



Sellers Guide

Step 1.

Property Value.

We will first give an estimate of what your property could achieve at auction. Once agreed, we will start to market your property on portals such as Rightmove and to our investor network. Smart Property Sales do not charge vendors any commissions for selling property on their behalf.

Step 2.

Conditional or Unconditional?

We use two methods of sale on our online platform. Conditional and unconditional. Depending on the property type and vendor needs, we will discuss with vendors which method of sale suits best.

Step 3.

Instruction

Upon instruction, we will send out confirmation paperwork to sign and ask you to instruct your solicitor to assist with the legal pack. Buyers will be able to access the legal pack and send it to their solicitors before, during and after the auction has taken place. If you do not have a solicitor, we can arrange one for you if needed.

Step 4.

Sales and marketing.

Primarily, we use market-leading portal Rightmove to market all of our properties this maximises exposure and buyer reach. We also have access to a large number of investors who are actively looking to bid on properties across all of England & Wales.

Step 5.

Bidding.

All bids received are managed online meaning there is no back and forth questions and phone calls between the vendor and agent.



Step 6.

The Reserve.

All properties listed on our website all have a reserve price. A reserve price is a minimum price the property will sell for on our online auction. This is always agreed pre-auction and can be altered up until the auction start.

Step 7.

The Auction.

There are two auction methods that we offer: conditional and unconditional. By using the unconditional method, your property is deemed to have contracts exchanged upon the fall of the electronic gavel and contracts must be exchanged within 28 days. Using the conditional method, the buyer pays the reservation fee upon the fall of the gavel to enter a 28-day exclusivity period, after which the buyer has a further 28 days to complete. This method gives buyers more time to find more commercial lenders.

Step 8.

What if it doesn't sell?

If your property does not sell on the auction day, we will retain it and try to find a buyer for 4 weeks. If still after this time it remains unsold, there are no fees to pay and the property can be relisted with anyone you wish.

Step 9.

Completion.

After contracts are exchanged either by a conditional or unconditional sales method, the buyer's Solicitor will be in touch with your solicitor to arrange completion. Upon completion, the money will be released and keys handed over to the buyer.