



ACTS AUCTION SCRIPT

Auctioneer Training

Page 1 of 5

Difficulty: Competition Sequence: Full Auction Bidders: 3 Reserve: \$2,470,000 Steps: 43

#	Helen	Rodger	James	TOTAL
1	OPENING SEQUENCE Awaiting for bidders to be prompted to start			—
2	Normal Bid \$1,565,000			\$1,565,000
3	DISTURBANCE FROM Rodger "What are the exact boundaries as per the latest survey or title documentation?"			\$1,565,000
4			Normal Bid \$350,000	\$1,915,000
5		Worded Bid SAY 250K BID VALUE: \$250,000		\$2,165,000
6	CALL PHASE: VENDOR BID Before continuing: place or announce a vendor bid. Suggested increment: \$40,000 to \$50,000 (6-8 bids to reserve).			\$2,165,000
7	Worded Bid SAY 250K BID VALUE: \$250,000			\$2,415,000
8			Normal Bid \$50,000	\$2,465,000
9	ON MARKET THRESHOLD Reserve \$2,470,000 When reserve is crossed, declare the property on market before accepting the next bid.			\$2,465,000
10		Normal Bid \$75,000		\$2,540,000



ACTS AUCTION SCRIPT

Auctioneer Training

Page 2 of 5

Difficulty: Competition Sequence: Full Auction Bidders: 3 Reserve: \$2,470,000 Steps: 43

#	Helen	Rodger	James	TOTAL
11	DECLARE ON MARKET Before the next bid: clearly declare that the property is on market.			\$2,540,000
12			Normal Bid \$18,000	\$2,558,000
13		Normal Bid \$12,000		\$2,570,000
14	Normal Bid \$24,500			\$2,594,500
15	CALL PHASE: SECOND Before continuing: call the auction through at least the second call.			\$2,594,500
16			Normal Bid \$25,500 Potential increase: \$27,500	\$2,620,000
17	Worded Bid SAY TWENTY FIVE BID VALUE: \$25,000			\$2,645,000
18			Normal Bid \$18,000 Potential increase: \$28,000	\$2,663,000
19	Normal Bid \$12,000 Potential increase: \$17,000			\$2,675,000
20		Normal Bid \$12,000		\$2,687,000
21			Normal Bid \$12,000	\$2,699,000



ACTS AUCTION SCRIPT

Auctioneer Training

Page 3 of 5

Difficulty: Competition Sequence: Full Auction Bidders: 3 Reserve: \$2,470,000 Steps: 43

#	Helen	Rodger	James	TOTAL
22	CALL PHASE: FINAL Before continuing: complete the final call.			\$2,699,000
23		Round Up Bid SAY MAKE IT 2.7 MILL BID VALUE: \$1,000		\$2,700,000
24	Round Up Memory SAY I WILL GO THEIR LAST BID			\$2,701,000
25			Normal Bid \$14,000	\$2,715,000
26		Round Up Bid SAY MAKE IT 2.8 MILL BID VALUE: \$85,000		\$2,800,000
27			Round Up Memory SAY I WILL GO THEIR LAST BID	\$2,885,000
28	Normal Bid \$10,000			\$2,895,000
29			Normal Bid \$9,000	\$2,904,000
30	DISTURBANCE FROM Helen "Are there any current disputes or outstanding liabilities relating to common property areas?"			\$2,904,000
31	Special Bid SAY RODGERS LAST BID BID VALUE: \$85,000			\$2,989,000



ACTS AUCTION SCRIPT

Auctioneer Training

Page 4 of 5

Difficulty: Competition Sequence: Full Auction Bidders: 3 Reserve: \$2,470,000 Steps: 43

#	Helen	Rodger	James	TOTAL
32		Fraction Bid SAY 1/8 BID VALUE: \$125,000		\$3,114,000
33	CALL PHASE: FIRST Before continuing: complete at least the first call.			\$3,114,000
34			Normal Bid \$10,000	\$3,124,000
35		Normal Bid \$9,000		\$3,133,000
36	DISTURBANCE FROM James "Is there an active body corporate or owners' corporation associated with this property?"			\$3,133,000
37			Special Bid SAY RODGERS LAST BID BID VALUE: \$9,000	\$3,142,000
38		Normal Bid \$6,000		\$3,148,000
39	Normal Bid \$7,000			\$3,155,000
40			Special Bid SAY HELENS LAST BID BID VALUE: \$7,000	\$3,162,000
41	Normal Bid \$2,000 Potential increase: \$3,000			\$3,164,000
42		Normal Bid \$1,000		\$3,165,000



ACTS AUCTION SCRIPT

Auctioneer Training

Difficulty: Competition Sequence: Full Auction Bidders: 3 Reserve: \$2,470,000 Steps: 43				
#	Helen	Rodger	James	TOTAL
43	SOLD Winner Rodger • Price \$3,165,000			\$3,165,000

Generated for training use by ACTS: Auctioneer Training.

