

Selling property in France: who pays what?

Three scenarios based on a desired net seller price of €200,000

1. SALE WITHOUT AN ESTATE AGENT

You want to receive:	€200,000	Buyer's maximum budget:	€200,000
Negotiation margin:	+ 20,000		
Your asking price:	€220,000	Listed price:	€220,000
After negotiation:	€200,000	After negotiation:	€200,000
You receive:	€200,000		
SALE AGREED			

2. SALE WITH AN ESTATE AGENT (6%)

You want to receive:	€200,000	Buyer's maximum budget:	€200,000
Agency commission 6%	+ 12,000		
Negotiation margin	+ 8,000		
Listed price:	€220,000	Listed price:	€220,000
After negotiation:	€200,000	After negotiation:	€200,000
Agency commission:	- 12,000		
You receive:	€188,000		
SALE AGREED?			

3. SALE WITH AN ESTATE AGENT (6%) + EXTRA MARGIN

You want to receive:	€200,000	Buyer's maximum budget:	€200,000
Negotiation margin	+ 20,000		
Base price:	220,000		
Agency commission 6%:	+ 13,200		
Listed price:	€233,200	Listed price:	€233,200
After negotiation:	€210,000	After negotiation:	€210,000
Agency commission:	- 13,200		
You receive:	€196,800		
SALE AGREED?			