



YOUR GUIDE

TO BUYING YOUR DREAM HOME IN SPAIN

"Our smart clients choose us because we take the stress and anxiety away, leaving them to get excited about finding their dream home in Spain."

Why choose Jacaranda Spain?

Once you have made the decision to buy a property in Spain, whether it is a holiday home or a complete relocation, you need the best possible advice at every stage of the process.

Our work ethic is to;

- 1** Listen carefully to our clients wishes and needs.
- 2** Take time to show the client around to find the area that suits them first.

- 3 Show a range of properties that tick boxes while offering sound advice where necessary.
- 4 Once you find “the one”, guide you through the negotiation process.
- 5 Represent our clients interests through to the day you collect the keys to your new life in Spain.
- 6 Provide an after sales service which includes any advice you may need to help you get the best possible start.

Our properties

Our central office is in Jalón, the heart of the Jalón Valley. We are specialists in the Jalón and Orba valleys and the surrounding Spanish villages and towns. These include Jalón, Lliber, Alcalalí, Parcent, Benissa and Orba. We also sell in the coastal towns of the Costa Blanca. We have a huge and diverse portfolio of property, including villas, fincas, town houses and apartments, new build projects and plots of land for development.



Find your dream home in Spain with Jacaranda Spain, an agent you can trust.

First and foremost, you need an agent you can trust. You will have been thinking about your move long before you make contact with any agents. You may even have decided exactly where you want to look for your new home.



Service you deserve. People you can trust.

For a foreign buyer the real estate agent is the most important part of the process. Unless you have spent a lot of time in the area or know people who live here, you will know nothing about the reputation of individual agents. It is essential to spend some time researching the agent so that you don't fall prey to any unscrupulous ones.

A good agent;

- Has a central office. You don't want an agent who seems to have no base in the area. Avoid the "floating agent", who is only contactable by mobile phone and wants to meet in car parks and bars or cafes.
- Has a good, easy to negotiate website, which is regularly updated. It should look professional and most importantly, be informative. Offering advice, guidance and a diverse and varied property portfolio. There should be testimonials from past buyers so that you know you are dealing with a well established and well known agency.
- Must speak your language. It is vital that you understand what is going on, every step of the way.
- Must have extensive knowledge of the areas you are looking at. You will need to ask questions about amenities including health centres, schools, banks and shops therefore your agent should preferably, be someone who specialises in the area.
- Should listen to your wish list and take you to view properties that tick most of your boxes. The odd wild card may give you greater perspective, but its a waste of everyone's time to view lots of homes that are blatantly not what you are looking for.

- Should be approachable. This is the start of a great adventure for you but there can be pitfalls and at times you may feel out of your depth. You must feel able to approach your agent, they should want to take the stress out of the process by giving the best advice or pointing you in the right direction.

- Should NEVER make you feel under pressure. This is a very big step and you should be 100% sure before you sign anything or hand over any money.

The purchasing Process.

Here at Jacaranda Spain we will hold your hand throughout the purchasing of your property and give guidance as and when its needed. Although we encourage our clients to use their own independent lawyers, we also have some excellent legal advisers on our team so that you don't have to "sweat the small stuff". <https://www.martiassessors.es/>



However, it is a very good idea to do some research to better understand the legalities and costs involved so that there are no nasty surprises along the way. We have outlined a step by step rough guide of the process with some helpful vocabulary.

Some helpful vocabulary.

- **Inmobiliaria** – real estate agent
- **Gestor/ Gestoría** – legal advisor, deals with administrative bureaucracy on behalf of a client
- **Abogado** – fully qualified lawyer
- **Notario** – Notary. A public official who is required to ensure that property transactions are carried out correctly and that all taxes due relating to the sale of the property be paid to the government.

- **N.I.E.** – Document with an identification number for anyone who is not a Spanish citizen. You need one of these to buy property, a car, be connected to utilities and pay taxes.

Step by step in the purchasing process.

We are confident here at Jacaranda Spain, that we can help you find that one home that ticks all of your boxes. The property that you walk in to and instantly know you are home. So what happens next?

- **Make an offer** – Together with your trusted agent you will decide what you want to offer. Taking in to consideration, your budget and the asking price. There is often room for negotiation and your agent will have some idea about just how negotiable the seller is.

- **Reservation** – If the offer is successful, and in order to protect both parties from any time wasting, a reservation deposit will be paid by the buyer to the seller. On condition that all goes well, the purchase will proceed and the reservation deposit taken from the final purchase price.

- **Be patient** – At this stage your Gestor or Abogado will perform due diligence, to establish that all the required paperwork is in order. You may also want to have a survey carried out.

- **Deposit contract** – The buyer will pay a deposit agreed by both parties. Normally it will be 10% of the purchase price. This ensures that there is a firm and binding legal commitment between buyer and seller.

- **Make sure you have the necessary documentation** – If you have not already done so, you should open a Spanish bank account and acquire a NIE document. This should be done in good time before your Notary date.

- **Extra costs** – A good agent will tell you at your first meeting what the extra costs will be. As a good rule of thumb your budget should allow for 12% on top of the price of the property in costs.

A breakdown of the extra costs you can expect.

1. **I.T.P.** This is your transfer tax. 10% of the full property price.
2. **Legal fees** - usually approximately 2000 Euro but it should be agreed beforehand.
3. **Notary fees** - title deed tax and land registry fees- between 1% and 2.5%

If you are taking out a mortgage to buy the property there will be additional costs involved;

1. **Valuation fees** (approx 400 Euro)

2. **Stamp duty** (1.5% of the capital)
3. **Lenders commission** (1% of the capital)

Next step;

- **Notary** – You will be given a date to attend the Notary for the completion of the sale. The seller and the buyer OR their legal representative. The Notary will insist that you are fluent in Spanish or you have an attendant with you who is. If you are taking out a mortgage bank personnel will also attend. All parties sign documents and a copy of the deeds is given to the buyer.

- **Keys** – Collect your keys and celebrate! congratulations!

Start living the Spanish dream.



Congratulations.

You have arrived

All your well laid plans have come to fruition and you are here! Making the transition from your old life to your new adventure in Spain should be stress free. Make time to get settled in your new home. Go out and explore and meet the locals and start living a more laid back and relaxed life style.

If you have not already got yourself a local Gestor, <https://www.martiassessors.es/> it is often a good idea to do this now. Many foreigners find it reassuring to have someone to call upon for advice, especially if you do not speak Spanish. They can advise you on everything from healthcare and insurance to driving licenses and vehicle transfer.



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