

A sale in 6 steps





1 Estimate



- Visit to your property by a certified broker
- Gathering the necessary information to create your bespoke valuation file
- Submitting a precise and detailed estimate for your property taking all of its specific features into account (location, quality of materials, floor space, market price, etc.)



2 Packages



- Creating a sale package to suit your needs and expectations, thanks to our various tailor-made options.

		Packages		
		Premium	3D	Simple
Type		Exclusive	Exclusive	Non-Exclusive
Duration		Indefinite	Limited	Indefinite
Fee		Fixed	Sliding Scale	Fixed
Prestations				
Internal Networks	Website	✓	✓	✓
	*Immosure - Analysis and recommendations for your insurance cover	✓	✓	✓
Property Portals	Immoscout24 / anibis	✓	✓	✓
	Homegate	✓	✓	(✓)
	Acheter-Louer	✓	✓	✓
	Immostreet.ch	✓	✓	(✓)
	Portia.ch	✓	✓	✓
	Habitat-futur.ch	✓	✓	✓
	Listglobally	✓	✓	x
Digital Media	Facebook/Instagram	✓	✓	✓
	LinkedIn	✓	✓	x
	Programmatique	✓	✓	x
	Newsletter - your property advertised on our buyer database	✓	✓	x
	Taking a professional photo shoot	✓	✓	✓
	*Professional drone photos	✓	✓	x
	*Virtual viewing	✓	✓	x
	*Homestaging - Virtual layout of the property	✓	✓	x
	Toplisting - Optimising your advertisement by placing it at the top of the list	✓	✓	x
	Solen - Lighting Certificate	✓	✓	x
Traditional Media	*Video	✓	✓	x
	Displayed in prime position in the Brollet agency window	✓	✓	x
	Local Flyer campaign - Distribution of flyers advertising the property for sale	✓	✓	✓
	"For Sale" Flyer - Distribution of flyers advertising your property	✓	✓	x
	"For Sale" Board - Erecting an advertising board in front of your property	✓	✓	x
	*Arranging an open-house day	✓	✓	x
	Press - Placing an advertisement in the local press	✓	✓	x

* If the property requires, at the broker's discretion



10 days

3 Marketing

- Applying various advertising options depending on the package chosen
- Launching digital and traditional advertising campaigns
- Optimum visibility thanks to our marketing tools
- Submitting a monthly report on marketing actions



Continuously

4 Viewings and follow-up

- Arranging viewings with qualified buyers who have been pre-selected and vetted
- Introducing potential buyers who have the necessary prerequisites



2 weeks

5 Managing the offers

- Processing all of the bids and purchase offers
- Providing advice on financial solutions with the help of Immosure
- Coordinating the reservation and paying the initial deposit



Continuously

6 Sale

- Drawing up a reservation agreement
- Checking that preconditions have been removed and the notary's instructions followed
- Approving the draft deed (⌚ 48 hours) between the buyer and purchaser
- Supporting and providing legal follow-up of the sale until signature of the authentic deed with the notary
- Providing support until the conveyance request



DBS Group

Bruchez & Gaillard and GUINNARD IMMOBILIER & TOURISME form the first network of real estate agencies serving Verbier. The two agencies enjoy unique recognition and offer their clients a complete range of high-end real estate services.

Take advantage of the synergies within the DBS Group, representing 10 brands, over 600 employees and around thirty agencies throughout Switzerland.

DBS Group offers its clients both a human and local presence with its strong brand names recognised throughout the various cantons, together with the power of a group with nationwide coverage. By offering all the real estate professions under one roof, and drawing on its digitisation strategy, the staff at DBS Group are working every day to redefine neighbourhood real estate.



3'200

Instructions to sell



1'000

Sale-on-plan properties



700

transactions

Our agencies
and partners

- DBS Group
- Domicim
- Brollet
- Duc-Sarrasin
- Batiline
- Facilitim
- Immosure
- GUINNARD IMMOBILIER & TOURISME
- GRIBI
- Bruchez & Gaillard

