



FOR A FEE OF AGENT (COMMISSION) IN DIFFERENT COUNTRIES, AND WHO PAYS FOR IT (THE LANDLORD OR BUYER)?



Price: _____ **On request** **Publ. (upd.):** _____ **06.11.2015**

Location: _____

Description:

In Greece, the commission is split between the seller and the buyer. Remuneration varies depending on individual market.

"Standard Commission in Greece is usually 2% to the seller and the buyer to 2%. In some regions of the commission from the seller up to 5%, and the buyer can reach 3%, especially from those agencies who work with foreigners as foreigners require a different level of service and effort," - says Vadim Dolmenidis, director of Greece Invest. According to the expert, the Commission on the more expensive items are usually lower. For example, in transactions svyshe1-2 million euros agents often take to the buyer 1%.

In Greece, in the past there was a special law on the commission, but now he does not act. "Before the law was fixed standard fee of 2% on each side, is now the law is canceled, the amount of commission free", - says Vadim Dolmenidis.

Under standard transactions (1 million euros) discounts on commissions is rarely done.

In Italy, the commission is split between the seller and the buyer. According to Natalia Grankina, manager of customer service real estate agency LiguriaHomes Casamare, in Liguria the buyer and seller usually pays 3% + VAT (22%), regardless of the transaction amount. It's recommended rate of the local Chamber of Commerce. Olga Skovron, realtor Engel & Völkers, said that in the company's current rate of 4%, also for the buyer and for the seller.

In Italy there is no law regulating the size of fees, but there are so-called position «usi e consuetudini», adjustable chambers of commerce cities. "This means that in any sector and district commission is set by the agent, but are taken into account well-established routines and practices that in the case of the trial will be taken into account by the judge. Example: Agent asks 5%, the customer refuses to pay, the parties go to court and the judge requires the customer to pay the agent 3% - the average size of the commission for this kind of services in the area," - says Olga Skovron.

In Italy, you can get a discount from the commission. "In the case where the customer signs an exclusive agreement to work with only one agency, it gives a discount on the commission. If a customer buys a very expensive object, a few, or even tens of millions of euros, it can also ask for a discount on the commission of the agency. Special, discounted rates on the commission we set and regular customers. For example, we have a customer, an investor who for a year has bought three of the object, as a result, we have concluded with it a special cooperation agreement with the individual pay scale for all future purchases and sales", - says Natalya Grankina.



.....

In France, realtors commission pays either the buyer or the seller - by appointment. "Most of the secondary real estate buyer interesting commission separate from the price, as the notary fees in the amount of 8% in this case it shall not apply. If the buyer takes out a loan, in this case is not interesting to separate the commission from the value of the apartment, because he takes the credit of the entire amount, in this case, the commission paid by the seller, "- says Elena Generalov, director of the French Riviera Realty. When buying buildings in France Agency Commission always pays construction company, and the buyer does not bear the cost of compensation.

According to Marina Filichkin, the commission in France usually paid by the seller rather than the buyer.

It tells Elena Generalova, in France there is a scale of fees depending on the value of the object: up to 50 thousand. Euro - 8%, from 50 thousand. Up to 120 thousand. - 7%, from 120 thousand. 200 thousand. - 6.5% , from 200 thousand. 500 thousand. - 6%, from 500 thousand. up to 1 million - 5% and 4.5% for more expensive objects of 1 million euros. "All the same, the Commission contract (ie, may not be 4, and 5%, for example, or vice versa), discussed at the signing of a mandate for the sale of the object. As for developers, they will fix the fee to be paid when selling any apartments any agency specific object ", - says Elena Generalova.

In France, the realtor commissions regulated by law 70-9 of January 2, 1970 (Loi Hoguet).

In this country you can get a discount with the Commission, if you haggle. How real is it - it depends on the situation.

According to Global Property Guide, the commission real estate agencies **in Switzerland** varies from 3 to 5%. Usually pays the seller. When selling an inexpensive real estate, realtors can insure themselves by entering into the agreement the amount of remuneration in monetary terms. For example, when selling the house for 533 thousand. Francs a minimum fee of 16 thousand. Francs (3% of the purchase price), even if the house will be sold cheaper 533 thousand.

Infrastructure
