



ESTIMATE OF SELLING PRICE OF A BUSINESS

Accredited Agency

This estimate of selling price is given pursuant to the request by:

("Requesting Party")

dated the _____ day of _____ month _____ year

in respect of the business known as:
and situated at:

This estimate is subject to the conditions and warranties contained in the attached Request for an Estimate of Selling Price and is based upon the information and documentation provided by the vendor and/or its advisors (copies of these are attached / not attached) including:

I estimate the selling price of the business to be \$ _____ / between \$ _____ and \$ _____

Comparable Sales Information/Comments

The information / documentation and material facts upon which I base this estimate is as follows
Copies of these are attached / not attached:

.....
Signed for and on behalf of

.....
(Agent)

DISCLAIMER OF LIABILITY

This Estimate of Selling Price of the Business ("the Estimate") has been prepared solely by the real estate agent ("the Agent") for the Requesting Party ("the Requesting Party") only. It should not be used or relied upon by any third party. The information and documentation used in preparing the Estimate has been obtained by the Agent from the vendor of the Business and/or its advisers. That information and documentation has not been verified, endorsed or approved by the Agent. The Agent is not a qualified valuer nor is it qualified or competent to express any opinion as to whether any information and documentation provided to it in order to prepare this Estimate truly or accurately represents the historical performance of the Business, the current performance of the Business, or may be relied upon with respect to considering the future performance of the Business.

This estimate as to the worth of the Business is an opinion only given in good faith and is based upon the market conditions and comparable sales. The Agent (including its directors, officers, employees and contractors) do not give any warranty as to the accuracy of the Estimate, nor do they accept any responsibility, liability, loss or damage whatsoever arising out of the Requesting Party relying upon the Estimate.

The Requesting Party should satisfy itself as to the truth and accuracy of all information contained in this Estimate by conducting their own inquiries and investigations. The Agent absolutely and unequivocally disclaims all and any responsibility for the accuracy of the Estimate and repeats that:

- it is not the source of the information that was considered in completing the Estimate;
- it has neither endorsed or approved that information; and
- it has merely passed this information on to the Requesting Party for what it is worth, in the expectation and understanding that the Requesting Party will undertake their own inquiries assisted, where appropriate, by their professional advisors (including a registered valuer if appropriate), as to the truth and accuracy of the information provided to them.

REQUEST FOR AN ESTIMATE OF SELLING PRICE OF A BUSINESS

I/We _____ (the "Requesting Party").

of _____
request that an ("the Agent") provide estimate of selling price of the business known as:
and situated at:

In requesting the estimate of selling price I/we understand and acknowledge that:

1. It is an estimate only of the selling price of the business as at the date the estimate is provided.
2. The estimate of selling price is not a sworn valuation nor can it be relied on as such.
The Agent is not a licensed valuer and the estimate of selling price is an opinion only based on comparable business sales.
3. The estimate of selling price is merely an indication of market price whereas real market price can only be determined by the amount a willing buyer is actually prepared to pay for the business.
4. The accuracy of any information and documentation obtained from a third party and used in preparation of the Estimate of Selling Price cannot be guaranteed. All information / documentation referred to in the Estimate of Selling Price (under the heading Comparable Sales Information / Comments) is given in good faith and derived from third party sources. However, the Agent does not make any representation or warranty of any kind as to the accuracy or completeness of this information / documentation obtained from the third party sources. The Agent has not produced, checked for accuracy or otherwise verified it. The Agent is not responsible for any damage or loss sustained by the requesting party and any other party that may arise from the documentation / information provided. The Agent gives no guarantee, and makes no representation, and shall have no liability to the requesting party or any other party, for any information / documentation obtained from third party sources.
5. There are a number of variables which may affect the estimate of selling price which have not been taken into account when preparing the estimate. These include, but are not limited to:
 - (a) state of economy
 - (b) supply of materials/stock
 - (c) changes in Government policy and legislation
 - (d) franchise fees (where applicable)
 - (e) terms of lease
 - (f) availability of workforce
 - (g) amount of exposure of the business by advertising and inspection
 - (h) competition
 - (i) Government import duties and taxes
6. The estimate will be prepared solely for the information of the Requesting Party and no responsibility is accepted should the estimate or any part thereof be incorrect or incomplete in any way.
7. The Requesting Party confirms that he / she has read and understood the above terms and conditions, and the content and disclaimer on the 'Estimate of Selling Price' document, and that he / she agrees to be bound by this.

The requesting party agrees that he / she shall not rely on the information contained in the Estimate of Selling Price document. He / she acknowledges that we are not licensed valuers and that the estimate is a guide only. He / she must make their own enquiries before altering their financial position, incurring any financial obligation and/or making any decision to act or refrain from acting.

DATED the _____ day of _____ month _____ year
SIGNED by