



HOW TO

# SELL YOUR PROPERTY IN MONACO

STEP BY STEP GUIDE

# 7 STEPS TO SELL



## VALUATION

Our brokers, specializing in the Monegasque real estate market, will assess your property to determine its fair value using various valuation methods and provide a report.

## DOCUMENTATION

All necessary documentation needs to be submitted.



## SALE MANDATE

The sale mandate will determine the asking price, the commission of the real estate agency, the terms and conditions of the sale.

## ADVERTISEMENT

Our team will collaborate with agents to create a marketing strategy using various media platforms, including websites, social networks, local and international press, and open house events.





# STEPS TO SELL

## VIEWINGS & OFFERS



Viewings are scheduled by a broker at optimal times, with weekly follow-ups for buyer feedback. Agents handle offers based on buyer conditions. Once an offer is signed, retraction is not allowed. A notary manages the sale process and collects the buyer's deposit.

## PRELIMINARY AGREEMENT & FINAL ACT

Completing a sale requires two notary visits: the first for signing a Preliminary Agreement and the second for the Final Act of sale.



## COSTS & FEES

The seller must deduct the real estate agency commission from the agreed selling price. All other costs will be at the expense of the buyer.

# VALUATION



## STEP 1: VALUATION

Our brokers, who are experts in the Monegasque real estate market, will visit your property to **gather information necessary for determining its fair market value.** A comprehensive report will be generated utilizing various valuation methods.

# DOCUMENTATION



## STEP 2: DOCUMENTATION

**All required documentation must be submitted.**

This includes:

- Certificate of ownership
- Identity card of the owner(s)
- Records from the last three general meetings of the co-ownership
- If the owner is a company, all relevant legal documentation
- If the property is rented, all records of rental management
- If any authorized works have been carried out on the property, the complete records of those works.

# SALE MANDATE



## STEP 3: SALE MANDATE

The sale mandate will determine the **asking price, the commission of the real estate agency, the terms and conditions of the sale.**

- **Exclusive:** Only one agency sells your property, dedicating more resources for a better sale outcome, with a single representative managing buyer inquiries.
- **Co-exclusive:** Two agencies share exclusivity, allowing complementary approaches and access to different clienteles.
- **Simple:** Multiple agencies can compete independently to represent your interests.

# ADVERTISEMENT



## STEP 4: ADVERTISEMENT

We will arrange a **photoshoot** with a professional photographer. If necessary, we can assist with "**home staging**" to **enhance the property's appeal** and **attract potential buyers**.

Additionally, we will collaborate with our agents to develop a **comprehensive marketing strategy** utilizing various media outlets, including websites, social networks, local and international press, and open house events.

# VIEWINGS & OFFERS



## STEP 5: VIEWINGS & OFFERS

The viewings will be arranged by one of our brokers at the most suitable times. We will conduct **weekly follow-ups** to gather insights and feedback from potential buyers. Our agents will **prepare or receive offers based on the primary conditions** outlined by the prospective buyer.

**Once you accept and sign the offer, you will be bound by its terms,** with no option for retraction. Subsequently, the necessary documents will be sent to the notary, who will facilitate the completion of the sale process and collect the deposit from the potential buyer.



# PRELIMINARY AGREEMENT & FINAL ACT



## STEP 6: PRELIMINARY AGREEMENT & FINAL ACT

Completing a sale requires **two Notary visits:**

- **First Visit: Signing a Preliminary Agreement,** which is optional unless the buyer seeks a mortgage or if the property is subject to the State's right of pre-emption, especially for buildings built before 1947. The State can exercise this right within 30 days of signing.
- **Second Visit: Signing the Final Act, confirming the sale and agreement between parties,** making it enforceable like a final judgment. The new ownership is established on a specified date, and keys are handed over to the buyer at this moment. Suspensive conditions must be fulfilled within the agreed time limits.

# COSTS & FEES

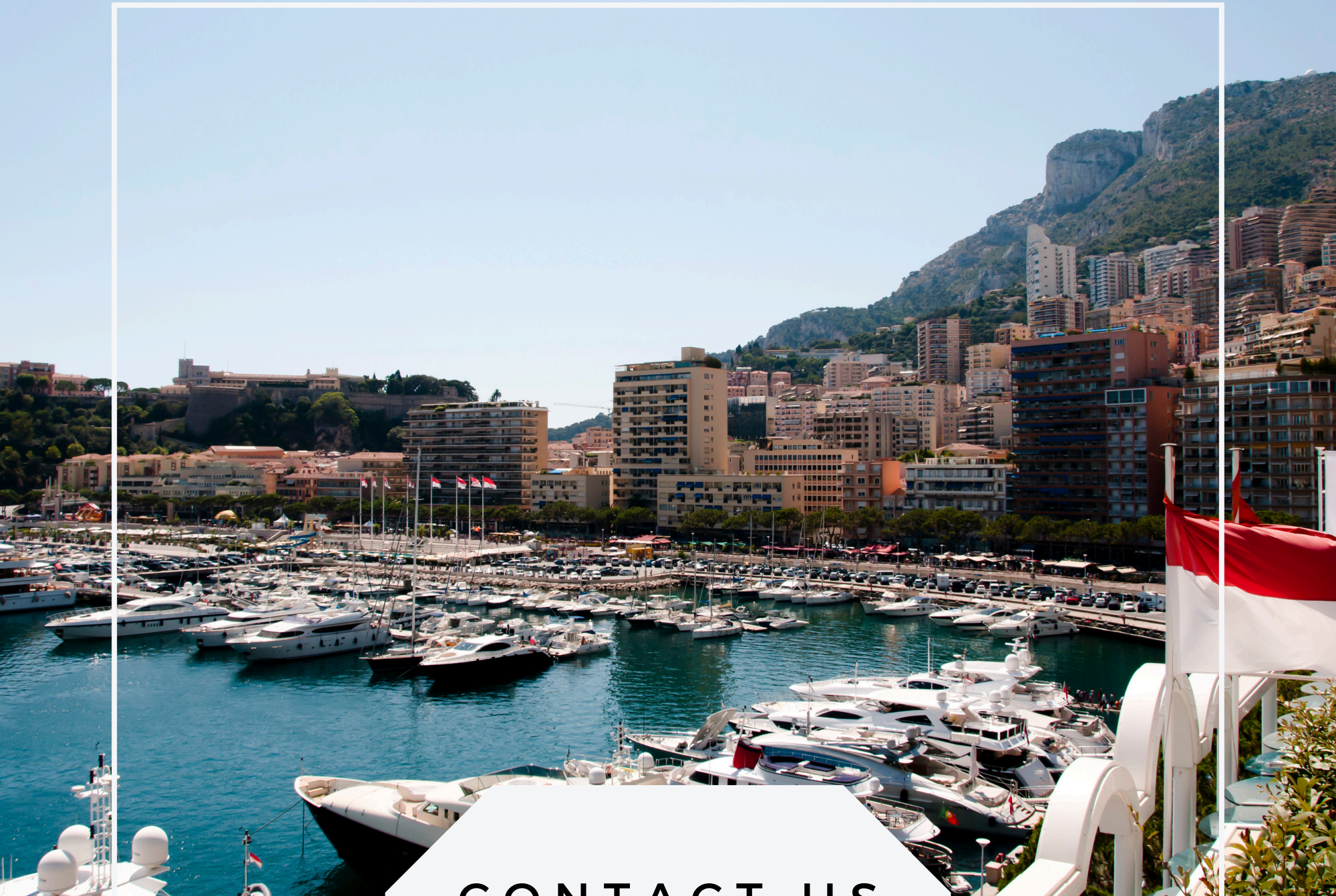


## STEP 7: COSTS & FEES

The seller is required to **subtract the real estate agency commission from the agreed selling price.** As per the scale established by the Monegasque Real Estate Chamber, [this commission is set at 5% plus VAT on the selling price.](#)

Additionally, if the property is still mortgaged, an early release fee of 1% will apply.

**All other expenses will be the buyer's responsibility.**



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