

Marc Van den Broeck

Property Finder in Nice

35 years of real estate experience in the Nice property market

Search • Analysis • Negotiation • Support

A property search does not begin with listings.
It begins with understanding your project.



WHY USE A PROPERTY FINDER?

Finding the right property is no longer simply a matter of browsing listings.

A fragmented market

Property portals, agencies, professional networks and new listings... opportunities are spread across many different sources and contacts.

Local knowledge matters

In Nice, just a few streets can make a significant difference to a property's surroundings, quality of life and value.

Understanding the right price

Without accurate market data, it can be difficult to determine whether a property is correctly priced.

Saving time and avoiding unnecessary viewings

A poorly targeted search can lead to numerous calls and viewings without necessarily bringing you closer to the right property.

My role: to give you a clear understanding of the market, identify the properties that are genuinely relevant to your search and represent your interests throughout the acquisition process.



A SEARCH THAT STARTS WITH YOU

Before searching for a property, I first seek to understand your project.

Your lifestyle

Your daily habits, your needs and how you would like to live in your future home.

Your essential criteria

Size, outdoor space, floor level, view, orientation, parking, type of building...

The right areas

Identifying the neighbourhoods and micro-locations that best match your project and lifestyle.

Your priorities

Identifying what is truly non-negotiable and what may evolve depending on the opportunities available.

Your possible compromises

Understanding what you may be prepared to compromise on in exchange for other qualities in a property.

Your budget

Overall acquisition budget, potential renovation costs and financing.

An effective property search begins with a clearly defined project.



IN-DEPTH KNOWLEDGE OF THE NICE PROPERTY MARKET

35 years of experience in Nice

Real estate experience in the Nice property market developed since 1990.

Local knowledge

Neighbourhoods, micro-locations, buildings, residences, surroundings and local characteristics.

Price analysis

Official transaction data, professional tools, sold properties, previously marketed properties and the current supply available.

Local market insight

Understanding what a property listing highlights — and also identifying what it does not show.

In Nice, just a few streets can make a significant difference to the surroundings, quality of life and value of a property.



A SEARCH THAT GOES BEYOND PROPERTY LISTINGS

Property portals & digital monitoring

Monitoring new listings, price changes and properties returning to the market.

Estate agencies & professional contacts

Working with local real estate professionals to identify properties matching your search and potential upcoming opportunities.

A professional network developed over 35 years

Estate agents, notaries, property managers, wealth management professionals and other participants in the Nice property market.

Targeted local prospecting

When appropriate for your search, I directly target neighbourhoods, residences and buildings likely to match your criteria.

My specialised property websites

A digital ecosystem dedicated in particular to villas, houses, top-floor apartments and the Nice property market, complementing my search and prospecting activity.

Some opportunities may also be identified before being widely marketed or outside the traditional property portals.

I do not rely on a single source: I combine different channels to broaden the search for the right property.



Fewer Viewings. More Relevance.

Today, a significant part of the analysis can be carried out before arranging a physical viewing.

Analyse the property in advance

- Listing, photographs and videos
- Floor plans and layout
- Precise location and immediate surroundings
- Market data and property history, when available
- Available information about the building and its management, when available

Assess its relevance

- Location, orientation and surroundings
- Floor level, outdoor space and view
- General condition and potential
- Compatibility with your criteria and lifestyle
- Potential points requiring particular attention

The objective is not to arrange as many viewings as possible, but to focus your time on properties that are genuinely worth visiting.



Representing your interests throughout the purchase process

Analyse the asking price

Compare the asking price with completed transactions, comparable properties and the current market.

Define the negotiation strategy

Assess the potential room for negotiation and build the arguments needed to support your position.

Identify strengths and points requiring attention

Put the property's qualities, constraints and factors that may influence its value into perspective.

Negotiate in your interest

Conduct discussions with the seller or their representative using a factual and measured approach.

Prepare your offer

Determine an offer level consistent with the property, the market and the circumstances of the sale.

Support you through to completion

Monitor the progress of the transaction and coordinate communication with the professionals involved.

Effective negotiation begins with a thorough understanding of the property and its market.



YOUR PROPERTY SEARCH REMAINS CENTRALISED

1. Monitoring
2. Selection
3. Agency relations
4. Analysis
5. Viewing arrangements
6. Negotiation
7. Transaction follow-up

YOU CAN CONTINUE TO MONITOR THE MARKET

You can naturally continue your own search through property portals, estate agency websites and social media.

When you find a property that interests you, simply send me the link or a screenshot before contacting the agency directly.

I can then check the property, obtain the relevant information and, when it matches your search, **contact the agency and represent you in the discussions.**

Keeping the search centralised ensures consistency and facilitates my relationships with the different professionals involved.

You continue to monitor the market.
I centralise and manage the search with you.



LET'S DISCUSS YOUR PROPERTY PROJECT IN NICE

Every property search is different.
Before we begin, let's take the time to discuss your project, your priorities, your budget and how you would like to live in Nice.



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Real estate professional in Nice since 1990

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