Dear Sir/Madam,

Ref. COMP/2006/D3/003
Study on the regulation and efficiency of the conveyancing services market
Second set of additional information

I would like to bring to your attention the following replies (in italic characters) we provide in response to a couple of requests (in normal characters) for clarification of the Invitation to Tender related to the above mentioned study.

1) Is it required that the tenderer himself has a degree in economics? Does a tenderer not having a degree in economics have to form a consortium or is it sufficient for that tenderer to cooperate with an economic research institute?

*The tenderer or the consortium should satisfy the selection criteria which includes a degree in economics.*

2) On page 3 it is stated that it should start from the point a sale has been agreed on a property and end when the transaction to transfer the property to the new owner is complete. However, we have seen that often a sale has been agreed on, but that the agreement is conditional (e.g. the condition to get enough finance) or that at the same moment also a mortgage is entered in a register. These kinds of conditions can hamper the transfer of real estate property and influence the efficiency. To what extent do we have to include related processes (such as the role of financing) and professionals in the study?

*We are purely interested in the process associated with the transfer of the legal title of the property. We do not want the study to explore the role of finance or its impact on the processes associated with property transfer.*

Kind regards,

Zsuzsanna Jambor
European Commission
DG Competition
Unit D-3 “Distributive trades
And other services”