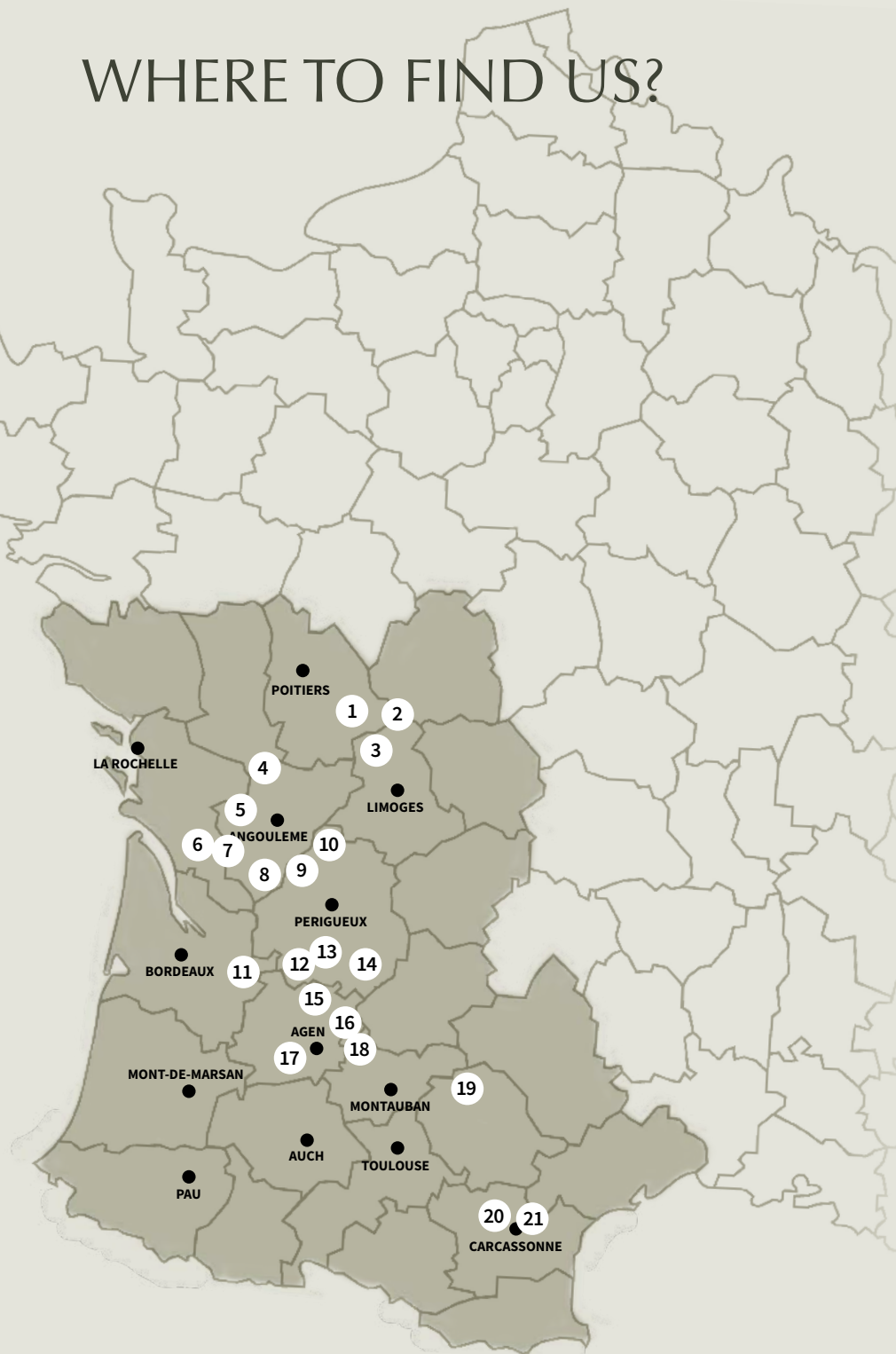




SELL YOUR PROPERTY WITH

*Beaux Villages*  
IMMOBILIER

# WHERE TO FIND US?



## OUR SHOPS / BUSINESS HUBS

1. Montmorillon, 86500 Vienne
2. Chaillac, 36310 Indre
3. Bellac, 87300 Haute-Vienne
4. Ruffec, 16700 Charente
5. Jarnac, 16200 Charente
6. Jonzac, 17500 Charente-Maritime
7. Barbezieux, 16300 Charente
8. Aubeterre-sur-Dronne, 16390 Charente
9. Verteillac, 24320 Dordogne
10. Piégut-Pluviers, 24360 Dordogne
11. Monségur, 33580 Gironde
12. Eymet, 24500 Dordogne
13. Bergerac, 24100 Dordogne
14. Cénac-et-Saint-Julien, 24250
15. Monflanquin, 47150 Lot-et-Garonne
16. Tournon-d'Agenais, 47370 Lot-et-Garonne
17. Nérac, 47600 Lot-et-Garonne
18. Montaigu-de-Quercy, 82150 Tarn-et-Garonne
19. Cordes-sur-Ciel, 81170 Tarn
20. Limoux, 13000 Aude
21. Carcassonne, 11000 Aude

## TEAMWORK

Our teams work closely together to achieve the best results, and deliver a service of excellence from the beginning of our collaboration. They are all local property experts and share their knowledge and experience. When you sell with Beaux Villages you will have a designated property consultant but also the support of the

entire local and wider team. All our property consultants undergo regular professional, nationally recognised training and pride themselves on offering a service with high ethical standards. We are proud of the testimonials and reviews posted on the Beaux Villages website and elsewhere.



## OUR VALUES

Beaux Villages Immobilier is proud of its core principles of quality, service and trust. These values match with those of Savills, who appointed us as their exclusive International Associate for the whole of south west France.

## OUR SHOPS

We have shops across the South West of France. These are business centres staffed by salaried team members and where our property consultants work together to discuss new properties on market and requirements of hot buyers. Each shop has extensive window displays where we showcase the latest properties. Exclusive mandates get priority visibility. You will find a warm welcome and a coffee at any Beaux Villages Immobilier shops!

## AVIS DE VALEUR

We are happy to come and give you an avis de valeur (or market appraisal) price for your property free of charge. Our experienced property consultants will show you comparative properties where possible to give you confidence. We will generally give you a price range where we believe your property could be successfully marketed depending on your personal situation and ideal timescales.

## WHAT WE REQUIRE AT TAKE ON

In order to help us prepare your property for marketing as quickly as possible we ask you to supply us with copies of the following documents.

### Legal documents required to market a property:

- A completed Fiche Contractuelle
- Titre de Propriété (normally a copy of your Acte de Vente)
- DPE (Energy Efficiency Certificate)
- Cadastral information

### Supplementary information:

- Taxes Foncières
- Copies of planning applications for any works done including pools
- Drainage Report
- Plan of the house (if you have one)
- Full Diagnostic reports (if you have them)

The more information you are able to give us at the time we mandate your property, the better we are able to answer questions of enquirers, and the quicker we are able to draw up a contract once we find you a buyer.

## OUR FEES

Our fee represents industry averages and norms and reflects the real cost of advertising to a broad audience and filtering enquiries to separate the curious

## WHICH CONTRACT IS RIGHT FOR YOU?

Are you fed up with agencies wanting you to sign a mandate?

**An exclusive mandate** gives you one point of contact for the entirety of your marketing needs and access to our whole award-winning team. Many people choose this who do not wish to deal with a lot of different agencies.

Should one of our competitors have serious interest we are able to liaise with them on your behalf. Terms and Conditions apply. Amongst other benefits, an exclusive mandate will:

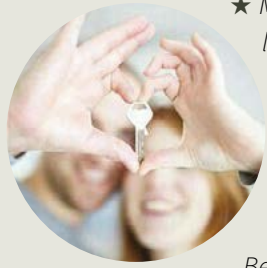
- show as a **Featured Property on our website for at least one month**
- **be guaranteed window space in one of our shops**
- **have an exclusive mailshot to our extensive database of serious buyers**
- **mean Beaux Villages will pay for your diagnostic reports (excluding DPE) when we find you a buyer. (Conditions apply)**

Networking is a big part of marketing an exclusive mandate and we will work closely both in-house and with partners to find the right buyer for your property.

With a **semi-exclusive mandate** you appoint us as the sole agent but retain the right to market your property privately. Should you find a buyer yourself, you can still take advantage of our professional negotiating and legal support services. You benefit from paid-for diagnostics and a reduction of 50% of our usual fee. We are happy to also work on a non-exclusive basis on a **mandat simple**.



# WHAT YOU HAVE TO SAY



★ *My wife and I would like to thank Beaux Villages for finding and dealing with a buyer and the notaire for the sale of our house. Beaux Villages' staff*

*have seen us through the process with unfailing efficiency and a special courteous friendliness that minimised the stress and maximised our confidence that things were proceeding as they should. Thank you.*  
G&B

★ *We just wanted to let you know how helpful one of your staff was with the sale of our small cottage in Haute Vienne. Lisa was fantastic in everything she did from initially visiting the house to finding another buyer when the original buyer withdrew, really helping with the administration process and even sorting out the notaire and insurance agent!*

*Without Lisa we would have sunk like a stone under the French Administration onslaught, we can't thank her enough.*  
R&A

★ *We would like to thank you for all your help with our house sale in Dompierre. Your professionalism made it a very painless experience. We will recommend you and Lee to anyone else wanting to buy or sell.*  
B&K

★ *I shall definitely recommend Beaux Villages to anyone else going through the process. Services such as the Smart Currency have been very useful, and of course it was good knowing that we could contact you for advice whenever about whatever.* DC



from the serious. It includes a professionally negotiated deal to the mutual satisfaction of all parties. The additional service that we provide during the legal dossier, over and above that of our competitors, is included in this fee. Our mandates state that the fee is paid by the buyer (à la charge de l'acquéreur) if the sale price is up to €500 000. For properties with a sale price of over €500 000, or if you are signing an exclusive or semi exclusive mandate, the mandate states that fees are paid by the vendor (à la charge du vendeur). In reality it is a cost of sale and purchase regardless of who is named as being responsible for it.

'A la charge du vendeur' means that your property will be advertised at a price inclusive of our fees. It tells the buyer that you are responsible for the agency fee. The buyer will pay slightly more in notarial fees.

'A la charge de l'acquéreur' means that we are obliged to highlight the asking price net to you with the fee stated clearly and separately. The buyer will pay slightly less in notarial fees. Once we have successfully negotiated a deal with a buyer introduced to you by Beaux Villages Immobilier and the compromis has been signed, regardless of the type of mandate, our fee is due when the final contract is signed. Please read carefully and understand your legal and financial liabilities in this regard.

## GET AHEAD WITH BVI+

BVI+ is a fantastic tool which allows buyers to access the exact situation of Beaux Villages properties prior to them booking a viewing. This is an opt-in service and we do not hand out details without your agreement or without checking the identity of the potential buyer.

### Our responsibility

With GPS technology freely available we understand the desire of our clients to have Google Earth coordinates and/or property addresses in order to investigate the location of properties from the internet rather than by time consuming and often expensive personal visit. We do not routinely give out either Google Earth references or addresses for three reasons:

- Because you have requested privacy
  - We have a duty of care to protect the security of your property
  - Our own commercial self interest
- We will tell a potential buyer the approximate location of a property relative to a significant and easily identifiable local town. We will not deliberately mislead them. This is where BVI+ comes in.

### How it works

In order for us to be able to provide the exact location of your property to a qualified and registered potential buyer, we simply ask that you let your Property Consultant know at take-on that you want to opt in or, once the property is on market, you can send an email to [bviplus@beauxvillages.com](mailto:bviplus@beauxvillages.com) and request the upgrade.

### Customer Support

Your first point of contact will be the BVI property consultant who listed your property. We also employ an office based multi-lingual team of specialists to filter buyer enquiries and attach them to the most appropriate local property consultant. This dedicated team supports our property consultants out in the field towards our aim to provide our clients with the best possible chance of a successful sale.



# PRESENT A PERFECT PROPERTY

## 1 Start packing

Believe you are going to sell quickly. On a viewing you want your house to look as spacious, light and airy as possible so do your home and yourself a favour and start by de-cluttering. Now is the time to start sorting knick-knacks and trinkets, ornaments and, ahem, off-putting junk.

## 2 Consider the colour

Pale and neutral is the order of the day. You want viewers to be able to picture themselves as the new owners of your property.

## 3 Keep it clear

Whenever possible we will give advance notice of a viewing but sometimes people contact us at the last moment and we'll ask if we can view at very short notice. If that doesn't suit you, just let us know and we'll make a note on your file, but the easier it is to view, the better chance we have of bringing you the right buyer. Excuse us if the following sounds like stating the absolutely obvious but you'd be surprised at what we see sometimes. Tidy as you go and you'll always be ready for a viewing. Make sure bathrooms and kitchens are spotless, mirrors and glass sparkling and taps free from

watermarks. If you do nothing else in the garden, keep the grass cut and the pool clean.

## 4 First impressions

You only get one chance to make a good first impression and a buyer has sometimes made their mind up before they even get through the front door. Here's how to add instant appeal:

- Make sure the hamlet or house name is clearly displayed so you are easy to find.
- Open gates to give a welcoming feel
- A couple of tubs of flowers on the front doorstep will add colour and create a cared-for image. Even in winter, pansies, ivy and heathers will look perky.
- Have all shutters fully open and pinned neatly back
- Clean, sparkling windows will let in the maximum amount of light
- Everyone knows the old tricks of baking bread and brewing coffee to add a homely atmosphere and they might just make it look as if you are trying too hard. Instead, if the weather allows, have windows open to let clean, fresh air flow through.
- If certain areas of the property are dark turn on lights ahead of the viewing.
- Keep pets out of the way if at all possible. Neither cats nor dogs are everyone's cup of tea. Pick up food bowls and remove beds and litter trays. If you have bouncy or noisy dogs it's often best to take them for a walk during viewings. Discuss this with your agent if in doubt.

## 5 During the viewing

Your agent may already have formed a connection with your potential purchaser. They may already know what is most important to the buyer, and where they might eventually compromise. This can take time and very real skill and empathy.

A quick first viewing can be a sign of serious interest; you may have been shortlisted for a longer second viewing.

## LET YOUR HOME SELL ITSELF

If you feel the need to be present during the viewing, we suggest you answer questions rather than following the party around your home opening every cupboard, or offering wads of information about the quirks of the plumbing or the local 'characters'.

If this is 'the one' the law requires that the new owner take ownership of the property in the condition in which they viewed it prior to making an offer.



# OUR MARKETING

Put your property on market with Beaux Villages Immobilier and you will be accessing our market-leading, creative, innovative and award winning services. What follows is a summary of how we work and the type of marketing we undertake to gain global exposure for your property. Our marketing is visible 24/7 all around the world, giving your property the maximum number of opportunities to attract a buyer and achieve a quicker sale. Beaux Villages offers vendors wide-

-ranging and innovative marketing activities for their properties including:

- Market-leading listings on our own in-house websites
- Advertising on the leading and most effective portals
- Targeted mailshots to our database
- Targeted mailshots to selected partner databases
- Window displays in our shops
- Social media support and promotion
- A presence at international property exhibitions

PORTALS



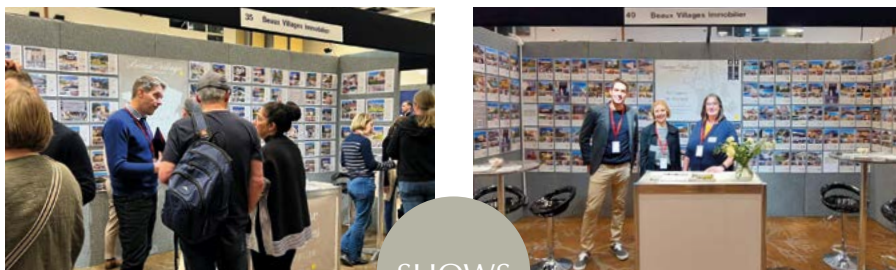
## The Telegraph

IN PRINT



International and national newspapers and magazines plus local publications

International and local property shows



SHOWS



BEAUX VILLAGES IMMOBILIER

SOCIAL MEDIA

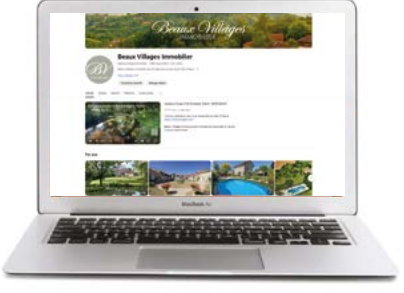
Facebook



Instagram



YouTube



# FAQS

We get asked these questions regularly. Feel free to ask the same of any other immobilier you are instructing:

**Q: How many portals should my property be on?**

**A:** The marketing your property will receive will vary from agency to agency. We put properties on up to 20 websites and portals.

**Q: Are viewings possible at weekends?**

**A:** We offer 7-day-a-week availability for buyers.

**Q: How do I know if buyers are serious?**

**A:** Our Call Team and property consultants will pre-qualify buyers so we know (as far as is possible) that we are showing the right type of property and the buyers are in a position to make an offer and proceed with a purchase.

**Q: Do you accompany viewings?**

**A:** In all but very exceptional circumstances, yes. We make it a priority to protect your privacy and security.

**Q: Where do your buyers come from?**

**A:** All over the world! Our marketing is truly global and we are able to deal with clients fluently in over ten languages.

**Q: How can a buyer get a mortgage to help their purchase?**

**A:** We have expert partners who can help with mortgage applications.

**Q: Can you help with currency exchange?**

**A:** We have a trusted currency exchange partner who can help both you and your buyer if you are transferring funds between currencies.

**Q: Do you have legal expertise?**

**A:** We have a paralegal team who liaise with the notaires to keep agreed deals moving smoothly. They can also produce the initial contract (compromis de vente) in-house if it is beneficial to all parties.

**Q: Your website says 'award-winning' - what does that mean to me?**

**A:** We are proud to have won awards for both our website and our agency at the European Property Awards. Being recognised as 'best in class' by a panel of independent industry experts is testament to our team's work.

**Q: Do you accompany trips to the notaire for signings?**

**A:** Yes, we do.

**Q: Where can I find impartial reviews of Beau Villages Immobilier?**

**A:** On our website, on our Facebook page and on Google.

**Q: Will I have contact with one Property Consultant?**

**A:** You will have a named contact but also expect group previews as the

wider team get to know your property and share knowledge of what their buyers want.

**Q: Do you attend property exhibitions?**

**A:** Yes, we go to the major UK shows plus a series of exclusive ticket-only private property exhibitions for pre-qualified buyers.

**Q: Is your sales team professionally trained?**

**A:** Yes. In accordance with French law all our Property Consultants receive relevant, tailored and accredited training every year. And we go above and beyond the minimum legal requirement.

**Q: Do you run photography workshops for your team?**

**A:** We do. We have in-house experts and invited guest trainers at multiple venues throughout the year.

**Q: Who will negotiate an offer?**

**A:** We have experienced negotiators to support our Property Consultants. Negotiations are done in consultation and our aim is to agree an equitable deal between both parties.



## THE LAW RELATING TO ESTATE AGENCY IN FRANCE

Estate agency is highly regulated in France and the trend is towards the stricter policing of fewer but increasingly professional agencies. We are proud of our processes and the fact that we follow the legal framework. We know that many otherwise decent competitors are less legally aware than

we are. And that there are others who simply flout the law. The information and documents we insist on before we will market a property are simply those required by law and will, in any case, be required once you accept an offer and are progressing to completion. Being ahead of the game can make the differ-

ence between a smooth passage to a sale or a fallen deal. By and large we believe that the law serves us and our customers well and offers all parties some protection during these critical, often stressful, life-changing events.



# AWARD WINNING SERVICE

BVI has been voted the 'Best Real Estate Agency France' along with 'Best Website in France' by an extensive panel of industry experts. This is testament to the professionalism and dedication of our entire team.



*Beaux Villages*  
IMMOBILIER

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