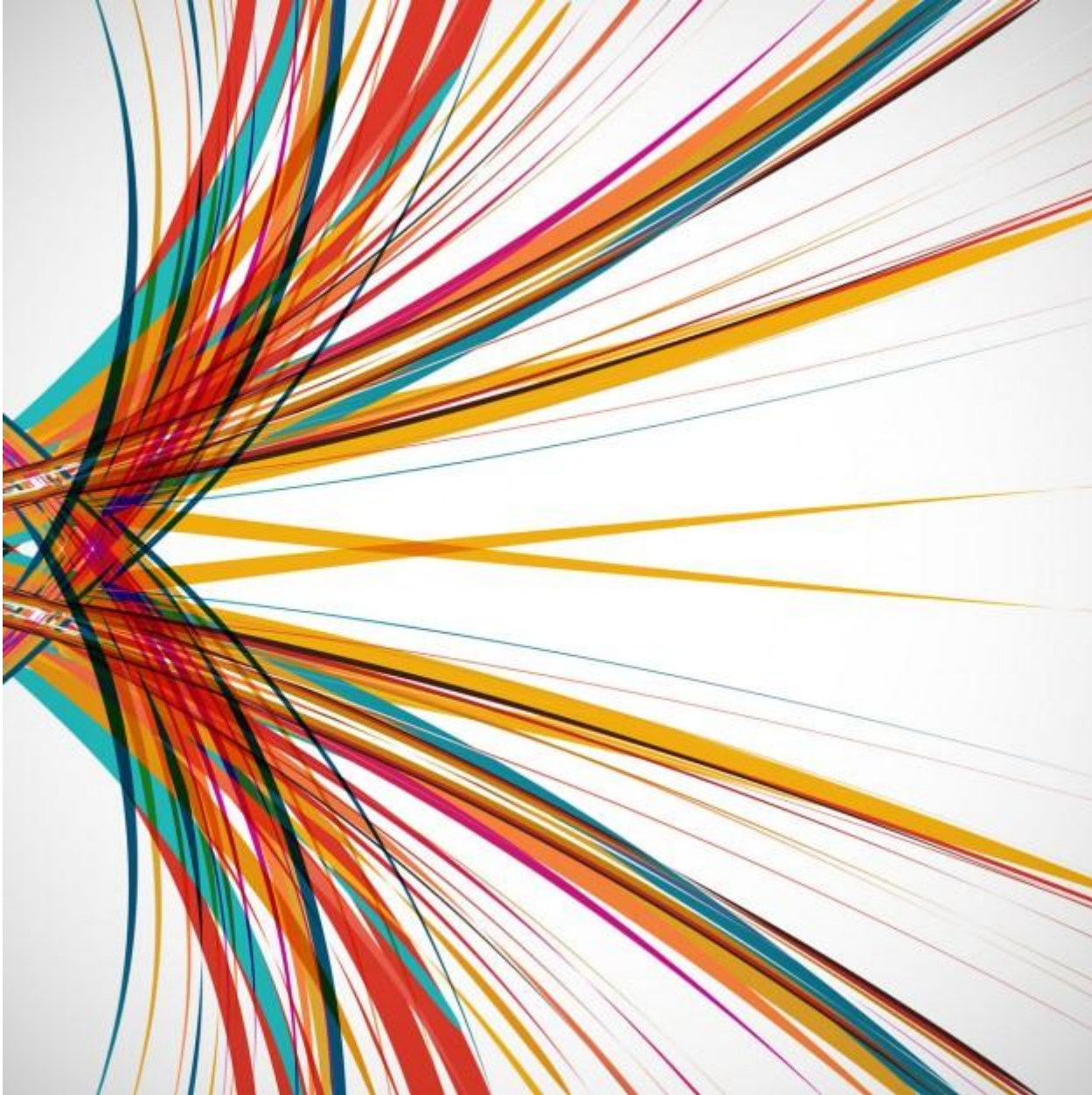


# SELL OR BUY PROPERTY?

*Apion has you covered*

## APION PROPERTIES AND CONSTRUCTION



*For peace of mind, ensure that the individual seeking to represent you in a real estate transaction is not just a Realtor but a real estate licensee as well*

Many home buyers and sellers are not aware of the true value that a Realtor provides during the course of a real estate transaction. Many people, in fact, are not cognizant of the expertise, professional knowledge, and just plain hard work that go into bringing about a successful real estate transaction.

A multitude of important services and steps required in a real estate transaction are carried out by the Realtor or the brokerage staff. Most of these steps have traditionally been viewed simply as part of a Realtor's professional responsibilities to the client. But, without them, the transaction could be placed in jeopardy.

We sell the following properties on your behalf

**For individuals**

Plots-on title

Houses-on title

Farms-both commercial and small holdings on title

**For companies**

Office Parks

Warehouses

Other landed property

Property Transaction Value(ZMW)	Property Transaction Value(USD)	Our Commission
<250,000.00	25,000.00	10%
250,000-499,000	25,000-59,900	8%
500,000-999,000	50,000-99,900	6%
1,000,000-10,000,000	100,000-1,000,000	4%
>10,000,000	>1,000,000	3%



A real estate brokerage attempts to do the following for the buyers of real estate only when they represent the buyers with some form of written buyer-brokerage agreement. There are some points to be noted:

Find real estate in accordance with the buyer's needs, specifications, and cost.

Take buyers to and shows them properties available for sale.

Pre-screen buyers to ensure they are financially qualified to buy the properties shown (or use a mortgage professional, such as a bank's mortgage specialist or alternatively a Mortgage broker, to do that task).

Negotiate price and terms on behalf of the buyers.

Prepare standard real estate purchase contract.

Act as a fiduciary for the buyer.

Find real estate in accordance with the buyers' needs, specifications, and affordability.

Take buyers to and shows them properties available for sale.

When deemed appropriate, prescreen buyers to ensure they are financially qualified to buy the properties shown.

Assist the buyer in making an offer for the property.

**CALL US NOW**

**+260 979 599 102/954 203 301/0968 678 447**

The logo for Apion, featuring the word "Apion" in a bold, red, sans-serif font. A blue stylized line graphic, resembling a wave or a path, is positioned above the letters "i" and "o". The entire logo is contained within a white rectangular box with a thin black border, which is tilted slightly to the right.