to what 2026 has in store for us.

We commence next year with a Compliance and Legal Update with Chris Gill, Structuring for Profit in 2026 presented by Wayne Johnson, our 2-day Real Estate License Workshop with Brett Roenfeldt and a Country Road Show to Tanunda in the Barossa, Clare & Port Lincoln organised by Board Member Paul Kilby.

Best wishes for 2026 to Everyone, from all of us at the Society of Auctioneers & Appraisers (SA) Inc.



SOCIETY AUCTIONEERS

Meet the Auctioneers Listing on the Society's Upcoming Auctions App



Troy Tyndall



John Morris



Brett Roenfeldt



Bronte Manuel



Michael Fenn



Geoff Schell



Jonathon Moore



John Raptis



Vincent Doran



Hamish Mill



James Wardle



Glenn McMillan



Marc du Plessis



Mark Griffin



Peter Economou



James Pedlar

SOCIETY AUCTIONEERS

Meet the Auctioneers Listing on the Society's Upcoming Auctions App



Enrique Bisbal



Paul Kilby



Paul Arnold



Jarrod Tagni



Michael Cavuoto



Simon Tanner



Matt Smith



Anthony DeMarco



Vincent Wang



Andy Edwards



Sharon Gray



John Young



AJ Colman



Brett Pilgrim

SOCIETY'S AUCTIONS

Properties sold at the Society's auctions, shared by our members, highlighting a variety of residential, commercial, and distinctive lots.



LOCKLEYS
56 White Avenue
SOLD for \$1,660,000

Agent: Crawford Doran
Auctioneer: Vincent Doran



TUSMORE
419 Greenhill Rd
SOLD for \$1,925,000

Agent: Carter Partners
Auctioneer: Jonathon Moore



MELROSE
'Denham' 398 Bishop Road
SOLD for \$3,400,000

Agent: Ray White Rural SA
Auctioneer: Geoff Schell



SEATON
16 Rositano Avenue
SOLD for \$1,481,000

Agent: First National Burton Groves
Auctioneer: Jarrod Tagni



TRINITY GARDENS
33 Aveland Avenue
SOLD for \$1,760,000

Agent: LJ Hooker Adelaide Metro
Auctioneer: Troy Tyndall



WEST BEACH
35 Miami Avenue
SOLD for \$1,480,000

Agent: Eclipse Real Estate
Auctioneer: Brett Roenfeldt



PARAFIELD GARDENS
44 Lamorna Parade
SOLD for \$965,500

Agent: Ray White Salisbury
Auctioneer: John Morris



FINDON
33 Balcombe Avenue
SOLD for \$859,000

Agent: Toop+Toop
Auctioneer: Bronte Manuel



MODBURY
2 Grove Street
SOLD for \$1,250,000

Agent: DB Philpott Real Estate
Auctioneer: Jonathon Moore



VISTA
2 Glen Crescent
SOLD for \$845,000

Agent: LJ Hooker Property Specialists
Auctioneer: Michael Fenn

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
ADELAIDE	20 Oakley St	Monday, 15/12/2025	Ray White Norwood	John Morris	\$875,000
ADELAIDE	20A Charlotte Pl	Friday, 05/12/2025	Ray White Kensington	John Morris	\$990,000
ADELAIDE	224 Frome St	Friday, 05/12/2025	Ray White Adelaide City	John Morris	Sold Prior
ALBERT PARK	1074 Old Port Rd	Friday, 12/12/2025	Commercial SA	Jonathon Moore	\$1,225,000
ANDREWS FARM	28 Telowie Wy	Saturday, 06/12/2025	Ray White Para Hills	John Morris	Sold Prior
ANGLE PARK	4 Suffolk Street	Saturday, 06/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
BLAIR ATHOL	32 Marmion Ave	Saturday, 20/12/2025	DB Philpott Real Estate	Jonathon Moore	\$1,505,000
BLAIR ATHOL	5 Robert St	Friday, 19/12/2025	Ray White Prospect	John Morris	\$933,000
BROADVIEW	1/35a Hepburn St	Saturday, 20/12/2025	DB Philpott Real Estate	Jonathon Moore	\$900,000
BROADVIEW	9 McCann Ct	Saturday, 20/12/2025	Ray White Para Hills	John Morris	\$825,000
BROOKLYN PARK	8 Drummond Street	Monday, 08/12/2025	Scott Murphy Real Estate	Brett Roenfeldt	\$880,000
COWANDILLA	30 Spencer Street	Saturday, 13/12/2025	Peter Ravese Real Estate	Brett Roenfeldt	\$940,000
CHRISTIES BEACH	75 Dyson Rd	Sunday, 07/12/2025	Ray White Seacliff	John Morris	\$772,000
CLEARVIEW	18 Windsor Ave	Saturday, 06/12/2025	RMC Real Estate	Jonathon Moore	\$992,000
CLEARVIEW	61 Browning Street	Saturday, 06/12/2025	Toop&Toop	Bronte Manuel	Sold Prior
COLLEGE PARK	1 Magdalen Street	Saturday, 13/12/2025	Toop&Toop	Bronte Manuel	Sold Prior
COLLINSWOOD	8 Howard St	Saturday, 13/12/2025	DB Philpott Real Estate	Jonathon Moore	\$1,966,000
COLLINSWOOD	12 Howard St	Monday, 22/12/2025	Ray White Prospect	John Morris	\$895,000
COWANDILLA	30 Spencer Street	Saturday, 13/12/2025	Peter Ravese Real Estate	Brett Roenfeldt	\$940,000
CRAIGMORE	1 Jacaranda Dr	Saturday, 13/12/2025	Ray White Salisbury	John Morris	\$703,000
CRAIGMORE	49 Perre Drive	Saturday, 13/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
DAVOREN PARK	54 Bristol Cres	Friday, 05/12/2025	Ray White Para Hills	John Morris	\$770,000
DAVOREN PARK	13 Stocklinch Cres	Tuesday, 02/12/2025	Stadium Real Estate	John Morris	Sold Prior
DEVON PARK	12 Branston Avenue	Sunday, 07/12/2025	Crawford Doran	Vincent Doran	Sold Prior
EDWARDSTOWN	15-17 Arabrie Avenue	Friday, 19/12/2025	Harcourts Matthews	Jarrold Tagni	\$3,905,000
ELIZABETH EAST	28C Benham St	Saturday, 20/12/2025	Ray White Para Hills	John Morris	Sold Prior
ELIZABETH EAST	9 Waldron Street	Friday, 05/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
ELIZABETH NORTH	48 Minchington Road	Saturday, 13/12/2025	Eclipse Real Estate	Brett Roenfeldt	\$566,000
ELIZABETH VALE	19a Siddall Road	Saturday, 13/12/2025	A One Real Estate	Jarrold Tagni	Sold Prior
ENFIELD	281-283 Main North Road	Wednesday, 17/12/2025	LJ Hooker Commercial Adelaide	Troy Tyndall	P.N.D.
ENFIELD	12 Sattler Terrace	Tuesday, 16/12/2025	Ray White Prospect	John Morris	\$900,500
ENFIELD	10 Gurney Terrace	Wednesday, 10/12/2025	Ray White Prospect	John Morris	\$1,091,000
ENFIELD	35 Jackson Terrace	Saturday, 06/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
ENFIELD	8 Turnbull Rd	Friday, 05/12/2025	Noakes Nickolas	John Morris	\$695,000
ETHELTON	31 Carlisle St	Wednesday, 17/12/2025	Ray White Semaphore	John Morris	\$985,000
FAIRVIEW PARK	68 Littler Drive	Sunday, 14/12/2025	Estate Property & Developments	Brett Roenfeldt	Sold Prior
FINDON	33 Balcombe Avenue	Saturday, 13/12/2025	Toop&Toop	Bronte Manuel	\$859,000
FLINDERS PARK	12 Catherine Ave	Sunday, 14/12/2025	Ray White Henley Beach	Jonathon Moore	\$1,570,000
GLANDORE	40 Nottinham Cres	Saturday, 20/12/2025	Bronlea Real Estate	Jonathon Moore	\$1,060,000
GLANDORE	14A Naldera Street	Sunday, 07/12/2025	Crawford Doran	Vincent Doran	\$835,000
GLANVILLE	2/5 Graham St	Monday, 01/12/2025	Ray White Semaphore	John Morris	\$717,000
GLENSIDE	10 Mulberry Road	Thursday, 11/12/2025	Pilgrim RE	Brett Pilgrim	Sold Prior

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
GOLDEN GROVE	8 Ashbrook Rise	Saturday, 06/12/2025	Ray White Prospect	John Morris	\$781,500
GREENACRES	24 Manoora St	Friday, 19/12/2025	Ray White Prospect	John Morris	\$920,000
GREENACRES	8 Craig St	Thursday, 11/12/2025	Ray White Prospect	John Morris	\$1,260,000
GREENWITH	21 Nepolean Way	Sunday, 21/12/2025	Century 21 Beachside and Lakes	Brett Roenfeldt	Sold Prior
HALLETT COVE	36 Lerunna Avenue	Thursday, 04/12/2025	Century 21 Khan Realty Hallett Cove	Jarrold Tagni	\$960,500
HENLEY BEACH	13 Wright St	Sunday, 21/12/2025	Ray White Henley Beach	Jonathon Moore	\$2,800,000
HENLEY BEACH SOUTH	Unit 4/316 Seaview Road	Thursday, 11/12/2025	Real Estate Management Company - RMC Real Estate	Brett Roenfeldt	\$845,000
HILLBANK	29 Brooker Drive	Sunday, 14/12/2025	Crawford Doran	Vincent Doran	\$751,000
HOLDEN HILL	29 The Driveway	Sunday, 21/12/2025	Ray White Prospect	John Morris	\$965,000
HOLDEN HILL	44A Valiant Rd	Wednesday, 10/12/2025	Ray White Salisbury	John Morris	\$945,500
HOLDEN HILL	44 Valiant Rd	Wednesday, 10/12/2025	Ray White Salisbury	John Morris	\$940,000
KENT TOWN	6/104 King William Street	Saturday, 13/12/2025	Toop&Toop	Bronte Manuel	Sold Prior
KIDMAN PARK	23 Browning Avenue	Saturday, 06/12/2025	Meier Paul Real Estate	Brett Roenfeldt	\$1,425,000
KILBURN	11 Bundarra Avenue	Saturday, 20/12/2025	Crawford Doran	Vincent Doran	Sold Prior
KILBURN	27 Galway St	Wednesday, 03/12/2025	Ray White Prospect	John Morris	\$1,351,000
LIGHTSVIEW	54 Africaine Ave	Saturday, 20/12/2025	Toop&Toop	Bronte Manuel	P.N.D
LIGHTSVIEW	1 Kurraka St	Friday, 19/12/2025	Noakes Nickolas	John Morris	\$795,000
LIGHTSVIEW	8 Hunt St	Saturday, 06/12/2025	Noakes Nickolas	John Morris	\$1,180,000
LINDEN PARK	12/486 Portrush Rd	Saturday, 13/12/2025	Toop&Toop	Glenn McMillan	Sold Prior

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
LITTLEHAMPTON	1 & 2 / 37 Princes Highway	Friday, 12/12/2025	LJ Hooker Commercial Adelaide	Troy Tyndall	P.N.D.
LOCKLEYS	564 Sir Donald Bradman Drive	Saturday, 20/12/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,200,000
LOCKLEYS	45 Main Street	Sunday, 07/12/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,494,000
LOCKLEYS	56 White Avenue	Sunday, 07/12/2025	Crawford Doran	Vincent Doran	\$1,660,000
LOCKLEYS	36A Douglas Street	Saturday, 06/12/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$1,180,000
LOCKLEYS	14 Moresby St	Saturday, 06/12/2025	Ray White Henley Beach	Jonathon Moore	\$1,210,000
MANSFIELD PARK	18 Ely Street	Saturday, 13/12/2025	LJ Hooker Flinders Park	Brett Roenfeldt	\$817,500
MANSFIELD PARK	41 Fleming Cres	Thursday, 11/12/2025	Ray White Prospect	John Morris	\$745,000
MAWSON LAKES	6 Pine Court	Saturday, 06/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
MCLAREN VALE	265 Main Rd	Friday, 19/12/2025	Commercial SA	Jonathon Moore	\$980,000
MELROSE	'Denham' 398 Bishop Road	Thursday, 04/12/2025	Ray White Rural SA	Geoff Schell	\$3,400,000
MODBURY	19 Meadowvale Rd	Saturday, 20/12/2025	RMC Real Estate	Jonathon Moore	\$1,300,000
MODBURY	34 Pompoota Road	Saturday, 06/12/2025	SA Homes and Acreage Property	Brett Roenfeldt	Sold Prior
MODBURY	2 Grove st	Saturday, 06/12/2025	DB Philpott Real Estate	Jonathon Moore	\$1,250,000
MODBURY NORTH	11 Kankanya St	Saturday, 20/12/2025	Ray White Prospect	John Morris	\$873,000
NETLEY	8 Penbroke Ave	Saturday, 13/12/2025	Ray White Henley Beach	Jonathon Moore	\$1,350,000
NORTH ADELAIDE	164 O'Connell St	Wednesday, 17/12/2025	Commercial SA	Jonathon Moore	\$4,100,000
NORTH HAVEN	3 Sir Keith Smith Dr	Wednesday, 17/12/2025	Ray White Semaphore	John Morris	\$983,000
NORTH HAVEN	12 Fotheringham Road	Sunday, 14/12/2025	Crawford Doran	Vincent Doran	Sold Prior
NORTH HAVEN	39 Aurelia Drive	Sunday, 14/12/2025	Crawford Doran	Vincent Doran	\$937,000

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
OLD REYNELLA	231 Ols South Rd	Thursday, 11/12/2025	Commercial SA	Jonathon Moore	\$1,810,000
OSBORNE	505 Victoria Rd	Saturday, 20/12/2025	Ray White Port Adelaide	John Morris	Sold Prior
OVINGHAM	33 Torens Road	Saturday, 06/12/2025	Crawford Doran	Vincent Doran	Sold Prior
PARA HILLS WEST	14B Hugh Ave	Saturday, 13/12/2025	Ray White Para Hills	John Morris	\$905,000
PARA VISTA	40 Volare Ave	Sunday, 07/12/2025	eXp Realty	John Morris	Sold Prior
PARA VISTA	34 Kildonan Ave	Saturday, 06/12/2025	Ray White Para Hills	John Morris	\$907,000
PARAFIELD GARDENS	114 The Blvd	Saturday, 20/12/2025	Ray White Prospect	John Morris	\$896,500
PARAFIELD GARDENS	50 Mahogany Cct	Friday, 19/12/2025	Ray White Para Hills	John Morris	\$1,000,000
PARAFIELD GARDENS	2 Denver Dr	Saturday, 13/12/2025	Ray White Mawson Lakes	John Morris	\$875,000
PARAFIELD GARDENS	10 Hahn Ct	Saturday, 13/12/2025	Ray White Salisbury	John Morris	\$1,140,000
PARAFIELD GARDENS	44 Lamorna Pde	Saturday, 06/12/2025	Ray White Salisbury	John Morris	\$965,500
PARAFIELD GARDENS	46 Lamorna Pde	Saturday, 06/12/2025	Ray White Salisbury	John Morris	\$950,000
PARAFIELD GARDENS	38 Lantana Dr	Monday, 22/12/2025	Ray White Salisbury	John Morris	\$850,000
PARALOWIE	5/14 Vera St	Saturday, 20/12/2025	Ray White Salisbury	John Morris	\$435,000
PARALOWIE	5 Corella Ct	Tuesday, 16/12/2025	Ray White Salisbury	John Morris	\$845,000
PARALOWIE	42 Louisa Rd	Friday, 12/12/2025	Ray White Salisbury	John Morris	\$750,000
PLYMPTON PARK	26 Acacia Street	Saturday, 13/12/2025	Crawford Doran	Vincent Doran	\$1,040,000
POORAKA	25 Curbur Avenue	Saturday, 13/12/2025	Professionals Adelaide City	Brett Roenfeldt	\$964,000
POORAKA	70 Research Road	Thursday, 11/12/2025	Rino Pancione & Mark Tettis	Troy Tyndall	P.N.D.
PROSPECT	9 Willcox Ave	Saturday, 13/12/2025	Ray White Prospect	John Morris	\$1,835,000
PROSPECT	36 Alabama Ave	Monday, 01/12/2025	Ray White Prospect	John Morris	\$1,209,000
RIDLEYTON	68 Blight St	Saturday, 13/12/2025	Ray White Prospect	John Morris	\$1,206,000

AUCTION RESULTS

Suburb	Address	Date	Agent	Auctioneer	Sold Price
SALISBURY	47 Goodall Crescent	Wednesday, 03/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
SALISBURY DOWNS	102 Amsterdam Cres	Saturday, 06/12/2025	Ray White Prospect	John Morris	\$755,000
SALISBURY NORTH	15 Hyde St	Saturday, 20/12/2025	Ray White Salisbury	John Morris	\$674,000
SALISBURY NORTH	8 Walana Ave	Thursday, 11/12/2025	Ray White Salisbury	John Morris	\$711,000
SALISBURY NORTH	32 Edith Rd	Tuesday, 02/12/2025	Ray White Norwood	John Morris	\$782,000
SEATON	16 Rositano Avenue	Saturday, 06/12/2025	First National Burton Groves	Jarrold Tagni	\$1,481,000
THEBARTON	35 Maria Street	Saturday, 13/12/2025	Toop&Toop	Bronte Manuel	\$1,255,000
THEBARTON	26 Light Terrace	Friday, 05/12/2025	Ray White Adelaide City	John Morris	\$2,253,000
TRINITY GARDENS	33 Aveland Avenue	Saturday, 06/12/2025	LJ Hooker Adelaide Metro	Troy Tyndall	\$1,760,000
TUSMORE	419 Greenhill Rd	Sunday, 07/12/2025	Carter Partners	Jonathon Moore	\$1,925,000
UNDERDALE	5 Hinton St	Saturday, 06/12/2025	Ray White Woodville	Jonathon Moore	\$1,605,000
VALLEY VIEW	253 Wright Rd	Thursday, 04/12/2025	Ray White Para Hills	John Morris	\$823,000
VISTA	2 Glen Crescent	Saturday, 13/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D
WEST BEACH	35 Miami Avenue	Saturday, 13/12/2025	Eclipse Real Estate	Brett Roenfeldt	\$1,480,000
WEST HINDMARSH	4/40 Young Avenue	Saturday, 13/12/2025	Crawford Doran	Vincent Doran	\$750,000
WEST LAKES	28 Marsden Street	Tuesday, 02/12/2025	Ray White Port Adelaide & Largs Bay	James Pedlar	P.N.D
WESTBOURNE PARK	9/5 Richmond Road	Saturday, 20/12/2025	All Adelaide City Edge	Brett Roenfeldt	\$675,000
WILLASTON	12 Barkley Crescent	Saturday, 13/12/2025	Barker Real Estate	Brett Roenfeldt	Sold Prior
WINDSOR GARDENS	7/13 Mclauchlan Rd	Saturday, 20/12/2025	Toop&Toop	Bronte Manuel	P.N.D.
WINDSOR GARDENS	20 Tindara Avenue	Saturday, 06/12/2025	All Adelaide City Edge	Brett Roenfeldt	\$1,134,000
WYNN VALE	8/10-11 Hopelands Ct	Saturday, 20/12/2025	Ray White Salisbury	John Morris	\$693,500
WYNN VALE	4 Birchwood Court	Saturday, 13/12/2025	LJ Hooker Property Specialists	Michael Fenn	P.N.D

DECEMBER 2025

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Our Story

Two sisters from a farming family of five children, spent their weekends and school holidays rolling out dripper lines with Dad over the flats of Coonawarra before it was the rows and rows of vineyard we see today.

Where are we?

We are in southern Wrattonbully, in South Australia, midway on the inland route between Melbourne and Adelaide, on elevated tablelands, somewhat off the beaten track where we can focus on the business of growing premium wine grapes without distraction.



Our approach to our vineyard is much the same as raising our children; provide a sustainable, healthy, nurturing environment and don't interfere too much!



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PerspectiveMedia

About Us

Video is the most powerful marketing tool a business can have. Perspective Media specialise 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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Chris Gill

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.



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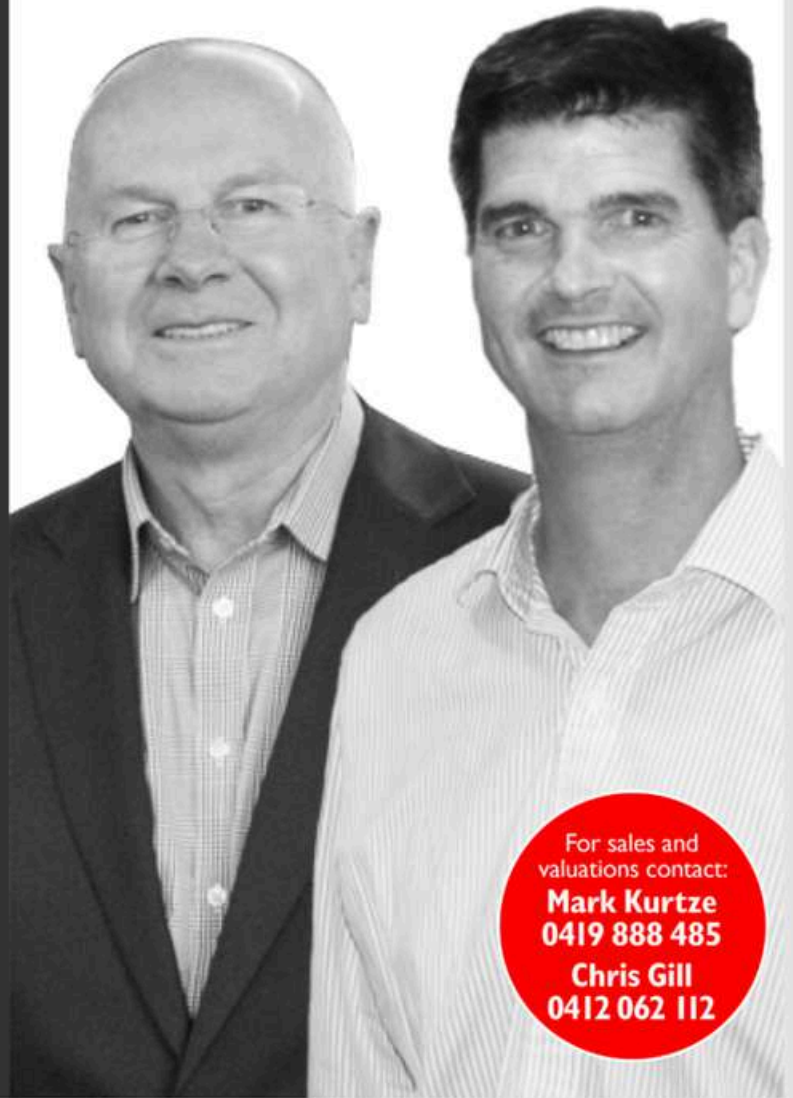
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The 21 Advantages of using Auction as Your Preferred Marketing Process



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.

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