

THE AUCTION METHOD

BENEFITS TO THE BUYER

- * SMART INVESTMENTS ARE MADE AS PROPERTIES ARE USUALLY PURCHASED AT FAIR MARKET VALUE THROUGH COMPETITIVE BIDDING
- * THE BUYER KNOWS THE SELLER IS COMMITTED TO SELL
- * IN MULTI-PROPERTY AUCTIONS THE BUYER SEES MANY OFFERINGS IN THE SAME PLACE AT THE SAME TIME
- * BUYERS DETERMINE THE PURCHASE PRICE
- * AUCTIONS ELIMINATE LONG NEGOTIATION PERIODS
- * AUCTIONS REDUCE TIME TO PURCHASE PROPERTY
- * PURCHASING AND CLOSING DATES ARE KNOWN
- * BUYERS KNOW THEY ARE COMPETING FAIRLY AND ON THE SAME TERMS AS ALL OTHER BUYERS
- * BUYERS RECEIVE COMPREHENSIVE INFORMATION ON PROPERTY VIA DUE DILIGENCE PACKET

BUYER INCENTIVE PROGRAM

AS A BUYER AT AN O'CALLAGHAN REAL ESTATE AUCTION YOU WILL HAVE THE OPPORTUNITY TO RECEIVE A DISCOUNT ON THE FINAL BID AMOUNT AT CLOSE OF ESCROW. TO QUALIFY, YOU SIMPLY NEED TO PRE- REGISTER WITH O'CALLAGHAN REAL ESTATE AUCTIONS AT LEAST 48 HOURS PRIOR TO THE AUCTION. IN YOUR PRE REGISTRATION FORM YOU WILL NEED TO INCLUDE YOUR OPENING BID AMOUNT. IF YOU SHOULD BE THE SUCCESSFUL BUYER AT THE AUCTION, WE WILL DISCOUNT ONE PERCENT (1%) OF YOUR OPENING BID AMOUNT FROM THE FINAL PURCHASE PRICE AT CLOSE OF ESCROW.

BUYER'S PREMIUM

WHEN YOU PURCHASE A PROPERTY AT AN O'CALLAGHAN REAL ESTATE AUCTION, A BUYER'S PREMIUM WILL BE ADDED TO THE FINAL BID AMOUNT. THE TYPICAL BUYER'S PREMIUM IS TEN (10%). THE BUYER'S PREMIUM IS A SERVICE CHARGE THAT IS ADDED TO THE HIGH BID FOR OUR PUBLIC AUCTIONS. AN ADVERTISED PERCENTAGE OF THE HIGHEST BID ADDED TO DETERMINE TOTAL CONTRACT PRICE PAID BY THE BUYER. BUYER'S PREMIUM IS A FEE PAID TO THE AUCTION COMPANY FOR SERVICES RENDERED.