



SERVICE SHEET · INVEST

Commercial *property*

Sell, let, transfer, invest, with the bank's figures in hand. A market where the price is read in the lease, the yield and the risk, and where discretion matters as much as speed.

On quotation

flat fee set in writing before anything begins

On success

paid on completion of the transaction

Confidential

an anonymous file where needed



01 IN BRIEF

The price is read *in the lease*

Investment properties, premises and offices, businesses, mixed-use buildings.

Alexandre conducts every mandate himself; artificial intelligence prepares, in a few hours, the file the buyer takes to their bank.

Quotation

according to the property
and the assignment

In writing

the flat fee is set before
anything begins

On success

paid on completion of the
transaction

Monday

a report every week

02 WHAT WE DO

Five assignments, *one method*



Sale of investment properties

Rent roll verified, charges itemised, capitalised value and bank test before going to market.



Sale and letting of premises

Shops, offices, workshops, storage: a market rent backed by evidence, qualified tenants, a negotiated lease.



Business transfers

Restaurants, shops, practices, salons: business value, lease assignment, confidentiality until signing.



Mixed-use buildings

Residential and business use in a single property: each part valued on its own market, then reconciled.



Advice for investors

Targeted search, real yield, leases and upcoming works, vacancy risk, the value the bank will accept. Never on a property for which we hold the sale mandate.



03 INVESTMENT PROPERTIES

A file the buyer takes *to their bank as it stands*

What the machine reads

In a few hours: rent roll, leases and expiry dates, charges, gross and net yield, capitalised value, bank test, federal register, zoning, noise, transport links, neighbourhood permits.

What the broker does

The technical visit, the price set and defended, buyers with verified financing, the negotiation, coordination with the bank, the notary and the property manager.

The valuation

First by capitalised value, based on the net rent roll and a justified capitalisation rate, then by comparison with sales in the area.

The bank valuation

We also calculate the value a buyer's bank will accept: it lends on the lower of the two, price or value.

04 PREMISES AND OFFICES

The right tenant, *at the rent the market pays*

I**Read the market**

Rents achieved in the street and the neighbourhood, footfall, visibility, access.

II**Set the price**

Price or rent justified in writing, defensible in front of the tenant.

III**Market**

Professional portals, a network of retailers and companies.

IV**Qualify**

Solvency, plans, guarantees, before any viewing.

V**Negotiate the lease**

Term, indexation, options, works, guarantees.



05 BUSINESSES

Selling or taking over, *in complete discretion*

What is transferred	The clientele and the trading name, the fittings and equipment, the stock, and above all the right to the lease that secures the location.	What creates the value	The actual results of the last three financial years, the rent and term of the lease, the location, the condition of the installations, the operating licences.
The commercial lease	Its transfer requires the landlord's written consent, which may be refused only on valid grounds, for example an insolvent buyer. We prepare this step from the outset.	The buyers	Qualified before being introduced: financing, experience, required licences.

I	II	III	IV	V
Value	The file	Qualify	The landlord	The transfer
Accounts, lease, location, installations.	Anonymous presentation, key figures verified.	Buyers with verified plans and financing.	Lease transfer prepared and obtained.	Price, inventory, takeover date, warranties.



Nothing leaks before signing

An anonymous file, a signed confidentiality undertaking before any detailed information, viewings outside opening hours. The address, trading name, accounts and photographs are given only after that undertaking, to a buyer whose plans and financing have been verified; the figures declared by the seller are checked against the accounts. Staff and customers are informed when you choose.



06 FEES

On quotation, *in writing before anything begins*

The flat fee is set in writing according to the property and the assignment; as in residential, it is paid on completion of the transaction. If the property does not sell: as set out in the written quotation.

**The value**

Capitalised value or business value.

**The investor file**

Rent roll, leases, charges, bank test.

**Targeted marketing**

Confidential where needed.

**Qualified buyers**

Viewings, offers and negotiation.

**Bank and notary**

Through to the deed.

**Follow-up**

Monday report, seller portal, phone line day and night.

**Depending on the property**

Photography, video, 3D tour, plans and printed file.

**No percentage**

A fixed flat fee, known before we start.

07 INVESTORS

Buying a yield, *not a promise*

For investors, we search, analyse and negotiate: the real rent roll, upcoming works, vacancy risk, the value the bank will accept. Buildings and businesses often change hands off-market; the Buyer Passport, your financing verified against documents, opens them to you first (CHF 190, one-off, valid for six months). The documents to gather are listed in document D21.

Independent advice, never on a property for which we hold the sale mandate.

Let us talk, *in confidence*

A building, premises, a business: a first conversation, then a written quotation before anything begins.

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



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Representation



Property Search