

# Sell your vehicle with United Auctions Australia

Selling your vehicle at auction is easy with United Auctions Australia (UAA). Our personal and professional staff will take care of the entire auction process on your behalf. Selecting UAA to sell your vehicle means you don't need to be on call to handle interested buyers – we do it all for you.

Our weekly vehicle auctions attract thousands of potential buyers. All vehicles are listed online, as well as in our auction catalogues. Selling your vehicle in a 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 viewing. Vehicles are also displayed to the public on viewing days, ensuring maximum exposure for your vehicle prior to auction.

## LOCAL KNOWLEDGE – NATIONAL STRENGTH

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

UAA 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 process is simple, just four easy steps.

### STEP 1: VEHICLE VALUATION

Our vehicle evaluation 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 appraisal call your nearest UAA location and bring along your driver's licence and registration certificate.

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

### STEP 2: CATALOGUING

This is where we book your vehicle into an auction and determine the reserve price. You decide the reserve price, 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 evaluation. 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 arrange transport home!

Once your vehicle is booked in, a road test report covering basic driveability is attached to the windscreen. From here, people can inspect your vehicle online and on location prior to auction day.

### STEP 3: AUCTION SALE

On auction day your vehicle will be offered for sale to the crowd of assembled buyers in lane and online. Our highly trained and professional Auctioneers will highlight your vehicle to the crowd, detailing anything considered a feature which may add value to your car. The Auctioneer then invites bids from the crowd and your vehicle is auctioned.

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

### STEP 4: PAYMENT

You will receive payment within two working days of selling your vehicle after the purchaser has settled. Payment will be for the full sale amount, less selling fees.

## AUCTION RESULTS

There are three 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 UAA) to reach a favourable price for both parties. You are not obliged to agree to the bidder's offer.

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

## WHAT FEES DO I HAVE TO PAY?

You pay nothing upfront for us to auction your vehicle.

You do not incur a charge if your vehicle is not sold.

## CONTACT UAA

Don't forget to ask us about detailing and our cost effective service. Our experience shows 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.



United Auctions Australia



For further information, visit [www.unitedauctions.net.au](http://www.unitedauctions.net.au) or phone 1300 464 465.