

Venditum
49 Castle Street
Salisbury
Wiltshire
SP1 3SP

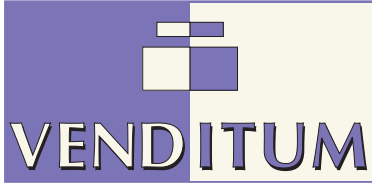
T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

A PROPOSAL: Marketing your property

Presented to:

Prepared by:



Venditum
49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

OUR PROMISE

We aim to achieve the best possible price for your house, within the available timescale.

We aim to market your property with surprising standards of professionalism, care and integrity.

We will design a marketing strategy to suit your property which will enhance the sale process.

We believe that we have a refined understanding of the difference between finding a buyer and finding the right buyer for a hassle free transaction.

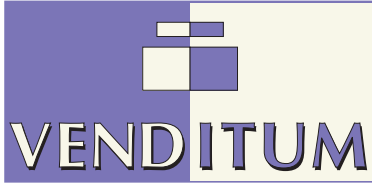
We achieve results in the area which is critical to you.

We understand that each transaction is different and we have the imagination and practical experience to adapt to your particular needs, and then live up to our promises.

We have built our team with care so that we can offer clients an honest service driven by results and conducted with respect.

Our reputation and success rests on providing good results. We listen to people and our team has the skills, energy and commitment to get the job done for you.

Thank you for considering us.



Venditum

49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

OUR METHODS

The literature we send out

Our sales particulars are smart and professional. As well as listing the essential facts we highlight your property's features with appropriate impact. With digital technology they can be produced within 24 hours. Where required, internal and garden photographs will be taken. Good quality details are vital in order to encourage purchasers to view.

Newspaper advertising

We advertise extensively, in colour, in the Salisbury Journal. A sophisticated understanding of reaching people's attention draws buyers to our pages. This results in quality leads for your property sale. Buyers will not be missed by us.

Keeping the momentum going

When instructions are received we will telephone suitable applicants straight away and back this up by sending full sales particulars. We never miss an opportunity to delight our customers rather than simply deliver the basics. We think results are dependent upon the level of care involved.

Window shopping

Window shopper buyers are drawn to our distinctive shop front and a photo of your property will be on permanent display at our office in Salisbury.

Viewings

Viewings are accompanied wherever possible and follow-up calls are made to establish interest which we will feed back to you.

Reporting

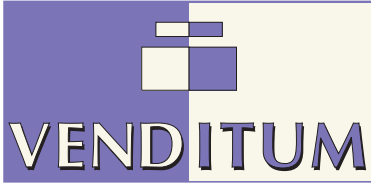
Our reporting procedures are rooted in good common sense. We will communicate all of the critical information to you so that you feel informed about the progress of your property sale.

Low key marketing

This is a service which allows you to market your property in the full knowledge that you are unable to proceed with a sale until you have found a property yourself.

Sale boards

Tasteful, eye-catching 'for sale' boards are available to alert and attract car-borne house hunt-



Venditum

49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

e-MARKETING

We recognise the growing importance of e-marketing.

House buyers are increasingly browsing the net, looking for suitable properties to view. In fact it is estimated that 70% of house hunters start searching on the net first.

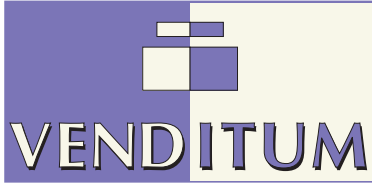
Our website is state of the art, easy to use and built with the purchaser in mind. Enquiries are picked up immediately and business can proceed as normal from there.

We take good care to promote our website to maximise interest.

Your property will be listed on our own website www.venditum.co.uk as well as www.rightmove.co.uk, the UK's leading property website.

This gives us access to 300,000 visitors a month, so we can market your property to more potential buyers.

It also means we are working to promote your property even when the branch is closed. Potential buyers can e-mail us to arrange viewings around the clock.



Venditum

49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

OUR CHARITY

Venditum Estate Agents has developed a unique way of supporting locally based charity Hope & Homes. Venditum's Partners Michelle Sheppard, Matt Glover and Anthony Lovatt-Williams have always held the charity close to their hearts and felt that selling houses in the Salisbury area could be of benefit in helping to secure the lives and future livelihoods of 10,000 orphaned or abandoned children in 13 countries - Albania, Belarus, Bosnia, Croatia, Eritrea, Kosovo, Moldova, Romania, Rwanda, Sierra Leone, South Africa, Sudan and Ukraine.

Every time Venditum sells a house it donates to Hope & Homes.

When we sell a house we love the fact that even in a small way we are helping children rebuild their lives in places with hardships which we can't begin to imagine.

Beth Lockwood from Hope & Homes says, "We are very grateful for Venditum's support. We think their idea is a novel way of bringing in funds and we are delighted at the prospect of working with a corporate partner in Salisbury.

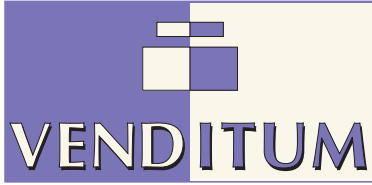
Hope & Homes has developed from building orphanages to closing them - moving children to caring families. They reunite child refugees with relatives after war or conflict, support desperate young mothers who may otherwise abandon their babies and provide a vital lifeline for families of AIDS orphans headed by frail grandparents or children. Hope & Homes and Venditum believe that, above all else, a child needs the loving care of a family.

There are more than one million children in state institutions in Eastern Europe growing up in poverty, fear, and misery in facilities that have no investment or expertise in the provision of childcare. Millions more are orphaned by war and conflict and it is estimated that by 2010 there will be 20 million children orphaned by HIV/AIDS in Africa. Hope and Homes for Children is working to give these children a family and a future."

Telephone Hope & Homes: 01722 790111

Registered charity number 1089490





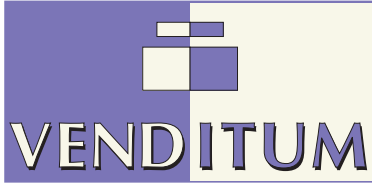
Venditum
49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

Marketing proposal

OUR MORTGAGE SERVICES

Please telephone Michelle Sheppard on 01722 414051 or submit your mortgage enquiry through the Venditum website.



Venditum
49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

OUR TERMS AND CONDITIONS



TERMS AND CONDITIONS OF BUSINESS

1 Introduction

These terms and conditions set out the standard terms on which VENDITUM LIMITED of 49 Castle Street Salisbury (we) will act for the client (you) as agent in the sale of residential properties. Certain specific terms will be set out below. We are required by the Estate Agents' Act 1979 and the Estate Agents Provisional Information Regulations 1991 to clearly state our Terms and Conditions of Business prior to your instructing us.

Please sign below as acceptance of both our standard and specific terms of instructions.

2 Fees and Additional Expenses

2.1 Commission is payable on exchange of contracts following introduction and negotiation of a sale by us of your property during our agency period although we may defer payment until completion provided that we receive from your solicitors or licensed conveyancers before completion confirmation that you have instructed them as follows. You will instruct your solicitors or licensed conveyancer to settle our commission (and any outstanding agreed costs) plus VAT out of the proceeds of sale.

2.2 Commission is payable together with Vat on the fixed fees or on a percentage of the sales price agreed in advance in writing between the parties and to include any additional sum agreed for carpets, curtains, fixtures, fittings, furniture and equipment included in the sale, (subject to an agreed minimum fee).

2.3 Unless specifically stated, estimated costs do not include VAT, which is payable on all commission and expenses at the prevailing rate.

2.4 No additional costs to the agreed commission will be charged unless previously agreed with you and confirmed by us in writing. Where such costs have been agreed, for example, in relation to additional marketing including advertising, brochures or photography, they will normally be payable at the outset of marketing but in any event they will be due on invoicing. These charges may be payable whether or not we sell the property. In accordance with professional practice, we reserve the rights to retain or share the benefit of any marketing discounts and commissions.

2.5 All accounts are payable within 7 days of the invoice date. If, in the case of commission, payment is deferred until completion on a solicitor's or licensed completion date, interest will be charged on any outstanding sums at 3% above Barclays Bank Plc base rate after deferred period expires.

2.6 The person(s) who signs below is (are) responsible (jointly and severally) for the payment of fees and agreed costs and expenses unless it is clearly stated in writing that a third party is responsible and they give written confirmation to us of acceptance of this liability.

3 Agency

You will be liable to pay us commission, in addition to any other costs or charges agreed, in the following circumstances.

3.1 Sole Agency (where we are the only agents you instruct)

TERMS AND CONDITIONS OF BUSINESS

1 Introduction

These terms and conditions set out the standard terms on which VENDITUM LIMITED of 49 Castle Street Salisbury (we) will act for the client (you) as agent in the sale of residential properties. Certain specific terms will be set out below. We are required by the Estate Agents' Act 1979 and the Estate Agents Provisional Information Regulations 1991 to clearly state our Terms and Conditions of Business prior to your instructing us.

Please sign below as acceptance of both our standard and specific terms of instructions.

2 Fees and Additional Expenses

2.1 Commission is payable on exchange of contracts following introduction and negotiation of a sale by us of your property during our agency period although we may defer payment until completion provided that we receive from your solicitors or licensed conveyancers before completion confirmation that you have instructed them as follows. You will instruct your solicitors or licensed conveyancer to settle our commission (and any outstanding agreed costs) plus VAT out of the proceeds of sale.

2.2 Commission is payable together with Vat on the fixed fees or on a percentage of the sales price agreed in advance in writing between the parties and to include any additional sum agreed for carpets, curtains, fixtures, fittings, furniture and equipment included in the sale, (subject to an agreed minimum fee).

2.3 Unless specifically stated, estimated costs do not include VAT, which is payable on all commission and expenses at the prevailing rate.

2.4 No additional costs to the agreed commission will be charged unless previously agreed with you and confirmed by us in writing. Where such costs have been agreed, for example, in relation to additional marketing including advertising, brochures or photography, they will normally be payable at the outset of marketing but in any event they will be due on invoicing. These charges may be payable whether or not we sell the property. In accordance with professional practice, we reserve the rights to retain or share the benefit of any marketing discounts and commissions.

2.5 All accounts are payable within 7 days of the invoice date. If, in the case of commission, payment is deferred until completion on a solicitor's or licensed completion date, interest will be charged on any outstanding sums at 3% above Barclays Bank Plc base rate after deferred period expires.

2.6 The person(s) who signs below is (are) responsible (jointly and severally) for the payment of fees and agreed costs and expenses unless it is clearly stated in writing that a third party is responsible and they give written confirmation to us of acceptance of this liability.

3 Agency

You will be liable to pay us commission, in addition to any other costs or charges agreed, in the following circumstances.

3.1 Sole Agency (where we are the only agents you instruct)

6.1 Sole Agency (where we are the only agents you instruct)

The Estate Agents' Act 1979 requires us to ascertain if you are related, however remotely, to any of our employees (or associated companies). If this is the case, you must notify us immediately as we have a duty to disclose this fact to any potential purchaser.

6.2 'For Sale' Boards

Legally, only one estate agents' board per property may be erected. You agree that we may erect a board that no other 'for sale' board will be permitted at the property during the period of our agency. Should any other board be or have been erected during such a period in breach of these provisions, you will inform us immediately.

6.3 Price Quotations

We will agree the price to be quoted for the property and specified in any advertisement. You acknowledge that this price is not a valuation and that, should you wish to vary the agreed quotation, you will give us notice in writing to that effect.

6.4 Statutory Obligation

We will comply with all statutory obligations placed on us whether under the Estate Agents' Act 1979, the Property Misdescriptions Act 1991, the Trade Descriptions Act 1968, the Consumer Protection Act 1987 or any other appropriate legislation. However, we accept no responsibility for the maintenance or repair of any property for sale.

6.5 Services Available to Purchasers

Legally, we must inform you of services we, or persons connected with us, offer or are intending to offer to prospective purchasers. These services are as follows:

Initial Appraisals and Marketing Advice

Contacts for Mortgages and Finance

Estate Agency Services

6.6 Data Protection

We will use your personal information provided during the period of our agency for marketing. We will disclose your information to our service providers and agents for these purposes. We may keep your information for a reasonable period to contact you about our services in the future; if you do not wish us to do this, please write to VENDITUM Ltd, 49 Castle Street, Salisbury.

We may share your information with selected organisations who are our business partners and/or other companies within the Group. They or we may contact you by mail, telephone, fax or e-mail to let you know about goods, services or promotion, which may be of interest to you. If you do not wish to receive such information, please write to VENDITUM Ltd, 49 Castle Street, Salisbury.

You have a right to ask for a copy of your information (for which we may charge a small fee) and to correct any inaccuracies in your data.

6.7 Non-Discrimination Policy

We will not discriminate against anyone on the basis of race, nationality, sex or disability and will observe all statutory requirements.

6.8 Variation of Terms and Conditions

These terms and conditions cannot be altered except by written agreement between us.

6 OEA Membership

We are a member of the Ombudsman for Estate Agencies Scheme (OEA) and subscribe to the OEA code of Practice (the code). If you request, we will provide you with a copy of the code free of charge. We will pass information in relation to the sale of your property to OEA Limited in order that they may ensure compliance by us with the code and to the Ombudsman, if he requests it, should you register any complaint.

7 Property, Client and Agency Details

Property Address to be sold

Client's Postal Address

Sole Agency Fee % (plus VAT)

Sole Agency Period

Asking Price.....

Minimum Agency Period after which 14 days written notice is required to cancel

Name:

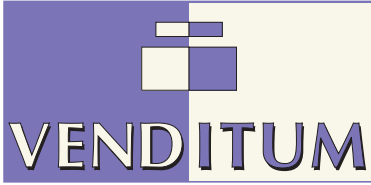
Name:

Signature:

Signature:

Date:

Date:



Venditum
49 Castle Street
Salisbury
Wiltshire
SP1 3SP

T 01722 411151
F 01722 335188
E enquiries@venditum.co.uk
www.venditum.co.uk
www.rightmove.co.uk

PROPERTY MISDESCRIPTIONS FORM

Property Address:

1. TENURE: Freehold / Leasehold

Lease length remaining (from date below):

Ground rent payable (£'s PA):

Service Charge (£'s):

2. Is any of the property classified as a listed building? YES/NO

3. Does the property or any part of the grounds lie within a conservation area? YES/NO
If YES please give details:

4. Is the road adopted? YES/NO
(If NO please give details)

5. Which of the following services are connected?

Mains electricity	YES/NO	Mains Gas	YES/NO
Mains Water	YES/NO	Mains Drainage	YES/NO
Cess Pit	YES/NO	Septic Tank	YES/NO

6. Central Heating: OIL / GAS / SOLID FUEL / OTHER (please specify)

7. Domestic Water: OIL / GAS / SOLID FUEL / OTHER (please specify)

8. Are there any rights of way, easements, and wayleaves, etc affecting the property? YES / NO
(If YES please give details)

9. Is there any approved or pending planning consent that may affect the property? YES / NO
(If YES please give details)

Please attach any guarantees or certificates to this form and list them below:

SIGNED:

PRINT NAME:

SIGNED ON BEHALF OF VENDITUM:

PRINT NAME:

