

WHAT DO YOU NEED TO KNOW IF YOU'RE

PURCHASING A REAL ESTATE IN ITALY?

BUYING AND SELLING SUBJECTS:



BUYING AND SELLING PROCESS:



1 Seller contacts the real estate agent for assistance on property buying and selling



2 Real estate agency promotes the property buying and selling



3 The interested buyer contacts the real estate agency in order to discuss the possibility to buy the property. Later they start to discuss this also with the seller and if they're all happy they go ahead with the purchase proposal



4 The purchase proposal: buyer and real estate agency "work" together and make a proposal to the seller. In this document they discuss about the buying and selling main topics:

- The price
- They payment methods
- The payment time limits.



5 Normally the buyer makes an advanced payment (5%-10% of the total amount due) who will be released only if the seller is happy with the proposal.

6 The preliminary contract: buyer, seller and real estate agency are reunited. This is not a mandatory contract but the parties could decide to sign this contract in order review and go into some elements they have agreed in the purchase proposal



7 The deed: buyer, seller, estate agent and notary are all together. This is a mandatory contract and is concluded and signed with the presence of the notary; who registers the contract. Once signed the deed, the buyer has to pay, by bank draft, the remaining amount due to the seller and the real estate agency for the assistance they provided.