

Investment Sale Units | Services & Costs

• Analysis & Valuation

- ✓ Classification of the current condition of the apartment or commercial unit through research, site inspection, reporting, documentation and cost estimation.
- ✓ Detailed market analysis and reporting to provide a realistic and achievable market price.

• Consultation & Support

- ✓ Consultation and support with all appointments relevant for the sale (bank, notary, lawyer, tax counselling etc.).
- ✓ Assessment of and consultation with contracts relevant for the sale (agreements, purchase contracts etc.).
- ✓ Fulfilment of all administrative tasks before and during the sales process (data backup, documentation etc.).
- ✓ Bilingual (GER/ENG/HEBR) communicating and negotiating on behalf of the client with all parties involved in the sales process (written correspondence, submitting offers etc.).

• Marketing & Sale

- ✓ Looking for the optimal marketing strategy of the sales object.
- ✓ Design of the sales Exposé and professional presentation on different internet platforms and in print media.
- ✓ Organising viewings of the real estate as well as discreet and professional handling of buyers.
- ✓ Sales only within our own network also possible (off market).

• Development & Renovation (pre sale)

- ✓ Identification, planning and execution of potential development of the apartment or commercial unit (renovation, modernization, conversion, development, furnishing and, if applicable, adaption of tenancies).
- ✓ Leading negotiations with tenants regarding rental conditions and lease terms.

Our compensation for our investment sale per unit (apartment/commercial unit) is calculated as follows:

- *Analysis & valuation per unit: 500,00€ (in case of a successful sale or the transfer was successful thru us, these costs will be omitted).*
- *Consultation & support as well as marketing & sale per unit: 3% of the sales price if exclusive to us (only to be paid in case of a successful sale of the unit thru us or if our company successfully mediates a buyer).*
- *Development & renovation (pre sale): 3% of the commissioned volume (min. 500,00€ per project), whereas negotiations with tenants need to be negotiated separately (depending on the effort).*

(all prices are exclusive of VAT; potential additional expenses will be billed separately)

In special cases, some of the services can be omitted if not required or can be dropped by the client when placing the order. We will be happy to submit an offer for you that is customized to your needs.

➤ Let us sell your unit for you - TRUST-AGN Holding is looking forward to hearing from you