



TERMS · SELL

The sale mandate, *in black and white*

A written brokerage contract, always exclusive, signed before the first step. Here is what it sets out, what it guarantees you and how it ends.

Six months exclusive, then month to month	Day 60 the free exit, at no cost	Art. 404 CO revocable at any time
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01 IN BRIEF

Everything in writing *before the first step*

The mandate is a written brokerage contract under articles 412 to 418 of the Swiss Code of Obligations. It is always exclusive and signed before anything begins: from the first day, you know what you pay, when, and what you can require of us.

6 months

of exclusive mandate,
renewable

30 days

notice, then, month to
month

24 h

to pass on any written offer
to you

Day 60

from which the free exit
applies

02 WHAT IT SETS OUT

Eight points, *agreed together*

**The asking price**

Set together on the basis of the valuation report. You remain sole master of the sale.

**The package**

Essentiel, Premium, or Commercial on quotation.

**The fixed flat fee**

Its amount and when it is due, in writing. Never a percentage.

**The route to market**

Public, early preview or discreet sale: the choice is yours.

**The term**

Six months, renewable, then month to month.

**The service commitments**

What you can require of us, in writing.

**The follow-on clause**

Where applicable, drawn from the viewing slips.

**Loyalty**

We defend your interests alone.



03 EXCLUSIVITY

One broker, *one point of contact*

We do not take non-exclusive mandates. Exclusivity is what makes a fixed flat fee and a single point of contact possible, from the first call to the handover of the keys. Alexandre conducts your sale himself: no hand-offs, no call centre.

**You remain sole master of the sale**

The asking price is set together. You accept or refuse any offer freely.

04 TERM AND REVOCATION

How the mandate *ends*

The term	Six months, renewable, then month to month with thirty days' notice.	Revocation	Possible at any time, under article 404 of the Swiss Code of Obligations.
The free exit	If our service commitments are not kept, you terminate at no cost from the sixtieth day.	After the mandate	The follow-on clause, if provided for, applies only to buyers introduced during the mandate.

05 OUR SERVICE COMMITMENTS

Written *into the mandate*

**A report every Monday**

The state of your sale by email: listing views, viewings, feedback, offers, file.

**A reply within 24 hours**

Working hours, to each of your questions.

**No viewing without verified capacity**

Each visitor's financial capacity is calculated before the viewing.

**Every written offer within 24 hours**

Passed on, then compared on the strength of its financing.



06 THE FOLLOW-ON CLAUSE

Viewing slips, *proof of introduction*

The flat fee remains due if the sale is concluded after the mandate with a buyer introduced during it. You receive the list of these buyers, drawn from the viewing slips.

Each viewing gives rise to a viewing slip signed on the spot, on the broker's screen. The signature, drawn on the screen, is never published: it proves the introduction, nothing more.

07 PAYMENT

By the notary, *on the day of the deed*

	 ESSENTIEL	 PREMIUM
Fixed flat fee, excl. VAT	8'900	13'900
At signature of the mandate	Nothing	2'900 for presentation, deducted
At the notarised deed	8'900	The balance of 11'000
If nothing sells	Nothing is due	Only the 2'900 is retained

Payment

The flat fee is due when the notarised deed is signed. You instruct the notary to pay it from the sale price on the day of the deed.

Not included

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

No additional advertising, photography or file fees. For commercial property, the flat fee is set in writing, on quotation, before anything begins, and paid on completion of the transaction.



08 LOYALTY

One side only, *yours*

The broker defends your interests alone and receives nothing from the buyer. Bank, notary and experts are chosen for the file, with no hidden remuneration. Our fee does not depend on the price: our only interest is to sell, at the price the method can defend.

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

09 EVERYTHING VISIBLE

Your seller portal, *proof of the work done*

Once the mandate is signed, you receive a personal code that opens your seller portal. Every viewing, offer and step is recorded there, timestamped by the server, never altered afterwards. You upload your documents in the same place; the phone is answered day and night, on +41 21 312 85 58.

10 ALONG THE WAY

The mandate, *from valuation to deed*

I

The valuation

Visit and written report within 48 hours, complimentary, with no commitment.

II

Signature

The mandate signed; your personal code opens the seller portal.

III

The sale

A report every Monday, offers passed on within 24 hours, viewing slips.

IV

The deed

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

Read the mandate *before you sign*

A first conversation, a one-hour visit, a written valuation report within 48 hours, complimentary and with no commitment. The mandate comes afterwards, if you so decide.

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