

THE ESTATE AGENT

*Creates safety and confidence
between the buyer and the seller*

The estate agent is the neutral link between buyer and seller in an estate transaction and shall, in capacity of an impartial consultant, assist both the seller and the buyer. The estate agent's work starts when the seller commissions the estate agent to find a buyer of his estate or tenant owner's flat. Upon i.a. valuation and check-ups of various kinds, the sales work begins with advertising and exhibitions. When the buyer and the seller have reached an agreement, the estate agent draws up all necessary documents in order for the purchase to be concluded. On the day of taking possession, the estate agent constitutes the party safeguarding that the transaction be concluded in a manner satisfactory to both the buyer and the seller.

Be on the safe side in your estate transaction!

A successful estate transaction is a business deal where buyer and seller alike may feel safe and satisfied. The estate agent is to inform the parties of their investigatory and informative obligation. The estate agent has the necessary knowledge, partly through his education, partly through his area knowledge and his network of contacts. The estate agent's experience of various objects and financial situations is very important and useful in the estate transaction. The estate agent gives advice and information about the estate and other conditions with

regard to the transaction. Most estate transactions require a certain legal knowledge; the estate agent possesses this knowledge.

Financing

The estate agent is happy to help you solving the financial issues. He draws up a realistic cost estimate and he helps you to find the best possible financing.

Price adjusted to the market

The estate agent is to have knowledge of the prices on the market in which he acts, i.a. in order to be able to give the seller and the buyer advice on the price development and to be able to set realistic selling prices, which is very important to the final result when housing is offered over the Internet.

Valuation/inspection

Many estate agents are accepted as valuers by banks and other credit grantors. An estate agent may also recommend an outside valuer, if required, in connection with mortgage loans in other countries than Sweden.



Estate agents do not as a rule carry out inspections of house properties or other kinds of dwelling, but give advice about inspection and often recommend professionally experienced and skilled surveyors. The Swedish rules pertaining to house property purchases are based i.a. on the fact that the buyer is responsible for examining the purchase object with regard to present state and standard.

