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Last year
Realtors earned
more than
\$100,000
in commissions
with Marshall
Auctions !



Did
You
Miss
Out ?



www.MarshallAuctions.com

Broker Participation Terms:

1. The agent/broker must register their prospective client for specific property or properties, prior to any inspection of the property by their client.
2. Registration must occur at least 48 hours prior to the auction using our Broker Registration form.
3. It is the Realtors/Brokers responsibility to ensure the Broker Registration is received.
4. No broker will be recognized on a prospect who has previously contacted or been contacted by Auction Company.
5. The agent/broker must attend the auction with the registered buyer, assist his/her client in bidding on each desired property and work with the buyer throughout the escrow/closing process.
6. Broker agrees that broker will not be entitled to a commission, if: (1) The broker or any member of broker's family or firm participates as a principal at the auction. (2) The settlement does not occur within the specified settlement timeframe. (3) The person that he/she is representing does not settle on the property.
7. There shall be no exceptions to this procedure and verbal agreements will not be accepted.
8. Commissions will be paid by seller only upon closing.
9. Referral fees are offered to properly licensed agents who refer current listing clients as sellers to Auction Company.

Salisbury Office:

2825 N. Salisbury Blvd.
Salisbury, MD 21801
410-749-8092 (ph)
410-835-0370 (fax)

www.MarshallAuctions.com
E-mail: info@marshallauctions.com

Georgetown Office:

104 East Pine St.
Georgetown, DE 19947
302-856-7333


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**REALTOR
PARTICIPATION**

Easiest Commission



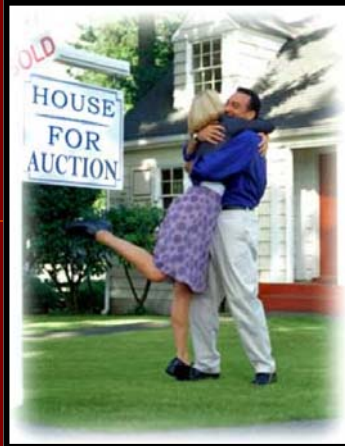
You Ever Earned !

www.MarshallAuctions.com

The Auction Alternative

Why Buy at Auction?

- **Motivated Seller**– We cater to sellers who want or need to sell quickly. Buyers know our sellers are serious about selling!
- **Pricing transparency**– Seeing other bidders willing to pay a similar price reassures a buyer they are not paying too much.
- **Fair competition** – Bidders compete on identical terms. Buyers know their offer is evaluated equally based on high bid price, not on how quickly they can settle, if they have another property to sell, or if the seller just likes someone else better.
- **Great Values** – Many buyers attend auctions looking for a deal. Sellers will often sell a property for less at auction because the certainty of sale, time value of money, lower sale costs, and lack of contingencies outweigh the option of waiting months or years for a higher offer.
- **Comprehensive information** – Buyers receive an extensive due diligence package on the property.
- **Buyer determines price** - At auction the buyer is in the driver's seat for determining his price.
- **Painless negotiating** – An auction virtually eliminates lengthy, stressful negotiations with the seller.
- **Planning ease** – Knowing the sale and settlement date makes coordinating a transition to a new property easy.



How do I represent my client at an auction?

1. Visit www.MarshallAuctions.com to find upcoming auctions and obtain information about properties.
2. Fill out Broker Registration Form and fax to our office at least 48 hours prior to auction. (Form includes Names, Contact Information and Signatures of Prospective Buyer and Broker/Agent).
3. Accompany client to one of our scheduled previews or contact us for an appointment to visit the property.
4. Prior to auction, obtain any inspections you may wish such as Home Inspections or Lead Paint Inspections. We always have a Termite Inspection conducted for your convenience. Properties are sold as-is.
5. Prior to auction, assist your client with arranging their financing and understanding the terms of the auction including deposit requirements, buyer's premium, and other terms or conditions of sale. The auction contract is a non-contingency contract.
6. Accompany client to Auction & check in with our clerk to receive a bidding number card. Our staff are typically there 1 hour prior to auction.
7. Review information and materials provided at auction as there are occasionally changes prior to auction. Clear up any questions with auction staff prior to start.

8. Auctioneer will read aloud a description of the property, the complete sale contract and make announcements.
9. Bidding Begins! Assist your client with the bidding until the high bid is reached. Generally, the seller accepts the high bid. Occasionally, the auctioneer may enter negotiations with the high bidder and seller should the competitive bidding fall short. Most properties are sold subject to sellers confirmation, however some are sold Absolute with No Reserve.
10. A brief sale contract will be signed immediately following the auction and the deposit collected.
11. Assist your client in communicating through the settlement process.

Congratulations!
Easy Commission!

**Your clients place their future
in your hands...**



Show them you're savvy...

Understand Auction Options!