

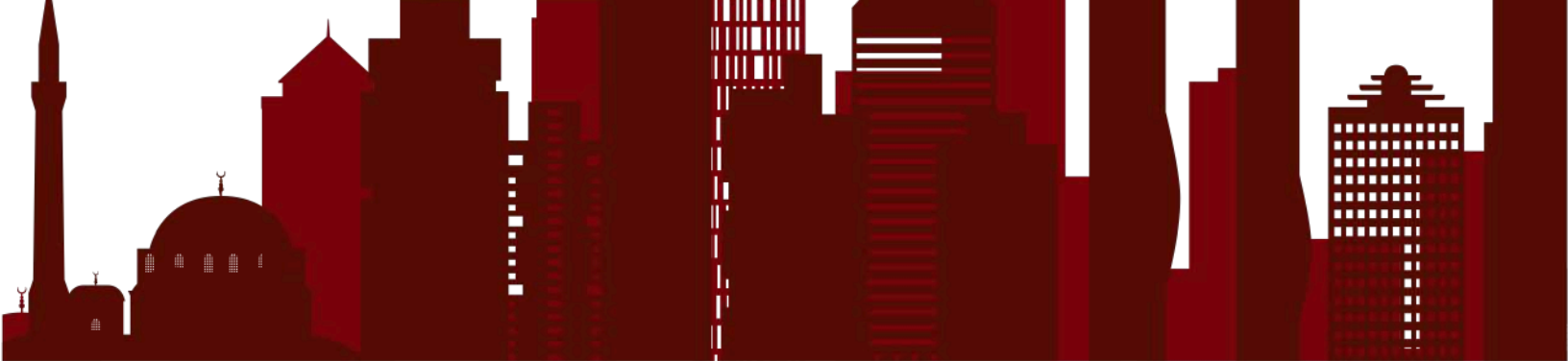
OCTOBER  
2026

# THE SOCIETY



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





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MEET

# SOCIETY BOARD

2026-2027



**Sharon Gray**  
Joint President



**Paul Henry**  
Joint President



**John Morris**  
Board Member



**Enrique Bisbal**  
Board Member



**Paul Kilby**  
Board Member



**Attilio Cavuoto**  
Board Member

# MEET SOCIETY BOARD

2026-2027



**Sharon Gray**  
Joint President

Sharon Gray is a second-generation real estate professional and one of South Australia's practicing female auctioneers. She began her career in her father's business almost 20 years ago and has built her career around a straight-talking, fair and people-focused approach.

Sharon was the first female President of the Society of Auctioneers and Appraisers Inc. and is passionate about supporting the auctioneering and real estate professions. A recent finalist in the Golden Gavel open auction competition, she continues to pursue excellence within her profession.

Outside of her professional commitments, Sharon is a strong supporter of her local community and has chaired the OC Community Committee since its inception in 2019. The committee has raised thousands of dollars for local charities, with four chosen charities benefiting each year.

Paul Henry is one of the real estate industry's most experienced and highly awarded practitioners. He began his career in land sales and subdivisions before becoming Principal of Prime Real Estate and later LJ Hooker Glenelg. He is now Director of Renting Adelaide and Paul Henry Auctions.

A proud Life Member and Patron of the Society. He previously served as President and is a five-time Golden Gavel Trustee and a Golden Gavel Winner in 2006. Twice representing REISA at the Australasian Auctioneering Championships. Paul has also served on the REISA Board as Vice President and Chair of the Auction Division, and was awarded the Sir Robert Torrens Award in 2007 and Life Membership in 2026.

Paul was also the International President for the LJ Hooker Auction Chapter, responsible for the growth of the auction culture across Australia and New Zealand, with more than 10,000 auctions and 600 offices.



**Paul Henry**  
Joint President

MEET

# SOCIETY BOARD

2026-2027



**John Morris**  
Board Member

John Morris is Chief Auctioneer for Ray White SA/NT and Founder and Director of The Auction Team. With a career spanning over 15 years, John has called more than 5,000 auctions across residential and commercial real estate and is one of South Australia's most experienced auctioneers.

A long-time member of the South Australian auction profession, John has been recognised with multiple Society of Auctioneers & Appraisers awards for auction volume. He is also passionate about mentoring the next generation of auctioneers, regularly providing coaching, training and industry insights to auctioneers and real estate professionals.

Having previously been involved with the Society, John is pleased to return as a Board Member and contribute to the continued development and professionalism of auctioneering in South Australia. He is passionate about education, professional standards and supporting the future of the profession.

Paul Kilby is Managing Director and Auctioneer at Kilby Stock & Station. Based in the Barossa Valley, he works extensively across regional South Australia, particularly throughout the Barossa and Light region and the Far West Coast.

Paul has 20 years' experience in livestock marketing, rural property sales and clearing sales. Returning to the Board of the Society of Auctioneers and Appraisers, he is passionate about supporting the auctioneering and agency professions while ensuring regional members have a strong voice within the Society.

Alongside his professional commitments, Paul operates a sheep property at Ceduna and with his wife Bek, is raising their four children all under nine years of age.



**Enrique Bisbal**  
Board Member

MEET

# SOCIETY BOARD

2026-2027



**Paul Kilby**  
Board Member

Enrique Bisbal is a passionate real estate professional and accomplished auctioneer, building his career around honesty, transparency and a strong commitment to client service. Known for his ability to connect with people, he brings energy and professionalism to every property campaign.

Enrique was awarded the Domain Golden Gavel Rising Star and named Under 27 Auctioneer of the Year in 2020, recognising his talent and contribution to the auctioneering profession. He is passionate about creating competition on auction day while delivering clear communication and informed market advice to his clients.

As he continues to develop his career, Enrique is committed to supporting the real estate and auctioneering professions and maintaining high standards of service. He takes a tailored approach to each campaign, with a focus on achieving strong outcomes and providing a positive experience for his clients.

Attilio Cavuoto is Principal of Ray White Flinders Park, located in Adelaide's western suburbs where he was born and raised. With more than 30 years of experience in real estate, Attilio has built his career on service, honesty, community involvement and strong relationships with his clients. He opened his own Ray White office in 2007, with his wife Debbie and son Michael also actively involved in the family business.

A highly respected member of the real estate profession, Attilio is a member of the Society of Auctioneers & Appraisers. He served two years on the Society's Board before being elected President in 2019. He is passionate about the industry and committed to maintaining high standards of service and professionalism.

Beyond real estate, Attilio has been involved with the Seaton Ramblers Football Club for more than 40 years, serving in several roles including Secretary and Manager for 26 years and President. Attilio believes real estate is about more than property transactions. It is about people, trust and community – values that continue to shape his professional career and involvement in the local community.



**Attilio Cavuoto**  
Board Member

# PRESIDENTS' REPORT

## 2026-2027



Sharon Gray and Paul Henry

The Society has a proud history of serving the specialist interests of auctioneers and appraisers in South Australia since it was incorporated in December 1981.

This history is well documented and recorded within our 40 year anniversary video and through ebook newsletters and on our website [auctioneers.com.au](http://auctioneers.com.au). Please have a look and read the amazing contribution so many members have made in making the Society what it is today.

One of our favorites is the Golden Gavel Schools Auction Idol Awards 2007. Seeing Mia Vassallo of St. Dominic's Priory College win the inaugural schools idol competition. Phil Harris just 26, winning the Golden Gavel award, working with Toop + Toop, LJ Hooker, taking Auctioneer Agency of the Year.

Matt Smith winning the Metro Novice (now Rising Star), Garry Topp inducted into the hall of fame and one of the Society's favourite son's Lindsay Warner, the trustee and innovator of the Schools Auction Idol. General Auctioneer Peter du Plessis recognised as ambassador for excellence in antique and fine art.

All of the above had a profound impact on those careers all thanks to the Society.

Attached is the 2007 journal for your enjoyment. [Click Here](#)

And now in 2026, for the very first time joint presidents, Sharon Gray and Paul Henry. In fact there have been 29 presidents since John Fereday lead us on this journey. There is no doubt no one envisaged the heights of the Society would achieve. The innovation and passion would lead us to the national stage. When one of our own real estate auctioneers and loyal members, Michael Brock, would take the title as Australasian Auctioneer Champion. A feat not repeated by any other SA auctioneers since.

## Presidents' Report – continued

Sharon and Paul are no strangers to the role. Sharon having served 3 terms in 2010–2012. Paul in 1997–1998. Both acknowledged for their incredible contribution with Life Membership and Paul as Patron. Having worked together on many Society events including The Golden Gavel Awards, they are well equipped to manage the change that is falling upon us.

A changing property market, legislation to disrupt the auction method of sale, generational change of how consumers buy and sell, and the impact of social media and AI that is reshaping the world.



The Society like many other small professional organisations has not been immune from generational and economic change. A declining membership, the loss of valuable income streams and competition from other professional bodies with national affiliations and resources, large independent agencies and franchise groups with access to training and everything else in-house.

Your Board together with our advisors will work tirelessly to achieve the same success we always have united for our profession as auctioneers and appraisers.

A new strategic plan is being developed with the added support from the Society's Board Advisors. Drawing upon those specialists with years of experience in their chosen field.



## Presidents' Report – continued

**We would like to announce our new board advisors for 2026/27**



**Jamie Codling**

Mason Gray Strange  
*General Auctioneer and  
Valuer*



**Chris Gill**

Form 1 Company  
*Conveyancers and Trainer*



**Leo Redden**

Formerly Landmark Redden  
*Livestock Auctioneer –  
Country Agency*



**Jarrod Tagni**

Harcourts Tagni  
*Franchise and Marketing*

And finally, please join us for the celebration and retirement of our CEO Garry Topp M.S.A.A Life . The 2 hours we have allocated seem hardly enough time to share the achievements, stories, and friendships he has made. It will be a night to remember as you will hear from “The man himself” and special guests.

Funny, memorable, entertaining. Be there on Wednesday, 28<sup>th</sup> October 5:30PM – 7:30PM in our private function room, the Highway Hotel, Anzac Highway, Plympton.



**Sharon Gray M.S.A.A (Life)**  
*President 2026/27*



**Paul Henry M.S.A.A Life, Patron**  
*President 2026/27*

# WHY BECOME A MEMBER?



Membership of an exclusive **body of Professionals with a vision to be vibrant, relevant and fun**

A Vision to **embrace the latest technology to enhance Members profile and expertise** through networking and training

**Formal personal recognition** of your expertise within the fields of Auction Marketer, Auctioneer or Appraiser

**Able to use the Society Logo**

Practising, Master, Fellow and Life Members **able to use initials MSAA signifying credentials and credibility**

**Bridging between Brands** with the goal of striving to raise professional standards of Members

**Targeted direct promotion of Members** to Professionals and Government Diverse Membership with specialties including: **Real Estate (Residential, Rural, Commercial & Industrial), Fine Art, Antiques, Plant & Machinery, Livestock, Aircraft, Vehicles, Vineyards, Wineries and many other varied categories**

High profile **GOLDEN GAVEL** Competition and Awards

**Upcoming Auctions Free App** search by Auctioneer, Agent, Suburb or Date and Time

**Networking and Communication opportunities** with other high profile Members and Sponsors

**Vibrant interactive website incorporating:**

- (a) Members Search with personal photo
- (b) Link to Members email, web and social media
- (c) Upcoming Auctions for Real Estate, General & Livestock
- (d) Monthly Results
- (e) Members Services and Products

**Promotion of Members** through latest technology utilising Social Networking with links to Facebook, LinkedIn and Instagram Latest technology eBook featuring Society Events, News and Updates

**High Profile Nationally Accredited Training with Head Trainer, Brett Roenfeldt FSAA (Life)** providing specialist training in Auctioneering, Marketing, Motivation, Success Strategies, Personal Profiling, Presentation Skills and Mentoring.

**Personalised contact with the CEO** and Office Administration for backup and support.

**Exclusive products and free Auction day material and listing collateral available online to Members.**

**We are at the forefront** of Legislative change and representation to Government.

**Iconic brand Sponsors** with benefits exclusive to Members Access to high achievers through our highly regarded "Breakfast of Champions" Series Associate Membership for students or persons who have under two years practical experience.

**Affiliate Membership** for like-minded professionals.

**Partnership with BusinessSA** for business advice, OHS, trainees and workplace relations (Society Members can join with 50% discount).





# 2026 SOUTH AUSTRALIAN MARKET REPORT



## **Dublin Lamb & Sheep Report 29 September 2026**

Agents yarded 8,400 lambs and 1,500 sheep, with overall numbers close to the previous sale. Quality ranged from fair to good, and spring lambs dominated the offering.

Trade and processor buyers, specialty butchers, feeders and restockers were all active. Prices reflected the softer trend across the eastern states as buyers adjusted after recent gains. Bendigo was reported up to \$25 per head lower on Monday.

Light new-season crossbred lambs sold from \$195 to \$220, while ideal store lambs made \$230 to \$245 per head. New-season heavy trade lambs returned \$260 to \$275, with the heaviest pens reaching \$280 to \$330.

Light new-season Merino lambs sold from \$185 to \$210, while trade weights made \$210 to \$245. Old trade lambs returned \$220 to \$230, heavyweights \$235 to \$250, and extreme heavyweights \$260 to \$295 per head.

Light mutton sold from \$120 to \$150, while trade weights made \$170 to \$190, with both categories remaining firm. Heavy sheep eased to \$220 to \$250 per head.

## Naracoorte Lamb & Sheep Report 29 September 2026

Lamb numbers lifted to 4,700 head, while the sheep yarding was steady at 1,327. Quality was generally good, with the better young lambs showing sound finish and maturity.

The market was mostly unchanged, although heavy trade lambs eased by up to \$10 per head in some cases. Feeders and restockers continued to compete for suitable lambs.

Medium and heavy trade lambs sold from \$230 to \$280 per head, while heavier lambs made \$282 to \$330. Merino lambs returned \$190 to \$253, averaging 980c/kg carcase weight.

Old lambs sold from \$177 to \$348, Dorper types made \$222 to \$273, and suitable feeder and restocker lambs returned \$216 to \$259. Lighter lambs sold from \$140 to \$214.

Light trade-weight young lambs reached \$236 per head, averaging 1,050c/kg carcase weight. Medium trade weights sold from \$230 to \$258, averaging 1,030c/kg. Heavy trade lambs made \$262 to \$280, averaging 1,040c/kg, while export weights returned \$282 to \$330, averaging 1,045c/kg. Hoggets sold to \$280 per head.

Sheep values generally eased by \$5 to \$15 per head. Light sheep sold from \$82 to \$162, medium weights from \$143 to \$188, while Merino mutton averaged 760c/kg carcase weight.

Heavy Merino ewes sold from \$191 to \$255 per head, averaging between 740c and 780c/kg carcase weight. Heavy crossbred ewes made \$192 to \$281, while rams sold to \$280 per head.

## Naracoorte Cattle Report 29 September 2026

Cattle numbers eased to 849 head, comprising 453 trade and young cattle, 361 cows, 33 grown bulls and 12 open-auction calves.

The regular buying group was active, with prices ranging from firm to slightly easier. Young cattle and grown steers eased by 5c to 15c/kg. Grown heifers improved by 10c to 15c/kg, although feeder prices were a few cents lower. Heavy cows strengthened by up to 10c/kg, while bulls fell by about 10c/kg.

Young cattle sold to the trade from 430c to 500c/kg, with feeders paying 445c to 495c/kg. Plainer cattle made 310c to 390c/kg.

Light and medium grown steers sold from 448c to 485c/kg, while heavier weights returned 450c to 468c/kg. Feeder steers made from 385c to 498c/kg.

Grown heifers sold from 400c to 485c/kg, with feeder prices ranging from 352c to 450c/kg.

Heavy three- and four-score cows sold from 388c to 418c/kg. Plainer cows made 328c to 395c/kg, lighter weights sold to 315c/kg, and restockers paid to 385c/kg.

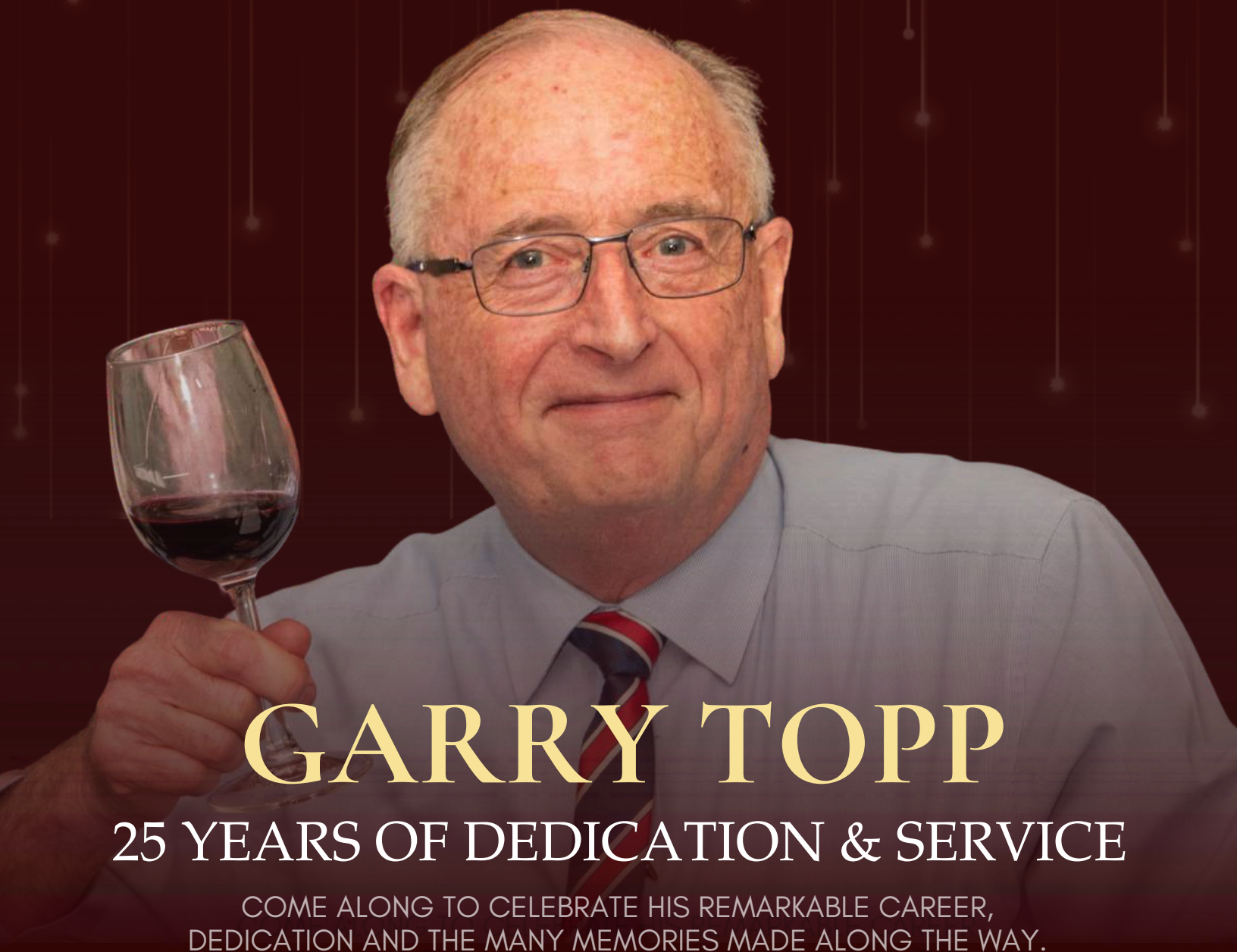
Heavy bulls sold from 380c to 440c/kg, while feeders paid 355c to 440c/kg for young bulls.

The regular buying group continues to underpin the market, although prices are beginning to ease after the recent strength. Quality, finish and suitability remain important, with feeders and restockers still active on the right cattle.



**Paul Kilby M.S.A.A**  
Board Country  
Representative

# RETIREMENT FAREWELL CELEBRATION



## GARRY TOPP

### 25 YEARS OF DEDICATION & SERVICE

COME ALONG TO CELEBRATE HIS REMARKABLE CAREER,  
DEDICATION AND THE MANY MEMORIES MADE ALONG THE WAY.

28  
OCTOBER

5:30 PM - 7:30 PM  
THE HIGHWAY HOTEL  
*Private Function Room*  
*290 Anzac Hwy, Plympton SA*

Canapes and Drinks Included

RSVP to [admin@auctioneers.com.au](mailto:admin@auctioneers.com.au) by 20<sup>th</sup> October 2026

# UPCOMING EVENTS

†The Form 1 Company™

SOCIETY

# GOLF

# CLASSIC 2026

REGISTRATION

# \$150

EACH

GOLF, ON-COURSE DRINKS AND  
SNACKS, BARBECUE LUNCH  
AND SNACKS AFTER THE GAME  
AND PRIZES.



# 27 NOV 2026

## MOUNT OSMOND GOLF CLUB

### TIMELINE

11:30AM - LUNCH

12:30PM - TEE OFF

5:00PM - PRIZES AND AWARDS

TEAMS OF 4 PLAYERS

AMBROSE WITH SHOTGUN START

Only 15 minutes from the centre of CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round. Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

**Golf Cart: \$60**

[View Full Details](#)

# BEYOND THE APPRAISAL:

## PETER PANAGARIS

54 Years in the Automotive Trade



### THE PROFESSIONAL

**Age:** 73

**Occupation:** Automotive Appraiser,  
Licensed Vehicle Dealer

**Specialty:** Vintage Cars & Bikes,  
Classic, Modified & Street Rods.

### THE RARITIES

**Oldest Car Valued:**  
1901 Locomobile Steam  
Car

**Rarest Pedal Bike:**  
1875 Penny Farthing

**Rarest Car Valued:**  
1967 Toyota 2000 GT Coupe

**Rarest Motor Bike:**  
1935 Brough  
Superior

### THE APPRAISER

#### BEST THING ABOUT BEING AN APPRAISER

*Meeting some  
wonderful people and  
seeing some incredible  
cars and motor bikes.*

#### WORST THING ABOUT BEING AN APPRAISER

*Meeting vulnerable people who  
are going through a separation  
and having to sell their most  
treasured automotive  
possessions.*

#### PET HATE

*Arriving to do a valuation with  
house carpet rolled up on the  
roof of the car and house  
hold contents and lawn  
mower stacked against the  
vehicle on all sides.*

### THE PERSON BEHIND THE APPRAISER

**Favourite Food:** Greek & Italian and anything else that I haven't cooked.

**Most Memorable Event:** The birth of my 2 daughters and winning my first race at Speedway Park.

**I'm Really Bad At:** Relaxing and taking advice.

**Worst Thing I Ever Did:** Too numerous to mention (hosting Karaoke, I think).

**What Are Your Plans For The Future?:** Not to grow any older.

**Who Are Your Best Friends?:** The ones that don't owe me any money.

*"Live life to the fullest with respect, love, peace, and harmony".*

*— Peter Panagaris*

# SOCIETY ANNUAL GENERAL MEETING



## CEO REPORT

The Society is unique in that it is the only professional body in the world that represents all categories of Auctioneers & Appraisers under the same umbrella with the common goal of striving for excellence.

In 2026 we are in our 45th year!

Our vision statement is to develop and enhance the professional standards of members through training, technology, innovation and representation.

The Society provides a high standard of service to members with Nationally Accredited Training, Social Events, Golden Gavel Competition, Legal Updates, and Advice on Contract issues, Complaint resolution and representation and provides a suite of marketing collateral for Agents and Auctioneers.

### **The Year 2025/2026:**

Our Agents and Auctioneers under the Pump Workshop has proved popular where we answer all the difficult questions Agents and Auctioneers could get at an open inspection. We acknowledge Brett Roenfeldt and Chris Gill who convene these workshops for us.

The questions grow as we become aware of things that happen – we now have over 56 questions and have developed best practice suggested answers. Every issue tabled actually happened.

I'd like to acknowledge Chris Gill as Society Trainer who has worked in the industry for 26 years, co-wrote the Society's Real Estate Computerised Documentation in 1995, plus has an intricate knowledge of the legislation, agency practice and form 1 preparation.

Chris Gill trains on Legislation, Contract and Agency, Compliance, Pricing and Form 1 conducted in Adelaide, South East, Riverland, Port Lincoln and Clare. Members love Chris's practical approach to Training and the new Q&A Format where questions are handled as the issue arises not at the end of the session where the relevance has dissipated.



Chris's further commitment to the Society is evident where he sponsors the Society Golf Classic up to the tune of \$5,000 every year, plus The Form 1 Company is an official Sponsor of the Society. Last year at Mt Osmond we had 48 players.

Paul Richards Harris Real Estate Mt Barker won, DB Philpott second and Ray White Mawson Lakes 3<sup>rd</sup>.

Chris Gill will sponsor the Golf Classic again this year. The Golf Classic will be held on Friday 27<sup>th</sup> November at the Mount Osmond Golf Club.

Brett Roenfeldt conducts our 2 Day Real Estate Auction Workshop and Auctioneers under the pump workshop. We acknowledge and thank Brett Roenfeldt for his imparting his immense knowledge of Auctions to especially our younger members wanting to make a career as an Auctioneer.

These are held in conjunction with Academic Pavilion Registered Training Organisation.

Brett is a Licensed R.T.O. Trainer.

In August we held a 2 Day Real Estate workshop with 4 delegates. One of the 4 went on to win the Golden Gavel Rising Star, Crispian Fielke.

We held a Presidents and Life Members Lunch and Society Christmas Drinks in December.

In April 2026, we held a seminar, Legislation and Best Practice Update and new AML and CTF (Anti-Money Laundering and Counter Terrorism Financing workshop) chaired by Chris Gill and Natalie Skinner from Livesign to prepare members for new legislation from 1st of July.

We followed up with a series of webinars mainly for Country members.

To the Sponsors.

We acknowledge Key Sponsors, Bowden Group, Read Brothers Signs, and also supporters, The Form 1 Company, du Plessis Auction Gallery, providing prize money to the Golden Gavel General Competition and Cowden Insurance Brokers for their continued support. Other sponsors include Eight at the Gate Wines & Academic Pavilion RTO.

Office Administration:

Stella Enriquez has been in the role since July 2022.

Stella's work ethic is superb and she is pleasure to work with.

**Membership** Last year we had 274 Members at the end of June. This year the number was 224.

Right now, we have 59 members over 20 years, 54 more than 10 years, 100 plus 10 years and under.

Our 20 page booklet guide for Agents on 'How To' list and run a successful Real Estate Auction Campaign.

It is a guide for Private Treaty Agents who do the odd Auction – do it the Private Treaty way and it doesn't work!





So this is a comprehensive guide from listing, to open inspections, to auction with scripts, dialogues, checklists, marketing tips, it covers every aspect of Auction from beginning to end.

It has been very well received and has been used in Agents Sales Meetings and for Training.

We have recently added sections on Commercial and Industrial and Rural.

21 Advantages of Auction has stood the test of time and is still as relevant as ever.

For General Auctioneers, they can now upload pictures in the Upcoming auction on the web – our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

My thanks also for the opportunity of working with the 2025/2026 Board.

Board Members:

**President – Marc du Plessis**

**Vice President – Troy Tyndall**

**Paul Kilby**

**Attilio Cavuoto**

**Enrique Bisbal**

The goodwill, generosity and spirit are active & well!!

**I will retire after 25 years at the end of 2026.**

**I am proud to be part of what the Society has achieved over the last 45 years as Member, Board Member, President and now CEO/Secretary/Treasurer and soon to be retired member.**

**For a relatively small body, the Society has had some amazing achievements and punched way above our weight.**

**I wish the Society every success for whatever it undertakes in the future.**

- **In 1988 we held the first “What’s it’s worth Appraiser Day” at the Art Gallery** then held them at The Showgrounds, a marquee in Hindmarsh Square at Fernleigh Lodge and in the West Lakes Shopping Centre when we caused a traffic jam.
- We were instrumental in working with Messenger Newspapers to create and build their Real Estate section
- **Created the longest running Auction competition in the Southern Hemisphere**, known as the Golden Gavel, when Anthony Toop was president in 1993.
- **We have held the Golden Gavel in marquees in Victoria Square, Hindmarsh Square**, Year of the Outback in a marquis at Adelaide Oval with a live Camel in the room, at the Adelaide Symphony Orchestra with a 21-piece live Orchestra playing as the guests arrived.
- **Held a 3-day Industry Expo in Victoria Square** promoted at the time on 5AD, The Advertiser and Sunday Mail. Organised by Patron of the Society, Paul Henry.
- **We created the Schools Auction Idol competition**, where school students conducted a Real Estate Auction and competed in a state-wide competition with points to their SACE Certificate, created by Society Life Member Lindsay Warner.
- **First in South Australia to release computerized Real Estate forms.** The first to translate our forms into mandarin for Chinese buyers.
- **We ran a Livestock competition as part of the Golden Gavel at Dublin** and Murray Bridge for sheep and cattle Auctioneers, from Elders, Landmark, and regional livestock members, created by Society Patron Paul Henry.
- **The Society is recognized internationally** with delegates attending our 2 Day Auction Academy run by Brett Roenfeldt from Beijing, New Zealand, Singapore, Hong Kong, Malaysia, France, and most states in Australia.
- The Society has been recognized internationally with **a delegation from the Supreme Court in Beijing in China.** They came to South Australia and met with the Society to learn more about the Auction process. They could have gone anywhere in the world; however they chose to take advice from the Society of Auctioneers and Appraisers SA (Inc.), here in South Australia.
- **We created the first Upcoming Auction App in Australia.**
- **Introduced Accreditation and Elite Accreditation** for Real Estate Auctioneers and Auction Marketers.
- **Held breakfast of champions with Director of Public Prosecutions Stephen Polaris, Foreign Affairs Minister Alexander Downer, Leader of the Liberal Party Isobel Redmond, member of the Legislative Council Hon. John Darley M.L.C. Speaker of the House Vincent Tarzia, special guests at events including Melbourne Cup jockey John Letts, Cricketer Wayne Flipper Phillips and actor Michael Caton.**

- With the introduction of the licensing of auctioneers **Brett Roenfeldt & Garry Topp were appointed by Consumer and Business Services to provide assessment + training for registration and licensing under the new Act** to more than 180 South Australian Real Estate Auctioneers.
- **The Society had a stand at the Property Real Estate Building and Home Expo** held at the Convention Centre in July 2003.
- **Launched inaugural Livestock Training School** with 12 Elders Livestock Auctioneers in April 2004.
- We **launched Schools Auction Idol Internationally** in 2015 in Crown Casino in Melbourne
- We introduced a **20 page booklet guide for Agents on 'How to' list and run a successful Real Estate Auction Campaign.**

Thank you for the opportunity of being able to serve the Society and participate in the planning of this vibrant body.



**Garry Topp F.S.A.A**  
CEO



## AGM PRESIDENT'S REPORT

We commenced the Financial Year with a New Financial Year Drinks at The HWY in July and a 2 Day Licensed Real Estate Auction workshop in August and September followed by the AGM. The Golf Classic in November and in December President's Lunch and Christmas Drinks.

Early in the New Year, the Society Board went on the road for the Society Board Country Road Show with myself as President, Vice President Troy Tyndall and Country Board Member Paul Kilby.

It was to gather information aimed at Agents of Real Estate, General and Livestock not only for Society Members but we included non-members as well.

First day on Tuesday 17th February at a cafe in Tanunda then 11am at the Sevenhill Hotel Clare for the mid-north, then we travelled to Port Lincoln for a morning session on 18th at the Port Lincoln Hotel.

We renewed some old acquaintances and met some new potential members.

The Golden Gavel this year was another example of members reaching new heights with Bronte Manuel notching up his 5th win previously winning in 2014, 2023, 2024 and 2025.

After previously attending multiple sessions entering the Golden Gavel Rising Star and General categories on numerous occasions, after his boss James Wardle won the Golden Gavel General in 2025. Finally it was Angus Barnden's turn in 2026 winning the Golden Gavel General category.

Another auctioneer fresh out of the Society's 2 Day Auction Course in September, rapidly rising through the ranks is 2026 Golden Gavel Rising Star Crispian Fielke.

Senior Finalists this year were Anthony DeMarco, 2024 Rising Star winner Ben Krieg now into the Senior category as a finalist and also took out Top Sales Consultant Auction Marketer for 2026. Justin Irving won top Principal Auction Marketer.

Highest Prices at Auction, Geoff Schell (Country), Bronte Manuel (Metropolitan), Brett Roenfeldt (Commercial).

General Auctioneer Highest Price Single lot and highest price sales proceeds went to Marc du Plessis who also took out the Peter du Plessis Golden Pen Award.

A new initiative this year remembers and recognizes the founder of the Golden Gavel, Anthony Toop with the ACE Award for the highest aggregate score from all categories and fitting that the inaugural trophy went to Bronte Manuel.

I will stand down from the Board today, I wish the Society and its Members success in all endeavors into the future.



**Marc du Plessis M.S.A.A**  
*President 2025-26*

# LIFE MEMBERSHIP

## Andrew Robertson F.S.A.A (Life)



**Andrew Robertson** has dedicated more than 55 years to the valuation, auctioneering, and appraisal profession, making an outstanding contribution to the industry through his expertise, professionalism, and commitment to maintaining the highest standards.

Andrew commenced his career as a Wool Classifier in Sydney before starting as an Apprentice Valuer and Auctioneer with Steers Sydney then continuing his professional development with Lloyd Wiggins in Adelaide as an Auctioneer and Valuer. He later joined Mason Gray Strange, where he established himself as a respected Plant and Machinery Valuer and Auctioneer for the past 44 years and now at 81 still active in the industry.



Throughout his distinguished career, Andrew has earned recognition as a Certified Practising Valuer and holds the professional designations MSAA (Master) and AAPI (Plant & Equipment). He is a Founding Member of the Australian Institute Valuers Plant and Equipment Division, reflecting his significant contribution to the advancement of specialist plant and equipment valuation in Australia.

Andrew is a Master Member of the Society of Auctioneers & Appraisers (SA) Incorporated and a long-standing member of the Australian Property Institute, where his professionalism and expertise have been highly regarded by peers, clients, and the broader industry.

His extensive valuation & auctioneering experience encompasses a wide range of specialised industries, including:

- Manufacturing
- Process Plant
- Agriculture
- Engineering and Major Plant & Equipment
- Marine
- Mining and Earthmoving
- Aviation
- Printing and Associated Industries

Working for most major financial institutions, Insolvency practitioners, major industry such as BHP, Santos, Government Service's & the legal profession.

Andrew has conducted over an estimated 3000 auctions and equally the same in valuations throughout Australia.

Over nearly five decades, Andrew has built a reputation for integrity, technical excellence, and sound professional judgement. His willingness to mentor others, share his knowledge, and uphold the highest ethical standards has had a lasting impact on the valuation profession.

In recognition of his exceptional service, distinguished career, and enduring contribution to the valuation and auctioneering industry, Andrew Robertson is a worthy recipient of Life Membership.

### **Presentation of Life Membership Certificate**

The Life Membership Certificate was presented to Andrew Robertson in recognition of his outstanding contribution and commitment to the organisation.

Jamie Codling accepted the Life Membership Certificate on behalf of Andrew Robertson.



*Jamie Codling with Marc du Plessis*

## Presentation of Ruby, Platinum, Gold, Silver, and Bronze Membership Certificates to recognise length of Membership of the Society.

### BRONZE (5 YEARS)

- Stephen Alexander
- Phil Arcus
- Angus Barnden
- Adam Chilcott
- Julia Cristoforo
- John De Conno
- Brenton Dowden
- Stephen Duckworth
- Margarete Ehrhardt
- Peter Jones
- Biju Jose
- Lisa Loveys
- Charmaine Mack
- Ruth Mathews
- Carrie McInerney
- Garry Partington
- Lauren Price
- Leonie Simmons
- Kyron Statton
- Justine Thomson
- Maxine Tuffnell
- Paul Virdi
- Adnan Zubcevic

### SILVER (10 YEARS)

- Steve Beltrame
- Michael Cavuoto
- Sara La Nauze
- Rachel Lawrie
- Raquel Pacicca
- Lachlan Turner
- Stephanie Williams

### GOLD (15 YEARS)

- Tony Caruana
- Simon Lambert
- Bronte Manuel
- Teresa Seal
- James Wardle

### PLATINUM (25 YEARS)

- Chris Weston

### RUBY (30 YEARS)

- Andrew Maros
- Paul McGrath



*Lachlan Turner with Marc du Plessis*



*Andrew Maros with Marc du Plessis*

# 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



Angus Barnden



Matt Smith



Anthony DeMarco



Vincent Wang



Andy Edwards



Sharon Gray



John Young



Ben Krieg



Brett Pilgrim



Stefan Krcmarov



Crispian Fielke

# SOCIETY'S AUCTIONS

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



**CAMPBELLTOWN**  
**2 Rowney Ave**  
SOLD for \$2,050,000

**Agent:** Ray White Prospect  
**Auctioneer:** John Morris



**HIGHBURY**  
**9 Landscape Crescent**  
SOLD for \$1,015,000

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



**HOPE VALLEY**  
**1A Bela St**  
SOLD for \$932,000

**Agent:** Ray White Prospect  
**Auctioneer:** Crispian Fielke



**ROYAL PARK**  
**125 Cedar Avenue**  
SOLD for \$867,500

**Agent:** Boffo Real Estate  
**Auctioneer:** Paul Arnold



**ROYSTON PARK**  
**7/125 Third Ave**  
SOLD for \$812,500

**Agent:** Carter Partners  
**Auctioneer:** Jonathon Moore



**KENSINGTON**  
**4 Bridge Street**  
SOLD for \$1,710,000

**Agent:** LJ Hooker Adelaide  
**Metro Auctioneer:** Troy Tyndall

# AUCTION RESULTS

## AUGUST 2026

| Suburb         | Address              | Date                  | Agent                    | Auctioneer      | Sold Price  |
|----------------|----------------------|-----------------------|--------------------------|-----------------|-------------|
| ATHOL PARK     | 3 Alison St          | Friday, 04/09/2026    | Ray White Kensington     | John Morris     | \$880,000   |
| BEULAH PARK    | 18 Salop Street      | Saturday, 05/09/2026  | LJ Hooker Adelaide Metro | Troy Tyndall    | P.N.D.      |
| BURNSIDE       | 1/16 Chisholm Ave    | Friday, 11/09/2026    | Ray White Kensington     | John Morris     | \$840,000   |
| CAMPBELLTOWN   | 2 Rowney Ave         | Thursday, 24/09/2026  | Ray White Prospect       | John Morris     | \$2,050,000 |
| CLEARVIEW      | 5 Tennyson St        | Wednesday, 23/09/2026 | Ray White Salisbury      | John Morris     | \$896,000   |
| ELIZABETH PARK | 1A Horton St         | Saturday, 19/09/2026  | Ray White Para Hills     | John Morris     | \$492,000   |
| ELIZABETH PARK | 6 McLean St          | Friday, 18/09/2026    | Ray White Salisbury      | John Morris     | \$660,000   |
| FELIXSTOW      | 26 Ashleigh Ave      | Friday, 18/09/2026    | Ray White Kensington     | John Morris     | \$1,375,000 |
| GILLES PLAINS  | 20 Cambridge St      | Saturday, 12/09/2026  | Ray White Prospect       | John Morris     | \$950,000   |
| GILLES PLAINS  | 62 Lurline Ave       | Saturday, 12/09/2026  | Ray White Prospect       | John Morris     | \$1,205,000 |
| GLYNDE         | 23 Castres St        | Saturday, 19/09/2026  | Ray White Norwood        | John Morris     | \$1,105,500 |
| GREENACRES     | 36A Birdwood Rd      | Saturday, 19/09/2026  | Ray White Prospect       | John Morris     | \$1,432,000 |
| GREENACRES     | 16 Craig St          | Thursday, 03/09/2026  | Ray White Prospect       | John Morris     | \$1,031,000 |
| GREENWITH      | 9 Madigan Ct         | Friday, 25/09/2026    | Ray White Prospect       | John Morris     | Sold Prior  |
| HECTORVILLE    | 31 Hectorville Rd    | Tuesday, 22/09/2026   | Ray White Salisbury      | John Morris     | Sold Prior  |
| HIGHBURY       | 9 Landscape Crescent | Saturday, 12/09/2026  | All Adelaide City Edge   | Brett Roenfeldt | \$1,015,000 |
| HIGHBURY       | 7 Almerta Street     | Saturday, 05/09/2026  | All Adelaide City Edge   | Brett Roenfeldt | \$970,000   |
| HILLCREST      | 23 Flinders Rd       | Saturday, 19/09/2026  | Ray White Prospect       | John Morris     | \$880,000   |
| HOPE VALLEY    | 1A Bela St           | Saturday, 19/09/2026  | Ray White Prospect       | Crispian Fielke | \$932,000   |
| KENSINGTON     | 1 Hill Street        | Saturday, 12/09/2026  | LJ Hooker Adelaide Metro | Troy Tyndall    | \$800,000   |

# AUCTION RESULTS

## AUGUST 2026

| Suburb            | Address             | Date                  | Agent                    | Auctioneer      | Sold Price  |
|-------------------|---------------------|-----------------------|--------------------------|-----------------|-------------|
| KENSINGTON        | 4 Bridge Street     | Saturday, 12/09/2026  | LJ Hooker Adelaide Metro | Troy Tyndall    | \$1,710,000 |
| KENSINGTON        | 6 Bridge Street     | Saturday, 12/09/2026  | LJ Hooker Adelaide Metro | Troy Tyndall    | \$1,160,000 |
| KENSINGTON PARK   | 6/301 Kensington Rd | Friday, 04/09/2026    | Ray White Kensington     | John Morris     | \$651,000   |
| KLEMZIG           | 26 Murray Ave       | Wednesday, 09/09/2026 | Ray White Prospect       | John Morris     | \$1,200,000 |
| LARGS NORTH       | 25 Wandilla St      | Monday, 21/09/2026    | Ray White Semaphore      | John Morris     | \$877,500   |
| MAYLANDS          | 15 Clifton Street   | Saturday, 19/09/2026  | TOOP+TOOP                | Glenn McMillan  | P.N.D.      |
| NORTH ADELAIDE    | 11 Buxton Street    | Saturday, 19/09/2026  | Williams Real Estate     | Hamish Mill     | \$1,257,000 |
| NORTHGATE         | 13 Shiers Ave       | Saturday, 12/09/2026  | Noakes Nickolas          | John Morris     | \$1,610,000 |
| OAKDEN            | 5 Petworth St       | Friday, 18/09/2026    | Ray White Prospect       | John Morris     | \$1,300,000 |
| OSBORNE           | 74 Marmora Terrace  | Wednesday, 16/09/2026 | Ray White Semaphore      | John Morris     | Sold Prior  |
| PARA HILLS WEST   | 38 Kennion Cres     | Thursday, 17/09/2026  | Ray White Prospect       | John Morris     | \$816,000   |
| PARAFIELD GARDENS | 56 Shepherdson Rd   | Wednesday, 30/09/2026 | Ray White Salisbury      | John Morris     | \$780,000   |
| PARAFIELD GARDENS | 3 Ormsby Ave        | Saturday, 12/09/2026  | Ray White Salisbury      | John Morris     | \$561,000   |
| PARALOWIE         | 66 Camelot Drive    | Saturday, 19/09/2026  | Professionals Manning    | Brett Roenfeldt | Sold Prior  |
| PARALOWIE         | 38 Blaess Dr        | Wednesday, 02/09/2026 | Ray White Salisbury      | John Morris     | \$621,000   |
| POORAKA           | 34 Curbur Avenue    | Saturday, 19/09/2026  | TOOP+TOOP                | Bronte Manuel   | P.N.D.      |
| PROSPECT          | 42 Victoria St      | Friday, 04/09/2026    | Ray White Prospect       | John Morris     | \$1,352,500 |
| PROSPECT          | 13 Clifton St       | Tuesday, 01/09/2026   | Stadium Real Estate      | John Morris     | \$1,900,000 |
| ROYAL PARK        | 125 Cedar Avenue    | Wednesday, 23/09/2026 | Boffo Real Estate        | Paul Arnold     | \$867,500   |

# AUCTION RESULTS

**AUGUST** 2026

| Suburb          | Address                 | Date                  | Agent                | Auctioneer      | Sold Price  |
|-----------------|-------------------------|-----------------------|----------------------|-----------------|-------------|
| ROYSTON PARK    | 7/125 Third Ave         | Sunday, 20/09/2026    | Carter Partners      | Jonathon Moore  | \$812,500   |
| ROYSTON PARK    | 114 Fifth Ave           | Saturday, 19/09/2026  | Ray White Prospect   | John Morris     | \$2,005,000 |
| SALISBURY       | 5 Wiggins Ave           | Saturday, 19/09/2026  | Noakes Nickolas      | John Morris     | \$751,000   |
| SALISBURY       | 22 Halbury Rd           | Tuesday, 01/09/2026   | Ray White Gawler     | John Morris     | \$810,000   |
| SALISBURY EAST  | 2/21 Strathpine St      | Tuesday, 08/09/2026   | Ray White Salisbury  | John Morris     | \$571,000   |
| SALISBURY NORTH | 5 Tura Ave              | Saturday, 19/09/2026  | Ray White Para Hills | John Morris     | \$700,000   |
| SALISBURY NORTH | 48 Diment Rd            | Tuesday, 29/09/2026   | Ray White Salisbury  | Crispian Fielke | \$617,500   |
| SALISBURY PARK  | 76 Saints Rd            | Saturday, 12/09/2026  | Ray White Salisbury  | John Morris     | \$720,000   |
| SEATON          | 3 Airdrie Ave           | Saturday, 05/09/2026  | Ray White Semaphore  | John Morris     | \$1,400,000 |
| SOUTH PLYMPTON  | 65 William Street       | Sunday, 06/09/2026    | Crawford Doran       | Vincent Doran   | Sold Prior  |
| URRBRAE         | 11 Barr-Smith Drive     | Saturday, 19/09/2026  | TOOP+TOOP            | Glenn McMillan  | Sold Prior  |
| VALLEY VIEW     | 90 Nelson Rd            | Saturday, 26/09/2026  | Ray White Para Hills | John Morris     | P.N.D.      |
| WEST CROYDON    | 84 Henry Street         | Saturday, 05/09/2026  | Crawford Doran       | Vincent Doran   | \$1,150,000 |
| WOODVILLE       | 4/21B Park Street South | Monday, 07/09/2026    | Ray White Semaphore  | John Morris     | \$600,000   |
| WYNN VALE       | 27 Frontignac Ct        | Wednesday, 23/09/2026 | Ray White Prospect   | John Morris     | \$995,000   |

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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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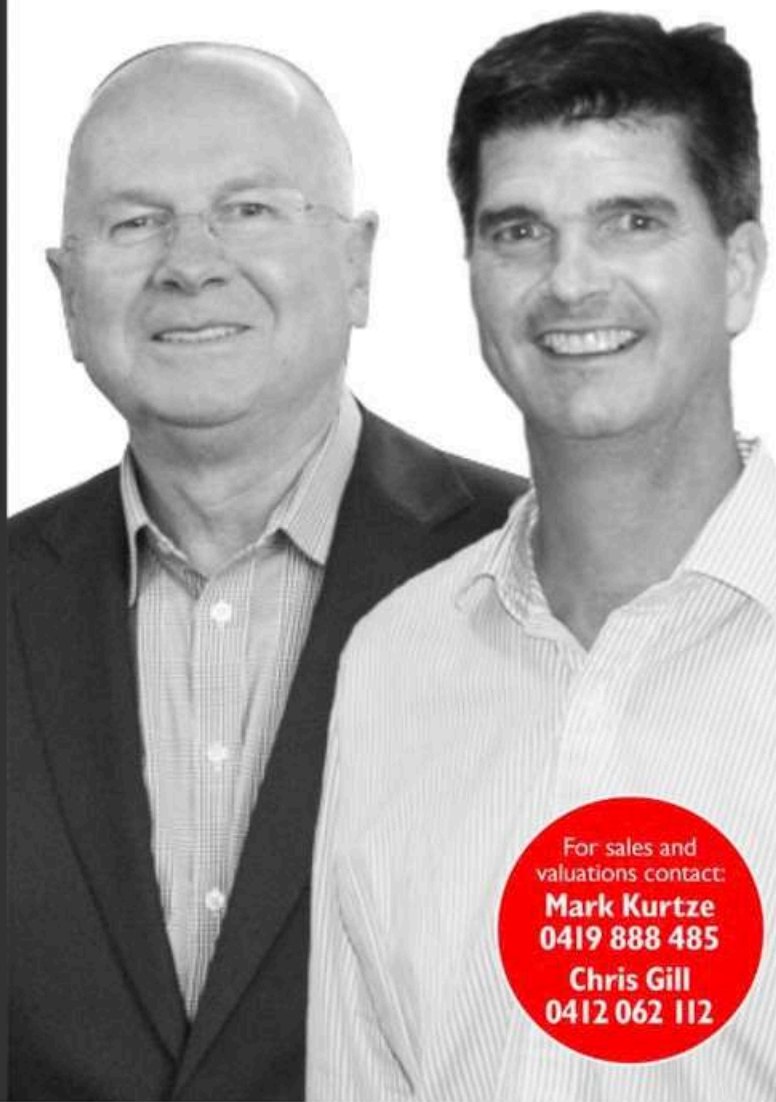
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# The 21 Advantages of using Auction as Your Preferred Marketing Process



## 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**