



John Oliver

Top tips

It's auction day and you need to have your game plan ready. Here a few tips from HomeStart Finance's chief executive

How to create a successful auction day game plan

Buying a house at auction can seem daunting and stressful, especially when you are emotionally invested in the result. To help improve your chances of auction day success it's important to be prepared and have a game plan. Here are some tips to help you get auction day ready.

1 Complete a building and pest inspection before the auction day to determine what repairs may be needed. This may also help you set your maximum price for the property. Undertake a thorough 'inspection' of the neighbourhood and ensure you are happy with the amenities nearby and the distance to key locations such as your work or schools.

2 It is critical you have your finances in order and have your loan pre-approved before

auction day. Remember, cooling-off periods don't apply to contracts signed at auctions.

3 Go to other auctions being held by the same agency or auctioneer to get a feel for their style and what you might expect on the day. Examine the different approaches bidders take and consider what might work for you. Ask the agent of the property being sold at auction how many buyers have requested property reports. This will help you determine how many potential buyers are seriously interested in the property.

4 Set your budget. Determine your bid limit well before the auction to avoid the emotion and adrenaline of the day getting the better of you. Consider an uneven number. For example, being prepared to spend \$483,000 can put you ahead of

Home Loan Repayments (Fortnightly)

LOAN \$	4%	4.5%	5%	5.5%	6%	6.5%	7%	7.5%
250,000	608.72	641.00	674.15	708.16	742.99	778.63	815.04	852.20
275,000	669.60	705.10	741.56	778.97	817.29	856.50	896.55	937.42
300,000	730.47	769.19	808.98	849.79	891.59	934.36	978.05	1022.63
325,000	791.34	833.29	876.39	920.60	965.89	1012.22	1059.56	1107.85
350,000	852.21	897.39	943.81	991.42	1040.19	1090.09	1141.06	1193.07
375,000	913.09	961.49	1011.22	1062.23	1114.49	1167.95	1222.57	1278.29
400,000	973.96	1025.59	1078.64	1133.05	1188.79	1245.81	1304.07	1363.51
425,000	1034.83	1089.69	1146.05	1203.87	1263.09	1323.68	1385.57	1448.73
450,000	1095.70	1153.79	1213.47	1274.68	1337.39	1401.54	1467.08	1533.95
475,000	1156.58	1217.89	1280.88	1345.50	1411.69	1479.40	1548.58	1619.17
500,000	1217.45	1281.99	1348.30	1416.31	1485.99	1557.27	1630.09	1704.39
525,000	1278.32	1346.09	1415.71	1487.13	1560.29	1635.13	1711.59	1787.61
550,000	1339.19	1410.19	1483.13	1557.94	1634.59	1712.99	1793.10	1874.83

Calculated on a 25 year principal and interest repayment and does not take into account any fees or charges. The Sunday Mail takes no responsibility for the accuracy of these figures. Please seek professional advice before advancing further.

someone else who has prepared with a more 'traditional' round-number mentality and set a limit of \$480,000.

5 Decide who will attend the auction with you. If you are in a relationship, having your partner on hand might seem obvious, but is there anyone else you want there on the day? Your parents or an experienced, property-savvy friend with the ability to anticipate what may happen next could be useful to have by your side. However keep in mind that having too many people could be detrimental. Whichever way you decide to go, make sure everyone is across your strategy.

6 Arrive early so you have plenty of time to register and find the best location to stand. Pick a prominent position in front of the auctioneer so you are visible to other buyers.

7 Determine your strategy. Bidding first implies confidence and gives the impression that you will be the one to take home the property. Waiting until bids stall, on the other hand, can

make you seem like an experienced buyer because you're able to wait and come in later in the game.

8 Speak confidently and clearly when placing a bid. A firm '\$440,000' can be much more intimidating than a quiet call of '440'. If the bids are being made quickly, you could slow things down by bidding in smaller increments. If your budget permits you could also offer bids well above the last bid, to intimidate less-confident buyers.

9 Walk away when you have reached your budget. While it may seem disappointing, by having a strategy in place and sticking to it, you will know you did everything you could and your dream property still awaits you.

Visit homestart.com.au for more tips on how to get into your own home sooner.