

# Your property finder in Uzège

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

## Added value

### Different reasons for using a buyer's agent

Most people who use my services for their Uzège property search do so because they:

- Want to save time during their search. It can take up to three months, and numerous visits, to properly research and view properties during a typical property search, and that is after you have decided on the ideal village or area. I can save you this time. During registration we will assess in detail the type of property and all relevant requirements to give me the best opportunity of finding the ideal property.
- Want to get the best price. I have been involved with Uzège property long enough to have a good insight into all aspects of local property sales negotiation. I work solely for you, with me you are giving yourself the best chance of negotiating the best price and terms possible.
- Don't know the different areas. Uzège and Pont du Gard is made up of 40 villages where you buy will make a difference to price, quality of life, and chances of letting and ultimately increase in capital value of the property you buy.
- Have never bought in Uzès (or in France) before. The French system of buying a property is steeped in history, etiquette and "doing things at the right time". With my experience you can rest assured that you will know exactly when things have to be done in order to secure your ideal property.
- Want anonymity. It may be that, for your own reasons, you want to buy a property in Uzès without other people knowing. All dealings with you are in the strictest confidence. Again, our loyalty lies with you, our client, and not with any other third party.

### What is the added value of a property finder over a listing agent?

With dozens of listing agents in Uzège, buyers don't need help accessing properties. But whittling the numbers down takes time. A property finder might go and see 10 houses then tell the buyer that 8 are rubbish, and only two are worth viewing.

The reason you should choose a property finder over a listing agent is that you need real hard advice to help you conduct your property purchase and you should never forget that listing agents don't work for you, they work for the seller.

Striking up a rapport with listing agents is an essential part of the property finder's job. Often he might hear of properties before they hit the market, or uncover snippets about the seller's situation.

For example, he could find out that a vendor has taken out a bridging loan and is therefore keen to sell quickly, which is a good bargaining tool.

A property finder will also offer access to the world of properties marketed only informally. A good property finder won't leave it at that: he will even approach homeowners directly, encouraging them to sell.

A property finder will also continue to earn his fee once he has found a property, by doing the due diligence that will allow the buyer to know all the facts before putting in an offer. He will list how much comparable properties have fetched and look more broadly at the area, researching information such as flooding risks, changes to local planning legislation and future developments. This will help you to be sure you want to buy and to decide how much to bid.

A good property finder will also haggle over the price for you. - he can generate savings for his clients. He will be thinking more with his head, whereas the client will follow his heart. Most clients will recoup their finder's fee and more.

A true property finder is fee-based, works only on your behalf and has total liberty to search out property from any source. The real benefit of using this type of property finder is that they take a totally independent view of all the properties available: as you are paying them, they are in your corner as your personal consultant. This is the type of property-finding service I provide.

## Services

### A consultant on your side

In contrast to listing agents, I represent you, the buyer. I am a consultant.

My overall aim is to get the best suitable deal for my clients, save them money and oversee all property matters, as well as offer recommended third parties, ranging from solicitors, architects to builders and interior designers.

People come to me principally because they have been looking for a while and are fed up, or because they know they don't have the time or knowledge to conduct their property search in Uzès well on their own.

As the first property finder in Uzès, I will do all the legwork for you, trawling estate agents, websites and auction houses in search of your dream home. My duties involve sourcing houses based on your specifications and negotiating a price with owners or estate agents.

### End-to-end assistance

My promise is to help you find the right property for you – from initial contact to “full enjoyment”. To fulfill that promise I will:

- Assist in fine-tuning your search criteria – especially providing feedback about what is (or is not) doable;

- Screen and previsit properties meeting your criteria – down to visit shortlist;
- Organize subsequent visits – including any “travel-related” assistance;
- Obtain all relevant information (survey, planning, etc.) about the properties that you will select;
- Assist and manage on your behalf the negotiation process;
- Help and assist during the subsequent legal/contract drafting process – in liaison with the notaire (note: I work with a French/British notaire if you feel more comfortable with an English-speaking lawyer);
- Assist until the final purchase signing (“acte authentique”);
- Assist after the sale – including all assistance to help you “take full ownership” of your property (utilities, local authorities, etc.) and work coordination (when appropriate) for any refurbishment project, for a period of up to 6 months after the purchase itself.

## Fees & contract

### Success fee

I usually charge a flat success fee equivalent to up to 3.5% of your overall budget. This rate might vary depending on the complexity of the search (down to 2% for very simple searches). The amount of the fee is negotiated before we sign the contract.

*Example: if your budget is set at an initial 600,000€ maximum (excluding stamp duty, called "frais de notaire") and we agree on a flat fee of 21,600€ (3% + VAT). Whether I find a property at 550,000€ or 820,000€, your fee is fixed. Whether I find a house FSBO or via a listing agent, again, your fee is fixed.*

Typically, my fee will easily be offset by the savings I help generate during the negotiation process. Meaning that all my other services are (in essence) free of charge.

### The process

- Initial interview: we will organise a conference call during which I will answer all of your questions about the search process, the Uzège area and my services, and you will tell everything about your hopes, ambitions, and search criteria.
- Proposal: I will prepare a note summarising my understanding of your needs, and my proposal to assist you. Find an example [here](#).
- Mini-scan: I will also prepare a quick scan of market with a “very early” selection” of properties which might fit your brief, and some notes. Please be aware that this can only a sample – and that those properties may actually not fit your brief (after further inspection), or may not be available when you make your decision to come and visit. Find an example [here](#).
- Initial screening: I conducted an initial market screening for you. The total number of properties could be up to 15 -or more depending on the time available and on the offer meeting your brief. Please send me any link or PDF to properties that have already picked your interest.
- Previsits and first visit preparation: I will explore the opportunities that we will together select, get in touch with either the owners or the sellers’ agents. Subsequently, I will previsit

the selected properties – not all explored opportunities will fit the bill. And then I will organize visits.

- Viewing trip(s): I will organize the viewing trips based on the preparation discussed above. For each viewing trip, I will put together a visit document with all relevant information about the selected properties. Find an example [here](#).
- Choice and negotiation: I will help you in your selection process, down a shortlist and the choice of a preferred property. We will then discuss the price points, and I will assist and manage on your behalf the negotiation process.
- Legals: I will help and assist you during the subsequent contract drafting process – in liaison with the notaire the way until the final purchase signing (“acte authentique”).
- After sales: I will assist you after the sale – including all assistance to help you “take full ownership” of your property (utilities, local authorities, etc.) and work coordination (when appropriate) for any refurbishment project, for a period of up to 6 months after the purchase itself.

The whole process can take from anywhere from 3 to 12 months - usually 5/6 months.

## Consultancy

I can also assist you in other matters relevant to your buying process - but not strictly linked to the search process (as defined by French law).

For example, I can help in the definition of your need, organise a discovery tour, or assist you if you have found a house yourself but you need help in completing the purchase.

## References

I am happy to provide a list of past clients with their contact details - upon request.

## Search contract

So that I can do the best job for you and give you the best unbiased advice, I will ask you to sign a short-term semi-exclusive representation agreement (« mandat de recherche »), by which you agree to work exclusively with me during your search in Uzège (a minimum of three months), while retaining the flexibility to buy directly (if you find something suitable on your own and you don't need my assistance to close the deal). It is like when you choose a lawyer or a physician: 100% trust both ways. This is team process. Download a contract template [here](#).

*"Can I sign such an exclusive agreement with you after I have already seen houses in Uzège, shown by other agents?"*

Absolutely. By law, you are the sole decision maker as to which agent you wish to work with (and pay a fee or commission to). If necessary, I will advise on your behalf any other agents you may have been in contact with.

*"What is my risk as a buyer in signing an 'exclusive' agreement with you?"*

None, because you can cancel it easily - at no cost to you.

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