

How to **SELL** your Spanish property



MARTIN REAL ESTATE

C O S T A D E L S O L

www.martin-realestate.com



10 steps to sell your property in Spain

At Martin Real Estate we know what it takes to sell properties quickly and we are here to support you throughout the process.

Our experienced and helpful team have serious and engaged buyers ready to purchase and we know how to find the right buyers for your property. To discuss listing your property, or request a valuation, please contact us today.

Here's the steps to follow to sell your property

1

Gather Necessary Documents

Collect all relevant property documents, including the title deed, energy efficiency certificate, and any recent property IBI tax receipts/Basura payments, First occupancy license or equivalent. Ensure all payments are paid and up to date. Having all the documents to hand facilitates a speedy transaction.

2

Choose a Real Estate Agent

Your agent is your conduit to a fast and efficient sale and you need to choose a professional agent in your area, who you feel comfortable with and you believe has the right skills and marketing prowess to effectively sell your property. Contact us today to find out how we can help you.

3

Set the Right Price

It's key to set the right price to achieve your objectives, especially if you're looking for a fast sale. Consider market trends, location, and the condition of your property when doing comparisons. Secure valuations from several agents to ensure your price is set correctly.

4

Prepare the Property

First impressions are crucial! We recommend enhancing initial appeal by maintaining the garden and exterior. Sometimes a coat of paint and some light maintenance can go a long way to creating the right first impression. Declutter and depersonalise and make sure the property is looking its best inside and out.

5

Get the word out with effective marketing

Your property needs to be as visible as possible when prospective buyers are searching online. Property portals are great for optimum visibility, alongside Facebook, Instagram, Google and traditional advertising. Use professional photography and virtual tours for maximum impact when buyers see your listing.

6

Negotiate Offers

Be prepared to receive more than one offer, with varying conditions and prices. A good agent will understand how to negotiate the best deal, and at Martin Real Estate we will guide you in the evaluation of each offer and help negotiate the best overall package for your property.

7

Acceptance, Reservation Contract & Due Diligence

Once you agree on the terms, you will need to sign a reservation contract. The buyer typically pays a deposit at this stage to take the property off the market. The buyer's lawyer will then conduct due diligence, including property inspections and legal checks.

8

Private Purchase Contract

If everyone's happy, it is now time for the Buyer to sign a private purchase contract outlining the terms and conditions of the sale. The buyer usually pays 10% of the purchase price at this stage.

9

Notary Public, Escritura, Payment and Handover

Finalize the sale at the notary public's office with your agent and lawyer. During this meeting at the Notary, the parties sign the "escritura" the official deed of sale and remaining payment is made. The keys are now handed over and the buyer will take possession of the property.

10

Notify Authorities and pay taxes

Notify the local authorities of the sale for tax purposes, cancel any utility contracts, transfer them to the new owner and pay the Plusvalía tax (Municipal Capital Gains Tax). Consult with a local tax authority or a legal expert well in advance of any sale to calculate this tax.





Thanks for requesting our guide, we hope it helped you to better understand the process of selling property in Spain.

We'd love to help you to sell your property quickly and efficiently, and have a range of marketing methods and interested buyers ready for you. Our Service Support Package provides everything you need to sell your property quickly.

At Martin Real Estate, we offer sellers the following package of professional services as standard:

- 1 Free Professional Valuation Service.**
- 2 Complementary Professional Photography.**
- 3 We advertise on all major Property Portals, bringing your property into the homes of buyers in Europe and beyond.**
- 4 Your property will be featured on our website and promoted on social media.**
- 5 We guide you through the negotiation process and work on your behalf to secure the best offer possible.**
- 6 We break through any language barriers and attend notary appointments to make the process as stress-free as possible.**
- 7 We can recommend lawyers and trustworthy professionals to ensure peace of mind.**

At Martin Real Estate we offer advice and support at every step of the sales process and have additional benefits for exclusive listings.

Request a valuation and arrange a consultation to discuss how to prepare your property for sale.



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