

At the auction

- Your last opportunity to ask questions is before the bidding commences.
- The auctioneer will begin by reading the general

To bid and buy an auction property is easier than you think. Quite simply, if you're the last person with your hand up after the reserve price has been reached, then congratulations – you've won!

terms and conditions of auction together with anything specific before providing a brief description of the property itself.

- Most auctions are held 'subject to a reserve price' – the price below which a property may not be sold. Above this level and the property will be sold to the highest bidder.
- Making a bid simply involves making any gesture which attracts the attention of the auctioneer – a nod, wave or even calling out your bid will all work. Be aware, however, that any bid you do make over the reserve price could be the one which buys the property.
- 'Passed in' is the term used when a property fails to reach the reserve price. If it is declared as such, the highest bidder may then be invited to have the first right to negotiate with the vendor afterwards.
- If you're successful on the day, you'll be asked to sign the sales and purchase agreement together with the payment of the deposit – usually 10 percent of the total purchase price.

Bid History

Keep track of the bidding for the property you're interested in here:

Address:

Opening bid:

Further bids:

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Sold:



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JVL Prestige Realty Ltd
No.1 in auction marketing

Licensed Real Estate Agent (REAA 2008)

Buying at auction

...it's easier than you think



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Bidding for true market value

Buying at auction avoids the traditional offer/counter-offer negotiation process. If your bid is accepted, you'll have the satisfaction of knowing you have successfully purchased

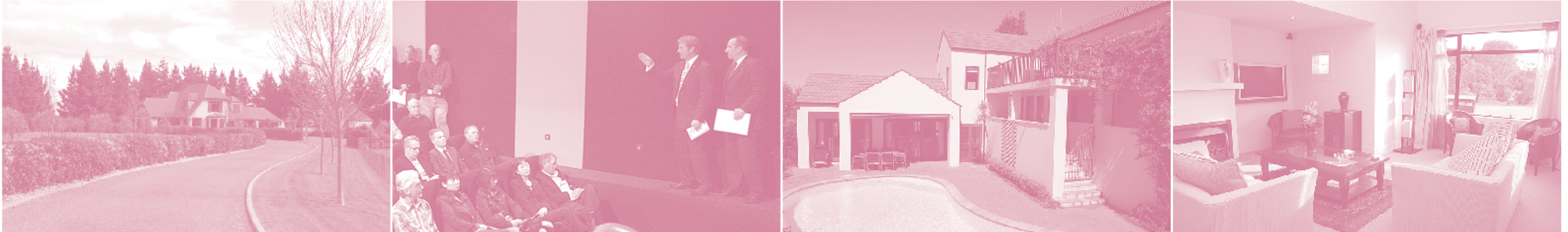
Inspect the property as many times as necessary and, if you have any doubts, arrange for a builder, plumber, electrician or other tradesperson to accompany you.

If you've never attended an auction before, you should

Can I offer prior to auction?

You may, however, please realise the following guidelines:

- The offer is considered a bid ie. cash, unconditional.
- If the offer is unacceptable, you will be notified



at 'true market value'. An auction is an exciting, keenly-competitive environment where everything is out in the open. You can see your competitors. You can keep track of the bids and everything that's going on. You are in control of what you bid.

Time is on your side

Once you have identified an auction property that you're interested in, you'll know the date by which you'll need to arrange finance, sell your existing property, organise a property check, familiarise yourself with all the auction documents and alert your solicitor to inspect the title of the property and investigate all legal matters relating to your prospective purchase.

It's also the time when your JVL consultant will help you get a good feel for the local market – a very important consideration when trying to assess the market value of the property. Possibly consider obtaining an independent valuation as a further guide.

definitely do so to become familiar with how it all happens, before you attend the auction of the property you intend to purchase.

Also check the auction documents. Make sure you're familiar with and understand all the details and conditions of sale – deposit, possession date, balance of payment, list of chattels. Engaging your solicitor at this point would be well advised.

Arranging finance is important also. Sales by auction are unconditional, so it is vital that you have finance confirmed before you bid. Also ensure that funds for a minimum 10 percent deposit is arranged and available on the day if you are the successful purchaser.

Buying at auction can seem difficult – or even daunting – but there are many real advantages of purchasing using this proven method. When a willing buyer and willing seller meet and a successful sale eventuates, true market value for that property will have been established.

accordingly. The offer will not be countersigned by the vendor.

- If the offer is acceptable, 'all' interested parties will be contacted and also invited to offer on the property by way of an auction or multiple offer to be conducted at a pre-determined time.
- If an early auction is called, the auctioneer will open the bidding with the acceptable offer (your offer) and any other interested parties will be given the opportunity to bid. If there is further bidding, it will naturally be sold to the highest bidder. If there is no further bidding, then the opening bid will be declared the highest bid and the property sold 'under the hammer' subject to reserve price.



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