



Auction Guide

HOW THE AUCTION WORKS

An auction is the process by which all interested parties can make competitive bids to purchase a property or object in a transparent, public forum. The auction is regarded as the best method of establishing true market value.

THE ADVANTAGE OF BUYING AT AUCTION

The auction process allows buyers the option of increasing an offer while being aware of the position of the competition. This differs from other buying methods, where various parties are competing against unknown offers negotiated in their absence.

YOU'VE FOUND THE PROPERTY... NOW WHAT?

- So you're ready to go. Before the big day, it pays to have these details covered.
- Leave your contact details with the property consultant and request to be kept informed of any changes leading up to the auction.
- Make sure you are acquainted with the local area, services and facilities of the property.
- Questions? Be sure to seek professional advice.
- Get a feeling for the process. Attending other auctions will help you to better understand how they work.
- Have the money ready. Ensure that you have approved finance prior to bidding, and that you can access the 10% deposit.
- Have your lawyer check the contract, title and any other information available.
- Advise the consultant if you have instructed a third party to bid on your behalf.

TIPS FOR BIDDING

- Establish a limit you wish to spend and start bidding when the figure is below or in your price range. When you start at your limit, there is little time to build momentum and establish yourself as a bidder.
- Bid clearly and promptly, as a last minute bid could be missed. Also, show the competition you're serious.
- Place each bid with authority and do it quickly. If others sense you are wavering they might think the hesitant bid is your last one. So they'll be encouraged to keep going.
- Be aware that, in the vendor's best interests, the auctioneer has the right to accept or reject any bids and will also set the bidding increments.
- When the auctioneer is about to sell they will call three times and, if there are no further bids, knock the hammer down, signaling the sale.
- When you succeed: You will immediately sign the contract and pay the 10% deposit.
- The sale is a cash sale. You have bought the property.