



REFERENCE · FEES

Our fees

Published prices, set in writing before any work begins. No percentage, no hidden costs.

Complimentary the valuation report, with no commitment	CHF 8'900 the Essentiel sale, all at the deed	Excl. VAT every amount in this document
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01 SELL

Residential *and commercial*

	 VALUATION REPORT	 ESSENTIEL	 PREMIUM	 COMMERCIAL
For which properties	Flat, villa, building, land	Flats and houses	Villas and distinctive properties	Investment buildings, premises and offices, businesses
Price	Complimentary	8'900	13'900	On written quotation
What is included	Visit, written report within 48 hours, bank valuation	Valuation, verified file, listing, distribution, qualified buyers, viewings, offers, negotiation, bank and notary, Monday report	The Essentiel, plus professional photography and video, 3D tour, floor plans, virtual staging, targeted campaign, printed brochure	Yield or business value, investor file, targeted distribution, confidential where needed
Payment	No commitment	Nothing up front; everything at the deed of sale	2'900 on signing the mandate, deducted; balance of 11'000 at the deed	On successful completion of the transaction
If the property does not sell	—	Nothing is due	Only the 2'900 is retained	As set out in the written quotation

Premium: the 2'900 for presentation funds the production committed from signing (photography, video, 3D tour, floor plans, campaign). It is retained, and deducted from the flat fee on sale: the total never exceeds 13'900.

**To compare**

The custom is a commission of 2 to 3% of the price, plus VAT: 24'000 to 36'000 on a sale of 1.2 million. Our flat fee remains 8'900 or 13'900. A percentage encourages a flattering asking price; our remuneration does not depend on the price.



02 TERMS OF SALE

Simple, *and in writing*

Exclusivity	A single broker, a single point of contact: that is what makes a fixed flat fee possible. We work only under exclusive mandate.	Six months, renewable	The mandate runs for six months, then renews. The flat fee is due if the property sells during the exclusivity period.
Paid on success	The flat fee is due on signing the notarised deed; the notary pays it out of the sale price, on your instruction.	Free exit	If we do not meet our service commitments, you may terminate the mandate at no cost after 60 days.
Nothing extra	No additional advertising, photography or file costs on top of the flat fee.	No dual role	We never represent the seller and the buyer in the same negotiation.

03 PAYING

Online, *or at the deed*

Buyer side	Everything is ordered and paid online, through SumUp. We never see your card.	Seller side	The flat fee is paid by the notary, out of the sale price, on the day of the deed; for Premium, 2'900 on signing the mandate.
Deposits	Representation: 900, linked to the property named. Property Search: 1'500. The balance is due on signing the notarised deed.	Referral commissions	We receive nothing from the seller: any referral commission offered is deducted from the buyer's fees.

Our remuneration does not depend on the price: our only interest is to sell, at the price the method can defend.



04 BUY

Four steps, at a fixed flat fee

	 PASSPORT	 DIAGNOSTIC	 REPRESENTATION	 PROPERTY SEARCH
The question	Proving your financing	What can I buy, and where?	Is this property worth the price?	Finding the right property, even off-market
Price	190	690	2'900 up to 1.5 million; 3'900 above	7'900 to 15'900 by price; on quotation above 2.5 million
What is included	Capacity verified against documents, dated, six months; early previews, discreet sales, viewing priority	Real budget, equity, purchase costs, municipalities, strategy; written report; passport	Value, condominium (PPE) file, second viewing, offer, negotiation, bank, notary; passport	Six months of searching, public and hidden market, pre-viewings; Diagnostic and Representation
Payment	On ordering, online	On ordering, online	900 on ordering; balance at the deed	1'500 on ordering; balance at the deed
If the purchase does not happen	Refunded until a document is verified	Refunded until the session has taken place	The 900 is retained, nothing more	Only the entry fee is due

05 PROPERTY SEARCH

The scale, by actual purchase price

ACTUAL PURCHASE PRICE	FLAT FEE	ON ORDERING	AT THE DEED
Up to 800'000	7'900	1'500	6'400
From 800'000 to 1.5 million	11'900	1'500	10'400
From 1.5 to 2.5 million	15'900	1'500	14'400
Above 2.5 million	On quotation, set in writing before any work begins		



06 NOTHING IS PAID TWICE

Deductions, *from one step to the next*

**Each step contains the one below**

The passport is included in the Diagnostic, the Diagnostic and Representation in the Property Search.

**The passport**

Its 190 is deducted if, within twelve months of payment, you entrust us with a Diagnostic, Representation or the Property Search.

**The Diagnostic**

Its 690 is deducted from Representation or a Property Search entrusted within six months; a passport still valid is then refunded.

**Representation**

A Diagnostic paid within six months, or a passport within twelve months, is deducted from the balance at the deed.

**Property Search**

A Diagnostic or a Representation deposit paid within six months, or a passport within twelve months, is deducted from the flat fee.

**A property found yourself**

During a Property Search, it is invoiced at the Representation price, not on the Property Search scale.

The 1'500 entry fee covers the brief, the Diagnostic and the passport; it is retained once the mandate is signed, and refunded in full if it is not. No bonus on any saving negotiated.

07 NOT INCLUDED

What remains *at your expense*



VAT, on top of the published amounts



The CECB energy certificate, paid by the seller



Notary and land register fees, in principle paid by the buyer



Property transfer tax, in principle paid by the buyer



Property gains tax, owed by the seller

A question *about our fees?*

Call us. Every price is set in writing before any work begins, and you know in advance what you will pay.

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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Avenue de Lavaux 70A, 1009 Pully

OUR SERVICES



Valuation



Essentiel



Premium



Commercial



Passport



Diagnostic



Representation



Property Search