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Acheter une Maison en France[®]

Purchasing Residential Real
Estate in France – Similarities
Abound



Navigating the Process

- The most common questions you will be asked
- The French Purchase Process
- How to Succeed

Frequently Asked Questions

Question Fréquemment

Property Ownership

- 1. Are there restrictions on property or land ownership for citizens of your country?
- 2. Are there restrictions on property ownership for foreigners?
- 3. What is the home ownership rate?

Representation & Commissions

1. Is there exclusive representation in France?
2. Who is the party represented (buyer, seller, both)?
3. Referral Fees?

Tant de Questions!

Questions Continued

Licensing

1. Are there licensing laws/government regulation of the real estate industry? If so, what are those?
2. Are there renewal or continuing education requirements?

Multiple Listing Services

1. Is there an MLS or other shared listings site in France? Who runs the site(s)?
2. What is the main property portal for consumer property searches?

The Purchase Process – Similarities Abound

Questions:

What is the real estate transaction process in France?

How does it compare to or differ from the process in the US?



How to Succeed

- Focus on your credentials
- Network/Relationships
- Be the Expert

Education

- Obtain CIPS Designation
- Obtain Key Designations (AHWD)

Relationship Building

- Establish Global Network
- Join FIABCI, YPN, WCR

Know the Process

- Be US Client Expert
- Partner with Immobilier

Familiarity with Terminology

abri – a small outbuilding, a shed or shelter for shade
accueil – reception, welcome
acompte – deposit
agence immobilière – real estate agent
agglomere – chipboard
l'ancien propriétaire – the former owner
aménager – to convert
appartement – flat
ardoise – slate tile
ascenseur – lift
atelier – workshop
attenant – attached
bâtiment – building
bergerie – sheep barn
bricolage – DIY
buanderie – laundry

cadastre – local town planning register
carreleur – tiler
carte de séjour – resident's permit, obtained from the Préfecture of the department
cave – cellar
cellier – pantry or store
certificat d'urbanisme – land use certificate
chambre – bedroom
charpentier – carpenter
chauffage – heating
chauffage central (abbreviation ch c) – central heating
chauffage central fuel – oil central heating
cheminée – fireplace
combles – attic
cuisine – kitchen
cuisine américaine/USA – open-plan kitchen
cuisine d'été – outside kitchen, BBQ area

Familiarity with Terminology [continued]

déménager – to move house
demeure ancienne avec cachet – old building that has character
de plein pied – bungalow
devis – estimate for work
double vitrage – double glazing
duplex – maisonette
entièrement rénové – renovated
expert comptable – chartered accountant
fosse septique – septic tank
frais d'agence inclus (FAI) – estate agent's fee included
foyer – main hall

Les frais de notaire – notaire's fees included
Les frais de notaire réduits – reduced notaire's fees
fuelle – heating oil
grange – barn
grenier – attic
immobilier – property or real estate agent
impot – tax
individuel(le) – detached
loggia – covered terrace
lu et approuvé – phrases written accompanying signature of contract
"read and approved"

Familiarity with Terminology [continued]

maçon – builder
maison – house
maison de maître – more formal, grander style of house
maison des amis – anything from an outbuilding to a separate apartment or cottage
maison mitoyenne – semi-detached
mairie – town hall
menuiserie – joinery
meubles – furniture
meublé — furnished
permis de construire – planning permission
pièce (abbreviated to P): room
pièce principale – main room
piscine – swimming pool
premier étage – the first floor

propriété – property
plomberie – plumbing
proximité – close to
puit – well
quatre pièces principales (abbreviation F4) which means a three-bedroomed house or flat with three bedrooms plus a living-room
(a) rafraîchir – in need of decoration
(à) rénover – to be renovated
refait neuf – newly restored
remise – barn
rez-de-chaussée (abbreviation RDC) – ground floor

Familiarity with Terminology [continued]

T Type (e.g. T3, T4) – classification of property type and size showing the number of main rooms including bedrooms
taxe d'habitation – a local tax, partly means-tested, payable only from the December of the year in which you were the owner. Due on the 1st January in advance
taxe foncière – a government tax on property, payable pro-rata from date of completion to the end of December
terrain – land
toit – roof
toiture – roofing
TBE (très bon état) – very good condition

trois faces (abbreviation 3F) – a semi-detached building
TVA (taxe sur la valeur ajoutée) – French VAT
vidange curage – fosse septique emptying & treatment
Verser un acompte – to put down a deposit

Merci et Bonne Chance!

Rhode Island REALTORS®

Presented By: Gregg G. Kantak, NAR 2026
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