



**MAKELAARSVAN.**  
**AMSTERDAM**

# **PURCHASING YOUR DREAM HOME.**

*It's all about the experience!*

*It's all about the experience!*

## Step-by-step guide for purchasing assistance.





**Viewings**



**Bidding Process  
and Negotiation**



**Legal  
Matters**



**Delivery**



**After  
Sales**



*It's all about the experience!*

# 1

## Introduction

- Who are we?
- Why Makelaars van Amsterdam?
- One face, short lines of communication
- Fast turnaround time
- Flexible working hours, 24/7 online service
- Clear and customized rates
- Discussing client's situation
- Client's expectations

Makelaars van Amsterdam is a professional real estate agency specialized in property transactions in Amsterdam and the surrounding areas.

Our goal is to provide our clients with peace of mind and assist them in finding the best solutions for their real estate needs.

We offer a personalized and transparent approach with a single point of contact and streamlined communication. With flexible working hours and online services, our agency is available to assist clients 24/7.

We adhere to clear and customized pricing to ensure our clients are never taken by surprise and to achieve the best possible results.



*It's all about the experience!*

# 2

## Residential Preferences and Search Profile

- Timeline planning
- Neighborhood research
- Indicating housing preferences
- Establishing minimum requirements
- Defining and documenting the profile
- Setting up online property matching
- Adding to WhatsApp group
- Determining budget
- Signing the search request
- Publishing the search profile + BIO

A good timeline planning and market research are important when searching for a new home. It is wise to determine the desired neighborhood together with a real estate agent, establish housing preferences and minimum requirements, such as the number of bedrooms and proximity to amenities and public transportation.

By creating a search profile and publishing it, you can stay informed about new properties that meet your criteria automatically.

- Determine your budget before signing a search request with a real estate agent.
- Creditworthiness and financial resources will be assessed, and the financing picture will be clarified.
- Publish a search profile to search for homes specifically targeted to your preferences.



*It's all about the experience!*

# 3

## Property Search and Purchase Process

- Set up client file based on profile
- Distribute flyers based on postal code area
- Assess creditworthiness
- Assess financial resources:
  - Already had a mortgage consultation?

- Set up a client file together with the real estate agent to keep track of data and preferences and conduct targeted searches.
- Distributing flyers based on postal code areas can support the search request.
- Utilize this information to optimize the search process and conduct targeted searches, maximizing the chances of success.

Choose the right product that fits your situation.







*It's all about the experience!*

# 4

## Purchase Strategy

- Obtain market information
- Insight into the fair value
- What can you expect as a buyer
- Specific requirements for the property
- Assess location and marketability
- Anticipated maintenance
- How can you approach it:
  - transaction guidance
  - complete assistance
  - combination deal

As a buyer, it's important to determine a purchase strategy. Obtaining market information provides insight into the current real estate market, and determining the fair value of the property can be done through appraisal or comparing with similar properties in the neighborhood. Setting specific requirements, assessing location, and considering expected maintenance are also important factors.

Finally, you need to decide how you want to approach the purchase:

- With transaction guidance, you'll receive assistance in making offers and negotiating, while full assistance includes support with property inspection and financing.
- With a combination deal, you'll receive a package tailored to your specific needs.



*It's all about the experience!*

# 5

## Viewings

- Schedule appointments for property viewings
- Accompanied by a specialized real estate agent
- Assess the condition of the property
- Determine if a structural inspection is necessary
- Discuss any specific details with the client
- Review property with the client
- Obtain necessary documents related to the property.

During the process of viewing a property, a crucial step in the home-buying process, there are several steps to follow. First, you schedule appointments for the viewings together with your real estate agent.

During the viewing, the broker helps you assess the condition of the property, examine the quality of construction materials, and identify any potential defects.

If necessary, the real estate agent may advise on conducting a structural inspection.

Prior to or after the viewing, details are discussed with the client, and documents such as the energy label and cadastral data are obtained to gain a better understanding of the property.



*It's all about the experience!*

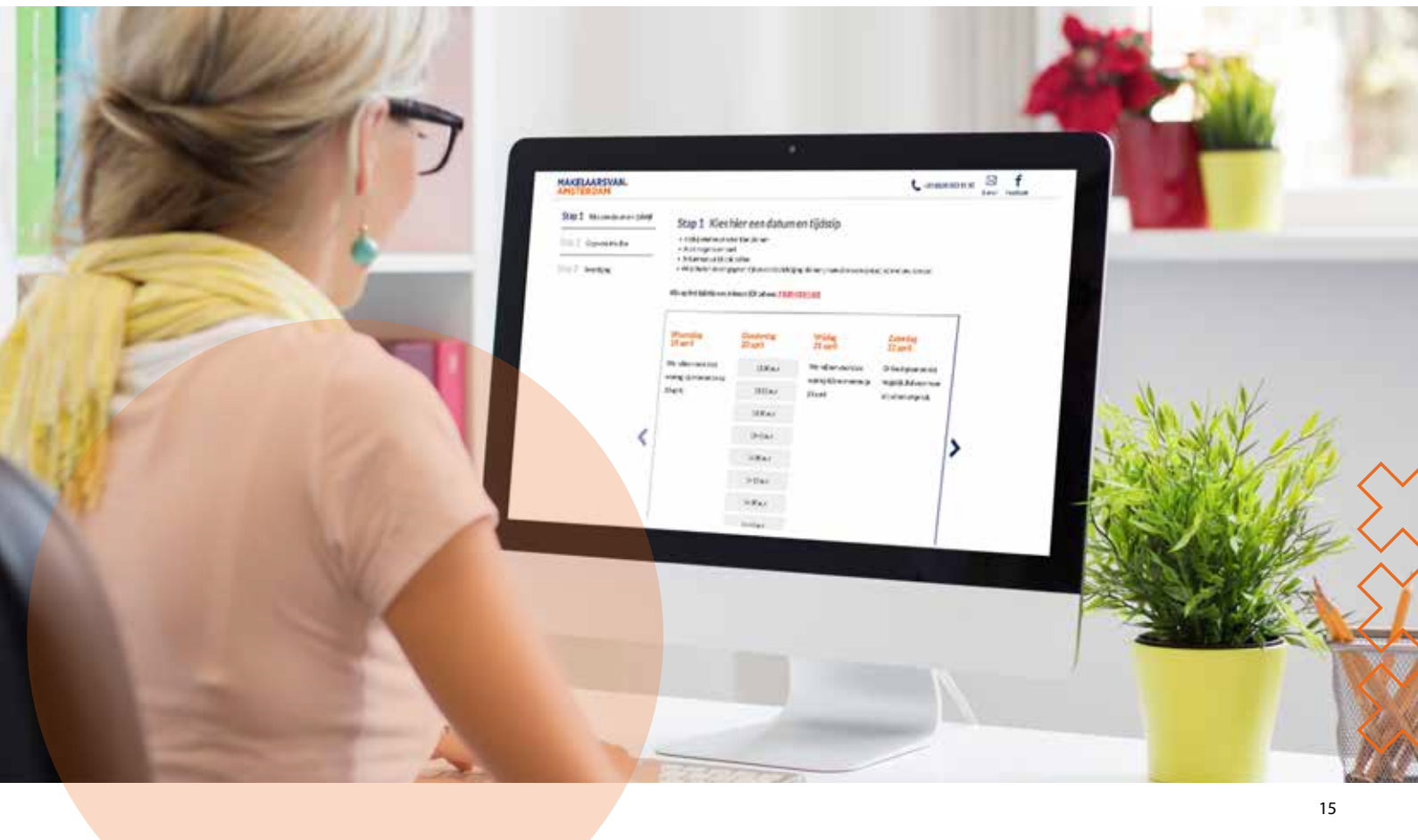
# 6

## Bidding Process and Negotiation

- Every negotiation is unique and therefore different
- Always consult with the client throughout the process
- Price is not the only important factor, conditions matter too
- Discuss resolute conditions and desired delivery date
- Confirm offer/verbal agreement via email
- Provide guidance in selecting a notary
- Arrange for a property appraisal

The bidding and negotiation process is crucial when purchasing a property. Below are the steps involved in the bidding process and negotiation:

- The real estate agent will consult with the client to determine an appropriate strategy.
- When making an offer, it is important to consider not only the price but also the specified conditions, such as conditions precedent and desired closing date.
- Once an agreement is reached regarding the price and conditions, it is documented in a verbal agreement and confirmed in writing.
- The real estate agent can provide guidance in selecting a notary and assist with the process.
- The buyer's agent can arrange for the appraisal report, which is required for mortgage applications.



*It's all about the experience!*

# 7

## Legal matters

- Required information
- Providing the purchase agreement
- Reviewing the purchase agreement
- Aligning the resolutive conditions.
- Reviewing the deed of transfer
- Reviewing the settlement statement
- Checking agreed dates
  - deposit, and transfer

When purchasing a house, it is important to handle the legal matters carefully. .

Below are the steps taken by the real estate agent:

- the agent reviews the purchase agreement and coordinates it with the conditions precedent.
- The dates for the resolutive conditions, deposit, and transfer are scheduled to prevent any issues.
- Subsequently, the agent verifies the deed of transfer and the settlement statement for the transfer.

By taking care of these tasks, the agent relieves the buyer during this final stage and often stressful stage of the purchase process.





*It's all about the experience!*

# 8

## Delivery

- Final inspection of the property
- Assessing the condition of the property upon delivery
- Recording utility meter readings
- Transferring utility services
- Assisting with the notary process
- Handing over the keys
- Our service doesn't end after the delivery

After the final inspection of the property and assessing its condition upon delivery, the utility meter readings are recorded and the utility services are transferred during the key handover.

Our service doesn't end at the notary, as we also guide you through this step and ensure a smooth transfer of the property.

Even after the delivery, we are available to assist you and provide advice for any questions you may have.

With us, you can expect professional and personalized guidance throughout the entire purchasing process.



*It's all about the experience!*

# 9

## After Sales

- Customer satisfaction survey
- Evaluation meeting
- Customer reviews/ratings
- Testimonials/fan videos/  
recommendations

Our service doesn't end after the delivery of the property. If you have any questions or issues, the client can always contact the real estate agent for further guidance and support.

Aftercare and support for any questions or issues that may arise after the key handover.

- Providing advice on potential next steps, such as renovations or relocations.
- Keeping the client informed about developments in the real estate market.
- Offering the possibility of engaging our services for future buying or selling processes.
- Maintaining a long-term and sustainable relationship with the client.





*It's all about the experience!*

## Testimonials

### Found the perfect home

With Makelaars Van Amsterdam we found a great our real estate agent to assist us in purchasing our home.

### Search process

When we wanted to buy a house, Makelaars van Amsterdam assisted us in our search. We were able to purchase exactly what we were hoping for.

### Peace of mind for us

The house we found was perfectly guided during the purchase. They took care of everything for us. It provided us with peace of mind!





# MAKELAARSVAN. AMSTERDAM

- Valkenburgerstraat 67
- 1011 MG Amsterdam
- +31 (0)20 333 11 10
- [www.makelaarsvan.nl/amsterdam](http://www.makelaarsvan.nl/amsterdam)
- [amsterdam@makelaarsvan.nl](mailto:amsterdam@makelaarsvan.nl)

