



# The Auctioneer's Resource

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If you want to make serious gold then you need every advantage you can get.

That's why I recommend you download the AuctioneerSuite add-on right away and learn how to best use it.

For those of you not familiar with add-ons, don't worry, it is easy to install and won't get you banned or anything like that.

First of all you'll need to download and install the add-on. You can get it from this link: <a href="http://auctioneeraddon.com/">http://auctioneeraddon.com/</a>

Just click over to the download section and grab a copy of it. If you've never ever installed an add-on, it's easy. In fact, this tutorial here will tell you all you need to know: <a href="http://www.wowinterface.com/forums/fag.php?fag=install">http://www.wowinterface.com/forums/fag.php?fag=install</a>

Once you have Auctioneer added and ready to go, you can start making stupid high amounts of gold. I have used this add-on to easily make thousands of gold with very little work.

Just as a side note before we get started, I like to keep an auction alt/mule at the Auction House at all times. I start him off with 20-100 gold from my main character and he handles everything to keep things more organized. This way, all my auction stuff is on one character and he is always at the auction house ready to scan and make purchases. This makes the whole gold-making process easier.

When I make good profits, I just mail them to my main as needed!

Now...

Let's take a look at what Auctioneer actually does.

It scans the data on your local auction house and saves various important data such as how many times an item has been seen, what it commonly sells for, and what the recommended listing price is—just to name a few!

By compiling large amounts of data you will be able to see when items are listed for too little gold, then buy and re-list them for profits. This information will also be used by the SearchUl to buy ore to prospect, herbs to mill, items to disenchant or items to a vendor all for a profit.

The concept of buying low and selling high is only a small portion of what Auctioneer does these days!



Remember though, Auctioneer is only as good as the data you've provided it, so scan as often as possible. I recommend scanning at least twice a day once during off-peak times and once during peak times so you get a good feel for your server's economy.

Below you can see what your Auction House window will look like with the Auctioneer add-on installed.



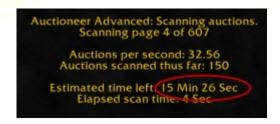
You will notice a lot of extra tabs and it probably looks a bit intimidating with all the searchers, scans and options. Don't worry though I will get you through this learning curve as easily as possible. It's not too tough once you understand the basics.

# **Scanning the Auction House**

To get started making gold, you will need to begin scanning the auction house on a regular basis. There are two types of scans in this version of Auctioneer.

There is the "Long" scan and the "Quick" scan. The "Long" scan used to be the only one available which made scanning the auction house rather long and boring. The "Long" scan takes approximately 10-20 minutes to scan the average auction house. If you are on a higher population server expect it to take closer to 20 minutes. If you are on a lower population server expect it to take closer to 10 minutes.





The "Long" scan takes longer because it also collects the name of the seller for each item listed. This process takes time because it is limited by the server.

Since the introduction of the GetAll "Quick" scan, there's few reasons to run the "Long" scan unless you plan on searching for auctions by Seller Name. Personally, I see very limited use for this functionality.

The GetAll "Quick" scan takes approximately 2-5 minutes to scan the average auction house. It can be rather demanding on your computer. You may see everyone in the AH freeze or run in place while it scans and it can fail during periods of high latency. If you are having trouble running this scan, then you will have to stick with the "Long" scan to get your data.



To scan with the "Long" scan click on the Play Icon up top on the left or simply click on the Scan button at the bottom.



To scan with the GetAll "Quick" scan click on the Fast Forward button up top.

When you try to scan with the GetAll "Quick" scan, you will get a warning message. Click okay and click on the Fast Forward button again to continue with the scan.

To get rid of that message permanently you must go into the Core Options at the very top of the Auctioneer window. Then click on Util Modules--->ScanButton---> Check "Don't warn about GetAll scanning". You shouldn't see that message again!

# **AuctioneerSuite Bundle Package**

So far you've seen what the Auctioneer window looks like and we've touched upon the basics of scanning. Now it is a good time to speak about the extra add-ons that are included in the AuctioneerSuite package.

With the AuctioneerSuite package you also get BeanCounter, Enchantrix, Informant and SearchUI. This bundle makes Auctioneer the ultimate gold-making/AH mule add-on! Not only will it tell you when there is a good deal, but it will log the prices of items you've sold, why you've purchased an item through the SearchUI function, what materials items disenchant into and their disenchanting value.

Here's an overview of what each of these add-ons do to help you make massive amounts of gold fast. There's a ton of features with these additional packages, but once you get a handle



on how they work, you'll wonder how you've used the auction house without them for so long.

## **BeanCounter**

BeanCounter is essential with the Auctioneer add-on. This add-on reads your mail and records information on successful, unsuccessful auctions and auctions you've purchased. You might think you will be able to keep all this information straight in your head, but once your business starts to take off, you will see very quickly how much you'll depend on this functionality. You could very well be bidding on more than 50 auctions at any one time. If you are working with thin margins, you need to know exactly how much gold you are making and spending per item.

BeanCounter also logs how much gold you've purchased an item for, as well as the reason why it was purchased through the SearchUI and lists this information in the item's tooltip.

When you've purchased and bid on more than 45 items on the auction house in a matter of hours, it's very easy to lose track why you even purchased an item! You don't want to accidentally vendor an item that was meant to be disenchanted or vice versa.

Here is what the BeanCounter Tooltip looks like:



At the very bottom of the tooltip you see, "Last won for Disenchant" and the price of which the item was purchased for. In this instance, I won the item for 1G 51S 64C.

When you pull this out of your mailbox, you know exactly why it was purchased in the first place and you can immediately see how much profit you've made from the disenchant.

Here is what the BeanCounter Tab within the Auctioneer window looks like:





To see BeanCounter information for an item, you either drag the item from your inventory into the slot on the left-hand side or just type the item name into the box below and hit search.

BeanCount will display up to 500 auctions. In this screenshot, I "BeanCountered" Infinite Dust.

It lists the Bid Price, Buy Price, Net Price (after AH cut), Quantity (how many items were being sold) and the Price Per Item. If an auction was not successful, it would show that in the 2<sup>nd</sup> column over. However all of my auctions were successful in this particular screenshot.

It also shows you how much gold you've successfully made from this item over time. This lets you know whether an item has been particular profitable for you or not. Obviously Disenchanting items into Infinite Dust has been extremely profitable for me!

#### **Enchantrix**

Enchantrix is a necessity for those of you who are enchanters or plan on making gold with enchanting materials. This add-on displays what an item will disenchant into right on the item's tooltip. There is no way one could possibly memorize all of this information, so this add-on puts it right at your fingertips!

Here is what the Enchantrix Tooltip looks like:



```
Dragon Finger of Frozen Wrath
Binds when equipped
Ranged
52 - 97 Fire Damage
                                  Speed 1.40
(53.2 damage per second)
+11 Frost Spell Damage
Dragon Finger of Frozen Wrath
Item Level: 60
Buy from vendor 18 13
                                       00 00
Sell to vendor 4 18 13
Sold by no known merchants
Class: Weapon4 Wand
                                   30 060 280
Disenchants into:8
 75% Greater Eternal Essence x1.5
 20% Illusion Dust x1.5
 5% Large Brilliant Shard x1.0
                                  129 989 889
Disenchant value (Baseline)
                                  200 610 550
```

As you can see this information is extremely useful when looking to purchase items on the AH with the sole purpose of disenchanting them for profit. According to the Enchantrix tooltip, this item has a 75% chance of DEing into a Greater Eternal Essence, 20% chance of DEing into Illusion Dust and 5% chance of DEing into a Large Brilliant Shard.

The Enchantrix tooltip is also telling me that the item according to my Auctioneer(AucAdv) scans it has a Disenchanting value of almost 13 Gold. The Baseline Disenchanting value are taken from prices entered directly into the Auctioneer add-on. Unless you are constantly changing these, it won't be an accurate assessment of it's Disenchanting value. Always look at the AucAdv value!

Without Enchantrix you'll have a hard time making quick decisions on whether or not to buy cheap items off the Auction House for Disenchanting. This add-on has helped me rake in thousands of gold simply from buying items listed below their Disenchanting values. Trust me this add-on makes searching through the Disenchant searcher much easier!

## <u>Informant</u>

This add-on displays static information for all items in the game. It will show you an item's level, whether it stacks in lots, the item's vendor price, whether it is used in any professions or if it is sold by vendors. Even though it doesn't seem like much, it has helped me many times when making decisions on the AH.

You can see vendor prices without having to actually go to the vendor which is invaluable to me. I have made *thousands* of *gold* just from vendoring items purchased from the auction house. You will be amazed how often players put items up for less than their vendoring value.



Here is what the Informant Tooltip information looks like:



For this particular item Informant tells us the Item Level is 80, it stacks in lots of 20, it is sold by 2 merchants and is a trade good used by many professions. This item cannot be vendored so no vendor sell price is listed.

Here is another Informant Tooltip for an item that can be vendored:



For this particular item Informant tells us the Item Level is 80, it sells to a vendor for 1 silver, stacks in lots of 20, is not sold by any known merchants and is classified as a Food & Drink.

#### SearchUl

This is the powerhouse behind Auctioneer these days and you will be using this to make thousands of gold. SearchUI is absolutely essential if you want to make gold with little to no effort. Instead of a single Search interface in the older Auctioneer releases, there are now 8 different searches, each with their own function.

There are two ways to access the SearchUI feature in Auctioneer. The first way is by clicking on the Search tab on the bottom of the Auctioneer window. The second way is by right clicking on the RealTime Scan magnfiying glass at the very top of the Auctioneer window. If you access SearchUI through this means, it will open in its own separate window.

Here is what the SearchUI tab looks like:





Once you've accessed the SearchUI tab, take the time to read the information provided by the developers of Auctioneer. It will help you to get a better understanding of what some of these terms mean and what the Searchers are all about. On the left-hand side you will see a list of features. Simply click on the word Searchers to open the list below.

When you click on a Searcher, you see each has their own set of options. If you change options for one, it won't affect the options for any other Searcher. This is extremely important because you may need to tweak the options to your needs. You can change the minimum profit, maximum price, allowing buyouts/bids, checking seen counts, subtracting AH fess/deposits from the profits and more.

I personally recommend changing the options in all Searchers to Allow Bids and Buyouts. You will see more potential gold-making deals this way than if you only allow buyouts. A good portion of your gold-making will be made by bidding on items.

Here's a quick overview of what each searcher does and some quick tips on how to make the most gold with each searcher. Two Searchers were left off of this list because they are not used for gold-making purposes.

- Arbitrage
- Converted
- Disenchanted
- Milling
- Prospecting
- Resale
- Snatch
- Vendor



# Arbitrage Searcher

The Arbitrage searcher looks for items that can be sold for profit Cross-Faction, on the Neutral auction house and even Cross-Realm. This searcher will only show results if you've been scanning the neutral auction house or the opposite faction's auction house on the same server. I see little use for Cross-Realm auctions unless you are planning on transferring servers. There is a lot of gold to be made in this market, but if you are on a PVP server you'll need another account in order to scan the opposite faction's AH. If you sell items cross-faction, you must take into consideration of the higher auction house cut on the neutral AH, which is 15% rather than 5% on the normal AH. It should also be noted that if you are planning on moving items from one faction to another, you run the risk of items being sniped by other players before **YOU** can buy them out. This is especially true if you list items far below their market value.

I consider this one of the high risk ways of making gold, but the profits may outweigh the potential risks.

## **Converted Searcher**

The Converted searcher looks for items that can be sold for profit by simply converting them into a different form. Converting is as easy as right clicking the item from it's large form into the smaller form or from its small form into the larger form. For example, turning Lesser Planar Essence into Greater Planar Essence, Eternal Fire into Crystallized Fire and Small Dream Shard into Dream Shard. You'll be pleasantly surprised at how often converted items are listed below the market value and if they were simply right clicked into the greater item you'd make a decent profit. One particular market I suggest you keep an eye on is Small Dream Shards into Dream Shards. Beware though once it is converted into a Dream Shard, it cannot be broken down into Small Dream Shards.

This is a low risk market and if you are dealing with enchanting materials, you won't ever have to worry about AH listing fees.

#### Disenchant Searcher

The Disenchant searcher looks for items that can be purchased at a price lower than the selling price of the materials that the item disenchants into. This is a **huge** gold-maker. If you are an enchanter or know someone who would be willing to Disenchant items for you, then this searcher will become your "go-to".

Now there are a few things you need to be careful about here.

If your auction house mule is not an enchanter, you must first change a few settings within the Disenchant searcher in order for this to work properly. If you don't do this, then you will never see items show up when you search. In the options, you must select "Use Custom Levels" and set it for the minimum disenchanting requirement you would like to search for. If you want to focus on the mid to high level enchanting materials, then I'd recommend setting it to 150-450. This will ignore any items that have a disenchanting requirement under 150.

Even though I already recommended this above, it is absolutely imperative that you change these options in the Disenchant Searcher. In the options, click Allow Bids and Allow Buyouts.



If you only choose allow buyouts, you'll miss a ton of great deals. You just have to be more patient with bids and check your mailbox more often to see if you've been outbid. I've made some killer deals because players put up a high level green on a bid of 4 copper!

Once you've changed those options, now you'll start to see a **TON** of profitable items show up in the search. Feel free to set your minimum profit to as high or as low as you want. Just remember that the smaller the margins the higher the risk! I have mine set as low as it goes (1 Copper), so I can go through by hand and look at all the items available.

## Milling Searcher

The Milling Searcher looks for herbs that can be purchased at a price lower than the selling price of the materials it mills into. I do not have an inscriptionist, so I have zero first-hand knowledge on how profitable this searcher may be for you. If you are an inscriptionist or know someone who would be willing to Mill herbs for you, then this searcher could be profitable for you.

There are a few things you need to watch out for with this Searcher.

If your auction house mule is not an inscriptionist, you must first change a few settings within the Mill searcher in order for this to work properly. If you don't do this, then you will never see items show up when you search. In the options, you must select "Use Custom Levels" and set it for the minimum milling requirement you would like to search for. If you want to focus on the mid to high level pigments, then I'd recommend setting it to 150-450. This will disregard any herbs that have a milling requirement under 150.

Another thing you need to watch out for is the number of herbs you are purchasing. It takes 5 herbs to Mill, so if you only buy 1 or 3 herbs then you can't Mill them regardless of how good of a deal you've got them for. Auctioneer is not smart enough to kick out herbs in lots less than 5, so you have to check this on your own!

This is a low risk market, just make sure you pay attention to how many herbs you are buying!

# Prospecting Searcher

The Prospecting Searcher looks for ore that can be purchased at a price lower than the selling price of the materials it prospects into. If you are a jewelcrafter or know someone who would be willing to prospect ore for you, then this Searcher could be profitable for you. My jewelcrafter has made quite a bit of gold with this technique, so I know you can too.

As with the Milling Searcher, there are a few things you need to watch out for!

If your auction house mule is not a jewelcrafter, you must first change a few settings within the Prospecting Searcher in order for this to work properly. If you don't do this, you will never see any items show up when you search. In the options, you must select "Use Custom Levels" and set it for the minimum Prospecting requirement you would like to search for. If you want to focus on the mid to high level gems, then I'd recommend setting it to 150-450. This will disregard any ore that have a prospecting requirement under 150.

Another thing you need to watch out for is the number of Ore you are purchasing. In order to



prospect it takes 5 Ore so if you only buy 1 or 3 pieces of Ore then you can't prospect it regardless of how good of a deal you purchased it for! Auctioneer is not smart enough to kick out Ore in lots less than 5, so you have to check this on your own!

I personally have better success with Thorium Ore rather than Saronite Ore. The gems that come from Thorium Ore sell much better than the gems from Saronite Ore. This could be different on your server though, so always check your Auctioneer data first!

This is a low risk market, just make sure you pay attention to how many pieces of ore you are buying!

## Resale Searcher

The Resale Searcher is what most people think of when someone talks about "playing the auction house". This searcher will find items that are listed below their market price and show you the potential profit for that item. I must warn all of you. This is a very high risk Searcher as most people tend to gravitate towards the epic and rare items. If you are new to Auctioneer and your server's economy, I strongly advise *against this* for the time being. You must know your auction house and economy very well in order to avoid getting burned. There are some people who intentionally list items too high, so that it messes with Auctioneer data. Don't believe me? Look at the examples given in the Auctioneer Pitfalls section further down in this guide.

The Resale searcher has it's place as long as you are familiar with the markets. I was able to pick up the enchanting formula for Crusader on a bid of 2G, the pattern for the Robes of Arcana for 3G and an Ardent Custodian on a Buyout of 6G. I am very aware of these markets and knew right away that these were in fact great deals for resale. I have also seen many items flagged by the Resale Searcher that were definitely NOT good deals for one reason or another and you need to be aware.

#### Snatch Searcher

The Snatch Searcher allows you to input items you want to buy at a certain price point and lower. There are two ways you can place an item in the Snatch Searcher. First, simply drop the item from your inventory into the Snatch Searcher. This requires you to have the item already in your inventory, so it might not be an option. If you don't have one in your inventory, but there is at least one on the AH, then you can Snatch directly from the auction house screen. Use the General Searcher to find the item on the AH. Select the item you wish to Snatch and click the Snatch button just above the Buyout button on the lower corner of the Auctioneer window. Now go into the Snatch Searcher window to see the item listed in the Snatch queue. From here you can change the pricing information to your needs.

The Snatch Searcher is not a pure profit searcher like the others we've discussed so far. It is mostly used for players who are looking to level a crafting profession and want to buy materials as cheap as possible. However, don't let that discourage you.

Snatch is great for Jewelcrafters or Inscriptionists who are constantly buying ore or herbs to flip into profit with milling or prospecting. It can also be used for those items that players are constantly listing below vendor price such as cut and uncut rare gems. Just make sure you set the price appropriately! Give yourself a decent profit margin.



In addition to what I've already discussed, you may use the Snatch Searcher to quickly find and purchase rare, hard-to-find twink items. The only downside to this is you must either already have one in your inventory or see one on the AH in order to place it in the Snatch queue. This may be difficult especially on items that have only be seen 1 or 2 times over the past few years. I still think it's worth the attempt though!

## Vendor Searcher

The Vendor Searcher looks for items that are listed below their vendor price. I know this seems just too good to be true, but it happens all the time. This is a no-risk market that I recommend everyone to start out with just to get a feel for the Auctioneer window, tooltips and functions.

Even though I already recommended this above, it is absolutely imperative that you change a few options in the Vendor Searcher. In the options, click Allow Bids and Allow Buyouts. If you only choose Allow Buyouts, you'll miss a ton of great deals. You just have to be more patient with bids and check your mailbox more often to see if you've been outbid. If you only allow buyouts, then you probably won't see too many items listed in this Searcher.

Also, be sure to change the minimum profit to whatever you feel is worth the effort of running to the vendor. I personally have my minimum profit set to 20 silver. However if you feel it's worth bidding and buying out items to make 50 copper, then that's great!

This is the most forgiving Searcher in the entire Auctioneer package, so if you feel really intimidated at first, try this one out. Check this for a week until you feel comfortable.

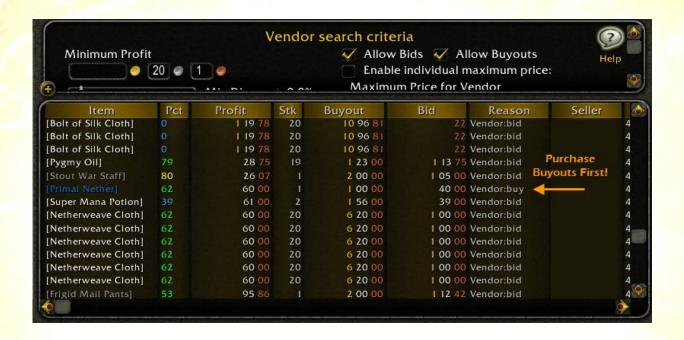
Now that you've had a crash course in each of the Searchers, it's time to put this to use!

# Using the Searchers and Tooltips to Make Gold!

If you haven't scanned the AH already, then do this now with either the "Long" scan or the GetAll "Quick" Scan. If you've already forgotten how to do this, then refer to the beginning of this guide. Once the scan has completed, click on the Searcher tab at the bottom of the Auctioneer Window. Then click on Searcher in the left-hand side. In this example, I'm going to use the Vendor Searcher because it's low risk and everyone can follow along easier. Now click on the Vendor Searcher and hit search. If you've changed your options as recommend above, you should see at least a handful of items.

Here's a screenshot of what was found on my server's AH in the Vendor Searcher:





I always go through the list and look for any Buyouts first. There are other players on your server using Auctioneer and you need to be fast! Once you've grabbed those, sort the list by Time Left by clicking on the column to the right of the Seller column.

Here's another screenshot where I am making a bid:



In this screenshot, you see that if I bid on the Timeless Forest Emerald, that I can make up to 2G 49S simply walking to the vendor. Wow! When you bid on an item in any Searcher, a window will pop up asking you to verify your purchase. In this window you can fill in the "Reason" section too. Since I am in the Vendor Searcher, it automatically fills this box with Vendor. This information is then used by BeanCounter to keep track of your auctions, so

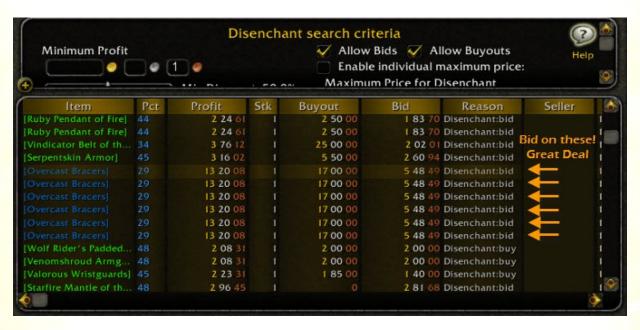


don't delete the reasons. Sometimes I'll place more information in the Reason box if an item can be profitable with both Disenchanting or Vendoring. This lets me know I need to take a closer look at the item after it's safely in my mailbox.

Hopefully you've found some good deals on your server's AH. Even though it doesn't seem like much, if you look for items that can be vendored every day, it really adds up! You don't even have to leave the comfort of the home city.

Now let's move on to the Disenchant Searcher. If you've changed the options as recommended above, you should see a lot of items pop up. Remember if you've just started scanning the AH this data may not be very accurate, so be careful!

Here's a screenshot of what was found on my server's AH in the Disenchant Searcher:



With this searcher, you must be more careful in what you are bidding on and buying out.

Unlike the Vendor Searcher, not everything that Auctioneer flags will be a good deal. You
must know the markets in order to make good profits. The more you scan the Auction House
the more accurate the data.

In this screenshot the Overcast Bracers are an excellent deal! They disenchant into Dream Shards which sell for about 17G a piece on my server. I made over 10G on each bracer! Also in this screenshot, Auctioneer says to buyout the 3 items below the bracers, but upon further inspection this was a risky buy. This is where Enchantrix will become your best friend, so you can make quick decisions while in the Disenchant Searcher.

Lastly let's take a look at the Resale Searcher. This is the most risky Searcher and it is not for the newbie Auctioneer user. I recommend scanning multiple times a day for at least a week before trusting your data. In addition to this, I recommend researching your purchase before clicking on that buyout button. The developers of Auctioneer released a new site that allows you to search the market price of items. If you just aren't sure what the item is worth,



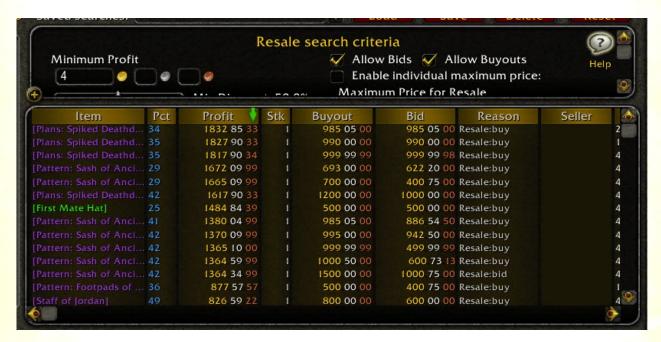
then check out this website! Be sure to search for the item across all servers to get the most accurate pricing.

## http://us.auctioneerdb.com/

If you can't find the item on that website, you can also check out pricing information on allakhazam. This site is particularly good at the pricing of green items with suffixes (e.g. of the Bear, of the Eagle, of the Bandit)

# http://wow.allakhazam.com/

Here's a screenshot of what was found on my server's AH in the Resale Searcher:



I sorted the window with the highest profit items at the top.

For the newbie Auctioneer user you might think I've just struck a gold mine, but you need to take a look at these results more closely. At the very top of the list we see not one, but **THREE** Plans for the craftable item, Spiked Deathdealers. This is a red flag. Even though Auctioneer is saying there is a potential profit of more than 1800G, there are simply too many people in this market for you to make your gold back. It is obvious that the sellers are undercutting one another trying to sell the plans as fast as possible. When you see this, stay away from the items unless the bids are far below their buyout price.

The next item is the pattern for the craftable item, Sash of Ancient Power. If you look further down the list, there are not three, not four, but **SEVEN** patterns for this craftable item. This is another red flag. Stay away! You will never make your gold back with these items because the market is flooded and demand is obviously quite low. You might be able to make some gold if you make a bid of 499 G on that one particular pattern, but it's simply too risky for my liking.



The first item that has a Resale potential is the First Mate Hat, but let's first do some research before making a decision. 500G is not a small amount of gold to spend on a green item!

Let's take a look at what Auctioneer says in the tooltip below:



The First Mate Hat is a vanity hat. It is the only pirate hat in-game with this look, so it's in high demand and it has a very very low drop rate too.

According to the tooltip, I've seen this item 14 times on the Auction house with a Market Price of 2089 G. This seems like a crazy deal, but the question you must ask yourself is--"Did that item actually sell for that price or was it wishful thinking?". This is where I check the Auctioneerdb website for some further guidance. At the time of this writing, it says the Mean price was just under 1200 G. If you have patience, I think this item *could* sell for about 1200G, but it may take a few weeks to find that right buyer. The good thing about this item is that the Auction House deposit fee according to the tooltip is only 20S 68C for a full 48 hour duration, so you won't eat up your profits if it doesn't sell the first 5 times.

Do you see why you MUST be knowledgeable when it comes to your server's economy? Just because Auctioneer says to bid or buyout an item does **NOT** mean you will make that much gold.

# Using Auctioneer Tooltips to Your Advantage

Let's take a look at a few different Auctioneer tooltips to see what all of this information means for you. Even if you don't understand everything on the tooltip, as long as you understand the basics that's all that really matters.



There are four messages you should expect to see on the Auctioneer tooltip which includes Cannot Undercut, No Competition, Competition Above Market, and Undercutting the Competition. Here's a quick overview of each and what it means to you!

## Cannot Undercut:



Here's an item where you cannot undercut without losing a ton of gold. This means that a bunch of idiots are undercutting the market bad and listing for WAY too low. If you see this then wait to list the item! You are just throwing gold out the window if you try to sell now.

The moving price is 20% below market price! Ouch.

## No Competition:



Here's an item where you have an item with zero competitors. If this is the case I advise marking up the price by an additional 5-10%. You control the market, so why not? This



doesn't happen too often, but when it does it's pretty nice.

# Competition Above Market:



Here's an item where the competition is above market price. This means everyone else has overpriced themselves! List at the current market price and yours will be the first to sell—and make you a nice profit.

Undercutting the Competition:





Here is an item where Auctioneer is saying you can undercut the competition without hurting the market or and still make a good amount of gold doing it. By default this is set at 2.5%, which may be too high in some markets. Remember, most players will buy whether an item is 1 silver or 5 silver less, so long as it is the cheapest!

Don't get too hung up on exactly how much you are undercutting.

# Auctioneer Pitfalls-Don't Learn the Hard Way

Auctioneer is an extremely accurate add-on only if it is given accurate data to work with. There are several reasons why your data may be inaccurate and they will be discussed below.

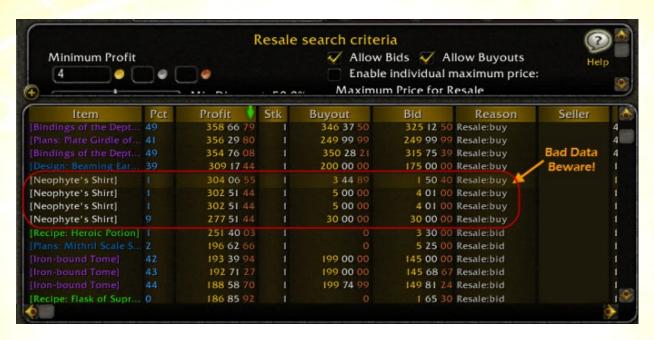
## Bad Data

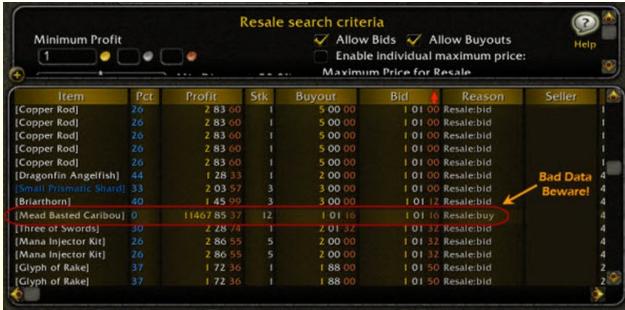
The first reason why you can have bad Auctioneer data is within your control and it's quite simple. You are not scanning the Auction House enough. If you are only scanning the AH once every 5 days, then do not expect the data provided to be accurate. The more you scan the AH--there really is no excuse with the GetAll "Quick" Scan—the more you can count on Auctioneer's suggestions. Even with months and months of data, you still have to be careful.

The second reason why you can have bad Auctioneer data is completely OUT of your control and is something you must be watching for closely. Some players like to mess with Auctioneer's data, so they INTENTIONALLY list items well above their market price. Then in a week's time or so they will list the item for the true market price. This causes Auctioneer to flag the item as a crazy deal! This is why it is so important to know the markets and to pay close attention before clicking "Buyout".

Here's 2 obvious examples of a player messing with Auctioneer's Data:







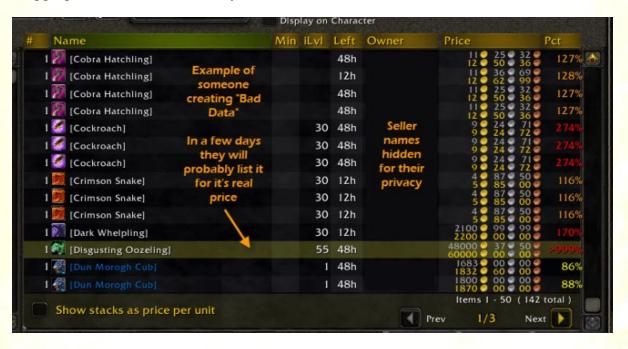
It's pretty obvious that a shirt isn't worth 300G and a Mead Basted Caribou isn't worth 11467G!

Here are some more examples that are a little less obvious especially if you only see the end result.





In this first example, if you were unfamiliar with the twink item Night Reaver, you'd probably think that this is a really great deal to bid on. Now I'm not saying that you couldn't flip this item to the right buyer, but according to my own knowledge of my server's economy, there is absolutely NO way 100G is 19% of market price. A few days prior to this, the same seller had it listed for 500G. Perhaps this seller didn't do it intentionally, but regardless, Auctioneer is now flagging this item as a killer buy.



In this final example, we see the vanity pet Disgusting Oozeling listed for 60k Gold. This is a rare item, but it does not go for this much on my server. Not even close. What I am betting is that this seller is INTENTIONALLY giving Auctioneer bad data by listing this item crazy expensive. They will likely eat multiple AH listing fees for this purpose. In a few days this



seller will probably drop the price down to 5,000 Gold, which will cause Auctioneer to flag it as an absolutely amazing resale. When, in reality 5,000 Gold is the true market price of this item.

## Flooded Markets

Sometimes markets are flooded with a lot of product and Auctioneer has no way of distinguishing this. When a market is over saturated, this spurs a lot of competition among the sellers. One seller lists the item for 5% under its true market value, then the next seller lists it 5% under the previous seller, then yet another seller lists his 15% under both of them. If you see multiple items flagged under the Resale Searcher, do a regular AH search on the item to see exactly how many are listed on the AH.



Here's a great example of what I am talking about:



Even though most of the time an item at 9% of market price is typically an incredible deal, that is **NOT** the case here at all. I saw this come up in the Resale Searcher and went digging a bit further to see if it was a good buy or not. If I bought this pattern, the other 3 sellers would immediately undercut me and I'd lose out on the gold. Stay away from items and markets like this one.

# Searchers Only Search for One Criteria

This happens often enough that I thought it should be mentioned in this section.

At some time or another you will find a green or rare item that is listed for less than its vendoring price. If you found this item through the Vendor Searcher, it will tell you to Vendor the item. However, if you would find this item under the Disenchant Searcher, it may tell you to Disenchant the item too. Therefore, when you purchase green or rare items to vendor, you should also be checking to see its potential disenchanting and resale value as well. It's possible that even though you've found an item that can be sold to the vendor for a small profit, you would make even more gold if disenchanted or resold. If you see an item like this



when purchased, make a note of it in the BeanCounter Reason section.

This way you can take a closer look at the item when it's safely in your mailbox.

# Auctioneer Is More Than Finding Good Buys

Now Auctioneer doesn't just help you find good buys. It lets you know what you should sell items for and it will help you to post items on the auction house too! There are two more tabs within the Auctioneer Window that need discussed before wrapping up this guide.

# <u>Appraiser</u>

On the main Auctioneer window you will see the Appraiser tab on the far right side.

Appraiser is really an amazing feature of Auctioneer, but it can be rather complicated and confusing to use at first.

On the left-hand side you should see every single item from your inventory listed. If you wish to sell one of these items, simply click on the item in the list and it will immediately show you other competing auctions and the market price for your item.

The great thing about Appraiser is you do not have to leave this tab in order to list your items on the Auction house. You can do all of your posting right here if you desire!

With Appraiser you can queue multiple auctions at one time. It will list items in specific lots (such as in stacks of 3) and whether to match the competition, undercut the competition or you can input your own pricing. If you have multiple stacks of ore, herbs or enchanting materials you would like to list, then this function will save you a lot of time!

You are also able to bid and buyout the competition's items if you are trying to control a market!

Here's a screenshot of Infinite Dust in the Appraiser Tab:





Looking at this screenshot, I only have 9 Infinite Dust in my inventory. I have selected to place them in a stack size of 2 and to list all stacks of 2 until I run out of Infinite Dust. The pricing was automatically filled in with the market price, but you can change the pricing to whatever you prefer.

Another great feature of Appraiser is it allows you to see the prices of items listed by your competition. Sometimes after viewing this data, you may decide it's a bad time to sell the item(s) because the undercutting is out of hand!

Once you've decided upon a price, stack size, auction duration and the number of stacks you'd like to put on the AH, now it's time to post the auctions. You can do this two different ways. The easiest method is by clicking simply clicking on Post Items. This will post the current item on the auction house.

Now if you'd like to post all of your auctions at the same time, then you must use Batch Post. For any item you wish to Batch Post, you must check Enabled Batch Posting at the top of the item's Appraiser window, directly above the pricing information. See the screenshot above. Batch Post will queue all the items with Batch Posting enabled and automatically list them for you in the price, stack sizes and AH duration that you've specified.

Before you do Batch Posting, I recommend you double check yourself. I'd hate to see you Batch Posting items that you forgot were enabled from the other day. While holding down SHIFT, click on Batch Posting. In your chat log, you should expect to see this:

```
Posting batch of: [Saronite Ore]
- Duration: 24 hours
- Pretending to post 2 stacks of 20 at 15 97 00 min and 16 75 00 buyout per stack
```

If you don't want to post anymore Saronite Ore at this time, then you know that you need to go to the Saronite Ore Appraiser window and uncheck Enable Batch Posting. If you want to post more Saronite Ore, then this is a great way to double check to make sure you've set the pricing right.

When you've entered in the information for the items in your inventory AND have doubled checked yourself with the method above, now it's time to Batch Post! Hold down CTRL, ALT, SHIFT and click on Batch Posting. It will immediately begin listing the items for you!

This is what you should expect to see in your chat log:

Posting batch of: [Infinite Dust]
- Duration: 24 hours
- Queueing 3 items
-----Queued up 3 items

It will spam your chat log as it lists items. Once it starts, if you are listing a lot of auctions, you



can tab out of the game and do something else while this takes place.

**Note:** There is one thing you should be very cautious of in the Appraiser tab with Batch Posting items. Any of the items you have enabled batch posting on will automatically queue up and begin posting on the auction house.

If you no longer want an item included in Batch Posting you must **uncheck** Enabled Batch Posting in its Appraiser window. This is an option that does NOT reset with each day's auctions.

# SimpleAuction Post

On the main Auctioneer window, you will find the SimpleAuction Post tab on the far right side next to the Appraiser tab. SimpleAuction is a nicer version of Blizzard's posting tab. Although Blizzard has made some improvements to their auction's tab it is not as nice as the one included with Auctioneer.

Click on the SimpleAuction Post tab to get started! At the very top you will see the button "Configure". As with every feature in Auctioneer, there are specific options that you can change to your needs. If you are just a beginner, then you shouldn't need to change anything. More advanced users may want to change a few settings in here if desired.

With SimpleAuction, simply hold down ALT and click on the item you wish to list. This will immediately place the item in the box without having to drag it across the window. The pricing information should be automatically filled in with the data gathered from your scans. If you already have this particular item on the auction house, you can set it to match your pricing.





Here's a screenshot of SimpleAuction matching my pricing of Saronite Ore already on the AH:

You can set SimpleAuction to undercut competitors or to remember a fixed price. If you go into the advanced options, you can change the percentage by which you undercut. However that's probably getting a bit technical for most users.

Be sure to set the duration of the auction and when you are ready, click Create Auction!

Now that you've got a decent handle on every aspect of Auctioneer and it's Bundle, it's time to start making the gold. Here are some areas I recommend checking out. These are areas I check on a daily basis which have made me considerable amounts of gold.

- Enchanting Materials to Resell/Items to disenchant--Free to list on the AH and needed often
- Cloth of all types, buy only in stacks--Stay away from bolts
- Quest items
- Recipes, especially Jewelcrafting, Enchanting and Tailoring
- Ore to Resell and Prospect especially Iron and Thorium
- ◆ Twink items--The rare items are quick sellers
- Vanity pets, especially rare ones like Disgusting Oozeling, Hyacinth Macaw and all cross-faction pets (White Kitten, Black Tabby)

All of the above will get you off to a good start. Again, I advise against buying weapons and armor unless they are known to be rare finds like twink items. The relisting costs are often quite high and they usually don't sell too quickly.

The great thing about Auctioneer is that the more you use it, the more data you have and the better you'll do. Specialize in one area and get to know what is selling and what is not. With Auctioneer you'll be able to completely take over your corner of the market.

Stick to what you know and pretty soon even YOU will be making large amounts of gold!

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