



Kiss **Gazumping**
and **Renegotiation**
Goodbye!

 **ModernHybrid**
Auctioneers

No Gazumping
No Renegotiation
Transparent and Ethical

Auction with Us.

It's a no-brainer...

For decades, the Irish Realtor and “Auctioneer”, Brian McDafty, has been following the exact same practices and processes of his forefathers and not embracing the modern international standard of Auctioneering.

Traditional Estate Agents and “Auctioneers” like Brian, encourage the practice of gazumping and cannot prevent the practice of renegotiation resulting in a very high fall through rate and this non transparent process leads to extreme frustration to both Sellers and Buyers. The transfer process takes much longer as a result of searches and other information only to be started and gathered well into the process.

Modern Hybrid Auctioneers reach across the isle providing Sellers and Buyers with the best Private Treaty sales as well as the most modern methods of Auctioneering.

Gazumping is not possible as the Buyer is bound to the property from day one.

Buyers put down a non-refundable deposit on day one. Drastically reducing the fall through rate and **eliminating any renegotiation** practices.

The entire process happens on a **transparent** bidding platform.

State-of-the-art Online Auction Platform bid from anywhere on any device.

No Gazumping
No Renegotiation
Post Surveyors Report
Transparent and Ethical
State-of-the-art Software





Benefits of selling at Auction with us.

Transparent and Ethical • No more under the table transactions. With us, what you see is what you get.

Additional Security • With auction, Buyers pay a non-refundable Reservation Fee or Deposit to secure the property so all parties can move forward with confidence.

No Commissions! • You pay 0% sales commissions. The buyer pays the fee.

Completed Faster • Private Treaty can take 100+ days to complete whereas auction provides fixed exchange time-scales of 30 or 50 days from receipt of draft contract. This means you can plan your move more easily.

International Exposure • List on over 100 international portals for maximum exposure.

Transparent and Ethical

Additional Security

No Sale, No Fees

Completed Faster

International Exposure





Pricing

We will discuss and agree on an undisclosed reserve price (the minimum amount you are willing to accept for your property) and a starting bid (the price that the property is marketed at to generate interest).



Getting Prepared

You will be asked to complete a property questionnaire. To avoid any delays, please try to complete this as soon as possible.



Pre-Auction Marketing

We begin to market your property while the auction pack is being prepared. This is to generate as much exposure, interest, and as many viewings as possible. We will use a variety of marketing channels to reach potential Buyers.



Ready for Auction

Once the auction pack is completed, the property can go to auction and bidding can begin. Your auction specialist will agree an appropriate start date with you, and the best auction duration depending on the levels of interest.



Bidding Process

Interested parties who have registered can bid on the property. The auction will end when the auction timer runs out and a sale will be agreed if a bid is received on or above your agreed reserve price.



Your Property Has Sold

Depending on the method of auction you have chosen, the buyer will have either 30 or 50 days from receipt of a draft contract from the buyer's solicitor, to complete the purchase. In both cases the buyer will have paid a fee to reserve the property, so they are committed to the purchase.



Next Steps

Our expert completions team will keep you updated throughout the sale process.



Our Unique Process





Support and Advice

Our state-of-the-art Online Auction Platform, along with our Modern Hybrid Auction approach, offer Sellers a fast and secure way to sell their property.

Buyers put down a non-refundable deposit on day one. Drastically reducing the fall through rate and **eliminating any renegotiation** practices. The amount of the reservation fee, payable by the Buyer, is typically 3% of the final agreed purchase price, with a minimum of €4000 including VAT.

With Modern Hybrid Auctions, Buyers pay the reservation fee when the sale is agreed. This fee secures the property exclusively for the Buyer and is paid in addition to the purchase price.

Our **state-of-the-art Online Auction Platform** makes it effortless for Buyers to bid from anywhere on any device.

Auctioneering reinvented.

Referral arrangements

We may recommend services of third-party suppliers to you and may receive payment for the recommendation. Whilst these services are recommendations, they are obligation-free and are merely recommended for better service and bidding outcomes. Where any such arrangements exist, you will be made notified of the arrangement and advised of any payment that will be received prior to services being taken.



What is an Auction Pack?

You will need an Auction Pack once you are ready and have decided to sell your property the **Modern Hybrid Auction** way. The Auction Pack includes all the important information about your property that a potential Buyer will need in order to make a decision on whether they would like to place a bid.

A Management Pack can be requested from your Freeholder or Managing Agent and may be required **if your property is a Leasehold**.

We do recommend that you **entrust our team of specialists** to compile your Auction Pack. With **our expertise, experience and guidance**, your Auction Pack will be compiled **speedily and correct** ensuring that no issues hold up the sales process.

You may wish to compile your own Auction Pack. That's no problem, however before we are able to sell your property, you will need to supply us with an electronic copy of all the required documents.

Auction Packs usually include:

- Local Authority Search
- Property Information Form
- Title documents or Epitome of title
- Water and Drainage Search
- Reservation Agreement
- Any special conditions of sale
- Fixture and Fittings Form
- General Terms and Conditions

Contact your Modern Hybrid Auction Specialist for more information on our Auctions Pack. Auction Packs are offered at €300.






 ModernHybrid
Auctioneers

Auctioneering reinvented.

info@urbanlink.ie
+353 81 852 4444
www.urbanlink.ie
Nationwide

A subsidiary of
 Urban Link