



Auction House Introduction

- ▶ UK's largest auction specialist
- ▶ Disposing more than 6,300 properties per year
- ▶ 35+ auction teams across the UK
- ▶ 200 auction events a year
- ▶ Centrally managed national client base

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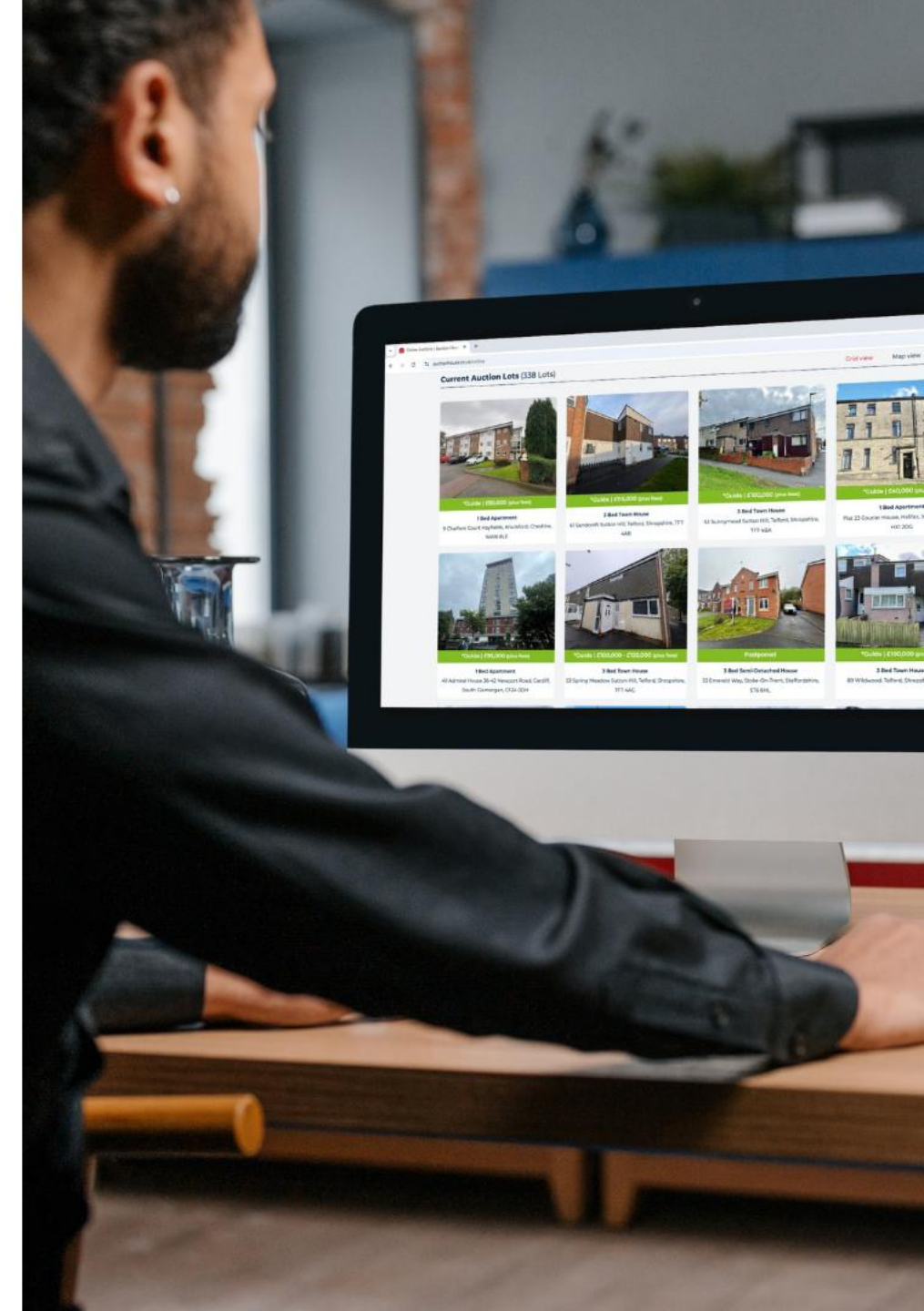
Industry Evolution

The **digitalisation** of the industry

- Livestream and online adoption
- Improved accessibility and enhanced competition
- New generation of stakeholders

Local knowledge drives success

- Sensitive pricing in a changing environment
- Localised specialism
- Local buyer networks



Problem Solving

Speed of Sale

- 6-8 week completion from point of instruction

Security of Sale

- Legally binding agreement 'under the hammer'

Transparency of Process

- Public event with no barrier to entry

Best Price Demonstration

- Market led, uncapped competitive bidding



Case Study

Residential Portfolio, South (public body client)

- ▶ Cost of works rendered the investment unviable.
- ▶ Local contractors required for EPC, lock change, and other cosmetic works.
- ▶ Objective:
 - Disposal of portfolio to maximise value, reduce costs and prioritise speed.
- ▶ Advice:
 - Appraisals and sale strategy provided as individual assets.
 - Appraisal and sale strategy provided for whole portfolio.
- ▶ Solution:
 - Works at property carried out using the Auction House team's contractor support.
 - Disposal of whole portfolio to national investor 15% over the reserve price with 20 working day completion.



Case Study

Toilet Block Disposal, East Anglia (public body client)

- ▶ Portfolio rationalisation and capital realisation.
- ▶ Derelict toilet block in town centre with no planning.
- ▶ Unusual asset presenting challenging route to market.
- ▶ Objective:
 - Maximising achievable value of asset.
- ▶ Advice:
 - Site appraised to deliver maximum reach and levels of interest.
- ▶ Result:
 - Carried out comprehensive marketing campaign to investors and developers.
 - Priced to deliver interest and let the market determine value.
 - Sold to speculative investor 'in the room' for 30% over the reserve price with 10 working day completion.



Case Study

Amenity Land, Northeast (public body client)

- ▶ Portfolio rationalisation.
- ▶ Greenfield site/ speculative investment opportunity.
- ▶ Approximately 0.3 acres
- ▶ Objective:
 - Maximising achievable value of asset.
- ▶ Advice :
 - Appraised the site to deliver strong interest.
 - Most likely to sell to a local buyer. Key to engage with local buyer network.
- ▶ Result:
 - Sold prior to auction to local buyer for private use 40% over the reserve price with 10 working day completion.



Trusted Partnership

Localised Customer Service

- 'Boots on the ground'

Ownership of Process

- All work handled in house

Consistency of Service

- National SLA

Opportunity to Sell

- c.200 auction events a year



An aerial photograph of a densely populated residential neighborhood, likely in a suburban or urban area. The houses are mostly two-story structures with various roof colors and styles. The streets are visible, and there are green spaces interspersed among the buildings. In the center of the image, there is a red, house-shaped logo with the text "Auction House" inside it. The overall scene is captured from a high angle, providing a comprehensive view of the community.

**Auction
House**

Thank you