

Harcourts Auctions

OVERVIEW

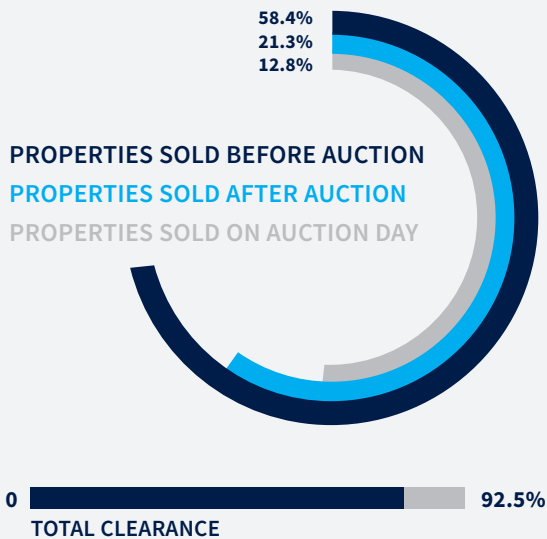


TOTAL PROPERTIES LISTED **642**



PROPERTIES SOLD **594**

3 STAGES AUCTION PROCESS



TYPES OF PROPERTY

PRIMARY RESIDENCE

94%



VS

INVESTMENT PROPERTY

6%



DISTRESSED, FORECLOSURE,
BANK OWNED PROPERTY

0%

AUCTION ACTIVITY

 **x101**

AVERAGE NUMBER OF SHOWINGS THROUGH AN AUCTION PROPERTY

94%



PROPERTIES WHICH RECEIVE OFFERS BEFORE AUCTION DAY

APPROXIMATELY

+49%

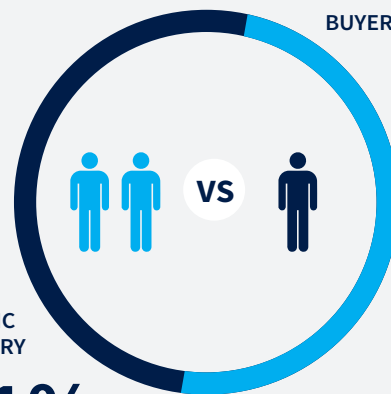
MORE SHOWINGS THAN TRADITIONAL LISTING

49%

BUYERS AGENT INQUIRY

PUBLIC INQUIRY

51%



NUMBERS



26.2%
INCREASE

BIDDING TO START FROM PRICE VERSUS FINAL SALE PRICE