

# Multi-Par Tutorial

Using the multi-par system to sell multiple parcels of real estate has proven to be extremely effective. By utilizing this system, an auctioneer can maximize the amount that each parcel will bring while ensuring that all buyers have an opportunity to bid on the tract or tracts they want. Previous methods tended to favor buyers who had deeper pockets and often times left single-tract buyers at a big disadvantage. The multi-par system puts everyone on an even playing field regardless of how many tracts a buyer intends to purchase.

**EXAMPLE**

Selling 6 tracts as follows:

- 1) House and 3.5 acres
- 2) 21 acres
- 3) 14 acres
- 4) 9 acres
- 5) 62 acres
- 6) 11 acres



TRACT	Round 1	Round 2	→								
1 - House 3.5 ac											
2 - 21 ac											
3 - 14 ac											
4 - 9 ac											
5 - 62 ac											
6 - 11 ac											

In this situation, Tract 1, the house tract, will offered first by the dollar amount. Tracts 2-6, the acreage tracts, will then be offered choice, by the acre. "Choice by the acre" means that the bid amount will be per acre and that the winning bidder gets to choose the tract or tracts they want at the winning per acre amount.



Tracts 2, 3, & 4, the remaining tracts, are then offered. Bidder #655 is the winning bidder at \$1,300 per acre and he may choose one or more of these remaining tracts. He chooses Tract 4. His # and total amount is written on the Multi-Par board.

TRACT	Round 1	Round 2								
1 - House 3.5 ac	600 125,000									
2 - 21 ac										
3 - 14 ac										
4 - 9 ac	655 11,700									
5 - 62 ac	620 93,000									
6 - 11 ac	620 16,500									

There are now two tracts left. These tracts are offered in the same fashion as the previous tracts. Bidder #690 is the high bidder at \$1,100 per acre and he chooses both remaining tracts. His bid # and total amount are written on the board.

TRACT	Round 1	Round 2								
1 - House 3.5 ac	600 125,000									
2 - 21 ac	690 23,100									
3 - 14 ac	690 15,400									
4 - 9 ac	655 11,700									
5 - 62 ac	620 93,000									
6 - 11 ac	620 16,500									

Round 1 is now complete.







If the auction were to end right here, the tract buyers would break down as follows:

Tract 1 – Bidder #600

Tracts 2 & 3 – Bidder #690

Tract 4 – Bidder #655

Tracts 5 & 6 – Bidder #700

If the raises were to continue, then the above described process will keep going until all the raises stop. It can take anywhere from 30 minutes to several hours, depending on how hotly contested the bidding is. Obviously, from a seller's point of view, the longer it lasts the better.

When it is determined that no more raises will be made, the Auctioneer will announce that the property is sold as it appears on the Multi-Par board.

The Multi-Par auction is now complete.

