



NO BS REPORT

The Truth About How To Buy Cars (Or Anything) At Government Auctions!



By Matthew Doeing

'How And Where To Make A Financial Killing
With Government, Police, and Bailiff Auctions'

<http://www.BuyGovernment.com>

You've heard the stories, right?

Stories about the \$200 'retired' Hummers that the army just can't use anymore? Or the 2003 Mercedes e320 being offered up for just \$500 at the local police and government auctions? Of course, the tale goes, these vehicles were confiscated in drug raids or snatched up because some poor smuck didn't pay his taxes.

And I'm sure you've seen the newspaper ads, flyers, websites and infomercials promising to show us how to buy these luxury automobiles, boats, and houses at a fraction of their real worth through government auctions.

For the purpose of this report, I am going to deal mainly with the auction and sale of vehicles and the ugly truth is...

The U.S. government agencies that oversee these sales are committed to getting close to fair market value for the vehicles.



Fact is, these government agencies realize they are accountable to us, the humble taxpayers, and for the most part they stick to their guns.

Now with that said, there are still a huge number of choice vehicles sold at auctions all across the good ole USA every week for dirt cheap. **No doubt about it!** I'm just saying that picking up a mint 2005 Lexus rx330 for \$800 is an exception and not the rule.

IMPORTANT

Sidebar: Never give your credit card information, social security number, bank account number, hat size, or any personal information to a third party who claims to 'guide' you through the process. Damn good chance these 'services' are scams. On the other hand there are a few select services that will notify you or allow you access to their fat database of all local, state, and federal auctions for a very nominal fee. Three (plus one UK service) that I have recommended for years are:

- www.GovernmentAuctionsUSA.com (Choice #1)
- www.GovernmentAuctionsUK.com (For those in the UK)
- www.DEAuctions.com
- www.GovernmentAuctionGuides.com

I list several more in on the [download page](#) and in my publication '**How And Where To Make A Financial Killing With Government, Police, and Bailiff Auctions**'. I urge you to get a copy.

These companies actually serve as 'auction notifiers' and basically allow you to tap into their database and be notified the juicy details of any or all upcoming auctions. You can also do a search for specific items, auctions on a particular date, or an auction in a defined State, County or Town. Key point; when deciding on an auction notification service, check to see if they offer the following:

Featured Government Auctions: Does the service list all the auctioneers dealing in government stock in a fully searchable database - State, County, Keyword, Name, Date...

Featured Federal Government Seized Property Auctions: Does the service list all Federal Government Seized Property Auctions listed by State / Territory?

Featured Federal Government Surplus Property Auctions: Does the service list all Federal Government Surplus Property Auctions listed State, County, Keyword, Name, Date, etc...?

Does the service list all **Real Estate Auctions, Bankruptcy Auctions, University Auctions, Canadian Government Auctions, Online Auctions** in a fully searchable database - State, County, Keyword, Name, Date, etc...?

Does the service list **all government agents** appointed to dispose of government surplus?

Does the service list **Police Auctioneers**? A quality service we be in contact with police authorities across the country and list the auctions they use to dispose of goods. Database should allow you to simply type the word 'police' in the search box to display them all.

Does the service list all **Specialist Sales**? Government Auctions - Police Auctions - Car Auctions - Liquidation Sales - Property Auctioneers - Bankrupt Stock Sales - Antique Auctions - Customs and Excise Sales - Computer Auctions - Goods seized by the Revenue, Bailiffs, Courts, etc....

Does the service offer a good **Product Search**? For example, you're looking for property or computers, or trucks – can you simply type these keywords into the search box and only those auctions dealing with those items will appear? This is a great feature and **is a must!**

Does the service offer a good **Area Search**? If you want to find auctions in a particular area can you simply use the drop down menu and filter all auctions in a county or town? Again, very important!

Does the service offer a good **Auction Calendar**? If you want to find auctions on a specific date can you simply use the calendar to filter all auctions on that day?



If you're serious about the auction business it is essential you employ a good auction notifying service. The cost is so cheap it's laughable but the profit potential is huge! For my money [GovernmentAuctionsUSA.com](http://www.GovernmentAuctionsUSA.com) is top dog but the others do offer above average service.

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Okay, back to Vehicle auctions...

Just who auctions these vehicles?

Actually, three federal agencies resell vehicles through official government auctions: The Treasury Department, the U.S. Marshals Service, and the General Services Administration. In most cases, private companies run the auctions under contract.



The Treasury Department: (<http://www.treas.gov/auctions/customs>) resells vehicles confiscated by bureaus under its control. The IRS, U.S. Secret Service, and the Bureau of Alcohol, Tobacco, and Firearms all fall under this department .

The **U.S. Marshals Service**: (<http://www.usdoj.gov/marshals/>) sells vehicles forfeited under Department of Justice laws through the Drug Enforcement Administration, the Federal Bureau of Investigation, and the Immigration and Naturalization Service.

Due to the various governmental units that supply the vehicles for auction, there really is no single reason for vehicles being brought to auction. Some of the vehicles are seized due to the former owner being a crack dealer, smuggling, or fraud, etc... while other vehicles were just abandoned. Most auctions are for single vehicles but, as with everything in life, there are exceptions where separate auctions will be held for very large seizures.

The **General Services Administration**: (<http://www.gsa.gov/>) sells used vehicles used by civilian federal agencies, such as the U.S. Postal Service or the U.S. Forest Service.

As you can probably figure out, vehicles purchased through GSA auctions are generally the best bet. Most were purchased new, used continuously by the same department, and maintained at the proper intervals. Nearly all of these vehicles have automatic transmissions, power steering, locks, windows, and air conditioning - the standard spec for agency cars. Dark sunglasses and bad suits will not be included.



[Buy Now](#)

Remember, a small investment in a good auction notification service will be worth its weight in pure gold. You could spend hours a day searching for auction details or you could have the information come to you. Click to the [download page](#) for my listing of good auction notifiers.

I also urge you to get my instantly available publication 'How And Where To Make A Financial Killing With Government, Police, and Bailiff Auctions'. This is 70 pages of pure dynamite if you want to profit in the auction business.

How do you find the auctions?

There are many places to find out about upcoming auctions, and although **very time consuming**, all of them are free. Let's look at a few:

- **The Internet.** All three of the agencies that oversee auctions post information about upcoming auctions on their sites. Some include results of past auctions, to give you an idea of actual sale prices and the sell rate. Also check the Web site of the [Consumer Information Center](http://www.pueblo.gsa.gov/), (<http://www.pueblo.gsa.gov/>) in Pueblo, Colorado (888-878-3256 to request information by phone).
- **Newspapers, magazines, or trade journals.** Auctions for seized property will typically be advertised with a notice in the classified section of large city newspapers. Also check [Commerce Business Daily](http://cbdnet.gpo.gov/), (<http://cbdnet.gpo.gov/>) a publication of the U.S. Department of Commerce.
- **Local bulletin boards.** The bulletin boards at libraries and grocery stores are still good places to find posted notices about upcoming auctions.

Ok, now what do I do, and how do I place a bid?

- **Register to bid.** In order to participate in a government auction, you must register **before** each auction event. It's free but it must be done. Just bring proper photo identification like a drivers license, passport, military ID, etc... and you'll be issued a bidder number and a catalog of what's on the auction block.
- **Consider only a few vehicles.** Obtain the list of vehicles up for auction ahead of time and narrow your focus down to a few that you think might fit your needs. In most cases, the auctioneers will only provide the year, make, model, and vehicle identification number (VIN) for each vehicle, along with the total miles registered on the odometer.
- **Inspect the vehicles.** Attend the preview times (sometimes a day or two before the auction or earlier that day), and check out the vehicles you're interested in. If you (or bring a buddy) are knowledgeable on cars take this opportunity to **carefully** look at the car's interior and exterior. You can usually start the engine but do not go out for a test drive. Chances are you'll spend the evening behind bars and miss the auction.

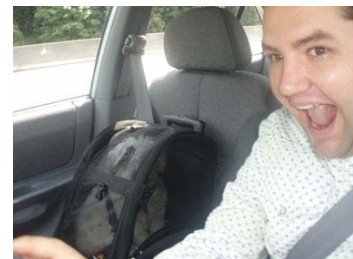


Very important point - in **ALL** cases, the vehicles are sold as-is, so consider the possibility of costly mechanical problems. The auction company will sometimes provide information if it's critical to the safety of the vehicle, but all vehicles in these auctions are deemed roadworthy. As mentioned above, it might be a good idea to take your mechanic along to the preview so you can get his honest opinion about the vehicle.

- **Do your due diligence.** Check **Kelly Blue Book** (<http://www.kbb.com/>) for the decent price range for the vehicle, including its mileage and condition. As a rule of thumb, always downgrade the condition by one ranking for government auctions. Also, do some smart used-car research, by checking **The Car Connection** (<http://www.thecarconnection.com/>) or **Consumer Reports** (<http://www.consumerreports.org/>) for reliability and the frequencies of particular repairs, and checking our road test information if it's a recent model vehicle.
- **Observe before bidding.** Live auctions are always exciting and the people-watching is great entertainment whether you're the bidder or not. But don't get so caught up in the excitement that you miss your cue to bid. If you're not 100% clear on how bidding progresses, ask the auction company officials. I recommend you attend an auction or two (or three) and just quietly observe how things operate. Once you're comfortable with the process go on and 'giv 'er hell!

By the way, you will notice some items will have an undisclosed set minimum bid ('reserve price' for you Ebayers), while the majority of items will be offered without reserve. Most auctions will also accept in-absence, written bids only if the bidder follows special procedures and the bid is received more than 24 hours before the auction.

- **Pay, pickup, enjoy.** As a general rule, when the transaction is \$5000 or less, the full payment is due by the end of the day of



sale. For higher sale amounts, a healthy deposit might be required. Most vehicles will be released on the day of sale, but in some cases a background check of the buyer will be required to be sure they are not the former owner buying the car back.

Important: Be sure to know and understand all payment policies prior to bidding. These policies should have been outlined at the time of registration. Contact the auction company for more information if you have any concerns.

Don't get discouraged and go kicking the dog if you don't get what you want at your first auction. It takes experience and a good sense of what a vehicle is worth to nail the great deals. Of course, the ability to think fast and common sense helps, too.

In closing, I urge you again to grab my 70 page PDF download - '[How And Where To Make A Financial Killing With Government, Police, and Bailiff Auctions](#)'. Here I list a truckload of auction resources (Government and non-government) that will help you to earn huge profits with these little known auctions!

And if you are taking this auction business serious I cannot stress enough the importance of investing a couple bucks in a good, reliable, and up to date auction notification service. The price really is a joke once you see all the information at your finger tips! Again, here are the services I recommend most. To see others, just click to the [download page](#) were you got this report.

I hope you enjoyed this report. You may distribute this report to whomever you see fit but please do NOT change any of the information without prior written consent by me.

Take care,



Matthew Doeing
<http://www.BuyGovernment.com>



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The information is not!”

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