

# Buyers Guide



2016



AIPPP

ASSOCIATION OF  
INTERNATIONAL  
PROPERTY  
PROFESSIONALS

MEMBER



# The Process

## 01 Finding the Property

One of the main advantages of using a professional estate agent is that they should help you save a massive amount of time and also avoid pitfalls. An experienced agent will know, which complexes have legal issues and help you avoid them. They can often also come with some good ideas and give you a quick overview of new areas pointing out both the good and bad points. Buying a property abroad is a process and there will generally always be small compromise. It will involve seeing a number of properties over a few days in different areas while also looking at different property types. The choice will always be yours. A good agent will offer you a list of solicitors and local banks or mortgage advisors carrying professional indemnity insurance.

## 02 Making an offer

Offers in Spain are always made in writing and the owner of the property will want to know when you can complete and how you are going to pay for your purchase. A good agent will make your offer subject to the legal checks by your own appointment local solicitor. If your offer is accepted you will need to pay a initial reservation deposit of 6000€ to your agents or your lawyers client account. This initial deposit takes the property off the market while your lawyer conduct their legal searches. If there are legal problems the deposit will be refunded, however if you simply change your mind you will lose the €6000. Normally these legal and financial checks will take around two weeks after which you will pay 10% and sign a reservation contract with the vendor. contract to completing the sale in your absence on your behalf.

## 03 Completing the purchase

Normally after around 4 to 6 weeks both parties including the banks if your have applied for a mortgage will be ready to complete. Your lawyer will have identified all the debts on the property which will need to be cleared in full at the time of signing. This will often involve withholding a cheque to cover certain debts or paying off the lender in full if the owner has an existing mortgage. On the day of the completion the owner must be able to give you're the property totally free from debt and occupants. Many buyers will choose to give their solicitor power of attorney to allow them to conduct activities from setting up an electricity and water connections. Transfer of ownership will take place at a public notary who will check the contracts for any mistakes or legal issues.

Legal fees: 1% (Solicitors Fees)

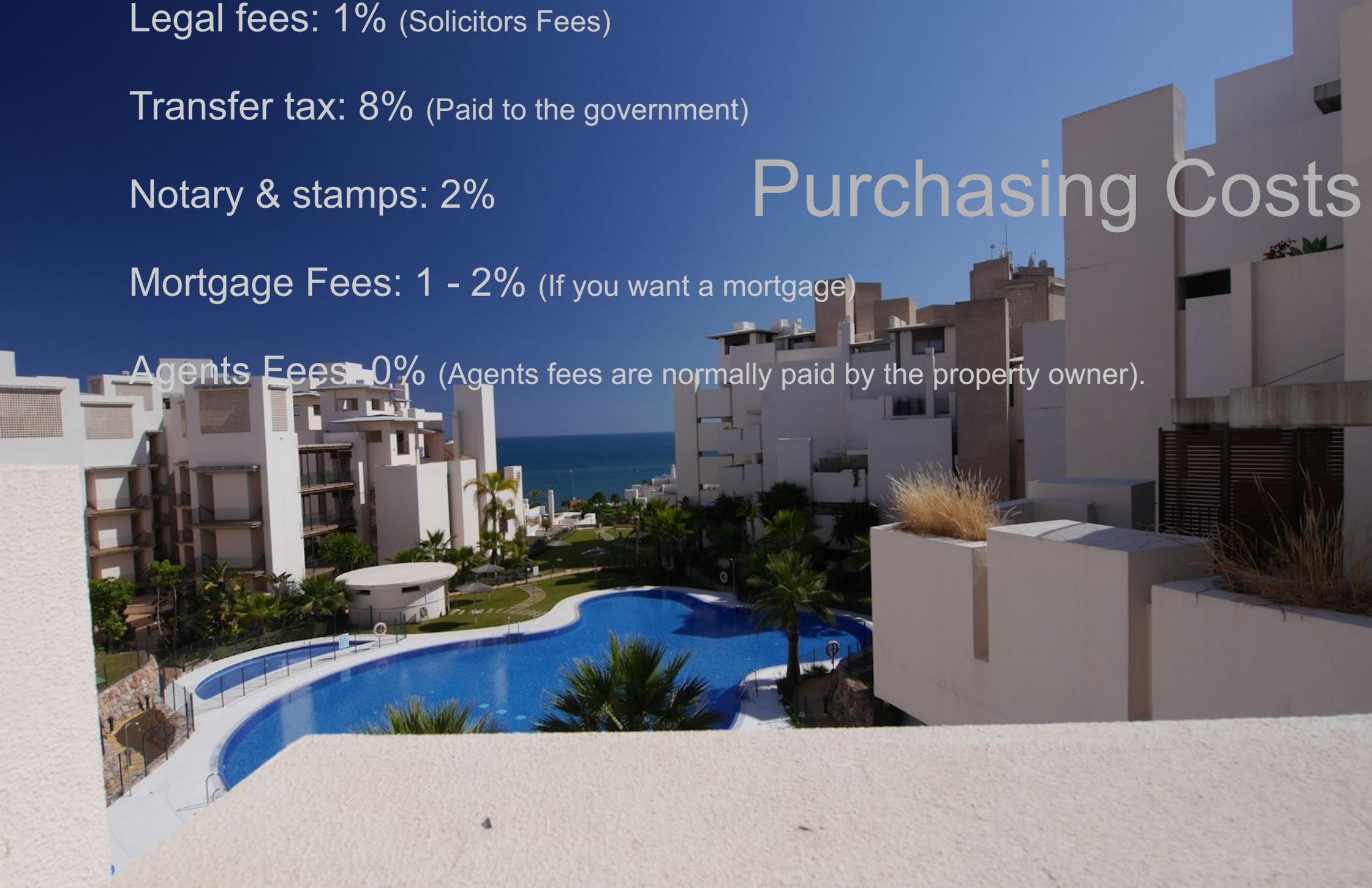
Transfer tax: 8% (Paid to the government)

Notary & stamps: 2%

Mortgage Fees: 1 - 2% (If you want a mortgage)

Agents Fees: 0% (Agents fees are normally paid by the property owner).

# Purchasing Costs



Fixed purchasing costs may vary slightly they may actually be lower in higher priced properties and also higher in lower priced properties if a mortgage is needed

# Why us?

## 01 Stability

Innovative Property have been actively trading before & all through the recent financial crisis in Spain. At a time when most agencies disappeared we have thrived & strengthened selling large amounts of properties to clients from Nordic countries and the rest of the world.

We have forged very strong ties with banks and lawyers that pass on lots of good property deals not available elsewhere.

Innovative Property have purchased their own offices outright a commitment not seen by other agencies. We have been on the Costa del Sol for many years and have seen that many agencies are here today and gone tomorrow. We are here to stay and will be here if you need us.

Our staff are property professionals that have lived in Andalucia for many years.

[www.for-sale-marbella.com](http://www.for-sale-marbella.com)

## 02 Local Specialists

Innovative Property do not sell properties in Portugal or Barbados we are specialists on the Costa del Sol. All of our efforts are based on finding the best possible property deals on the Costa del Sol. We do not advertise or promote far flung locations or properties that we have not seen. We have seen the properties that we promote we have stood inside them and know the good and the bad points too. We speak Spanish and are up to date with local laws.

We know which local banks will give the best mortgages and we know which solicitors give a bad or slow service. We know which tradesmen and furniture suppliers to avoid. We are specialists in this area and we have all lived and worked here for many years. Let our experience be your advantage.

[www.boligerispanien.dk](http://www.boligerispanien.dk)

## 03 Saving you money

Innovative Property are official agents and key holders for many banks and have the properties direct.

We are not part of any International chain or franchise and can therefore also show you properties with very low commissions as we do not have to pay thousands of euros to an agent in Oslo or the UK every time we make a sale.

Many products with low commissions would simply not be shown by many agencies receiving their clients from an office abroad.

We are excellent negotiators working on your behalf to get the best possible price.

Having a good experienced negotiator on your side can mean a large difference in the final purchase price.

[www.husispanienn-marbella.se](http://www.husispanienn-marbella.se)

We are Officially Registered Estate Agents

*Registro Mercantil de Málaga*



# Unrivalled Choice



## 01 Areas Covered

Through our branch offices we cover the areas from Benalmadena to Sotogrande. With a strong presence and product knowledge in Marbella, Fuengirola, Estepona, Mijas, Puerto Banus, La Cala, Calahonda, Cabopino Duquesa and La Mairena. We can pick you up from your hotel or the airport and show the best properties in the area of your choice.

## 02 Property Search

Many potential buyers fall into the trap of searching for properties in property portals where an advertiser has paid to put a property there. Many of these properties are already sold or do not even exist the sole purpose of the advertiser is to get leads. Below is a link to a shared property database NOT a property portal. We must stress that we have lots of properties from banks that are not listed on this database.

## 03 Viewing Trips

Innovative Property can offer three or four day viewing trips with free accommodation and airport pickups on the Costa del Sol. These are relaxed viewing trips where we will show you the best properties available in the areas that interest you. These viewing trips can also be combined with free consultations with banks or mortgages providers and lawyers.

<http://www.for-sale-marbella.com/property-database-costa-del-sol-property-database-marbella.html>

