

COMMISSIONS APPLIED TO TRANSACTIONS

(UPDATED 04-2024)

SALES :

In the Grand Duchy of Luxembourg, agency fees are normally payable by the seller, unless special agreements have been made, with a "common practice" percentage set at 3% plus VAT.

Our agency applies tiered sales commissions, which vary on the basis of the sale price and reflect the agency's ability to sell at the best market conditions.

Example:

The range of the selling price of the property estimated by our agency is between 900,000 and 800,000 Euros.

The proposed level of commission could be as follows:

Selling price range (EUR)	Sales commission (+ VAT)
Between 900.000 and 850.000 Euros	3%
Between 849.999 and 800.000 Euros	2%
Under 799.999 Euros	1.5%

SEARCH MANDATE :

Searching for a property is a long, difficult and energy-consuming process that can take several months.

We offer our clients the following service:

- Proposal of our properties if they match their criteria;
- Search on all property portals and via our colleagues;
- Preparation of property analysis reports explaining the characteristics of each property in preparation for a possible visit;
- Organising and accompanying visits (face-to-face or virtual for the client depending on possibility);
- Assist with negotiations with the seller or the seller's agency;
- Assistance and advice right up to the signing of the notarial deed.

When defining the remuneration of our service, we look for the best options for our clients:

- 1) No remuneration if the colleague shares his/her sales commission with our agency :
Whenever possible, we favour this option;
- 2) No remuneration if the buyer client is a property owner and gives us the exclusive mandate to sell the property, with a commission of 3% plus VAT.

RENTALS:

The agency commission corresponds to 1 month's rent (excluding charges) + VAT;

The agency commission corresponds to 2 months' rent (excluding charges) + VAT for any property under 500 euros / month (parking spaces, closed garages, cellars, etc...);

The commission is payable by the tenant, unless otherwise agreed.

ESTIMATION OF PROPERTIES :

Correctly valuing a property is fundamental to putting it up for sale.

Starting out with an 'incorrect' price causes the property to lose credibility on the market: as a result, the property will quickly lose value in the eyes of potential buyers.

Would you like to know how we carry out our estimates? Contact us!

The estimate is free of charge if a sales mandate has been signed with the agency. Otherwise, the agency reserves the right to charge a fee depending on the type of property. This amount will be deducted from the fees collected if the sales mandate is signed:

Properties by size and distance (km) from Luxembourg City:

Within a 10 km radius:	Between 0m ² and 99.99m ² :	200 euros + VAT
	Between 100m ² and 200 m ² and more :	400 euros + VAT
More than 10 km :	Between 0m ² and 99.99m ² :	250 euros + VAT
	Between 100m ² and 200 m ² and more :	450 euros + VAT

RENTAL MANAGEMENT MANDATE : on the basis of the Client's requirements.

WEEKLY STATUS REPORTS : on the basis of the Owner's requirements.