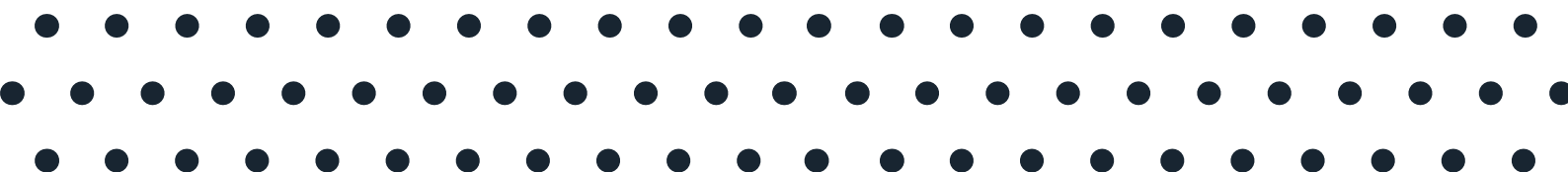


YOUR FREE GUIDE TO
SELLING A PROPERTY
IN SPAIN

THE  SPANISH
ESTATE AGENT

EXPERIENCED • FRIENDLY • PROFESSIONAL

COSTAL DEL SOL PROPERTY SPECIALISTS



You want to sell your property quickly and at the best price. The Spanish Estate Agent is the professional estate agency which can help you do that.



WHY CHOOSE US

We were established to provide a high-quality service to buyers and sellers in Costa del Sol.

The sales team has over 50 years' combined experience in the real estate market in Spain and know every nook and cranny on the coast. We work with renowned local legal firms to advise on the legalities of the process of buying, selling and beyond. We regularly attend industry events to keep up to date with changes in

legislation.

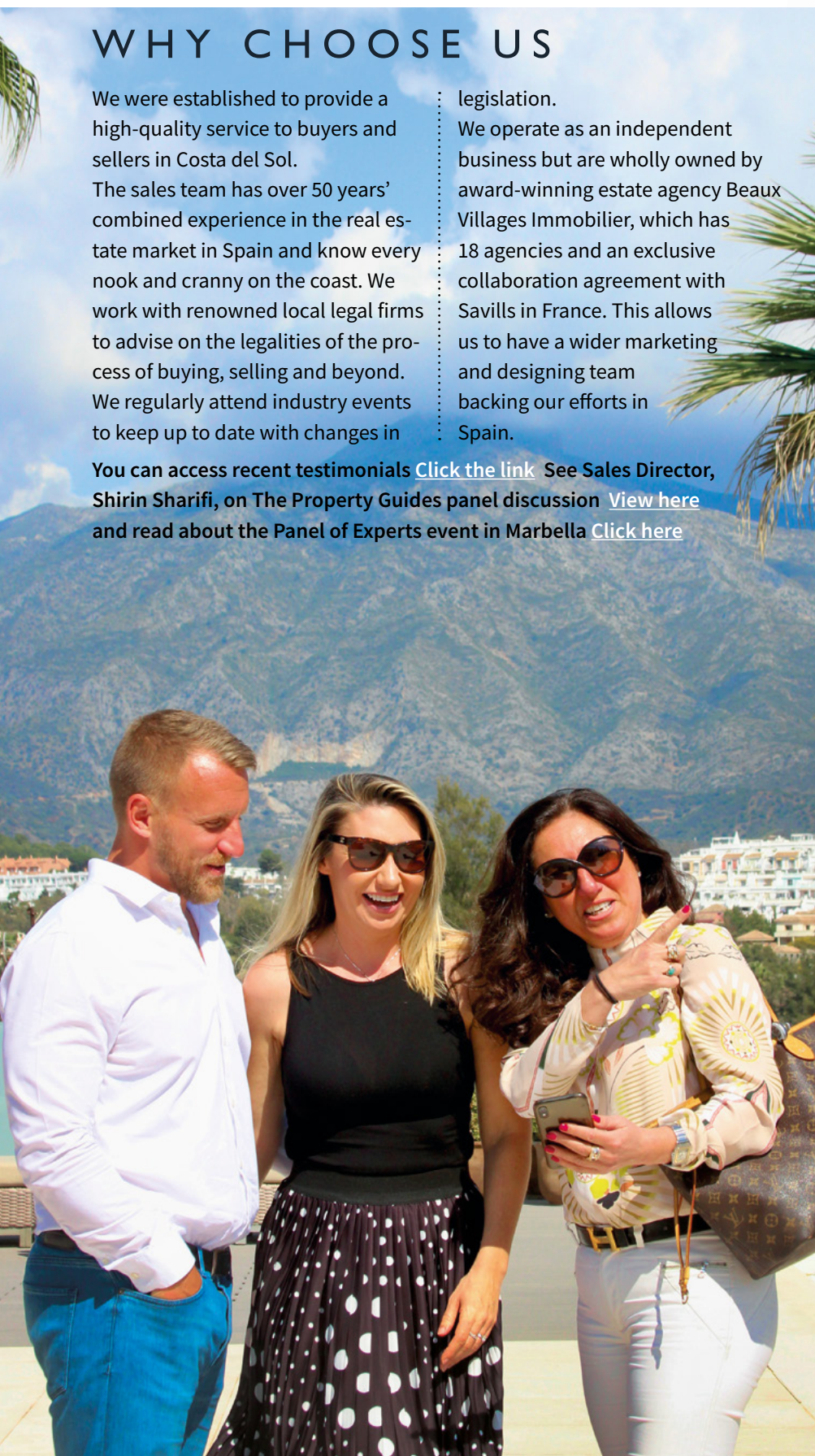
We operate as an independent business but are wholly owned by award-winning estate agency Beaux Villages Immobilier, which has 18 agencies and an exclusive collaboration agreement with Savills in France. This allows us to have a wider marketing and designing team backing our efforts in Spain.

You can access recent testimonials [Click the link](#) See Sales Director, Shirin Sharifi, on The Property Guides panel discussion [View here](#) and read about the Panel of Experts event in Marbella [Click here](#)



HOW BUYERS FIND US

- We have offices on Avda de España, on the Estepona promenade near the Port and a new office on Avda del Rocío, San Pedro de Alcántara.
- We have a professional website and access to the most important software for real estate agents in Costa del Sol (currently with over 10,000 properties on market).
- We are highly respected in the industry and are the preferred agent by a large number of agencies. If the same property is listed with more than one estate agent, many agents will choose to bring their clients directly through us. They know they can expect a high level of professionalism that is not always prevalent in the sector.
- We are open for business seven days a week when required. We frequently close sales by showing properties on weekends or at short notice.





PROMOTING YOUR PROPERTY

- We advertise both online and offline, featuring on some of the best international marketing websites and portals. [Click the link](#)
 - Our Sales Director, Shirin Sharifi, regularly hosts seminars, and we attend UK property shows to highlight our exclusive listings.
 - We are the top recommended agent by The Euro Weekly digital guide “Moving to Estepona” and feature in “The Best Estate Agents in Estepona.”
 - We use social media, direct mailers, and Google ads to generate leads, supported by staff dedicated to online campaigns.
 - Our professional photography, virtual tours, and floor plans set us apart from the competition, especially for international buyers.
 - Our proactive approach, extensive experience, and commitment to excellence ensure we showcase your home to its best potential.
- No one does more for you and your property than us!

BENEFITS OF EXCLUSIVITY

When you list your property with us, all agents along the coast have access to show it to their clients. However, going exclusive offers key advantages in quality, exposure, and control. With

exclusive rights, we handle every aspect of the marketing, ensuring only top-notch photos, accurate descriptions, and consistent pricing. This avoids the risks of low-quality photos, inaccurate listings, or fluctuating prices, which can happen when multiple agents are involved without a clear mandate.

We also manage all viewings personally. Our team knows your property inside and out, and we arrive prepared and on time, making the process smooth for you and potential buyers. Additionally, key security stays streamlined; only we hold the keys, preventing any confusion over who last accessed the property.

From a marketing standpoint, our exclusive listings receive priority. They feature in our top-tier promotions, appear prominently in our office displays, and are showcased at property fairs like A Place in the Sun.

SELLERS CHECKLIST

What we need from you to start the selling process:

- Provide a “Nota Simple” or full Title Deeds
- Provide an IBI bill or any document with the cadastral number (e.g., electricity bill)
- Confirm the community charges if applicable
- Sign a simple mandate confirming ownership and authorising us to market your property which can be done remotely if abroad
- Obtain an Energy Certificate early (this is mandatory in Spain and costs between €100- €125). It’s valid for ten years, and is required to display your property on our offices windows and a legal requirement for selling. We can organise it for you at no extra cost

WHEN AN OFFER IS MADE

Whether the offer is right on asking price or lower, we will phone you straight away. You then can accept the offer or, if it is lower, propose a counter offer. We would never accept an offer on your behalf without checking with you first. If an agreement is reached, we will require a €6.000 deposit to secure the deal. The deposit goes to the lawyer’s account and reserves the property for a few days to give the vendor’s lawyer the time to inspect all the necessary documentation. We will send you an Offer & Reservation Form for you to sign in acceptance

of the offer and this will include special conditions such as whether there is a garage and/or storage room, and furniture included in the sale. If the furniture is included in the sale, we will prepare a photographic inventory to be attached to the contract (PPC). The document will also include dates for the signing of the PPC (Private Purchase Contract) and completion at the notary. We will guide you through all the following stages to completion, which usually takes place around 6 to 8 weeks from the moment a deposit is taken.



VENDOR Q&A

Q: Do you offer Home-staging?

A: We do not carry out the service of home-staging as such. However, we know the key principles and will happily offer advice to maximise the chances of achieving the best possible price for your property. A clean and clutter-free space is essential. If you decide to take things further, we can always recommend decorators and other local tradespeople to do repairs and freshen up your home.

Q: Will my keys be safe with you?

A: We have an extremely safe system in place. Client's keys are stored in a safe with a code and labelled with a reference number that identifies them in our private notes on the intranet. Having access to keys (unless you or a relative or tenant lives at the property) is extremely important for

us so that we can carry out viewings at short notice. Often clients come through the door the day before they are leaving, and we will have no problem organising viewings at short notice and over the weekend or on a bank holiday when cleaners and other key holders might not be available.

Q: Is this a good time to sell?

A: Demand for properties in Costa del Sol is booming at the moment. Since Covid, many people can, and want to, work remotely. The cost of living is a lot more reasonable in Spain and with the fabulous quality of life on offer, many visitors are now investing in property to settle here for most of the year. In addition, transfer tax is now 7% which is 1% cheaper than 3 years ago and investors are aware of this.

Q: How do you conduct the viewings?

A: Once we have the photos, plans and walk-through in place, we will

start distributing the information of your property and arranging viewings both through direct clients and other agencies. We will inform you of any viewings taking place. We always strive to arrive with plenty of time to ventilate, and to make sure the property is well presented. We switch all the lights on and set up the terrace (if applicable) before the client's arrival too.

Q: Can you help me organise shipping or last-minute jobs once I've accepted an offer?

A: Our team's invaluable "little black book" of contacts is completely at your disposal! We will be happy to recommend any trades you might need and to help with other matters such as money transfers etc...We will help with meter readings and depositing the keys at the notary when necessary. Whenever work commitments are allowed, we can accompany you to sign at the notary too if you wish.

Our friendly and professional team will help you to sell your property in Spain as quickly and efficiently as possible. Thinking of selling? - Let's talk.

THE
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