



TARGET
property spain

A family of three is seen from behind, standing on a green lawn. The mother is in the center, wearing a light blue top and a white patterned skirt. The father is on the right, wearing a yellow and white plaid shirt and blue jeans. A young child is on the left, wearing a light blue shirt and light-colored pants. They are looking towards a white 'FOR SALE' sign on a post. The sign is red with white text. In the background, there is a yellow house with white window frames and some potted plants.

**FOR
SALE**

SELLER'S GUIDE

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Introduction

You may have been thinking about selling your property for a while now but don't know where to start.

Selling property is an art and can be a daunting concept, especially if you are looking to buy at the same time.

The decisions you make can either cost or save you money.

For that very reason we've created this useful Seller's Guide to guide you through every part of the home-selling process including our tips to help you sell your home faster, for the best price possible.



SALE

TIPS

Why choose us?

Choosing the right estate agent is essential as they will be the ones finding you buyers, showing them round and advising you on price. It's important that you find an agent who you feel confident in, (and we hope that agent is us!) You want an agent who is positive and sincere, as they will be persuasive when it comes to selling.

We spend all day, every day valuing and selling property and as a result have accrued a **vast expertise** of the entire buying and selling process. From conducting a free valuation on your property, handling viewings and negotiations on your behalf and making sure your property is marketed properly, we strive to achieve the best possible price for your property and to find the most suitable buyer in the **shortest timeframe** possible.

We'll also offer you plenty of **feedback** and advice along the way. It's amazing how many owners come to us after having had their property on the market for months with their estate agent, and when we ask what sort of feedback they've had, they tell us that they haven't really had any!

Your agent needs to keep you in the loop about what's going on. There can often be a recurring theme in the feedback from potential buyers who view your property. If there is a theme and you know what it is, we can discuss how to address it. But if you're not getting the feedback, you'll never know, and that could add weeks or months to the time it takes you to sell.

Here at Target Property Spain we guarantee to give you good, regular feedback which means we are more likely to be passing offers on to you, than an estate agent who doesn't.





Preparing to sell

People have different reasons for selling, from disposing of an investment property to simply moving home.

Once you have decided to sell up, think about what you want to include in the sale. Normally, fixtures and fittings are included in the price but other moveable items can be offered subject to negotiation. If you are getting rid of items you no longer need, do it before you start marketing your property as the less clutter you have the faster your house will sell.

To begin marketing your property we will need some key **paperwork and documents**. Please ensure that you provide us with the following:

- **Photocopy of your Passport, NIE or NIF**
- **Property registration document (Nota Simple)**
- **Photocopy of the Deeds (Escritura)**
- **Photocopy of the Energy certificate**
- **Photocopy of the last IBI and Basura receipts**
- **Photocopy of the last payment receipt for the community fees**
- **Fist Occupation Licence or Certificate of Non – Infraction**
- **Photocopy of the latest utility bills (Water and Electricity)**

We can help you to obtain any missing documents.

How much is your house worth?

Setting the correct price is probably the most important part of the selling process. As a vendor, we know you want to achieve the best possible price for your property....and so do we! However, setting the price too high will deter potential buyers, but setting it too low and you are potentially throwing money away.

Try to refrain from immediately choosing the estate agent who gives you the highest valuation as it will, in all likelihood, be unachievable and it's probable that you'll have to considerably lower the price in order to sell. Instead take your time and find out the true market value of your property.

Target Property Spain will strive to achieve a **fast sale** at the **best possible price** and because we know the market inside out, you'll have the benefit of our expert local knowledge and a valuation that you can trust.

Not only that, we'll share with you exclusive data of recent sales in your area so you can be confident that your valuation is based on real fact and not fiction.

Every house will sell if the price its right!



Tips to a fast, successful property sale

If you are to sell at the best possible price, and within a reasonable timescale, then you need to consider how to best offer your property to the market.

Flexibility is crucial, so it's always best to leave us a **copy of the keys** if you are going away, or leave us details of where we can collect them. We always need to be able to access your property with prospective buyers, even at short notice.

Presentation matters! Buyers are coming to look around your property, and you need to make an effort to show your home at its best. Don't make buyers imagine how good it could be – show them! Decide on the strengths of your property and show them off.

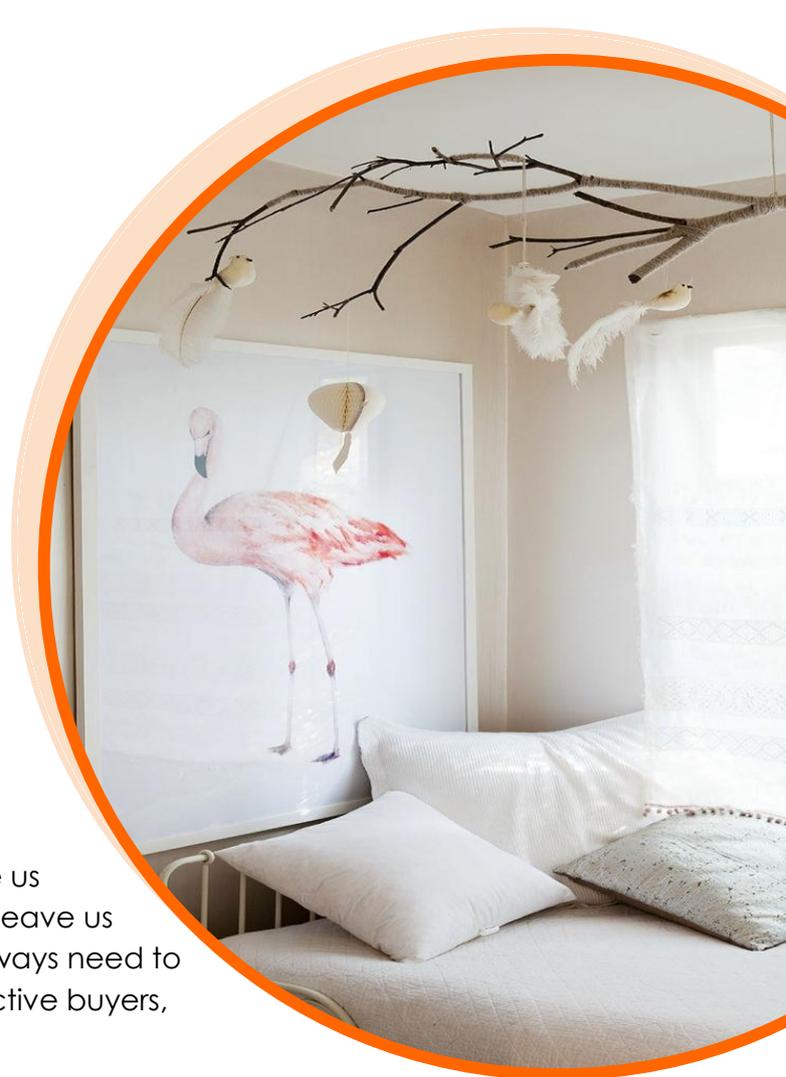
Go all out to impress:

De-clutter – but don't depersonalize. Get all that excess junk out of sight but leave some personality, people often buy into a lifestyle as much as a property so show them the attractive side of your lifestyle. Giving your walls a fresh lick of neutral paint will make your home seem lighter and bigger and it will be easier for the buyers to move in and use the rooms immediately than if the walls were bright purple or green.

Make any minor repairs necessary – holes in walls, broken door handles, cracked tiles, and change light bulbs. Many buyers want to move in without having to make any changes.

Clean everything until it sparkles. Get rid of lime-scale and de-grout kitchen and bathroom tiles, wipe down doors, skirting-boards and frames, clean windows inside and out.

If you have **pets** and allow them inside, try to use cleaning products that are specifically designed to get rid of pet odours.





Light is king. A property with lots of light makes rooms feel fresh so try to create as much natural light as possible. For the darker rooms it may be worth purchasing some small lamps to lighten up some areas.

A forgotten detail by many is the **outside area** or approach to the property, often known as “kerb appeal”. These first impressions are incredibly important so make sure the lawn is cut and your driveway is swept. If the front door looks tired, brighten it up with a lick of paint. Put some plants or hanging baskets outside. Dress the windows with blinds or curtains as empty windows can make a property feel impersonal or run down. Tidy up the garden or terrace and wipe down the outdoor furniture.

Advertise the property as being on the market with one of our “**FOR SALE**” signs. Properties with For Sale signs prominently displayed receive more enquiries and viewings than a property without one.

Selling Costs

The costs when selling a property in Spain are as follows:

Agency Fees : Listing your property with us is free. Target Property Spain only take a fee when a sale is completed. These can be discussed when listing your property with us.

Legal fees

Most lawyers charge 1% + IVA (VAT) of the agreed sales price, usually paid on completion of the sale.

Plusvalía This is a one off tax levied by the local Tax Authorities. This is based on the increase in value of the land on which the property is situated since the property was last sold. We can calculate this figure for you.

3% Retention (For Non-residents only.) The purchaser is obliged to retain 3% of the declared sales price and pay the funds to the Spanish Tax Authorities. This is to guard against any taxes that may be owed in Spain, including Capital Gains Tax. If the seller can prove that all taxes have been paid and there is no Capital Gains then this money can be reclaimed.

Capital Gains Tax

This is based on the net profit of a sale. Capital Gains Tax for residents and Non EU residents is taxed at a flat rate of 21%. A resident of Spain is exempt from paying Capital Gains Tax if:

- The property is your main residence (owned for 3 years or more). &
- The full sales price is re-invested in another property as your main residence within 2 years. &
- The new residence remains your main residence for the next 3 years.

Residents over age of 65 and who have owned the property for 3 or more years (as their main residence) are also exempt from Capital Gain Tax.



Testimonials

Superb! Having never used Target Property Spain estate agents previously, we approached them following a recommendation from a friend.

Keith and his team managed to find a buyer within weeks of marketing our apartment and achieved a sale near our asking price during which time being kept fully informed throughout the process of selling our property.

An excellent degree of personal attention and a standard of service both higher than we had expected of an estate agent or could possibly have hoped, culminating in a speedy and successful sale.

Mike & Sue – Bedfordshire

From the initial decision to sell right up to the completion of the sale we were guided by the accurate, helpful and professional team at Target Property Spain. The process and costs were outlined at the initial meeting at our apartment and at every stage we were kept up to date. Timelines were given and honoured. We will definitely use Target Property Spain again, whether buying or selling.

Noel & Dolores Broe - Ireland



CONTACT US

Calle Mérida de Jarales.
C.C. Los Jarales, Local 9.
Calahonda - Mijas Costa
29649, Málaga.

☎ (+34) 952 000 244

✉ info@targetpropertyspain.com

www.targetpropertyspain.com