

## SELLING PROCESS

1	<b>Individual consultancy</b>	The real estate sector goes hand in hand with trust, and we understand the importance of a good relationship with the client. We care about your needs and stand out because we are always looking for quality solutions to best meet your requests. Our specialist will accompany you throughout the entire sales process. Call us or send us an email, and we will get back to you as soon as possible.
2	<b>Valuation</b>	To best market your property, it is necessary to carry out a free and non-binding initial visit. Our training combined with experience allows us to evaluate the correct price of the property, not too low to devalue it but not too high to avoid losing potential clients. Upon request, we also offer a professional valuation.
3	<b>Mandate</b>	Once all outstanding issues are clarified, the sale price is agreed upon, the mandate is signed, and all property-related documents are submitted, the cooperation can begin.
4	<b>Marketing</b>	First impressions count. We analyze your property, compare it with those on the market, and find the best way to present and market it. In collaboration with professionals, we create a complete promotion featuring professional photo-video services and persuasive brochure in Italian, German and English. The property will be published on real estate portals, our website, and various social media platforms. Additionally, we create brochures, flyers, billboards, and advertisements for various regional magazines.
5	<b>Visits</b>	We take care of everything, from communicating with potential buyers to arranging visits. Once we find the buyer, we negotiate all contractual arrangements such as purchase price, payment terms, conditions and handover. Our goal is to advise you in the best possible way.
6	<b>Reservation</b>	When a potential buyer is interested in the property, a reservation contract is typically signed, in which both parties commit to honoring the agreement. In this contract, the buyer agrees to pay a deposit (usually 10% of the sale price) to the notary. Please note: the contract is not binding. Either party can withdraw from the contract at any time, settling only any agreed-upon and/or incurred expenses.
7	<b>Contract</b>	After concluding discussions with the buyer and seller, it is the task of the notary to draft the contract and any attachments. We will be happy to explain all parts of the contract in detail, answer any questions you may have, ensure that the irrevocable promise of payment from the financing bank is available, arrange the notary appointment, and accompany you to the notarial deed. Subsequently, the contract must be signed by the buyer, seller, and notary.
8	<b>Handover</b>	Of course, we will also assist you with the handover of the property to the new owner. We celebrate this moment with you and remain available for any further needs you may have.