SELLING YOUR HOME IN SPAIN​

We are able​ to provide a full suite of Estate Agent and​ For Sale by Owner

advice for anyone looking to sell their Spanish Property. ​ Along with choosing the best marketing solution for yourself, it is essential that you get everything in order first, to prevent a sale falling through later due to unknown problems.

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PREPARATION

​Obtaining a ​valuation will help you find out how much your home is worth and the likely ​costs and taxes associated with the sale. Your solicitor can ​explain how much this will be​? ​First impressions are so important to prospective buyers. Creating the right ​ambiance with a well maintained property​ has much greater selling potential, sometimes even​ minor cosmetic touches can make all the difference to ensure a buyer feels comfortable immediately.

C​ONVEYANCING

A solicitor or legal adviser will help with ​the preparation and translation at the Notary, search for debts held against the property (if applicable), ​bank transfer of funds​, cancellation of direct debits such as water, electricity, community fees, property tax and any other necessary documentation like habitation certificate and certificate of no outstanding debts from the community of owners. ​

HABITATION CERTIFICATE​

If you are intending to sell your property in Spain, you must have a current Habitation

​C​ertificate, known locally as a "Cedula de Habitabilidad". This c​ertificate is valid for five years, ​when it expires the owner of the property should renew the document at the town hall, who will issue a new certificate, a "Licencia de Segunda Ocupación" in the name of the owner of the property. We can arrange this​ for you using one of our professional partners. ​

POWER OF ATTORNEY

If you plan to ​sell your​ property in Spain, it may not always be practical or even possible to be there​ to sign contracts or apply for any necessary documentation in person. Your solicitor ​can help you by acting on your behalf, with your best interests and specific instructions in mind. The "Escritura de Poder" (“Poder" for short), allows your solicitor​ to complete a sale

​and​ assist you further with your affairs in Spain after the sale has been completed if required.

​SPANISH TAX​

Buying or selling new or resale property in Spain brings a few financial consequences if you

​are not resident in Spain. Below are the most important Spanish taxes and levies.

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Your solicitor or legal adviser will be able to advise the exact calculation for your personal situation.  
  
Tax on the increase property value known locally as "Plusvalia".

Capital gains tax known locally as "Impuesto sobre incremento de patrimonio de la venta de un bien inmueble" the tax for the profit gained will be 18%, excluding specific deductions.

A Spanish citizen will not pay tax on his/her permanent house ownership when any profit is re-invested in buying a new house. When a Spanish citizen sells his holiday/second home with a profit, he/she must pay between 20% and 24% taxes, excluding specific deductions, even when this profit is re-invested in a new holiday/second home.

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A retention of​ 3% of the amount of the sale and paid​ directly to the Spanish government as a kind of pre-tax payment. ​

ENERGY PERFORMANCE CERTIFICATE

From June 1 2013 property owners have had to provide buyers or tenants with an energy performance certificate (EPC) in Spain. The **EPC** must include objective information about the level of energy efficiency of the building so that potential purchasers and tenants can compare it with others.

An EPC is the energy rating for a property according to a scale. ‘A’ will represent the highest level of efficiency and ‘G’ the lowest. The rating will take into account the level of consumption of electricity, water and gas. An EPC must be obtained for property in Spain which is to be sold or rented out to a NEW tenant for more than 4 months

EXEMPTED PROPERTIES

* property with a floor area of less than 50 m2
* buildings that are purchased for major renovation or demolition
* buildings or parts of buildings that are used for less than four months a year
* property where there is already a rental contract in place
* property where a rental contract is signed for less than four months. The landlord or owner must make a signed declaration if they consider the property to be exempt. This declaration should be included in the sale or rental contract as applicable.

WHO IS RESPONSIBLE

The responsibility lies with the property seller. The original certificate should be presented by the seller when the property is put up for sale. In the case of a new rental contract, a photocopy should be attached to the contract. Advertising material must clearly show the allocated energy label when applicable. Estate agents must include details of the EPC on any advertising such as billboards, posters, on the internet and brochures.

An EPC can be signed by a qualified person which might include an architect, technical architect, engineer or technical engineer.