

DIRECT AUCTIONS

PUBLIC PROPERTY AUCTION



THE BUYERS AND SELLERS

GUIDE

TO SPANISH PROPERTY

AUCTIONS

INTRODUCTION TO SPANISH PROPERTY AUCTIONS

Direct Auctions is a property auction house set up for the first time in Spain. The objective is to offer an alternative choice of buying or selling properties by bringing together both buyers and sellers in an auction room to simply buy and sell property.

The founders of the company, Barry McEntee, Irish and Inez Rix, English who between them have a wealth of in depth knowledge and experience in every aspect of the property market, both here in Spain and in the British Isles, have combined forces to break the monopoly of the current real estate market.

**INTRODUCING FOR THE FIRST TIME ON THE COSTA DEL SOL,
BOTH A COMMONSENSE APPROACH TO SELLING PROPERTY
AND A COMPETITIVE 2.5% SELLING FEE!**

This, in turn, now means you can buy a property at realistic and down-to-earth prices that cannot be matched.

So, if you are now looking to buy or sell on the Costa del Sol without paying over-the-top house prices AND the additional inflated real estate commissions, contact us to see what we can do for you.

THE BUYERS AND SELLERS GUIDE TO SPANISH PROPERTY

1. What is a property Auction?

A property auction is a public sale in which properties are sold to the person offering the highest bid above the reserve price. This is held in a public room and conducted by an auctioneer.

2. What is a reserve price?

A reserve price is the **LOWEST** price the Vendor will accept on their property. This price is agreed between the Vendor and the Auctioneer in total confidence and is not disclosed to other parties.

3. What is a Guide Price?

A guide price, which is displayed in our catalogue and on our website, is provided as an **OPINION** only. It is not to be taken as the reserve price which may or may not be the same as the guide price.

4. What is an open market valuation price?

The open market valuation price is an average of the comparable prices of the same properties for sale.

5. How often are Auctions held?

The Auctions are currently held on average every 6 to 8 weeks.

6. Where are the Auctions held?

The Auctions are held at the H10 Andalucia Plaza Hotel, Puerto Banus, Marbella at 5pm.

BUYERS GUIDE

1. Why buy a property at Auction in Spain?

- For the opportunity to purchase a property at considerably lower prices and certainly not higher than market value.
- For the security that all the title deeds and other documents have been legally inspected and searched.
- To ensure any debts on the property are cleared before completion.
- To avoid the aggressive hard sales techniques of Real Estate Agents.

2. What are the advantages of buying property at Auction?

- The opportunity to buy at below market valuation.
- When the Auctioneers Hammer falls, to know you have bought that property at that price.
- The sale is normally completed within 28 days.
- You have a choice of properties to bid on.
- You decide how much to bid without pressure.
- It is a totally open and very secure method of buying property.
- The secure knowledge that all documentation is in order.
- There are no hidden costs or third party involvement adding to the cost.
- There is no hard sell or unsubstantiated false claims on the properties.
- You are in complete control.

3. Who can buy at Auction?

- Anyone can buy at Auction.
- The Auction room is open to the public and admission is free.

4. How do I buy a property at Auction?

- Firstly check the properties that are offered for Auction either by viewing on our website, which offers full property details, the guide price and the virtual reality tour where you can 'walk' through the properties, or request our free catalogue to be posted to you.
- The catalogue can also be printed from the website.
- Inspect the selected properties and arrange surveys if you require them.
- Check the property documents are in order.
- These are available from our office.
- Attend the auction on the day ensuring you have suitable identification such as a passport or photo driving license.
- Bid on your selected property.

5. How do I pay for a property at Auction?

- If your bid is successful you will be required to go through to the signing room, where independent lawyers can advise you, (you may wish to have your own lawyers in attendance), produce your identification, pay the required deposit of 5000 euros and sign the reservation contract.
- The balance of the purchase price is normally paid within 28 days of the Auction.

6. Do I have to personally attend the Auction to bid on a property?

- No, you may also bid by proxy form or via a nominated third party, ie your lawyer or agent.

7. How do I view Properties for Auction?

- By contacting Direct Auctions either by e mail, website, fax or telephone to arrange an accompanied viewing of any property at any time up to the day of the Auction.

8. Can I only buy on the day of the Auction?

- No, you can place a bid on a property either prior to Auction through the Auction House, or you can place a bid on any property after the Auction if it was not sold on the day of the Auction.

9. Do you arrange inspection tours?

- No, as it adds unnecessary costs to the property price and it intimidates the purchaser into buying.

10. How long before I complete the sale?

- Normally within 28 days after the Auction, extensions can be negotiated.

11. What are the costs of buying at Auction?

- We do not charge you to buy a property at our Auctions and there are no hidden costs.
- After buying at Auction you will be required to pay the standard legal fees and any VAT. Your lawyer can advise you further.

12. Is it legal?

- Yes, Auctions are totally legal in Spain.

SELLERS GUIDE

1. Why sell a property at Auction?

- There are a limited number of properties selected per Auction so your property is marketed internationally to a wide audience on a very individual basis.
- As our commission rate is extremely low at only 2.5%, there is a considerable saving to you on the value of your property and therefore attracts more potential buyers.
- When you put a competitive reserve price on your property, this in turn will result in attracting more people bidding on the property which in turn will increase the selling price over and above the reserve.
- With our Auction terms and conditions, completion is within 28 days.
- It is a very quick, clean and efficient way to sell your property.

2. How do I sell a property at Auction?

- Contact Direct Auctions for an appraisal and valuation of your property.
- Agree a realistic reserve price on your property with Direct Auctions.
- Ensure all relevant property documents are in order.

3. What are the costs to selling a property at Auction?

- The basic registration fee is from 400 euros + VAT to cover the website entry, the virtual reality tour, quarter page entry in the colour catalogue and the lawyer's fee to conduct a basic title deed search and check over the property documents.

4. What is the commission on selling my property at Auction?

- We charge 2.5% + VAT on the selling price of the property.

5. Are there any hidden costs to me?

- No, there are no further or hidden costs to you.

6. How is my property marketed?

- Direct Auctions markets and advertises the Auctions via the International Press, Costa del Sol Press, Radio, via PR agencies in Ireland and Marbella, our website, a selection of international property magazines, our mailing list of over 5000 clients and the huge international media interest.

7. How do people see my property?

- Via our website and the virtual reality tour, through the colour catalogue, in property magazines and by the accompanied viewings set up by Direct Auctions.

8. Is it Legal?

- Absolutely, Yes.

FREQUENTLY ASKED QUESTIONS

1. When can I buy a property for sale at Auction?

You can buy before the Auction, at the Auction or after the Auction has taken place.

2. Do you have to attend the auction to buy a property?

No, you can bid by proxy form, details available from our office, or you can authorize a third party such as your lawyer to bid on your behalf.

3. Can I see the property first?

Yes, we arrange accompanied viewings on any properties by request.

4. When I buy a property, what do I pay on Auction day?

You pay 5000 euros as a reservation deposit on auction day. The balance is paid on completion of the sale.

5. Do I need a lawyer on the day of the Auction?

Not unless you want your lawyer present. There will be an independent lawyer present on the day who can advise you.

6. Are there debts on Auctioned properties?

No, any debts will be cleared by the current owner on completion of the sale as part of the sales contract.

7. How long before I complete the sale?

Normally within 28 days after the Auction, extensions can be negotiated.

8. What is Direct Auctions sales commission?

Our commission is 2.5 % (+ vat) of the selling price.

9. Who pays the commission?

The Vendor pays the commission.

10. How often do the Auctions take place?

Currently every 6 to 8 weeks.

11. Is the Auction open to the public?

Yes, any member of the public can attend the Auction. Admission is free.

12. Do you have to register to buy at Auction?

No, but you may wish to register your details with us in order to receive our Auction catalogues.



www.direct-auctions.com

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