

Complete Guide to Selling **Your Property**

In Spain



Spanish Riviera
Homes



Table of Contents



01. Introduction	Page 01
<ul style="list-style-type: none">● Why Sell with Spanish Riviera Homes?● Overview of the Selling Process	
02. Step 1: Deciding to Sell	Page 02
<ul style="list-style-type: none">● Commit Fully to Selling Key● Preparations Before Listing● Moving Out: Planning Your Exit	
03. Step 2: Partnering with Spanish Riviera Homes	Page 03
<ul style="list-style-type: none">● Why Choose Spanish Riviera Homes?● Booking Your Valuation Appointment	
04. Step 3: Preparing Your Property for Sale	Page 04
<ul style="list-style-type: none">● Commit Fully to Selling Key● Preparations Before Listing● Moving Out: Planning Your Exit	
05. Step 4: Managing Viewings and Offers	Page 06
<ul style="list-style-type: none">● Preparing for Viewing Appointments● How Offers Are Handled	
06. Step 5: The Sales Process	Page 07
<ul style="list-style-type: none">● The Reservation Contract● Private Purchase Contract● Finalizing the Sale at the Notary	
07. Step 6: Required Documentation	Page 08
<ul style="list-style-type: none">● Essential Documents for Selling Your Property● Additional Documents in Special Cases	
08. Client Testimonials	Page 09

Introduction

Why Sell with Spanish Riviera Homes?

Are you planning to sell your property in Spain? Whether you are relocating, downsizing, or making a financial decision, Spanish Riviera Homes is here to assist you every step of the way. With over 20 years of experience in the Spanish real estate market, we understand that selling your property can feel overwhelming.

To simplify the process, we have created this comprehensive six-step guide. It covers everything from preparing your property to finalizing the sale at the Notary. By following this guide, you will have the knowledge and confidence needed to navigate the selling process successfully.



Step 1:

Deciding to Sell

Commit Fully to Selling

The decision to sell your property is the most crucial step in the process. It requires careful thought and commitment. Before proceeding, consult with friends and family to weigh the pros and cons of selling.

Once you're confident in your decision, you can start preparing for the sale. Remember, the entire process—from accepting an offer to handing over the keys—typically takes 8-10 weeks. Be ready to commit fully to this timeline.



Key Preparations Before Listing

Prepare to Move

If you live in the property, plan your moving timeline to ensure a smooth transition.

Decide on Furnishing

Will you sell your property fully furnished, partially furnished, or empty? This choice affects the sale price and buyer interest.

Verify Ownership Documents

Ensure you have the Title Deed (or a copy) readily available, as it is required to list your property.

Moving Out: Planning Your Exit

If you are not based in Spain, you may need to travel to pack personal belongings or sign documentation at the Notary. Alternatively, you can grant Power of Attorney to a solicitor who can handle the process on your behalf.

Step 2:

Partnering with Spanish Riviera Homes

Why Choose Spanish Riviera Homes?

Spanish Riviera Homes stands out as a trusted real estate partner for several reasons:



Extensive Experience

We've successfully navigated challenges such as the 2008 financial crisis, Brexit, and the COVID-19 pandemic, selling hundreds of properties.

Dedicated Team

Our multilingual professionals provide excellent customer service and personalized attention.

Global Exposure

Your property will feature prominently on our network of websites, which attract over 500,000 monthly visitors, as well as on major international portals like property.theleader.info and many more.

Ethical Approach

We prioritize transparency, professionalism, and putting our clients first.

Booking Your Valuation Appointment

Contact Spanish Riviera Homes to schedule a property valuation. During this appointment, a Valuation Expert will assess your property, take professional photos and videos, and advise you on pricing and the selling process.

Step 3:

Preparing Your Property for Sale

Tips for Property Preparation

To attract potential buyers, it's essential to present your property in the best possible light. Here's how:

● Clean Up

Ensure the property is spotless and free of clutter. Store unnecessary items out of sight and make the beds.

● Depersonalize

Remove personal items like photos and souvenirs to help buyers envision themselves living in the space.

● Do Repairs

Address any minor issues, such as dripping taps, creaky doors, or chipped paint. Buyers are less likely to negotiate if the property is well-maintained.

● Tidy Outdoor Spaces:

Sweep patios, clean garden furniture, and remove any junk or broken items from the yard.



The Valuation Appointment: What to Expect

During the valuation appointment, our expert will:

Provide a realistic, market-driven valuation for your property.

Explain the Spanish Riviera Homes listing agreement, fees, and additional costs.

Request proof of ownership (Title Deed or a copy).

Exclusive Listings: Benefits and Advantages

Opting for an exclusive listing with Spanish Riviera Homes comes with significant benefits:

Enhanced visibility on international property portals.

Priority presentation to a database of over 30,000 active buyers.

Reduced fees and additional incentives for exclusive clients.

Streamlined communication by working with a single, trusted agency.

Statistic:

80% of properties listed exclusively with Spanish Riviera Homes sell within 60 days!



Step 4:

Managing Viewings and Offers

Preparing for Viewing Appointments

Every viewing is an opportunity to impress potential buyers. Follow these tips to maximize your chances of a successful sale:

- **First Impressions Matter**

Ensure the property is clean and welcoming.

- **Add Light**

Open blinds for daytime viewings and turn on all lights for evening visits.

- **Create a Pleasant Atmosphere**

Use fresh flowers or scented candles to make the space inviting.

If you're not in Spain, you can leave your keys with Spanish Riviera Homes. Our team will handle the preparation before each visit.

How Offers Are Handled

When a buyer makes an offer, the Spanish Riviera Homes Regional Director will contact you to discuss the details, including:

- The proposed price.
- Any included furniture.
- The buyer's preferred timeline for completion.



Step 5:

The Sales Process

The Reservation Contract

Once you accept an offer, the buyer pays a deposit to reserve the property. Spanish Riviera Homes will prepare a reservation contract for you to countersign. If you listed exclusively with us, we'll handle removing advertisements from other platforms.

Private Purchase Contract

After legal checks are complete, both parties sign a legally binding Private Purchase Contract. The buyer transfers 10% of the purchase price, either to their solicitor or directly to your account.

Note:

This step may vary depending on the region. Confirm the process with your local Spanish Riviera Homes agent.

Finalizing the Sale at the Notary

The final step is signing the sale documents at the Notary and handing over the keys to the buyer. This typically occurs about a month after the Private Purchase Contract is signed.



Step 6:

Required Documentation

Essential Documents for Selling Your Property

Spanish Riviera Homes will guide you in obtaining the following documents:

- **Title Deed (Escritura)**
Proof of ownership.
- **Copy of the Deed (Copia Simple)**
A simplified version of the Title Deed.
- **Council Tax Receipt (IBI)**
Proof of property tax payment.
- **Utility Receipts**
Recent bills for water, electricity, and gas.
- **Community Fees Certificate**
Confirms you've paid all community charges.
- **Habitation Certificate (Cédula de Habitabilidad)**
Required for utilities and valid for 10 years.
- **Energy Efficiency Certificate**
Legal requirement for all property sales.
- **Certificate of Tax Residency**
Proof of tax residency in Spain.

Additional Documents in Special Cases

Some documents are only required in specific circumstances:

- **Land Registry Property Report (Nota Simple)**
Needed if a buyer's bank requires a mortgage.
- **Declaration of New Building Works**
For properties with recent renovations.
- **Certificate of Outstanding Mortgage Debt**
Required if the property has a mortgage.

Spanish Riviera Homes will coordinate with your solicitor to ensure all necessary paperwork is in order.

Client Testimonials

What Our Clients Say

At Spanish Riviera Homes, we take pride in delivering exceptional service. Here's what some of our satisfied clients have to say:

Paul and Lesley Adam

"We worked with Spanish Riviera Homes to both sell and buy property in Spain. Spanish Riviera Homes guided us through the entire process of selling a property we inherited and searching and buying a new property for use as a holiday home. They were extremely professional and knowledgeable about the entire process and communicated exceptionally well with us every step of the way. There were some complications with the legalities of the property we sold but Spanish Riviera Homes were able to find a solution which enabled us to exchange. We are very grateful for their support and highly recommend Spanish Riviera Homes to anyone buying or selling property in Spain. Thank you, Spanish Riviera Homes!"

Maurice Mitchell

"I listed my property in San Pedro with several Spanish Estate Agents but was not having a great deal of success. For that reason I turned to Spanish Riviera Homes, whose full and double page advertising I had seen in the local newspaper. Spanish Riviera Homes brought clients consistently to the property and after a short while we found someone to purchase the apartment. Spanish Riviera Homes helped both me and the buyer to ensure that all the correct documentation was in place in time for the exchange. As a retired Spanish Real Estate Agent, I can honestly say that I was extremely happy with the service and I would thoroughly recommend Spanish Riviera Homes to anyone looking to sell or buy property in Spain. In fact, my daughter has recently listed her property with Spanish Riviera Homes and the house is now being viewed regularly."

Alfia and Florian



“We are delighted to share our exceptional experience with Spanish Riviera homes when purchasing our home in Spain. From our first interaction, Monique demonstrated a high level of professionalism, attentiveness and responsiveness. Throughout the purchase process, Monique demonstrated a deep knowledge of the local real estate market and skillfully guided us to properties that perfectly matched our criteria. Monique was also always available, responding quickly to all our questions and concerns, and arranging visits to fit our schedules. Finally, Monique's support continued flawlessly until the final signing. I highly recommend Monique to anyone looking to buy or sell a property. Her professionalism, kindness and dedication make her an excellent real estate agent. Thanks again, Monique, for your invaluable help and support! Thanks again and see you soon!”

Valerie Joyce:

“I worked with Spanish Riviera Homes to sell an apartment in Almoradi. They were very helpful and trustworthy from the very beginning and communicated with me throughout the entire process. It was an extremely stressful time for me due to my personal circumstances but Spanish Riviera Homes kept me at ease with their knowledge and absolute professionalism. Nothing was too much for Spanish Riviera Homes and they certainly helped to take away the stress of selling a property in Spain. I cannot speak highly enough of Monique and her team and I am very grateful to them for all the help they have given me.”

By following this guide and partnering with Spanish Riviera Homes, you can confidently navigate the selling process and achieve your goals with ease. Contact us today to start your journey!



Contact US

Location

Calle Portugal 24 03003
Alicante Spain

Call

+34 617 537 866

Website

spanishrivierahomes.com

