

VENDICI
PROPERTIES.COM

Updated
For
2022

VENDORS GUIDE TO SELLING YOUR HOME WITH US !

www.vendiciproperties.com

Index

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

- [Vendici Properties.com](#) started in Vale do Lobo in January 2015. It is locally licensed #12055. Since inception [Vendici](#) have sold over 310 properties with a value over €348m.
- [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

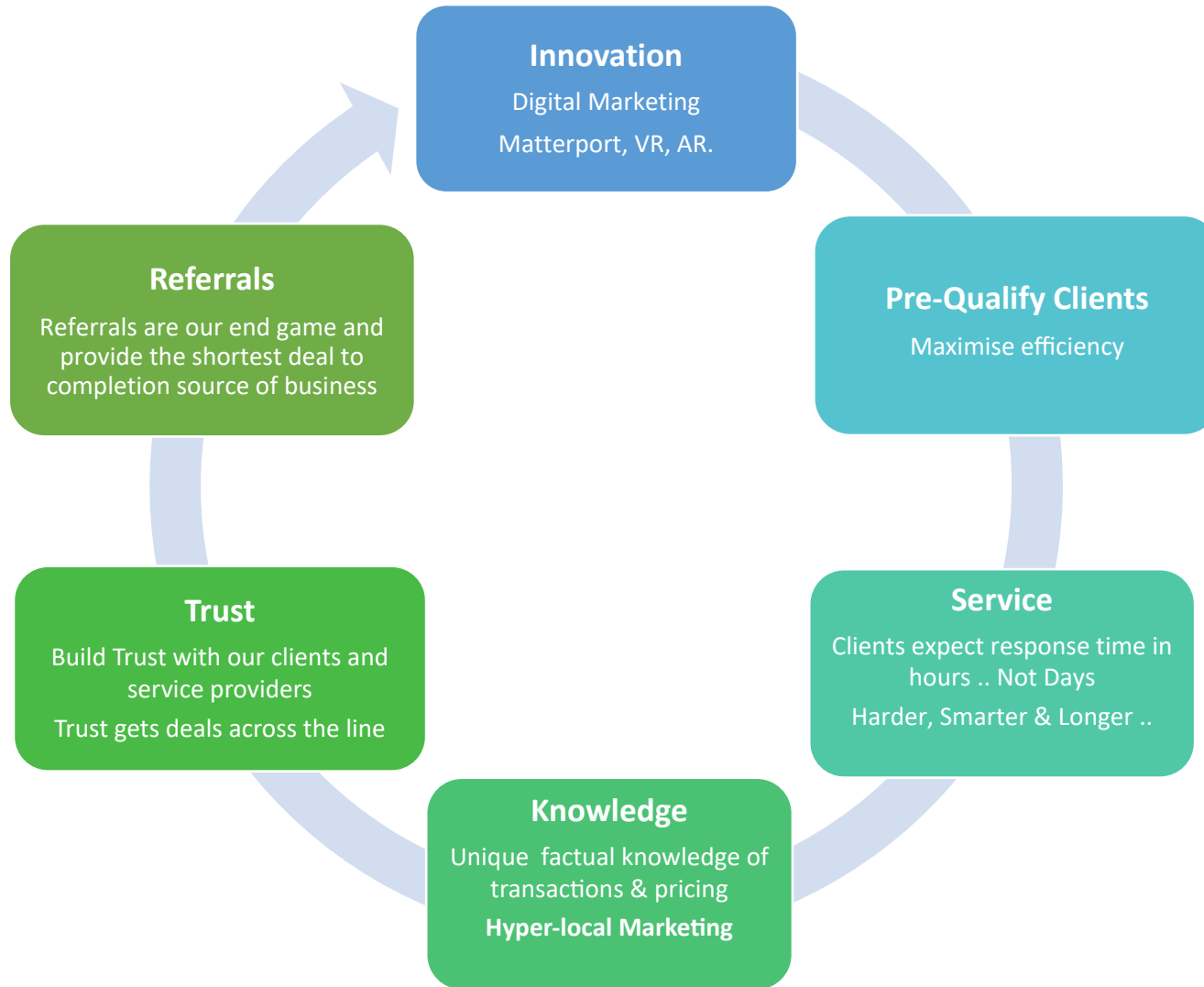
- As a local, independent, Estate Agent the advice you receive will be impartial and knowledgeable and the service will be personal to your situation.
- You'll have complete transparency in your dealings with **Vendici** and they will never elaborate on the facts or withhold information from you; they 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



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

- **Buyer Origination :**
 - 80% UK
 - 12% Irish
 - 8% German, Dutch, Belgium.
- **Average Deal Size** (Since Start Up) is circa €1m Euros.
- Since inception **Vendici** have sold over 310 properties with a value over €348m.
- **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

- 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

rightmove 

Zoopla

<- Property Portals



 Green-Acres.com

Social Media ->



idealista

- [Vendici Properties.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](#) strive to continually improve and embrace new outlets / mediums for selling including the latest 3D walkthrough technology **NODALVIEW**

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

Rebecca Nixon

Managing Director

Email : 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
- **Adrienne Regan** - Consultant
- **Megan Tuition** - Consultant
- **James Peet** - Consultant

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

Next Steps !

Do We Have Your Permission
To Sell Your Property ?!

Next Steps !

Yes Fantastic !
.....then let's get started!

This is what we need from you.....

Next Steps.....

Notify Your Lawyer

- Intention to sell
- Vendici Properties appointed
- Decide if you wish to appoint lawyer as legal power of attorney, helpful if you cannot travel easily to Portugal
- Complete KYC form, return to lawyer and Vendici

Need an Energy Certificate

- Appoint an Engineer to survey property
- Survey property
- Obtain Energy Certificate
- Copy Energy Certificate to Lawyer and Vendici

Gather Your Legal Documents

- A copy of the Deed 'Escritura'
- A copy of the Habitation License - 'Licença de Habitação'
- A copy of the certificate from the Land Registry - 'Certidão de Teor'
- A copy of the land tax certificate, 'Caderneta Urbana / Rústica Urbana Predial'
- 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'

Need To Get An Energy Certificate —

PORTICONE
EST. 1992

Energy Certificate

Typology	Price
Apartment T0	190 euros
Apartment T1	200 euros
Apartment T2	240 euros
Apartment T3-T4	260 euros
Townhouse < 200 m2	275 euros
Townhouse > 200 m2	300 euros
Villa < 200 m2	290 euros
200 m2 < Villa < 300 m2	350 euros
300 m2 < Villa < 400 m2	400 euros

Please email Paulo Gregório
at pgregorio@porticone.pt
for more information.

Note : All the quotes include Vat and Adene Tax

Gather Your Legal Documents ---

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

And Finally...

Sign A Sales Contract

- Vendici will provide you with a contract (Private / Off Shore), standard marketing contract
- The Contract can be in Portuguese language or English
- We ask you to review the Contract, address any queries or issues
- Either you or your lawyer sign Sales Contract as part of Instructing us to Sell, E-signature is preferable
- Signed contract is emailed to Vendici Properties

Success !

Thank You !

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