



Better Service. Better Result.

scottish
empty homes
partnership





What We'll Cover Today

- Introducing National Property Auctions
- Ideal stock for auction
- The auction sales process
- Marketing – we shout the loudest
- The unique value/benefits for auction sellers
- Our seller offer via the Scottish Empty Homes Partnership
- Recent Empty Homes success stories
- How to find out more



An Introduction - John Loudon

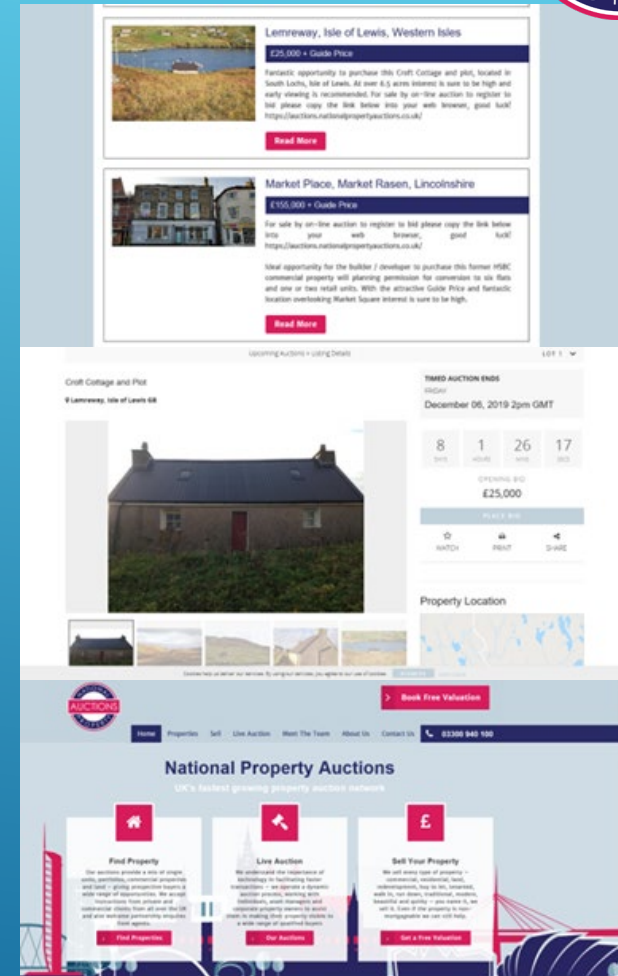
- 6 Years Auction Experience:
Auction House Scotland & National Property Auctions;
- Previous Letting Services;
- Business to Business & Business to Consumer;
- Partner Agency/Business Development – Estate Agents, Sourcers, Deal Packagers, etc;
- Working with SEHP 5 years+ producing 27 Empty Homes introductions.



Who are National Property Auctions?



- Online auction platform
- National coverage
- Tailor made auction platform - not white label off the shelf
- GDPR/TPOS/AML compliance handled within the site
- Online payment and card authority pre-checks - fraud compliance
- Conditional or unconditional terms - 56/28 days



When are our auctions held?



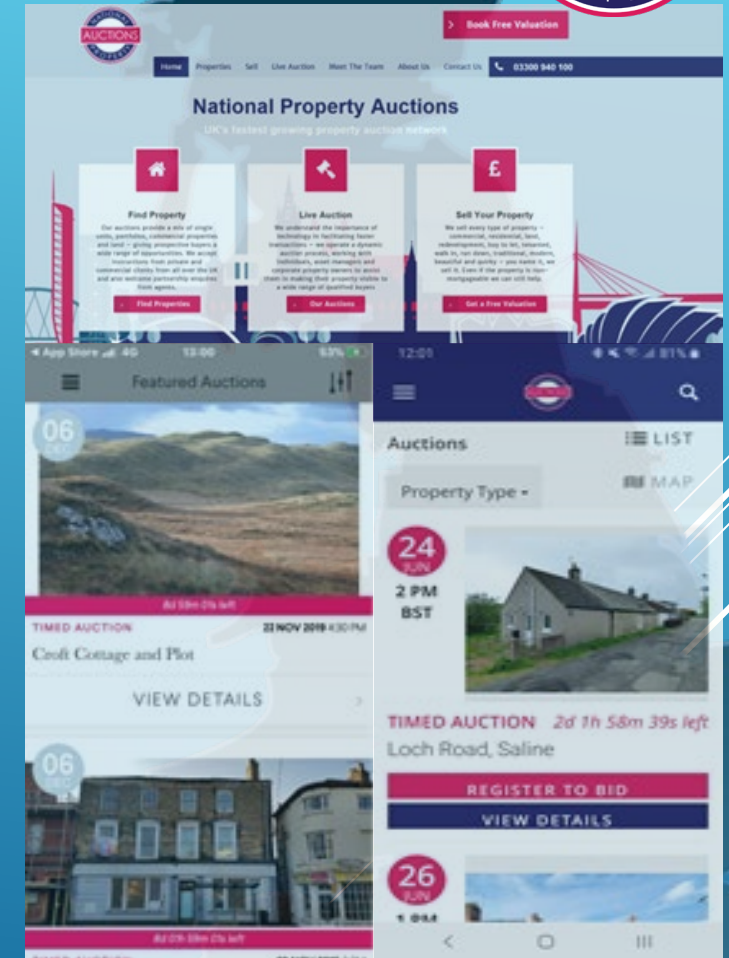
- Arranged at a date and time to suit the seller and based upon market interest
- Have previously been set-up and completed in as little as three days
- Speed of conclusion for margin/refinance and onto next project
- The ultimate in convenience and flexibility



Where are National Property Auctions?

Wherever the buyers are!

- Alerts for registered interest
- Push notifications when bidder has been outbid
- Always LIVE at a swipe
- Flexibility
- Bid from wherever you are





Why use an online auction?

- Absolute flexibility of date – no closing dates, no catalogues print dates, etc
- System controlled avoids human error
- No fixed date and/or more frequent
- May be faster especially towards the end of the lot
- Cost effective – no room costs
- Increasingly familiar – Ebay style





Ideal Stock For Auction

- Residential Property – any size, any location, any price, any condition
- Commercial Property – vacant or tenanted
- Mixed Use – commercial with part residential
- Change of Use – commercial to residential conversion
- Development – land/property regardless of condition
- Land – with or without planning permission

AUCTION DEFINES THE PROCESS NOT THE PROPERTY



The Auction Sales Process

- Introductory call/meeting – understand needs
- Desktop valuation and Home Report
- Legal Pack (including special conditions) – downloads tracked
- Hand hold with dedicated negotiator
- Accompanied open viewings build competition
- Maximum exposure
- Reserve price protects seller in the “room”
- Sold and completed in 28 days



We Shout The Loudest!

- All online portals – Rightmove, Zoopla, S1 Homes, Prime Location ...
- Social Media – Facebook, Twitter, etc
- National Property Auctions website
- Highly visible For Sale boards/posters
- E-flyer alerts to 20,000+ database
- Press coverage for special interest properties





Unique Value of Auction

- Free auction appraisal
- Competitive guide price drives interest
- Pre-auction offers can be accepted
- Reserve agreed to protect seller in the auction room
- Sale is binding on the fall of the hammer
- Unconditional sale with 10% deposit paid
- Speed of sale – typically 28 days from sale



Our Offer to Sellers via Empty Homes



SELL FREE!

**Another Great Reason to Sell with
National Property Auctions**

For a limited time we are offering an incredible offer to Empty Home Owners.
You can sell free with National Property Auctions. This offer includes:

WE OFFER FREE...

- Entry To Our Auction
- For Sale Board/Poster
- PR & Social Media Coverage
- Premium Listing on Rightmove, Zoopla, S1 Homes, Prime Location & ALL Sister Sites
- E-Flyer to our 20,000+ National & International Database of Active Buyers
- Full Colour, Full Page or Half Page in our Auction Catalogue
- Open Viewings, Conducted by our Viewing Agents

We Are Pleased to be Working Alongside the Scottish Empty Homes Partnership and Scotland's Empty Homes Officers

**We Can Help, Just Give us a Call
on 0330 094 0100**

www.nationalpropertyauctions.co.uk
info@nationalpropertyauctions.co.uk

@nationalpropertyauctions
 @nationalpropertyauctions



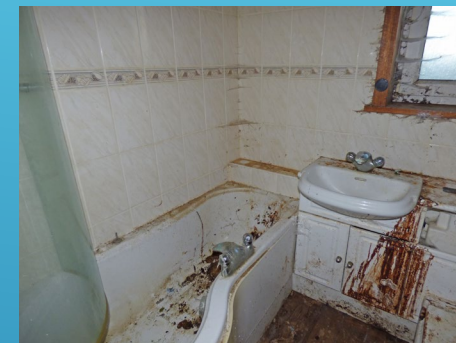
- FREE auction entry
- FREE For Sale board/poster
- FREE PR and social media
- FREE listing on all major portals and NPA website
- FREE e-flyer to 20,000+ auction buyers
- FREE accompanied/virtual viewings
- FREE Home Report



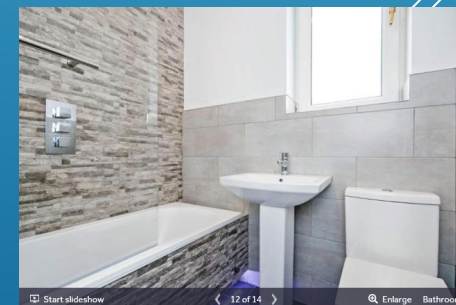
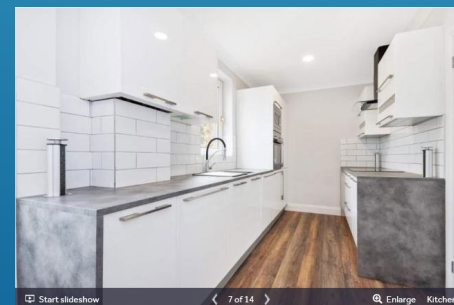
Empty Homes Success Stories

5 McCa l l u m Crescent, Gourock, PA19 1PY

Barbara Crichton - Inverclyde



Home Report @ £60,000 – Guide @ £49,000 - SOLD @ £78,000 – RESOLD £135,000



8 Lemreway, Isle of Lewis HS2 9RD Murdo Macleod – Western Isles



Guide Price @ £10,000+
Sold @ £35,000

7 Sweethill Terrace, Coatbridge, ML5 4ST

Alyson McGlone – North Lanarkshire



Home Report @
£30,000

Guide @ £25,000

SOLD @ £42,000





Visit me at the Hopin Booth

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