



0%  
Sales Fee

Guide to  
**Secure Sale**

[www.drakesfield.co.uk](http://www.drakesfield.co.uk)



# Who Are We?

With more than 30+ years of experience in residential and commercial properties.

Drakesfield provides personal service to our clients in all types of property matters including Sales, Lettings, Management & Investments of both residential and commercial properties.

We have established a successful in the property market as niche property people who offer bespoke service to our clients.

## Contact Us

**Email:** [enquiries@drakesfield.co.uk](mailto:enquiries@drakesfield.co.uk)

**Tel:** 020 8715 9444

## Drakesfield

106 Merton High Street  
London  
SW19 1BD

## Customer Testimonials

### A. Martin ★★★★★

"Our auction process as a seller was quite straightforward. It can be a daunting idea but it was made very easy by the team. The process was explained and paperwork sent very quickly and the house was up for sale within days. 6 weeks later the property is sold at a price we are happy with and the whole process will be completed in 28 days with no stress to us. Thanks to all for your advice and assistance."



### M. Stolborg ★★★★★

"We were delighted with the service provided and would highly recommend them. The whole team were extremely professional, always polite and couldn't have been more helpful. We were kept fully informed and they made the whole process simple and straightforward. Many thanks indeed, to each and every one of you."



# Why Secure Sale?



Usually, property sellers tend to market their property via conventional methods; however, selling property via private treaty frequently involves:

- *A lengthy process.*
- *No firm commitment from a buyer.*
- *A high risk of the sale falling through.*
- *No firm date for completion of the sale.*
- *Re-negotiation of price after the sale is agreed.*

We created our **Secure Sale Method** to eliminate these traditional pitfalls, which quickly exchanges your property for the maximum price in today's market and **0% Sales Fee**.

Our Secure Sale Department has over **30 years of experience selling property** across the UK, accumulating **over 6.5 million** page views per year via our **Online Bidding Platform**. Along with instant property feeds to all leading property portals, we guarantee your property receives maximum exposure to attract as many potential buyers as possible.

## Did you know?

Less than **1%** of our secure sale sales fall through. Compared to approximately **30%** of private treaty sales in the UK.



Our experienced team will oversee the transaction right through to completion. At the same time, you remain in control of any significant decisions, ensuring you feel supported at every step of your property journey.

Secure Sale properties come in all shapes, styles, and values. It's a common misconception that only run-down and distressed properties sell via Secure Sale; however, this is not the case. We've successfully sold properties all over the UK, ranging from detached family homes to stylish loft-style apartments via our tried and trusted **Secure Sale Method**.

## Just ask yourself this question...

*"Would I like to achieve an acceptable price for my property from a buyer who has paid non-refundable fees to secure my property and in a timeframe that suits me?"*



*And all with no estate agency fees to pay?"*



# How Does a Secure Sale Work?



We will enter your property into a unique auction cycle with a fixed end date. Together, we agree on an attractive **Starting Bid** to market your property and an undisclosed **Reserve Price**. Once agreed, marketing of your property begins immediately via our **Online Bidding Platform** and all leading property portals.



## Our **Online Bidding Platform** in Numbers...

- Total **Property Value Exchanged** **Over £4.1 Billion**
- Total **Properties Exchanged** **Over 38,000 Properties**
- Total **Page Views** Per Year **Over 6.5 Million**

\* Quoted figures logged via our **Online Bidding Platform** since launch & page views inclusive of associated property portals.

### • Starting Bid

This price is set lower than your reserve price to generate as much interest as possible.

### • Reserve Price

A minimum price you are seeking to achieve. Your property is not sold for anything less than this amount - unless under your express permission. Only you and the Auction Department are aware of what the **Reserve Price** is.

### • Auction Date

Your property will sell for the highest bid at auction end, but only if the offer meets or exceeds your pre-agreed **Reserve Price**.

### • Viewings

We encourage interested parties to view the Video Tour of your property in the first instance, where possible, to maximise the number of potential viewers to your property. We'll only arrange a physical viewing for proceedable buyers, to eliminate time-wasting.

### • Legal Pack

Our legal team partners will produce a legal pack at no upfront cost allowing buyers to carry out their due care and diligence before placing an offer. The legal pack allows all parties to facilitate an exchange of contracts as soon as there is an acceptable offer.

### • Landlords

Selling securely through our online auction facility enables Landlords to market and sell their investment properties without the risk and financial impact of a 'void' at the property. These properties can be sold as going concerns or with vacant possession, as individual units, or where required as a portfolio. All dependent and tailored to an individuals requirements.

### • Commercial Property

There are more variables to consider when selling a commercial property, whether a business is currently operating from the premises, or not. Our expert team are there to guide you through the process, from preparation to completion. As members of **RICS** (Royal Institute for Chartered Surveyors), we have a qualified team dedicated to overseeing the sale of your commercial property is as hassle-free as possible.



# What Are the Benefits?

We will sell your property with **0% Sales Fee**, meaning you keep all of your sales proceeds. There are no upfront costs to list your property, and we have partnered with solicitors who can provide you with a legal pack on a **No Sale, No Fee** basis. Therefore, you will only have solicitor costs to cover when your property sells.

- **0% Sales Fee**

You can sell your property with absolutely no estate agency fees to pay!

- **Control Over the Price**

Your property does not sell for less than you allow.

- **Complete Transparency of Sale**

All bids on your property are visible via our **Online Bidding Platform** enabling interested parties to place offers anywhere, anytime. Enabling us to drive up the sale price as buyers bid against one another.

- **A Committed Buyer**

Your buyer is obligated to pay non-refundable fees once you accept their offer. They are then financially committed to purchasing your property at the agreed price, ensuring you a secure sale. The fees we collect from the buyer allow us to give you the full secure sale advertising and marketing without any cost to you.

- **A Timeline Which Suits You**

Your property sells quickly. The buyer must complete within timescales of 28 or 56 days, or a lengthier completion if more agreeable.

## Secure Sale

### Process...



#### 0% Sales Fee

Speak to us about our 0% Sales Fee option.



Agree on the minimum sale price you are seeking to achieve.



Legal packs are available at no cost to you.



We will promote your property on all leading Property Portals and our Bidding Platform.



Watch the bids come in, and only you decide if you want to close the process early.



The buyer is obligated to pay non-refundable fees to secure your property.



Contracts exchange and together we set a completion date suited to your requirements.

# Myths & Truths of Secure Sale



**Myth.** Secure Sale is only for experienced, cash-rich investors.

**Truth.** Everyone can buy through Secure Sale, including mortgage and first-time buyers.

**Myth.** Secure Sale is only for low end, rundown properties and desperate sellers.

**Truth.** Any type of property is suitable for Secure Sale. We've successfully sold properties all over the UK, including detached family homes and stylish loft-style apartments.

**Myth.** There are large commission fees to pay.

**Truth.** We will sell your property with 0% sales fee. As we collect fees from the buyer, we can give you the full Secure Sale advertising and marketing without any cost to you.

**Myth.** I have to accept the highest bid on my property, which may not be the price I was hoping to achieve.

**Truth.** The Reserve Price you set ensures the property never sells for less than you expect. We advertise your property with an attractive starting bid, leading to more viewings and interest; this equates to more offers and ensures you achieve the best possible price in the current market.

**Myth.** Too fast.

**Truth.** You can decide whether you would like the sale to complete within 28 or 56 days, but this can be tailored to your requirements if needed.

## When and Where?

Buyers can bid on your property, anywhere, anytime in 'real-time' by visiting...

[www.drakesfield.co.uk](http://www.drakesfield.co.uk)

