

# Auctions providing a little extra

## Property address: 210 Coode Street, Como

Two agents were asked to appraise this property: a Bourkes agent and another. The other agent appraised the home at \$700,000 and didn't recommend an auction.

The Bourkes agent appraised the property at \$750,000 and recommended the auction method. The seller decided to go with our recommendation.

At the auction, there were three bidders and the property ultimately sold for \$785,000.

## Property address: 18 Coode Street, South Perth

The owners of this property had asked Bourkes to appraise their property 10 times over 20 years.

When they decided to sell the home, we recommended an auction because of the unique location (opposite James Mitchell Oval with city views). We appraised the property at "above \$2.5 million."

At the auction, the auctioneer held over (paused) the bidding at around \$2.47 million, and we suggested to the owners that we announce the property as 'on the market'. The only downside of this strategy was that the property could've sold for \$2.47 at that point.

However, when we announced that the property was on the market, a flurry of bidding started and the property ultimately sold for \$3.2 million.

