

SuttonKersh



1ST FOR AUCTIONS

A guide to buying and selling at auction

Working with



**Beresford
Adams**



www.suttonkersh.co.uk



We bring people and property together

Property can be complex: that is why we are here. Our personal, straightforward approach has helped us become market leaders in our region since 2006.

For more than a decade we have maintained our position as the region's number one property auctioneer and the most active auctioneer in the North West by consistently obtaining the largest catalogues, attracting the highest attendances and achieving the best sales results in the area.

Fast and efficient

Auction provides the fastest route to selling a property. The whole process, from instruction through to completion can take as few as eight weeks.

We regularly work with private investors, estate agents, housing associations, LPA Receivers and public bodies with property assets by providing a quick disposal solution for varying property types.

Experienced

As always, price is vital to success and as a long established multi-disciplined firm we are uniquely placed to monitor market conditions to ensure we get this right.

Biggest catalogues – highest attendances

Ultimately, demand will decide the true value of a property which is why it is important you choose an auction house that consistently attracts high attendances which in turn creates competitive bidding.





The selling process

There is no faster and easier way to sell your property than at Auction!



We sell more because



Benefits of selling at auction



8 weeks from instruction to completion

Auction can provide the fastest route to achieving a sale. A legally binding contract between the buyer and the seller is formed upon the fall of the gavel. The majority of sales complete within the following 28 days.



No price ceiling

Competitive bidding during the short selling window can lead to properties selling for much more than expected because purchasers have less time to negotiate: we have sold lots for more than £100,000 over their guide price!



Intense marketing

Auction properties benefit from broader, more intense marketing which is essential for maximising exposure and interest throughout the short selling period. We have a large database of over 50,000 investors from across the UK and abroad who receive our auction catalogue. We also regularly advertise in key printed media and list all of our properties on leading property portals such as Rightmove and Zoopla.



Reduced risk of sale falling through

Buyers are legally bound to pay a 10% deposit immediately upon fall of the gavel and the remaining balance within 28 days.



You can plan ahead

Property auctions allow you to identify a date by which a property might be sold thus enabling you to successfully plan ahead. If you have found your next property but need to sell before you can complete, you need to act quickly and selling at auction is probably the quickest way to achieve this.



Ideal lots to be sold at auction

- Probate sales
- Unusual properties
- Properties requiring modernisation
- Land
- Investment properties – with or without tenants in situ

we do more!



The buying process



Obtain a catalogue

Receive the latest copy of our catalogue direct to your home address or e-mail inbox by subscribing to our mailing list.



Arrange a viewing

We strongly recommend that you carry out your own due diligence checks (including viewing the property yourself) prior to bidding on a lot at auction.



Arrange a survey

Once you have instructed a surveyor, please ask them to contact our auction office directly and we will allow them to gain access to the property.



Arrange your finance

You will need to pay a 10% deposit upon the fall of the gavel at the auction. The remaining monies must then be paid in full, usually within the next 28 days.



Read legal documents

Legal packs will be made available for you to read prior to the auction. Please note that you buy subject to all documentation included in the legal packs regardless of whether you have chosen to read them or not.



Register for the auction

You must register prior to bidding at auction. Return a copy of the registration form to our offices, you will also need to provide us with two forms of ID and proof of funds to be able to bid. You can also register on auction day at the registration desk – remember to arrive early if you have not pre-registered!



Bids

Bids can be made before, during and after the auction. If you are unable to bid in person at the auction, telephone and proxy bidding facilities are available.



Sold

Once the gavel is brought down the property is yours! A 10% deposit and our buyers administration fee must be paid immediately by cheque, bankers draft or debit card. Please note that cash will not be accepted.



Financing your auction purchase

Dynamo, our carefully selected partner for auction finance, is a multi-award-winning organisation that has consistently led the way in providing a high-quality service coupled with expert market knowledge since its launch in 2006.

Its highly trained consultants can arrange buy to let, residential, short-term or commercial mortgages, as well as tailor-made plans designed to fully protect your investment and legacy. A wide-ranging lender portfolio ensures that they can always place an individual with the best product specific to their personal circumstances and criteria.

Why use Dynamo?

- All aspects of auction finance covered;
- Independent mortgage advice;
- Access to exclusive rates and products;
- Fully regulated by the FCA;
- Tailor-made protection solutions;
- 5-star Trustpilot rating;
- On-site underwriters.



Visit www.dynamo.co.uk for further information or call **0800 170 1888** and ask for the Commercial and Bridging team.



“expert knowledge, unbeatable service”