

Home Hunting does not exist outside the USA

Question and answers with regard to this particular kind of service can be found in this bulletin.

■ What is „Home Hunting“?

We know that many of our customers don't have the time - or the market expertise - to find just the right property in Switzerland. So, at Ginesta Real Estate, we do the job for you. With our „Home Hunting“ service, we help you locate exactly what you're looking for. We know that the Swiss market can be very limited - and tough to search, whether on the Internet or in person. Home Hunting lets you leave the search to the professionals at Ginesta Real Estate. We put our expertise about the local and regional markets, available properties, and years of experience to work for you. So relax, and feel confident that the specialists at Ginesta Real Estate will search - and find - your dream property in Switzerland!

■ What kind of customer uses your Home Hunting service?

What kind of customer uses your Home Hunting service? We provide our Home Hunting service mostly to expatriates who are unfamiliar with the local property market, and need a real estate expert on their side. We realize that many buyers might not speak the language, or are new to the Swiss real estate market, or really don't know where to begin. With a Ginesta Specialist at your side, there's no need to worry about a complex search for a new property - we do that for you! And we handle the contract paperwork once we find the house that's right for you.

■ What's the fee for Home Hunting services?

At the start of the assignment, we charge for a minor processing fee. Once we successfully procure your property, we will invoice for a Finder's Commission. This fee depends on the purchase price amount, and will be negotiated with the customer at contract close.

Responsible for Home Hunting: Denise Ginesta



What services are included in a Home Hunting assignment?

Your Ginesta Real Estate professional will help you with the many phases of the acquisition process, and will provide you with the following services:

1. Market tracking

We identify available properties that match your criteria, and collect all information about them for your review.

2. Preliminary property inspections

A Ginesta professional will personally check out the property before you do. This way, you don't waste time visiting unsuitable properties.

3. Site visits

Your Ginesta specialist will arrange for you to tour the properties of interest to you that you specifically request to visit.

4. Valuation

Based on our market expertise, we conduct a summary valuation to ascertain if the asking price is consistent with the open market: this way, you can be sure you can negotiate a fair price.

5. Negotiations with seller

We would be happy to handle the purchase negotiations with the seller – on your behalf, or together with you in person. This way, we can ensure you obtain fair price for your home – at market, or better.

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Claude A. Ginesta is a federally licensed real estate fiduciary (registered with the SVIT, the Swiss Federation of Real Estate Fiduciaries) and owner and CEO of Ginesta Real Estate AG. The company was founded in 1944 and specializes in the sale of properties in the Zurich and Grisons markets. With offices in Küsnacht, Horgen and Chur, the company operates as real estate broker throughout Switzerland for properties located across the country.

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