

GAVEL & GLASS

OCTOBER 2018

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



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The Society of Auctioneers and Appraisers (SA) Inc.

THE
INDUSTRY
CHOICE OF
PROFESSIONALS



Look for the logo
– its your guarantee

auctioneers.com.au

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MEET the Board



Attilio Cavuoto
President



Matt Smith
Vice President



Andrew Monks



Richard Ward



Jarrah Holmes

About the Society
Click here!

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2018 Board

President



Attilio has been involved in Real Estate for the past 20 years and is the Principal of Ray White Flinders Park. Alongside running his Real Estate office, Attilio has dedicated 26 years to the Seaton Ramblers Football and Sports Club having held the position of Secretary/Manager.

For the past 3 years, he has been a member of the Hong Kong Business Association and sits on their board as Membership Chair.

Attilio has achieved status as a Top 10 Principal Auction Marketer awarded by the Society over the last 10 years. He is a father of three and married to Debbie, who works in the business with him.

Vice President

Matt Smith is a director and joint owner of Klemich Real Estate. He has been awarded as both Salesperson and Auctioneer - a very rare and valuable combination of skills. With over \$450 million in sales, Matt has an outstanding reputation for repeat and referral business. He has been a member of the Society for over a decade, and has been heavily involved in the training of young Auctioneers – producing the SALIFE Golden Gavel Rising Star Winners in 2017 and 2018.



Jarrah Holmes is the Principal of Century 21 Urban and Bayside Brighton. Jarrah is a multi-award winning local agent that prides himself on being an area specialist and on achieving the best result for his clients not only in dollar value but sale conditions as well. His varied work and life experience enables him to listen and analyse the needs of a diverse clientele, range of nationalities and age groups that comprise the Real Estate market.

Andrew Monks, General Manager of Evans Clarke National Auctions. Andrew is also a practicing Auctioneer & Valuer. As an outgoing and confident professional that possesses skills and knowledge across all facets of General Auctioneering & Valuations that have been developed throughout his career, Andrew can ensure success and exceptional outcomes for his many new and repeat Vendors, across all industries, when entrusted with their assets. Andrew participated in the 2018 SALIFE Golden Gavel Rising Star Auctioneer competition!



Richard Ward is the branch manager of Pickles Auctions Salisbury. Richard has been involved in the General Auctioneering industry since 1987 and has especially been heavily involved with motor vehicle remarketing for major fleets. Richard has worked for Pickles in Adelaide for the last 8 years. Richard conducts regular vehicle auctions and is involved in training auctioneers for Pickles in SA and the NT. Richard is the current 2018 winner of the Golden Gavel General Auctioneer of the Year.

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Upcoming Events

Welcome
to Adelaide's
Most Beautiful
Test of Golf

Only 15 minutes from the centre of the CBD, Mount Osmond Golf Club is blessed with glorious views of the city of Adelaide, Mount Lofty Ranges and coastline.

Our beautiful heritage clubhouse and welcoming membership will give you a golfing experience that's been delighting our members since 1927.

The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round.

†The Form 1 Company™

2018 Golf Classic



SPONSORED BY CHRIS GILL



FRIDAY 12TH OCTOBER 2018

Mount Osmond Golf Club

60 Mount Osmond Road, Mount Osmond



Our 18 Hole Course

Our course is located up on the Adelaide Hills with glorious views of the City of Adelaide, Mt Lofty Ranges and the coastline. The wide undulating fairways, challenging greens and stimulating course layout will always make for a memorable round.

Our Golf Professional Ian Pritchard was awarded the joint winner of the 2015 National Club Professional of the year. This follows his recognition as 2014 and 2015 PGA Professional of the Year at the SA Golf Industry Awards.

11.30am Lunch
12.30pm Tee Off
5.00pm Prizes & Awards

\$88 for golf, on-course drinks and snacks, barbecue lunch and snacks after the game

Teams of 4 players
Ambrose with
shotgun start

Please RSVP by returning booking form to Garry Topp with the names of those attending before Friday 28th September

MAJOR SPONSOR:

SA LIFE

KEY SPONSORS:



LEXUS of Adelaide



BOWDEN

SUNSET

ALSO SUPPORTED BY:

CORSERS

LawSoft



SkyVUE



COWDEN (SA) PTY LTD

†The Form 1 Company™

du Plessis



Friday 12th October
Mount Osmond Golf Club
\$88 per person for golf, on-course drinks and snacks, barbeque lunch and snacks after the game

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Upcoming Events

JOIN US FOR THE SOCIETY'S

CHRISTMAS DRINKS



**Thursday 29th November, 2018
5:00pm | Oyster Bar Holdfast Shores
Marina Pier, GLENELG SA 5045**

**\$38.50 per person
for platters of homemade dips,
oysters, prawns, springrolls**



**PLEASE BOOK BY
FRIDAY 16th NOVEMBER to Michelle Lee
8372 7830 | admin@auctioneers.com.au**



Please RSVP with booking form
admin@auctioneers.com.au

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President's Report

by Victor Velgush M.S.A.A.

It is my honour to **represent an organisation with such a rich history and loyal membership.** My commitment to members as President was to **deliver greater value through more well-run events** to preside over a cohesive Board working together for the **benefits of members.**

The Board for 2017/18 consisted of:

- Attilio Cavuoto as Vice President
- Matt Smith and Jarrah Holmes (representing Real Estate Auctioneers & Appraisers)
- Andrew Monks and Angelo Bartemucci (representing Livestock and General)
- Attilio Cavuoto and Andrew Monks (Representing Member communication, social events, technology, networking and ebook)
- Board Advisors Chris Gill, Ray Brincat and Marc du Plessis

After the AGM in 2017, we commenced with a **Meet the New Board and Members cocktail party** at Cucina North Adelaide and **Society Golf Classic** at West Lakes Golf Club. For the first time we had a **\$10,000 prize for a hole in one on the 16th hole - no one took it out so we have doubled the prize money for 2018 to \$20,000** courtesy of Gordon Tonkin at Cowden Insurance. The Society **Christmas Drinks** was held in December 2016 at 2KW. The goodwill and generosity of spirit was alive and well again and the Society was on fire even though it rained and got a little windy at times. It was one of the best Society events that I have attended with great camaraderie and fellowship now fully restored amongst Society members.

We held a fundraising Auction for our Charity of Choice - Cody Gray Foundation.

The **Breakfast of Champions** held in February at Lexus of Adelaide's stunning showroom was absolutely brilliant - with Bronte Manuel, Kate Smith, and Jason Spagnuolo.

We commenced a series of **regional workshops with David Sedgwick from Consumer & Business Services, entitled 'Dispel the Myths'** - in Naracoorte, Port Lincoln, and Berri. The Workshops continued with 130 attending last month in the Arkaba - many offices brought along their entire staff.

Part of the new energy and enthusiasm was the brilliant concept of Golden Gavel Live where Senior and General Participants are judged live in the field by conducting real-world live auctions by streaming it to the Society's Facebook. We had 23 participants participating in General, Senior Real Estate, and Rising Star Real Estate.

Sam Alexander won both the Rising Star and U25 Rising Star - its a testament to **Oren Klemich** and **Matt Smith** with the dedication and commitment into training and mentoring of our young professionals when you witness the expertise and sensational performances of the ones they train. Congratulations to **Brett Roenfeldt** for his 5th win of the prestigious SALIFE Golden Gavel.

Congratulations to **Richard Ward** for taking out the SALIFE Golden Gavel General Award.

[**Click here to nominate for 2019 SALIFE Golden Gavel Live!**](#)

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President's Report

by Victor Velgush M.S.A.A.

I would like to thank Vice President, Attilio Cavuoto and Board Members Jarrah Holmes, Matt Smith, Andrew Monks, and Angelo Bartemucci - Board Advisors Chris Gill, Ray Brincat, and Marc du Plessis - Country and Livestock advisor Geoff Watts - our SALIFE Golden Gavel Trustee Oren Klemich, and our secretary/CEO Garry Topp.

I stand down as President leaving the Society to bring on all cylinders, membership static in tough times, huge numbers attending our training and events, the Golden Gavel increasing in relevance and participation and a cohesive energetic and creative Board of Industry leaders.



**Auction
Clearance Rate
Last Month
61%**



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CEO's Report

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

In 2018 we are in our 37th year!

The Society provides a high standard of service to members with Nationally Accredited training, world-class documentation, social events, competitions, legal updates, and advice on contract issues, complaint resolution and most of all representation.

We are one of the few remaining organisations where a tape recorder doesn't answer the phone, and I hope it stays that way forever - **Nothing beats personal contact!**

SPONSORS

We acknowledge Major Sponsor SALIFE, Key Sponsors Lexus of Adelaide, Bowden Group, Blaze Advertising, Read Brothers Signs, and also supporters The Form 1 Company, Corsers Law & Property, Lawsoft, du Plessis Auction Gallery and Cowden Insurance for their continued support.

TRAINING

We have conducted four Auction Academies this year with another Female Only Academy due in September with favourable critiques being our Academy is received as the best in Australia with delegates attending previously from Singapore, Malaysia, China, New Zealand and most States in Australia wanting to be trained in all facets of Auctioneering by our Head Trainer Brett Roenfeldt. We have held Meet the Board and Meet the New Members at Cucina North Adelaide - two for the year where these events are casual - the fellowship and mutual support is overwhelming!

In Training this year we released **AGENTS & AUCTIONEERS ACCREDITATION for Real Estate Auctioneers and Auction Marketers.**

It will give Auctioneers and Auction Marketers a high level to aspire to.

This year we updated all of our brochures and handouts - they are available as listing collateral to members and include:

- **21 Advantages of Auction**
- **Auction vs Private Treaty**
- **Best Practice Procedures**
- **Advantages of Agency**
- **Buying Residential Property at Auction**
- **Auction Essentials Handout**

I'd like to also acknowledge Chris Gill as Society Documentation Trainer with his regular sessions of completion of agency contract and Form 1 which are very well received by members. We involved David Sedgwick from CBS in a Q&A format with 100s attending and many questions from members to clarify the many issues - The main issues appear on our webpage in Member Log in 'Dispel the Myths - Compliance issues' - all workshops were extremely well received.

Coming out of Conveyancing, and now working exclusively with Form 1s, Chris understands all issues that agents are faced with and can deliver the training in Agent's language.

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CEO's Report

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

Office Administration

Michelle Lee fulfils the administrative management role in the office. Michelle has a Bachelor Degree in Tourism and Event Management from the University of South Australia. She speaks fluent Chinese, Hokkien, English and basic Japanese. In 2015, she completed a Business and Leadership program in America. Michelle was brilliant in her management of this year's SALIFE Golden Gavel Awards & Dinner, Society Golf Classic and other training and social events.

Membership

Last year we had 340 members at the end of June. However this year the number was 330. At the moment we have 337 members. There is an increasing amount of young members joining which is refreshing and they are attending events.

Matt Smith does an address at the Real Estate Training College and is attracting the students to the Society - 4 new students as new members have participated in our Auction Academies.

Enhancements

We have written a guide for Agents

How to list and run a successful Real Estate Auction Campaign, although not released yet, 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 and after auction with scripts and dialogues and covers every aspect of Auction from beginning to end. It will be released shortly.

For General Auctioneers, they can now upload pictures in the Upcoming Auctions on the web

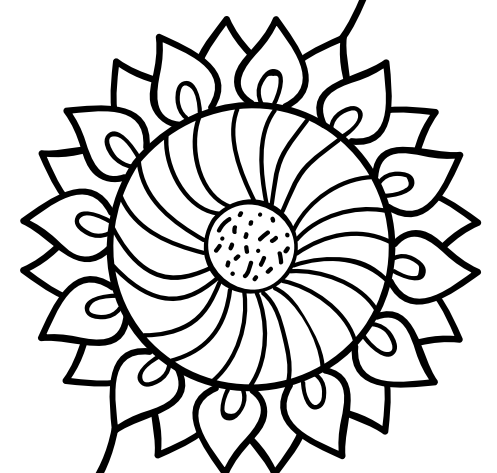
– our upcoming Auctions App is a first in Australia and is a dynamic means of marketing and promoting auctions – we need to promote it more and ensure all members use it!

The Society is enjoying a rejuvenation with a wave of young practitioners joining mainly from the presentation Matt Smith does at RETC on a regular basis and the attraction of the Golden Gavel Rising Star.

And most of these young practitioners are attending the Breakfasts & Training.

I have a passion for the Society and its Members and Ideals and can see the Society growing and capitalizing on its hands on passionate and personal approach.

I look forward to a new Board for 2018/19 and getting back to basics of representing Auctioneers & Appraisers of Real Estate, General & Livestock and focusing on what we are really here for and not other peripheral issues.



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36th AGM

The 36th Annual General Meeting was held on Monday 10th September 2018. President Victor Velgush welcomed members and guests and noted that a quorum of 15 members were in attendance.

Secretary, Garry Topp read the apologies. We confirmed the minutes of the 35th Annual General Meeting held on the 11th September 2017 and the **President presented the Annual report of the Board of Management** in respect of the year. CEO, **Garry Topp presented the CEO's Report** for 2018. **Victor Velgush, Angelo Bartemucci, and Andrew Monks are retiring from the Board and nominations were called to fill the 3 vacant positions.** Victor Velgush and Angelo Bartemucci did not seek re-election. There were 3 casual vacancies and 2 nominations so Andrew Monks and Richard Ward were declared elected. **There remains a Casual Vancancy for the Board to fill (email society@auctioneers.com.au if you are interested).**

We confirmed the appointment of Peter Saint, Chartered Accountant (Registered Company Auditor 2894) was re-elected as Auditor for a further term of 12 months.

We presented Gold Badge Accreditations as SALIFE Golden Gavel Winners to Brett Roenfeldt and Richard Ward. Brett for his fifth win of the prestigious SALIFE Golden Gavel 1994, 1995, 1996, 2001, and 2018. Brett will receive a Gold Badge with 5 stars to signify his 5 wins. Richard for his win of the SALIFE Golden Gavel General Auctioneer in 2018.

This year we presented Life Membership to Past President, Colin Hocking. Colin is the 18th President of the Society. In 2006, President Colin Hocking was Manager of the State Government Auctions as well as the head of Asset Sales for the State Government. Colin was responsible for all assets sold by the Government. With his job, Colin had direct links with all levels of government, including politicians and Office of Consumer & Business Affairs. Colin was immense assistance to the Society in negotiation with the Draft Reform Bill. On behalf of the Society Colin wrote a document to amend the Legislation to alleviate some of the harsh requirements on Agents. Colin's document was tabled in both Houses of Parliament and was passed in both Houses with Amendments. Colin's term ended prematurely when he relocated to Queensland. Colin was an influential President who set the future direction for the Society and elevated the Society to be formally recognised by all levels of Government in South Australia.



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36th AGM



We presented the Agents & Auctioneers Accreditation for Real Estate Auctioneers and Auction Marketers. Accreditation is for Practicing Auctioneers who consistently display a high level of performance, have been recognised as a top 15 performer in the Golden Gavel, post their Auctions in the Society's Upcoming Auctions, and regularly attend Society training and demonstrate an intricate knowledge of the Legislation. **John Morris and Paul Arnold were both recognised as Accredited Practicing Auctioneers.**

Elite Master Accreditation is for Auctioneers who fulfil the requirements for Accredited Practicing or Master Auctioneer, have won a Golden Gavel, and have conducted a minimum of 2000 Real Estate Auctions.

Brett Roenfeldt was recognised for a life-time of Auctioneering as an Elite Master Auctioneer. Brett has conducted in excess of 19,000 property auctions including commercial industrial, farms, a

parcel of Hungry Jacks Outlets, Angus Park Stud at Angaston, and in 2002 he conducted 884 Auction in that year – his record! Congratulations Brett!

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

Bronze (5 years) certificates were presented to John Morris, Ryan Smith, and Paul Arnold.

Silver (10 years) certificates were presented to Scott Robinson, Victor Velgush, and Ralph Pacillo.

Gold (15 years) certificate was presented to Chris Weston.

Platinum (25 years) certificates were presented to Paul Henry and Oren Klemich.

Ruby (30 years) certificates were presented to Rosalind Neale, John Fereday, Adrian Hancock, and Tony Tagni.



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36th AGM



At the conclusion of the AGM, the new Board met and elected one of its number as Chairman who shall be President of the Society until the end of the Annual General Meeting in the following year, at the same meeting the Board shall elect a Vice Chairman for the same period.

**For the year 2018/2019,
Attilio Cavuoto was elected
President, and
Matt Smith as Vice President.**



36th AGM



Golden Gavel

Click here
for
Conditions
of Entry



Click here
for
Nomination
Form

Senior Real Estate, General & Livestock

- You will be judged live in the field by uploading your performance to the Society's Facebook.
- Nominations must be in prior to your performance or 28th February 2019
- Auctions must be performed between 1st December 2018 to 30th April 2019.
- **You can upload as many auctions as you wish, however, the last one uploaded will be the one that is judged.** We suggest you **get in early and upload an auction to enter** – then if you perceive you have a better one to enter, simply live stream it and choose to upload it, if you feel that the previous one was better you can then choose to discard the subsequent auction. **You can keep doing this as many times as you wish.**

Rising Stars

You will be judged at a designated location on Wednesday May 15th 2019.
Nominations must be in by 28th February 2019.



Brett Roenfeldt, Sam Alexander, Richard Ward

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CBS Workshop

27th September

DISPEL THE MYTHS

ensure your office fully complies with all aspects of agency and pricing.

Record Attendance yet again at our CBS Workshop held on Thursday 27th September – over 300 Agents and Sales Consultants have attended our Dispel the Myths CBS Workshops so far held in Adelaide, Naracoorte, Port Lincoln and Berri – showing that relevant training to assist the everyday running of the business is important!

There are many issues of Agency and Pricing that have become the subject of discussion with members needing clarity on the numerous issues. The relaxed Q&A format with the Authorized Officers of CBS has proven to be beneficial.

The main benefit of these workshops is that CBS see that we are doing our best to comply and we see that CBS have a job to do in minimising public complaints so the lines of communication now open between CBS and Members is crucial to ensuring compliance and harmony within the industry.



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Land Agent's Threats

Workshop

**IT WAS
GOLD**

Every Agent
should be here!

There is a real need for more honesty & support between business owners.

- The importance of Gross Profit Margins
- Imperative to keep VPA Expenses separate from Advertising & Promotion in your accounts
- How to set up meaningful goals at the beginning of the financial Year
- How incorrect reporting gave me the wrong analysis of my business

These were some of the comments received after our first Business Health Workshop on Thursday 6th September with Society past President Wayne Johnson.

Wayne Johnson has 30 years' experience in Sales & Property Management, multiple office ownership, National CEO and Risk Management Consultancy, has a MBA Bachelor qualification in property and is a qualified workplace Trainer.

This workshop opened our eyes to aspects of running a business that most of us had never thought of before and highlighted the necessity of accurate reporting of every aspect of the business and showed the deficiencies of how most Accountants

standard reporting are grossly inadequate in giving you the intricate information to **“Run a Viable Business with a long term Future”**.

We highlighted P & L Structure Separation of Sales & PM, Gross Profit Margin Implications, How to calculate true break-even point, accurately calculate Salespersons desk costs, revenue and activity targets, showing how minor adjustments can impact net profit, hiring new sales staff and the impact on cash flow and how to reconcile high achievers with a balanced workforce.

Those who attended participated in an open discussion on many issues that previously they were not given the opportunity to discuss and get expert advice on. This Workshop was highly recommended by all who attended. Let us know if you would like to attend the next Workshop.



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Female Auctioneers

Following from the success of our Female-Only 2 Day Auction Academies, we held another one on the 13th and 14th of September **with Phoebe Ge from Kaide Real Estate and Gail Richards from Key2Sale in Mount Gambier.**

When asked did you gain anything from this presentation? Absolutely! I wasn't sure if I would be able to be an Auctioneer or if I was cut out for the pressure – loved it and just waiting to try auction in my area.

What did you like the most? Meeting Rosalind Neale and Sharon Gray, Garry and Brett's enthusiasm for the Auction process is so motivating it gave me a great overall perspective. The hands-on training, the only way to learn is to get up and actually do it. **So much valuable feedback – thank you Brett and Garry for a valuable two days!**

Phoebe Ge has been in Australia for 9 years, has a Bachelor in Accounting and a Master of property. Her previous career as an immigration consultant, did her Cert IV at RETC, and wants to support her current boss with the extra knowledge and expertise she will gain from doing this course.

Gail Richards has been in Real Estate for 18 years, she is a mum with 2 kids and started her own Agency in Mount Gambier 2 years ago. She grew up in the Sale Yards, her father was a farmer and she was always impressed the way the stock Auctioneers rolled the bids off their tongues.

Guest presenters at the workshop were Rosalind Neale who was also brought up on the land – and like others, practiced her craft in the parklands until she got good at it.

Sharon Gray started working for her dad who was an Auctioneer, loved the process of Auction and did the original 3 Day Society course a decade ago, then put herself to the test by competing in the then Golden Gavel Novice Competition (now known as the Rising Star). She didn't win the first time but came back the next year and nailed it!

Both presenters demonstrated how you could operate under pressure, how you need to challenge yourself as an Auctioneer, and both were motivated by early experiences of getting fantastic results at Auction for their Vendors.

The Society will run another Female-only 2 Day Auction Academy soon – if you have any interest or know anyone in your office you consider would make a dynamic and effective Auctioneer, please give us a call and we will take it from there!



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UPCOMING AUCTIONS

How to Upload...

Our Upcoming Auctions **Free** app report Society member's Upcoming Auctions and the public can use their Smartphone to search for Upcoming Auctions.

They can search with ease and drive around and see what's happening and **search by Auctioneer, Agent, Suburb, Date or Time.**

The moment you add or update an auction to the website, the app will adjust accordingly.
Please ensure all your upcoming auctions are posted on our website the minute they are listed.

We are aware of an instance where the buyer at an auction found the property on our Upcoming Auctions App,
and **it is free to use for Society members.**

Please ensure you or someone in the office puts your Upcoming Auctions on the website the minute they are confirmed.

Step One

LOG IN

'Member Sign In' at
www.Auctioneers.com.au with your
username and password (if unsure or
forgotten, please contact us at 8372 7830).

Step Two

MAINTAIN AUCTIONS

Click 'Members Only' (Top
left corner) and 'Maintain
Auctions' in the drop down
menu.

Members Only.

Join The Society? [Register](#)

- Member Files
- Best Practice Procedures
- Proxy bidder authority for agent
- Proxy bidder authority
- Maintain Auctions
- Logout

Step Three

AUCTION TYPE

Choose the type of Auction (Property,
General, or Livestock) and enter all
relevant information and click save!

Auction Manager

Suburb

Address

In Rooms

Description

Agent

Sales Person

Auction Date

Time

Sold Date

Price

Status

New Item

☐

AM

☐Not Disclosed

Example of Property Auction entry page

After each auction, you will receive an email 30 minutes after the Auction – requesting
the auction results.

This email will provide a link to the page where you can update your result – this also
updates the 'Completed Auctions' panel on our webpage.

Upcoming Auctions
&
Auction Results
on
Auctioneers.com.au

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Contact Us

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F: (08) 8372 7833
E: society@auctioneers.com.au
W: Auctioneers.com.au



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.

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!

- 13. In every other form of marketing the buyer is in control. The buyer will dictate the offer, terms, subject to finance, subject to sale, subject to building inspection etc. and get a cooling off period. The buyer will negotiate from a position of strength. **With Auction the Vendor dictates the terms.**
- 14. **Auction opens the door** to more motivated buyers.
- 15. The Auction marketing campaign that you choose will be tailored to deliver **maximum exposure within the first few weeks on the market** – the time frame during which it is most likely to sell.
- 16. Your home is only open at **times that suit you** with a predetermined schedule of opens.
- 17. **The level of market interest** will help you gauge your reserve price.

What is an Auction?

Auction is a process which allows interested parties to make competitive bids which establishes the current market value of the property in an open, transparent and public form utilising the skills of an experienced auctioneer.

- 18. **The competitive Auction environment** offers the greatest chance for a premium price.
- 19. **Auction negates the need for commissioner's approval** when dealing with associates under legislation saving valuable time.
- 20. Unlike other marketing methods where buyers generally negotiate down from the asking price, **at Auction buyers increase their offers commensurate with the skills of the Auctioneer.**
- 21. **On the fall of the hammer the Vendor becomes a cash buyer** subject to settlement only.

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

Click Here
for details

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WELCOME TO LEXHIBITION



RC 350 model shown.

1% INTEREST RATE

1.99% COMPARISON RATE

ON NOW

OFFER ENDS OCTOBER 31. AVAILABLE ON SELECTED MODELS

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The Vendor appoints the Agent to sell the property. The Agent accepts the appointment and agree that the appointment is subject to the terms as set out herein.

VENDOR Mr and Mrs Seller

E-mail 1

E-mail 2

ABN

Prices inc GST & are per annum

Sole Trader (1 user) -	\$350
Small User (2 - 4 users) -	\$990
Medium User (5 - 9 users) Licence -	\$1,760
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FIRB Services

<h2 style="margin: 0;">Instruction Authority & Tax Invoice</h2> <h3 style="margin: 0;">FIRB Application Service and Advice</h3>	
Payment to <i>Corsers Lawyers Pty Ltd</i> ABN 38 132 171 227	
I _____ of _____ email _____ mobile _____	
hereby request and instruct <i>Corsers Lawyers</i> to apply for FIRB approval in relation to a Contract to purchase property located at: _____	
<p><i>Corsers</i> agree to advise me regarding a proposed Contract I am considering entering into and <i>Corsers</i> will prepare an Application and apply for FIRB Approval (Foreign Investment Review) for me as I wish to purchase property in Australia.</p> <p><i>Corsers</i> charge \$550.00 (including GST) to act for their attendances, to seek all relevant information and approval and to then confirm to the Agent selling the property that you have been granted FIRB approval for the Contract. A condition of acting is that payment is made prior to acting by credit card and I provide my details below for payment. A copy of this form is a tax invoice for the services provided.</p>	
Signed _____	Dated ____ / ____ / 20__
Date of Invoice: ____ / ____ / 20__ It is acknowledged that the services are the date of invoice.	
Payment by credit card Card Visa Mastercard	

**Corsers now
provide a full FIRB
service to Agents to
refer Foreign
Purchasers to.**



**The deal is closed
when the FIRB
approval is given so
you want to get that
done and we can
help.**

New Rules coming in also require foreign buyers purchasing off the plan paying \$5,000 plus + now, so they and you (and the Vendor) need to know the deal is approved. The Banks also require prompt compliance for funding developers. So use our unique service and be on top of your business and refer buyers in to streamline prompt approvals. We have a Chinese lawyer in house at Corsers (Nadia Shivarev) to deal with any language problems also for Chinese buyers. Contact Karley Thomas(karley.thomas@corsers.net.au) in the first instance at our office using the Forms attached for any referral.

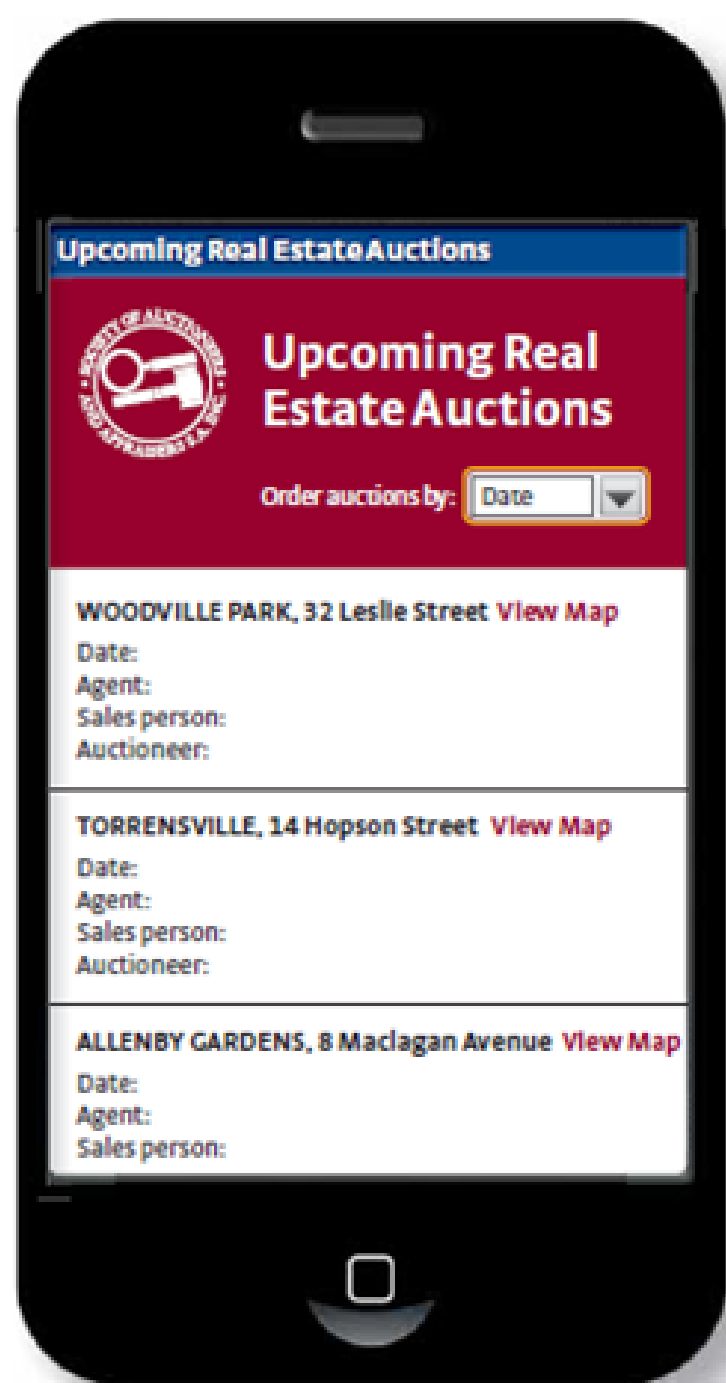
Corsers provide a full FIRB Service For Foreign Buyers which includes:

FIRB applications to complete Contract purchases full advice to Purchaser on FIRB;
Contract review; we can remotely advise foreign buyers; Corsers has a Chinese lawyer
in house who speaks Chinese

The Form 1 with all searches; The Contract; Signed Authority for FIRB approval applications to be applied for in the form attached below - for Corsers to Act for Purchaser FIRB Applications

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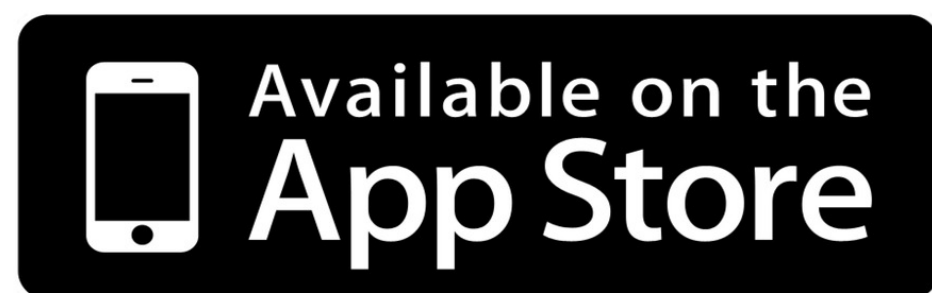
INSTANT UPDATE

The moment you add or update an auction to the web page, the app will adjust accordingly

LIST

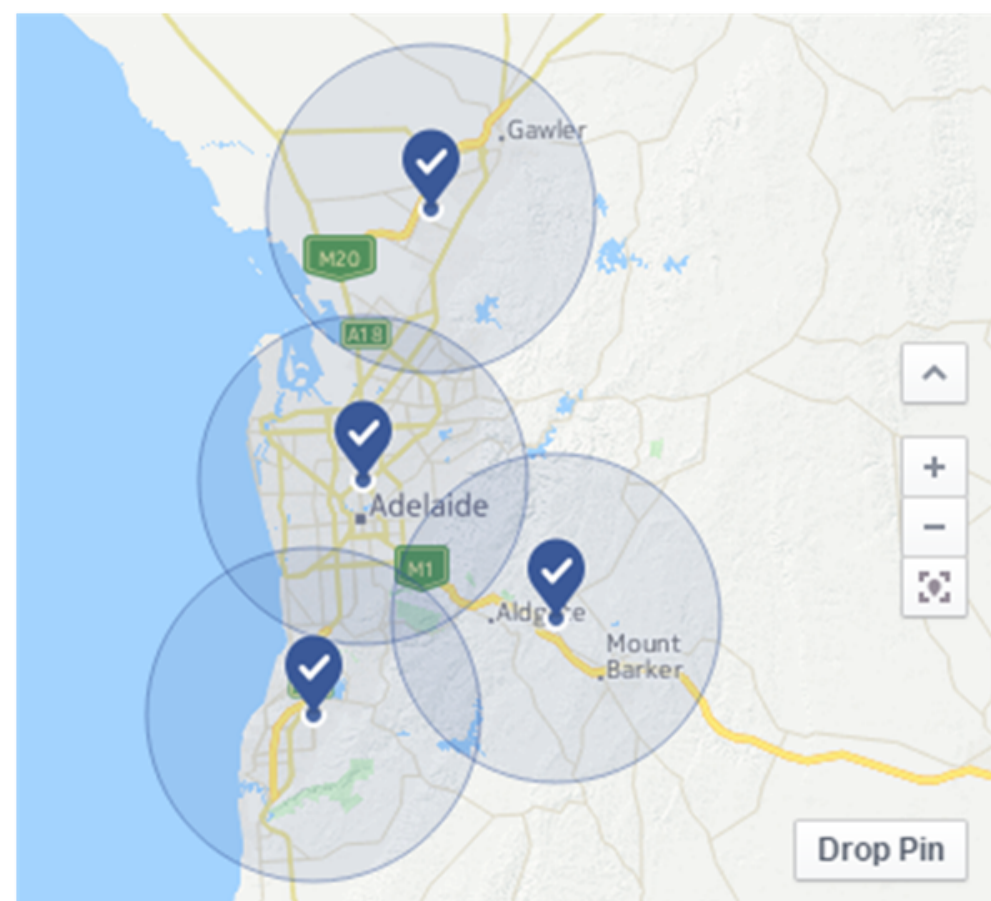
Please ensure all Upcoming Auctions are posted on our web site the minute they are listed!

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For Form 1 preparation please contact Chris Gill on 7221 4908

Chris has been involved with the Society of Auctioneers & Appraisers as a trainer and board adviser since 1995 and has been conveyancing for more than 30 years.

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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