



Seller Information

How we sell your property

We are glad that you are considering the sale of your property. For many people this is a decision that reaches well beyond figures, and that is exactly how we accompany you: with composure, experience and a clear eye for the value of your home. On this sheet we show you how a sale with us works and what to expect along the way.

— STEP 1

Preparation and presentation

At the outset we take stock of your property without haste and prepare all documents with care. We review the papers you hold, obtain any missing records and produce professional photographs together with a property brochure that sets out the strengths of your property clearly. This creates a sound basis that convinces prospective buyers and builds trust from the very start.

— STEP 3

Enquiries and viewings

We answer incoming enquiries, assess how serious they are and arrange viewing appointments so that they fit into your daily routine. We conduct the viewings in person and guide prospective buyers through your property with expertise. You retain a full overview at all times, without having to concern yourself with the organisation.

— STEP 5

Notary appointment and handover

Once the right buyer has been found, we agree the purchase contract with the notary and accompany you to the notarisation. We then coordinate the handover of the property along with the transfer of benefits and burdens, so that the completion proceeds in an orderly manner and with no open questions.

— STEP 2

Marketing with reach

We then bring your property to the right prospective buyers in a targeted way. Alongside the established portals and selected social channels, we draw on our register of pre-registered prospective buyers. If you wish, we can also market your property discreetly, away from the public eye.

— STEP 4

Negotiation and decision

As soon as there is concrete interest, we conduct the price and sale negotiations in your interest. We represent your position calmly and reliably and ensure that the outcome is one that holds up for both sides. You make the decision; we prepare it thoroughly for you.

— DOCUMENTS

What you should have to hand

Among the useful items are the land register extract, site plan, living area calculation, floor plans and Energy Performance Certificate, together with proof of building insurance and property tax. For a condominium, the declaration of division, the annual budget, the service charge statement and the minutes of the most recent owners' meetings are also required. We obtain much of this for you on request, so that the effort on your part remains manageable.

A good sale succeeds when preparation, reach and negotiation work hand in hand.

LET'S TALK

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