



SERVICE SHEET · SELL

The *Essentiel* flat fee

Sell your flat or house at the right price, quickly, with no surprises at the notary's. A fixed flat fee, never a percentage.

CHF 8'900

fixed flat fee, excl. VAT

Nothing upfront

all at the deed, only if the sale goes through

One contact

from the first call to the keys



01 IN BRIEF

Selling at the right price, *with no percentage*

Essentiel is designed for flats and houses. Alexandre conducts your sale himself, from the valuation to the handover of the keys; artificial intelligence brings the evidence, the speed and the memory of every file.

8'900

fixed flat fee, whatever the sale price

0

upfront; everything is paid at the deed

48 h

for the written valuation report, after the visit

Monday

a report every week, by email

02 WHAT IS INCLUDED

Everything needed *to sell*

**The valuation and the bank valuation**

Prepared by artificial intelligence, confirmed by Alexandre after visiting the property.

**The verified file**

Documents gathered, read and summarised before going to market, not just before the notary.

**The listing**

Written in French, English and German, with no claim that does not rest on a document.

**The marketing**

On the property portals, according to the route to market you choose.

**Qualified buyers**

Each buyer's capacity is calculated before the viewing.

**Viewings and offers**

Each offer compared on the strength of its financing, then the negotiation.

**The bank and the notary**

Financing confirmed, documents and deadlines tracked through to the deed.

**The seller portal**

Every viewing, offer and step, dated, without having to call. The phone is answered day and night.



03 THE PROCESS

Thirteen steps, *four stages*

I

Value

Understanding your plans, visit and valuation, mandate signed, preliminary analysis and official data.

II

Prepare

File and documents verified; minutes and documents read and summarised.

III

Sell

Targeted marketing, qualified buyers, viewings, offers compared, negotiation.

IV

Complete

Financing confirmed, deed at the notary's, handover of the keys.

04 THE MANDATE

Everything in writing *before the first step*

The term

Six months, renewable, then month to month with thirty days' notice. Revocable at any time (art. 404 CO).

Our**commitments**

A report every Monday; a reply within 24 working hours; no viewing without verified capacity; every written offer passed on within 24 hours.

The free exit

If these commitments are not kept, you terminate at no cost from the sixtieth day.

Loyalty

We defend your interests alone and receive nothing from the buyer.

Payment

The notary pays the flat fee from the sale price, on the day of the deed, on your instruction.

Not included

Notary and land register fees, as a rule paid by the buyer in the canton of Vaud; the CECB, borne by the seller.



If the property does not sell

With Essentiel, nothing is due. No additional advertising, photography or file fees.

We never represent the seller and the buyer in the same negotiation.



05 COMPARE

Essentiel *and its neighbours*

	 ESSENTIEL	 PREMIUM	 COMMERCIAL
For which properties	Flats and houses	Villas and distinctive properties	Investment, premises, businesses
Price	8'900	13'900	On quotation
Valuation and verified file	Included	Included	Yield value, investor file
Photo, video, 3D tour	No	Included	Depending on the property
Payment	All at the deed	2'900 at signature, deducted; 11'000 at the deed	On completion of the transaction
If the property does not sell	Nothing is due	Only the 2'900 is retained	As per the written quotation

06 YOUR FILE

The documents *for a condominium flat*

- | | |
|---|--|
| ☐ Land register extract less than six months old | ☐ Renovation fund statement |
| ☐ Plans and floor areas | ☐ Service charge statement for the year |
| ☐ Title deed | ☐ CECB |
| ☐ Condominium deed and regulations | ☐ ECA insurance policy |
| ☐ Minutes of the last three owners' meetings | ☐ History and invoices of recent works |

You do not need everything on day one: we tell you where to obtain what is missing. The list for a house, an investment property or land is in document B7.

Let us talk about *your* property

A first conversation, then a one-hour visit and a written valuation report within 48 hours, complimentary and with no commitment.

TELEPHONE

021 312 85 58

day and night, weekends included

EMAIL

hello@affinites.ch

reply within 24 working hours



This service online

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OUR SERVICES



Valuation



Essentiel



Premium



Commercial



Passport



Diagnostic



Representation



Property Search