



**TRANSFORM**

**PROPERTY CONSULTING**

*An IIM - XLRI alumni initiative*

We at **TRANSFORM** Property Consulting thank you for giving us an opportunity to serve you.

You can rest assured that you are in safe hands and your property needs will be taken care of.

In this document, we would like to give you an idea of the services that we can offer in helping you to sell the property in a hassle free manner.

Our spectrum of services is divided into five stages and includes all activities involved in selling a property right from marketing of the property till the final documentation involved in completing the transaction with the buyer of your choice.

	<b>Activity</b>	<b>Status</b>
	<b>Stage – I – Property Information Collection</b>	
1	Property inspection	
2	Property Information Draft preparation	
3	Property Information finalization	
4	Price agreement and finalization	
5	Issue a mandate to TRANSFORM Consulting to execute the deal	Milestone
	<b>Stage – II – Property Title Verification</b>	
6	Property Documentation Verification	
7	<b>TRANSFORM</b> Recommendation based on checking the paper work	
8	Paper work completion sign off	Milestone
9	Marketing the property to potential clients	
10	Any dedicated marketing using online / offline media on need basis	
11	Buyer Evaluation	
	<b>Stage – III – Negotiation &amp; Deal Finalization</b>	
12	Buyer Engagement and Deal negotiation	
13	Deal finalization and Financials planning	
14	Token Agreement Sign off with Buyer	
15	Documentation Clearance support for Buyer side	
16	Documentation Clearance sign off from Buyer	Milestone
17	Property purchase agreement preparation	
18	Agreement sign off with Buyer	Milestone
	<b>Stage - IV – Deal Execution</b>	
19	Sale Deed Draft Sharing	
20	Sale Deed Finalization	
21	Deal payment handling	
22	Deal Execution	
	<b>Stage – V – Any other business</b>	
23	Any other specific issues that need to be handled that have been identified	
24	Capital Gains / Repatriation of Proceeds	

## Engagement Model

We work on a flexible engagement model depending on the needs of each individual client that we deal with.

SI	Stages	Fees	Any other costs
1	Stage – I	No fees charged	No
2	Stage - II	<p>Our <b>Fees is 3% of the agreed Deal value</b> for Stages – II , III &amp; IV combined plus any applicable taxation</p> <p>At the start of this stage we would require <b>an advance</b> payment which would be adjusted against our fees later. The advance amount be used towards</p> <ul style="list-style-type: none"> <li>• Getting a complete verification of the title of the property</li> <li>• Advertisements of the property in a few internet and non internet media.</li> <li>• Steps required to collect as much information on the property to make it more marketable</li> <li>• Anything else that is required to improve chances of sale.</li> </ul>	Any payments that need to be paid by the owners in terms of fees/ taxes / conversion charges/ Documentation to be created / obtained etc
3	Stage – III	Our fee is 3% of the agreed Deal value for Stages – II, III & IV combined.	
4	Stage – IV	Our fee is 3% of the agreed Deal value for Stages – II, III & IV combined.	
5	Stage – V	To discuss and agree	Will depend on what is planned for this stage

## About TRANSFORM

We are Kerala's first Professional Real Estate Advisory firm with offices in Kochi & Bangalore. Founded by a group of IIM & XLRI Alumni we aim to TRANSFORM the way real estate transactions are done by Keralites across the globe. We provide our services for property transactions in Kerala and Bangalore.

We can help you with the following

- Real Estate **Investments / Exits** : Land / Buildings / Apartments / Villas
- Market Information helping you with **Price Discovery of Properties** of your interest
- **Price Negotiation** with Sellers / Buyers in a professional fashion
- **End to End Deal Execution** of Buying or Selling on behalf of you
- **Capital Gains** and Other Taxation elements in Property deals
- Land / Property - **Leasing & Renting**
- Complete **Documentation support** right from Sale Agreements to Sale Deeds to Govt Office Liaison for property related docs

We can be reached on

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