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AUCTIONS

Auctioning your
Land

robinsonandhallauctions.co.uk

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Introduction

Robinson & Hall Auction Department

Founded in 1882, Robinson & Hall is a long-established professional firm of Chartered Surveyors, Land Agents and Auctioneers, with our head office in Bedford and a second office at Buckingham. We act for landowners spanning from Ipswich to the Cotswolds and as a member of the Royal Institution of Chartered Surveyors (RICS) we seek to apply an exceptional level of professionalism and service, beyond that of our unregulated competitors.

Not only has our firm been established for a long time but our key members of staff have too, with the three principal members involved with auctions having over 50 years' service with Robinson & Hall between them. We believe this is important because when a property is sold by auction, it really is sold. We, the auctioneers, will exchange contracts forming a legally binding contract that cannot be undone. Therefore, as a client, it is crucial to feel that everything is being done as it needs to be and not to start having doubts after having signed up with an unregulated agent in a binding agreement.

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Why Choose Us?

- **Selling locally achieves higher prices**
Local auctions attract local buyers, usually individuals or small investment companies who are often going to be the end user and are willing to pay a premium to achieve a purchase.
- **Consistently more successful than other auctioneers**
Year after year Robinson & Hall regularly outperforms other auctioneers with our success rate being one of the highest in the country.
- **Honest advice from an experienced property professional**
Our employees have worked in the property industry for years and we are renowned for giving honest advice to get the best possible result.
- **Thousands of registered buyers**
We have access to thousands of buyers looking for a variety of land.
- **Free auction appraisal**
Our local expertise and wealth of experience means that we can provide to you a fair assessment of the value of your land.
- **Eye-catching marketing**
Your Lot will be advertised widely to ensure maximum exposure, including the top property portals, such as Rightmove and Zoopla, within our catalogue which is sent to thousands of registered buyers, emailed property alerts, on our website and with a full size sale board.

- **Access to a range of other services**

Selling land by auction is only a small part of what we do. Robinson & Hall also offer Residential Lettings, Commercial Sales and Lettings, Rural Property & Business, Planning & Development, Renewable Energy and Architecture & Building Surveying, so you have access to a cross section of knowledge and expertise.

- **Professionally accredited by the recognised authorities**

We are members of respected governing bodies, including The Royal Institution of Chartered Surveyors (RICS) and The Central Association of Agricultural Valuers (CAAV) adding reassurance that you are dealing with experts who aim to deliver first class customer service.

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Case Studies

We would like to share the following examples with you which highlight how well small areas of land and dilapidated buildings sell at auction.

Land at Odell Road, Sharnbrook



Marketed without success for two years with a local agent asking £175,000, we sold pre-auction, with contracts exchanged, just 23 days after we were given instructions to sell.

Guide Price:	Sold Price:	OVER 2X THE GUIDE PRICE
£100,000	£220,000	

Land adjacent to the Elms, Radcliffe Road, Gawcott



Guide Price:

£80,000

Sold Price:

£205,000

£20,500 PER ACRE

A 10 acre field with planning consent for stables and two manèges which achieved £20,500 per acre.

Telephone Exchange adjacent to 188 Barton Road, Luton



Guide Price:

£65,000

Sold Price:

£97,000

£32,000 MORE

Having marketed with the local agent for 565 days, asking £95,000 without success, our client instructed us in July and sold in August, for more than the estate agent's asking price!

Land at Park Road, Toddington, Dunstable



Guide Price:

£25,000

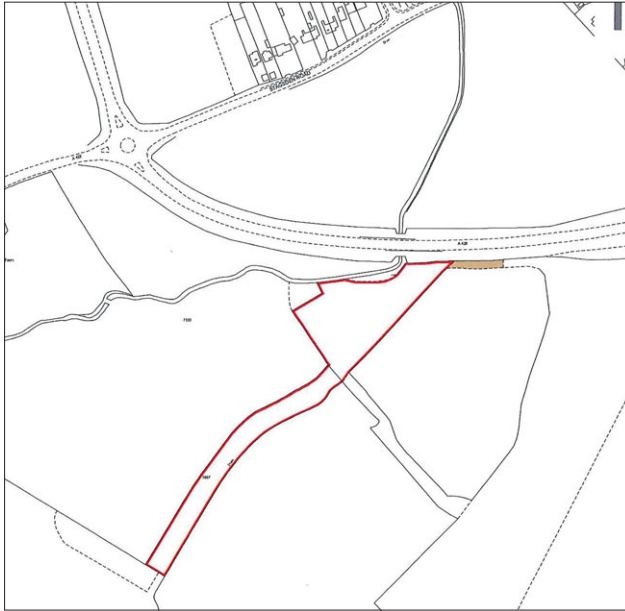
Sold Price:

£140,000

OVER 5X THE GUIDE

This acre parcel of land is close to residential property. However, it is in the green belt and has a footpath along one side, so our advice was to guide at £25,000. The sale price was over five times the guide price.

Bromham Nursery, Bedford Road, Bromham



When our client purchased this former nursery, there were polytunnels and a mobile home on site. But after a failed attempt to gain planning consent for four traveller caravans and two refusals at appeal, he called time.

He hoped to recover his £100,000 purchase cost but with the failed planning history we were cautious. Fortunately for him not only did he recover his costs, but he also actually made money!

Guide Price:

£70,000

Sold Price:

£154,000

£84,000 OVER GUIDE

Former Public Convenience, Dunstable Road, Luton



Guide Price:

£25,000

Sold Price:

£160,000

OVER 6X THE GUIDE

This former public toilet had been valued by the Council's own surveyors; their 'Red Book' valuation asserted the value to be £40,000. We recommended a guide of £25,000 and then sold it at over six times the guide price!

Land to the south west side of High Street, Great Barford



Our client had rented this 4 acre field for a low rent for several years to a local farmer. Realising the rental income made for a very poor return, he decided to sell and invest some of the proceeds for a much better income.

Guide Price:

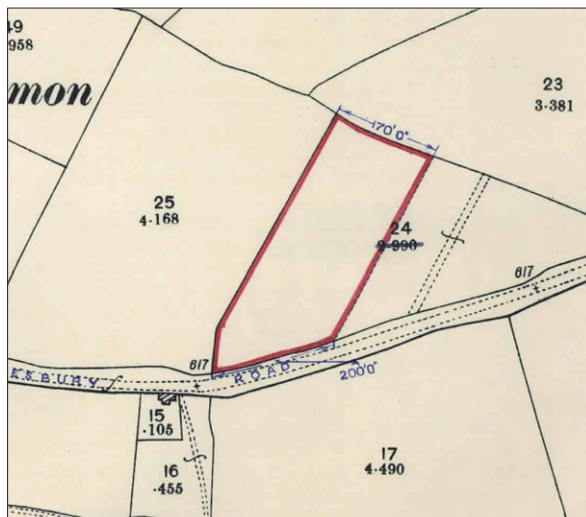
£40,000

Sold Price:

£191,000

NEARLY 5X THE GUIDE

Land at Cholesbury Lane, Buckland Common, Tring



This 1¼ acre paddock had been used for years as a dumping ground, and several locals were quite forthright in advising us that it definitely wasn't worth any more than £40,000. With a bit of outside competition, it sold in the room for £100,000.

Guide Price:

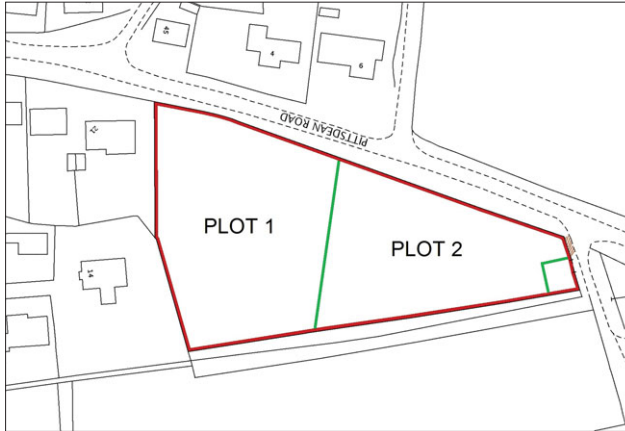
£25,000

Sold Price:

£100,000

4X THE GUIDE

Plot 1 & 2, Whites Paddock, St. Neots



Guide Price:

£30,000 each

Plot 1 Sold Price:

£92,000

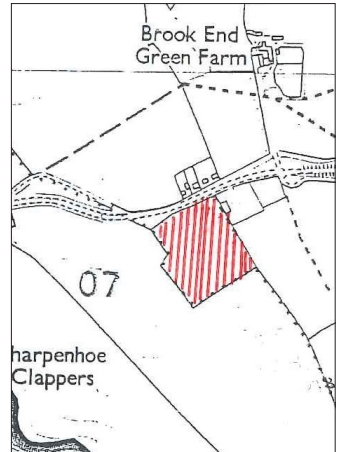
Plot 2 Sold Price:

£61,000

£76,500 PER ACRE

We advised our client to divide this 1½ acre paddock into two paddocks. Our client was hoping to achieve £50,000. The sale price was £153,000.

Land at Sharpenhoe Road, Barton-le-Clay, Bedford



In almost a year the seller's lawyer had done little to address the matter of lost deeds to this 8 acre parcel of land. Our advice was to enter the next available auction, make an application to the Land Registry and we sold on a conditional basis, depending on a satisfactory response from the Land Registry which was received shortly after the auction.

Guide Price:

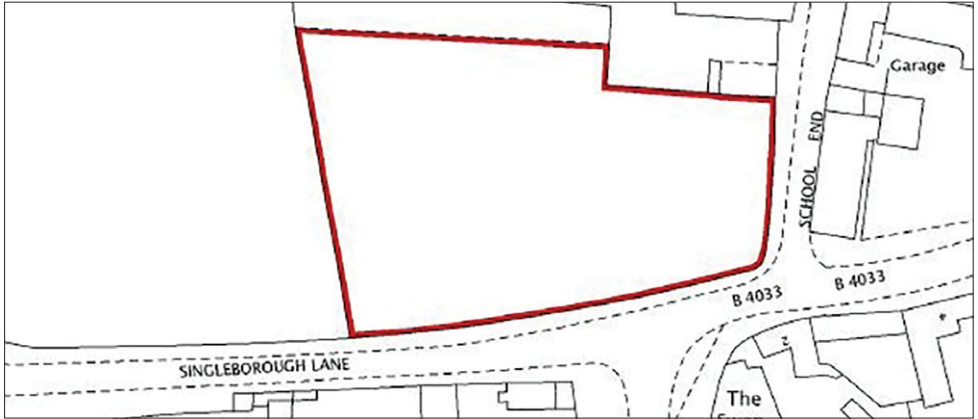
£80,000

Sold Price:

£245,000

OVER £30,000 PER ACRE

Land at High Street, Great Horwood



With a long history of failed planning applications, this plot had been offered for sale by an agent asking for £50,000. It sold a month after instruction for almost four times the guide price.

Guide Price:

£30,000

Sold Price:

£112,000

ALMOST 4X THE GUIDE

Radclive Stables, Radclive, Buckingham



This section of former railway line benefited from stables and a certificate of lawful use for a static caravan. The plot was a very irregular shape yet still proved immensely popular and sold prior, under an auction contract, for £100,000 more than the seller's expectations.

Guide Price:

£150,000

Sold Price:

£300,000

2X THE GUIDE

Land & Building adjacent to Cleavers Cottage, Stanbridge



Negotiations between the seller and neighbour stalled when the neighbour refused to increase his offer of £40,000 for this $\frac{1}{3}$ of an acre parcel of land with an unconverted barn. The property sold at auction to the neighbour for over three times his original offer.

Guide Price:

£30,000

Sold Price:

£131,000

OVER 3X PREVIOUS OFFER

Plot to the rear of 43-51 St. Neots Road, Sandy



A tiny plot with lapsed planning consent, a long shared driveway owned by a neighbour who was disputing access rights and uncertainty about the prospect and cost of connecting to services. We sold the plot for £30,000 more than the guide.

Guide Price:

£20,000

Sold Price:

£50,000

OVER 2X THE GUIDE

Rear Garden of 40 Sandy Road, Willington, Bedford



The original agent had included this long strip of garden with the house and the property had failed to sell having been agreed at £350,000. We offered the house at £250,000 and the separate strip for £20,000 and the combined sale price was £364,000!

Guide Price:

£20,000

Sold Price:

£60,000

3X THE GUIDE

Land opposite Sharpenhoe Road, Streatley



Formerly an area of garden with a tennis court, this $\frac{1}{4}$ acre parcel of land had become overgrown with self-seeded saplings. Having been valued by the client's surveyor for probate at £15,000, our sale price came as a very pleasant surprise.

Guide Price:

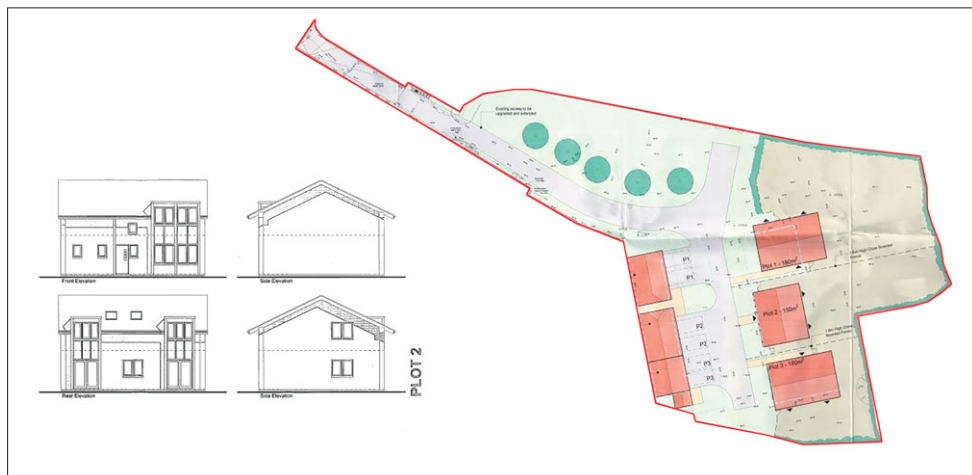
£20,000

Sold Price:

£165,000

OVER 8X THE GUIDE

Development Site to the rear of 28 Dunstable Road, Tilsworth



A 2 acre plot with consent for 3 detached houses that the seller had started and then realised he had undertaken a bit too much. His own calculation of plot value for the 2 larger units was £180,000 each and £160,000 for the smaller unit - £520,000 in total. We achieved £38,000 more with the sale concluded in a matter of weeks.

Guide Price:

£450,000

Sold Price:

£558,000

**£38,000 MORE THAN
EXPECTED**

The Old Mission Hall, Middle Weald, Calverton, Milton Keynes



Following lengthy exchanges between the seller and the local authority, it seemed unlikely any meaningful planning gain would be granted on this brick building in a $\frac{1}{10}$ of an acre which is set in open countryside. The seller was keen to move on so we advised him to make full disclosure of all his correspondence with the Council within the legal pack and let prospective buyers draw their own conclusions.

Guide Price:

£30,000

Sold Price:

£126,000

OVER 4X THE GUIDE

Paddock Land and Stables, Old Kiln Lane, Clophill



Guide Price:

£120,000

Sold Price:

£270,000

£47,000 PER ACRE

In a rural setting just outside of the village of Clophill, this equestrian property offered a timber stable block with 6 stalls, a small yard, a manège and fenced paddocks, all in approximately 5.75 acres with mains water and an electricity supply.

Land to the east of Kingshill Road, Four Ashes, High Wycombe



This 4 acre parcel of amenity land within a conservation area had for the last 20 years been used as a football ground by a local youth team. The land had been inherited by 2 siblings, and as neither were local it was more of a liability than an asset. Auction gave everyone who was interested a fair chance and the sale price was over twice per acre than the neighbouring plot which had been sold (not by auction) two years earlier.

Guide Price:

£75,000

Sold Price:

£163,000

OVER £40,000 PER ACRE

Sycamore Farm, Preston Road, Gawcott, Buckingham



Guide Price:

£90,000

Sold Price:

£220,000

OVER £60,000 PER ACRE

For years a neighbour had been allowed to use for free this 3½ acre parcel of land which had a large open sided concrete framed barn and was mostly overgrown with scrub and self-seeded trees. Despite numerous assurances to vacate, with no hard deadline, the neighbour never did. An auction does impose deadlines and in just a few weeks matters were concluded.

Land on the west side of Beehive Lane, Welwyn Garden City



Guide Price:

£50,000

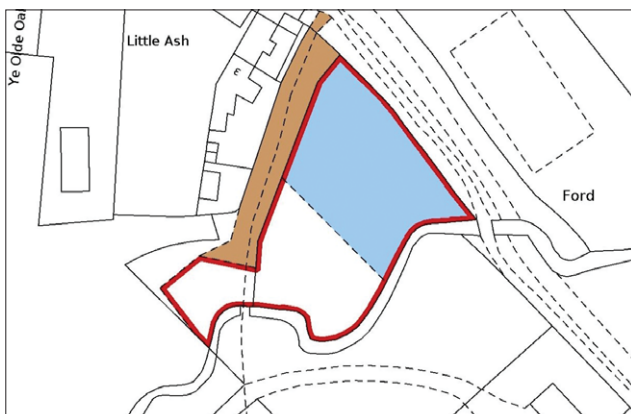
Sold Price:

£165,000

OVER 3X THE GUIDE

Unusually the tenure of this $\frac{1}{4}$ acre parcel of land is leasehold. Furthermore, the terms of the original lease decreed that any premises on the site should be either a public house, hotel or restaurant. There was an extensively fire damaged and derelict bungalow on the site, but this had been built when the land was included in the same title of the Beehive pub next door. With so much uncertainty, any sale other than by auction was certain to be long, protracted and likely to fail.

Former Workshop and Land, Back Street, Thornborough



Guide Price:

£25,000

Sold Price:

£115,000

OVER 4X THE GUIDE

The seller had been refused planning permission to demolish a small former workshop and replace it with a house. He decided to sell it along with an adjacent overgrown $\frac{1}{2}$ acre paddock, yet some of the local residents had strong opinions and were extremely forthright in sharing their views which aimed to deter buyers. However, when selling at auction, the legal pack provides clarity, and being available at the commencement of marketing, prospective buyers could decide for themselves fact from fiction.

Mad Dog Paddock, High Street, Little Odell, Bedford



Despite being set between residential property within this small hamlet to the north of Bedford, an application and a subsequent application at appeal had been refused to convert this concrete portal frame barn under a Class Q category change of use into a residential dwelling. The building benefited from over 8 acres of land to the rear, although a public footpath crossed diagonally.

Having exhausted the planning process, the sellers decided to draw a line and sell. The price they sold for was the same that they hoped to achieve had they been granted their change of use.

Guide Price:

£125,000

Sold Price:

£450,000

OVER £56,000 PER ACRE

Paddock adjacent to Larch Corner, Ballinger Road, South Heath



Set within the green belt, yet between residential property, this 1.4 acre parcel of paddock land has a public footpath that crosses diagonally.

Direct offers up to £30,000 to the seller (an executor) from neighbours had been refused by some of the numerous beneficiaries and being unable to secure any kind of consensus, the seller took the decision to auction the land. She received plenty of complaints from the beneficiaries when they learnt of the guide/reserve price and plenty of apologies following the very strong sale price.

Guide Price:

£15,000

Sold Price:

£111,000

**OVER 3½ X ANY PREVIOUS
OFFERS**

and finally...

We are often asked to sell very small parcels of land which are part of a larger paddock or field that has been sub-divided. Usually, a field of between 2 and 20 acres has been subdivided into plots of around 0.1 acres and the small rectangles sold away with various grand claims as to their impending suitability for development.

Too often a prospective seller can't even explain how they can get to their little rectangle from the roadside without trespassing over the 30 or so other separate titles. Other matters remain unclear such as who has rights to graze the land and whether they are entitled to any income from grazing, hay or crop production. If by some slim chance a change in a Local Plan offers some hope of development, who would take control and act as promoter for these hundreds of owners?

For those owners who have decided their investment is not proving to be as lucrative as hoped, we are happy to assist. However, as a professional firm, our policy is that buyers must receive fair treatment. Accordingly, matters which will materially affect their decision to transact need to be disclosed and without any supporting evidence we cannot pass on the grand claims of the previous owner, nor will we superimpose computer generated images of a house. Instead, we will set a guide price to reflect what is actually for sale and leave people to draw their own conclusions regarding any planning gain.

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