

## **REAL ESTATE CONSULTANT**

*Micol Singarella*

**- did you hear about great deals in Berlin but not about me yet? –**

I am a Real Estate Agency consultant who has good experience in the field, especially in the city of Berlin. My goal is to buy apartments at more competitive prices to those agencies that cater foreign investors who buy in this city and to help my clients in every step of the purchase and after.

I'm turning to direct owners, auction houses just before they put properties on the market, to specialized agencies and those working in the field. I use agencies only if they offer some interesting proposal for my customers, since they often have databases for selected customers to which I have direct access.

If you have friends interested in buying a house in Berlin, I thank you in advance to pass my presentation around. I also have an affiliation scheme running contact me directly and I will tell you the rates. In may my website will be released.



### **WHY 'BERLIN? 10 Reasons.**

*the new European capital now comparable with london and paris*

- 1.** Berlin attracts more and more investors because the prices are surprisingly affordable: the principle of any good investment.
- 2.** It is expected than in 10 years for properties to double their current value, according with current trends.
- 3.** Rents continue to rise year after year.

4. Potential revaluation of the city that has many empty apartments in central areas.
5. City of fashion in Europe and with an annual flow of people comparable with Paris and London.
6. Greenest City in Europe where you can have an apartment to relax during the holidays.
7. Loyalty and reliability of the German legal system with foreigners.
8. Loans easily available to foreigners if asked through intermediaries like me.
9. Being an European student city is very easy to find wealthy tenants.
10. By renting a flat the low initial costs make possible to create a profit of 4-10% depending on what one buys.



## **WHY BUYING A FLAT RATHER THAN PUTTING SAVINGS IN THE BANK.**

### HIGH roi

- If you buy a flat in Berlin for € 80,000 and you rent it, it triples your investment after only 10 years of ownership, while in the bank at a rate of 2% your initial investment could not even duplicate.

- If prices continue to rise as at this time, in 20 years you have a ROI (return of investment) is 6 times the initial investment.

## **MY STORY**

*rEALISE everyone's' dream*

The secret is being so passionate about the industry and working for my clients as I would do for myself when I bought my first 2 flats 5 years ago.

## **FINANCING**

*free consultant*

- ❖ If you do not have the capital to buy an apartment I can help you finding one. I have a specialized consultant whom does all the paperwork for you, the service is included in my commission.

## **BUREAUCRACY**

*Sit back and Relax!*

- All you have to do is send me the documents I ask you and I go through for you all the paperwork during the purchase. I have a lawyer and a notary that work with me for my clients.
- You will only come to Berlin if you want to see the flat of course and sign the contract with the notary, you can also delegate me for that.
- I follow all the steps in the purchase, not only physical but also practical: letters, paperwork, taxes to pay etc.

## **EXPENSES: 10 STEPS TO BUY A FLAT**

### *Incredible RATES FOR A SERVICE NOBODY IS OFFERING YET in berlin*

In my commission of 7.14% (in Germany commission is paid only by the person buying the property), with a minimum of 5,000 € (only points 1 through 9) for homes worth up to € 70,000. Payments should be made in two installments\*, the first half when leaving the deposit for the flat the second half after the flat is purchased and you get the keys.

### **SERVICES:**

- 1-General consulting on the Berlin Property Market until we identify what each client needs.
- 2- Research of the right property.
- 3-Visit properties personally
- 4- Send a photo reporting for each property which I think is valid
- 5- Negotiation with the owners. Since properties I deal with are at prices lower than average is important that I understand the desires of buyer, once I find a property has to be reserved in 2-3 days as it won't last longer in the marketplace.
- 6-Help to purchase, with the notary (my personal notary whom deliver contracts in every language), legal fees, transaction costs which are between 6-6,5% and my commission (5,000€ or 7.14% )
- 7- Free counseling and practical help of my financial advisors in case of a mortgage request.
- 8-Help with letters follow up bureaucracy or translate documents after the purchase.
- 9-German assistance in opening an account and an insurance if needed.
- 10- Renovation work with a cheap and reliable team of workers that I worked with for years \*\*

\* If the apartment can't be sold because of the buyer the first part of my commission is given back to the buyer.

\*\* To be discussed personally subject to change.

## **...MORE USEFUL INFOS...**

### **RENTING OUT APPARTMENTS**

I calculate maximum 2 months to rent a flat out. I can help with that getting property owner the highest price in the market, my services are:

- Put a variety of online ads, on university boards and sites for foreigners in Berlin
- Constantly update the ads so they do not lose their visibility online (update them more 'than 1 time per day)
- Selection of candidates by e-mail, phone and in person
- Show the apartment and determine who is really interested
- Create contracts \*
- Collect and send to the property owner the various basic documents to get a room (proof of monthly inputs, scholarships, parents' letter and copies of their respective documents)
- Facilitating the transfer of deposit for the rooms into the owner bank account.
- Make several copies of the keys for which you need special permits, to give her housemates after the deposit
- Assistance with ADSL header and electricity bills setting for the tenants
- Ensure that all payments will be automatically set to the owner.
- Assistance to the owner with the automatic setting of all payments regarding the flat \*\*

The service costs € 600 or a month of rent in case is higher.

\* My contract is something new and that nobody offers in Berlin. Agencies rent the apartment as a whole and not the individual rooms as I do because it is much more work but this halves what an owner can make in terms of rental income. I can do that for you for the same price that an Agency charges to rent the whole flat. Once the apartment is complete with all signatures of the newly found tenants, the contract is still as a ' single unit. This allows you to rent the apartment at a higher price and to ensure that the lease lasts through years as the tenants take care about finding new tenants themselves as part of the contract..

\*\* The service ends once the apartment is rented and that all payments are set, it does not include the management of the flat.

## **MANAGING A RENTED FLAT**

Hourly charges apply if my assistance is needed on demand.

Or agencies I am in contact with can do that for you from as little as 22€ per month.

I can also manage holiday rentals.

## **SELL PROPERTIES**

I sell properties for no charge at all to attribute to the owner of the property.

## **CONTACTS**

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