

AUCTION OUTCOMES

There are 3 possible outcomes from Auction day. These include Sold, Referred and Passed In.

Sold is identified by the fall of the hammer and the Auctioneer will announce Sold. The highest bid has reached or gone beyond your reserve and your vehicle has been sold.

Referred is when the bidding does not reach your reserve and the highest bidder is given the opportunity to negotiate with you (via Manheim staff) to a favourable price for both parties. You are not obliged to agree to the seller's offer.

A vehicle is **Passed In** if there is no bid. Buyers can make an offer on your vehicle.

ASK US

If you'd like more information or assistance on anything outlined in this brochure ask at reception or call your nearest Manheim location.



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PASSENGER & COMMERCIAL

HOW TO SELL YOUR VEHICLE AT AUCTION IN 4 EASY STEPS



REALISE THE VALUE



SELLING AT AUCTION

Selling at Manheim is easy. Our professional sales staff take care of the entire auction process on your behalf. Choosing Manheim to sell your vehicle means you don't need to be on call to deal with interested buyers – we do it all for you.

Our weekly vehicle auctions attract thousands of potential buyers. All vehicles are advertised and promoted online as well as in our auction catalogues. Offering your vehicle in our competitive auction environment is a great way to maximise its sale price.

Your vehicle will be listed on our website with professional images, detailed information and a vehicle condition report for 24/7 online viewing. Vehicles are also displayed to the public on viewing days which ensures maximum exposure for your vehicle prior to auction.

LEAVE IT ALL TO MANHEIM

As the world's leading automotive remarketing group, Manheim can provide you with the peace of mind you've entrusted the sale of your vehicle to the auction specialists with the experience, tools and resources to facilitate the sale of your vehicle.

Manheim create a dynamic and exciting marketplace for vehicle buyers – both in our auction lanes and online - and have a proven track record in attracting a wide range of buyers for all vehicle types.



THE AUCTION PROCESS

The Auction process is simple and there are 4 easy steps including Valuation, Book In, Auction and Receiving Payment.

1. VALUATION

Our Valuation provides an indication of what amount you may expect for your vehicle and which auction stream your vehicle is best suited to. To arrange a free Valuation call 1300 889 535 and bring along your Driver License and registration papers.

Your vehicle does not have to be registered or have a road worthy certificate but it will make it more appealing to potential buyers and increase buyer confidence if it does.

Don't forget to ask us about detailing and our cost effective SMART Repair service. Our experience shows that your vehicle is more likely to achieve a higher price at auction if it is well presented. Detailing and minor repairs should be considered an investment rather than a cost.

2. BOOK IN

This is where we book your vehicle in to an auction and determine the Reserve Price.

You decide the Reserve Price for your vehicle which is the minimum amount you are willing to accept. We will assist you with a realistic expectation of the current market value for your vehicle based on the Valuation. The Reserve Price is not disclosed to buyers.

You'll be required to complete paperwork, so bring along any maintenance information, service books, spare keys and be sure to have some transport home!

Once booked in your vehicle is tested for basic drivability and a Road Test Report is attached to the windscreen, listing your vehicle's body and mechanical condition. From here, people can inspect your vehicle online and on location prior to auction day.

3. AUCTION DAY

On Auction day your vehicle will be offered for sale to the crowd of assembled buyers. Our highly trained and professional Auctioneers will advertise the vehicle to the crowd, detailing the make, model, build year, engine size, odometer reading, seating capacity, registration expiry, roadworthy status and anything else that would be considered a feature and therefore add value to your car. The Auctioneer then invites bids from the crowd and completes the auction process depending on the outcome for your vehicle.

If you do not attend the auction you will need to be contactable by phone, so you can potentially negotiate a sale if the reserve price is not reached.

4. PAYMENT

You will receive payment within 7 working days of selling your vehicle. Payment will be for the full sale amount less selling fees.

