



The Property Auctioneers of Wales

# A guide to buying and selling at auction



# All Wales Auction

# Important checklist if thinking of buying or selling by auction

Does the auctioneer tick all the boxes?

- Approaching 30 years industry experience
- Approaching 20 years auction rostrum experience
- Member of the RICS
- Member of the NAVA
- Backed by a dedicated auction specialist team
- Provides local knowledge and presence
- Provides regional coverage and presence
- Provides national marketing and coverage
- Works with several independent estate agents to maximise your property's exposure
- Is a past Chairman of the National Association of Valuers and Auctioneers
- Trains and tests the auction industry on the current laws and best standards of practice
- Works to a strict code of conduct
- Covers the whole of Wales with four regional auction rooms



**30 offices supporting the  
All Wales Auction with over 220  
experienced staff here to help you**

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## Our Success

Proud winners at the Sunday Times Estate Agency Awards

### *Auction Agency 2011*



Proud winners at the Daily Post Achievement Awards

### *Wales Best New Business 2009*



Proud winners at The Negotiator Awards

### *Best UK Residential Auctioneer 2008*



# Our Auction

## *Diane Fairchild welcomes you to the All Wales Auction experience*

"I am delighted to introduce you to the All Wales Auction; the only Welsh based auction with 4 regional auctions every 8 weeks – from Anglesey and Wrexham in the North to Cardiff and Swansea in the South.

In this guide you will find invaluable information on either selling or buying via auction plus some great advice and information that will help you get the best from your auction experience.

Our Auctioneer and partner Melfyn Williams is well known, highly experienced and award winning. He has won Best UK Residential Auctioneer 2008 at The Negotiator Awards and we are very pleased that he is a key part of our team.

To help us get better results for you we have exceptional coverage with 30 offices supporting the All Wales Auction with over 220 experienced staff here to help you. No-one else in Wales can offer this service.

If you need any help regarding putting your property to auction or buying under auction conditions please ring us and let us guide you through the process.

I look forward to seeing you at our next auction."

**Diane Fairchild,  
Auction Manager**



**Our Results**

# 91% of lots **SOLD** 2012

The South Wales Division sold 91% of lots in the auctions between January 2012 and December 2012.

**South Wales**  
0800 905 905

**North Wales**  
0845 087 11 11

# Our Results

## Prices exceed expectation

One property at Swan Street Llantrisant sold for £71,500 against a guide price of £55,000 which delighted the seller having previously failed to sell the property at a competitors auction.



Rhondda Street, Swansea - Guide price £59,000 Sold £88,500

Zinc Street, Cardiff - Guide price £59,000 Sold £72,000



A property at Morgan Street, Porth sold for 62% over the guide price at £48,000. A property in George Street, Aberdare surprised the room by selling at £42,000 with a guide of £29,000 even though no pre-auction viewings were allowed.

Advertising Hoarding in Pontypool - Guide £2,000 - £3,000 Sold £23,000

Bryncethin General Store, Bryncethin, Bridgend - Guide £49,000 Sold £71,000

Garage/Workshop in Barry - Guide £4,000 Sold £20,000



## Sellers Guide

Does your property tick any of these boxes?

- Unmortgagable
- Short Lease
- Quick Sale Needed
- Derelict
- Probate
- Structural Issues

# Sellers Guide

## Entering your property

In order to enter your property into one of our auctions you would need to:

- 1 Pay an entry fee.
- 2 Obtain a legal pack prior to the auction which All Wales Auctions can arrange for you.

## Where your property will be advertised

Your property will be advertised

- In our catalogue
- In local press
- On our website
- In local estate agent branches



South Wales 0800 905 905 southwales@allwalesauction.com		30 offices supporting the All Wales Auction with over 220 experienced staff here to help you!	
<b>17th July 2012 - 4pm - Village Hotel, Cardiff</b>		<b>NorthWales 0845 087 1111 northwales@allwalesauction.com</b>	
1	Two bedroom cottage Llantrisant £55,000	<b>19th July 2012 - 3pm, Carreg Bran Hotel, Anglesey</b>	
2	Two bedroom terrace property Port Talbot £39,000	101	Two / Three bedroom detached cottage Llangefni £90,000+
3	Two bed mid terrace property Porth £30,000	102	Three bedroom mid terrace property Ty Croes £60,000 - £65,000
4	Two bedroom detached bungalow Cardiff £99,000	103	Detached farmhouse and smallholding Cemaes Bay £175,000+
5	One bedroom mid terrace property Elbow Vale £20,000	104	Two bedroom detached bungalow Dunlignydrine £90,000+
6	Three bedroom semi detached property Merthyr Tydfil £36,000	105	Detached period residence with planning Carnel £130,000+
7	Two bedroom mid terrace property Neath £30,000	106	Three bedroom semi detached cottage Gwynedd £70,000
8	Three bedroom end terrace property Morriston £40,000	107	Three bedroom detached bungalow Holyhead £80,000
9	Two bedroom mid terrace property Maeseg £22,000	108	Detached single storey dwelling Llanerchymed £65,000 - £75,000
10	Development land with detailed planning Tylorstown £37,000	109	Three bedroom detached bungalow Rhyd £100,000+
11	Three bedroom detached property Bargoed £85,000	110	Three bedroom semi detached property Gwynedd £50,000
12	Three bedroom mid terrace property Port Talbot £35,000	111	Commercial premises with self contained flat Gwynedd £140,000 - £160,000
13	Three bedroom mid terrace property Port Talbot £39,000	112	Three storey commercial property Bangor £320,000
14	Three bedroom mid terrace property Aberdare £29,000		
15	Two bedroom mid terrace property Mountain Ash £22,000		
16	Three bedroom mid terrace property Aberdare £24,000		
17	Three bedroom semi detached property Pontypool £75,000		
18	Two bedroom purpose built flat Neath £35,000		
19	Two bedroom mid terrace property Neath £35,000		

All prices indicated are auction guide prices.

# Sellers Guide

## What happens on the day

- 1 Reserve Price - If your property does not reach your reserve price in the auction room then we will not sell it.
- 2 Auction Room - The Auctioneer will try and encourage buyers by starting the bids low, so don't be concerned.
- 3 Fall of the Gavel - The fall of the gavel is considered a legal exchange of contracts (the property is sold).



# Sellers Guide

## What happens after the auction

- 1 If your property sells:
  - The buyer will pay a deposit from which we will take our commission and sign all the contracts.
  - The completion is expected within 28 days.
- 2 If your property does not sell:
  - Then we will continue to work to get post auction offers for 6 weeks after the auction.
  - We will enter the property into the next auction with no entry fee.\*

*\*price review will be required.*



# We've got the lot.



The Property Auctioneers of Wales

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# Buyers Guide



## Viewings

To view any of our lots please contact us and we can arrange for one of our agents to book you in to a block viewing.

## Legal Packs

We strongly recommend that you view the legal pack for the lot you are interested in. Legal packs can be obtained by request, downloaded from our website or they can be viewed on the day in the legal room before the auction for free.



## Buyers Guide

### Unable to attend the auction?

#### Use proxy or telephone bidding

Although we strongly recommend prospective buyers to attend the sales, we do provide a proxy or telephone bidding service if you are unable to attend to bid personally.

Fully detailed application forms are available from either the auctioneers office on North Wales 0845 087 11 11 or South Wales 0800 905 905 or they can be downloaded immediately from the website [www.allwalesauction.com](http://www.allwalesauction.com)

We do not accept responsibility in the event of failure of either the postal or telephone services.

**South Wales**  
0800 905 905

**North Wales**  
0845 087 11 11

# Buyers Guide

## What happens on the day

- 1 Registering - To bid on the day you must register and obtain a bidding number. This can be done on arrival. You must have with you two forms of ID and proof of funds.  
(If you cannot make it to the auction you can arrange to make a telephone bid or a proxy bid. Please speak to us if you wish to do this).



### Photographic ID

Driving License  
Passport



### Supporting ID -

Utility Bill  
Bank Statement  
Credit Card Statement  
(these must be under 3 months old)



Mobile Phone Bill

- 2 Auction Room - If you are bidding on the day please make your bids clear to the auctioneer. Your bidding number must be visible.
- 3 Fall of the Gavel - The fall of the gavel is considered a legal exchange of contracts (the property is sold).
- 4 Contracts & Deposits - If your bid is successful then you will need to sign the contracts and pay your deposit. The completion is expected within 28 days.



Cash  
Debit Card  
Bankers Draft



Personal Cheque  
Credit Cards



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