



## FUTURE HOMES

estate agents

### **SELLING PROPERTY IN SPAIN**

As a vendor in Spain there are certain costs and figures that you should be aware of when listing your property.

- **Agency commission** as agreed plus 21% VAT
- Impuesto sobre el Incremento del Valor de los Terrenos de Naturaleza Urbana (**Plusvalía**). A local tax charged by the Town Hall, based on the value increase of the urban land since the last recorded transfer (sale, inheritance, etc) and the years of ownership. Paid on completion.
- **3% Non Resident Tax**. If you are non resident or if you are resident but can't get a Fiscal Residence Certificate from the Tax Office then you will be charged this 3%. Retained upon completion.
- **Legal fees**. Should you employ the services of a lawyer, their standard fee is 1% plus VAT of the agreed price.
- **Mortgage cancellation** fee must be paid by the vendor. Depending on the agreed terms of the mortgage this fee can be up to 1.5%.
- The vendor is required to obtain an **Energy Certificate** (between 150€ - 250€)

All community fees, electricity, water, gas and any other outstanding bills must be paid up to the date of signing. We work with your lawyer in order to obtain proof of these payments, including a certificate from your community.

Unless agreed otherwise, the Notary and Registry fee is paid by the buyer.

### **DOCUMENTATION WE NEED IN ORDER TO LIST YOUR PROPERTY**

According to decree 318 of the Spanish Civil Code:

- Copy of your latest IBI / Rubbish Tax receipt
- Nota Simple and or Property Deeds (Escritura)
- Copy of NIE and passports or all legal owners
- Copy of utility bills
- Original Energy Certificate (we can help you with this!)
- If the property is listed as "furnished" we will proceed to carry out an inventory

## HOW WE WORK

We work extremely hard to protect the best interests of our clients on a daily basis and we feel it is essential that all costs and procedures are clear from the start (hence this sellers guide!).

- **Pricing:** 17 years is a long time and we know the market very well. Our policy is to always give an honest valuation, a price we know will attract enough interest to sell in the current market. We do not give exceedingly high valuations in order to "get the listing", we prefer not to take on a property if we know that the price is simply not accurate, this would be unfair to all parties involved. We want the best possible results for our clients.
- **Viewings:** We take a great deal of care when it comes to property matching, we only arrange viewings with clients that have the necessary search criteria to fit your property. We explain everything there is to know before the visit, along with pictures and a clear indication as to the price. It is not within our interest to simply show as many properties as possible to clients, we prefer quality matches rather than quantity. The ideal scenario for us is to have a key, as sometimes appointments come up last minute if a client enters our office and wants to view today! However we understand that this is not always possible if you live in the property or if it is rented. **We will always give at least 24 hours notice for viewings and we will contact you after the viewing with feedback**, this way you are kept in the loop at all times!
- **Advertising:** We are fortunate to work mostly on recommendations from past clients, however due to the location of our office we also have a large number of clients enter our office on a weekly basis. Our website has been strategically adapted and placed on Google to appear very high on the list of online searches for property in this area, it is also fully responsive on all devices with an integrated blog that many of our clients follow in order to read the latest news! We regularly place adverts in the Sur In English newspaper and website. In terms of our reach within the UK and other countries, we have a significant presence within the largest online property portals such as Rightmove Overseas.

It is important to note that we only advertise our direct properties. We get a lot of interest in our properties from other agents on a daily basis, and although we do collaborate with selected and well established agents, we would only do so with your permission. For example, should another have a client that wants to view your property, we would accompany them and split the commission 50/50 with the other agency.

Thank you for your trust and rest assured we will do our absolute best to not only sell your property, but also to make the experience as easy as possible for you.

We welcome any questions or further clarification of the above points.

Many thanks and kind regards,

The Future Homes team.