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Estate

SELLERS GUIDE



Selling Your Property?

Selling a property in Spain can be an exciting and transformative experience. Although there are some unique aspects to selling here compared to other countries, with the right preparation and guidance, the process can be smooth and straightforward. Below is an overview of the main steps involved in selling your property, designed to help you understand what to expect along the way.

1. Contact a Real Estate Agent

- Reach out to a trusted real estate agent and schedule a meeting at your property to discuss your goals and expectations for the sale.

2. Evaluation & Listing Agreement

- The agent will assess your property's value and propose a listing price based on its condition, location, and market trends. Once agreed, a listing agreement will be signed. The agent will also collect essential documents such as title deeds, community fee receipts, and energy certificates.

3. Photos and Marketing Material

- A professional photographer will be arranged to capture high-quality images of your property. If required, videos and promotional materials will also be created to showcase the property's best features.

4. List on the Market

- The property will be officially listed on the real estate market.

5. Advertising Campaign

- Your property will be advertised through various channels, including the agency's website, social media platforms, and popular property portals to maximize exposure.

6. Viewings

- The agent will arrange viewings and bring prospective buyers to see your property.

7. Offers

- When an interested buyer makes an offer, it will be presented to you for consideration. In Spain, offers are typically made below the asking price, and negotiation may be required.

8. Reservation Contract

- Once an offer is accepted, a reservation contract is signed by both parties to secure the property. The buyer will typically pay a reservation fee at this stage.

9. Purchase Contract

- After due diligence is completed, the purchase contract is signed. The buyer pays 10% of the sale price to finalize the commitment.

10. Completion at the Notary

- The final step is signing the deed at the notary's office. Upon completion, the buyer will pay the remaining balance, and the property will officially be transferred to the new owner.

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Whether you're looking to invest, relocate, or find your dream holiday villa, Reve Estate makes buying and selling property in Marbella seamless. With a deep understanding of the market we will ensure your experience is not only profitable but truly exceptional.

Discover Marbella's best properties with Reve Estate and *turn your vision into reality*