

We guarantee personal and professional advice for your real estate matters. From start to finish.





A HOUSEHOLD NAME SINCE 1996

In 1996, Immo De Laet opened the doors of its first branch in Ekeren. That was the start of what was to be a period of lightning growth. We now have ten branches dotted throughout the province of Antwerp, where we are now a household name.

A top team of enthusiastic employees is at the ready with passion and professionalism to ensure that your real estate project reaches a successful conclusion. Experienced regional sales managers, administrative staff and legal managers all work together giving their all to ensure your satisfaction. And this applies to both sales as well as rental projects.

The result is that our customers receive optimal care with a high-quality service in which all aspects of your real estate transactions are treated with all the required attention to detail. We are by your side providing guidance from start to finish - from the accurate valuation of your property to the execution of the notarial deed, the registration of the lease and the organisation of the property survey. We continue offering our service even after the transaction is completed; even then you can contact us with any questions or for expert advice.

Another important aspect is that we do not shy away from legal issues. We make it a point of honour to provide significant added value for our customers, even in the most challenging projects.

Vlabel valuations: a major advantage of Immo De Laet

The real estate market is changing at lightning speed. It is becoming increasingly difficult to get a mortgage and energy standards are becoming more strident. As a result, real estate projects are becoming increasingly challenging and accurate, up-to-date property valuations are more crucial today than ever. But there's no need to stress - in addition to our free, non-binding valuations, we also provide widely recognised Vlabel valuations. These real estate valuations are considered legally binding and correct by the Flemish Tax Administration as well as the courts. They have to be drawn up by a recognised valuer according to the formal requirements of the quality charter for valuation reports. Which is obviously the case with us.

“Do you need a Vlabel valuation? Check out the advantageous terms we offer!”

immoscoop

Immoscoop is *the* online real estate portal by and for estate agents. It features all the latest properties available and is the hotspot for real estate scoops. Are you checking the web for a house, flat, new build or piece of land that has just come on the market? Then you've come to the right place. The user-friendly platform is gaining in popularity and Immo De Laet is an enthusiastic partner in this success story.

OFFICES



TE LAET

Kom niet TE LAET

If you live in Antwerp you will most probably be familiar with our slogan “Kom niet TE LAET” (“Don’t miss the boat”). This famous slogan is probably an important contributing factor in our company’s growth story. Marketing guru Guillaume Van der Stighelen even included it in a list of what he considers strong brand slogans in his book ‘Make your brand a hero!’ We even achieved a higher score than L’Oréal’s famous slogan, ‘Because I’m worth it’.

“Not the biggest, but the right one.”

A DAY IN THE LIFE OF IMMO DE LAET

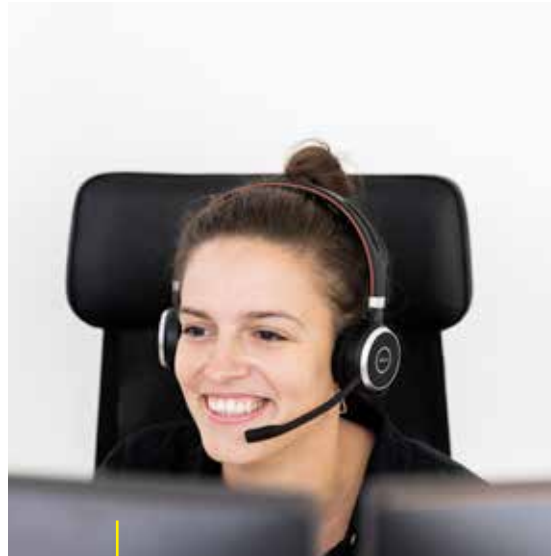
Experienced regional managers

Your experienced regional manager is your dedicated contact throughout the entire process. They know the region inside out and personally handle your project from beginning to end thus offering you maximum reassurance.



Legal advice

In a world that is increasingly regulated, it is essential that you are able to put your trust in experts, who take responsibility and who offer honest advice that is in your interest.



Administrative support

Thanks to our extensive network of offices, your dedicated contact person is always available to handle your project and guarantee clear agreements.



Personal communications

We set great store by offering a personal approach. At Immo De Laet you are not just a number; we are nearby offering frequent updates and honest advice.



Customised around your project

We work alongside you to ensure a successful sale according to the timing that you propose. We do this using accurate information, your own login and effective solutions as and when the situation demands.



Site visits

Real estate has to be seen and experienced. Thanks to our knowledge of the neighbourhoods and of your project, we have an excellent success rate in maximising the enthusiasm of candidates to get optimal results.

After-sales follow-up

We are by your side from start to finish. And what's more, even after the sales or rental transaction, we continue to offer you high-quality service! Clear, accurate agreements and contracts guarantee your long-term peace of mind.



SALES STEP BY STEP PLAN

01

Site visits and valuations

A comprehensive site visit is the logical first step in the sales process. Based on various parameters such as habitable surface area, maintenance, technical condition and location, we determine the current market value and the optimal asking price in the current market conditions.

02

Informed method

Because we place a great deal of importance on transparency and trust we are able to ensure that our clients are completely familiar with the method we apply to our sales process.

03

Request for EPC and electricity check

Thanks to the EPC survey, we can ascertain the energy performance of the property. The electrical inspector checks whether the electrical devices meet all the safety norms.

04

Professional photo reportage

You only get to make a good first impression once. This also applies to your property. That's why we do not take any chances. We organise a professional photo shoot and, where appropriate, add different elements such as drone photos, floor plans, etc. We use different resources for each type of property to ensure the best result.

Publications

05

Investing in the right publications is an asset when selling your property. At Immo De Laet we do this via our own website, Immoscoop and other reliable channels including social media: Facebook, Instagram, etc.

Viewings and feedback

06

As a customer, you receive regular feedback on the status of your project. Via your own owner login, you can also monitor the status yourself. You can see online which actions we have taken: how often we have visited the property, how often the property has been viewed on the website, etc.

07

Negotiating

As soon as an offer is made, we discuss it with you and together we map out the next stages. Because a negotiating process involves a lot more than just agreeing on the price. Just think of all the other additional aspects such as suspensive conditions, financial aspects, availability of the property, any eventual take-over of movable property, etc.

08

Private sales contract or promise to purchase

Once the negotiations have been rounded off, we integrate all the different agreements into a sales contract. And we then submit this to you and your notary for approval. We organise the signature thereof and then ensure that everything is provided to the parties involved as well as their notaries in order to ensure the scheduling of the completion.

09

The execution of the notarial deed

The final formal stage of the sales process is the execution of the notarial deed. This is the moment of truth, when we can congratulate all the different parties involved on their successful transaction. Even afterwards, we remain available should you have any questions. Or just to chat over a cup of coffee!



This is already the second time I have used the services of Immo De Laet. This time around too, I am very satisfied with the service, the negotiating style, customer-friendliness and professionalism. Immo De Laet really gives you confidence and makes sure the negotiations run smoothly..

Niki D.



I am very satisfied with the assistance provided in the sale of my house in Merksem. Accurate legal info, from the valuation to finalising the sale with the notary. I'm happy to know that my house is in the hands of people who will give it a new future. Many thanks to all the team at Immo De Laet Schoten!

Hilde R.



RENTALS

STEP BY STEP PLAN



As in a sales process, it is best to handle the rental of a property with optimal attention to detail. We assist you from start to finish, so that the whole process is as smooth and hassle-free as possible so that you have complete peace of mind. We provide advice in advance for example on how to prepare your property for letting and the best way to ensure it is up to date with current and future standards in terms of the quality of the accommodation and energy consumption. We ensure that you, the owner, are able to rent out a quality property. Which will avoid a lot of problems afterwards.

One of our advantages when it comes to letting properties is the screening of prospective tenants. With over a quarter of a century of experience in letting different types of property in different regions, we are perfectly equipped to avoid potential pitfalls. Our leases are also legally extremely comprehensive offering maximum protection in favour of the landlord, insofar as legislation and jurisdiction allow. To conclude, when you offer your property for rent with Immo De Laet, you have made a wise choice marking the start of a successful long-term collaboration.

01

We provide a non-binding valuation and advice about the right rental price in accordance with the condition of the property and the known market conditions.

02

We inform you about our operating methods.

03

You sign our terms and conditions:
the assignment is thus entrusted to us.

04

We request a new EPC (if not yet available)
and draw up a property sheet to set the
letting ball rolling.

05

We organise photos of your property
to be taken in order to complete the file
for publication.

06

We publish the details of your property
on our own website and via our reliable
advertising channels and we contact
potential tenants in our database.

07

We accompany all visits
and provide regular feedback.

08

We screen and present potential tenants.

09

Drawing up and signing the rental lease.

10

We finalise details of the rental guarantee.

11

We organise the inventory
and register the rental lease.

REGIONAL MANAGERS **FROM THE AREA**

A player like Immo De Laet is only as strong as the members of its team. We are lucky to have a group of employees who are all passionate about real estate and who are at the top of their field in terms of expertise and customer services. What's more, they have thorough knowledge of the region they operate in, which is crucial in order to deliver high-quality real estate services. We are proud to introduce to you some of our esteemed colleagues.



Denis De Beckker

**Regional manager
EKEREN**

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0496 27 47 80

**I am a regional manager
who has worked more than
25 years as a real estate
specialist in the area where
I grew up.**



Christophe De Smedt

Regional manager
SCHOTEN

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As a seasoned real estate expert with extensive regional knowledge I can get the most out of your real estate project.



Klaas Herbots

Regional manager
KALMTHOUT & ZOERSEL

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My extensive experience and love of real estate make a real difference.



Grisja Praiss

Regional manager
ANTWERPEN

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Passion, confidence and knowhow: the ingredients for win-win real estate transactions!



Gevoel voor vastgoed

Opening hours:

Mon - Fri 09.30 - 12.30 | 13.30 - 17.30

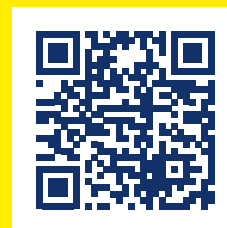
Saturday 09.30 - 12.30

Closed on Sunday

You can reach us by phone on:

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