

# MULTI-PARCEL AUCTION

Coming Soon !!!! February 28th !! Act Now!!

## Q: What is a Multi-Parcel Auction?

A: An auction sale where the Seller saves money.

A: An auction sale selling multi-parcels of property on the same date, same time, same place.

**Auctioneer's Note:** In order to better serve both the Seller and the Buyer, multiple sellers pool their advertising money to create a better marketing plan, cover a larger advertising territory, to bring Buyers to one central location, one specific date, one specific time, and in a controlled environment.

### Q: How do I get my property in this auction?

A: Call the auction company with phone listed below or if your property is presently listed with a different agency contact that agency and have them call the auction company.

### Q: What kind of property can I sale?

A: This is strictly a real estate sale whether it is a house, farm, and raw land. It is not a personal property and antique auction. That is not a multiple property sale, but a consignment sale.

### Q: How many parcels are normally sold at one of these sales?

A: For this to be a profitable venture and accumulate enough advertising funds to do the sale right, there needs to be a minimum of twelve good properties. We have done them as high as over 250 parcels.

### Q: What is the cost to me as a Seller to participate in a multi-parcel auction?

A: There is no set standard. This is a negotiable fee, but normally it will run between \$500 and \$1,000 per parcel of property. We charge 1% of the market value of your property with a minimum of \$500 and a maximum of \$1,000. That is the total expense to the Seller.

### Q: What if my property is listed with another real estate company?

A: That does not create problem. Have your listing company get in touch with us and we will work out the details. This could be to your advantage and save you a lot of money.

### Q: How do you propose to get Buyers for this auction?

A: United Country is the largest auction company in the United States with over 700 offices in 45 states. We have the #1 website to draw Buyers, we have a special confidential mailing list; our advertising reaches national and international. This sell will have a special website setup for the auction, as well as signs on the property and local advertising.

### Q: As a Buyer how much do I have to pay down to purchase on sale day?

A: Normally, it is 10% down the day of the sale, the balance within 30 days. We ask that potential bidders secure their financing before they come to the auction sale.

### Q: After the sale, how many days is it normally to closing?

A: Normally, 30 days from the auction sale. This is a term and condition that will be announced for each specific sale.

### Q: Is there a co-broke agreement with other real estate companies?

A: Yes. With our company there is a co-broke fee and a particular way this has to be carried out. If you are with another real estate company besides United Country please register your Buyer 24 hours before sale date and time.

### Q: How long has United Country been in the real estate business?

A: United Country was started in 1925 and has continually been in the real estate business since then. Published their first national catalog in 1927, one of which is in the Smithsonian Institute, we now publish 6 specialty catalogs each year.

### Q: Has United Country done multi-parcel auction sales?

A: Multi-parcels auctions are nothing new to us. We have been doing them for many, many years, combining several parcels of property and selling them at one central location. Some people know this as an "off site auction". We prefer to set up a ballroom type atmosphere, where we are out of the rain, wind, cold, controlled temperatures, to make a more pleasant atmosphere.

### Q: Will my property be advertised nationally?

A: Your property will be exposed to potential all over the United States by website, by email, and special confidential mailing list.

### Q: How will people away from the general location be able to bid?

A: Proxibid.com is the largest online bidding company in the nation and we are a subscriber to that. We will be doing this by electronic devices (computers, cell phones) it is possible for people all over the world to be bidding on your property through this Proxibid system.

### Q: How can I learn more about the United Country auction way?

A: Log onto to [www.ucauctionservices.com](http://www.ucauctionservices.com) and look at the many auction sales we have daily.

James C. McMurray  
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