



PRESENTATION · THE HOUSE

The house *in brief*

The estate agency of Affinités, based in Pully. Artificial intelligence for evidence and speed, a broker for trust.

10 years

of transaction experience

200+

transactions, residential and commercial

Day and night

the telephone answers, weekends included



01 WHO WE ARE

An agency born of *an AI consultancy*

Affinités guides SMEs in French-speaking Switzerland through their move to artificial intelligence. Affinités Immobilier brings the same discipline to the property transaction: every official record read, every figure justified, every step run by a system and checked by a professional.

The broker's trade has barely changed in thirty years, while information about a property has become public, abundant and calculable. Artificial intelligence does not sell your property: it brings evidence, speed and the memory of every file. Judgement, viewings and negotiation remain human.

10 years

of transaction experience

200+

successful transactions

48 hfor a written valuation
report, complimentary**24 / 7**the telephone answers,
every day

02 WHO DOES WHAT

The machine proves, *the broker decides*

Artificial intelligence reads the federal register of buildings and the land survey as soon as the address is entered; adjusts every comparable with the official index of the Federal Statistical Office; reads minutes, energy certificates and leases; qualifies every buyer according to their bank's calculation; drafts listings in three languages.

The broker visits the property: the light, the real condition, the noise, what no data can see. He sets the price and defends it, decides on every presentation, conducts viewings, negotiates, checks the financing behind each offer and coordinates the bank and the notary up to the deed.

AI reads and drafts, arithmetic ranks, a person decides. And the client always chooses.



03 YOUR CONTACT

Alexandre, *from the first call to the keys*

Background	Broker trained with USPI, the Swiss association of real-estate professionals. Founder of Affinités.	Experience	Ten years in transactions and more than two hundred successful transactions, residential and commercial.
Method	He handles every mandate himself, from valuation to handing over the keys: no hand-offs, no call centre.	Area	Lavaux, Lausanne and East Lausanne, known street by street: Pully, Lutry, Paudex, Belmont, Bourg-en-Lavaux; the Riviera too.

04 WHAT THE HOUSE DOES

Sell, buy, *invest*

✓ Sell Condominium flats (PPE), villas, houses, building land: a fixed flat fee, under exclusive mandate, never a percentage.	✓ Buy A complimentary affordability check, then four flat-fee steps, on your side of the table.
✓ Commercial Investment and mixed-use buildings, premises and offices, businesses: on quotation, on success.	✓ Abroad A selection of properties outside Switzerland, presented with the same file as a property here.
✓ Online instruments Value your property, check your buying capacity or the yield of a building, ask the Advisor: all complimentary.	✓ Reception Noah answers the telephone day and night and takes your request; Alexandre calls you back.

05 A SALE

Thirteen steps, *four stages*

I	II	III	IV
Value	Prepare	Sell	Complete
Discovery of the project, visit and valuation, signed mandate, pre-analysis and official data.	File and documents verified; photos, plans and 3D tour depending on the package; documents read and summarised.	Targeted distribution, qualified buyers, viewings, offers compared, negotiation.	Financing confirmed, deed at the notary's, handover of the keys.



06 OUR SERVICES

Eight services, *never a percentage*

				
	SELL	VALUATION REPORT	ESSENTIEL	PREMIUM
For	Knowing your property's value	Flats and houses	Villas and distinctive properties	Yield, premises, businesses
Price	Complimentary	8'900	13'900	On quotation
Payment	No commitment	Nothing up front, all at the deed	2'900 on signing, deducted; 11'000 at the deed	On successful completion

				
	BUY	PASSPORT	DIAGNOSTIC	REPRESENTATION
For	Proving your financing	Framing your project	Securing a property found	Searching for you
Price	190	690	2'900, or 3'900 above 1.5 million	From 7'900, by purchase price
Payment	On ordering, online	On ordering, online	900 on ordering; balance at the deed	1'500 on ordering; balance at the deed

Amounts excl. VAT. On the buyer side, each step contains the one below it, and whatever has been paid is deducted from the next. Full schedule: document E22.

07 REACH US

One call, *day and night*

Telephone +41 21 312 85 58, day and night, weekends and holidays included. Noah takes the request; Alexandre calls back within 24 working hours.

Email hello@affinites.ch: the broker replies within 24 working hours.

Address Avenue de Lavaux 70A, 1009 Pully, by appointment.

Online affinites-immobilier.ch/en: valuation, buying capacity, the Advisor.

Let us look at *your project*

A first conversation, with no commitment. To sell, a written valuation report within 48 hours of the visit, complimentary.

TELEPHONE

021 312 85 58

day and night, weekends included

EMAIL

hello@affinites.ch

reply within 24 working hours



This service online

Alexandre · Affinités Immobilier
Avenue de Lavaux 70A, 1009 Pully

OUR SERVICES



Valuation



Essentiel



Premium



Commercial



Passport



Diagnostic



Representation



Property Search