



Property sale mandate – the key considerations

You want to sell an exclusive property, but haven't yet found the right buyer? Then perhaps we can find a solvent and suitable buyer for you.

Getting to know each other

In order to provide us with the best possible understanding of your wishes and ideas, and to enable you to get to know us better, a personal meeting is essential – either at your premises or at our offices, whichever suits you better.

Following this meeting, we will explain how we propose to proceed, and under what conditions a targeted search can be undertaken. Then you will be free to decide whether to commission us to conduct the search.

In preparing for the first meeting, it would be very helpful if you could narrow down your wishes and requirements as far as possible. This will then enable us to identify and discuss specific options and possibilities more effectively, right from the outset.

Procedure

It is often the case that particularly desirable properties never actually appear on the market. Instead, they are sold privately. As a rule, we recommend that you take this approach, particularly if it is important to you that your property is not put up for sale before the general public.

If this strategy does not secure the desired result, we make direct approaches to individuals whom we know would not be adverse to considering buying a property, were a suitable opportunity to present itself.

We do not approve of “viewing tourism”, and endeavour at all times to show your private premises only to demonstrably solvent potential buyers – and the fewer, the better.



The ideal buyer

Please spend a little time thinking about the following points. This will help us narrow down the search for potential buyers, and will enable us to select the most suitable candidate for your particular circumstances.

1. What timeframe do you have to find a suitable buyer? (weeks, months, years)
2. Do you already have the most important documents to hand, in particular:
 - > land register extract with notes (easements, liens etc.)
 - > cadastre plan
 - > valuation estimate drawn up by the building insurer
 - > construction and zoning plan of the political municipality
 - > private law agreements (construction rights, agreements with neighbours etc.)
 - > building plans, earlier sales documentation pertaining to acquisition/purchase
 - > market value estimated by bank, architect, property specialist
3. Which characteristics/conditions should a potential buyer have?
(family with children, quiet elderly couple, other)
4. Do you want to assign part of the interior finishing to the buyer, and if yes, which part precisely?
5. Do you want to settle the sale through a specific financial institution?
6. Are you looking for another property to buy/rent yourself?
7. What price would you like the sale to achieve?
8. Is renovation/refurbishment work planned? If yes: what scope does this entail?
(quotes available/have yet to be obtained)
9. Are you planning to reinvest the proceeds of the sale? (investment for retirement provisioning, distribution as advance inheritance, other)
10. Can the planned sale be made public, or should everything be settled discretely?
11. Other plans and issues which are important to you:



HELVETIC TRUST
EXCLUSIVE HOMES

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