


# Personal Shopper Guide

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# What is a **personal shopper?**

He is a professional who is in charge of managing the purchasing process of a property for you. Thanks to this, you will be sure to make the best purchase for your new home.

Your personal shopper **is specialized** in what involves **exhaustive knowledge of the market situation and access to privileged information,** such as new properties that are not found on real estate portals.

Their job is to **evaluate, inspect and select** properties that fit your search criteria, so it is essential that you are very clear about your priorities.

He will be in charge of **representing and defending your interests** in the search and negotiation with the selling party, as well as checking that all the documentation is in order.





# Before having a **personal shopper**

Before looking outside, look inside. Look at you. Ask yourself why you want to buy and if you are convinced of it.

- **Is it a need derived from some change in your life or a possibility?**
- **Is it a home that involves moving?**
- **Maybe it is as a holiday residence?**
- **Or an investment?**

Once you have made that decision, ask yourself **what exactly you are looking for.**
How do you imagine your future house. Where do you want it to be. What would you like it to have? What are your conditions, your needs, your desires and aspirations. When establishing them, also ask yourself **what budget you have** to invest in this great project of your life. **Set a limit and be realistic when you do it.**

All these requirements will determine the housing model you are looking for. The more precise it is, the more profitable your search will be in terms of time and effort. If you are clear about what you want, it will be easier to distinguish it once you have it in front of you.

***Everything influences when defining the key FACTORS that will determine your SEARCH CONDITIONS.***

# We are your **Personal Shopper**

At **Fincas Eva,** we understand **that searching for and acquiring a property** can be a complicated process that requires **time, resources and specialized knowledge.** With this work in mind, we offer our exclusive Real Estate Personal Shopper service, where we accompany the buyer in every step of the process, from the search to the closing, with the aim of finding **the best** option that fits your needs and preferences.

Our **Real Estate Personal Shopper** team is made up of **experts in the real estate market,** with deep knowledge of the **trends, values and opportunities** he can offer. We are dedicated to understanding the unique needs of each client in order to offer **personalized service** focused on obtaining optimal results. With us, buyers can **save time and money, avoid worries, optimize their investment and enjoy a property buying** experience without complications or conflicts of interest.

We are experts in **international clients,** that is why we offer a **multilingual** service.

We have a diverse team of real estate agents who are fluent in a variety of languages, including **Spanish, Catalan, English, French and Italian.**

This allows us to communicate fluidly with clients of different nationalities and ensure that they **understand each stage of the real estate process.**



# Our services **exclusive for the buyer:**

At **Fincas Eva,** our **Real Estate Personal Shopper team is committed to offering a comprehensive service** that simplifies the search and acquisition of properties for our clients. Our services include:

**Needs analysis:** The first thing is to establish effective communication with the client to understand their needs and desires. This involves asking about the type of property they are looking for, their budget, preferred location, size of space, specific features they want (such as number of bedrooms, type of kitchen, etc.), among other relevant aspects.

**Active Search:** We use our extensive network of contacts and resources to actively search for properties that fits your established criteria.

**Priviliged information:** We will filter options and this may involve searching real estate technological tools.

**Comparative analysis:** We will make a selection of properties and carry out a price comparison to ensure that their assigned value is fair and reasonable according to the current market.

**Visit and Professional Home Inspection:** We carry out visits to pre-selected properties to valuate their suitability. We will also take photographs, videos and plans of the selected properties and we will study them to make sure that everything is in order and that the home has no hidden defects or aspects that could give a problem in the future.

**Professional negotiation:** When we find the ideal house, we make sure to negotiate the purchase conditions and this may involve discussing the price, sales conditions, delivery times; among other important aspects. We will defend your interests to ensure you the most favorable agreement. We will defend your interests to ensure the most favorable agreement.

**Comprehensive advice:** We provide advice throughout the entire process, from the search to the signing of the public deed. We also advise on financing options if the client requires it.

**After-sales:** We can offer services such as moving, renovations, changing supplies, paying taxes, currency exchange, cleaning, etc.
Our goal with after-sales service is to provide peace of mind and support to our customers even after the transaction has been completed. We are committed to building long-term relationships with our clients and being a trusted resource for all of their real estate needs.




## What are the advantages of having a personal shopper?

**You will save money:** We make sure that the price you will pay for your new home is fair and a good deal. We can negotiate prices, resulting in a saving of 5% to 20% on the starting price of the property.

**You will save time:** You will not have to invest your time and effort in visiting properties that do not fit the characteristics of what you are looking for. Your Personal Shopper will only show you the properties that pass your search criteria. We reduce the number of necessary visits by up to 70% compared to a traditional real estate agency.

**You will save worries:** An agent knows how to locate hidden defects, abusive clauses or unfavorable conditions.

**Impartial advice:** Unlike traditional real estate agents who represent the interests of the seller, a real estate personal shopper works exclusively for the benefit of the buyer client. This means they can provide impartial and objective advice, focusing on finding the property that best suits the client's needs and preferences.

In summary, hiring a real estate personal shopper can significantly facilitate and speed up the process of searching and purchasing a property, offering the client access to exclusive properties, expert knowledge of the market and a personalized service focused on their specific needs.


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