

## *Selling your property in Spain?*

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 document!)

### **SELLING COSTS**

- **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. In order to be Fiscal Resident and avoid this cost, you must be registered at the Tax Office and have filed yearly tax returns in Spain.
- **Legal fees**. Should you employ the services of a lawyer, their standard fee is 1% plus VAT of the agreed price.
- If you have a mortgage, then a cancellation fee must be paid. Depending on the agreed terms of the mortgage this fee can be up to 1.5%.
- The vendor is required by law to obtain an **Energy Certificate** (between 150€ - 250€) which will be presented at the notary upon completion

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 (the green piece of paper)
- Nota Simple and or Property Deeds (Escritura)
- Copy of NIE and passports of 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

- **Pricing:** 20 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 actually sell in the current market. We do not give exceedingly high valuations in order to "get the listing", we prefer not to list 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 correct 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 in 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 in order 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! 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. We advertise with the largest national property portals in Spain such as Idealista and TuCasa.

It is important to note that we have a different way of working to most agents on the Costa del Sol. We only advertise **direct properties**. Although we do collaborate with selected and well established agents, we do not form part of the "multi agency system" where properties are shared with hundred of agents along the coast, we prefer a more personal approach with agents we know to be profesional. For example, should another agency have a client that wants to view your property, we would accompany them and split the commission 50/50, however before arranging a viewing would make sure that it is a good match for the client and their needs!

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.

Kind regards,

The Future Homes team.