



Homes
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What do you
(unequivocally) need
to know if you want
to buy a house?

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How to buy a house in *Costa del Sol*



CONGRATULATIONS!

This is the first step towards buying your new home and this guide will help you understand every element of the process, in order to make your life easier.

The Costa del Sol is one of the most diverse and competitive second home-buying markets in the world and we understand that taking the decision to buy a house here can be particularly exhausting.

For this reason, we've created this buying guide to guide you along the path towards purchasing a property on the Costa del Sol.

How to buy a house in *Costa del Sol*



1

Call

Our team of experts with a complete knowledge of the market and access to all the properties for sale on the Costa del Sol: new build, resales, luxury or beachside. The important thing is that you can choose the one that's right for you.

2

Getting to Know you

It's not just a house, but an expression of who you are. For this reason, it's our mission to find out as much as we can about you. Not just bedrooms and bathrooms, but also your individual needs and desires so we can find the house of your dreams. This is the only way of being sure that where you live is a representation of who you are.



3

Visits

During the visits you'll become aware of different areas, prices and houses that will help you understand the market, distinguish between expensive and cheap, good and bad and spot good deals. All so that you chose your ideal home with the best value for money.

4

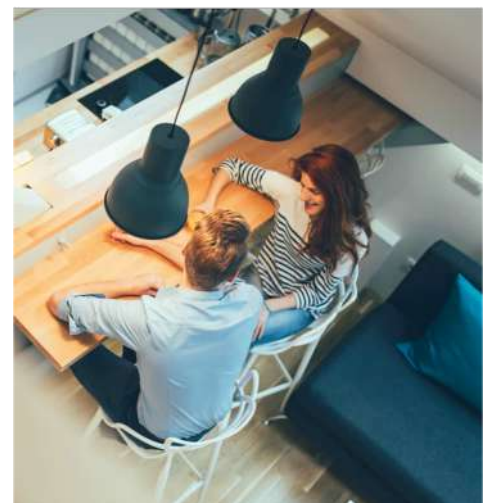
Negotiation

If your offer is under the sales price, the vendor will usually come back to you with a counter-offer, which you can choose to accept, decline or make another offer. Rely on your trusted agent to employ the most effective negotiation strategy. Why? Because we negotiate with vendors every single day.

5

Signing the Reservation + Payment of Deposit

The reservation fee is normally €6,000. The main objective of this reservation is to take the property off the market in order to begin the legal study and checks on the property.



6

Study and Valuation

Legal checks and studies related to all the property's paperwork, charges and the private purchase contract. If financing is involved, a Valuation Report is requested. This is the moment to contact a lawyer, should you need one.

7

Contract Signing + Payment of 10% of the purchase price

*Where new build properties are concerned, the amount of this payment will depend on the terms of the promotion, but usually represent 10-30% of the sales price.

8

Procedures for Completion

We need to know exactly, before the Title Deed:

Current status in the Land Registry: registration of ownership, embargos, mortgages or other charges
Certificate of being up to date on Council Tax (IBI) and Community Fee payments.

Verification of being up to date on utility and service payments (water, electricity, gas and rubbish disposal)

Obtaining an Energy Certificate
Reviewing your offer bound to the terms of the mortgage
Reviewing draft Deed

Non-resident buyer: provision of NIE (Foreigner's ID Document) and opening of a bank account in Spain.

Non-resident seller: the buyer should retain 3% of the sales price and municipal Capital Gains Tax

9

Title Deed + Rest of the purchase price



10

Congratulations Now you're the owner of your new home

11

Change of ownership

Name change on utilities and bills

Terms

RESERVATION

Upon signing this document, it is important to include those special conditions that each party must comply with in order to proceed with the sale.

STATES OF CHARGES

To find out whether a property has outstanding debts, you have to request a Non-Certified Extract from the Land Registry.

MORTGAGE VALUATION

To find out whether a property has outstanding debts, you have to request a Non-Certified Extract from the Land Registry.

PRIVATE CONTRACT

This contract acts as a guarantee to ensure the delivery of what is agreed upon in the contract.

GUARANTEE

When you purchase a new build property, the buyer has the right to seek a guarantee for monies paid.

COMMUNITY REGULATIONS

This is used to know the exact status of the residents' association, in terms of finances and prohibitions.

CERTIFICATE OF NON- INFRINGEMENT OF TOWN PLANNING

This is a document that certifies that a property does not have any record of having infringed any town planning rules.

FIRST OCCUPATION LICENCE

This is an urban planning document that certifies that a building has been constructed within the approved bounds of the project.



Benefits of buying a property with HHomes...

BEST PORTFOLIO

—
At HHomes, we have access to all properties for sale on the Costa del Sol: new builds, resales, luxury or beachfront. The important thing is that you can choose the one that's right for you.



WE KNOW THE MARKET

—
Our service enables you to choose between properties so that you make the right decision. We are a local agency made up of professionals from the area with more than 16 years' experience. Over the years, we have helped thousands of people find the house of their dreams.

Benefits of buying a property with HHomes...

OUR PROMISE

We make life easier for you. Forget speaking to dozens of estate agencies, receiving hundreds of emails and not knowing who is who.

We do everything for you and we don't charge you anything.



- 1 **Cientes, lo primero.**
- 2 **Nos movemos muy rápido.**
- 3 **Siempre buscamos soluciones.**
- 4 **Pasión en todo lo que hacemos.**
- 5 **Hacemos lo correcto cuando nadie mira.**
- 6 **Innovadores, nos encanta ir a la última.**

OUR VALUES

At HHomes, we believe who we are is as important as what we do. Therefore, our core principles guide the way we do things

Need to Know...

What are the most common errors when looking for a house?

The net result of these errors, in the vast majority of cases, is a lot of stress and a very negative buying experience

1. Wanting to find a house without having done your research on the different areas.
 2. Not placing importance upon finding an agent you can trust, who can help you find your dream house, advise as to whether you should buy, obtain the best possible price and save you a lot of precious time that you would otherwise spend doing the things that really make you happy.
 3. Contacting dozens of agencies via real estate portals without thinking about the hundreds of calls and emails you'll receive from each of them, without knowing who is who.
 4. Negotiating without having a strategy in mind.
 5. Inaccurately calculating the buying costs.
 6. Leaving your visit to the bank until the very end.
 7. Finding out what procedures you need to undergo once you've bought your new house.
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how do i know that I'm making the right decision with my property purchase?

Frankly, there's no single answer to this question.

1. The most important thing is that the house makes you feel good and that it ticks the boxes for your life plans and/or short- and long-term investment.
 2. Speak to your HHomes agent. Your agent lives and breathes the local property market 24/7 and is in an excellent position to provide you with the information you need.
 3. Research property market data. Statistics can be found in the public domain on the Fomento, INE and Registros websites. Or, if you prefer, you can ask your HHomes agent to share them with you.
 4. There are 2 useful formulae (although not always applicable) for working out a good sales price. If you know the long-term rental price, the following formula will help you calculate an approximate sales price: $\text{monthly rent} \times 12 \times 25 = \text{sales price}$. You can also do this calculation in reverse: $\text{sales price} \times 0.04 / 12 = \text{monthly rent}$.
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how do I put in an attractive offer?

Making an offer to buy a house is not a trivial matter, so you must do it properly.

1. You have to be prepared for a YES response, which means an agreement (usually informal, at this stage) and establishing how soon you can sign the purchase agreement.
2. Alongside the agent you trust, plan your most effective negotiation strategy in order to achieve the best purchase price for your house and don't forget to include the terms of your offer.
3. Show the owner you're serious about your offer. This is normally done through a written offer, which contains the price, the timeframe for the purchase and your terms, along with a deposit. With the offer down on paper, the owner will see that you are genuinely interested and that, if he/she decides to accept, he/she will have sold the house. This is the most effective formula for obtaining the best possible price.

Need to Know...

look for a mortgage like you would a car

Speak to different banks to find the best deal and basically ask “what can you offer me?” in the conversations you have. It is important to have all your paperwork in order so you can easily send it off to the different banks and that it is they who come back to you offering the best mortgage. Don't forget that banks sell money; some cheaper than others. You can save a lot of money on the opening fee, interest and various types of insurance.

What documentation do I need to apply for a mortgage?

The documentation you'll be asked for by the bank will depend on the lender and your situation, but in general the following should be sufficient:

DNI (National ID Document), NIE (Foreigners' ID Document) or passport.
Reservation document or deposit agreement, if it has already been signed.

Annual tax return from the previous year.

If you own other properties, title deeds for each one.

If you're currently renting, your rental agreement and proof of payment for the last few months' rent. Working history report.

Recent bank statements.

Proof of payment of any loans you're currently repaying.

If you are an employee.

Work contract.

Payslips from the last 3 or 6 months.

Proof of payment of any loans you're currently repaying.

Documentation required from self-employed workers

Annual tax return and VAT returns from the last few quarters.

Annual tax return and personal income tax returns from the last few quarters.

Proof of payment of recent Social Security payments.

Documentation required from companies

Last year's corporation tax declaration, if you've submitted it.

Tax declarations in respect of the current year - VAT and corporation tax installments.

An up-to-date balance sheet showing the company's financial position.

Other paperwork

Pre-nuptial agreement deed.

Legal separation and regulating agreement.

COSTS ASSOCIATED WITH BUYING

— Tax Resale Property

ITP (spanish tax) 7%

Tax New Property

IVA (spanish value added tax) 10%

— AJD (stamp duty: tax on title deed and notarial) 1,2%

Other purchases cost

Deed of sale 700 - 1000 €

— Land Register 600 - 800 €

Consultancy fees 300 - 500 €

Mortgage fee 1%

Valuation 500 - 700 €

Lawyer 1%

Power of Attorney 100 - 150 €

TOTAL 9% - 12% aprox

**The amounts are merely indicative and non-binding, given that all information relating to each sale must be submitted to the relevant entities and administration departments for their precise calculation.*



We are elevating the real estate experience

in Marbella and top Costa del Sol locations

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