

Properties in Spain Selling Guide



Selling Properties

Preparation a for Sale – Staging your Property

From the moment you decide to sell your home, you should think about preparing it for sale and making it look its best. We recommend you remove personal elements and take care of tidiness to the extreme.

Marketing Contract – Commissions

When you decide to sell your property with VILLA ONE, first we will sign a marketing agreement, then we will ask you for the documentation of the property. As well we will take care of taking photos and/or videos of your house.

We will publish your property in different real estate portals to obtain the maximum exposure for potential buyers.

On the Costa del Sol it is common for the seller to pay the intermediary agency the commission with the corresponding VAT.

Selling Price

VILLA ONE will carry out a market study to establish the value of the property according to the average price of the area and can advise you on the selling price.

However, the value of a property depends a lot on the state of conservation and possible improvements that have been made.

But it is the seller who finally defines the selling price.

What taxes do I have to pay when selling a property in Spain?

Capital gains tax

Capital gains tax must be paid when you are making a profit on the sale of a property.

The profit is defined as the difference between the registered purchase price (plus expenses related to the purchase) and the registered sales price.

The percentage of the capital gains tax for residents and not permanently resident owners (no-residents) are different.

Residents/Residentes

Since 2015, the capital gains tax for residents has been 19% up to €6000, 21% from 6.000 € to 50.000 € and 23% from 50.000 €.

The legislation is quite clear. However, there are various possibilities for the seller to reduce this tax or to be completely exempt from it. This applies, for example, to purchases made before 1995, to re-investments (the profit from the sale is completely invested in a new property) or also to owners over 65 years of age who sell their main residence.

Please consult your lawyer for detailed advice.

No-Residents/No-Residentes

Non-residents generally pay 19% taxes of their winnings.

If the seller is not a permanent Spanish resident, the buyer must retain 3% of the total sales price and pass it on to the tax office. This will be credited as a down payment against the capital gains tax. The seller is obliged to make a tax return and pay the rest of the capital gains tax. If the capital gains tax is less than 3% of the purchase price, the difference can be reclaimed.

It is recommended to consult a lawyer or tax advisor.

Value increase tax/PlusValia

This tax is based on the official increase in value of the land (valor suelo) for the period from the purchase until the sale. The calculation of the PlusValia varies in each municipality. The calculated value of a property can be requested from the respective municipality (ayuntamiento).

To calculate your PlusValia Tax, you must have the Catastral reference number (referencia catastral) of your property and the purchase date of your property.



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