

# **OUR AGENCY FEES**

## COMMISSIONS FOR SALES

€2,500 + VAT 17% for transactions below €75,000

3% + VAT 17% for transactions above €75,000

5% + VAT 17% for exceptional properties under VIP treatment

The agency commission is payable by the seller. If the buyer signs a search mandate, it may also be payable by the buyer.

## TRANSFER OF A BUSINESS (GOODWILL)

10% + VAT 17% of the business value

## PROPERTY VALUATION

Upon request, we recommend a real estate expert recognized by the courts.

The valuation fee is reimbursed if followed by an exclusive sales mandate with a minimum duration of 3 months.

#### COMMISSIONS FOR RESIDENTIAL RENTALS

Upon conclusion of the rental contract, the agency fee equivalent to one month's rent + VAT 17% will be equally shared (50/50) between the landlord and the tenant, and is payable before the handover of the keys.

(In accordance with the new law effective as of 01/08/2024)

## COMMISSIONS FOR COMMERCIAL RENTALS

The agency fee for rentals amounts to one month's rent excluding charges + VAT 17%, payable by the tenant.

## PARKING - GARAGE

The rental fee amounts to 2 months' rent + VAT 17%, payable by the tenant.

#### CHECK-IN / CHECK-OUT REPORTS

The check-in and check-out inventory reports, as well as the inventory for furnished and equipped properties, are payable by the landlord.

- Detailed check-in report with photos: €200 excl. VAT
- Detailed check-out report: €200 excl. VAT
- Detailed inventory with photos upon check-in: €250 excl. VAT
- Detailed inventory upon check-out: €250 excl. VAT
- The inventory is not charged in the case of property management.

#### PROPERTY MANAGEMENT

In the context of property management, fees range between 5% and 10% depending on the portfolio size, and are payable by the landlord.

Included in the service: check-in and check-out reports, inventory, and representation at co-ownership meetings.

#### REAL ESTATE SERVICES / CONSULTING

Fees for real estate services (consulting, administrative procedures, claim management, drafting of rental agreements upon request for non-clients, etc.) are charged at €50/hour + VAT 17%.

These fees reflect the quality of the work carried out, the time spent on the file, and the investments involved.

## REPRESENTATION AT CO-OWNERSHIP MEETINGS

Representation at co-ownership meetings is charged at €150 / meeting + VAT 17%.

#### **RENOVATIONS / WORKS**

Fees for supervising renovation works amount to 10% + VAT.

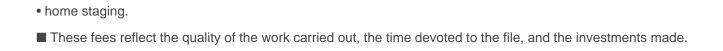
These fees are calculated based on the total amount of works actually carried out.

#### JUSTIFICATION OF OUR FEES

The sales commission justifies our services and professionalism.

We ensure maximum visibility through:

- our website and real estate portals (athome.lu, immotop.lu, wortimmo.lu, vivi.lu, JamesEdition, LuxuryEstate),
- · LED screens in our agency window,
- publications in printed media available in Luxembourg,
- professional and drone photography,
- 3D presentations,



AA IMMO - Real Estate with Commitment and Excellence for 33 Years