



# SELLING GUIDE PROPERTIES

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Properties in Spain

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# 01-

## PREPARATION AND SALES PRICE



## PREPARATION FOR SALE – STAGING YOUR PROPERTY

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

Your house must be prepared for sale.

In our first visit we give you suggestions and proposals.

## MARKETING CONTRACT – AGENCY FEE

When you decide to sell your property with VillaOne®, 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 preparing the advert.

We will then publish your property on various Spanish and International Property Portals to ensure maximum distribution of the advert.

On the Costa del Sol, it is standard practice for the seller to pay the agency's service fee for facilitating the sale, payable upon successful completion of the transaction.

## SELLING PRICE

VillaOne® prepares a tailored market analysis for each property, based on the average prices of comparable homes in the area. This allows us to recommend an appropriate selling price.

The current value of a property is determined not only by its location and immediate surroundings but also by its overall condition and any renovations or improvements made since its acquisition.


Nevertheless, we believe it is essential that the seller ultimately decides on the final asking price for their property.



# 02-

## SALES PROCESS





## MARKETING – VIEWINGS

VillaOne® aims to market your property as widely as possible to generate as much interest as possible from buyers and agencies in our network.

Interested clients are first qualified by us as potential buyers, then we arrange viewings. It is important for us to have flexible access to your property to be able to arrange appointments.



## RESERVATION – SALE

As with the purchase, the sale normally takes place in three steps:

- Reservation
- Private Purchase Contract
- Notary contract

The reservation takes the property off the market for the buyer by paying a deposit. Buyer and seller agree the purchase price and additional conditions as well as the time frame in a written reservation contract. Additional conditions can be the furniture, payment agreements or handover conditions. Once the reservation agreement has been signed, no more viewings take place.

The purchase contract is drafted by the lawyers of both parties. This contains all the details of the property and the handover conditions. The purchase agreement also includes an initial instalment to the seller, which is determined by the parties, often set as the 10% of the purchase price.

In the final notary contract, the full purchase price is paid, and the property is handed over at the notary in the form of the keys. The time frame between reservation and the notary contract is normally six to eight weeks but can be shortened or extended by mutual agreement between the parties.

We recommend consulting a lawyer for the sale of your property. They can handle the applicable taxes on your behalf and finalize the sale before the notary and land registry.



# 03-

## TAXES

WHAT TAXES DO I HAVE TO PAY WHEN SELLING A PROPERTY IN SPAIN?



### CAPITAL GAINS TAX

Capital gains tax must be paid when you make a profit from 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 rates for capital gains tax differ for residents and non-residents.





## RESIDENTS

For residents, the capital gains tax has been set at :

- 19% for profits up to €6,000,
- 21% for profits from €6,000 to €50,000
- 23% for profits from €50,000 to €200,000
- And 27% for profits exceeding €200,000.

The legislation is quite clear. However, there are several opportunities for the seller to reduce or even be completely exempt from this tax. For example, this applies to properties purchased before 1995, reinvestments (where the profit from the sale is fully reinvested in a new property), or for owners over 65 years old who sell their primary residence.

Please consult your lawyer for detailed advice.

## NON-RESIDENTS

Non-residents with European citizenship generally pay 19% tax on their capital gains, while non-European citizens are taxed at 24%. If the seller is not a permanent resident in Spain, the buyer must retain 3% of the total sale price and pay it to the tax office. This amount will be credited as a down payment against the capital gains tax. The seller is obligated to file a tax return and pay the remaining capital gains tax. If the capital gains tax due is less than 3% of the sale price, the difference can be reclaimed.

It is advisable to consult a lawyer or tax advisor.

## LAND VALUE INCREASE TAX (PLUSVALÍA)

This tax is based on the official increase in the land value from the date of purchase to the date of sale. The calculation of Plusvalía varies by municipality. You can request the calculated value of your property from the local municipality. To calculate your Plusvalía tax, you will need the cadastral reference number of your property and the purchase date of your property.