

Guide

How Sheldon Bosley Knight can protect your property sale from falling through



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Introduction.

Every year, around 300,000 property transactions collapse, costing sellers and buyers an average of £3,337 and 6 months of wasted time.

It's completely legal to walk away from a property transaction - which means fall throughs happen far too often.

We know how stressful and frustrating this can be.

That's why we offer additional services for sellers and buyers who want extra protection, peace of mind, and a far greater chance of getting their move across the finish line.

How to secure your sale.

If your last sale fell through, you don't have to go through that again.

At Sheldon Bosley Knight, we offer a powerful option to protect your sale and give you more certainty from the start.

Selling by Auction may not be on your radar but it's not just for houses in need of renovation work. With auction you exchange contracts immediately, making the sale legally binding on the spot

This can help you move forward with confidence, security, and control - you simply choose the one that best fits your goals.

Selling Your Property At Auction.

Selling at auction isn't just for properties needing renovation work.

If you're looking for a faster, more secure route to completion, selling your home at auction could be the perfect solution - no matter the condition, style, or type of property you're selling.

Through our in-house auction team, you can sell with confidence, knowing your buyer is fully committed the moment the hammer falls.

While 29.8% of traditional house sales fall through in the UK (The Negotiator), the auction fall-through rate is less than 1% - making it one of the most secure ways to sell your property.

Why choose auction?

1. Guaranteed security

At auction, contracts are exchanged and a deposit is paid immediately at the fall of the gavel. That means minimal risk of the buyer changing their mind, no renegotiations, and no chain collapse to worry about.

2. Informed buyers only

Before bidding, every potential buyer receives a full legal pack prepared by your solicitor. They know everything about your property—its title, condition, and any key details—so they're fully informed before committing to buy.

3. Fast, fixed timelines

Completion usually takes place within 20 working days of the auction. That gives you certainty and a clear date to plan around—particularly helpful if you're in a chain and need to reassure everyone involved that your sale is secure and time-bound.

4. Competitive bidding

With extensive marketing across property sites and auction-specific platforms, auctions often attract multiple interested buyers, helping you achieve the best possible price on the day.

5. Expert guidance from start to finish

Our auction team will guide you through every step—from arranging your auction valuation and setting a reserve price to preparing the legal pack and marketing your property.

Is auction right for you?

Auction isn't for everyone, but it's a great choice if you:

- Want to sell quickly and securely
- Have already experienced a sale fall through.
- Are selling a vacant, tenanted, or unique property
- Need fixed completion dates for chain certainty

Isn't auction just for homes that need a lot of renovation work?

Not at all. Any property or land can be sold at auction, regardless of its condition. From modern family homes and investment properties to plots of land and unique buildings, almost anything can be sold. The only criteria are that the property has a title and you can prove ownership.

Can people buy at auction with a mortgage or do they need to pay cash?

Buyers don't have to be cash-only. Modern auctions allow buyers to bid even if they're purchasing with a mortgage. They'll need to pay a deposit and sign a contract as soon as the hammer falls, then typically have 20 working days to complete — giving time for mortgage arrangements to finalise.

Will my property sell for the same price at auction?

Every auction property is marketed with the same care and attention as a traditional sale. We create a bespoke marketing plan for every property and advertise widely to attract the right buyers — both locally and nationally.

Buyers can bid in person, online, by phone, or by proxy, ensuring maximum reach and competition on the day.

To safeguard you, a reserve price is agreed in advance, so your property will only sell for a price you're happy with.

Can I accept an offer before the auction?

Yes. Pre-auction offers can be received and accepted if they meet your agreed conditions. Your property won't be withdrawn from the auction until contracts have been exchanged, giving you complete peace of mind if you decide to accept an offer early.

What happens if my property doesn't sell at auction?

If your property doesn't reach its reserve price, it won't be sold on the day. However, many properties sell shortly after the auction through post-auction negotiations with registered bidders. Your auctioneer will continue to work to secure a sale, often within days.

What are the costs involved in selling at auction?

You'll pay an auction entry fee and your solicitor's cost for preparing the legal pack. A buyer's premium (paid by the purchaser) is also standard. The exact fees depend on your property and circumstances, and your auction valuer will provide a full breakdown upfront.

How long does the process take from start to finish?

Typically, once you've instructed the auction team, your property can be entered into the next available auction — usually within a few weeks. After the sale, completion usually takes place within 20 working days, meaning you could sell and move faster than through a traditional private sale.

Your next steps:

To explore this option, the first step is to book an auction valuation with our auction team.

They'll advise on whether auction is the best option for your circumstances, provide guide and reserve prices, and walk you through the auction process.

Final message from the team.

Moving home is exciting - but it's also one of the biggest financial and emotional commitments you'll ever make. The last thing you need is the stress of a collapsed sale.

With an auction sale, you're not just relying on good intentions - you're securing real commitment, real protection, and real peace of mind.

We want every move to be as smooth and stress-free as possible. If your last sale fell through, don't let that stop you moving forward.

If you're ready to put your home back on the market, or you want to explore auctions get in touch with your dedicated valuer by WhatsApp or email and we'll advise you based on your unique circumstances.

Have any questions? Email us at info@sheldonbosleyknight.co.uk - we'll be happy to help.

[Book Valuation](#)

MIKE AND THE
SHELDON BOSLEY
KNIGHT TEAM

