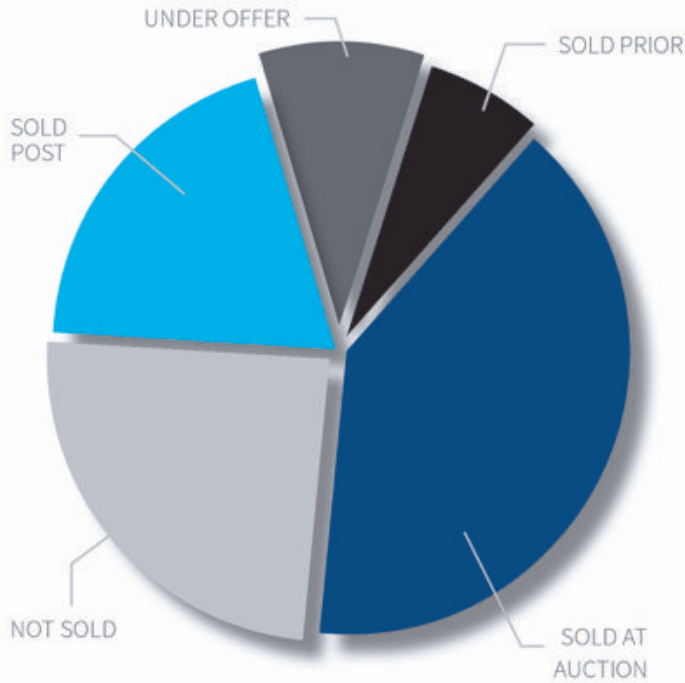


AUCTION RESULTS

January – March 2019



● 40%
 ● 6.5%
 ● 9.5%
● 24.5%
 ● 19.5%

65% of the time we gave sellers the opportunity to sell before or on auction day.



RELATIONSHIP ABOVE CV



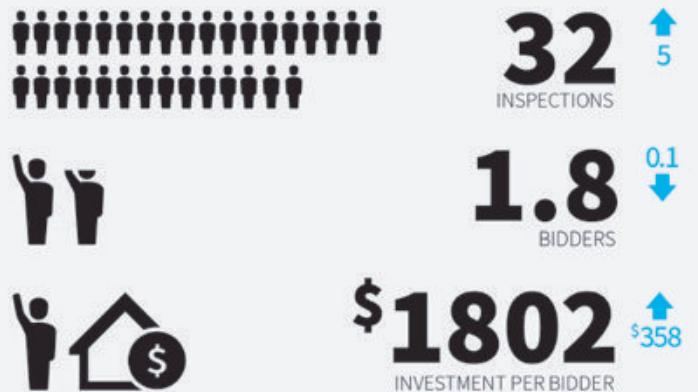
RELATIONSHIP OF RESERVE TO SELLING PRICE

In reality, reserves have limited effect on selling price because it's the market that values the property.



AVERAGE NUMBERS ACHIEVED FROM A FOUR WEEK AUCTION CAMPAIGN

Compared to October – December 2018



AARON DAVIS
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Harcourts

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