



ASSOCIATION
DES **AGENCES**
IMMOBILIÈRES
DE SAINT-BARTHÉLEMY

Why should you trust real estate agent? The guarantee of being supported by professional services to secure your real estate projects

At the heart of Saint-Barth's life, real estate plays a major role for locals and people visiting the island alike. To secure your real estate projects, the key is to rely on qualified professionals who have special responsibility for the quality and the security of your real estate project.

Benefits of a real estate agent's intervention:

According to the French laws and regulations, he is a professional who must respect strict rules including :

- ✓ Holding a business license attesting to his professional ability and ethics
- ✓ Having a financial guarantee from a banking organization or a professional organization
- ✓ Being protected by professional liability insurance
- ✓ Signing a written agreement (Mandat) with his client in order to be allowed to negotiate or commit on his behalf and to hold funds as well.

These legal obligations will ensure the transaction is completed competently and professionally.

For **real estate transactions**, working with a real estate agent means to be sure of being guided by a professional:

- ✓ He has to advice with transparency and diligence towards all parties ; he is there to represent your best interests
- ✓ Subject to an obligation to inform and verify all information published in the context of an advertisement
- ✓ Regularly trained in new regulations in force **Actively updating education:** Through courses, workshops and other professional development, a REALTOR® maintains a high level of current knowledge about real estate.
- ✓ Thanks to his experience, with a fine knowledge of the specificities of the local market, competent to assess at best the value of goods, including the most exceptional and to estimate the potential for profitability
- ✓ Capable of optimizing the time to sell real estate through a selected client portfolio and specialized international networks
- ✓ Effective in the negotiation phase
- ✓ Expert in the use of professional and effective communication tools to promote goods and reach targeted customers
- ✓ Competent to take care of administrative, technical and legal procedures for the conclusion of the sale and guaranteeing a regular and secure transaction

As part of the weekly rental, for the owner, it is the guarantee of being able to rely on a professional who:



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- ✓ Ensures the optimization of the occupation of the property by looking for tenants in accordance with the standing of the property,
- ✓ Promotes the property through various communication media
- ✓ Responsible for relations with tenants (drafting of contracts, reception, receipt of payments)
- ✓ Acts transparently on behalf of his principal
- ✓ Guarantee the payment of rents through an escrow account
- ✓ Is obligated to pay the tourist tax

For the clients, contacting a real estate agent also has many advantages:

- ✓ Get advice from a specialist on the island who has a detailed knowledge of the properties he offers for rental
- ✓ The real estate agent can intervene in the event of a problem linked to the functioning of the villa, or to inconvenience caused by neighborhood nuisances (works for example) and offer, if necessary, a rehousing thanks to the large portfolio of villas at his disposal
- ✓ Benefit from personalized concierge services

Find more information on the advantages of contacting a real estate agent and on the real estate activities and businesses on <https://www.aaisb.org/>

Contacting one of the 10 real estate agencies member of the Association of real estate agencies of Saint-Barth is trusting a qualified professional, on the island since many years and respecting the regulations.



Home away
from home
Eden Rock
VILLA RENTAL
ST BARTH



MISSIMMO
ST BARTH



WIMCO VILLAS

