

SELLER'S GUIDE

YOUR ESSENTIAL GUIDE TO SELLING
PROPERTY IN SPAIN

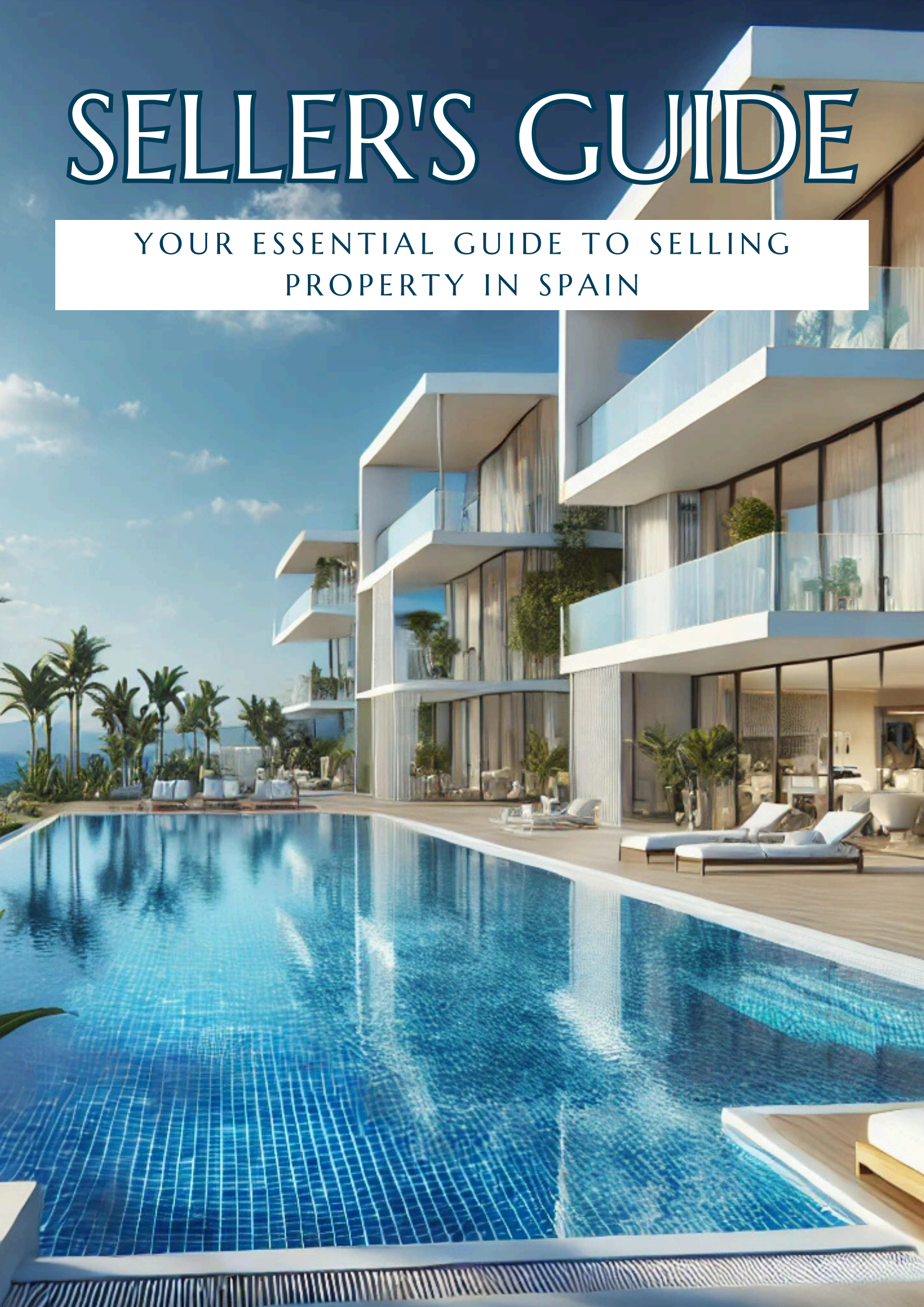






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INTRODUCTION

Selling a property can be both exciting and overwhelming. This guide is designed to simplify the process and provide you with the essential knowledge you need to navigate each stage with confidence. From preparing your home for stunning photos and 360° tours to understanding legal documents, evaluating offers, and managing costs—this guide covers it all. Whether you're selling your first home or you're a seasoned property owner, you'll find valuable tips to help you make informed decisions and maximize your sale.



TIPS TO MAKE THE MOST OF YOUR PHOTO / 360° VIDEO TOUR SESSION

1. Cleanliness: It seems obvious but remember that you are going to show your house to the world, and it must show its best side.

2. Tidiness: Close all cabinets, drawers, and furniture doors. The interior of the furniture is not at all attractive. Remote controls, wastebaskets and non-decorative objects are distracting and do not favour at all when displaying an orderly space.

3. Turn off the screens: Televisions or any type of screen should be turned off, in this way they integrate better into the decoration and are not distracting.

4. Pets: Remove your pet's food containers and toys.

5. Bathrooms: Lower the toilet seat, take out the wastebasket and make sure the toilet paper roll is new. Remove personal hygiene items such as toothbrushes, razors or hairbrushes, gels, shampoos, sponges, etc. Put a plain set of towels or none.

6. Bedding: If the bedding is not stretched enough or has wrinkles, iron the beds to make them look more elegant. Remove and put away clothes, shoes, etc.

7. Kitchen: It is convenient to have all the dishes stored, the sink clear, products and food stored. The worktop should be as clear as possible, without small appliances such as coffeemakers or kitchen items.

8. Outdoors: If the house has exterior areas (terrace, patio, garden), we suggest making an effort in this area and prepare it with special care. If you have outdoor furniture, you can set up a service of plates, glasses, and cutlery, even a bottle of wine, which will invite to relax in the area.

9. In general: Remove excessive decoration and add elements that enhance and give life, some flowers in the living room, a natural plant, fruit in the kitchen ... (they bring colour and freshness to the rooms). Properties, let's say, minimalist or less decorated show best in the sessions.



HOW TO INCREASE YOUR HOME VALUE BEFORE SELLING





Selling your home at the highest possible price requires strategic improvements that boost its value. Whether you're planning to sell soon or simply want to increase your property's worth, these key upgrades can help maximize your home's value before listing.

1. Boost Curb Appeal

First impressions matter. The exterior of your home is the first thing buyers see, so make it inviting.

Quick Fixes:

- Paint the front door a fresh, modern colour.
- Replace old house numbers, mailbox, and porch light.
- Power wash the driveway, walkway, and siding.
- Add seasonal flowers, fresh mulch, and trim bushes.

💡 Pro Tip: A well-landscaped home can add 5-12% more value to your sale price.

2. Upgrade the Kitchen & Bathrooms

Kitchens and bathrooms are two of the most important areas buyers consider.

Budget-Friendly Kitchen Upgrades:

- Replace cabinet handles and knobs.
- Install a stylish backsplash.
- Update light fixtures and faucets.
- Paint or refinish cabinets instead of replacing them.

Easy Bathroom Enhancements:

- Install a modern vanity or mirror.
- Refresh grout and re-caulk around the tub or shower.
- Add energy-efficient fixtures and improved lighting.

💡 Pro Tip: A minor kitchen remodel can return 70-80% of the investment.

3. MAKE SMALL REPAIRS & UPDATES

Buyers notice details, so take care of minor but important fixes.

- Patch wall holes and repaint in neutral tones.
- Fix leaky faucets, squeaky doors, and cracked tiles.
- Replace outdated light switches and outlets.
- Upgrade doorknobs and cabinet handles.

💡 Pro Tip: Neutral wall colors like beige, light gray, or off-white make your home feel bright, spacious, and move-in ready.



4. IMPROVE ENERGY EFFICIENCY

Energy-efficient homes are more desirable and can justify a higher asking price.

- Upgrade to LED lighting throughout the house.
- Install a smart thermostat (Nest, Ecobee, etc.).
- Improve insulation and seal windows/doors to prevent drafts.
- If budget allows, upgrade to energy-efficient windows or appliances.

💡 Pro Tip: Homes with energy-efficient upgrades sell faster and often at higher prices.





5. Declutter & Depersonalize

A clean, clutter-free home looks bigger and more appealing.

- Declutter each room by removing unnecessary furniture and décor.
- Store personal items such as family photos and collectibles.
- Organize closets to showcase storage space.

💡 Pro Tip: Buyers need to visualize themselves living in the home—keep things neutral and tidy.

6. Deep Clean Every Corner

A spotless home feels well-maintained and move-in ready.

- Professionally clean carpets or replace them if stained.
- Wash windows inside and out for more natural light.
- Scrub baseboards, ceiling fans, and appliances.

💡 Pro Tip: A clean home can feel newer and well cared for.

7. Stage Your Home for Maximum Appeal

Home staging can increase your sale price by 5-10%.

- Arrange furniture to create open, inviting spaces.
- Use mirrors to make small rooms appear larger.
- Add fresh flowers or a bowl of fruit to the kitchen.

💡 Pro Tip: Light candles or bake cookies before showings for a pleasant aroma

Final Thoughts

Increasing your home's value doesn't always require major renovations. Small improvements like fresh paint, modern fixtures, and deep cleaning can make a big impact on your final sale price.

COSTS OF SELLING YOUR PROPERTY IN SPAIN

PLUSVALÍA TAX (MUNICIPAL CAPITAL GAINS TAX)

- A local tax based on the increase in the value of the land since you purchased it. The amount varies depending on the location and how long you've owned the property.



CAPITAL GAINS TAX

- This is paid on the profit you make from the sale. For non-residents, it's typically 19% of the net gain. Certain deductions and exemptions may apply depending on your situation.

REAL ESTATE AGENT COMMISSION

- The standard commission is usually 5% + VAT (21%). This includes marketing, viewings, negotiations, and handling all buyer communications.



LEGAL FEES

- If you hire a lawyer (which we highly recommend), expect to pay around 1% of the sale price. They handle paperwork, review contracts, and ensure everything is legally sound.

ENERGY PERFORMANCE CERTIFICATE (EPC)

- This is legally required before selling your property. It usually costs between €150 and €250, depending on the size of the home.





RECEIVING & ACCEPTING OFFERS ON YOUR PROPERTY

Receiving Offers

Verbal or Written Offers:

We'll present all offers to you promptly, along with our advice.

Qualification:

We help verify if the buyer is serious and financially ready (especially if they need a mortgage).

Negotiation Support:

We'll negotiate on your behalf to secure the best price and conditions.

Accepting an Offer

Reservation Contract:

Once you accept, the buyer will sign a reservation agreement and pay a deposit (typically €6,000).

Remove from Market:

The property is taken off the market while contracts are prepared.

Private Purchase Contract:

Signed within 2–4 weeks, with a 10% deposit.

Final Sale at Notary:

The final transfer is completed in front of a notary, and you receive the full payment.

TIPS FOR A SMOOTH OFFER PROCESS:

- Be flexible with negotiation—sometimes a quick sale is worth more than a slightly higher price.
- Respond quickly to offers to keep momentum going.
- Trust our advice—we aim for the best deal, not just the fastest one.

DOCUMENTS NEEDED TO SELL

01

ESCRITURA (TITLE DEED)

02

NOTA SIMPLE (PROPERTY REPORT FROM LAND REGISTRY)

03

EPC (ENERGY PERFORMANCE CERTIFICATE)

04

LATEST IBI RECEIPT (PROPERTY TAX)

05

UTILITY BILLS

06

COMMUNITY FEE CERTIFICATE

07

COPY OF ID OR NIE

08


MORTGAGE CANCELLATION CERTIFICATE (IF APPLICABLE)


CONCLUSION

Selling your property in Spain doesn't have to be stressful. With the right preparation, expert support, and clear information, you can achieve a smooth, profitable sale.

From staging your home and taking great photos to handling legal paperwork and closing the deal—we're here to guide you every step of the way.

At Alamo Costa del Sol, we combine local expertise, international reach, and a dedicated team to help you get the best possible result.

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