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PRESS RELEASE

Auction results signal return of property investors

The success of a property auction in Cheshire signals a shift in investor activity in the property market. The auction, held at Mere Golf & Country Club in Knutsford, had a 100% success rate with all properties being sold on the day. The lots were hotly contested and achieved combined prices of 16% above their reserves.

The auction, run by estate agent and auctioneer, Gascoigne Halman, saw three bidders bidding for more than one property – a sure sign of them being investors.

A bungalow in Timperley, which was offering great potential for redevelopment, sold for £205,000 and a mid-terrace in Altrincham, which was in need of modernisation, for £147,000. A pub in Macclesfield, with planning permission for conversion to four 2-bedroom apartments plus a coach house achieved a price of £175,000.

Commenting on the sale, auctioneer John Halman said: "During our four auctions in 2009 our success rate was over 85% of those properties offered and it is encouraging that this latest auction achieved a 100% success rate.

"There was competition for the properties and it was an exciting auction with multiple bidders for each lot. These properties were being bought for redevelopment by people keen to commit their hard-earned cash to the property market."

With the current shortage of properties on the market, Gascoigne Halman had recommended the properties for auction confident that they would attract good levels of interest.

Commenting on the auction process, Halman said: "Property auctions remain a mystery for many people but they needn't be. Buying at auction is fairly straightforward as long as you understand the process and are prepared to do your research in advance. Most properties which come up for auction require some or even

a considerable amount of renovation work – but it is this fact which is fuelling the interest in property auctions, especially in the current economic climate.”

“People realise that buying at auction offers several advantages – it speeds up the sale process considerably (the successful buyer must complete the transaction 28 days after the sale) and it allows the buyer to acquire a property at a good price and often make a considerable profit if they carry out their own renovation work.”

Buying at auction is possible for most potential investors although it is essential to have finance in place before buying as an auction sale is legally binding.

“An auction will often present buyers with the chance to acquire a more unusual property or one which is difficult to value because, perhaps, it requires extensive renovation,” explains Halman. “It is the ideal route for anyone who can spot the scope of a particular property and has the means to carry out any necessary improvements.”

For those people who think that auction may be an alternative method of sale for them they can contact any one of Gascoigne Halman’s seventeen branch offices.

John Halman

John Halman is Managing Director of Gascoigne Halman, an estate agent with seventeen offices in South Manchester and is the North West Regional Residential Spokesman for the Royal Institution of Chartered Surveyors.