

## Selling Real Estate Important Information



Selling real estate is not something you do every day, and it involves all sorts of issues. This information sheet summarizes the key points for you to bear in mind.

### Allow Plenty of Time

It can easily take several months to sell a property. An entire year may pass from first putting the property on the market to completion of the sale. Don't allow impatience to get the better of you. In many cases, this can result in accepting a lower price than you were hoping for. Getting in touch with a notary, the land registry, and your bank at an early stage will also ensure that the sale goes through quickly and smoothly.

### Pitch the Price Right

The selling price always depends on supply and demand. The seller needs to know the value of the property as a basis for negotiating the sale. Calling on expert valuations or methods such as hedonic pricing, which involves examining comparable properties, can help you come up with a realistic asking price.

### Prepare Sales Documentation

Preparing detailed sales documents gives a professional impression and makes negotiations easier. A good set of sales particulars contains at least the following information:

- The location of the property, including the town or city, and details of local facilities
- A property description and details (including the price)
- Photos
- Cadastral plans and floor plans

### Prepare for Viewings

The first impression at a viewing is crucial. Make sure everything in and around your home is clean and tidy. Check the most important features and appliances to ensure they work. Professional viewings make a good impression on potential buyers.

### Find a Solution for Your Mortgage

The sale of a property rarely coincides with the end of a mortgage. Paying off your current mortgage can result in early repayment charges. Those charges are calculated by taking the difference between the interest rate when you took out the mortgage and the current rate, the residual term, and the amount of the mortgage. The longer your residual mortgage term is, the higher the charges will be. These charges should be factored into the sale price. In certain circumstances, you may be able to arrange with the buyer and the bank to transfer the mortgage to the buyer. If you are going to purchase another property, you also have the option to transfer your mortgage to your new home.

### Reinvest or Repay Funds from Your Employee Pension Plan

If you used funds from your employee pension plan (second pillar) to buy the property, those funds will have to be repaid into your pension plan once the property is sold, unless you reinvest the money in an owner-occupied residential property within two years. You can set up a vested benefits policy or vested benefits account for the amount of the early withdrawal. The above-mentioned repayment obligation is limited to the

proceeds. Please also note that you must get the pension fund's consent to lift the restriction on your right of disposal before selling the property.

### Factor in Taxes and Fees

Every canton levies real estate capital gains tax on the sale of property, based on how long you have owned the property and the investment costs. This will vary from canton to canton. Depending on the canton, you may also have to pay real estate transfer tax. If you buy another property, you may be able to request deferral of the real estate capital gains tax. If the property in question is a business asset, additional tax implications and social insurance contributions will have to be taken into account. It is a good idea to set aside some money to cover the costs of transfer of ownership (notary, land registry, etc.) and taxes.

### Sound Advice

It takes sound advice to find a lasting solution that meets your needs. That's why we take a holistic approach tailored to your particular circumstances. We can help you with a property valuation, and explore with you what it will cost to repay your mortgage early, whether you can transfer your existing mortgage, or how best to invest the proceeds from the sale.

In-depth expertise, state-of-the-art advisory and computing tools, and the close support of our Financing Experts are as much a part of our service as dealing with your concerns promptly and efficiently.

When you meet with our Financing Experts for a personal consultation, you can be assured of need-based excellent advice.

### Take Our Advice

Selling a property is enormously time consuming, and can last several months. Why not let Credit Suisse help you? Contact your personal advisor at the earliest opportunity.

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### Contact us

We are here to help you on your financing needs.

Call us at 0844 100 114\*;

Monday–Friday, 8:00–20:00.

For more information visit our website at

**[credit-suisse.com/mortgages](https://www.credit-suisse.com/mortgages)**

\* Phone calls may be recorded.

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