

**aankoop-makelaar.nl**



## Inhoud

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**NVM-purchasing-agent  
at a fixed fee of €1249  
tax included.**

**T 088 - 200 7 200  
E [info@aankoop-makelaar.nl](mailto:info@aankoop-makelaar.nl)  
W [www.aankoop-makelaar.nl](http://www.aankoop-makelaar.nl)**



## Why aankoop-makelaar.nl?

- The biggest in The Netherlands with over 4100 clients. The local NVM purchasing agent will view the property together with you.
- Knowledgeable and professional guidance throughout the entire purchasing process.
- We save time, money and worries for you.
- Our costs are able to be co-financed in almost every occasion.

## Now is the time for a NVM-Purchasing agent!

You don't go out to buy properties on a daily basis. It's one of the most precious purchases in your life. The sales agent does not represent your interests, but the sellers' interest. That's why we advise you to get your very own NVM-purchasing agent that only cares about what your interests are. You get the advantage to work with and use the experience and expertise of one of the NVM registered purchasing agents and will prevent you from making mistakes. A purchasing agent will help you realise the home you have been dreaming of.

Buy your new property with the assurance that everything is taken care off in a proper way at the most competitive price!

## Quality, service and professionalism

We only work with NVM registered real estate agents who are certified by the 'Stichting VastgoedCert'. This way you are ensured of a perfect service provision. With confidence you can rely on a purchasing agent that is known for his expertise and professionalism.

We guide you through the entire purchasing process from the second viewing to the exchanging of the keys with the notary. Even possible aftercare is included with the price!

## Advantages of a aankoop-makelaar.nl

- A lower purchasing price than you could ever realise yourself.
- Purchasing at the best purchasing price and the best purchasing conditions.
- You will get a transparent insight in the realistic marketvalue of your property
- You will get a transparent insight in important information about the property. For example (hidden) defects or flaws, easements, structural conditions etc.
- Purchasing with more certainty through experienced purchasing guidance.
- Timesaving by professional handling of all types of cases.
- Representation of solely your interests

## Course of action

Your NVM-purchasing agent guides you through the entire purchasing process from the second viewing to the exchanging of the keys with the notary. Even possible aftercare is included with the price!

### Step 1 Second viewing

When you have found the property you want and have plans to go over to buy the property, that is when you contact your personal purchasing agent.

In consultation with you, the purchasing agent and the selling party, a second viewing will be arranged.

The purchasing agent joins you on your second viewing. During this viewing the purchasing agent will provide you with information about the state of the property, (hidden) flaws and the fair worth of the property.

### Step 2 Negotiation

Your NVM-purchasing agent knows like no other what to take into account when negotiating. This way you will get your desired property for the lowest possible price at the best conditions.

The NVM-Purchasing agent will take you through the strategy of the negotiation. During the entire negotiation process, you will, of course, be held up to date. The NVM-purchasing agent will inform you about the progress of the negotiation so you always know how the negotiation process is developing.

When there has been an (nuncupative) agreement on the purchase, the purchasing agent (in case this, in agreement, seems necessary.) will set up a structural research of the condition the property is in. This structural research is not included in the cost and will be charged to you separately.

During the negotiations the purchasing agent will always take into account that you are able to disband the purchase agreement in case you are not able to find a fitting financial funding or when the structural research shows there are defects that are not considered acceptable to you as a buyer.

## Step 3

### Purchase agreement

When the property is bought, a written purchase agreement will be made. All (nuncupative) made agreements will be fixed in this purchase agreement.

This could include:

de koopprijs;

- The price
- Date of handover
- The conditions for disbanding
- The three days reflection period
- The possible disbanding conditions for the structural research
- Notary
- Bank security, etc.



It's very important to write down these conditions for the written purchase agreement in a proper way. Your purchasing agent will watch over this process and, if necessary, corrects the statements.

The purchasing agent will review and explain this written purchase agreement with you before signing.

## Step 4

### Financing

Not only will you be guided throughout the entire process of the purchase, there is also the opportunity to get free advice about your mortgage by an independent and licensed mortgage counselor. Our independent and licensed mortgage counselor can make a competitive proposition. This way you'll kill two birds with one stone!

## Step 5 Valuation

Your very own purchasing agent is committed to you as an advisor for the purchase of your new property. He is therefore uncertified to make a valuation of the property for the funding application. This appraisal report will have to be made by an independent real estate agent/appraiser.

Your purchasing agent will know like no other how to advise you about a good independent real estate agent/appraiser who will set up an appraisal report for a favorable price.

The costs for an appraisal report are not included in the costs and will be charged to you separately.

## Step 6 Notary

The fees for a notary are not fixed. Thus, it is important that you choose a local notary who delivers excellent quality at a competitive fee.

Your purchasing agent can advise you about a good and cheap, local notary. This can save you a lot of money.

## Step 7 Inspection

Your purchasing agent will arrange a meeting with you and the selling party before the signing of the handover act. This meeting will involve a last viewing of the property where the purchasing agent will inspect if the property is being delivered as agreed.

Your purchasing agent knows exactly what to look out for during the handover of the property and will assist you with counsel and expertise.

## Step 8 Notarial handover

The signing of the notarial act of delivery will happen right after the last inspection of the property. Your purchasing agent will review the notarial act of delivery together with the note of payment. If necessary, your agent will adjust these in agreement with you. The notarial act of delivery will be signed together with you, your purchasing agent, the notary and the selling party. After signing of the notarial act of delivery, you will receive the keys to your new property.

# Frequently asked questions (FAQ's)

## -What do I save with my NVM-purchasing agent?

The NVM-purchasing agent is an expert and has a lot of experience with the local market. You can easily earn back the money spent on an purchasing agent. This is because a purchasing agent:

- Can manage a lower buying price for the property than you ever could at the best conditions.
- Will provide more insight on the real market value of the property
- Will provide more insight in important information about the property like (hidden) flaws or defects, easements, structural state etc.
- Will make sure you can buy the property with more certainty through experienced purchasing guidance.
- Will win time through experience and expertise in purchasing processes.
- Will only represent your interests.

Our purchasing agents save time, money and worries!

## What does your purchasing agent provide?

Your NVM purchasing agent provides the following: the appointment for the second viewing of the property. The purchasing agent:

- Will view the property together with you and advise you about the fair market value of the property.
- Will preform a legal research at the land register. (easements etc.)
- Will preform the negotiations professionally and strategically on behalf of you.
- Will review the buying agreement and run through the buying agreement thoroughly together with you.
- Will handle the signing of the buying agreement.
- Will advise you about a notary for the legal handover.
- Will advise you about a valuation of the property for financing.
- Will arrange an appointment, if wished, with an Acknowledged Mortgage advisor. This is ofcourse non-committal.
- Will inspect the property together with you before the handover.
- Will, if necessary, take care of the transfer of gas, water and electricity companies.
- Will review the notarial act of delivery and the billing of the notary.
- Will be your personal advisor and spokesman during the handover at the notary.



## Purchasing agent or salesagent?

A NVM-real estate agent never works for both parties (selling and buying) at the same time. That would not make any sense.

Compare this to a legal dispute. Both parties hire a lawyer to settle the dispute. This is comparable to a real estate agent. When the agent works for the selling party, he in no way can honestly advise you about the purchase of the property. And that works the other way around as well. Depending whether you are selling or buying, you can choose between a purchasing agent or a sales agent.

It is possible for the real estate agent to be both the purchasing agent as the sales agent. Just never at the same property.

## Where does my purchasing agent come from?

Throughout the entire country we have the best purchasing agents. We are represented with acknowledged and certified purchasing agents in the larger cities of The Netherlands such as Amsterdam, Rotterdam, Utrecht, Haarlem, Alkmaar, Tilburg, Maastricht, Groningen, The Hague etc.

Our purchasing agents are represented throughout the entire country so there is always a purchasing agent in your area known with the local market in which you would like to buy your new property.



## Are the purchasing agents skilled and professional?

Ofcourse. All of our NVM-Purchasing agents are certified and qualified. They all are registered in the qualityregister of real estate agents and appraisers of the Stichting VastgoedCert. Besides that, all of our purchasing agents are members of the NVM association.

Both the NVM and the Stichting VastgoedCert have high demands for the professionalism of its members. This means that our purchasing agents meet strict educational, training and experience demands. They put a lot of effort in the development of their knowledge. This way they make sure you can always rely on committed, professional and efficient advice.



## **Am I allowed to do the first viewing myself?**

Ofcourse you are.

A first impression is very important. If you like the property, call us to get your very own NVM-purchasing agent from aankoop-makelaar.nl to arrange the second viewing.

Your purchasing agent will view the property with you and the sales agent.

After that you will review everything about the property with your purchasing agent and discuss the next steps.

## **There is a sales agent, do I really need a purchasing agent?**

The sales agent, who is responsible for the sale of the property, represents the interests of the seller. He or she is therefore not permitted to help you in the negotiation process.

It is recommended to get your own purchasing agent. Your purchasing agent is professional, knows the local market and most importantly: he represents your interests only.

## **Why a low and fixed fee?**

Because of a wide range of properties on funda.nl, jaap.nl, huislijn.nl etc., searching for a suitable property is easy. The websites can, if desired, keep you up-to-date about the real estate market.

The purchasing agent comes into action from the second viewing. You did all the searching yourself. The purchasing agent is then able to do exactly what you hired him for. Providing advice about the desired property and represent your interests during the purchasing process.

That is why we handle a fixed and low fee of €1,249 tax included.

This way you are certain that you are free of unwanted surprises and costs.

Our low costs are, in almost every occasion, possible to finance through the mortgage and are thereby tax deductible.

### **What are the costs when the purchase is off?**

When the negotiations don't lead to a purchase or when you decide not to buy the property, aankoop-makelaar.nl will charge you with a fee of € 195,- tax included for the second viewing, providing of advice and cadastral research.

When the purchasing agent closed a (nuncupative) purchase agreement and you decide to disband the purchase agreement by virtue of the agreed disbanding conditions, the three day reflection or you decide to refrain from the (nuncupative) purchase agreement, the purchasing agent will charge a fee of € 750,- for made services.

### **Am I able to cancel the collaboration?**

Before you view the property with the NVM purchasing agent you are always able to cancel the appointment cost free.

The request form is non-committal. There are no strings attached.

When you have viewed the property with the NVM purchasing agent, it is not possible to cancel the collaboration cost free. If you desire to cancel the collaboration, the purchasing agent charges € 195,- for advice, second viewing and cadastral research.

### **Am I able to co-finance my NVM purchasing agent?**

Yes, it is possible to do so. (these costs are not deductible, the mortgage interest is.) The height of the mortgage must be sufficient, of course.

### **Am I able to let my purchase agent do the valuation of the property?**

No, the valuation is only allowed to be done by an independent real estate agent/appraiser. The real estate agent/appraiser is not allowed to be involved in the purchasing or selling process of the property.



### **What will happen to my details?**

We value your personal information. Your personal information will only be used by your NVM purchasing agent. We take care of your personal information and security. We don't provide details to third parties.

### **Conditions.**

The General Consumer Conditions NVM february 2011 apply to all of our services. [Click here for the General Consumer Conditions.](#)

## Tarieven

Successful purchase	€ 1,249 tax included
Cancelation of assignment after second viewing	€ 195 tax included
Cancelation of bidding process	€ 195 tax included
Cancelation of assignment after (nuncupative) agreement	€ 750 tax included
Purchase of properties above €600,000 price in consultation with purchasing agent	

Payments are to be made within the 14 day mark after invoice date.

Payment of a successful purchase will go through the notary.



“Ik wil dat huis gewoon hebben”

AANKOOP

VERKOOP

Goed gevoel  
NVM

Een NVM-aankoopmakelaar zorgt dat u niet te snel beslist in onderhandelingen met de verkoopmakelaar

Goed gevoel  
NVM

NVM