



WalkerSingleton
Chartered Surveyors

Online Land & Property Auction

Buying Guide

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01484 477600



Buying Guide

Introduction

Walker Singleton have been auctioning land and property for over 130 years as it provides a proven route to sale of all types of property and assets.

Traditionally auctions have been held in-rooms live on a chosen date and time often seeing multiple properties sold. Recent auction, technology has developed to assist property auctions and Online Auction has become a valuable format for buying and selling property.

Online Auction provides all the benefits associated with traditional auctions, including speed, transparency and certainty of sale with the added advantage to bidders of being able to bid pressure-free from the comfort of your own home or office via desktop, tablet or mobile phone.

This guide aims to assist bidders on their path to successfully bidding at any of our listings of land and property being sold by online auction.

Buying at land and property at auction should not be likened or compared to the process of buying goods through online auction portals who operate in the B2C consumer sector.

Registration

In order to bid you need an account. On first registration this is achieved by providing your contact details, accepting the terms and conditions and passing through a legally required Anti-Money Laundering (AML) process. This process is only required once; your details will be held for future listings.

The process requires you to verify your email address, by clicking an activation link that will be sent to your chosen email address. Holding an account allows you to 'watch' lots as well as gaining access to the legal packs.

On the first occasion you register to bid you will also be asked to verify your mobile number and upload copies of your photo ID (e.g. driver's licence or passport) and recent proof of address (dated within the last 3 months).

As and when you want to place a bid on a lot you will need to complete the bidder registration steps, as detailed below.

Through the process you will be asked to read and accept our Online Auction Terms and Conditions. There may also be specific documentation relating to the sale of the property you're registering to bid on that will need to be read and accepted before you are able to bid.

Once accepted, you will receive a copy of the document(s) via email for your own records.

In order to bid you will be required to register a debit card for the bidder security deposit.

We use Stripe (www.stripe.com) who provide a secure, online card processing facility, and they will place a 'hold on funds' on your account for the bidder security amount. No money is taken at this point and the amount will be clearly displayed when registering your card.

The winning bidder's payment card will be automatically debited for the bidder security amount at "the fall of the hammer". All unsuccessful bidder's will have their hold payments released (this can take several days depending on the card provider).

Once you have completed the bidder registration, Walker Singleton will review your registration to bid. We may, in some instances, need to contact you to obtain some additional information, so that we can electronically verify your identity with a credit reference agency. This does affect your credit score.

You will be notified by email as soon as you have been approved to bid.

You are strongly advised to view the property on offer and take professional advice as to its condition and suitability.

It is also recommended that you take proper legal advice and ensure that you thoroughly read and understand the legal pack and any other associated documentation available online.

Finally, understand the contract you are entering into and the financial commitment that you will be liable for should you be the successful purchaser.

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Guide Prices and Reserves

The Guide Price on a property is an indication as to where the Reserve is currently set. It is not necessarily the value that the lot expects to sell for, and should not be taken as a valuation or estimate of sale price.

The Reserve will not exceed the Guide Price by more than 10% if it is a single figure Guide price. If a range is provided for the guide price the reserve will fall within that range.

Any Reserve is the minimum figure that the Auctioneer is authorised by the vendor to sell the property for, at that point in time. The Reserve may change throughout the course of marketing. The Auctioneer reserves the right to reduce the Reserve during the auction to a level that matches the existing highest bid. In this event and if there were no further bids, the bidder who placed that 'highest bid' will be declared the purchaser at the end close of bidding.

When an auction opens, bids can be placed in line with the pre-determined bid increment levels. This is achieved using the bid increase (+) and decrease (-) buttons provided. Once the preferred bid amount is set and the "place bid" button clicked, you will be asked to confirm your bid which, once done, will formalise the bid.

Every time a bid is made there will be confirmation on whether the bid was successful. A full list of all bids is displayed on-screen at all times.

The system provides for the use of Proxy Bidding whereby a maximum bid can be lodged and the system will bid up to that level and maintain the highest bid until the maximum is exceeded. If the bid is exceeded an email notification will be sent as confirmation allowing consideration to be given to increasing the bid level.

It is highly unusual for a lot to be sold without reserve. If a maximum bid is lodged the system will gauge this against the set reserve with the following options:

- **If the maximum bid is below the reserve price, the system will place an immediate bid at your maximum bid amount.**
- **If the maximum bid is at or above the reserve price, the system will automatically increase the bid to the reserve. The system would only bid again if the bid is exceeded by another bidder at which point the system would bid to the maximum bid amount.**
- **If another bidder has placed the same maximum bid or higher, they will be the highest bidder and the system will notify you via email so you can place another bid.**

IMPORTANT: All bid data is kept completely confidential and are not disclosed to the auctioneer, vendor or any other bidder.

All auctions are programmed to close at their advertised 'Auction End Date' unless there is bid activity with the final 60 seconds. In this instance the end time will automatically extend by 60 seconds; this is known as the 'bidding extension window'. If a bid is placed in the bidding extension window, the countdown clock will immediately reset to 60 seconds again, and the auction will only finish when an entire 60 second bidding extension window passes without any further bids being placed, i.e. 60 seconds of 'bidding silence'. This ensures every bidder has a fair and equal opportunity to place another bid.

Lodging bids is entirely the responsibility of the bidder and it is recommended not to leave bidding until the final seconds. The system controls the lot timing and glitches in technology are not unknown.

Lots are offered for sale by immediate, unconditional contract. This means that the fall of the close of timings is the effective fall of the gavel and constitutes an exchange of contracts between the buyer and seller. Both parties are legally bound to complete the transaction – usually within 28 working days following the close of the auction but this will be confirmed within the legal documentation.

The successful purchaser will be contacted by our team to discuss the next steps. The system will automatically take the bidder security amount from the registered credit or debit card and all underbidders will have their hold on funds released. The contract will be signed on behalf of the successful bidder with copies being sent to both your solicitor and the seller's solicitor.

Bid Scenarios

- **The current bid on a lot is £150,000. The reserve price has been set at £170,000 (not disclosed)**
- **Bidder A chooses to register and bid. The minimum bid amount is £155,000 and A decides to place a maximum bid of £160,000. This is below the reserve price, so the system places a bid at the maximum bid amount and they become the highest bidder at £160,000**
- **Bidder B chooses to bid. The minimum bid amount is visible at £165,000 but they decide to lodge a maximum bid of £180,000**
- **The system automatically increases B's bid to meet the reserve at £170,000. B's proxy bid of £180,000 remains in the system should another bid be entered**
- **A is notified their bid has been outbid. If no more bids are placed B would win the lot for £170,000**
- **A chooses to re-bid £175,000 and is immediately advised their offer has been outbid as it applies the proxy bid from B of £180,000**
- **A then bids £185,000; B does not rebid and so A wins the lot as it times out**

Pre/Post Auction Offer

There is a defined process for any party wishing to make an offer on a property before the auction or for an unsold lot.

Any offer in this situation is received on the understanding that the bidder knowingly will be entering into a legally binding contract should it be accepted. All offers will be subject to contract.

Only unconditional offers will be considered and if accepted the successful bidder will be expected to attend our offices within 24 hours of acceptance in order to:

- 1 **Sign and exchange the auction contract**
- 2 **Pay a 10% deposit**
- 3 **Pay the assigned auction administration fee**
- 4 **Agree to complete the transaction within the time specified in the contract**
- 5 **Provide proof of identity as specified in the auction catalogue**

Auction terms apply throughout and an offer should not be made unless the property has been inspected (where possible) and the online legal pack has been reviewed and legal advice taken.

Only unconditional offers will be recommended. If the purchase is subject to finance and/or survey this must be clearly set out.

The information required is as follows:

- **Property address**
- **Purchaser's full name**
- **Company name if appropriate**
- **Address (this must coincide with your ID documents)**
- **Confirmation of whether you have bought property from Walker Singleton in the last 12 months?**
- **Contact numbers**
- **Email address**
- **Confirmation of solicitors acting**
- **Confirmation of whether or not you have inspected the property internally?**
- **Confirmation that you have reviewed the legal pack?**
- **Confirmation of your offer in £GBP**
- **Confirmation on whether the offer is subject to obtaining a mortgage or any other conditions?**
- **The offer letter must be signed and dated**

For more information contact Walker Singleton on 01484 477600. Or review the Land & Property Auction Pre/Post Offers document.

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