



CONSULTA

REAL ESTATE SERVICES

## How to efficiently buy a property in Gstaad!

Buying a property in Gstaad is probably a life-time experience for most people! Therefore, a few fundamental thoughts should be worth an investment before diving into this experience and for avoiding disappointments.



- 1. Fall in love with Gstaad – for whatever reason!**
  - either rent a property first, for instance through Consulta
  - visit Gstaad at different times of the year
  - ask for recommendations from friends, family, etc.
- 2. Take a fundamental decision within your family:**
  - why would you like to buy, what is particularly important to you?
  - when would you like to have your transaction happening?
  - have a rough idea about how to finance a property in Gstaad
- 3. Define a few deal-making or deal-breaking criteria for your property**
  - free standing chalet or apartment?
  - number of bedrooms?
  - required other number of rooms and spaces
  - size of the rooms?
  - number of bathrooms
  - location (geographically, view, canton of Berne or Vaud, central, in the green)
  - rough investment budget (don't forget renovations)
  - interior finishing style and standard
  - will you buy as a resident or as holiday home (this is quite important)?

- 4. Decide if you prefer to buy directly OR if you opt for working with a professional broker**
- 5. If you go for a broker, make sure that he/she is good! How to do this?**
  - Is he/she proposing immediately to show you properties?
  - is he/she an agent working for you OR a promoter of own properties?
  - ask for the financial conditions of your broker
  - is he/she working for you or for the vendor?
  - does he/she know what the market has to offer?
  - have you cross-checked his/her knowledge?
  - does he/she know about all relevant booby traps in a transaction?
  - how transparent is his/her approach?
  - how does your broker make his/her money?
  - are your or his requirements more important?
- 6. Get in any case in touch with Consulta – we grant the best conditions!**
  - you will work with a partner paid by his client
  - 18 years of market knowledge in Gstaad and all neighbouring villages
  - we know most, if not all vendors and their motivation to sell
  - proper due diligence of the properties we propose to you
  - you will see only what you may buy, not what you won't!
  - we can show you properties that you can't find on the internet
  - we make sure the property is sellable
- 7. Internet Properties**
  - we give you the very best advice for all properties you find on the internet
  - we can buy them at the very best conditions for you

### **CONSULTA's assets**

- Independent real estate service company available 24/7.
- A member of SVIT with 18 years experience dealing exclusively in the Gstaad area
- A specialist operating only in Gstaad and neighbouring valleys with no specific property ownership and therefore able to offer access and advice on probably all the real estate opportunities available.