



How to make your home hunt efficient and successful

Why Azurliving has a nearly 100% succes rate

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You are exploring the option of a second home abroad. It is safe to assume that you have spent quite a few hours looking around on your PC or Mac. Surfing websites, looking at pictures, requesting information, etc. Perhaps you have even visited a local broker for a viewing trip, after which you were taken along a long list of unsuitable homes in unfavourable locations.

| **At least you have gained an experience and lost an illusion: this isn't working!**

There is an abundance of properties on offer, but most of them can be ignored. You have seen the same house pop up with three different prices, and the information you find is poor or outdated. Your information requests are not answered, or only by standard e-mails with little information. And foreign agents hardly excel in service and customer orientation. With every agent, you have to start from the beginning and make clear what you are looking for... It almost seems as if they do not want to understand you or that they do not want to make money... All in all, it takes a lot of your precious time and the efficiency is nowhere to be found.

The "DIY phase"

So what do you do? You set out to find your dream home on your own! You take over the broker's job and start reinventing the wheel. You go all the way: You read market research, blogs and information pages. You call, e-mail, surf some more and in your quest for the golden tip, you even talk to the sister of your neighbours' gardener because they once bought a home abroad.

Google maps and street view enter the fray, but the brokers (almost) never tell you what the address of a home is! So your brave attempts are thwarted here, too.

| **...in Spain, more than 700,000 homes are for sale. And only a handful of these are truly suitable for you!**



It isn't that simple: for instance, in Spain, more than 700,000 homes are for sale. And only a handful of these are truly suitable for you! Those homes meet your basic wishes in terms of size and number of (bed)rooms, are in the right location for you, have a good price/quality ratio, generate that positive gut feeling and everyone in the family agrees (No matter how pretty you think a home is, if your partner hates it, it's not going to happen!). So finding the needle in that Spanish haystack is quite the task...

Why we will succeed in finding your home!

The foundation for success:

First and foremost, we are an international orientated company. This way, we remove three major barriers: language, cultural differences and approachability. You can call us any time you like, e-mail or send a text on our mobile or a message via WhatsApp. You will always get a quick response, even outside regular office hour. We have over 15 years of experience in the property business in the South of France and in Spain (main land and Ibiza). We have seen it and know how to overcome any obstacles that we may encounter during your property search.

The guarantee for success: a systematic plan of approach.

1) **Start at the beginning: the client**

It seems so logical, but most people start their search for a second home with the final step in the process: requesting as much information about a specific home as possible.. Or in case of a local broker: showing all homes in your portfolio in the hope that there is something there that sticks..



Azur Living has a different approach: we first map your wishes, ideas and expectations. The how, what and why, basically. As well as that of your partner and any other decision makers involved. We further specify your search profile using examples of homes we have picked out for you. The financial aspect also comes up. In case of financing, we advise our clients to look at what the options are in advance. This helps avoid disappointments later down the line. What was a not a problem according to the bank a year ago, could suddenly be viewed very differently now. So better be prepared.

2) **In practice: viewing homes**

The actual viewing trip is one of the most important steps in the process. It works very enlightening for both you and us. After all, there are plenty of homes that should be perfect for you on paper, but would you actually want to buy them?

Proper guidance and preparation is of essential importance here! We already take care of a large part of the preparation in advance with you. Our local teams in France, Spain and on Ibiza further prepare your viewing and ensure an efficient programme and perfect guidance during the trip.



Experience has taught us that the priorities and wishes of clients tend to change during viewings. We respond to this by, for instance, showing you a home that does not perfectly match your search profile, but challenges you and forces you to think critically.

We will also immediately apply any new insights you have in selecting other homes for viewings.

3) We maintain the overview for you.

The efficiency of a viewing trip is all about maintaining an overview! Looking for a home is a process of becoming aware. Together, we gradually discover what (type of) home is right for you. After viewings, we evaluate your experiences so that we can move further in the process instead of starting over again and again...



We know what properties you have already seen, how you (and your partner) responded to them, what homes and locations were not suitable for you, and above all, why they weren't. So we can adapt further.

4) The buying process:

Once we have found your perfect home, it is important to get it at the best possible price and ensure all paperwork (permits and such) are in order.



We look at the position of the seller, whether previous bids have been rejected, what the price/quality ratio is in relation to the current market situation, what your own position is, etc. We advise you regarding the negotiation strategy, and if agreed, we take care of the negotiations on your behalf.

Our extensive network of specialists is at your disposal. From lawyers to tax experts to financial specialists. This is the most tense moment in the entire process for many people. But we stay at your side and keep all the parties involved on edge in order to end up with the best possible result.

5) The aftersales: we are at your disposal with advice and assistance

Over the past fifteen years, we have built a harmonious relationship with our local partners, which has benefits for all parties. We take care of any ancillary matters with them, things that you may not have thought of yourself. For example, you have to open a local bank account, arrange a connection for water and electricity or take out an Internet subscription. We are happy to help you with all these practical matters. At Azur Living, we assist you in the search for skilled professionals during the move.

We will help you with all kinds of communication problems and are always available. Do you have a question? We know the answer.

No additional costs for you!



Our service and guidance basically costs you nothing! How is this possible? We work with local brokers and developers who share the commission they get from the selling party with us. In exchange for that, we take a lot of work out of their hands and ensure that our clients are well prepared. Therefore, our guidance does not involve any additional costs for you.

What if you need a bit more time?

No problem, we keep going until you are 100% satisfied!

This targeted plan of approach in combination with our over 15 years of experience have ensures that more than 80% of our clients are successful with their first visit. What if you need a bit more time? No problem, we keep going until you are 100% satisfied! Would you also like to add some more focus to your property search? Then do contact us today, we look forward to it!