

# SELLING YOUR PROPERTY WITH



● GÉRANIUM ●

LEADING INDEPENDENT AGENCY IN THE MORZINE AREA

Contact us to discuss your property further

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[GERANIUM74.COM](http://GERANIUM74.COM)

# WHY GERANIUM?

- **International...** Our team of sales negotiators are all bi-lingual and are a mix of French and British nationals
- **Qualified...** we are professionally trained to current industry standards and deliver a knowledgeable and professional service
- **Experienced...** We have one of the largest selection of properties on the market and so attract a wide range of buyers
- **Results Driven...** We conduct annual market research, analyzing the profile of buyers in the valley, the types of property they have bought and where, to help target our copy and sales technique
- **Professional...** We are fully insured for the service we provide and are members of the FNAIM allowing us access to a large range of resources from legal advice and continued professional training
- **Competitive...** Our high street location in the centre of St Jean d'Aulps ensures a constant stream of potential buyers
- **Responsive...** We have one of the industry's leading back office systems which we give you access via your own password so that you can track the viewings and get updates on how your sale is progressing. We send you a monthly report so you have up to date information about how the marketing is progressing

## FINDING YOU BUYERS

To market your property we use the latest search engine optimization techniques to ensure our site is as high as possible in the search engine rankings to achieve excellent visibility in a crowded market.

- We have a monthly Google Ads budget to drive traffic to the site
- We have a daily upload of properties to our selected web portals
- We have a solid relationship with the international property press and where possible, arrange placement of properties in international property buying articles

# WORKING WITH YOU STEP BY STEP

## Step 1: Free Valuations

We offer a free market appraisal and will get back to you within 24 hours with a valuation.

## Step 2: Preparing your file

To sell your property we need to gather information about it. On the back page is a list of the documents you will need to provide us and eventually the Notaire.

## Step 3: Signing the our contract

You will be sent a Mandat de Vente to sign and as soon as this is signed we can start the marketing of your property.

## Step 4: Details and photos

We will prepare professional bi-lingual details including floor plans and high quality photos.

## Step 5: Marketing your property

Your property will be matched with all potential buyers in our extensive database. It will be uploaded onto our site and sent to all portals. It will also be put into our window.

## Step 6: Viewings

We will keep you up to date with all viewings and email you before and give you feedback afterwards.

## Step 7: Offers

We will communicate all offers to you and give you advice on how to proceed.

## Step 8: Sale

Once you have accepted an offer we accompany you through the entire post sales process to a successful conclusion.

### Mandat Simple or Mandat Exclusive

The Mandat is the contract you will sign with Géranium to instruct us to put your property on the market. It details the price, commission and working practices.

There are 2 types of Mandats and these are explained below:

#### Mandat Exclusive

- Sole agency for specified period
- All potential clients pass through Géranium
- Advantage to you : reduced commission

#### Mandat Simple

- Multi agency (you can work with as many agents as you like and sell to private contacts)
- Standard term of 15 months
- Standard commission



# DOCUMENTS YOU WILL NEED TO PREPARE...

- Copy of your tax bills (taxe foncière and taxe d'habitation)
  - A copy of your title deeds (1st 6 pages), plus if relevant:
    - A list of all furniture and fittings included in the sale, if appropriate
    - A decree nisi in case of divorce
    - A plan of the property (optional)
    - A key for the property
  - A copy of one year's management charges (for properties in copropriétés)
- A copy of any rental agreement, if appropriate
- Electricity and bills for the last three years
  - **Certificates concerning:** Asbestos, Lead, A diagnostic of the energy consumption (Performance Énergétique), Survey of the electrical installation, Survey of the gas installation, Measurement survey (Loi Carrez) for properties in copropriétés

## If you are selling a chalet or farm you will also need...

- A copy of the planning permission and certificate to show the building work is complete (Déclaration d'Achèvement des Travaux/Certificat de conformité)
- Any existing rights of way
- If the property is less than 10 years old, a copy of the 10 year building guarantee
- If the property is less than 5 years old, the bills for the purchase of the land and the construction of the building
- If the property is not on mains drains, the inspection report of the septic tank

**These various documents will enable us to have a complete file on your property and will help us to sell it more effectively. We can assist you in obtaining the certificates if you do not have these.**

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