



## Valuation and mandate

The real estate negotiator is responsible for visiting the site to value the property and to determine the best sale price with the vendors. The office will then produce a mandate (whether exclusive or not) for the sale of the property.



## Visits

The office is in charge of visits to the property. Being present during visits makes it possible to provide all the necessary information and answer all questions from potential purchasers.



## Sale

## Sale of the property

Once the mandate has been signed by all the vendors, the office deals with the sale of the property through its various stages:

1. Preparation of technical diagnostics
2. Drafting of the advertisement
3. Publication on various formats and media



## Provisional sale agreement

Once both parties agree, the office is responsible for drafting the provisional sale agreement. This allows vendors to keep the same contact person

