

TOWN + COUNTRY

PROPERTY AUCTIONS

Sellers Guidebook

Local Experts, Nationwide Coverage



Town & Country Property Ireland | 01 695 0155 | info@tcpa.ie | www.tcpa.ie

PSRA No.: 003021

A New Way To Sell

Standard Private Treaty Sales can be lengthy, tricky and stressful. At T&C Ireland, we have tried to simplify this process with our new Online Private Treaty Sales Platform. Sellers can now advertise and sell their properties online faster and easier.

So how does it work?

Its simple really. We handle all of the necessary background work from collecting and creating your Legal Documents Pack, advertising and conducting the viewings, verifying all potential bidders and agreeing a bid online for a faster, simpler sale. It's all about efficiency.

So Why Online?

Our Online Sales Platform helps speed up the tedious and stressful sales process. All properties are listed online and interested parties register their interest & identity using an Auction Passport. Physical viewings are conducted by your agent and some overseas buyers can avail of our video walkthroughs too.

Once we have verified all registered bidders then away we go. All running bids appear online beside the advert so bidders can see the amounts and dates bids were listed. Finally, once we have received an offer you're happy with, we simply click accept and kickstart your conveyancing process.

The best bit? Since our legal documents have already been uploaded and reviewed, those crucial few weeks to prepare and send contracts have been cut out!



What's Next?

Getting Prepped

If you've decided to move ahead with the sale of your property, it's important to have your property properly prepared to best highlight its features. We can guide you through this process from getting your BER and compliance documents through your photos and video walkthrough. Ask your agent for the best advice about getting your property ready.

Checklist

Use this handy checklist to keep track of your properties readiness to go to the live market:

Documents	<input checked="" type="checkbox"/>
Signed Contract	<input type="checkbox"/>
Photo ID (AML)	<input type="checkbox"/>
Proof of Address (AML)	<input type="checkbox"/>
BER Cert & Report	<input type="checkbox"/>

Media & Advertising	<input checked="" type="checkbox"/>
Photos	<input type="checkbox"/>
Video	<input type="checkbox"/>
Floorplan	<input type="checkbox"/>
Description	<input type="checkbox"/>

The Legal Side

Where our online model really excels is changing up the traditional method of selling from the legal side. All legal documents, inclusive of a blank contract, are prepared by your solicitor, furnished to our agents and uploaded in an easy to access pack for any registered interested party.

In doing so, we can cut weeks off your conveyancing time.

Once registered online, a party can download and view the legal documents, present them to their solicitor for review and, if successful in purchasing your property, move ahead all that quicker with the conveyancing process. What that means is the slow gears of conveyancing have already started turning from your first day listing the property online so no stressful calls to solicitors worrying how things are moving.

Full Sales and Legal Services Package

Even with all of our efficiency, the conveyancing process can be a lengthy and complex undertaking and it's essential to have concise communication and professionals you can trust. At T&C Ireland, we have partnered with the legal team at McGroddy Brennan Solicitors LLP to give you the full property sales package.

Their experienced solicitors are ready to manage all of the legal requirements for your sale. With both your property and legal teams working in tandem, we can offer a more effective, communicative and concise service.

To find out more about our Full Sales & Legal Services Package, ask your agent or our main office for further information.

Selling in a Nutshell

Having elected to sell online by Private Treaty, you will be required to prepare your property for 4-6 weeks average marketing. During this time, interested parties will place bids on the property and the highest and best offer will go sale agreed. A 2% refundable booking fee is held by T&C. Contracts are exchanged between solicitors and signed within 4-6 weeks with a non-refundable 10% deposit paid now. A closing date is set and, on the day, the final funds are transferred to your solicitor and we manage the exchange of particulars.

Average sales time, from take-on to close off 12 - 15 weeks.

Will I have to leave my property immediately?

The short answer is no. T&C Ireland always aim to meet our sellers needs and we know that selling and buying can take longer than you think. If you need to find another property by selling your own, this is no problem. Our contracts will reflect this and your closing dates will be determined by you. Buyers will be able to see this and verify it with our agents and the best buyer will work to your timeline, not theirs.



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How Bidding Works

Registry & Verification

Once advertised, potential buyers must register their interest online via our own registry service. Buyers must upload a proof of I.D. and of address to register themselves and any financial documents are approved by us before they can move ahead and bid.

Once registered buyers will be given an Auction Passport, allowing them to bid not only on our Online Private Treaty Sales but our Online Property Auctions also.

Placing Bids

Once they have their Passport, buyers can bid freely on properties. These bids show up beside the ad showing the time, date and amount placed without revealing their identities. Since all financial documents are reviewed before approval, you can be confident that every bid is fair, legitimate and totally transparent.





McGroddy Brennan LLP
SOLICITORS

If you'd be interested in selling your property through our Online Bidding Platform, or would simply like to know more, please don't hesitate to contact us via the details at the bottom of this document, use our handy QR code to access our website or else drop by our lovely new offices at 33 Merrion St Upper, Dublin 2 D02 ET38.

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