



VENDOR INFORMATION

2024

How you can sell your Spanish property for just

€999 + IVA

Welcome to the 5 Real Estate vendor information brochure

If you're considering selling a property on Spain's Costa Blanca or in the Murcia region, this informational brochure will outline the multitude of advantages in entrusting 5 Real Estate to market, sell, and manage the sale of your property.

Established in 2018, we have swiftly emerged as the premier international agent in the Costa Blanca and Murcia areas. Presently, boasting 14 local offices (as of March 2024), our ongoing growth involves the addition of new offices nearly every month.

Our success stems from various factors, yet chiefly from the reputation we've cultivated within local communities. We're recognised as an agency that not only achieves substantial sales volume but also provides unparalleled service. And that's not to mention the remarkable value for money we deliver.

Your property and your satisfaction are perpetually our top priorities. While we can't guarantee the sale of your property, we pledge to exert our utmost effort.

We refrain from making empty promises like "sell your house fast" or "sell your house for more than it's worth." Instead, we operate on the pillars of diligence, effective marketing, and unwavering transparency.

As a vendor with 5 Real Estate, you're not just a client; you're our foremost concern. We're dedicated to tirelessly representing your interests, striving to connect you with the ideal buyer at the optimal price.

Cameron Hamilton
Chief Executive Officer



FIVE 5 REAL ESTATE

Buyer Information

OFFICES IN

VILLAMARICA - SUENADA - TORREVIC JA
SAN PEDRO DEL PINAR DE - VETANILLA DEL
OLIVA - JAVEA - BENISSIMON
AND SURROUNDING AREAS

WINDING ROAD
WINDING ROAD
WINDING ROAD
WINDING ROAD

FIVE REAL ESTATE

5 GREAT REASONS TO LIST YOUR PROPERTY FOR SALE WITH US TODAY



- 1. Full Real Estate Service
- 2. No Upfront Charges
- 3. No Commission
- 4. No Exclusivity
- 5. No Sale - No Fee - No Risk

FOR ONLY 999€

Over 1000 clients have saved **million Euros** U.S.

FIVE 5 REAL ESTATE
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International, yet local

Wherever you are selling on the Costa Blanca or in Murcia you are likely to be in the proximity of one of our 14 offices. The advantage to a vendor of having so many offices is to be able to seamlessly transfer buyers based on their aspirations and budget from one location to another.

By listing with us, we can market your property not only through international portals and websites but also within our branch network, which experiences substantial foot traffic daily. When you combine this capability with our local presence through established offices, it creates a potent combination to attract potential buyers for your property.

To bolster this effort, we employ a team of 40 fully contracted staff members from diverse nationalities, collectively fluent in a multitude of languages. This enables us to communicate with potential buyers in their preferred language, a crucial aspect in securing a sale for your property. While selling houses is undoubtedly challenging, we provide the level of exposure you rightfully anticipate from your agent.

5 Reasons Why you should list & sell with us:

1 We sell more houses than anyone else:

As of the time of writing, our current rate for property sales in 2024 exceeds 600. Do you know of another international agent achieving this volume? Yet, this isn't sufficient for us, as our aim is to achieve 1000 sales per year as soon as possible.

2 Our Fixed-Fees are fully guaranteed:

We provide complete transparency with our fee structure, firmly believing in the exceptional value of our fixed-fee model. You can sell with us for €999 + VAT, and then use comprehensive conveyancing services with a registered lawyer for an additional €1,000 + VAT. This results in a total sale fee of just €1,999 + VAT. This fee is fixed, with absolutely no hidden costs. In fact, when you list with us, we offer you a fixed-fee, no hidden extras guarantee that is valid for 12 months and renewable if necessary.

3 14 offices and over 40 staff working to sell your home:

With numerous offices and a sizable team of full-time staff, we can and will tirelessly for you. We seamlessly transfer buying clients between different areas and benefit from significant foot traffic of potential buyers daily. It's not uncommon for us to have 400 clients viewing properties each month. While using a local agent is beneficial, opting for a local agent with an extensive network of offices holds significant power when selling your property, as it unlocks numerous additional opportunities.

4 We pride ourselves on our aftersales service:

Merely selling your property isn't sufficient; once a sale is agreed upon, you seek the assurance that we will diligently work to ensure a seamless process until completion and beyond. To guarantee this, we offer an after-sales administration service dedicated to fulfilling your needs. A quick look at our online 5-star reviews will demonstrate our commitment to excellence.

5 To achieve our ambitions we need to sell your home:

For you, it's as straightforward as this: we're exceptionally ambitious, and only by selling your property can we achieve our goals. With this sole fact in mind, you can be confident that we'll be giving our utmost effort.



Thousands of international agents, but we have 0.5% of the market

Across the whole of Spain 1 in 200 international buyers purchase through 5 Real Estate, and this number is increasing rapidly as we strive to double our market share.

If you perceive that the ideal buyer for your property hails from the international community, then choosing 5 Real Estate as your agent is a straightforward decision. Despite the multitude of international agencies across the whole of Spain, we accounted for 0.5% of the entire international buyer market in 2023.

While this demonstrates commendable performance, we aim to swiftly increase our market share to 1%. This will be accomplished through effective marketing and sales strategies for your property. We understand that to realise our aspirations, we must assist you in achieving yours.

REGISTERED, COMPLIANT & INSURED for your SECURITY

Registro de Agentes de Intermediación Inmobiliaria
de la Comunitat Valenciana



RAICV 1849



PROPERTY CLOUD S.L.

B-42692517

Centro Comercial Los Dolces, Local 126. C/ Algarrobo 2, 03189 Los Dolces (Alicante)

Registered & Recognised

In 2022, legislation was enacted stipulating that all agents functioning within Comunidad Valenciana must secure registration by August 2023 to maintain lawful operations. This regulation is designed to safeguard both sellers and buyers, guaranteeing professional conduct and secure property transactions.

At 5 Real Estate, we prioritise integrity, trust, and adherence to the highest standards of professional conduct. In alignment with the regulatory stipulations within Comunidad Valenciana, we operate in full compliance with all legal obligations, ensuring a secure, transparent, and seamless property transaction experience for all our clients.

Property Cloud SL (B42692517), trading as 5 Real Estate, is a proud member of ASICVAL (Valencia Region Real Estate Association).

We are also approved and registered with the Regional Government (Generalitat Valenciana) holding the registration number RAICV: 1849. This accreditation is a testament to our commitment to maintaining exemplary service standards and ethical business practices in the real estate industry.

Property Cloud SL registered address: Plaza de la Montaneta, 4, Alicante, 03001, Spain

Unwavering Legal Compliance

The regulations in Comunidad Valenciana mandate the registration of all real estate agents operating within its jurisdiction, aimed at safeguarding the interests of the consumers and promoting fair trade practices. We fully embrace this obligation, ensuring our clients receive services that meet the legal and ethical benchmarks established by the regional authorities.

Insurance

Deposits Insurance – under ASICVAL (Valencia Region Real Estate Association) as a registered agent, we are required to have client deposit insurance with a minimum guarantee limit of €60,000 per office opened to the public in Comunidad Valenciana.

Property Cloud SL and its 10 offices that are open to the public within the Comunidad Valenciana have insurance to protect client deposits in case of insolvency with the company Atradius Credito y Caución, SA, under collective policy number 41933754.

Civil liability insurance – Property Cloud SL holds insurance to the value of €1,500,000 per claim with HISCOX EUROPE UNDERWRITING LTD with Policy Number: HD IP6 2050149.

YOUR CERTIFICATE OF FIXED-FEE GUARANTEE

When you list your property for sale with us you will receive this personal certificate valid for 1 year which guarantees you:

- Our selling fees will be fixed at **€999 + IVA** or **€1.999 + IVA** depending on your choice of conveyancers.
- You will incur no hidden fees or charges



CERTIFICATE OF PRICE GUARANTEE

This certificate is presented to

Name: Mr & Mrs Smith

Ref: A999

This Certificate guarantees that Property Cloud SL CIF B42692517, trading as 5 Real Estate, will only charge you, our client, the fixed administration fee of 999€ +iva (or 1999€ +iva depending on your choice of lawyer) to sell your property. In addition, we guarantee there will be no added commission, no hidden fees and no upfront costs.

Registered Address: Plaza de la Montañeta, 4, Alicante, 03001, Spain


PROPERTY CLOUD SL
Trading as 5 Real Estate
Plaza de la Montañeta 4
03001 Alicante
B42692517

CAMERON HAMILTON

Chief Executive Officer



***Date:** 2024

Registro de Agentes de Intermediación Inmobiliaria
de la Comunitat Valenciana



RAICV 1849

**Valid for 1 year from this date*

***Our fee is payable once we have received a deposit from the Buyer*

FIVE 5
REAL ESTATE

Free Valuation
No Commission
Total Transparency

SELL YOUR PROPERTY

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FIXED PRICE



TRANSPARENT FEES

After accepting an offer on your property, you have the choice between two fee options.

€999 + IVA - Administration Fee applied when the vendor uses the services of our in-house conveyancing team, or one of our recommended independent lawyers.

€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. Where possible our conveyancing team lead by our in-house lawyer will carry out all of the necessary work. However, we also introduce a considerable number of clients to a panel of independent lawyers that we recommend. 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.

The conveyancing fees are fixed at **€1,000 + IVA** for both ourselves and the independent lawyers. Properties sold for **over €300,000 the fee is 0.5% + IVA.**

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

What we will do for you

- Free no obligation valuation
- No commission
- No upfront or hidden fees
- Full estate agency service
- Exclusive or non-exclusive option
- Extensive marketing
- Multi-office & staff exposure
- Exceptional levels of service
- No sale no fee
- Price Guarantee Certificate



**Our vendors
have saved
over 7.5
Million Euros!**

In January and February 2024 alone, we saved our vendors over €700,000 compared to typical international estate agency fees of 5% + IVA.

SELLING COSTS

Estate Agency Fees: Traditional international agents in Spain typically charge around 5% + VAT, with minimum fees often set at €5,000 + VAT. 5 Real Estate offers fees of €999 + VAT or €1,999 + VAT, depending on your chosen option. This fee is deducted from the deposit.

Legal Fees: The 5 Real Estate in-house conveyancing team led by a fully qualified lawyer charges €1,000 + VAT for sales up to €300,000 and 0.5% + VAT for sales over €300,000. The independent panel of lawyers that we recommend charge the same fees. There may be additional costs for extra services (if required) such as the recovery of retention tax and non-resident income tax returns.

Power of Attorney: To facilitate a smooth transaction, we recommend granting your lawyer Power of Attorney (POA), with the notary fee for this typically around €100. While you can execute this from a notary in another country, it's usually more expensive.

Plus Valia: This tax may be imposed by the local Town Hall; however, if applicable in your individual sale, your legal representative will advise accordingly.

Capital Gains Tax (CGT): For non-residents, this tax is 19%, while for residents, it can be up to 23%, calculated against the profit made on the property. Certain expenses, such as buying and selling costs, may be deductible. As a non-resident, 3% of the sales price will be deducted and remitted to the Spanish tax office as a potential capital gain. To claim this back, you'll need to complete and present Form 210H within three months of the sale. Some groups are exempt from CGT, and it's advisable to consult with your lawyer regarding your specific circumstances.

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

DOCUMENTS

The following documentation will be necessary to sell your property:

Passports: We'll need a copy of your passport and/or national identity card, provided during the property listing process.

NIE Numbers: A copy of your NIE number is required, also provided during property listing.

Energy Performance Certificate: This certificate is legally required within the EU to market your property for sale.

Habitation Certificate: Proof of secondary occupation, demonstrating compliance with regulations.

Title Deed: Documentation confirming your legal ownership of the property.

Mortgage Provider: Details of the mortgage provider and mortgage number, if applicable.

Planning Permission: Documentation for any authorized works undertaken.

Suma/IBI Bill: Your most recent Suma/IBI bill.

Utility Bills: Copies of your latest utility bills.

Community Certificate: Issued by your administrator to confirm your account is current.

Fiscal Residency Certificate: Necessary for residents to avoid the 3% retention; taxes will be assessed the following year.

Power of Attorney: We recommend a POA to streamline the process through to completion.

MARKETING

Portals

In today's digital era, the majority of prospective buyers for overseas properties begin their search online. Therefore, it's crucial to showcase your property on major property portals to capture their attention. Additionally, we employ targeted promotions to enhance exposure, such as mass email campaigns, featured spots in newsletters, and banner advertisements. Some of the prominent portals we utilize for marketing include:



Social Media

In today's market, achieving optimal exposure necessitates active participation on social media platforms. To this end, we've enlisted a professional agency to handle our campaigns, boosting engagement and yielding positive outcomes. Our presence is prominent across various platforms, including Facebook, Instagram, and YouTube.

Intuitive CRM

We've invested in and implemented cutting-edge CRM technology to facilitate precise matching of potential buyers with suitable properties. When a prospective buyer contacts us with their specific requirements, our system intelligently matches their criteria against available properties. Furthermore, we continuously run tailored campaigns to generate interest in our portfolio.



A selection of reviews



Graham King

Initially sceptical.. what's the catch low fixed fees and good service!

We sold our property of 13 years in Cabo Roig and purchased a property in El Galan using 5 real estate agents. From the initial consultation to the conclusion of our sale and purchased we felt we could always ask any questions for guidance and confirmation to any questions. A speedy sale very close to the asking price was followed by great aftersales help and contact.



Raymond Hood

From start to finish with our sale 5 real estate made this very easy and professional and would highly recommend this company to anyone selling or buying to them when putting my house on the market some estate agents in costa blanca think your selling you house to give them a large amount of your money when sold so was glad when we came across 5 real estate and at 995 euro it was a no brainer all we had to do was give the sale to 5 real estate and they did the rest thank you all at 5 real estate



Lavine Newbery

We thought the service was excellent. They got us a buyer straight away a very smooth transaction.



Duncan Tooke

Excellent service. Fast sale and good communication.



Mike Grant

This is the second property we have sold through 5 Real Estate and would highly recommend them. Professional at every stage. Clear and honest sales procedure. 100% will use again



Richard Burditt

I recently sold my Villa via 5 Real Estate. There service was very simple with great support from the professional team. I would certainly look to using them again in the future.

Join our growing list of hundreds of 5 star reviews by booking your free valuation today



OUR OFFICES

- Los Dolses, Villamartin
- La Siesta, Torrevieja
- Vistabella Golf
- Ciudad Quesada
- Formentera Del Segura
- Rojales
- Alfaz Del Pi
- San Pedro Del Pinatar
- Pilar De La Horadada
- Pinar De Campoverde
- Los Alcazares
- Javea
- Oliva
- Guardamar del Segura

New offices opening soon

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