



# buyers' bröker

International Capability Statement



Exclusive buyers' representation is well established worldwide and allows property buyers and investors access to professional, expert advice without having to deal with sales personnel. Most real estate markets have primarily pro-seller practices and regulations; by extension, the entire transaction is anti-buyer. For this reason, we regularly champion causes on behalf of buyers on a range of issues, from management companies to unfair developers' practices (to include fixed-price guarantees and poorly implemented option schemes).



Buyers Broker International operates from a base in Barcelona, Spain and has a network of buyers' brokers operating throughout Europe. All of our brokers are licensed and regulated in accordance with the laws of the country in which they operate and deal with residential and commercial real estate of all values.

The benefits of using an international buyers' broker are many, namely;

- Our brokers have access to every property on the open market and to a large number of off-market opportunities (anecdotally 80% of "available" properties at any one time are marketed publicly, about 20% is available off-market through various sources).
- Our brokers NEVER sell property or receive commission from the seller and for that reason buyers can be assured that we are entirely independent in the advice that we give and the properties we select and recommend.
- We have detailed, working knowledge of the local and international markets so buyers receive the most up-to-date, accurate, factual data to support their investment.

- Where possible, brokers offer access to below market value properties (BMV) to ensure best value.
- More importantly, our brokers have already spent years getting to know their local markets and cultivating relationships with vendors, banks and other property professionals so that you don't need to.

The range of services our network provides has evolved as the international markets continue to evolve. Essentially, our brokers source residential and commercial property opportunities for buyers/investors across Europe and beyond. They also advise on the negotiations to secure properties at the best possible value and guide clients through the entire purchase process. They are in a position to refer ancillary services through vetted providers, generally at discounted prices for Buyers Broker International clients.

We understand that, for some, house-hunting might be a pleasurable hobby and negotiations a relished challenge. For this reason, we have an advisory service for clients who wish to source and negotiate their own purchase with the support of our experienced local buyers' brokers. We will independently advise buyers on their selected properties and expertly guide them through the offer and acceptance process.

While the process varies from client to client, it is generally as follows:

1. On-line consultation with new clients where initial (flexible) criterion are agreed upon.
2. Initiate the search of suitable properties currently on the open market.
3. Contact off-market sources of suitable properties in the chosen area.

4. Value test each property and pre-negotiate with the sellers/sellers agent.
5. Shortlist properties for presentation to client.
6. Arrange viewings, subject to clients feedback and instructions.
7. Intensive 3 day viewing trip to show clients around and view the most likely properties.
8. Carry out due diligence on chosen property/properties.
9. Put a time-limited offer to the estate agent (subject to structural survey).
10. Negotiations leading to acceptance – property will be sale-agreed.



We also offer referrals to a variety of trusted professionals ranging from mortgage brokers, engineers and solicitors to landscapers and feng shui consultants, usually at discounted prices for Buyers Broker clients. The primary objective of the 'power team' is to

maximise our clients' value and thereby protecting the total spend on property regardless of budget.

#### Fees:

If you wish to engage an exclusive buyers' broker in your chosen area to secure a property, you have a number of options as follows:

Please note that all fees quoted are subject to local government VAT/IVA/Taxes and the rate of such depends upon the country chosen.

#### 1. Consultation only basis

€125.00 per hour face to face or on-line advice-only service

#### 2. Negotiation only service

Our negotiation only service is billed on the basis of an initial consultation and then an hourly rate with a success fee payable if and when target savings are achieved for buyers. These target savings must be agreed between the buyer and their local broker in advance of any negotiations. There is an initial retainer payable at the time of engagement of €500.00.

#### 3. Auction Attendance & Bidding services

€499.00 payable in advance of the auction date. Your appointed broker will attend the auction on the day and bid on your behalf, strictly subject to instructions. There is a further success fee of €500.00 if and when property is secured.

#### 4. Complete auction services

€1,500.00 for research, due diligence, engineer/surveyors report and attendance to bid with a success fee of €500.00 if and when property is secured.

#### 5. Sourcing and Negotiation arrangement

Three month house-hunting contract: There is an initial retainer payable at the time of engagement of €500.00 for residential properties. Fees payable if and when the ideal home is successfully secured are as follows:

We assure all clients that they can contact a broker when they need to. In this regard, we aim to respond to all client queries within 24 hours during working time. We genuinely understand that this process has the potential to cause stress for buyers; however, it is also an exciting time of change for the parties involved. Sometimes our role is to remind clients to stay focused on the bigger picture, the end result, which is their dream home or high performing investment.

To do this, we take all possible steps to reduce the likelihood of stress by arranging viewings (and cancellations, estate agent no-shows and rescheduling), dealing with selling agents/auctioneers (what they say and what they mean), sourcing competitive conveyancing services and ensuring that all balls are kept in the air. It is certainly fair to say that our buyers' brokers become first-rate jugglers!

Buyers Broker International, as a collaborative network of individual property service providers, is actively promoting the role of buyers' representatives

internationally so that buyers realise they are no longer alone in the transaction; buyers can now seek professional representation to guide them through their purchase. It is important to note that our service in no way infringes on traditional sellers' agents. The majority of auctioneers and estate agents are indeed experts at selling property; however, buyers need independent and expert advice from a property professional that has no vested interest in promoting any one particular property over another. This is how balance will be achieved and equality restored within the market.

For further information contact:

+442032863699 (All Countries)

[info@buyersbrokerinternational.com](mailto:info@buyersbrokerinternational.com)

[www.buyersbrokerinternational.com](http://www.buyersbrokerinternational.com)

