

Methods of Sale Options

In recommending a “no price marketing” campaign, the two options of an Auction or a Tender have distinct differences. Personal preferences or experiences can take priority over the decision, so we have listed the advantages of each option.

The advantages of each method of sale are as follows

Auction advantages

- “On Site” auctions produce elements of emotion and first time bidders.
- “In the Rooms” auctions afford you more privacy and control.
- Experience - Brett Trigger, auctioneer conducts over 800 auctions a year.
- You control the selling price by structuring the reserve before the auction.
- Auction bids are unconditional.
- More buyer participation. Bidders become involved in the sales process
- Transparency for buyers. Bidders can and like to see the public proceedings
- At Barfoot & Thompson auctions we do not have vendor bidding.

Tender Advantages

- Interested parties do not need to have similar opinion of value.
- Tender results are considerably more private and confidential.
- You have acceptance time at close of tenders. You have a specified time to accept or reject.
- The opportunity exists to consider alternative solutions or variations offer to you.
- Tenders lend themselves to “development style” properties.
- Tenders lend themselves to adjoining properties or different land uses and zonings.
- Tenders may contain conditions that suit the vendor.
- Results are not as public. The “passed in price” is not perceived as a benchmark