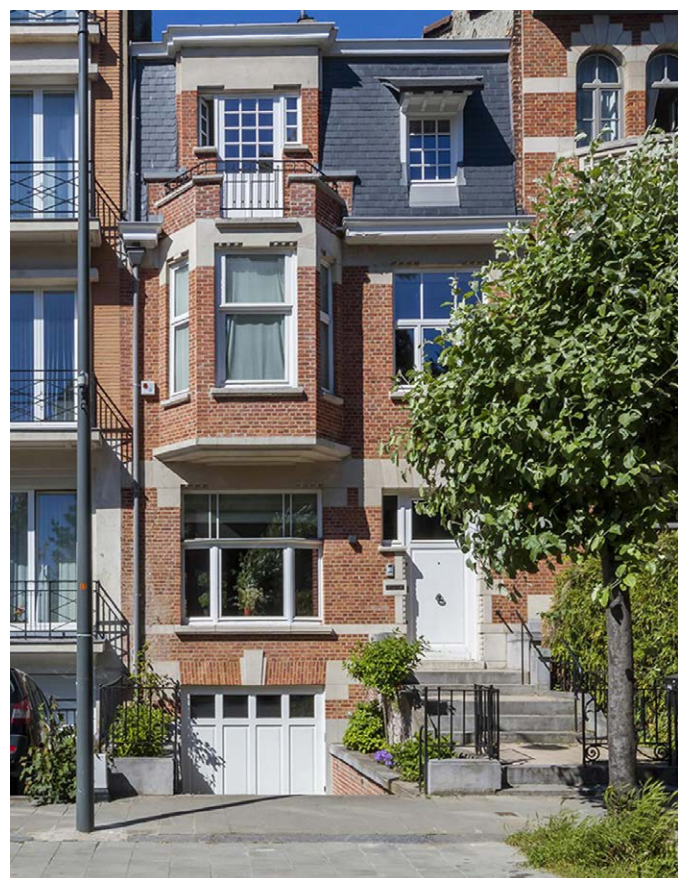




LATOUR & PETIT **L&P**
— REAL ESTATE YOU CAN TRUST —



BRUSSELS
BRABANT-WALLON
FLEMISH-BRABANT
NAMUR



LATOUR & PETIT, 20 YEARS OF EXPERIENCE

« When the Latour & Petit adventure began in 2001, the objective was clear: to earn your trust and loyalty.

Our approach to real estate was already intended to be friendly, serene, and resolutely professional, ensuring that each transaction would be marked by trust.

Purchase, sale, rental, and more... we have the privilege of contributing to the life projects of our clients, and we are committed to doing so with respect.

This would have been impossible without the incredible team we have built over the years, a team we can rely on with complete confidence.

Thank you for continuing to place your trust in us. »

Aymeric Francqui & Denis Latour



FIVE PROFESSIONS, ONE PASSION

A successful **PROPERTY RENTAL** brings together the aspirations of a landlord and the lifestyle of the tenant. Thanks to our experience and close relationships with both large companies and international institutions, you can be sure that we will find the ideal tenant in the shortest possible time.

THE SALE OF AN EXISTING PROPERTY starts with a property evaluation. Our agents are supported by a proven sales strategy that promises to obtain the best price for your property. At the same time, a dedicated team will ensure that your sale file is complete and meets all legal requirements as well as those of the prospective buyers.

THE SALE OF A NEW-BUILD DEVELOPMENT offers several opportunities, whether you're looking for a change of lifestyle or to invest in a new property. An experienced team will advise you on planning the layout of your future property

to meet your needs. If you intend to let the property, an objective estimate can be made to determine the annual return.

RENTING AND/OR SELLING A SPACE IN SERVICED ACCOMMODATION requires a personalised approach that is tailored to your objectives. Our serviced properties offer all the comfort necessary for independent living, while being close to a range of local services. A member of our team will be assigned to accompany you through the process from start to finish.

PROPERTY MANAGEMENT covers all aspects of renting your property and adding value to your investment. We take the hassle out of managing a rental property while ensuring that you maximise your return. All our property management services follow a pre-established tailor-made programme.

OUR VALUES AT YOUR PROPERTY'S SERVICE

TRUST We place our clients' trust at the heart of our priorities.

STABILITY Our company is stable in its structure and its mode of operation.

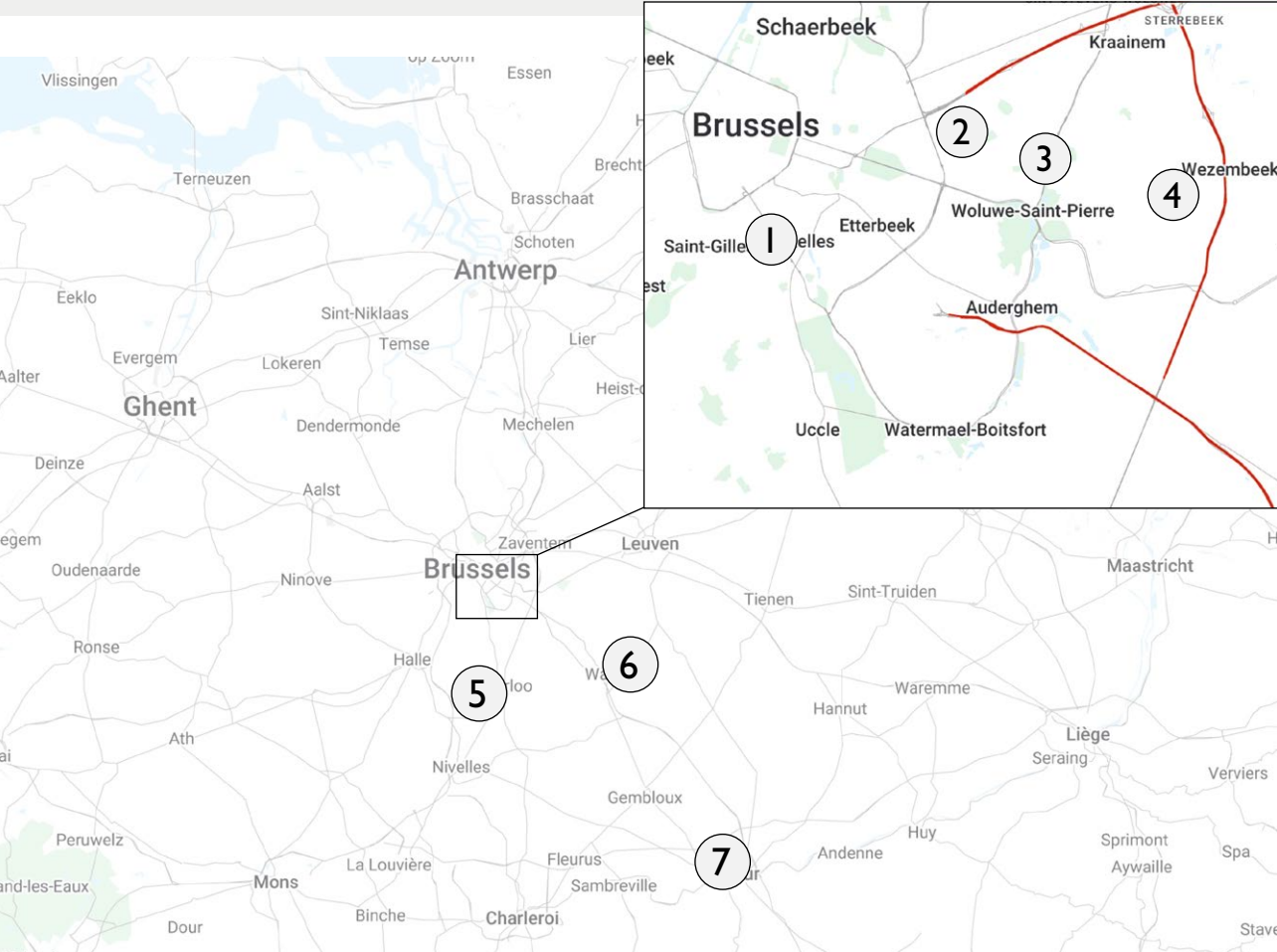
PROFESSIONNALISM We act in a professional manner towards each client.

These are the strong guiding values that you will find at our estate agencies in Brussels, Wavre, Waterloo and Namur. All our teams have extensive expertise in renting and selling properties (existing and new-build), serviced accommodation and property management.

Visit us at a branch near you.

RESPONSABILITY We respect the IPI's code of ethics in the fulfillment of each of our missions.

RESPECT We maintain a friendly and caring approach to each client.



1 CHÂTELAIN Pl du Châtelain 9 & 14 1050 Ixelles 02 777 19 19	2 GEORGE-HENRI Av du Roi Chevalier 45 1200 Woluwe-Saint-Lambert 02 777 19 19	3 WOLUWE Bv de la Woluwe 46 1200 Woluwe-Saint-Lambert 02 777 19 14	4 DUMON Av Baron Albert d'Huart 130 1950 Kraainem 02 777 19 19
5 WATERLOO Av Reine Astrid 215 1410 Waterloo 02 357 19 19	6 WAVRE Ch des Collines 102, 1300 Wavre 010 233 599	7 NAMUR Ch de Marche 474 5101 Erpent 081 303 404	

LATOURET PETIT, A TEAM OF PROFESSIONALS DEDICATED TO MEETING YOUR NEEDS



Every client's case is personally assigned to one of our staff. They are supported by a team with a wide range of **expertise**.



Whether you're selling, letting or buying, we **collaborate closely** with our network of interconnected agencies in order to best meet your needs.



Each month, we update you on the progress of your file. Our commitment to **transparency** enables our employees to support each other to provide you with the best possible service.

DO NOT HESITATE TO CONTACT OUR MANAGING DIRECTORS:



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MANAGING DIRECTOR
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denis@latouretpetit.be



Aymeric FRANCQUI
MANAGING DIRECTOR
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TWO STEPS TO A SUCCESSFUL SALE OR RENTAL

Over the past twenty-five years, we have established a tailor-made marketing strategy that enables us to sell or let your property in the best possible way. This strategy is developed in two stages.

PREPARATION

Selling or letting a property through a Latour & Petit agency begins with creating a detailed and complete file that presents the property in the best possible way. This file also meets the legal requirements necessary at this stage.

THE FILE, THE CORNERSTONE OF ANY SALE / RENTAL

Once you have placed your trust in Latour & Petit, our experts work to create a solid file for your property. After visiting the property we develop a proposal of what we think will be essential to achieving the desired transaction for your property. We can support you with a range of services.

- Including:
- . Requesting and verifying planning information
 - . Organising an electrical compliance certificate
 - . Preparing an Energy Performance Certificate
 - . Obtaining and verifying the soil certificate
 - . Obtaining any co-ownership information
 - . Obtaining building regulations
 - . Obtaining and verifying communal plans
 - . Analysis of any possible future works
 - ...

PERSONALISED CONTACT

With the file in place, we see whether we can match your property with the specific requirements of any existing clients, prospects and investors in our database.



PHOTOS, THE FIRST CONTACT WITH YOUR PROPERTY

Latour & Petit works with a team of professional photographers to capture your property in the best possible light. If necessary, they will give you advice on how to enhance the interior and exterior of your house or apartment.



VIDEO, THE FIRST VIRTUAL VISIT

Filming a video means we can offer prospective buyers or tenants the opportunity to visit your property virtually.

Working with a professional film crew ensures that the most attractive features are accentuated and your property's charm comes across effectively on screen.





2

LARGE-SCALE PUBLICATION OF YOUR SALE OR RENTAL PROPERTY

If the first step does not produce the expected results, we launch a marketing phase using different media channels. We recommend the publication of your property for sale or rent.

You are of course free to choose which communication channels you wish to use.

A MARRIAGE BORN OF EXPERT CONTACT MANAGEMENT

We use the term « **MARRIAGE** » to describe the correlation between the property we are listing (for rent or sale) and what are contacts have told us they're looking for.

Through efficient database management, we can determine a list of parameters and find the best matches.

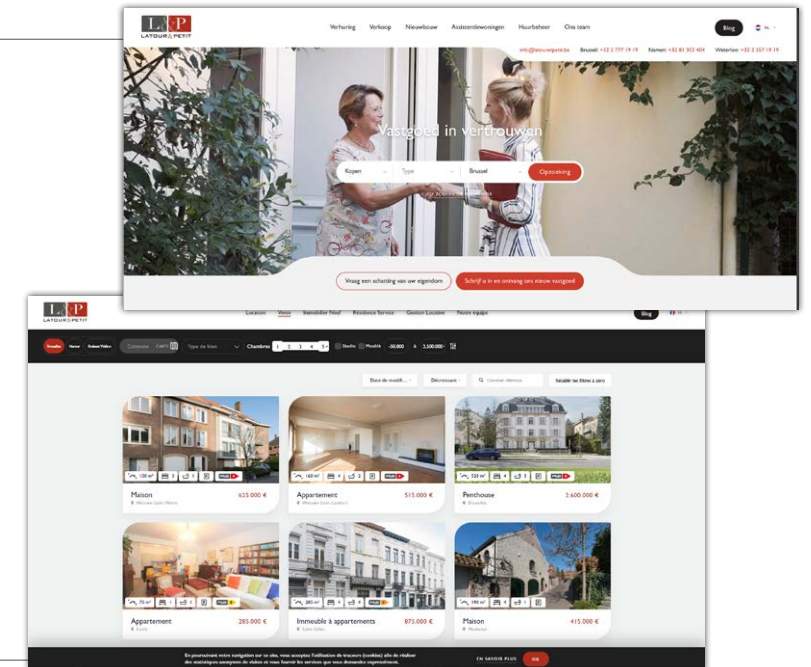
We send a personalised offer to contacts who meet the relevant criteria, usually before the sale or rental is published.



OUR WEBSITE, A KEY STOP-OFF POINT

With more than **4 million** views per year, our website is one of the key players in the Belgian property market.

A clear and detailed presentation of your property will attract the interest of prospective buyers or tenants who meet our selection criteria.



PROPERTY PORTALS, A MUST

These sites are essential in the property market and make our properties accessible to people who don't know us - yet!

We select the most suitable portals for the properties we want to advertise.



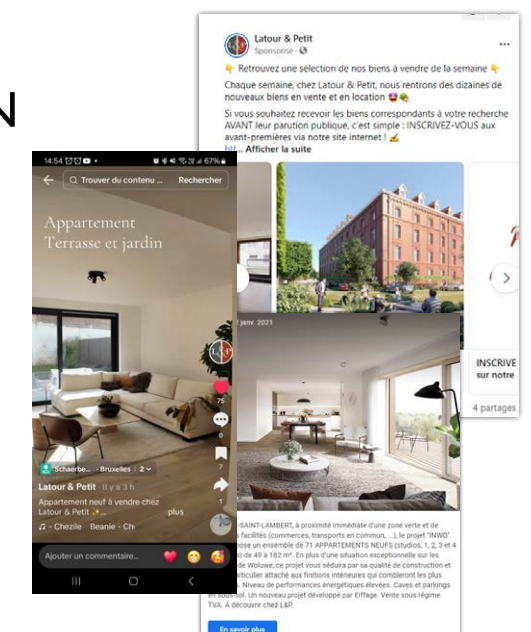
SOCIAL NETWORKS, STARTING THE CONVERSATION

Over **40 million** views on Facebook and Instagram per year

214.000 Google Ads clicks per year

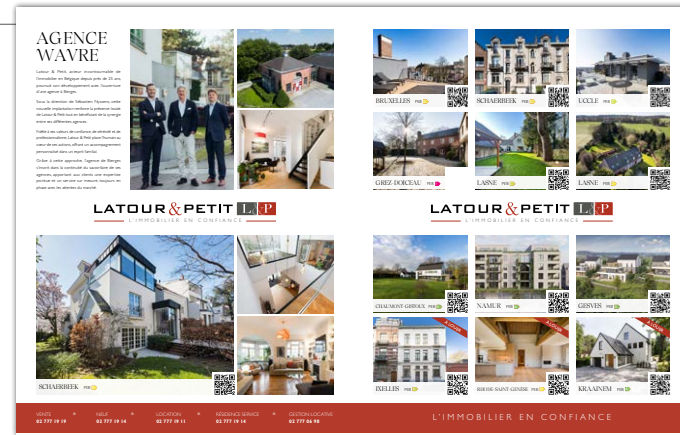
Over **2 million** interactions on Facebook

A dedicated team manages our various social media accounts maintaining a direct, clear and transparent dialogue both with owners and prospective buyers and tenants. The figures speak for themselves.



HAND-PICKED MAGAZINES

Latour & Petit has drawn up a list of magazines whose readership aligns with our potential clients. We publish adverts on a regular basis following careful consideration of the property type and target audience.



DIRECT MAIL, A SIGN OF CLOSENESS

850.000
mailings distributed per year

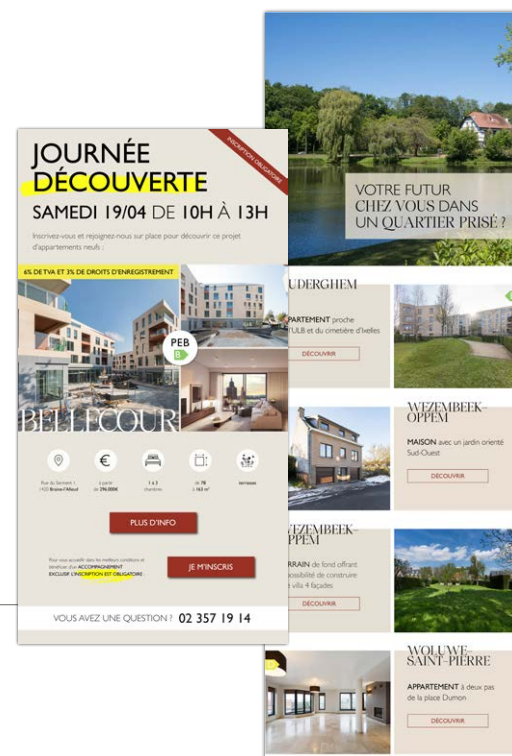
Careful selection of the direct mailings in which we publish our property adverts enables us to expand our coverage by reaching more than half a million people per year.



NEWSLETTER, THE LATEST UPDATES IN ONE CLICK

3-5 times a week
to our subscriber list

Depending on the number of properties added to our portfolio, we send emails once or twice a week to inform our clients of the latest developments.



IN-BRANCH DISPLAYS, TO PIQUE CURIOSITY

Latour & Petit is well-known across the country, with branches in the Brussels-Capital Region, Waterloo, Namur and Luxembourg.

People often take advantage of the window displays in our agencies to discover our properties for sale and rent. The conversion rate is relatively high



SPONSORSHIP

A symbol of our commitment to a dynamic and changing society.



BOARDS, GUARANTEED VISIBILITY

Should the owners wish, we offer the installation of a For Sale or To Let board in front of the property.

Boards help to advertise the property to passers by who may be potential buyers or tenants.





« Latour & Petit helped us to find the property
our expectations and with great speed. » *Mathieu*

FOR A SUCCESSFUL AND SUSTAINABLE RENTAL

Our multilingual real estate agents will work hard to find the right tenant for you as soon as they can. Your property is valuable. We treat it with the respect it deserves.

Our collaboration with embassies, international institutions and even expatriate housing agencies gives us access to a

large database of prospective tenants with lots of potential.

The applicants put forward to rent your property always meet strict criteria offering you reassurance that they will respect the premises as well as their obligations as tenants. Of course, we also check their credit rating.



6 REASONS TO TRUST US WITH LETTING YOUR PROPERTY

- 1. WE VALUE YOUR PROPERTY AND PROVIDE PROFESSIONAL ADVICE**

Rental value is calculated using objective parameters. In addition to valuing your property, we also provide advice on preparing your property for letting to help you increase your rental yield.
- 2. OUR RENTAL AGREEMENT IS FLEXIBLE**

Our rental agreements are always short-term and do not bind landlords to an exclusivity clause. This enables us to ensure the best possible service and delivery times.
- 3. WE ENHANCE YOUR PROPERTY EFFECTIVELY**

Prepared by real estate professionals, our descriptions are clear, transparent and attractive. We then develop different strategies to ensure your property is seen by the right people.

- 4. WE ARRANGE VIEWINGS**

In line with your schedule and the availability of the tenant, we will arrange and accompany individual viewings. We make an initial selection of prospective tenants with the strongest guarantor references.
- 5. WE DRAW UP THE RENTAL CONTRACT**

A lease agreement must be legally binding and must also meet the requirements of the property owner. Latour & Petit drafts leases that meet these two requirements.
- 6. WE MANAGE THE INVENTORY PROCESS AND THE INITIAL STEPS**

At the request of the owner, we manage the inventory of the property, which is carried out by an expert. We support the tenant with the necessary legal steps in order for them to be able to move in to the rental property.



« We could only congratulate ourselves for having chosen Latour & Petit for the sale of our Duplex, everything is clear, coherent and taken care of, great professionalism. » Sabine

FOR A STRESS-FREE SALE

As in all our sales activities, we put together a complete file containing the essential elements for a smooth sale. We begin by carrying out a thorough inspection of the property. Regular contact with the owner enables us to share progress updates on the proposed sale, which we include in a monthly report.

- The report includes:
- .All the steps taken in relation to communication
 - .Viewing data and website traffic data from across the digital channels
 - .A follow-up of each prospective buyer; including their individual profile
 - .This enables the owner to see how the marketing is progressing.



6 REASONS TO TRUST US WITH THE SALE OF YOUR PROPERTY

1. WE VALUE YOUR PROPERTY AND PROVIDE PROFESSIONAL ADVICE

As a property owner, you already have an idea of the value of your property. We make any necessary adjustments and provide you with expert advice to achieve a higher sale price.

2. WE DRAW UP A TRANSPARENT SALE AGREEMENT

The relationship between us will be consolidated by a clear, short-term sale agreement, in order to ensure the sale of your property is as smooth as possible.

3. WE ENHANCE YOUR PROPERTY EFFECTIVELY

Prepared by real estate professionals, our descriptions are clear, transparent and attractive. We then develop different strategies to ensure your property is seen by the right people.

4. WE ARRANGE VIEWINGS

We don't take the sale of your property lightly. We organise personalised and individual viewings which enable us to make an initial selection of the best candidates.

5. WE PRODUCE A VISIT REPORT

The file we opened when your property was put up for sale is added to following each viewing. This provides you with a record of the steps taken in relation to advertising the property and the interest received.

6. WE ASSIST YOU WITH THE 'COMPROMIS' AND THE DEEDS

The finalisation of the sale process involves signing the sales agreement (the 'compromis de vente') with the buyer followed by the signing of the sales deed in the presence of a notary, within the legal required timeframe. We will accompany you through both of these stages to ensure that the whole process runs smoothly from start to finish.



THEY PUT THEIR TRUST IN US.THANK YOU !



NEW-BUILD DEVELOPMENTS: NEW LIFESTYLE OR INVESTMENT OPPORTUNITY

Buying a new-build property involves a different process. Our team of committed professionals will support you throughout your journey to becoming a new-build property owner.

Thanks to our close collaboration with renowned property developers, we are able to search for properties that meet your requirements, while also sharing your search criteria with the same partners to advise and influence their future projects.

If you intend to invest in a buy-to-let property we will develop an appropriate marketing strategy and support you throughout the process.

We are now in a position to present you with a number of exciting developments, whether you are looking for a change of lifestyle or for an investment opportunity.



4 REASONS TO TRUST US WITH YOUR NEW-BUILD DEVELOPMENT

1. WE LISTEN TO YOUR NEEDS

Latour & Petit has several developments under construction or in the pipeline. By listening carefully to your needs and understanding your capacities, we can offer you the ideal project.

2. WE PRESENT THE DEVELOPMENT TO YOU IN A PERSONALISED WAY

We organise personalised presentations of the various developments that may interest you. This provides you with all the information you need to make a calm and informed decision.

3. WE ANALYSE THE ARCHITECTURAL AND FINANCIAL PARAMETERS

Once your development has been selected, we study the plans with you and make the necessary adjustments to enhance the project. With the support of our rental department, we also assess its potential return.

4. WE ASSIST YOU DURING THE 'COMPROMIS' AND THE DEEDS

Once everything is in order, we assist you with the legal requirements of signing the sales agreement (the 'compromis de vente') and the sales deed, which takes place in the presence of a notary.



ENJOY THE **SIMPLER LIFE**, WITHOUT
SAVING ON YOUR **INDEPENDENCE !**

SERVICED ACCOMMODATION: LONG-TERM TRUST

There comes a time in our lives when we long for peace and quiet and some one-to-one assistance. Situated in buildings on a human scale, the serviced accommodation offered by Latour & Petit offer a comprehensive service.

At your request, we will analyse your needs and expectations in detail, convinced that we will find you the ideal serviced accommodation in and around the Brussels region.



5 REASONS TO CHOOSE OUR SERVICED ACCOMMODATION

1. WE LISTEN TO YOUR NEEDS AND PROVIDE THE RIGHT SOLUTION

We know all of our serviced accommodation inside out. This allows us to respond accurately to your needs, in terms of the services offered, budget and location.

2. WE GIVE YOU A PERSONALISED PRESENTATION OF OUR OPTIONS

The decision to live in sheltered accommodation isn't taken lightly. With our personalised presentations, you can choose the lifestyle that suits you. And feel confident that you've made an informed decision.

3. WE ARRANGE CUSTOMISED VIEWINGS

Serviced accommodation isn't something that can be chosen from a catalogue. The team member assigned to you will accompany

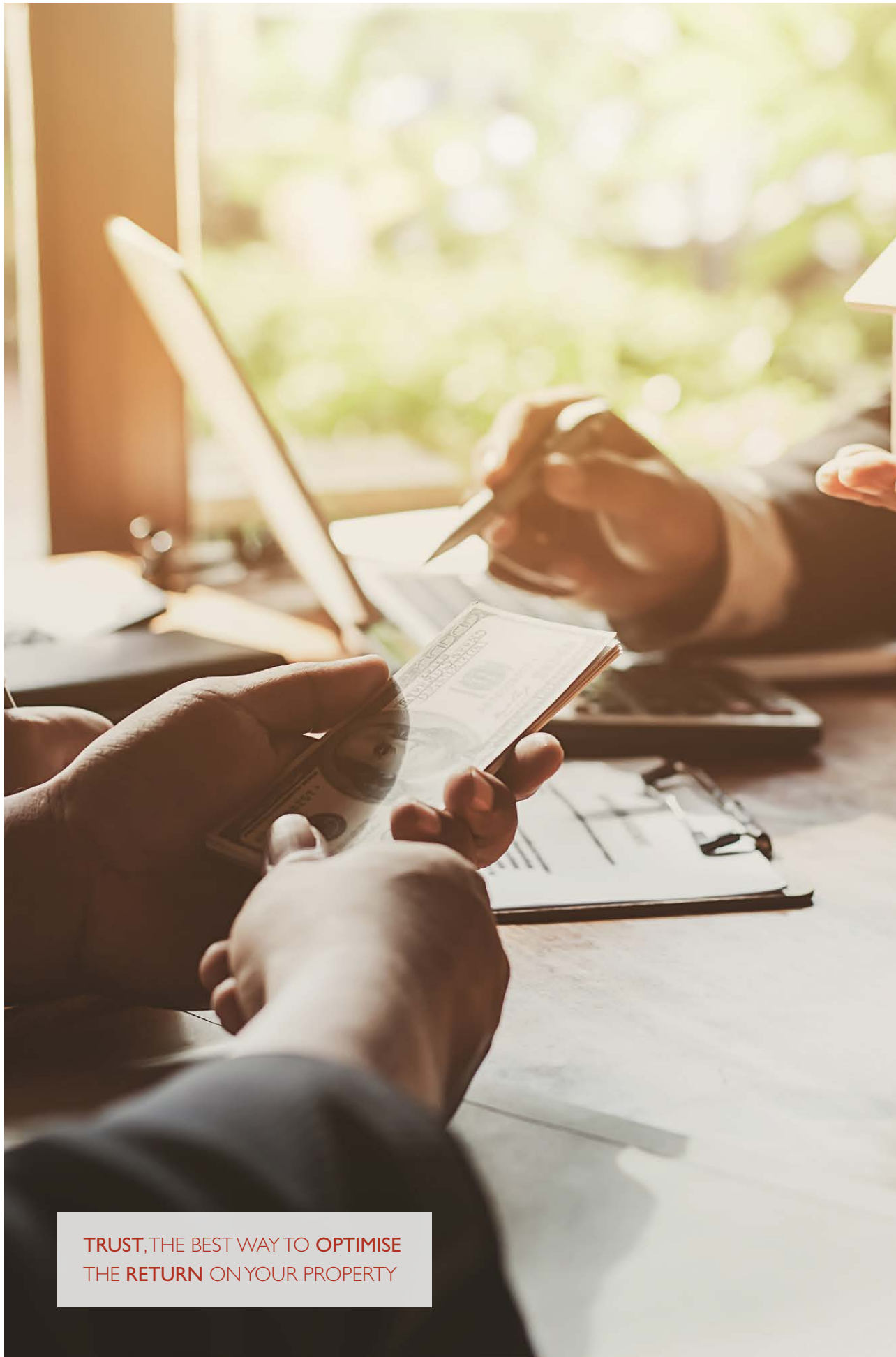
you on the visit and introduce you to the manager of the sheltered accommodation.

4. WE ADVERTISE OUR SERVICED ACCOMMODATION REGULARLY

We know that you want to invest in serviced accommodation, but you also want to ensure a return on your investment. Thanks to our regular publications, we can ensure you have optimum occupancy.

5. WE CONSOLIDATE YOUR INVESTMENTS

If you want to invest in serviced accommodation, at Latour & Petit you have access to real expertise in this field. At every stage of the process, we do everything possible to ensure your investment is profitable.



**TRUST, THE BEST WAY TO OPTIMISE
THE RETURN ON YOUR PROPERTY**

PROPERTY MANAGEMENT, YOUR ASSETS ARE IN SAFE HANDS

Latour & Petit has a team that is dedicated solely to the management of your property. It has a strong link with the sales and rental departments.

Our services are offered «à la carte» and allow you to monitor the management of your real estate assets from

start to finish in order to achieve maximum return.

All of our property managers are highly-skilled in administrative, financial, operational and technical matters. In other words, they will take care of the day-to-day management of your assets.



8 REASONS TO TURN TO PROPERTY MANAGEMENT

1. WE ASSESS THE POTENTIAL RETURN ON YOUR PROPERTY

Our rental experts carry out an objective valuation of your property assets based on clear parameters. We will assist you in finding a tenant.

2. WE ESTABLISH A CLEAR MANAGEMENT AGREEMENT

We draw up a contract setting out the scope of our expertise in managing your property. The clauses of the contract are intended to be clear and unambiguous to ensure a straightforward and trustworthy partnership.

3. WE MANAGE EACH RENTAL RESPONSIBLY

Our team takes care of finding a tenant, checking rent payments as well as all the legal obligations such as insurance and collecting and holding the security deposit.

4. WE MANAGE EXTRAORDINARY INTERVENTIONS INTO THE PROPERTY

All maintenance, expertise and repairs are also the responsibility of the manager who will be looking after your property. This way you know that the properties entrusted to us are in safe hands.

5. WE TAKE CHARGE OF ALL YOUR OBLIGATIONS AS OWNER

By entrusting Latour & Petit with the management of your property assets, you are relieved of numerous obligations such as attending general meetings of the building, contact with building managers, etc.

6. WE COLLECT RENT

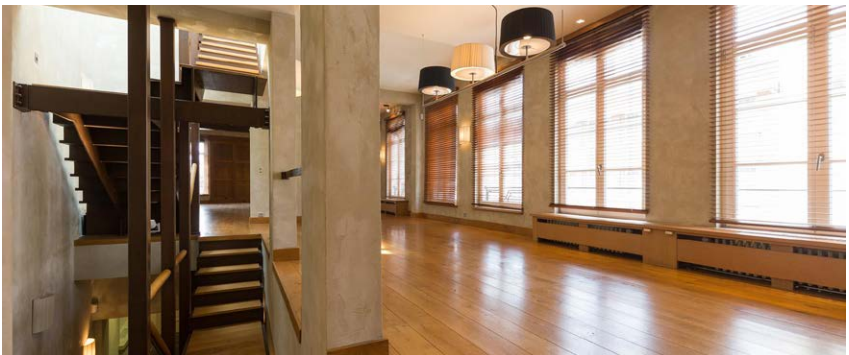
The manager appointed to look after your rented property is responsible for collecting rental payments and chasing any late payments. Regular reports update you on the situation for each property.

7. WE OFFER A RANGE OF SERVICES

Claims management, provisional acceptance, work monitoring... We also offer a number of one-off services to help you save time and gain peace of mind.

8. WE MONITOR YOUR RETURN ON A REGULAR BASIS

Once a year, Latour & Petit's teams of experts meet to check the returns are in line with the current realities of the property market and propose any necessary adjustments.



Trust cannot be bought, it must be earned.

We do our utmost to deserve yours, every day.



www.latouretpetit.be

