



SERVICE SHEET · SELL

The valuation *report*

What is your property worth, with evidence to back it? A written, reasoned report, complimentary and with no commitment: three readings, a confidence index and the bank valuation.

Complimentary with no commitment	48 h for the written report, after the visit	Three readings and the bank valuation, separately
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01 IN BRIEF

A price, *with evidence*

A figure without justification is of no use to you, neither with a buyer nor with their bank. You receive a written report: the comparables used, the official data on the building, what pushes the price up and what holds it back.

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the report is complimentary, with no commitment

24 h

working hours for the first call

1 hour

of visit on site

48 h

for the written report, after the visit

02 THE PROCESS

From the address *to the written report*

I

The address

Entered on the Valuation page, or by phone. The building's record is read in the federal register.

II

The call

Within 24 working hours, to clarify the property and your plans, and to set the visit.

III

The visit

One hour on site: the real condition, the light, the nuisances, everything no data can see.

IV

The report

In writing, within 48 hours: a range, the recommended asking price, the bank valuation.

The form asks for the address, the type of property (condominium flat, detached or semi-detached villa, investment property, land), its condition, the floor areas, the rooms, the year, its assets, your reason and your time horizon; the price you have in mind and any particular features are optional. Nothing is passed on to third parties.

As soon as the address is selected, we read the building's record in the federal register (year, floor areas, heating) and, without displaying them, road and rail noise, public transport links, the building zone, radon and the solar potential of the roof.



03 THE METHOD

Three *independent readings*

The market, the bank, the investor: three views of the same property, brought together, with the gap between them measured. A fair price sells; a flattering price wears thin.

**The comparative value**

Recent sales in the area, each comparable adjusted with a written grid and updated with the FSO price index.

**The hedonic value**

A statistical model of the kind banks use; it is what points to the bank valuation.

**The yield value**

If the property is let, the value derived from its rent roll.

04 CONFIDENCE

An index *on every report*

The weighting

The readings are weighted against one another, and the gap between them is measured.

Index A, B or C

Every report carries its confidence index: you know what the figure you are reading is worth.

The 15% gap

Beyond a 15% gap between the readings, no report without a second visit.

The sources

The report cites its comparables and its sources. We never overvalue to win a mandate.

**The bank valuation, separately**

What a bank will accept to finance a buyer. It is often what decides the sale. It appears separately on every report.



05 WHAT YOU RECEIVE

A report *to decide with***A range**

The value of your property, established from the three readings.

**The recommended price**

The asking price that the method can defend.

**The bank valuation**

Given separately, so you know what a buyer will be able to finance.

**Strengths and drawbacks**

What pushes the price up and what holds it back, with the official data.

**A let property**

The lease passes to the buyer; any cantonal authorisation (LPPPL) is checked from the valuation.

**A current mortgage**

With a fixed rate, the early repayment penalty is calculated before the price is set.

06 WHAT COMES NEXT

No commitment, *and every year***No commitment**

Asking for a valuation report binds you to nothing: what follows is decided later, or never.

The annual update

Each year, an update of your report is offered to you, complimentary.

If you entrust us with the sale

A fixed flat fee from CHF 8'900 excl. VAT, under an exclusive mandate. No percentage of the price.

Essentiel or Premium

Essentiel is paid only if the sale goes through. The details are in documents B4 and B5.

Every property proven, every price defended.

What is *your property* worth?

Enter the address on the Valuation page or call us: a call within 24 working hours, a one-hour visit, a written report within 48 hours.

TELEPHONE

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day and night, weekends included

EMAIL

hello@affinites.ch

reply within 24 working hours



This service online

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OUR SERVICES



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