

## You and your NVM real estate broker.

### BUYING AND SELLING PROPERTY IN THE NETHERLANDS

As in any country, buying or selling property in The Netherlands is something for which you need expert advice. In this country the principal body of real estate brokers (estate agents) is the NVM - the Dutch Association of Real Estate Brokers and Real Estate Experts - which has some 3,600 members. The NVM real estate broker can provide buyers or sellers with independent advice on prices, structural matters, legal aspects and the housing market in general. He will conduct negotiations on your behalf, make sure that all required disclosures are made, advise on asking or offer price, ensure that there are no unpleasant surprises and generally make the process of buying or selling as hassle-free as possible. In all of this he can call on the huge resources of his professional association, the NVM.

### NVM REAL ESTATE BROKERS - THE BENEFITS

You can obtain the addresses of brokers in your area on the Internet site [www.nvm.nl](http://www.nvm.nl) Whether you are buying or selling property, there are numerous benefits to dealing with an NVM real estate broker:

- the NVM broker has exclusive access to a huge Internet database of properties for sale or can advertise your property where it can be seen by all 3,600 professional members of the association;
- our sister site ([www.funda.nl](http://www.funda.nl)) provides public access to information on all properties available for sale through the NVM. Only properties offered by NVM real estate brokers can be seen on funda: more than 70,000 homes every day;
- in the unlikely event of you not being satisfied with the service you receive from your NVM real estate broker, you can seek assistance from NVM's Consumer Information division. NVM real estate brokers
- subscribe to a Code of Ethics, are backed by independent disciplinary proceedings and hold compulsory professional liability insurance;
- NVM real estate brokers can offer you insurance against any hidden defects in the home appearing within three years following purchase (in the form of the NVM Home Guarantee). Most NVM real estate brokers also offer NVM Legal Assistance insurance in case you experience problems arising from the contract of sale;
- NVM real estate brokers may act only for buyer or seller, not for both, thus avoiding conflicts of interests;
- NVM real estate brokers can carry out a valuation of the property that you wish to buy or sell;
- finally the NVM provides ongoing training for its members and carries out customer satisfaction surveys to ensure that its brokers continuously provide the standard of service to which their customers are entitled.

### SELLING

If you call in an NVM real estate broker to sell your home, he will visit your property to examine its technical condition and to discuss selling points and other aspects in order to determine an asking price. Your house will then appear on the Internet site [www.funda.nl](http://www.funda.nl) Acting on your specific instructions the broker can also take care of advertising, viewings, paperwork and negotiations with buyers. His experience in the market and his negotiating expertise will ensure that you obtain the best price for your property, finally taking care that all formalities of the sale proceed smoothly.

### BUYING

Buying a house can be a daunting project, even more so if you are buying in a country where you are unfamiliar with local customs, regulations and legislation. After discussing your specific wishes the real estate broker can examine the NVM computer database to see what properties are available that meet your wishes. He will visit suitable properties together with you and advise on any need to seek specialist information from building specialists, etc. Once you have found a suitable property, the real estate broker will make an offer on your behalf, conduct the negotiations and assist you generally. He can offer you expert advice and assistance on obtaining a mortgage. He will also advise you whether it

is necessary to make the offer subject to 'resolutive conditions' regarding aspects such as residence permits, structural surveys or finance. These conditions ensure that, if you fail to obtain a mortgage, for instance, there is no penalty for not continuing with the purchase. This penalty can otherwise amount to 10% of the purchase price. Before final transfer of the house the real estate broker will inspect the new house together with you to ensure you are actually getting what has been agreed.

### **RENTAL AND LETTING**

The number of homes rented in The Netherlands is almost 6.5 million! If you are thinking of renting or letting a home, you can call on the expertise of an NVM real estate broker. The NVM real estate broker is also familiar with the rental market. He knows what is currently available on the market and can bring landlord and tenant together. The huge NVM property database includes properties for rent as well as for sale. As with house purchase and sale, renting or letting property is covered in The Netherlands by numerous rules and regulations. Whether you are renting or letting, the NVM broker will help you negotiate this potential minefield safely.

### **Dutch Association of Real Estate Brokers and Real Estate Experts NVM**

Fakkelstede 1 - 3431 HZ Nieuwegein  
P.O. Box 2222 - 3430 DC Nieuwegein  
The Netherlands - [www.nvm.nl](http://www.nvm.nl)

**You and your NVM real estate broker  
means:**

**You and *Sieburgh* brokers!**

**Call, mail or fax us, and we will solve all your property "problems"**

**Address: Koninginnegracht 41  
Postal code: 2514 AD  
City: The Hague  
Country: The Netherlands  
Telephon: + 31 70 3503850  
Fax: +31 70 3587383  
E-mail: [info@sieburgh.nl](mailto:info@sieburgh.nl)**