



Ten Steps to Buying at Auction

Auctions can be intimidating to the uninitiated, follow these simple rules and you will have both an enjoyable and profitable experience.

The first thing you must do is decide what type of vehicle suits your needs and more important in what price range. Check the prices out in the papers and on the forecourts before you visit. If you do find yourself bidding set yourself a limit and know when to stop.

1. Arrive at least 1 hour before the sale and collect a catalogue then mark off the vehicles that interest you and the price you might like to pay.
2. Familiarise yourself with the layout of the viewing area, saleroom and more important the terms and conditions of the auction.
3. Find each vehicle and make a good inspection, pay attention to the bodywork, tyres etc. and always read the windscreen description.
4. When it is time for the vehicle to be driven to the saleroom make sure you are there when it is started up, then follow the car to the saleroom, use this time to take a good look inside. Take note of the following:
 - When the car is opened check the driver's seat before they get in
 - Did the car start easily?
 - Check the exhaust for any nasty black smoke
 - Did 1st gear engage easily?
 - Keep listening to the engine as it warms up
 - Look on the ground under the car as it drives off for signs of oil leaking
5. Open the boot and bonnet and inspect the inside while the vehicle is waiting in line and take a good look at the interior
6. When the vehicle arrives in the saleroom listen to the auctioneer's description and open the boot and bonnet if you have not already done so.
7. If this is the vehicle for you, place yourself clearly in view of the auctioneer and wait for him to open the bidding, listen carefully and if you feel the price is right raise your hand to bid. Once you have caught the auctioneer's attention he will come back to you each time should someone else bid against you. Do not allow yourself to be distracted, by now if you have followed the previous steps you should only need to concentrate on bidding, but remember:
SET YOURSELF A LIMIT AND KNOW WHEN TO STOP
8. Never become impatient, if you miss the one you wanted there will always be another.
9. If successful go straight to the rostrum with your deposit and give the clerk your name, address and telephone number (why not have it written down).
10. Go to the pay office and pay the balance, remember to check what types of payment are accepted.

Before you finally take the car on the road make one last inspection of such things as oil and water, brakes steering and suspension remember it is your responsibility to ensure it is roadworthy before you take it on the highway. If you require insurance take advantage of our 7 day free driveaway insurance by Aviva.