

How to buy at auction



**To buy a property at auction you must BID!
If your bid is the highest taken by the auctioneer and is above the vendor's reserve price you will purchase the property.**

If your bid is the highest taken by the auctioneer but hasn't reached the vendor's reserve price then the property will be passed in. YOU, as the highest bidder, will have the first opportunity to buy the property at the vendor's reserve price. The auctioneer will clearly announce when the property is on the market and is going to be sold.

If the property is passed in on a vendor bid, then the vendor via the vendor's agent is at liberty to discuss the purchase of the property with any genuine buyers.

Thank you for attending another Ray White Burwood auction

Remember: If you want to buy a property at Auction you must BID!

The highest bidder will either buy the property or get the first opportunity to purchase the property at the vendor's reserve price. If you have any further questions relating to real estate or may wish to obtain a current market appraisal on your home, please contact us.

Ray White Burwood

T 03 9808 0988 F 03 9808 8199
7-9 Burwood Hwy, Burwood Vic 3125
raywhiteburwoodvic.com.au

Good luck and good bidding!

Researching the market?

'Like Us' on Facebook to know what's happening within the marketplace and be in the chance to WIN some great prizes.



Disclaimer: Information provided is believed to be accurate as at the date of printing. No responsibility is taken for any errors or omissions. It is your responsibility to obtain independent, professional advice. Personal information collected from you is for security purposes or to contact you should the property sell prior to auction. We may use this information to provide you with other real estate services and advise including financial services advice. Visit our website at raywhiteburwoodvic.com.au for our privacy policy.



Brief auction history



Auctions have been recorded as far back as 500BC. The Romans used auctions extensively and since then this method of sale has been continually used throughout the ages.

The first land sales in Victoria were held on June 1, 1837 when 100 blocks of land were sold by auction in what is known as the Melbourne CBD.

Property has been sold consistently via the auction system since that time. On February 1, 2004 the Victorian Government introduced changes to the legislation pertaining to the conduct of real estate actions. This brochure outlines those changes and some questions that are frequently asked.

Frequently asked questions

Do I have to register prior to bidding at an auction?

No, not in Victoria.

What is a vendor bid?

It is a bid made on behalf of the vendor (owner) not a buyer.

Who can make a vendor bid?

Only the auctioneer.

Does the auctioneer have to declare a vendor bid each time it is used?

Yes.

How many bids can a vendor make?

There is no restriction but our policy is generally limited to a maximum of 2–3 vendor bids.

What is a reserve price?

The price below which the vendor will not sell. The price may vary.

What does 'passed in' mean?

The bidding has not reached the vendor's reserve price and the property is not sold.

If the property is 'passed in' on a vendor bid, what happens then?

The vendor via the vendor's agent is at liberty to negotiate with any genuine buyer.

What is a genuine bid?

All bids are genuine: there are vendor bids and buyer bids.

What is a buyer's advocate?

A person who is commissioned to act on behalf of a buyer (if you use one, make sure this person is a licensed estate agent and a member of the REIV).

Do I need to pay a 10% deposit if I buy?

Yes. If the contract calls for 10%, or less if the vendor agrees to a lesser amount.

Can I cool off if I buy under auctions conditions?

No. The law does not allow you to cool off if you buy under auction conditions.

Real estate auction rules

Ray White are members of the REIV and conduct all their auctions in accordance with the Institute guidelines.

REIV Auctioneer Statements at Public Auctions Required under the Sale of Land (Regulations) 2014. The auctioneer must read out the following words by law at the commencement of the auction.

By law, the auctioneer must advise you that:

- The auction will be conducted in accordance with the rules and any additional conditions that were made available for the inspection before the start of the auction.
- The auction rules prohibit an auctioneer from accepting bids or offers for a property after the property has been knocked down to the successful bidder.
- The vendors have a reserve price.
- The law prohibits false bids and prohibits major disruptions by bidders. The law also prohibits bidders attempting to prevent others from bidding and will issue fines if this occurs.
- The rules permit vendor bids .
- During the auction, the auctioneer will say 'Vendor Bid', when making bids on behalf of the vendor.
- The law prohibits the making of 'Vendor's Bids', other than by the auctioneer.

如何參與拍賣



只有通過競拍您才能在拍賣中買到房屋！

如果您的競拍價為拍賣師所接受的最高價並超過屋主的底價，您將可以購買該房屋。

如果您的競拍價為拍賣師所接受的最高價但沒有達到屋主的底價，那麼該房屋將會流拍。而您，作為最高出價者，將會有機會第一個以屋主的底價價位購買該房屋。拍賣師將明確的宣布該房屋仍然在售。

如果該房屋流拍，那麼屋主會通過代理中介與任何有真實購買意向的買家洽談。

感謝光臨 Ray White Burwood 房屋拍賣

記住：只有通過競拍您才能在拍賣中買到房屋！

競價最高者將有機會購買房屋或者成為第一個以屋主底價價位購買房屋的人。任何與房地產相關的問題，或者您希望對您現有物業獲得免費的房產評估服務，歡迎您聯繫我們。

Ray White Burwood
T 03 9808 0988 F 03 9808 8199
7-9 Burwood Hwy, Burwood Vic 3125
raywhiteburwoodvic.com.au

祝您好運！

Researching the market?
'Like Us' on Facebook to know what's happening within the marketplace and be in the chance to WIN some great prizes.



免責聲明：以上內容至印刷之日均為準確信息。如有錯誤或遺漏，本公司不承擔任何責任。您有責任尋求獨立、專業之建議。拍賣日之前的銷售過程中會因為安全因素或聯系您的需要而獲取您的個人信息。本公司有可能通過這些個人信息向您提供房地產服務和建議（包括貸款服務建議）。請前往本公司官網 (raywhiteburwoodvic.com.au) 讀取隱私條款。

房屋拍賣 指南



拍賣簡史



最早的拍賣記錄可追溯至公元前500年。羅馬人廣泛使用拍賣，自此，這種售賣方式延續至今。

維多利亞州第一例土地拍賣發生於1837年6月1日，當時的墨爾本市中心有100塊土地以拍賣的方式售出。

從那時起，房地產開始通過拍賣的方式銷售。2004年2月1日，維多利亞州政府對房地產相關法規進行了一些修改。本指南概括了這些變化並列舉了一些常見問題。

常見問題

如果我想在拍賣中競價，我需要事先登記嗎？

維多利亞州無此規定。

什麼是“屋主競價”？

該競價由中介代表屋主作出而非買家。

誰可以提出“屋主競價”？

拍賣師是唯一能代屋主競價的人。

當有“屋主競價”時，拍賣師都必須宣告嗎？

是的。

屋主可以競價多少次？

法律上沒有限制，但本公司一般會將屋主競價控制在2-3次內。

什麼是底價？

如競拍價格低於屋主的底價，屋主不會出售其擁有的房屋。底價沒有統一標準。

什麼是流拍？

出價沒有達到屋主的底價，房屋買賣沒有成交。

如果流拍，接下來的會發生什麼？

屋主通過代理中介與任何有真實購買意向的買家洽談。

什麼是“真實”競價？

所有的出價都是真實的，包括屋主競價和買家競價。

什麼是“買家代理”？

是指以佣金形式代表買家就房屋購買事宜進行交涉的人。如果您打算僱請一位“買家代理”，請確認該人擁有房產代理執照並且是維多利亞州房地產中介協會的成員。

如果我購買房屋，我需要支付10%的定金嗎？

是的，如果銷售合同要求的定金為10%，少於該金額需經屋主同意。

通過拍賣購買房屋，我仍能享有“冷靜期”嗎？

法律規定通過拍賣所購買的房屋無法享有“冷靜期”。

房地產拍賣準則

Ray White 為維多利亞州房地產中介協會的成員，所有拍賣均遵照該中介協會的準則進行。

根據《2014年土地買賣條例》，維多利亞州房地產中介協會的“拍賣師聲明”在拍賣現場必須出示。法律規定拍賣師必須在拍賣開始前宣讀以下內容。

根據相關法律，拍賣師必須告知您：

- 拍賣的進行必須與相關法規以及其他條款一致，這些條款在拍賣前的房屋開放時已經可供查閱。
- 拍賣規定禁止拍賣師在拍板成交後仍然接受其他競價或出價。
- 屋主設有底價。
- 法律禁止虛假競價和干擾性競價，並禁止競價人企圖阻止他人競價的行為，該行為將會被處以罰款。
- 拍賣準則允許屋主競價。
- 拍賣期間，在代表屋主叫價時，拍賣師將會提示“屋主競價”。
- 法律禁止除拍賣師以外的人士作出的“屋主競價”。