
What does a Listing Agent do?

When you buy a house, you engage a Listing Agent. What does a Listing Agent do?

The Listing Agent represents you

The selling realtor works for the vendor. It is in their interest to obtain a good price for the house. The listing agent works for you, the buyer. He or she focuses on ensuring that you buy a house that provides the best value for money, with no unpleasant surprises later on. A house you are truly happy with, for the best possible price.

A listing agent is a sparring partner when it comes to your housing needs. This goes much further than floor area and number of bedrooms! It is also about local facilities, such as schools, shops and accessibility. And how a house makes you feel. The listing agent translates what may only be a vague aspiration for the would-be homebuyer into homes that really match your profile.

The Listing Agent oversees all the housing supply

A listing agent not only knows what homes are for sale now, but also which ones are due to come on the market – homes being put up for sale privately. If you already have a neighborhood in mind, the listing agent can use your search profile, to which selling realtors can respond. These are the homes that are frequently already sold before they appear on the housing websites.

The listing agent makes a preselection and contacts you when a potentially suitable house comes on the market. This not only saves a lot of time, it also helps you take a better decision when a house comes along that meets all your wishes. No time to view the house? Then the listing agent will do it for you – and let you know if he feels you should view the house yourself. All in all, this approach pushes forward the search for your ideal home.

The Listing Agent is your guide

The listing agent merely guides the purchase process. He or she knows exactly what steps need to be taken and when. That's what they do. It speeds things up, but it also saves money. The listing agent checks permits, inspects zoning plans and reads the small print in the statutes of the Homeowners' Association.

The Listing Agent – also for the small print

Buying a house is a big decision, involving countless practical and legal issues. The average homebuyer does it once or twice in their lifetime; the listing agent has completed this process numerous times.

The Listing Agent negotiates for you

Buying a house is an emotional business, for both the vendor and the purchaser. You fall for a house and only see its positive points. The vendor loves the house; the buyer is in love with it. The task of the listing agent is to get a good price for his or her client. During the process, the listing agent keeps a cool head and pays attention to less obvious issues.

The listing agent arranges a structural inspection before negotiations begin. If any renovations or adjustments are required, we need to know beforehand. Clarity, transparency and peace. No squabbling afterwards.

The listing agent is a serious party for the vendor and the selling realtor, entering negotiations with conviction – we know what the house is worth. And if we don't reach an agreement with the vendor? Then we know it was a good decision: the house is simply not worth it.

The purchase is complete. What now?

Once the sale has been agreed, the listing agent manages the further formalities. The purchase agreement is checked and gone through with the client. The buyer is advised on the choice of civil-law notary and the inspection is planned. The draft deed from the notary is double-checked, as is the notary's invoice for the purchaser. And on the day of 'transport' (when the purchaser receives the keys), the listing agent guides you through this process, too.

The assurances of a Listing Agent:

- The entire process is calm and stress-free.*
- Clarity and certainty: no hidden risks or surprises later on.*
- Sharp negotiations with the vendors.*
- In brief: a house that really fits you. Bought with the best conditions. Without stress. The assurance of the best choice.*

Practical issues:

A listing agent can be engaged in any phase of the process. Whether you have just started looking around, or you already have a house in mind. If renovations are necessary, we will make a renovation plan ahead of time, in consultation with an external expert. What is required, is it architecturally feasible, does the zoning plan allow it, and what will it cost?