

# TIPS FOR BIDDING ON AUCTION DAY

Bidding can be exciting but stressful. To help you through it, here are our bidding tips.

- Come to the auction with a positive attitude. Even if you would have preferred not to compete at auction, look on the bright side. Unlike private treaty negotiation, you will know exactly what price your competitors are offering and once the hammer falls, the sale is final.
- Come to the auction with a definite budget in mind. Auctions often come down to \$500 bids, so make sure you know your absolute limit.
- Bring your cheque book - you have to sign the contract and pay the deposit immediately after the auction. Prearrange an increase to your EFT limit or organise a bank cheque to an agreed amount.
- Bring some photo ID. This is required for you to register to bid. Your ID must be issued by a government or financial institution and show your name and address. Examples include a driver's licence; council rates notice or passport.
- If you are among several registered bidders, be glad. Take comfort that other people also think this is a great property! If you are the sole registered bidder, don't assume you're the only interested buyer. Other buyers might not be able to compete on the day due to delays with finance or their own homes not selling. Their circumstances could change within days, and they are probably hoping it does not sell!
- Arrive with plenty of time to spare. Being rushed will make you more stressed. Go to the registration desk as soon as you arrive to register and receive your bidder's card. If you like, you can pre-register with us before auction day.
- Often the auctioneer will make a single bid, known as the "vendor bid", on behalf of the seller. This is often used to start an auction if no one bids, or to raise the bidding to a level that is closer to the reserve price set by the seller.
- Show confidence. Bid in a loud, clear voice and be mindful of your body language. Stand up straight and raise your bidder's card high. If you start the bidding quickly and with conviction, the owners and other buyers will see that you are serious.
- If the property is going to pass in, make sure you are the highest or last bidder. The highest bidder is offered the right of refusal to purchase immediately after the auction. If no one bids, five other people could approach us immediately afterwards and you will end up in a quasi-auction anyway!

DISCLAIMER: We have in preparing this information used our best endeavors to ensure that the information contained therein is true and accurate but accept no responsibility and disclaim all liability in respect of any errors, inaccuracies or misstatements contained herein. Prospective purchasers should make their own inquiries to verify the information contained herein.



# PREScribed CONDITIONS OF SALE BY AUCTION

Property, Stock & Business Agents Act (NSW) 2002,  
Part 6, s.77 and regulations 2003.

## Clause 18 (1)

The following conditions are applicable to and in respect of the sale by auction of land or livestock:

- (a) The principal's reserve price must be given in writing to the auctioneer before the auction commences.
- (b) A bid for the seller cannot be made unless the auctioneer has, before the commencement of the auction, announced clearly and precisely the number of bids that may be made by or on behalf of the seller.
- (c) The highest bidder is the purchaser, subject to any reserve price.
- (d) In the event of a disputed bid, the auctioneer is the sole arbitrator and the auctioneer's decision is final.
- (e) The auctioneer may refuse to accept any bid that, in the auctioneer's opinion, is not in the best interests of the seller.
- (f) A bidder is taken to be a principal unless, before bidding, the bidder has given to the auctioneer a copy of a written authority to bid for or on behalf of another person.
- (g) A bid cannot be made or accepted after the fall of the hammer.
- (h) As soon as practicable after the fall of the hammer the purchaser is to sign the agreement (if any) for sale.

## Clause 18 (2)

The following conditions, in addition to the above, are applicable to and in respect of the sale by auction of residential property or rural land:

- (a) All bidders must be registered in the Bidders Record and display an identifying number when making a bid.
- (b) Subject to subclause (2A), the auctioneer may make only one vendor bid at an auction for the sale of residential property or rural land and no other vendor bid may be made by the auctioneer or any other person.
- (c) Immediately before making a vendor bid the auctioneer must announce that the bid is made on behalf of the seller or announce, "vendor bid".

## Clause 18 (2A)

The following conditions, in addition to the above, are applicable to and in respect of the sale by auction of co-owned residential property or rural land or the sale of such land by a seller as executor or administrator:

- (a) More than one vendor bid may be made to purchase the interest of a co-owner
- (b) A bid by or on behalf of an executor or administrator may be made to purchase in that capacity.
- (c) Before the commencement of the auction, the auctioneer must announce that bids to purchase the interest of another co-owner or to purchase as executor or administrator may be made by or on behalf of the seller.
- (d) Before the commencement of the auction, the auctioneer must announce the bidder registration number of any co-owner, executor or administrator or any person registered to bid on behalf of any co-owner, executor or administrator.

