

WHAT ARE THE AUCTION FEES THAT YOU CHARGE TO THE SELLER?

A WORD ABOUT FEES AND PROFITS

Before there was ever a world wide Internet, before there was ever an eBay, before there was ever an AuctionStore.com, Our country has had many thousands of “old fashioned” local consignment stores selling items received from neighborhood residents to other neighborhood residents. The consignment stores industry wide fee is typically 50%. Meaning that the store retains 50% of the sale price as their commission. The consignment industries customers were used to that fee and there was no resistance to paying a 50% commission fee.

With the newer eBay consignment auction center industry we have also noticed no resistance to fee level whatsoever. When a customer is quoted a fee they either partake in the service or not. If the fee is 20%, 30%, 40%, or 50% it does not seem to cause added resistance by the customer. They either want the service or not. The act of cutting fees does not seem to attract any additional customers or items for auction.

The best way to increase an auction centers income and profit is by charging the typical higher fees. We always work at “EMPOWERING OUR FRANCHISEES” to higher revenues and the highest profits. This new auction center industry seems to have placed the top fees charged at 40% not the usual consignment stores 50%. Our eBay franchised centers plan to always charge as close to that 40% auction center industry standard as possible for maximum profit. The only reason that we charge 39% as the higher range of our sliding scale fee is because it psychologically sounds better than 40%.

However, We allow our franchised auction centers total leeway to adjust their fee at anytime that it might be necessary in the event of any temporary lower priced direct local competition

NOTE:

We only accept items for auction that have AT LEAST a minimum anticipated selling price of \$50, or preferably more, at eBay auction. We prefer much higher valued upscale items that will bring \$100 to \$10,000, and more at eBay auction. We do not desire the type of low priced items typically available in discount stores such as a Wal-Mart, etc.

Items given to us for auction must be very clean, in age relevant cosmetic condition. Any functioning, or cosmetic defects (and ALL problems) must be brought to our, and therefore the bidders, attention. Original retail boxes, manuals, instruction manuals, brochures and all the

owner's manuals, instruction manuals, brochures and all the information the seller can provide help to sell the item at auction, and for a higher price.

**We request that that seller give us their better excess, or no longer wanted items.
NOT LOW PRICE JUNK.**

We must maintain 100% total honesty, and integrity with eBay and the bidder. All working defects, cosmetic defects, or missing parts, etc. must be pointed out to the bidder. If an item is not working, not working properly, has problems, is in need of repairs, has components missing, or "totally dead" and being sold just for parts... The item can still be auctioned but these facts **MUST** also be **VERY CLEARLY** pointed out to the bidder.

We allow the winning bidder a few days to return an item if it was not properly described, disclosed, or defects hidden from them, in the auction listing.

**We reserve the right to refuse any item for auction,
for any reason.**

Our Fees to sellers

**Our fee is on a sliding scale of from 10% to 39%
of the items selling price.**

(Aprox. 99% of our fees fall in the 39% range plus an additional 10% for our picking up the item from the seller.)

1 – Our Standard Service No Upfront Fees

Sellers Risk No Money with our Standard Service.

**They pay us nothing until their item sells at auction.
If their item does not sell they owe us nothing.**

**However, when the item does sell we deduct our fees,
etc. from the auction proceeds and mail them a check
for the balance.**

**In the event that the item does not sell in the first auction attempt,
we automatically re-list the item for absolutely no charge.**

This service is ideal for most items that appeal to mainstream buyers. Our experience shows that our suggested \$1.00 opening bid typically entices the best competitive bidding activity. With so many bidders on eBay, the market then typically pushes bids up to their true competitive market levels.

Often a higher opening bid (while it does act as a safety net to the seller) totally inhibits all bidding, and the item does not sell. While the exact same item that opened bidding at \$1.00 sells way above what the higher opening bid would have been. Auction bidders seem to enjoy getting into a bidding competition as the price rises higher and higher. Many bidders tend to "shy away" from an item with a higher opening bid.

2 – Special Services

**A flat \$19.95 prepaid service fee
is charged for special auctions that the seller requests...
with any of the following features:**

- a higher than our standard \$1.00 to \$9.99 opening bid,
- or a reserve price,
- or the "Buy it Now" feature.

This special \$19.95 fee covers our Special Service

This special \$19.95 fee on our Special Service

Our Prepaid Special Service fee of \$19.95 is applied towards our commission if the item sells. It is important to remember that if the item sells, then the seller is paying no more than if you used our Standard Service. The Special Service fee protects our costs of investment of time, labor, materials & listing fees in your auction if the seller sets the price unrealistically high and the item doesn't sell. This fee is our only actual auction charge that is non refundable if your item does not sell at auction.

Our Sliding Scale Commission Fee Schedule

Our charged commission is on a sliding scale based on the item's final eBay selling fee and may vary by franchised auction center.

Our commission charge per Item:

39% of first \$500 of auction selling price
25% of everything from \$500.01 to \$5,000
10% of everything over \$5,000

If the item sells for	\$50, seller would receive	\$30.50
If the item sells for	\$100, seller would receive	\$61.00
If the item sells for	\$200, seller would receive	\$122.00
If the item sells for	\$500, seller would receive	\$305.00
If the item sells for	\$1,000, seller would receive	\$675.00

less eBay, etc. fees

An additional fee of 10% of the auction selling price is added to items that our franchisees pick up.

**When the item sells,
there is a **minimum** commission charged of \$19.95 per auction.**

Our commissions do not include eBay commissions, or payment processing fees, such as credit card fees and PayPal fees, etc. which the seller pays in addition and are also deducted from the proceeds when the item sells.

Our eBay Real Estate service is a flat, non refundable, prepaid fee of \$395 for photos, listing assistance & our entire package in the sellers name.

Items listed on "eBay Motors" are also a flat, non refundable, prepaid fee for photos, listing assistance in the sellers name.

eBay, etc. also charges the seller the following commission when their item sells:

**5.25% of the first \$25
2.75% of the next \$975 (\$25.01-\$1000)
1.5% of the remaining amount (over \$1000)**

**Payment Processing Fees
\$0.30 plus 2.5% of the selling price.**

When the item sells we advance payment of eBay's fees to eBay, and of payment processing fees, for the seller. Once the item sells, we deduct both our and eBay's commissions plus payment processing fees from the auction proceeds, before mailing the seller a check for the remainder of the selling price.