

Buying, Selling

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tion, however, a buyer may schedule an appointment to see the property with the homeowner.

Other advertising includes digitally photographing the house to post on the website, www.remarinauctions.com. The site has been helpful to advertise the properties to not only local but also out-of-state buyers.

Michael and his wife, Marilyn, Strasburg, take care of photographing and posting the pictures and maintaining the website.

"The website is a way of communicating with our public — making it easy for them," he said. Eventually, he would like to have the entire sale bill available online and offer web users the ability to click and see pictures of items of special interest.

Judging by the e-mails and calls from out-of-state, the web has had far-reaching success, said Michael.

A website archive started this year is useful for people wanting to see sale price of a property similar to their own, to see what their house might be worth, or seeing what a property went for that they may have been interested in, said Michael. "People just want to be in the know."

Advantages

Public auctions offer several benefits to both the buyer and the seller, according to the auctioneers.

Since the sale is open and public, it eliminates any closed door transactions.

According to Ranck, "an auction makes it all happen in a short amount of time — it's do or die. The buyer knows at the end whether they're going to get it or not, so it shortens the negotiation time.

"That's why estates are sold through public auctions. It is cut and dry because people don't have time to dicker back and forth. It turns real estate into cash so the seller can move on."

Additionally, since the seller is almost assured of a sale date, they can count on gaining interest on the cash from the sale, added Ranck.

Also the seller does not have to worry about maintaining the property, keeping the heat on, etc., for several months while they wait for the estate to sell, according to Ranck.

Because an auction is over by the end of the day, it brings interested buyers to a point of decision, which eliminates drawn-out negotiations.

Buyers are usually required to have a 10 percent deposit on the day of the sale, which commits them to the property purchase.

Advantages for the seller, according to Ranck,

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