

10 Things you need to know when buying a property in Spain



New Beginnings are independent property Brokers. We don't have any properties to sell you, so we are not biased towards any particular property. Instead, we work for you;

- You tell us how much you want to spend, what you want to buy and where you want to buy it...and we will research by email, internet, telephone and fax every possible business or individual that could have the *ideal* property
- Our selected partners accompany you to viewings
- We negotiate the price
- We always recommend experienced lawyers (though you can of course choose your own) that will speak to you in your own language
- We can arrange bank accounts with respected Spanish/ English speaking banks
- We can arrange funds transfer to minimise costs
- We can even arrange your NIE (identity number)
- Our selected partners can go with you to the Notary to help with anything that may arise
- We liaise with agents/developers and your lawyer, advising you of any challenges that may arise, but taking care of them for you.

We are there for you to the point of signing, and far beyond.

Thing Number 1

How to buy your place in the sun

Professionals whose services you may need

A list of the professional services that may come into play during your purchase:

Estate Agent

Better still, use an independent service to make sure you are getting the best deal

Solicitor (Abogado)

With lots to choose from, there are two key rules:

#1. You must use a solicitor with good English. It is not enough for a secretary to be bilingual, the company will not be held liable if they misinterpret messages or legal documents. The lawyer must converse with you directly, in your own language, to minimise the risk of any misunderstanding - which can be expensive.

#2. Use only a firm of lawyers that have more than one practising lawyer on hand to deal with your purchase. The property boom here has led many lawyers previously employed by firms to set up on their own. At the moment they are all so busy that it can be days before your emails or calls are answered.

We can introduce you to a firm of lawyers that look after our clients because as a group, we are a major introducer of business to them. We bring 'high volume' buying power to the property market!!

Our Lawyers are all English speaking with a full team of legal secretaries to support them. In our experience, all calls are answered promptly, and all issues dealt with professionally and without delay.

Accountant

In Spain, you are best advised to use a Gestoria. The same applies for these people as for lawyers.

Gestorias settle accounts, deal with residency, car taxes and imports, re-registration of number plates from UK to Spanish, and all sorts of other things you will need when you own property here in Spain.
We use a very good Spanish Gestoria, not at all expensive, and who always gets the job done.

We introduce all of our clients to our Gestoria once we have found the perfect property.

Surveyor

Again, the rules around buying a property here are very different than in the UK.

A Surveyor is not automatically involved in a purchase. If you are buying an old property, we strongly advise using the services of a local Surveyor who can explain the issues with the structure of the property to you, so there are no nasty surprises to upset your budgeting and wreck your project through ill-conceived planning at the outset.

Architect

Depending on where and what you are building, an Architect **MUST** visit the land you are buying to advise on land slippage, depth to rock, issues regarding insurance against problems with both, and the type, size and style of house allowed in your zone. Most importantly, you must view his work before signing up to anything, since once he has started on the plans, it will be too late for you to pull out without losing substantial amounts of money.

We have Architects that we recommend from our own clients' experience. Clients past and present will be happy to talk to you of their experience of following our recommendations, so that you can be 100% confident before signing up to anything.

Also, our partners will be present at all key meetings between you and the Architect to make sure notes are taken and instructions understood fully by all parties.

Building or restoring

Old or new property?

Old properties have very different characteristics, and need more maintenance. New properties are popular for rental, but may lack the Spanish character of Cortijos, Fincas and farmhouses.

If you are unsure, our partners can drive you to all types of property, advise on the important issues with each, and ultimately fine-tune your plan so as to achieve an affordable purchase that has the features you want.

There is NO CHARGE for this service.

Will planning permission be readily forthcoming?

Please, please don't take the word of an Estate Agent, owner or developer that permission will be given for the changes you want to make to your property.

Laws are changing here all the time, the Spanish authorities are on catch-up all the time, the laws will be debated and passed, and you risk being on the wrong end of a decision if you take at face value the promises made by people with a vested interest in selling a property.

The first check to make is what is happening with similar properties locally. If you are in an urbanization and your neighbours have permission to add a glazed-in annexe onto their property, you will be most likely to get the same permission for yours. Take photos of the neighbours' build and show them to the Town Hall when you are looking for license to build.

When we find a property for you which, subject to certain build issues, is the one you want to buy, our partners will go with you to the Town Hall to see the right official there and get the answers we need.

Be realistic about the amount of work needed

We can arrange builders to come along to meet you at properties to advise on reform costs, and direct you to D.I.Y. stores to cost materials for construction.

Other areas where we work with you to find the right answers, and then have those answers written to legal contract:

Building, restoring, renovating

Planning permissions granted for developing the property or land

Expiry dates for the license if any

License renewal issues on expiry

Other developments locally and their impact on your project

Are there ground conditions that may affect the building work, and how can these be surveyed, agreed and secured before purchase, or as part of the purchase process?

Check boundaries, rights of way, easements or covenants
We will view (with the Lawyer) the catastral maps to ensure boundaries are established in law, protecting your asset in perpetuity.

Have old property checked over by a Surveyor

Will restoration have to conform to any heritage or local council regulations?

Are there local planning restrictions?

Find an architect through personal recommendation

Be crystal-clear about your expectations

Keep all receipts to set against rental costs or CGT if the property is sold at some future time

How to find the right property

Buy the area first. This is critical, make sure you like the area the house you are interested in is based. We will make recommendations of areas based on price, access, health issues, suitability for renting etc when we meet with you in Spain.

Who will use the property and when?

KEY QUESTION: are you buying for owner-occupation or to let?

This is where buyers go wrong!

Or, to be fair, find themselves being steered in the wrong direction by some unscrupulous Estate Agents hungry for commission payments.

Renting is a business like any other. It needs careful planning, cash flow management, risk assessment and just basic common sense. It needs to be approached with caution, and marketed like any other business: renters don't just find you on the Web.

We can advise on the key issues for rental within our area. Proximity to golf courses, beaches and the airport are all key factors in a successful buy-to-let business venture. ---

How many bedrooms/bathrooms?

If you are coming to live in Spain, you may well have family and friends visiting. Or maybe you're downsizing from your UK property, but still want space.

NOTE: Fewer rooms equals less cleaning!

If you are buying to let, go for one bedroomed apartments within your budget, as these are more rentable than any others - you can put in a sofa-bed for extra guests. The property will still increase in value in the same percentage terms as any other.

What kind of outside space – garden/garage/pool?

These things are important in the place where you live day-to-day, but they carry a cost, and before you spend the money unnecessarily, ask yourself if you really need them (especially in a holiday home). Your life here is mainly spent outdoors, but there are bars and restaurants in all key areas. The added price for these may not be worth it: it needs thought and discussion between all parties.

From a rental perspective a pool is the most important additional feature, followed by a garden or proximity to the beach. Consider a property on an urbanisation with communal pools, no upkeep or repairs, and usually in very well maintained surroundings.

We have plenty of key coastal urbanisations, and loads of inland urbanisations to research - just ask.

Ideal climate?

It may sound a strange point to make in such a warm country, but if you have asthmatic, rheumatoid or breathing ailments, you really don't want to be in the mountains in the winter!

I see this so often. People suffering from these conditions come to view properties in beautiful sunshine. Properties which are very different in the winter. We really do get it all here, storms, fog, high winds, occasional low level snow...proper winter! (The good news is these conditions only last a few days at most).

Don't just think about now, think about the future. Is a villa in the mountains practical when you have these (or similar) ailments?

We will discuss the key health issues with you, present lists of local doctors, clinics, chiropractors and all other medical service providers. We can arrange for you to be registered as a resident, thereby making you eligible for Spanish National Health Service care.

Accessibility of local facilities?

A standing joke in our office is the number of people looking for a secluded villa, miles from anywhere, in the middle of nowhere...

...next to a supermarket!

The truth is, your property purchase will be a compromise between your ideals and practical reality.

RENTING?;It is important that you make sure your prospective renter is fully aware of the location of local shops, bars, and other facilities, however near or far, with maps or directions if possible.

Accessibility for visitors/holiday renters?

The former are not as important as the latter. Visitors can be collected or met at a well-known point (usually a bar!).

Tenants don't want to be getting lost every day driving around mountains looking for their holiday villa. One of the keys to a successful renting business is renewal. People who rented, and enjoyed their holiday, are far more likely to renew, and to recommend your property to their friends. It is critical for renting that your property is accessible, or if it has restricted access that your literature explains fully the nature of this.

Accessibility to main attractions of region

The easiest way, using the Web, to make sure this information is available both to help you rent, and to make sure your guests are happy, is to visit the local tourist information websites, and download pictures, price lists, descriptions and maps. Then format them into a Word document (or put them on your website) and make them available to prospective guests.

Also, when you are signing for your property, take the time to go to the local tourism office and collect a handful of brochures of local attractions, amenities and places to visit, and leave these on the table after each rental.

After rental cleaning

If you rent through a company, they will take care of this for you. If you rent to friends and relatives, you will need someone, possibly arranged through an agency, to go in afterwards to wash bed linen, clean rooms etc. before the next guests arrive.

We can introduce you to reliable people who make their living from 'one-off' cleaning contracts, who are perfect for irregular call-ups to take care of things before the handover. You will be able to interview them, and also to talk to current clients of ours who use them.

Estate agents

1. Check their qualifications
2. Be specific about the property you are looking for
3. Be specific about your budget

Line up a number of properties before you visit.

To take each point in turn, from our perspective.

1. Unlike Estate Agents, we do not employ sales people. As Brokers, **independent** and on **your side** we are trained to review your requirements, and to get to work to find the closest we can get to your perfect property. As we are independent, we have access to thousands of potential properties, thus maximizing the chances of finding the right one for you.
2. We have a policy of only advising on properties within your budget. There is no point in showing you properties that are outside your budget plans. We make the assumption that you have done the sums and worked out what you are comfortable spending, and working from that premise, we advise on properties that you really can afford.
3. Before you arrive in Spain, you may have received details via email of a number of properties, and chosen the ones you want to see. In addition, allowing for the fact that some or even all of these properties may be sold by the time you arrive, our business system of only taking on one client at a time means that we concentrate on your needs for the duration of your visit. The benefit here is that as we progress through your viewings, ourselves and our partners are on hand to review research and make new appointments, with no wasted time, no disappointments, just carefully researched properties that fit the bill.

We just need to find the perfect one for you.

Before you buy

Get to know the region thoroughly

We will take you on a tour of the area, show you schools, doctors, shopping centres and introduce you to rental agencies if required. You let us know before you arrive what you need us to achieve in terms of research, and we will make sure the results are organised for you when you get here.

Consider renting in the area before you buy

If you are buying to live, especially in retirement, this is a good idea. We can arrange short-term rental for you, with contract clauses to allow you to move at short notice.

Visit the property at different times of the day/week/year

We advise clients to go back to an area for dinner in the evening, to get a feel for the place, talk to locals and get independent views on buying in the area. Our extensive local knowledge means we can direct you to an English bar, where you can chat to other people that have bought locally, which is a great way to get the 'warts and all' picture of an area.

Get to know the property market in the area

In reality, this is automatically a feature of buying in an area. We will meet so many agents, owners and developers that you tend to get a very diverse overview of the area. If we have clients who have bought locally, we will call them for a chat, to see if they are still happy with their decision to buy in the area you are looking in. If they are, and you decide to buy, fine. If, as does occasionally happen, there have been disappointments or unexpected issues, then the next day we keep on looking until we do find the place where everything fits.

Ask what exactly is included in the asking price

If a property is sold fully furnished, an old trick is that by the time you come to complete your purchase, the property will have different furniture than the quality items on show when you first viewed it.

To protect your investment, we ask for digital pictures, and complete an inventory on all goods left within the property.

If there are any items on that inventory that you decide you don't want, we can arrange for a local second-hand furniture dealer to buy them from you. Of course, you won't get much for them, but the time and hassle involved in removing them from the property means you will often be better off just to let them go, and bring in your own things as and when you are ready.

Check proximity to mains utilities if unconnected

This is important. If you buy a property without power or water, there may be reasons why it has not been possible to connect it.

Through our Lawyers, we enquire at the Town Hall and the water and electricity companies to make sure we are fully aware of any issues in getting utilities connected. We also ensure that the switching on of the power is written to contract so that there are no surprises when the deeds are signed.

Check for any rental restrictions attached to the property

If you are buying in an urbanisation, there may be rules governing renting to pet owners, or long term lets. If long term rental is an issue, make sure you talk to the president of the urbanisation or the administrator of the area before making a firm decision to buy.

Take as much advice as you can

Our business is founded on the fact that we know every person we should be talking to. We will make every introduction to professional people as the buying process moves on. We have references for each, and always allow for an alternative in case you feel you want to get second opinions on any issue.

If buying off-plan***Check plans for future development in the area.***

We can advise you on meeting with the developer (not just an Estate Agent) to get the whole picture on the development. Our policy is to make sure you have all the facts at your disposal before making a decision on a purchase.

Consider how your property will differ from the show property
This issue is dealt with by ensuring your specification is written to contract at the earliest moment. This is where a lawyer really earns his fees.

Find out whether there are any restrictions on owners in the community

See above

Find out what the community charge includes

When we find the right property together, our job is to get a full breakdown of the figures relating to running costs.

Investigate how much of the infrastructure has been put in place

This is established at the developers meeting. We get a full run-down on future plans for the area. We have information on most developments and areas.

Double-check money will be paid in stages

This to be written to contract by your lawyers.

Retain a percentage until six months after completion

This allows for checks on build quality and completion of outer infrastructure. The amount held back depends on negotiation between us and the developer.

What is included in any maintenance charges?

This to be written to contract by your lawyers.

Will there be any extra outgoings?

This to be written to contract by your lawyers.

Budgeting**Working out your budget**

Stay within budget.

It is easy to overspend, and if you are building you need to make sure the builder is tied to costing estimates, and does not come up with any surprises along the way.

Be aware though that this can still sometimes happen, and that you will be well advised to keep back some funds from the initial build spend budget.

Approximate costs associated with the purchase

7% ITP transfer tax

1.5% Legal fees

Notary fees

Land registry charges

IBI Tax

Annual rates

Water rates

Electricity

Comunidad

Wealth tax for non-residents

Income tax, from rental income

Mortgage repayments and set-up costs

Non residents can get a maximum 80% mortgage

Arrangement fees

Notary fees

Land registry fee

Gestoria fees

Monthly payments

We can arrange meetings with Mortgage Brokers representing both English and Spanish financial institutions.

Shop around to find which lender is offering the most favourable terms.

We only introduce you to independent, not tied advisers, to make sure you get the best deal.

Be prepared to submit detailed accounts of your finances

The adviser will require proof of earnings to secure a mortgage offer. Suitable documents include:

Pay slip
Accountants letter
Employer's letter as proof of earnings

Decide whether to take out the mortgage in Sterling or Euros

Your adviser will discuss this with you based on your circumstances. We can arrange for a number of people to come and talk to you about their particular mortgage products.

If you are buying a second home abroad, consider the benefits of taking out a home equity loan from your UK mortgage lender.

Your adviser will discuss this with you based on your circumstances. We can arrange for a number of people to come and talk to you about their particular mortgage products.

Consider the pros and cons of an offshore mortgage.
Your adviser will discuss this with you based on your circumstances.

When you arrive

Notify mains companies of your arrival date (or ask your Estate Agent to do so)
Notifying the utilities companies of change of ownership is the responsibility of the law firm representing you in the purchase.

Open a bank account
We will introduce you to an English speaking international bank

Register with a local dentist/doctor

We will supply a list of all of the key services you will require when you arrive.

Thing Number 2

What does THAT mean?.....

Spanish - English Legal Terms Glossary

A

Abogado - lawyer

Acta de notoriedad – Legal act or document

Acta notarial – Notary's certificate (debts)

Actos juridicos documentados – Title registry

Agrupación de Fincas – Group of country properties

Alta catastral – Land registry inscription

API (Agente de la Propiedad Inmobiliaria) – Official estate agent

Arrendamiento de obra – Building contract

Asiento de presentación – Provisional property inscription at the land registry

B

Boletín de enganche – Supply report. It contains information on how much power and water a property is allowed

C

Cancelación – Cancellation

Cédula de habitabilidad – Habitation certificate

Certificación - Certification

Certificado bancario de divisas – Foreign currency bank certificate

Certificado final de obra – Building completion certificate

Código civil – Civil rights

Cómision de urbanismo – Building commission

Comunidad de propietarios – Community of owners

Condición resolutoria – Condition to cancel a contract

Condición suspensiva - Condition to postpone a contract

Contrato de arrendamiento – Rental contract

Contrato de opción – Optional contract, with the right to buy a property, mostly by paying 10% deposit

Contrato privado de compraventa - Private purchase contract

Copropietarios – Co-owner, when several persons own a property together

Cuerpo cierto – Non variable condition. A condition that cannot be changed

Cuota – Instalment, charges

D

Declaración de obra nueva – New build certificate

Demarcación de Costas – Coastal

Derecho de retención – Deposit that you pay to the Internal Revenue office if you are not resident in Spain

Derecho de superficie – Land management rights

Derecho de tanteo/retracto – Purchasing rights enables you to reserve an object to then later buy it or not

E

Edificabilidad máxima – Construction limits

Embargo - Repossession

Escritura - Deeds

Escritura publico de compraventa – Public sales deeds

F

Fianza - Deposit

Finca – Country property

Finca registrada – Registered country property

H

Hacienda publica – Internal Revenue

Hipoteca – Mortgage

I

IBI (Impuesto sobre bienes inmuebles) – Real Estate Tax

Impuesto de actos jurídicos documentados – Documented legal acts tax, that is to be paid to lawyers

Impuesto de transmisiones patrimoniales – Property transfer tax, 6-7% of the indicated sum at the escritura

Impuesto sobre construcciones, instalaciones y obras – Construction and installation tax

Impuesto sobre el patrimonio – Wealth tax

Impuesto sobre sucesiones y donaciones – Succession and gift tax

Impuestos municipales – Local tax

Información urbanística cédula – Urban planning department

Institución de heredero – Appoint an inheritor

IRPF – Income tax

L

Ley de arrendamientos urbanos – Local rental laws

Ley de la propiedad horizontal – Horizontal property tax

Ley del suelo – Floor area regulations

Licencia de obras – Building permission

Licencia de primera ocupación - First occupation licence

N

NIE (número personal de identificación de extranjeros) – Foreigners' personal identification number

NIF (número de identificación fiscal) – Fiscal identity number

Nota simple informativa – Land register certificate – Local Search

Notario – Official authorised to certify contracts

O-P

Obligación personal – Obligation to pay tax as a resident

Ocupación máxima – Maximum occupancy

Parcela – Plot

Perito – Expert

Permiso de obra menor – Minor building permission

Plan parcial – Urbanisation plan

Planta – floor or level

Plusvalía – Value Added Tax

Poder - Authorisation

Posesión - Possession

Precio de venta – Sales price

Procurador – Barrister

Promotor – Promotor

Propiedad – Property

Propietario - Owner

Proyecto de ejecución de obras – Building execution

R-S

Recepción definitiva – Construction completion

Registro de la propiedad – Land register

Representante fiscal – Fiscal representative

S.A. (Sociedad Anónima) - Association

S.L. (Sociedad Limitada) – Limited company

Saneamiento – Reconstruction

Segregación de fincas – Country property positioning

Separación a linderos – Distance between plots

Servidumbre de tránsito - Accessibility

Solar – Building plot

Suelo no urbanizable – Non buildable plot

Suelo rústico – Non permanent floor

Suelo urbanizable – Building land or plot

Suelo urbano – Urban area

T

Tarjeta de residencia – Residence card

Tasa – Fee

Toma de posesión – Taking possession

Traspaso – Transfer

U-V

Urbanización privada – Private urbanisation

Uso de oficinas – Office use

Usucapción – When you get a plot for a time period accorded by the courts

Usufructo – Rights of use

UTM – Plot number at the land register

Valor catastral – Land register value

Valor comprobado por la administración – Amount checked by Internal Revenue

Valor real – Real estate value

Z

Zona de servidumbre de protección – Accessibility protected area

Thing Number 3

Buying land to build on

If you are building a property, there are some things that you need to know.

First - get a good **English speaking Lawyer**

Second- get a good **English speaking Lawyer**

Finally - get a good **English speaking Lawyer**

We came across a lady who bought land to put dog kennels on. Her dream was to build a small country house with a dog kennel business attached.

She was told there would be no problem by the (English speaking) sales agent.

She used this agent's lawyer. The (SPANISH speaking ONLY) Lawyer was told by the friendly Estate Agent said that his client wanted the land 'to keep dogs on'.

Arguably true...inarguably a dishonest way to deal with someone money and dream

Result: No building permission

Result: No business

Result: No home

Result: Loss of 53,000 Euros on unusable land with no comeback (she signed the SPANISH Escritura)

Result: No dream

Thing Number 4

Overpricing

There is **NO ONE WAY** to price a property in Spain, and it will be very hard for you as a purchaser to decide what represents good value for money or a fair price.

This leads to confusion in terms of value, a great opportunity for an unscrupulous Estate Agent to fleece you!

We wanted to share this with you.

This is an example from one of our partners. Who found this:

[Home](#) → Spanish Properties For Sale Iznate

Iznate



This is a two bedroom villa with a lounge and American style kitchen. It has a bathroom, swimming pool and there is also a ruin. It consists of 6,000 square meters. The lounge contains a feature fireplace and the price includes all the furniture. The ruin can be restored to make a separate granny annexe. This villa is off a track and about 10 minutes from the village of Iznate.

Thank you for contacting Spain Forever regarding the following properties:

+ Iznate €150,250

When you have selected your properties simply complete the form below and click 'Send'. We will then contact you with details of your selection of properties.

* Your name:

* Your address:

And now this:

Ref: P882 IZNATE Rustic Style Villa



Type: Country House.
Price: 158000 €.
Area: IZNATE.
Swimming Pool: Private.

Bedrooms: 2.
Bathrooms: 1.
Size: 87 m².

Description: 4km from town. Private drive. Kennels. Pool. Pretty gardens extending to 6000sqm with ruin. Terrace and pergola. Sea Views. lounge with open fireplace rustic finish. Water from well electric connected.

Photos



The same house, but.....

Almost 8000 Euros price difference!

That extra cash, by the way, goes straight into the estate agent's pocket.

As someone who does not really know the area, how would YOU make sure you got the property at the lower price?

How do you know which agent is the cheaper one?

The best way would be to use someone on the ground who knows the agents that overprice property.

We have dozens of examples like this. One carried a **difference of 27,000 Euros!**

Thing Number 5

Estate Agent

“You know, they never really use Surveyors in Spain, it’s just not a Spanish thing”

Buyer

“Oh, if they don’t do it in Spain, then we won’t bother either, when in Rome...”

After the first winter

Buyer

”Honey, what was that noise?”



We will introduce you to an English speaking Surveyor. They will prepare a report for you, then you decide if you want the property.

USE AN ARCHITECT

Thing Number 6

Using a Corredor

Paul Gowans, a client of New Beginnings last year, **saved 8000 Euros** using this method.

Here in the Spain, the locals (like everywhere else in the world) have their own way of saying things, and local influence and accents have created local sayings.

As an example when someone here wants to tell you it was no problem, they say “No passa nada” literally meaning 'nothing passes' or no problem.

Actually that’s the way it should be pronounced...

In fact, in these parts they say “No pa nar”...and they say it very fast...you will hear it as “nopanar”!

I have read enough Spanish language books to know that the term ‘nopanar’ does not exist in Spanish literature!

So the hurdle on this thing (number 6) is not only language, but local variables on the language. It’s not just Spanish, it’s local Spanish (in the same way that Cockney is local English in London) and you’re going to have to get this guy to show you some properties!

I mentioned that the agent showing you a house will meet the Corredor in a bar or some other obvious meeting point.

So here’s how we win another round in saving thousands of Euros on your property:

When the meeting is finished, the agent will often drop the Corredor off at the same point.

TIP> When taking photos of the house, take one of the Corredor, it will make the next step much much easier...

The next day, take a drive back to the original meeting point and buy yourself a coffee or a glass of wine, and wait...

The Corredor will have the same meeting point for this and many other agencies that he finds properties for.

TIP> The bar owner may well speak English and know the Corredor by name. Ask him if he has a contact number for the Corredor, as you would like to see the property again.

When the Corredor turns up, go and say hello and ask to see the property again (take your phrase book with you). If you have a digital camera, show him the picture you took the first time round.

When he says 'noponar', you will not find it in the dictionary or phrase book, but it basically means you are possibly on to a good thing, he will happily take you to see it, either in your car or his (I suggest yours, chances are you are in a comfortable hire car, and he is in an old campo car from the late Franco era, with similar suspension to a donkey cart).

Ask him for the price again, he will tell you in Pesetas, bring a pen with you and ask him to write down the price for you. Remember that to translate Pesetas to Euros multiply the first 2 figures by 1061 to get the Euro price.

He will give you his price, not the agent's price, an immediate saving of thousands of Euros!

Now the really interesting bit...

He won't bargain prices with you, but you need to pin down the deal as soon as possible which brings us back to the language issue.

So here is how we solved the problem for Paul Gowan, who followed this path to saving 8000 euros!

Paul did all of the above for a property he saw, and was given a price over 11,000 euros less than the agent had quoted him.

When Paul had (understandably) decided he wanted the house at the new far more attractive price, he called me and asked me to represent his interests in buying the property. We agreed a fixed fee of 3000 euros.

Paul took the number of the Corredor, and passed it on to me.

I called the Corredor and told him Paul was my client and I arranged a meeting with Paul and the Corredor in a bar. We met, visited the property, reviewed the legal papers (Escrituras), agreed the price and went immediately with the Corredor and Paul to meet with a lawyer recommended by me to Paul (because he speaks perfect English). Paul paid over a deposit and the deal was done.

For me, Paul had done the legwork of finding the property, my job was to make sure everything was in place to protect his money, arrange notaries and get the whole deal through without delays or hiccups, for which I charged a flat fee of 3000 euros.

For Paul, a little bit of legwork, the knowledge of how to use the system here and having someone on his side (me) saved him a small fortune!

Thing Number 7

Buying a car in Spain (new or secondhand)

Buying a car is generally more expensive in Spain than in most other EU countries. They do however tend to hold their resale value better. In order to buy a Spanish registered car you need a residencia, (residence card) or an NIE number, an escritura (title deed) or rental contract for a Spanish property, or a certificado de empadronamiento (certificate of residence) in a Spanish community.

Buying a new car

Spain is generally a buyer's market for new cars and you should be able to find a bargain although some cars are more expensive in Spain than in other EU countries so look around and question the dealers about value for money. The price of a vehicle may appear more expensive because the taxes on new cars are higher in Spain than in any other EU country due to the registration tax of 12 per cent, which is charged in addition to VAT (IVA) at 16 percent.

Buying a new car for cash

When you buy a new car from a garage, you will need to supply them with a copy of your NIE number form which was given to you by the police, station. You will also need to produce evidence of your address. The garage will undertake all the registration process with the Trafico dept.

This usually takes two days. A new car does not need an ITV (MoT) for 4 years and should come with one year's road tax paid to the local council. On collection of your new car you will be given the registration document. Keep this safe: a replacement will be expensive and very time consuming.

DO NOT KEEP THE ORIGINAL IN THE CAR. Take the original and a photocopy to the Town Hall and ask them to stamp the photocopy as a true copy of the original. You should also carry your insurance certificate with this as well as a receipt for your premium paid.

Buying a secondhand car in Spain

Secondhand cars in Spain are more expensive than in many other EU countries, as cars hold their value better. It often pays to buy a used car that's about two years old, as depreciation in the first one or two years is considerable. Ex-rental cars are widely available here on the Costa del Sol and can be very good value. Note, however, that older cars in Spain (outside of their warranty period) aren't always well maintained. Car dealers usually give warranties on used cars of from three to 12 months, depending on the age of the car and the particular model.

If you intend to buy a used car in Spain whether privately or from a dealer make sure of the following;

1. The car has a current ITV test certificate, if applicable.
2. The chassis number tallies with the registration document, which should be in the name of the seller when a car is purchased privately.
3. That you receive a 'transfer of ownership' (transferencia) from the seller. The form is available from the provincial traffic department.

When you buy a secondhand car in Spain you must obtain the following documents from the Seller:

1. Registration document (permiso de circulacion). The permiso de circulacion is the Spanish equivalent of the English registration document and the owners details have to be changed when vehicles change hands. However this is a far more complicated process than in the UK

2. The ITV test certificate plus the technical sheet (Ficha Tecnica) and a photocopy.

3. The road tax receipt and a photocopy

4. A receipt for the payment of transfer tax (4%)
You have 15 days to register the vehicle in your name.

VERY IMPORTANT ADVICE

It is vital that a history check is made on the vehicle before your purchase. This is the Spanish equivalent to an HPI check in England.

This check is important in Spain because just like property, previous owner's debts can be put on the car. This can include unpaid social security, loans and taxes. The debts stay with the car, so it is now the responsibility of the new owner to clear the debts.

If you have any concerns regarding a Spanish registered vehicle you may have purchased privately, there are qualified companies that would be happy to check out the history for you and offer HPI checks on English registered vehicles.

Thing number 8

Access to the internet and telephone when buying a remote country property in Spain is now easily set up, costs have come down, and we have sourced an excellent company that provides the service

Landline: +44 (0) 8 700 762 766
<http://www.burnsidetelecom.com>

Telephony and 768kbps Broadband Internet Access at any location in Europe without landlines.

Janet and Peter have just decided to buy a house in Spain. The problem is that like most new out-of-town houses it has no landlines. So the only way they can telephone is to use their mobile phone. Even though they can use their mobile connected to their computer for email and internet access it is complicated to set up, very slow on GSM networks at 9600bps and quite expensive at speeds of up to 60kpbs on GPRS networks, particularly when downloading large files. They also discovered that their mobile phone did not work reliably inside the house as they were in a poor signal area.

What they needed was the equivalent of a house phone that everybody could use but which would also give them low-cost but high-speed broadband access. Fortunately for them their estate agency had just heard about the new Desktop Mobile from Burnside Telecom Ltd.

This new 'fixed cellular terminal' provides telephone, SMS text, email and Internet access at any location within GSM/GPRS mobile networks. All they needed to do was to insert their mobile SIM into the Desktop Mobile and connect an ordinary house telephone. So they purchased a Movistar SIM from Telefonica giving them GSM telephony and GPRS data. They then connected three ordinary house phones located in different rooms. The antenna supplied with the Desktop Mobile produced a much better signal than their handheld mobile and they were able to locate the antenna for strongest signal using its inbuilt signal strength meter.

All they had to do now was to pick up a handset and dial just as they used to do on their home phone in England. They could even compose, send and receive SMS text messages using the display on the Desktop Mobile.

Their estate agent had also told them about the Europe Online one-way satellite broadband internet service at only 15£/month or 150£/year. So to connect to this they had to buy a 60cm satellite dish costing 50£ which was pointed at the Eutelsat satellite located at 7 degrees east. The dish had then to be connected to

their computer via a Digital Video Broadcast [DVB] box [69ᄁ] using the USB connection. If they had had a desktop PC they could have used a plug in PCI card costing a bit less. So this provided a downlink connection at browsing speeds of 768 kbps and high speed file downloads at 2Mbps. To establish an uplink connection they used their Burnside box in GPRS mode. Since uplink data is primarily from keyboard or email sending this turned out to be very economical as the charge is based on amount of data sent and not on connect minutes as GSM calls are. Even though they were on the Internet the Desktop Mobile could still be used to make and receive phone calls.

To complete their communications system they also decided to connect their Burnside unit to their alarm system so that if their alarm were activated they would receive an immediate SMS text message. When Pete has got more time he's also going to set up the Burnside Desktop Mobile so that he can send it a text message to turn on his garden sprinkler system.

Thing number 9

Get a list of exactly what your money can buy you.

Our role as Brokers is to work for YOU the buyer. We believe that you should buy the AREA before you buy the property.

That's why we don't list properties. When you tell us you are ready to buy and what kind of thing you are looking for, we will do the research here on the ground for you.

- We NEVER go above budget
- We never try to UPSELL you
- We are on YOUR side, a simple statement of fact

So, before you start to look at properties, look for the area. To help, we prepare a regular document:

“What Can I Get For My Money?”

A list set out by budget of how far your money will stretch in the areas of Spain the Get Spain! Network covers

Start by dropping by our corporate website at

www.newbeginnings-property.com

From here you can see all of the areas that New Beginnings covers.

Thing number 10

Choose the right people to work with.

Initial Meeting:

This is the most important part of our relationship with you.

Here we will discuss with you exactly what property you are looking for. The choice of property in the regions we cover is varied and includes homes for sale like apartments, villas, cortijos, fincas and new developments.

We will discuss the positive aspects and the potential negatives, and give you a very clear defined buying strategy.

We will discuss taxation, legal issues, and advise, from an entirely independent perspective, on the buying process that you are entering into.

Area Tour

Before you buy a property...buy the area.

If you are looking for a country property, we will take you around the region of Spain that interests you, right into the countryside, so that you can see local village life, motorway connections and infrastructure.

If you are looking for apartments for sale, we will take you to the key developments from existing to new ones. We will also advise you on future developments, providing you with the option to purchase an off plan property for your personal use or as an investment.

Property Viewings

Once we have had our initial meeting, we arrange viewings of properties for sale based on your exact requirements. Our focus is on not wasting time (yours or ours). On your behalf we examine each property in depth to find the one that is as close to your 'ideal' as possible.

Legal Representation

Once we have found your ideal property, and you have made the decision to go ahead with the purchase, we will make introductions to a law firm that will represent you in your purchase.

We use English speaking Spanish lawyers, so you will be able to make direct contact yourself at any time.

Bank Accounts

We will accompany you to an international English speaking bank. You will be able to open an account immediately, ready to transfer funds for your purchase.

NIE

This is a legal requirement for foreign nationals buying in Spain. All the documentation is in Spanish. Our partners will accompany you to the local police station to register your request for an NIE, and to translate for any questions or issues that arise.

In a nutshell....

We all know that buying a property in Spain can be stressful, with the key factors of language and distance additionally multiplying the stress factor.

Our role is to be your 'buffer'

We have the local knowledge, the contacts, language and experience to deal with any problems on your behalf. Our policy is to advise you of any issues arising, and inform you of the intended solution. That way you are kept in the loop, while not needing to get directly involved with any issues.

It makes sense

For your 'New Beginnings'

Go to

www.newbeginnings-property.com



new Michael Lesiw's
Beginnings

Independent Property Finder Services



