

Mark W. Craig Auctions

Va. License 2160



4 Pops Lane, Bridgewater, VA 22812
(540) 246-6430 (cell) or 828-1270 (home)

MarkCraigAuctions.com
MarkCraigAuction@aol.com

Estate · Consignment · Real Estate · Farm Equipment · Benefit

Real Estate Sales Options

	Real Estate Agent	Auction Method
Method of Sale	One Option	Multiple Options
Potential Buyers	Non-Bidders, One Offer	Exposes the property to a large number of prospects.
Date of Sale	Uncertain, may remain on market for months	Certain; Date and Time are set. Closing in 30-90 days.
Sale Price	Fishing for a buyer	Market Price Creates competition among buyers - auction price can exceed the price of a negotiated sale.
Marketing	Property is one of many being advertised and shown	Focus on your sale alone
Promo Expenses	Negotiable	Seller
Compensation	Seller	Buyer's Premium Subsidizes Seller
Contract	Lengthy	Short & Sweet
Signing	After Negotiations	At Close of Auction
Contingencies	Multiple	None
Deposit	Refundable	Non-Refundable
Inspections	After Contract Signing	Prior to Auction Day
Appraisal	After Contract Signing	Prior to Auction Day
Home	After Contract Signing	Prior to Auction Day
Disclosure	Prior to Signing	Prior to Auction Day
EPA Disclosures	Prior to Signing	Prior to Auction Day
Termite	After Contract Signing	Prior to Auction Day
Soil/Water/Septic	After Contract Signing	Prior to Auction Day
Title Search	After Contract Signing	Prior to Auction Day
Property Search	After Contract Signing	Prior to Auction Day
Agency	Prior to Signing	Prior to Auction Day
ABA Disclosures	After Contract Signing	Prior to Auction Day
Loan Commitment	After Contract Signing	Prior to Auction Day
Showings	Numerous showings	Open House date is set. Eliminates numerous showings.
Financing	Typically not pre-qualified	Requires potential buyers to pre-qualify for financing
Terms and Conditions	Negotiable	Disclosed prior to the auction.