



SERVICE SHEET · SELL

The *Premium* flat fee

Essentiel, with a presentation worthy of the property, for villas and distinctive properties. A fixed flat fee, never a percentage.

CHF 13'900 fixed flat fee, excl. VAT, never more	CHF 2'900 at signature, deducted from the fee	One contact from the first call to the keys
--	---	---



01 IN BRIEF

A presentation *worthy of the property*

Premium is designed for villas and distinctive properties. It includes all of Essentiel, and adds professional production and a targeted campaign. Alexandre conducts your sale himself, from the valuation to the handover of the keys.

13'900

fixed flat fee, whatever the sale price

2'900

at signature of the mandate, deducted from the fee

11'000

the balance, paid at the deed

Monday

a report every week, by email

02 WHAT PREMIUM ADDS

All of Essentiel, *and the presentation*

**Photography and video**

Professional, commissioned as soon as the mandate is signed.

**The 3D virtual tour**

Commissioned at signature, with the photography and video.

**Redrawn floor plans**

And virtual staging of the rooms.

**The film**

Essentiel prepares a film script; Premium adds its professional production.

**The targeted campaign**

To qualified buyers, according to the route to market chosen.

**The printed brochure**

A printed sales brochure, and a private presentation of the property.

**The bank valuation**

As with Essentiel: the valuation, confirmed by Alexandre after the visit, and the bank valuation.

**And all of Essentiel**

Verified file, listing in three languages, marketing, qualified buyers, viewings, offers, negotiation, bank and notary.



03 PAYMENT

Two stages, *one fixed total*

At signature of the mandate	CHF 2'900 for presentation. It funds the production commissioned straight away: photo, video, 3D tour, plans, campaign.	At the deed of sale	The balance of CHF 11'000, paid by the notary from the sale price on the day of the deed, on your instruction.
The total	The CHF 2'900 is deducted from the flat fee: the total never exceeds CHF 13'900 excl. VAT.	What is retained	If the property does not sell, only the CHF 2'900 for presentation is retained. Nothing else is due.



No additional fees

No advertising, photography or file fees beyond the flat fee. Notary and land register fees, as a rule paid by the buyer in the canton of Vaud, are not included; the CECB energy certificate is borne by the seller, as in any sale.

04 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; photographs, plans, 3D tour; 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.



05 COMPARE

Premium *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 house*
☐ Land register extract

☐ Plans and floor areas

☐ Title deed

☐ Cadastral plan

☐ Easements

☐ CECB

☐ Building insurance (ECA)

☐ Building permit

☐ History of works

You do not need everything on day one: we tell you where to obtain what is missing. You upload each document to your seller portal; it is read, summarised and its warning points flagged. The list for a flat, an investment property or land is in document B7.



07 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.
The route to market	Public, early preview or discreet sale: you choose it in writing in the mandate. The price is the same, whatever the route.	The follow-on clause	The flat fee remains due if the sale is concluded after the mandate with a buyer introduced during it, according to the viewing slips.

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



The CECB

The cantonal energy certificate for buildings is required for any sale in the canton of Vaud. If it is missing, we order it from a certified expert as soon as the mandate is signed; it is at your expense.



Why a flat fee

A usual commission of 2 to 3% amounts to CHF 24'000 to 36'000 excl. VAT on a sale at 1.2 million. It encourages a flattering asking price to win the mandate, then a price cut to sell. Our flat fee stays at CHF 13'900: it does not depend on the price.

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

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

OUR SERVICES



Valuation



Essentiel



Premium



Commercial



Passport



Diagnostic



Representation



Property Search