



GOING, GOING: Auctioneer Jason Andrew calls the bidding on 19 Satinay St, Mountain Creek, at the Amber Werchon Property in-rooms event last Thursday.

Auctions reap results

In-rooms event rounds out successful auction year for AWP group

THE Amber Werchon Property group held its final 2011 in-room auction event on Thursday, December 15, thereby finishing off another year of auction success.

There were 10 properties showcased, with one selling prior and another post auction while days later several others were in the final stages of negotiation.

These in-room auction events have attracted strong crowds throughout the year, securing some impressive results in what has been widely acknowledged as a challenging market.

Director Amber Werchon said the auction process had proved the most effective selling method for many vendors, with days on market less than private treaty and many selling above the reserve.

"Even if the property doesn't sell under the hammer on the night we are experiencing a high success rate post auction so motivated vendors are still gaining the benefit of the auction campaign," Amber said.

"Our group statistics show days on market are generally less. We are seeing properties that have been on the market at a price for some time brought to auction and they either secure a result on the night or within a short timeframe later."

The two offices of Amber Werchon Property have seen 58 of the 94 properties taken to auction this year sold.

The group holds monthly in-room events at the See function centre at The Wharf Mooloolaba. The sales team from Mooloolaba and Caloundra are already busy planning next year's February event.

Amber welcomes anyone interested in the local property market or the auction process to attend.

auctionaction

with Sue Custance



Picking up the keys

Buying 6 Spinaze Close from Ray White nine years ago, and now wanting to take advantage of other opportunities, the owners enlisted auction agent Mitch Rowe, of Ray White Buderim, to sell their home without a price.

Alongside Ray White auctioneer Brett Graham, Mitch registered two bidders and welcomed a small gathering to the Buderim auction on December 17.

A Coast buyer had made an offer during the campaign and, after revisiting several times, he registered to bid.

A phone bidder in Darwin who had never inspected the home was also wanting to be the one picking up the keys on settlement day.

Getting underway on the back deck the auction saw a sale under the hammer for \$472,500 to the Darwin buyer, who will relocate to the Coast for work.

Mitch later described his last auction for 2011 as a classic auction and will begin marketing in the first week of January for his next couple of auctions.

Prized home

The sellers had won the Endeavour Prize home at 32 Curlew Court, Maleny, yet had no use for the property.

They enlisted Mark Clayton and Michael Reck, of Maleny Realty, to sell the four-bedroom home by auction.

A retired couple from Port Victoria in South Australia the vendors had no intention of moving to Queensland as a move such as that would take them away from extended family.

Attracting about 50 attendees to the auction on Saturday, December 17, eight chose to register to bid for the fully furnished home.

Also a well regarded auctioneer, Mark Clayton accepted an opening bid from the floor at \$480,000 and it continued rising in 20,000 increments to \$600,000.

Slowing to \$10,000 increases, then fives and then threes the property was sold for \$668,000.

"The successful buyers are originally from Brisbane and have been renting in Maleny whilst they continued to search for what would become their new home," Michael said.

"It was worth the wait to find the right place. They are very pleased with their purchase, as are the sellers of the result."

Satisfying outcome

The deceased estate of 13-15 Meher Road, Kiels Mountain, attracted three registered bidders when Tony Van Dijk, of Ken Guy Buderim, put out the "auction today" flag on December 17.

Ken Guy Buderim principal and auctioneer Danny Redman asked for an opening bid for the 4.82ha property and got one.

From the floor \$400,000 was the first offer and on it went northwards until it was sold under the hammer for \$750,000, almost double the opening

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Two sell under the hammer and another goes prior to auction

While a number of agents were winding down for Christmas, Grant Smith of Century 21 Grant Smith Property was just getting started.

Hitting the final advertising weekend of the year with a bang, Grant auctioned four properties last weekend.

The first auction to sell was a two-hectare (five-acre) subdivision site at Buderim. Being a development site the property was difficult to gauge interest as most buyers who rang simply walked the land.

On auction day a crowd of about 20 people gathered on the deck, with two buyers registering to bid.

A first-home owner opened the bidding at \$250,000, where bidding increased in \$50,000 lots to \$350,000.

At that level Grant sought further instruction



and negotiations with the buyers continued with an increase bid to \$515,000.

The property was called loud and clear as it was announced on the market and sold to a buyer who had submitted an offer on one of

the individual blocks two years ago.

Purchasing the two-hectare site they now plan on building their dream home.

Grant then raced off to Mountain Creek to the auction of a duplex unit at Greenway

FIRST CALL:

Grant Smith of Century 21 Grant Smith Property calls the three-bedroom duplex unit at 3 Greenway Place, Mountain Creek, on Saturday afternoon.

Place. Although only a three-week auction campaign, it attracted two offers prior to auction with both buyers registering to bid on the day.

Bidding opened at \$280,000 and, after further bidding and strong negotiations, the property was called on the market for \$317,000 and sold to the opening bidder. Grant's final auction for the day was scheduled to be at one of Rainforest Sanctuary's most impressive residences.

However, with a strong three-week marketing campaign the property was sold cash unconditionally under auction terms four days before the auction.

"Receiving multiple offers the stunning home sold in the \$800,000s, which was a great result," Grant said.