



# VENDORS GUIDE TO SELLING YOUR HOME WITH US !

[www.vendiciproperties.com](http://www.vendiciproperties.com)

# Index

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1. Introduction
2. Commitment to **Vendici** Vendors
3. **Vendici** Approach
4. **Vendici** Buyers
5. Pricing Knowledge
6. Property Exposure
7. What Makes **Vendici** Different
8. The **Vendici** Team !

*..... Next Steps .....*

# 1. Introduction

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- [Vendici Properties.com](#) started in Vale do Lobo in January 2015. It is locally licensed #12055. Since inception [Vendici](#) have sold over 198 properties with a value over €200m.
- [Vendici's](#) rapid growth and competitive advantage have been achieved by focusing on 4 key themes : Exceptional Service, Trust, Innovation and most importantly Market Knowledge.
- Led by Rebecca Nixon, who had previously worked with Prime Properties and Fine & Country, [Vendici](#) cover Vale do Lobo to Quinta do Lago and all areas in between.
- Collectively [Vendici's](#) staff have over 30+ years experience in the Algarve Property Market, this is reflected in the vast amount of knowledge built up by the team and is the value that they bring when advising on Property & Lifestyle.

## 2. Commitment to Vendici Vendors —

### Total Commitment To You

- As a local, independent, Estate Agent the advice you receive will be impartial and knowledgeable and the service will be personal to your situation.
- You'll have complete transparency in your dealings with **Vendici** and they will never elaborate on the facts or withhold information from you; they will keep their promises.
- You deserve the peace of mind that your property will be sold with integrity, honesty and for the very best price.
- Upon receiving your instruction to market your property **Vendici** will proactively telephone potential purchasers to generate immediate interest.

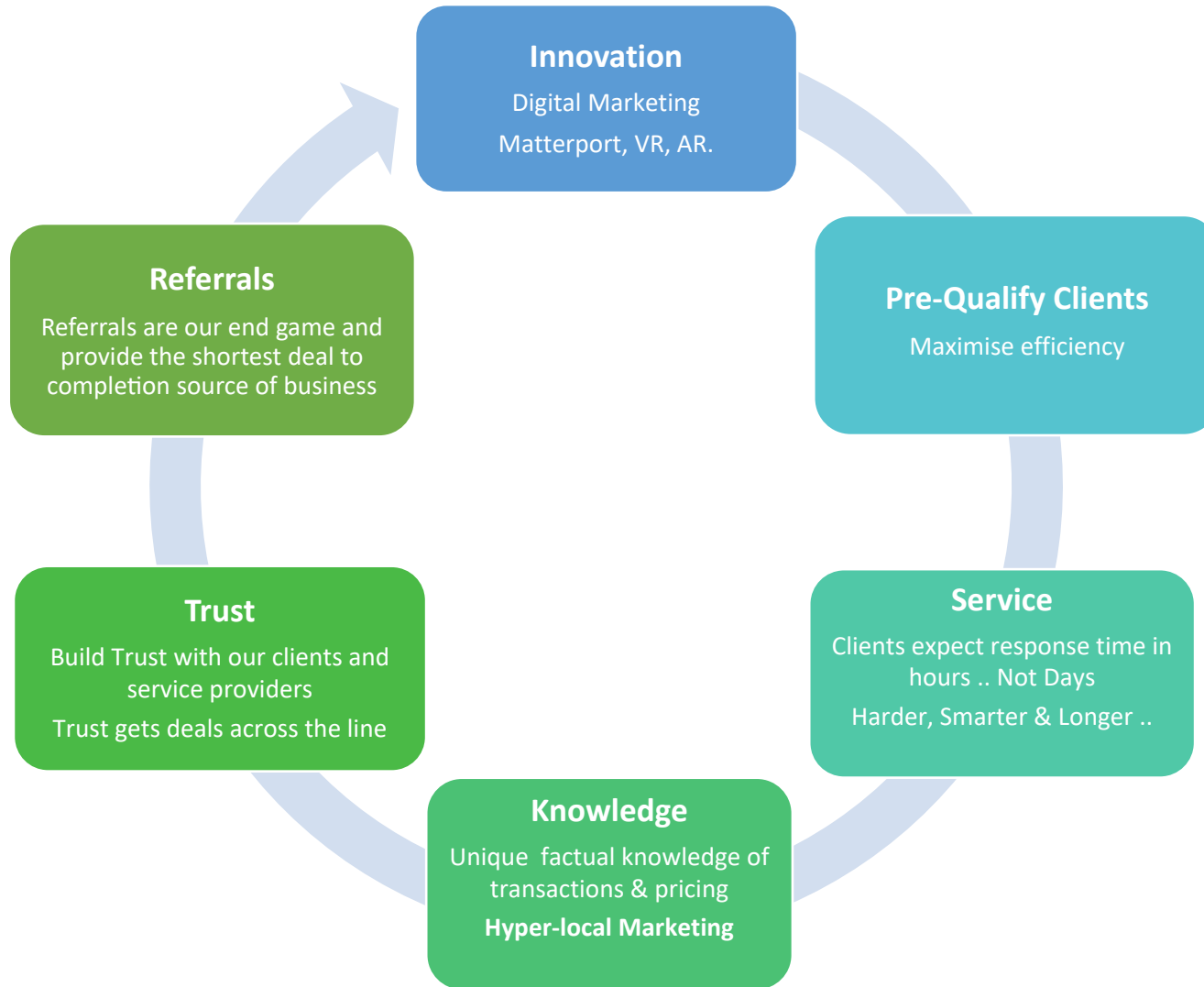
## 2. Commitment to Vendici Vendors —

### Total Commitment To You

- They will give your property maximum exposure on their Property Portal and industry leading Social Media platform.
- They accompany every potential purchaser on all viewings, frequently on very short notice.
- They will give regular and timely feedback following all viewings.
- They will negotiate the best possible price on your behalf and closely participate in the transaction to completion.

# 3. Vendici Approach

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# 3. Vendici Approach (cont'd) ---

- **Service, Service, Service :**  
24/7. **Vendici** work harder, smarter and longer. Clients expect response time in hours, they strive to meet this demand.
- **Knowledge :**  
**Vendici** operate in a small geographical market that is lacking in verified transparency. They know their area backwards and importantly have a unique knowledge of transactions and pricing. Clients pick up on this immediately in “*face to face*” contact.
- **Trust :**  
**Vendici** work hard on building trust with their clients and service providers, the pay-off is substantial in strength of relationships and getting deals across the line. **Vendici** were the first agent in their area to appoint an in-house Compliance Officer. Integrity is their byword in a business built on trust.

# 3. Vendici Approach (cont'd) ---

- **Digital Marketing :**

Real Estate is now all about the strength of the company's online presence. The majority of **Vendici's** clients make their initial property selections from their sofas @ home.

- **Innovative Presentation:**

**Vendici** assess and adopt many new forms of presentation, complete with Virtual Reality headsets, Augmented Reality, Matterport, 3D modelling, iBeacon and animation.

- **Lifestyle:**

**Vendici** recognise that their clients are looking for a lifestyle, this is also what they are ultimately selling. **Vendici's** unique level of knowledge of the area greatly assists in delivering upon this dream and is always reflected in their sales and marketing product.



# 4. Vendici Buyers

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- Buyer Origination :
  - 86% UK (*Still Strong Despite Brexit Concerns*)
  - 8% German, Dutch, Belgium.
  - 6% Ireland
- Average Deal Size (Since Start Up) is circa €1m Euros.
- Since inception Vendici have sold over 198 properties with a value over €200m.
- Referrals : High quality digital marketing is irrelevant unless backed up by a strong service leading to referrals. Referrals are Vendici's end game and provide the shortest deal to completion form of business.

# 5. Pricing Knowledge

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- **Vendici** operate in a high value - low transparency market
- Access to verified transaction values is limited
- Real knowledge of pricing is invaluable, **Vendici** are leaders in their principle market segment. **Vendici** have detailed knowledge of the various micro markets within their area.
- Valuation based upon :
  - **Vendici** Agency transactions Price comparison(they are the **primary** agency in the €500k to €2m value bracket in the area)
  - 3rd Party agent transactions when **Vendici** are acting for buyer or seller
  - Site cost/Construction cost, finishes.

# 6. Your Property Exposure

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rightmove 

Zoopla

<- Property Portals



 Green-Acres.com

Social Media ->



idealista

- [Vendici Properties.com](https://www.vendiciproperties.com) have a reputation as a Market Leader in the area of Digital Marketing & exposure on International Property Portals. They will use as many of these channels as they can to market your property successfully.
- [Vendici](https://www.vendiciproperties.com) strive to continually improve and embrace new outlets / mediums for selling.

# 7. What Makes Vendici Different ---

- Vendici Properties are well known to work harder than any other local Real Estate Agent.
- Vendici provide a “Top Class” Customer Service to both buyers and sellers.
- Vendici are Market Leaders in the Digital Presentation of Properties.
- Vendici are always on the lookout for better ways to sell properties. They were first to use 3D walk through technology in the Central Algarve for selling purposes.
- Vendici ... Deliver !

# 8. The Vendici Team

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**Rebecca Nixon**

Managing Director

Email : [rebecca@vendiciproperties.com](mailto:rebecca@vendiciproperties.com)

Mobile : +351 919 592 097

Local  
Agency  
#12055

- **Neil Symonds** - Senior Sales Consultant
- **Cindy Lindeman** - Sales Consultant
- **Tania Viegas** - Office Manager
- **Sam Miller** - Website
- **Maureen Dorans** - Compliance
- **Gaby Kavanagh** - Digital Marketing

Additional  
Languages Spoken :  
• German  
• Dutch  
• French  
• Irish

# Next Steps !

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Do We Have Your Permission  
To Sell Your Property ?!

# Need To Get An Energy Certificate —



## LISTA DE PREÇOS CERTIFICADOS ENERGÉTICOS (EDIFÍCIOS EXISTENTES)

Tipo	Preço (Sem IVA)	Taxa Adene (Sem IVA)	Preço, Taxa ADENE & IVA
Ruina	75,00 €	Isento	92,25 €
Apartamentos T0 e T1	140,00 €	28,00 €	206,64 €
Apartamentos T2	150,00 €	40,50 €	234,32 €
Apartamentos T3	160,00 €	40,50 €	246,62 €
Apartamentos T4 e T5	190,00 €	55,00 €	301,35 €
Apartamentos T6 e T7	210,00 €	65,00 €	338,25 €
Moradia T0 e T1	175,00 €	28,00 €	249,69 €
Moradia T2 e T3	200,00 €	40,50 €	295,82 €
Moradia T4 e T5	250,00 €	55,00 €	375,15 €
Moradia T6 e T7	295,00 €	65,00 €	442,80 €
Comércio / Escritório até 75m2)	150,00 €	135,00 €	350,55 €
Comércio / Escritório (de 75m2 a 250 m2)	175,00 €	135,00 €	

- Aplicável para comércio / escritórios com capacidade instalada para climatização até 25kW.
- Estes valores estão definidos para um raio de 50 km da cidade de Loulé. Para distâncias maiores, os valores terão que ser consultados.
- O IVA foi considerado à taxa aplicada de 23%.



Sofia Gonçalves

Telm.: +351 938 052 673  
[www.luisnegocio.com](http://www.luisnegocio.com)

# Gather Your Legal Documents

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As Real Estate Agents, in order to be able to promote and market your property, it is imperative that we, under Portuguese legislation, have a signed contract and documentation of the property to support the contract.

Please find below a list of the documents necessary:

**A copy of the Deed 'Escritura'**

The document signed when you purchase a property and ownership is transferred to the new owner's name.

**A copy of the Habitation License - 'Licença de Habitação'**

A certificate from the Town Hall stating the property has been inspected and complies with building regulations and is fit for habitation. This only applies to properties built after 1951.

**A copy of the certificate from the Land Registry - 'Certidão de Teor'**

Proves description & inscription of property at the Land Registry Office.

**A copy of the land tax certificate, 'Caderneta Urbana / Rústica Urbana Predial'**

Issued by the Tax Department confirming that the property has been registered for tax purposes. It will show location, plot size, number of rooms, pool size etc and details should match those entered at the Land Registry Office.

**A copy of the property plans approved by the local council - 'Câmara'**

**A copy of the ID and Contribuição Fiscal for each owner named on the Escritura**



# Sign A Contract

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We will provide you with the relevant contract (Private / Off Shore) which you or your lawyer will need to sign as part of *“Instructing Us to Sell Your Property”*.

These contracts are market standard documents and can be verified by your lawyer.

# Success !

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Thank You !

We will do our absolute best for you  
& Appreciate that you have given  
Us a Great Opportunity !