



INFORMAL TENDER
SUBJECT TO CONTRACT

12 The Square, Bere Alston, Devon PL20 7BH

**To be delivered to the Bere Alston Office of Mansbridge Balment
by 12 noon on Friday 22 March 2019**

1. Your best offer is to be received in writing by the due date in a sealed envelope to this office: **Mansbridge Balment, 19 Fore Street, Bere Alston , Devon, PL20 7AA.**
2. Please supply the name and address of your Solicitors together with the name of the person there that will attend to this matter together with relevant telephone and email address.
3. The offer is to include confirmation from your Bank or Building Society or other Financial institution as to the funds it is prepared to provide you if your best offer is accepted and evidence that you are able to provide the balance of the price from your own resources.
4. The successful bidder will be requested to exchange contracts within a reasonable period. If contracts are not exchanged within this timescale the contract will be withdrawn.
5. Your offer is to be submitted subject to contract only and any other conditions on which it is made are to be specified.
6. List any fixtures and fittings or furnishings within the land and premises, which are included with your offer.
7. Any offers sent by facsimile or email will not be considered and may invalidate any offer received in the sealed envelope due to potential breach of confidentiality.
8. Only offers of a non-variable nature will be considered.
9. Your offer is:
10. Your Name:
Address:
Telephone No.
11. Your Solicitors (Address & telephone number)

For the attention of:

Signed

Date

NB: The vendors reserve the right not to accept the highest or any offer made.

Why market selected properties by informal tender?

When an estate agent is instructed to market an unusual or "one off" property, it is extremely difficult for a valuer to place a figure on it no matter how much prior experience he/she may have. Every estate agent is legally and morally bound to achieve the highest and best price for his client/vendor at all times. It must be remembered that valuers can only interpret what they feel the market will pay. They do not create values.

As we are all aware a property is worth what someone will pay. We consider that with unusual or one off properties the value tends to be very much in the eye of the beholder.

The advantages of INFORMAL TENDER are as follows:-

(i) There can be no question of one buyer being unfairly favoured over another.

All offers are opened at the same time after a three to four week marketing campaign with the owner or the owner's legal representative present. All offers may then be considered simultaneously. The vendor will see which is the best offer in terms of amount, the potential purchaser's position and whether due consideration has been given to avoidable issues that may give cause to the purchaser possibly wanting to change their mind of a later date, such as a survey being due prior to offering.

(ii) The "Dutch Auction" scenario or gazumping will be avoided.

Often it is the case that when a particularly desirable property comes on to the market many potential purchasers will express their interest. Commonly there will be an offer, then another person will make a higher offer and so on until agreement is reached. Observation suggests that this method of sale usually results in a far more stressful experience for the potential purchasers whose bids are not successful, than the method that we are using.

(iii) There can only be one purchaser for any property.

As Estate Agents we simply wish to make this process as fair as possible at the same time as wanting to achieve the best possible price for our vendor clients. It must be remembered that the Guide Price suggested on the front of the sales particulars when a property is offered for sale by Informal Tender must be viewed purely as just that - "a guide price". In other words, if buyers are keen to purchase the property, then their chances of success will be greatly enhanced if they make the best offer that they can. In some cases the offer accepted has been significantly greater than the guide price. In others we have achieved only the guide level. In some, we have achieved less. The level of response varies from property to property and only You can judge how much the property is worth to You.

It is advisable therefore for the purchaser to make their best offer, even if they think that it might not be successful. One can never tell. In return, we promise that due consideration will be given to all offers and all will generally be notified as soon as we receive our client's instructions.