

BUYING A HOME ON THE SPANISH COAST

Your guide from search to keys in hand

Buyer Information

FIVE
REAL ESTATE

5

MORE THAN TEN MILLION €EUROS SAVED BY OUR CLIENTS IN ESTATE AGENT FEES

Based on traditional international estate agent fees of 5% + VAT



Welcome to 5 Real Estate, we are delighted you are searching for a property with one of the fastest-growing international estate agents in Spain. And if you decide to purchase, then 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 us and our services but to give you some useful pointers when buying a property in Spain. Our aim is to make the whole buying process as smooth and efficient as possible, as well as showing you how using 5 Real Estate can save you money, possibly running into tens of thousands of Euros.

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



We've just completed our house purchase with the fantastic assistance of 5 Real Estate, a smooth and hassle free experience from start to finish, we couldn't be happier, a big 'Thank you' to all involved.

Bob & Carla

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5 REASONS WHY

1) Save Money

With our low fees, whether you're selling or buying through 5 Real Estate, you will save money in comparison to using a traditional estate agent.

2) Extensive Portfolio

We have an extremely large database of property, all of which is directly listed with us. This means we are familiar with the properties and the vendors, so we can better advise on the best options to suit your budget.

3) No Multi-Agency Fees

We do not sell property which is not listed with us. Multiple agencies are best avoided as all agents involved need to be paid, leading to higher commissions. This means less room for negotiation and you will almost certainly end up paying more.

4) Full Estate Agency Service

We deliver a full and comprehensive estate agency service. Starting with your enquiry, through to viewings, negotiations, advice, sales administration and third-party services.

5) Sales Support

Once you decide to purchase a property, you are in expert hands. We guide you through the entire process with full support and assistance at every point.

Our Fees

**Traditionally international agents in Spain charge
5% + VAT normally with a minimum of 5,000€**

These charges are deducted from the agreed sale price leaving the vendor with reduced funds and the buyer paying considerably more than necessary.

5 Real Estate Transparent Fees

Buyer Administration Fee

- **€999 + VAT** for properties with an agreed sales price **up to €99,999**
- **1% + VAT** for properties with an agreed sales price of **€100,000 or more**

Vendor Administration Fee

- **999€ + VAT - Fixed Administration Fee**

At 5 Real Estate, our fee structure is simple, honest, and designed to save you money. Unlike traditional estate agents who charge high commissions, our fees are low and transparent, ensuring you know exactly what you will pay before you begin.

Whether buying a property for 70,000€, 170,000€ or 700,000€, we can save you money on the buying price.

When buying a property of 200,000€ using an agent charging 5% the fee would be 12,100€, including the VAT and the vendor will certainly take this into account during negotiations. By using 5 Real Estate, the fee will be 2000€ + VAT, providing more scope for negotiation.

Resulting in 9,680€ saved in agency fees.



Viewing

In Person

With 9 local offices, we are well situated to show you a wide selection of properties. Equally, if not more importantly, every property we market is directly listed; therefore, we know both the properties and owners personally. This means we are in a prime position to give you the best possible advice on the property, the location, the history and the expectations of the sellers.

We will not be showing you a property via another agent that we have never seen before and have no details other than the price.

We spend all the necessary time with you to ensure that you have the best possible selection of properties to view. Our extensive portfolio allows us to recommend viewings based on your feedback.

Virtual Viewings & Video

With access to our entire database either through the vendor or ourselves as key holders, we are able to offer virtual viewings and video tours of any property of interest.



Lawyers

Lawyers


You are, of course, free to engage with the lawyers of your choice; however, we work closely with several lawyers that we are happy to recommend, including Iberica Law Associates SL and their fully experienced and qualified conveyancing team.

They act independently in your interest and have years of specialised conveyancing experience and speak multiple languages. 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 matters as well as ongoing requirements.



IBERICA LAW

 **Calle Algarrobo 130**
Los Dolses Comercial Centre,
Villamartin, Alicante, 03189, Spain

Currency

Currencies Direct

When sending funds for a property purchase from 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 19 offices giving you complete peace of mind. Since Brexit new rules and regulations have been put in place requiring companies operating in the EU, to be authorised within the EU, to offer the security of your funds. Currencies Direct are registered with the Bank of Spain, therefore the security of your funds is guaranteed.

Sending funds through Currencies Direct has proved to be the best way to avoid paying excessive fees for a bankers draft.



Documents

To purchase a property in Spain the following documents and processes will be required:

- **Passports** - You will require your passports and/or your national identity cards.
- **NIE Numbers** - If this is your first time buying in Spain, you will require NIE numbers, and your conveyancing lawyer should apply for these on your behalf.
- **Power of Attorney (POA)** - Although not essential, it is advisable to give a POA to your conveyancing lawyer; this can be done either in your host country or in Spain. Having a POA in place greatly simplifies the process for both yourself and the lawyer and you can sit back and relax as they and we take care of pretty much every aspect of your purchase.
- **Bank Account** - Owning a property in Spain requires you to have a Spanish bank account. Having a POA in place will allow the lawyer to open this account for you as well as set up all of your direct debits and annual payments related to the property.
- **Residency** - This is only applicable to those who want to permanently reside in Spain or spend the majority of their time here. Once again, the lawyers are best placed to guide you through any application.

Mortgages

We work very closely with one of the largest international brokers in Spain

We have established strong links with one of the biggest and we believe the best mortgage brokers in Spain, providing a specialised service for international buyers. They have arrangements in place with all of Spain's major banks as well as international lenders.

Our personal client account manager will be delighted to speak with you and we can arrange a call at your convenience.

Buying Costs

- **Property Transfer Tax** - This varies from region to region, and it is usually between 8% to 10%. This is applied at the notary on completion.
- **Legal Fees** - Conveyancing fees can vary. For example, Iberica Law, a recommended conveyancing firm, has fees of 1,250€ + VAT up to 299,999€ purchase price. Over 300,000€ purchase price, they charge 0.5% + VAT. There can be additional costs for extra services such as NIE numbers, Power of Attorney, opening bank accounts, wills and utilities.
- **Power of Attorney (POA)** - To ensure a smooth transaction, we recommend you give your lawyer a POA; the fee for this is approximately 100€ +VAT, and there will be a notary fee as well, c.100€. You can execute this from a notary in another country; however, this is usually more expensive.
- **Land Registry Fees** - Applied at the notary on completion. The minimum is usually 500€ for lower-priced properties and increases with the value of the property.
- **Notary Fees** - These are borne by the buyer and are similar to the land registry fees in that they can increase in line with the value of the property.
- **Bankers Draft** - If you are making the completion payment by bankers' draft from a Spanish bank, the bank will charge to prepare this draft. The fee for this can be upwards of 200€, depending on the value of the draft. In many instances, especially if you are employing the services of one of our recommended lawyers, we can help mitigate this. We have instances where we have saved our clients more than 1,000€ by avoiding the requirement for a draft.
- **Mortgage Fees** - If you require a mortgage, there will be normal set-up and valuation fees; our experts can advise on this.
- **Sundry Fees** - There are usually some minor fees, typically very low and the conveyancing lawyers will advise.

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

Sales Administration

We pride ourselves on delivering a first-class service

From the moment you decide to purchase through us, we offer a full and comprehensive after-sales and sales administration service. We keep you updated every step of the way and constantly liaise with third parties on your behalf, including the vendors, lawyers and mortgage brokers, etc.

We are a substantial agency, but we operate in a very personal manner. We are second to none in terms of our fees and our service. Every step of the way, we attempt to go above and beyond.

Help Us To Help You

We will do everything possible to find your dream property and you can help us with the following:

- If you have a specific or clearly identified area, please let us know. If you are flexible on location, this information will greatly assist us.
- Let us know if there are any 'must-haves' for your property or area
- A budget range with a maximum spend will allow us to assess suitable properties
- Inform us of your timescale, which will enable us to update you accordingly on available and suitable properties
- Inform us if your criteria or timeframe changes
- Let us know as soon as possible of any planned visits

Our Promise To You

We will use our best endeavours to find your dream property and achieve the best possible agreement for you according to the market conditions. At all times, we will be transparent and open with you. Every property that you enquire about through us will be directly listed, as we do not market other agents' properties.

The buyer's administration fee will save you money. You will never buy a property through us that has been loaded with agents' excessive commission. Our fee policy saves both vendors and buyers money and further details can be found on our website. We are the fastest growing international agency in the region for good reason - work with us to find out why.

OUR OFFICES



Urb. La Marina

**AV. de Londres 1A, local 1
Urb. La Marina
03177, Alicante**



Formentera del Segura

**Av. Reina Sofia, 8
Formentera del Segura
03179, Alicante**



Ciudad Quesada

**Av. de las Naciones 12, 1C
Ciudad Quesada
03170, Alicante**



Torrevieja

**Calle Bizet, 3
Urb. La Siesta, Torrevieja
03184, Alicante**



Vistabella Golf

**Calle Mandarino, 10, Local 6
Vistabella Golf Resort
03319, Alicante**



Los Dolses

**126, Los Dolses Commercial
Orihuela Costa
03189, Alicante**



Pilar de la Horadada

**Calle Mayor, 17
Pilar de la Horadada
03190, Alicante**



San Pedro del Pinatar

**Av. Emilio Castelar, 4
San Pedro del Pinatar
30740, Murcia**



Los Alcázares

**C. Conde de Floridablanca, 2
Los Alcázares
30710, Murcia**



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SCAN ME