



TIRHANI
AUCTIONEERS



ADVANTAGES OF SELLING YOUR VEHICLE ON AUCTION

Tirhani Auctioneers (Gauteng) CC Reg.: 2008/016935/23

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Why sell your vehicle on auction?



CONVENIENCE

The most convenient way to sell your vehicle is via auction. Auction buyers are usually vetted by the fact that a deposit is payable prior to the auction. Another advantage is that the whole process from instruction to completion can take as little as 4 weeks.



SUCCESS

Auctions are built on databases. This means that only the buyers who have a legitimate interest in auctions are attracted to this method of sale. This increases the chances of success when selling your vehicle on auction.



EASE OF TRANSACTION

Once the auction closes, the buyer is required to make payment to the auctioneer. The auctioneer then handles the administrative and logistics aspects of the sale, paying a settlement to the seller once the transaction is complete.



MARKETING

Tirhani Auctioneers' in-house dedicated marketing teams have years of experience in identifying the correct target market and using the necessary platforms to attract the appropriate individuals to auctions.

Tirhani Auctioneers marketing strategies are designed to maintain constant contact with active bidders, ensuring that the company's pool of interested buyers is regularly engaged.



VEHICLE VIEWING

Viewing is an essential aspect of any vehicle sale. It affords the potential buyer an opportunity to inspect the vehicle and prepare for the upcoming bidding. Viewing is predominantly held a day or two prior to the auction day.



COMPETITIVE BIDDING

The aim of an auction is to generate interest in prospective buyers, which will lead them to bid against each other in the true spirit of competition. When done right, this results in vehicles selling for best possible price on the day.



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What is needed to put your vehicle on auction?



- **COPY OF ORIGINAL ID**

Valid South African ID and/or passport.

- **PROOF OF OWNERSHIP**

Copy of original natis documents

- **VEHICLE INFORMATION**

Service books, spare wheel, jack, etc.

- **COMPLETE DESCRIPTION OF VEHICLE**

For example: 2016 BMW 320i Auto - 127 000km

- **CONDITION OF VEHICLE**

For example: Engine light on, spray work visible, etc.

- **PHOTO'S / VIDEO OF VEHICLE**

360 degree angles, exterior & interior.

Submit video of the vehicle if possible



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How does an auction work?

• VIEW THE VEHICLE

The vehicles on auction will be made available for viewing. This is done a day or two prior to the start of the auction.

• REGISTRATION

Bidders are requested to provide details which include their name, contact details, identification documents and proof of residence. Once the details are captured, each registered bidder is given a bidder card with a number that is used to identify them.

• READY, SET, BID!

- ⌚ The auction will start at the time advertised in the marketing material.
- ⌚ The auctioneer will give a brief description of the asset on sale and state the bidding price that he considers a reasonable opening bid.
- ⌚ The bidders will then call out their bids, with each bid being higher than the subsequent bid.
- ⌚ The bidders lift up their bidder card(s) to announce their bid price, so that the auctioneer can identify who is making the bid.
- ⌚ The auction ends when there are no more bids being called out. The buyer making the highest bid is then declared the winner of the sale provided that the reserve price is met.
- ⌚ The highest bidder makes payment for the asset immediately after the auction and collects the vehicle based on the terms stipulated in the rules of auction.

**DID YOU
KNOW?**

**WE OFFER
3 PLATFORMS**

✓ LIVE AUCTION

The auction is conducted in real time at the Tirhani Auctioneers warehouse.

✓ ONLINE AUCTION

The auction is conducted on the Tirhani Auctioneers online auction platform that can be accessed through the company website.

✓ SIMULCAST AUCTION

The auction is conducted simultaneously at the Tirhani Auctioneers warehouse as well as on the online auction platform.

