

## *Comparison Chart*

AUCTION	TRADITIONAL BROKERAGE SALE
Seller pays no commission.	Broker charged typical 5-10% Commissions.
Realize the property's true market value with no upside price limitation.	Upside opportunity is limited. No chance to negotiate up - just down!
Auction provides the psychological catalyst to promote and enhance buyers interest - as well as sales price.	Traditional sales method offers no psychological or competitive momentum.
Results in 35 to 60 days.	Property can sit on the market for months or even years before it sells - if it sells at all!
All conditions of sale are set in advance of the auction.	Contingencies are the most common form of negotiating price.
Property is sold without contingencies common.	Offer is contingent upon lender approval.
Successful bidder is required to deposit 10% of the purchase at the close of the auction.	3% or less deposit is normal