

Auction Proposal

Reasons for considering a Real Estate Auction

1. The only Method of sale that offers the possibility of getting more than the asking price.
2. Terms of sale, Date of Sale and Date of Closing are set by the seller and Auction company/Broker. 10% down day of sale, balance at closing.
3. No contingencies...property sells with clear title “as is where is”.
4. Creates a competitive environment for buyers, forcing them to make a decision and perform.
5. Property is **SOLD** on auction day “subject to Sellers confirmation”.

Auction Marketing Details

1. Preliminary Marketing efforts need to get underway 45 days prior to an auction, including but not limited to the following:
 - a. Face to face meeting with the Seller to discuss price expectations and most recent area land sales.
 - b. Photographs and video of property.
 - c. Obtain Maps, aerial photos, FSA, Tax & mineral information.
 - d. Develop advertising budget and determine ad deadlines.
 - e. Determine a practical division of property into smaller parcels, researching private/county road access and recorded easements that may influence parcel divisions. We will offer the tracts for bidding and finally the entire ranch unit. This produces the best result, allowing everyone to participate in the process, and usually pushing the price higher.
 - f. Approve auction terms & conditions.
 - g. Choose an auction date and location.