Squeeze on Space Lifts Profit but Shrinks Living Standards

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The bidding process is critical to your chances of success. Grainne Rothery explains how the process works.

It's easy to say the Carthys were successful. We managed to get the house we wanted at a much lower price, we go to negotiate afterwards. It's important to bid strategically and not get carried away.

“Be careful to bid strategically and not get caught up in that ‘one more’ syndrome. ‘There is no money in that last bid we would have put in if we had been a bit more careful to bid strategically and not get caught up in that “one more” syndrome,” says Smith, adding that if you don’t do your homework, you tend to overpay. “If you’re uncertain of anything, ask before bidding.”

“aristocrats can also inspect it. And become acquainted with the auction house, bidders still need to do their homework to arrive at a final price. ‘You can still go and inspect the property and talk to the auction house, and make sure you know what you’re bidding on before you make your bids,”’

At the recent auction in Dublin court yard, the property was half the size of what the current property market would be valued at. “It’s an express service, where you can still go and inspect the property and talk to the auction house, and make sure you know what you’re bidding on before you make your bids,”

New angle on loans to refresh old values

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BE CAREFUL TO BID STRATEGICALLY AND NOT GET CAUGHT UP IN THAT ONE MORE SYNDROME

The Lowdown

The property market price rise, estate agents setting auctions, and more are looking at ways to differentiate themselves from their competitors and the uninitiated. Some are even auctioning online.

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