

SOUTHEASTERN MULTI-PROPERTY AUCTION

SELLER'S QUESTIONNAIRE

ARE YOU AND YOUR PROPERTY GOOD CANDIDATES TO SELL IN AN AUCTION

How can you know if the auction process is right for you? Here are 13 important items every seller needs to consider.

1. Have you resolved the specific reasons why you want to sell? There should be no doubts. Know your "bottom dollar". Come to terms with your emotional ties to the property you are selling.

2. Consider the cost of not selling. Are you prepared to continue paying mortgage principal and interest, property taxes, maintenance repairs and renovations, insurance payments and increasing utility bills?

3. Could you make a better investment return with your sales proceeds? Does a family member need money? Do you have other obligations that need to be paid? Are you ready to retire and perhaps do some traveling?

4. Have you researched property values and do you know the value range of your property? Has your broker helped you establish a value range?

5. Are you convinced that the auction method is capable of producing the highest, and fairest price, in the shortest amount of time?

6. Will it help you to know a specific day that you will likely receive an offer?

7. Is the marketing fee a reasonable price for you to increase the chances of getting your property sold?

8. Do you have confidence in the sponsoring broker's professional ability and standards of ethics to represent your best interest? Does he have the experience and a favorable long standing reputation in his market? Has he given you good advice and counsel?

9. Has the sponsoring broker adequately explained how multiple property auctions work? Are you confident that you can approach him and

his staff with questions and have them answered clearly and honestly?

10. Can you handle the fact that people will publicly compete over what price to pay for your property?

11. Have you calculated the potential amount of capital gains income tax you may be liable for after a sale? Have you looked into, and, do you understand the advantages of a 1031 capital gains tax deferred property exchange?

12. Do you have a good understanding of what your closing cost are likely to be?

13. If you have property for sale that is located outside the state of South Carolina have you listed your property for sale with a reputable real estate broker in the state where the property is located?

If you have answered yes to at least 10 of these questions you are a good candidate for selling in a multi-property auction.

Your satisfactory resolution of these questions and issues will allow you to walk away from the closing table with confidence. That is the mutual feeling your sponsoring broker wants to share with you for long time to come.

J. Bramblett Bradham
Vice President

SOUTHEASTERN MULTI-PROPERTY AUCTION

BUYER'S QUESTIONNAIRE

ARE YOU A GOOD CANDIDATE TO PURCHASE IN A REAL ESTATE AUCTION

How can you know if the auction process is right for you? Here are 11 important items every buyer needs to consider.

1. Have you resolved the specific reasons why and what you want to purchase? Exactly why do you want to own real estate? Beware of getting caught up in the excitement of the moment and losing sight of your purpose.

2. Have you done, or, are you prepared to do your homework well in advance of the auction day? Be sure to: determine which properties interest you the most; list these properties in order of priority; thoroughly inspect each one; do not rely solely on the salient material provided; consider your financial limitations; decide upon the maximum number of properties you are prepared to purchase and the top dollar you are willing to pay.

3. Are you emotionally prepared for the excitement and the rapid fire bidding process?

4. Do you have confidence in the sponsoring broker and his staff's professionalism and standards of ethics? Does he have the resources, experience and a long standing favorable reputation in his market. Has he offered you good advice and council? Although he is a representative of the seller, can he be trusted to treat you fairly and above board? Has he adequately explained in detail just how the multi-property auction works. Are you confident approaching him with your questions and concerns and do you feel comfortable that you will get clear and honest answers?

5. Have you used market guidelines to determine a value range for each property of interest. Decide what each property is worth to you, and why. Know your top dollar before the bidding starts.

6. **Are you aware that an 8% (9% for on-line buyers) buyer's premium will be added to your successful bid price to determine your contractual purchase price.**

7. Have you made all the necessary financial arrangements well in advance of auction day.

8. Are you prepared to come up with additional earnest deposit funds the day of the auction just in case you decide to purchase more than one property.

9. Will you be ready on auction day to designate a closing attorney to represent you and to perform the closing duties. Remember the sale is scheduled to close within 30 days after the auction.

10. You should be prepared to establish a friendly relationship with the seller at the auction. The seller may become a cherished friend.

11. Are you convinced that the auction process establishes the fairest, most accurate market value for your purchase?

If you answered yes to at least 10 of these questions, you are definitely a good candidate to purchase real estate at auction.

Your satisfactory resolution of these issues will allow you to walk away from the closing table with confidence. This is the feeling your sponsoring broker wants to share with you for a long time to come.

J. Bramblett Bradham
Vice President