

How do Real Estate Auctions Work?

To participate in our real estate auctions, it may be helpful to review the information below, to insure you have a smooth and enjoyable experience.

1. Pre-register for the auction event or register at the auction prior to the opening of bidding. You will be given a bidder packet and a bidder number. This number is your Golden Ticket to buying real estate at auction;
2. If you are being represented by a real estate agent, that agent will register you for the auction but it must be 48 hours prior to the auction for that agent to receive compensation. Forms are normally available on the auction website;
3. You will need a deposit check to register. Check the website for the amount of the check you will need. A bank check is preferred, but a company check is acceptable or a personal check with a bank letter of guarantee;
4. If you are not the winning bidder, you will receive your check back at the end of the auction. Simply check with the auction cashier;
5. The auctioneer will read aloud any announcements that have an impact on the auction prior to asking for bids. These announcements supercede any written instructions and should be listened to carefully;
6. Once the crowd is ready, the fun begins! The auctioneer will ask for an opening bid, formally called a “public outcry”, and the auction is on. In a reserve auction, the seller reserves the right to accept or reject any or all bids. The seller also can stop and/or cancel the auction at any time they deem necessary, even though bidding has begun and there are good bidders at the auction. In an absolute auction, once there is a public outcry for bids, the auction will culminate in a new owner. The seller cannot stop the auction, and the property will sell regardless of high bid;
7. Buyers Premium. In most cases, JF Marketing will charge a 10% Buyers Premium on the auction of real estate in Ohio. This is added to the high bid to establish the sale price. Example: if the high bid is $400,000 then the sale price will be $440,000.
8. If you are the winning bidder, several things will happen. First, your check will be deposited into our title company trust account. Your money is safe and if something should happen that the sale is cancelled, you will receive your deposit back in full from the title company. Next, you will be asked to sign the Contract to Purchase at Public Auction. A short 3 page document that consummates the sale, and there are 2 state required docs for you to sign as well.
9. In 30 days or less, the title company will contact the winning bidder to have a closing, and transfer ownership of the property to the new winning bidder!!