



Tuesday 6th October 2026

Notice to Buyers: Updated Conditions of Sale

Dear Roxbury's Customers,

The buyer's premium has been a topic of discussion among the owners of Australia's leading numismatic auction houses for some time. Roxbury's last increased its buyer's premium in 2012, nearly 15 years ago, moving from 17.5% to 20% plus GST (22%).

Since then, we have absorbed every rise in our operating costs without passing them on to our buyers.

The federal government's recent changes to credit card fees are the latest in a series of legislative measures that have made conditions increasingly difficult for small businesses to survive. In most Roxbury's sales, over 60% of auction invoices are paid by credit card. Simply removing credit card payment as an option would therefore dramatically affect the results achieved for our vendors.

With this in mind, we have made the decision to increase the buyer's premium to 25% plus GST (27.5%).

As the owner, I find this a difficult position to be in. I understand that many of our customers are facing the same pressures, and that this additional cost may affect how they take part in our sales. However, supporting the business, our employees and our vendors is just as important.

Our costs have multiplied several times over since the last increase in 2012, so while this change may feel significant, it is a modest step towards keeping the business balanced and resilient in the current economic climate.

Since acquiring Roxbury's in 2019, I have seen the business grow to almost ten times the size it was under previous ownership. That growth reflects a tremendous amount of work, and it shows in the prices achieved at auction, the level of buyer participation in our sales, our professionalism across every aspect of the business, and the outstanding results we deliver for our vendors.

Every sale involves an ongoing effort to improve the detail, accuracy and presentation of each lot; to secure the best possible marketing coverage across a range of media and platforms; to raise the quality of our auction catalogues; and to strengthen our online presence in Australia and overseas. This work reaches new audiences with each sale and supports the increasingly diverse range and exceptional quality of material we offer.

All of this has been achieved at additional cost, without any increase to the buyer's premium until now.

I hope our customers will understand that this is a necessary step to secure the long-term future of Roxbury's as Australia's most respected, best performing and most trusted numismatic marketplace, and to continue supporting the hobby we all share.

Warm regards,

A handwritten signature in black ink, appearing to read 'S. Waterman', with a stylized, cursive script.

Scott Waterman

Owner, Roxbury's Auction House