



# **Make Money From Government Auctions**

## **Real Estate & Personal Property**

### **Your Official Guide**

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## Introduction

Talk to most people and you'll quickly discover that nearly all individuals are completely unaware of the bargains that can be found in the most unlikely of places: the government!

We're used to reading about the Pentagon paying \$95.00 for a wrench, about the national debt grows higher and higher, so it's excusable to not think of government and "sales" in the same sentence.

Yet nearly every level of government from city and town on up through county, state and federal, has possession of excess property that must be disposed of. If this can be accomplished and money raised at the same time, why not? We want government to be fiscally responsible, right?

The most common method of separation from this overage of property is through auction sales. These affairs offer a unique opportunity for the right person, Perhaps *you*, for purchases at bargain basement prices which you can turn around and sell at a profit! The money to be made staggers the imagination.

From property seized by police officers or customs officials to repossessions by the Department of Housing and Urban Development, there are thousands of items of all types available at rock-bottom prices. Whether you're merely buying for yourself or seeing this as a line of business that could make you a substantial profit, the key is to identify and locate these auctions.

You name it! Houses, cars, jewelry, yachts, government farm equipment, computers, firewood etc. and it's there for the bidding - and the buying! And, eventually the selling for profit!

You don't need much experience for this. You are familiar with what many of these items cost today on the open market. If you buy it far enough below market value, you can still sell the property yourself at a discount and make a handsome profit.

You are holding in your hands the result of nearly one year's effort and the expenditure of many dollars in research costs.

As far as I know nobody has ever assembled this much information about government auctions and related real estate sales in a single volume or still a home study course.

This entire book has been laid out in such a home-study course format so that you can find out about all the government agencies that have auctions, contact them directly for auction information and get all the practical insider information needed for your auction success.

During the path of research taken for this book many items were discovered to have been auctioned at outrageously low prices and numerous lucky people found the bargain of a lifetime.

One man bought a \$50,000 boat for only \$10. Another woman bought a \$279,000 home for less than \$50,000. Another man bought a \$250,000 apartment on New York City's wealthy Upper East Side for less than \$100,000.

Others have reported amazing bargains on cars; some bought for as little as \$25. Desks have sold for 53 cents apiece. Mink coats have sold for pennies on the dollar. One person was even reported to have bought a \$150,000 home for only \$15. Some have bought homes for \$1.

Can you get bargains like these? Time and a number of auctions under your belt will convince you. Even if you don't hit the auction "lottery", you can certainly find bargains you could only dream about and at savings that you might not believe even years after you've gotten them.

For the first time ever you'll detect where used car dealers often shop to buy cars for their car lots to sell to you at more than double the prices they paid. You will read about real estate that you can buy at huge discounts; perhaps you can even buy your own first home that way. Others will find investment property that they might otherwise never be able to purchase.

Some people will say that information such as contained here is "free and available to anyone". But that statement is nonsense.

To gather this much information has taken hundreds of hours, enormous phone bills and subscription costs that have run into thousands of dollars.

It is unlikely that anyone working on their own could unearth this information without spending many days, even weeks and months; and then only if they were to use this guide as a working manual to direct them.

The purpose of this manual is to point you in the right direction to find out about the various auctions that are held by virtually all branches of government. The listings in this book are as up to date as possible. Contacting these places listed should give you the information you need to begin your auction attendance.

Always bear in mind that auctions can be hyped up to the point of temptation to overbid. Don't do it!

Also, have down pat your goal, your budget and your knowledge of what things cost, in the real world, and you'll do very well.

Through the contacts listed in this booklet, you will, I am sure, find yourself on a regular mailing list of government auctions.

Often, with the notice, you'll receive a catalogue of the items to be sold and approximately what time they'll be auctioned. This will allow you to budget your time wisely at these affairs and not get lost in the shuffle.

My I wish you the best of luck and good fortune.

J. Patrick Hughes A.D.G.G.

# Auction Sales

## Background of The Auction

According to "Barren's Law Dictionary, the second Edition" an auction sale is described as:

"A public sale to the highest bidder. The sale of real property or goods by public outcry and competitive bidding. With the fall of the auctioneer's hammer, or some other customary manner of ending the bidding, the sale by auction is complete."

In fact, it was the Roman conquests, expanding the Roman Empire almost two thousand years ago, that brought about the auction process.

It seems that after legions of Roman soldiers conquered a new region to add to their empire, they looted the "spoils of war" from their victims. The ordinary Roman soldier would assemble the ill-gotten gains with his fellow soldiers into a bid pile.

These soldiers were quite naturally raring to go to convert their profits into gold and silver. So, they had auctions.

It was during this time period that we got the word "auction." Since Latin was the common language in that part of the world at the time, the process was called: "auction sub hasta", which translates into "to increase under the spear". This because at one of these auctions they would have a spear thrust into the ground with parcels of goods and merchandise divided into lots and various citizens of Rome would bid on them.

At these auctions, bids would swell until the highest bidder was found and thus was the first organized method for property disposal was developed.

The spear continued to be used for a while until just a spear painted on a simple banner was the only symbolism found. Finally, the Romans began using a block of stone called an "auction block". That's where we get today's term: "put it on the block for auction".

Even the important suggestion: "Don't lose your head at an auction" came about from these Roman auctions. It came about when two bidders once made bids on the entire Roman Empire.

This, of course, caused widespread panic and civil war. The new Emperor, the gentleman who paid the highest price, was actually lost his head shortly after that auction and his head put on a pike for all to see.

One of the biggest fears people have about attending auctions also dates back to the Roman Empire.

At one particular auction, Caligula (now known as a wild and crazy Roman Emperor) had put property up for auction. The bidding was crowded and the auction had a party-like atmosphere about it, with a great deal of eating and drinking.

Apparently, one of the bidders drank far too much and was in a stupor, half-awake and half out of it. During this auction he had nodded his head while snoring at a fairly regular pace. The

auctioneer had taken his head nodding as acknowledgment of bids made. And when the man recovered he had bought Caligula's merchandise.

Today, people have a morbid fear that if they wink or sneeze, they'll suddenly have bought and will be responsible for paying for an expensive, unwanted item.

Because of this, in many art gallery auctions, participants will use hand and eye signals and other body motions to offer bids to the auctioneer but those are generally pre-arranged and mainly intended to discourage others from discovering the identity of the bidder. However, at most auctions this is just not the case so don't worry about it.

The smart bidder avoids waving their hands about unless they do intend to bid!

Billions of Dollars worth of merchandise are sold each year at government auctions.

Did you know that various government agencies and private companies, congressionally chartered, hold approximately \$400 billion worth of real estate?

Did you know that many are enthusiastic for your calls and wish you would find out about and attend their auctions?

Did you know that you can buy a house, a car, a boat and practically anything you ever dreamed of at a government auction for a fraction of the price you would normally pay elsewhere?

Did you know that many professionals regularly attend such auctions and routinely pick up merchandise for which you probably pay full price?

Did you know that many professionals wouldn't ever think of paying a wholesale price on anything, let alone the retail price you've been paying all these years

Well, now you can begin doing these things, too. You can change your lifestyle, improve your bank account, start a new career or simply pick up a few bargains that might have been out of your grasp.

Now you have a tool that can give you an advantage over others, however, you are going to be required to do some work. You need to practice and prepare yourself.

Things to do include making phone calls and follow auction information. The enormous, nearly impossible task of gathering data has been done for you.

Tens of thousands of people have attended auctions and succeeded. Being successful does not require superior intelligence; nor does it require an overwhelming drive. Many people who may not have succeeded at auctions have failed simply because they did not go to the ones where there were bargains or because they did not have the practical experience.

Some simply gave up because past books on the subject provided them with outdated information. New agencies are continually being formed, reorganized, redefined or even abolished.

### **A Few Past Examples:**

The postal service auctioned off a batch of over 150 guns and rifles, including one rifle worth \$2,500. A San Francisco resident bought the entire lot with a bid of \$1,500.

Had he identified at the time that his was the only bid, he could have purchased the entire lot for only one dollar!

An antique doll with an appraised value of over \$3,000 was sold for \$200.

The Sheriff's department in Atlanta, GA sold a home with an appraised value near \$150,000 sold for \$15.00! This may happen infrequently, yet sometime a buyer is bidding alone!

At a U.S. Marshal's Service sale in Providence, RI auction was held for a \$55,000 fishing boat. A Maine resident started things off with a bid of just \$10. Because no one else said anything the boat was sold to the man at that price!

You can find many examples of such things as name brand washers and dryers going for \$50.00 each, popular full stereo systems, worth many hundreds, going for as little as \$90.00. etc..

## Going To Auction Sales

While going to an auction can be a great bargain hunting adventure; it can also be a wonderful way to meet people, trade stories, network, learn new ideas and generally just have fun.

During the preview stage and all through the auctions, you'll be surprised to discover how many people are enthusiastic to talk to you. Many auction goers are there just to see what the various items sell for.

Others go to auctions as a good way to spend a weekend afternoon. Still others hang out at auctions just to tell you how bad the bargains are, or to complain about how much various objects are being sold for.

Still many go to auctions completely uninformed as to the real value of the merchandise they are interested in and, as a result, pay far too much more often than they should.

Most auctions that you will be attending are responsive affairs, conducted by good-natured auctioneers. You'll probably encounter a few bidders arguing over a particular piece of goods, trying to prove a point or maybe just desperate for that item.

Be sure to stay out of disputes like these as they usually result in higher than normal prices.

At some of these auctions the auctioneer will start the minimum bid at by far too high a price for the item. However, usually, the items are sold regardless, of the higher starting price.

Notwithstanding these exceptions, most of the auctions you may attend will have very reasonable minimum bids and the attends will be pleasant.

As a general rule an auction is conducted by a professional auctioneer, and is more likely to be fun and well organized than when a government employee takes charge.

Other auctions, like sheriffs sales, may not really be at all pleasant. At these auctions you may find someone who has lost his house or other property and who shows up at the auction, displaying grief, bitterness or disappointment.

You may even find yourself bidding against this morose person for what used to be his own property.

There are several different workings of auctions that you should study carefully before you go to your first auction, and which will save yourself a lot of heartache and money.

## Auctioneers

Auctioneers, for the most, are certainly honest people and can be trusted to the same extent that you would trust other such professionals. Also, they usually have some form of certification connected with auctioning merchandise.

Often, if the governmental agency contracts with them, either on the federal, state or local level, then they usually have earned a high degree of trust and have a solid reputation.

Quite naturally, the auctioneer's entire role is to get you involved, to get the last bid even higher, and to keep the entire process moving at a fast pace. He, no doubt, will use every trick in his book to get the assembly under his control.

Just as you would not believe every word coming out of the mouth of a real estate broker or car salesman, why should you simply take anyone's word that this merchandise or real estate property is worth what he says it is?

Learn by heart that it is the auctioneer's job to get the most for any given piece of stock or property that he is selling. He owes this much to his client.

### An auctioneer can have assistants.

At nearly every auction you'll see people helping the auctioneer. In fact, when you register, you'll meet the assistants who will probably log you in. They'll most likely want to see proof of your identity, usually a driver's license will be sufficient.

They'll ask you for an address, either local or your home address, a phone number and, most importantly, just how you plan to pay for the merchandise.

They may assign you a 'bidder's number' and issue you a 'bidding card' or a so-called 'bidding paddle.'

They'll also fill out an index card for you so that you can be notified of future auctions. You will also, in all probability, receive numerous fliers and brochures concerning these later auctions as a result of previous registrations.

Basically, there are two other types of assistants that you'll notice. Ringmen (spotters) and the record keeper. Ringmen help the auctioneer by bringing out the bids. Ringmen are usually would-be auctioneers, who are getting some career experience by encouraging you to make bids and spot bids for the auctioneer.

These individuals will shout out the bids for you, or if you just wish to nod your head or raise a hand. Don't let them get to you.

However, that may be easier said than done because while the auctioneer may be several yards away, the spotter or ringman may be right next to you, asking you directly if you'd like to make a bid.

Hold fast, if you don't want to bid, turn your back or simply look away.

The auctioneer's clerk or record-keeper logs the winning bids and winning bidder's number along with the item sold. You may not even notice this person, but he is there watching and listening, making sure the correct amount is recorded and getting the right bidder's number.

After you've made the winning bid and your number has been called, a runner will run that information back to the cashier. At many auctions the registrar may double as the cashier.

Often you may have to wait a snort while before paying for your merchandise, as it takes time to get the information to the cashier.

Be sure to determine before you pay the cashier how long a time you will be given to remove your products. At some auctions you may be given only a few days to a few weeks to remove your purchase.

Leniency varies from auctioneer to auctioneer. The GSA, for instance, specifies on certain sealed bids that the bidder must pay for the item within ten days and must remove the merchandise within 20 days.

### Be alert for Shills

You are not expected to find shills at most auctions; but in the event such people are there, we'll cover this briefly. A "shill" is someone hired by the auctioneer to fortify the auction process with false bids.

Such a person is there to get prices higher; he never really buys anything. Most auctioneers do not hire such people, however, others do and a shill's presence can bring an uneasy feeling to the bidders.

If you uncover yourself bidding on something against someone who just keeps raising the price, quickly look around you and see if that person is receiving signals from someone.

He may or may not be a genuine bidder. It will be difficult to tell.

One way to catch shills, is simply to change your mind. Let's say you made the winning bid and you feel you've been taken. Just announce to the auctioneer "I'm sorry. I made a mistake. I don't want this."

In any event, a tactful withdrawal can work for you, especially if you feel the goods you wanted went for far more than you wanted to pay for it.

### Condition of the sale

This is an element of the auction that is frequently ignored by many novices. On the other hand, veterans quickly scan through these conditions of sale immediately after registering to note any peculiarities or restrictions. This is usually a typed notice given to you along with your pamphlet of merchandise to be auctioned.

The conditions of sale will tell you how you are expected to pay for your merchandise, warranties on the merchandise (if any), the auctioneer's right to reserve (withdraw) property up for sale and the date for the removal of the merchandise.

Even on the sealed bid forms, you'll notice conditions of sale that vary from region to region around the United States. One recent notice of a GSA sealed bid form gave two unusual restrictions:

That cash would not be accepted; nor personal or business checks. Instead if they would accept major bank credit cards, certified checks, traveler's checks or money orders.

Also, that unless you arranged by appointment to pay before arriving, your payment would not be accepted.

Those are certainly different conditions from the usual ones found in purchasing items at an auction. So be certain to study these conditions prior to bidding. It can save you embarrassment or a financial loss.

### Some Rules You Should Memorize & Follow

These are brief reminders of what you should and should not do at an auction.

Always, until the end of time, inspect the merchandise, real estate, property, vehicle, or equipment on which you plan to bid. If you do not feel experienced to evaluate its condition, then find someone who can. Otherwise, do not bid.

Always, bear in mind that there will usually be professional auction-goers (used car salesmen, computer dealers, etc.) at these auctions, and that you should use those people in any way you can to help you in your judgment of the merchandise.

When in doubt, contact a professional who will help you determine the value of something or warn you about legal obstacles that you may encounter.

Always contact an attorney when purchasing real estate, if only for advice and protection.

Always read the conditions of sale before making your bid. Before attending the auction find out as much about the merchandise as you can, even if it requires time and effort. If the auction is going to be a waste of time, don't go to it.

Never make a bid at your first auction unless it is so ridiculously low that you would walk off with the bargain of a lifetime.

Always attend several different auctions before buying an item. There are plenty of auctions going on in America.

Always, unless otherwise indicated bring cash, money orders or certified checks to the auction when you plan to make a purchase. A good idea is to call ahead and find out what the requirements are for financing and removal of merchandise.

Never get "fixed" on an item that is up for auction or get carried away by your desire for that item as it may encourage you actually bid more than it is worth.

NEVER go beyond a set limit for a bid. Set your limit based on solid information and evaluation of what the item is worth from a list (such as a Blue Book) or from one of the auction-goers who is a professional.

Never forget that the auctioneer is a salesman. He is earning his commissions on what he sells you!



Thanks for reading these brief few pages, of one of the most successful and original career course manuals available on building your own home-based **Government Auction business**. Learning from an established professional is the best way to starting your own profitable home business.

If you'd like to consider the complete course, [click here...](#)

**For information on our other career courses go to either [anezbizz.com](#) or [ahow2.com](#)**

Note: To read another *sample edition* of our famous home study courses follow this link... [Learn](#)

Whatever, your decision may I talk this opportunity to wish you the best of good fortune, and remember, don't leave your future to *the whim of others*.

Your friend;

*Joe Myna*