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Glossary of terms

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Appendix 1 Directory of auction houses

Introduction

Most of us have watched programmes on television such as 'Homes Under the Hammer'. This involves people, mainly investors, purchasing a property at auction and refurbishing it and selling it on. However, there are also many non-investors looking to buy a property at a decent price and live in it as their main home. This book, updated to **2017**, is intended for both of the above groups. It also covers the large variety of other properties that come up for auction, including commercial properties.

In addition to providing advice and information for buyers of property, we also offer advice for the seller, explaining how the auction process works.

For those buying a residential property at auction, both buy-to-let investors and those looking to purchase a home, auctions can mean that buying a house doesn't involve endless viewings with estate agents and then months of waiting to exchange contracts, with the possibility of gazumping along the way. Once you have made your bid and the gavel comes down then the property is yours on the spot.

Buying a house, particularly in the distorted London housing market, can now be an extremely frustrating and uncertain process. This is why buyers are now looking to

auctions to circumvent the hassle of looking for, or selling, a house.

With house prices continuing to rise, people are looking for value, looking for some way to get onto the property ladder and are turning to auctions, where there are still bargains to be found and the usual rules relating to house purchase do not apply.

There has been a big year-on-year rise in the auctions side of the residential property market. Properties at auction can sell at a discount because of the seller's circumstances, for example bankruptcy, repossession or the need to clear debts. There is also a lot of ex-council stock, and some private sellers simply like the speed and simplicity of the process.

Needless to say, there are many things to watch out for and many pitfalls to avoid when buying property at auction. These will be discussed in depth in this book. In short, when buying at auction:

- be certain of what you want and what you want to do with it
- Never rely on the catalogue alone-always go to see the property.
- If possible, get a surveyor involved before making a bid for the property-this will save you a lot of time and money later on

- Talk to the auctioneer in advance of the sale-they are duty bound to let you know of any problems that they know of
- Make sure that you understand the legal pack and have a firm idea of what you are letting yourself in for
- Make sure that you have the finance in place
- make sure that you understand the process-try to attend an auction before you put in your own bids.

This book should prove invaluable in taking you through the process of buying (and selling) property at auction and put you in a strong position when bidding. Remember, as we have stated above, when the gavel falls the property is yours-make sure that you have bought the right one and are on safe ground.
