



Vendor Information

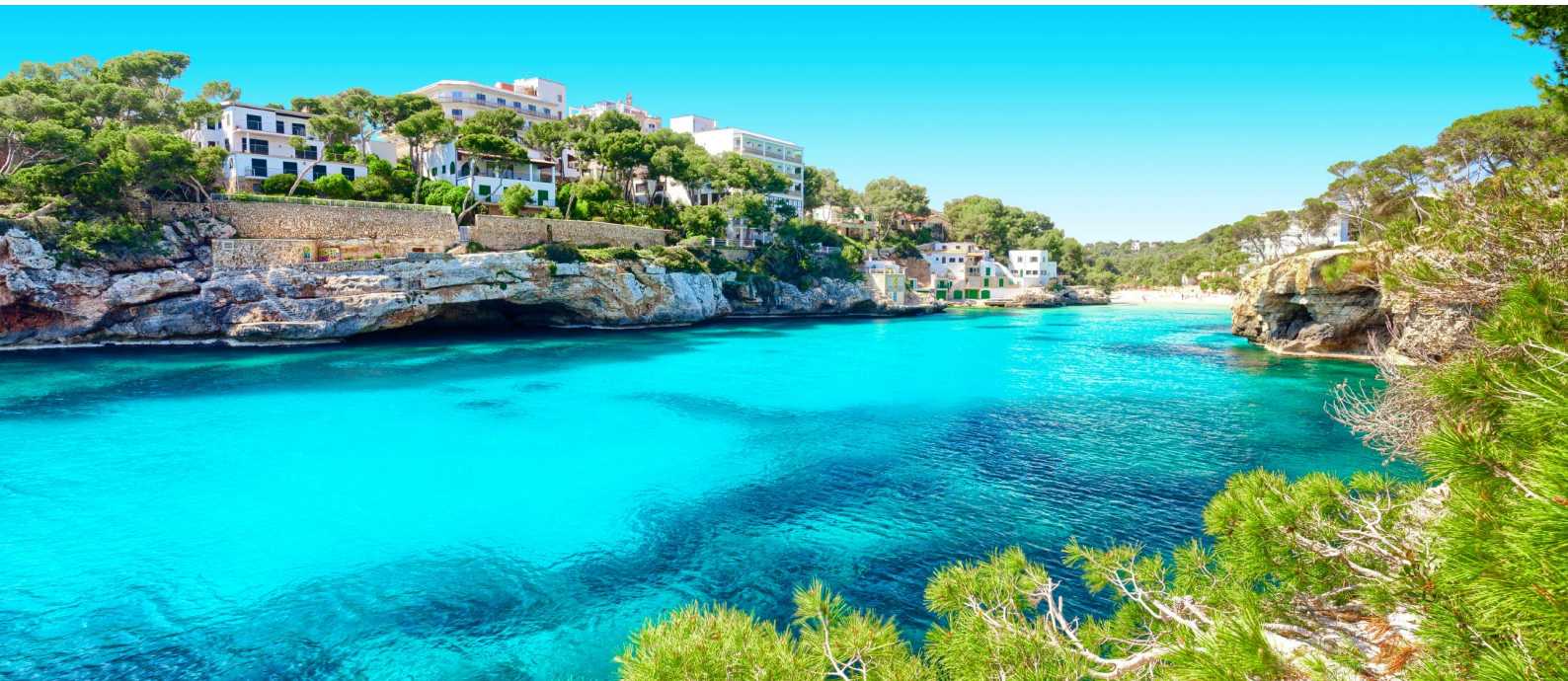
OFFICES IN

**VILLAMARTIN - QUESADA - TORREVIEJA - JAVEA
SAN PEDRO DEL PINATAR - CAMPOSOL
AND SURROUNDING AREAS**

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MORE THAN TWO MILLION €UROS SAVED BY OUR CLIENTS IN ESTATE AGENT FEES

Based on traditional agent fees of 5% + IVA



Welcome to 5 Real Estate, we are delighted you have chosen to sell your property through one of the fastest growing fixed fee estate agents in Spain. With our extensive industry experience you can be assured you are in safe hands.

The information contained in this brochure is designed, not only to introduce ourselves and our services, but to give you some useful pointers when selling your property in Spain. Our aim is to make this as smooth and efficient a process for you as is possible.

Please note than any information contained within this brochure is not a substitute for professional legal, financial and or tax advice.

“ A great big thank you to you all at 5 Real Estate, it was a pleasure doing business with you. I truly hope you prosper and flourish as you deserve it. ”

Maurice & Susan Astbury

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5 REASONS WHY

1) No Commission

We do not charge commission on property sales, instead we simply charge a fixed administration fee for sale of your property.

2) No Upfront Fees

There are no upfront or hidden fees. We only charge our administration fee once you have accepted an offer and a deposit has been received. Our fee is taken from this deposit.

3) No Exclusivity

We never ask for exclusivity on the sale of your property as we feel you should feel free to explore all options.

4) Full Estate Agency Service

We deliver a full and complete estate agency service. Starting with a free valuation, photography, extensive international marketing through portals and social media, negotiating with prospective buyers and liaising with lawyers and notaries.

5) We Are Growing Rapidly

We are expanding rapidly and currently have 6 offices, 5 of which were opened since July 2020 which enables us to transfer buyers from area to area.

Our Fees

We have 2 options to choose from once you have accepted an offer on your property

5RE TRANSPARENT FEES

1) **€999 + IVA** – Administration Fee applied when the vendor uses the services of one of our recommended independent lawyers.

2) **€1,999 + IVA** – Administration Fee applied when one of our recommended lawyers is not engaged.

The reason behind the second option is simple. Our business model is built around efficient processes and maximum volume. We introduce a considerable number of clients to the lawyers that we recommend and in return they treat both our clients and ourselves as a priority. This efficient communication channel enables us to keep our administration costs to a minimum which in turn ensures modest fees for our clients. Importantly from a vendor's perspective it leads to straightforward completions and easier problem solving in more complex cases.

A decision on lawyers is only required once an offer has been accepted.

Marketing

Portals

In this digital age, most clients who buy overseas property first look online, it is essential to market through the major property portals to attract buyers. In addition, we utilise selected promotions to ensure maximum exposure for your property, including mass email campaigns, newsletter features and banner advertisements.

Amongst the major portals that we market with are:



Social Media

In the current market place, to achieve optimum exposure, it is essential to be active on social media platforms. We have employed the services of a professional agency to manage our campaigns to increase engagement and provide positive results.

Intuitive CRM

We have invested and installed the latest CRM technology to allow us to match potential buyers with the correct property. When a prospective purchaser contacts us with their detailed requirements, our system intuitively matches their criteria against suitable available properties. In addition, we constantly run bespoke campaigns to generate interest in our portfolio.

Documents

To sell your property the following paperwork will be required

- **Passports** – We will require a copy of your passport and/or your national identity card. Supplied when listing your property.
- **NIE Numbers** – We will require a copy of your NIE number. Supplied when listing your property.
- **Energy Performance Certificate** – This is a legal requirement within the EU to market your property for sale.
- **Habitation Certificate** – A valid licence of secondary occupation.
- **Title Deed**– To demonstrate that you are the legal owner of the property.
- **Mortgage Provider** – Details of the provider and the mortgage number (if relevant).
- **Planning Permission** – For any works undertaken that require permission.
- **Suma Bill** – Your latest Suma bill.
- **Utility Bills** – A copy of your latest utility bills.
- **Community Certificate** – Issued by your administrator to show you are up to date.
- **Fiscal Residency Certificate** – For residents only and to avoid the 3% retention, your taxes will be assessed the following year.
- **Power of Attorney** – May be used to facilitate the process through to completion.

Selling Costs

For information purposes only and professional legal and tax advice should always be sought

- **Estate Agency Fees** – Traditional Spanish estate agency fees tend to be around 5% + IVA, minimum fees are also often applied, typically at €5,000 + IVA. 5 Real Estate fees are 999€ + IVA or 1,999€ + IVA depending on your choice of option. This fee is retained from the deposit.
- **Legal Fees** – Conveyancing fees can vary, the 5 Real Estate panel of independent lawyers have fees set at 1,000€ + IVA. There can be additional costs to cover any extra services.
- **Power of Attorney** – It may be convenient for you to give your lawyer POA, the fee for this is c100€. You can execute this from a Notary in another country however this is usually more expensive.
- **Plus Valia** – A tax applied by the local town hall on the increased value of the land during the time that you have owned the property. This varies from town hall to town hall and your legal representatives can advise.
- **Capital Gains Tax** – This tax is 19% for non-residents and up to 23% for residents which is charged against the profit made on the property. Some expenses are deductible, such as buying and selling costs, plus if you have kept receipts for work carried out on the property they may be considered. As a non-resident 3% of the sale price will be deducted at the Notary whilst any CGT liability is investigated. To claim this back you will need to complete and present Form 210H within 3 months of the sale. Some groups are exempt from CGT and you should always check with your lawyer.

Lawyers

Lawyers

We work closely with a select number of lawyers and are happy to recommend them. They act independently, have years of specialised conveyancing experience and speak multiple languages. In addition, they have extensive Notary contacts which ensure straightforward and stress-free completions. In all cases our clients are treated as “priority” when they instruct one of the legal firms on our panel.

In addition to conveyancing they can help with other legal and tax requirements.

Some of the firms that we recommend:

- Deed Law
- La Zenia Legal Services
- Indelaw
- Pastor Law Firm

Currencies Direct

For repatriating funds from a property sale to the UK, Scandinavia or any non-euro country we highly recommend Currencies Direct. As one of the main currency exchange experts, they offer bank-beating exchange rates that can save considerable sums of money. They are the biggest FX company in Spain with 14 offices giving you complete peace of mind.

In addition, they have a specialised Repatriation Service which can eliminate the substantial fees charged on preparing Bankers Drafts, immediately making considerable savings. They also have an E-Money Licence to ensure the security of your funds.

Rent to Buy

Increasingly popular for both buyers and vendors

On selected properties we offer an alternative sales method called a 'Rent to Buy'. It should be noted that whilst there are many advantages to selling this way it may not be suitable for everyone. Before entering into such an agreement you should give careful consideration to your position and understand the process.

Some buyers seek this option as it allows them to secure a property whilst waiting to have the full purchase funds available. For example they may be selling a property, expecting an inheritance, waiting for an investment to mature or for other financial reasons.

Vendor benefits include:

- Opening your property to a greater market of buyers
- Potentially securing an improved price as the negotiating position of the vendor is stronger.
- Typically receive a 10% deposit upfront plus an agreed monthly rent, these funds are deducted from the final payment.
- The buyers have a vested interest in looking after the property during the rent phase.

Each agreement is different, however as standard they are for 2 years. The buyer can complete at any time during this period, however failure to complete on or before the agreed time can see all of the funds retained by the vendors. The buyer is responsible for the costs related to the property through the rental phase.

If you would like to know more please contact us for details as we have a standard agreement available for perusal.

Additional Marketing

OPT in OPT out

We have in place some exclusive arrangements with selected international estate agents that cover markets which are more difficult to access. A classic example of this is Russian or Ukrainian buyers who tend to only use agents from their own country. The same can often be said for other European buyers.

Our arrangements with these selected agents allows us access to potential buyers with whom we would not normally be in contact.

Our fees never change and remain constant at either 999€ or €1,999€ depending on the option you choose. The international agent however will be required to be paid and as they would typically be sharing 5% commission they request that a 2.5% fee be applied to the sale.

These agents do not market the property directly and all viewings and negotiations are made through ourselves. We maintain full control over the process.

It is always our intention and preference to sell your property directly. If you already have your property on the market with another agent at 5% commission then this would still be financially advantageous and may secure more opportunities to sell.

The additional marketing can be either opted in or out at anytime whilst we are promoting your property. If you would like to discuss further please do not hesitate to ask your representative or contact us directly.

Your Influence

When selling a property there are only 2 factors under your control:

- Presentation
- Price

You cannot influence other factors that potential buyers are looking for such as location, orientation, proximity to shops, bars, restaurants and many other factors. These two elements above therefore take on increasing significance and it is worth taking time to consider both.

In the current market overpriced properties will generate less interest and therefore will take longer to sell. It is important to present your property in the best possible light for example by making sure it is airy, clean, tidy and clutter-free.

Correctly priced and well presented property is always likely to receive more enquiries and interest from potential buyers.

OUR PROMISE TO YOU

We will use our best endeavours to sell your property and achieve the best possible price for you according to the market conditions. At all times we will be transparent and keep you informed of viewings and any significant interest.

WE DO NOT TAKE OUR CLIENTS TO OTHER AGENTS TO TRY AND SELL PROPERTIES THAT WE HAVE NOT DIRECTLY LISTED. WE ARE ONLY INTERESTED IN SELLING YOUR PROPERTY!