

You are just 4 steps away from discovering the easiest way to Sell your Spanish Property online with Sell Property in Spain.com



Step 1 – Preparation – Getting your home ready.....



In our business presentation is everything! We work hard and smart to present your property to the highest standards possible.

We take every step of the preparation process seriously and we know through our experience that the better your home looks the more chance we have of selling it.

The Valuation

The starting point for any successful property sale is a well researched, accurate and detailed valuation; Not, as you sometimes find, an overhyped finger in the air ‘best guess’ or as is common with most agents in Spain “What price do you want we will then simply add our commission of 10% to that”

Sell Property in Spain’s valuation service answers two very important questions. What is my house worth and what price should I market it for?

Our unique three stage valuation system compares your property with similar homes to provide an accurate assessment of your house price. You are then able to adjust the price for condition and alterations and then set the most appropriate marketing figure.

The Photography

We take up to 25 wide angle digital photographs to increase the presentation levels of your property. Our intention is to show buyers all areas of your property, to help them get a feeling of the internal layout and condition of your home.

The Description

When it comes to describing your home, Sell Property in Spain enable you to say whatever you want, however you want and you can take as long as you like doing it.

We then review your description and edit if necessary making sure it will have as much impact as possible,

We believe very strongly that the best person to really tell other people what’s great about your house is you - the person who lives in it - so, we work with you all the way to get it just right, and of course our copy writers are here on hand if you prefer us to compose the whole description.

For Sale / Se Vende Signs

For sale boards are still an extremely effective way of advertising your home and capture the local market, and backed up by your website listing can assist in a quick sale. Not all our clients require a sign so they are optional and if required we will install the board for you at our time of visit. In today’s market we like you to have the best chances of making a sale.

20 Year Safe Purchase Vendors Guarantee Cover (Optional)

Additionally we can advertise your property with a 20 year Safe Purchase Vendors Guarantee.

The Vendor guarantee will convey your confidence in your property and protect the buyer from many of the problems that remain hidden, are unfair, unforeseen or fraudulent at the time of purchase.

Now, with *Safe Purchase Spain* and *Caser Seguros*, you can make your property stand out from the crowd and offer buyers the unique Safe Purchase 'Vendor Guarantee'.

FACT: Vendor Guaranteed Properties Get More Viewings!

Testimonial

"Good morning Paul, I reckon you have done a first class job with the photos and description, so no complaints from me, please submit my property to all the other web sites and let's get some viewings....., all the very best Paul"

Frank McCarthy – La Palma

Step 2 – Marketing – Getting your home noticed.....



Our success in selling our clients' properties is simply due to our powerful marketing strategy. Practically all buyers now search for properties online. In fact, over 90% of buyers now use the internet to find their next property.

Our HUGE online marketing network reaches millions of buyer searches every month and by advertising in this way your property is on the market instantly and presented to the largest possible audience.

SellPropertyInSpain.com website

Due to the depth of property information on our site, we generally find that our enquirers are able to get a clear idea of a property before physically making a viewing. These 'Virtual Viewings' ensure that when a potential buyer views your property they are pre-qualified and already well acquainted with it ensuring clients do not waste your time.

Property Portal Network

We work in partnership with the leading property portals in the Europe. We upload all your property information, up to nine languages to the biggest and the best customer focused web sites in the business.

Search engines and Directories

Sell Property in Spain achieve and maintain top ranking positions on the world's best search engines and directories. We index each and every page from within our property database enabling us to reach a targeted global audience looking for properties in Spain just like yours.

Direct Email Marketing

Our growing database of active buyers, to whom we send regular email property updates, is a major part of our marketing plan. When we add a new property to our database an email is automatically sent to anyone who has previously expressed an interest in that sort of property or area.

It is common for us to have viewings arranged within the first week of marketing a property.

Twitter

Sell Property In Spain are now Tweeting! Keep up to date with the latest happenings Sell Property In Spain by following us through Twitter. Every time a new property goes live you will receive a Tweet direct to you.

Blog

Sell Property In Spain have an official blog which features news about Spain. However the main focus of the blog is to comment on Spanish property news and how it affects Spanish property buyers in today's market. The blog is there for the benefit of our users and we are happy to reply to any questions raised in the blog.

Testimonial

"They market your home better than any other Estate Agent; your property information goes straight on to all the right web sites and is seen throughout Europe in up to nine languages. When the enquiries come in they deal with everything, number one service, keep up the good work Paul"

Steve Barakof – Torre Pacheco.

Step 3 – Selling – The bit we like the most.....



OK, this is the part we really excel at let's be quite clear about this, we really want to help you sell your property as quickly as possible and at a price you are happy with.

We receive hundreds of enquiries for our client's properties each and every month, once we have received such an enquiry we act quickly and make contact straight away answering any specific questions the potential buyer may have.

During the sales process Sell Property In Spain will e-mail you monthly statistics detailing interest and activity your home has been generating, this will keep you informed and up to date on any developments and our staff are always here for you should there be anything you wish to discuss.

Interested parties contact us if they wish to arrange a viewing. We make certain they are matched to your requirements and that they are genuinely interested in your property. We do this to avoid conducting any unnecessary viewings.

When an offer is made to us by a potential buyer, our expert negotiators work tirelessly with you to ensure progress towards the right deal in all respects. When you accept an offer we are happy to step out of the process, unless either you or the buyer wishes for us to see the process through and act as independent consultants to either party which we would be happy to do on a consultancy basis.

Testimonial

Paul,

I would like to take the opportunity to thank you, and all the team for all the help and guidance in selling our Apartment in Las Ramblas, Spain. Your local knowledge and experience was critical to us, we did not have a clue as to what we needed to do and when.

From placing the advert to finding us a buyer it was only a few months – much quicker than we expected. The complexity of our sale could have resulted in the deal breaking down at any time. Your support and advice on price was much appreciated.

I will have no hesitation to recommend Sellpropertyinspain.com to anyone if you wish to use me as a personal reference.

Excellent service – once again thank you

Ken Oswin - Oxford, UK

Step 4 – Completion – Sold and Moving.....



Unlike many of our competitors our service does not stop when we find a buyer. We can arrange for a full fiscal and legal service to ensure your sale goes through smoothly and without any hiccups!!

When you purchased your property you should have used a lawyer and when you sell you should do the same and in addition you need an accountant to assist with any tax issues.

They will assist you in any way necessary but usually their assistance is as follows.

Prepare the sales contract.

Arrange all the necessary documents to sell the property that the buyer will need.

Advise you to reduce the Capital Gains Tax per the sale.

Assist you before the Public Notary or act on your behalf if you cannot be in Spain to complete the sale.

They will of course keep you updated throughout the whole process and will manage and nurture your sale all the way to the point you hand over the keys.

Testimonial

"I would like to thank you for your kind gesture and all your efforts to visit the property, take pictures, and for keeping me informed of all enquiries. I was impressed with your professionalism, and am also very happy to say, I have saved thousands of Euros in Agents Commission fees through dealing with you direct".

"Once you had secured the sale, your lawyer took over and handled everything right up to the completion, it all went through very smoothly and we were kept up to date every step of the way"

If any person wishes to contact me, I would be happy to reply with encouraging comments regarding my experience with your company. You have my permission to supply my email address if required.

Please accept my best wishes for a prosperous and successful 2010, in your personal and professional life.

Nelson Cusacouich – Punta Prima

Fees - A simple Sales Process and an Even Simpler Payment Method

Now you have read through our step by step approach to selling your Spanish Property it time to get the ball rolling and get you moving.....

Our property sales and marketing packages have exactly the same high level of service but when it comes to payment we offer two payment options:

Pay **€700** up front until sold, and then pay **€0** on completion **SAVE €300**

Pay **€500** up front until sold, and then pay **€500** on completion

(Terms and conditions apply) all prices are net of IVA at 18%

For all online payments we use the most secure system available on the internet, which is provided by PayPal, make your payment online at www.sellpropertyinspain.com or alternatively e-mail us at info@sellpropertyinspain.com and we will contact you with our bank details so that you can make an electronic transfer if you prefer.

As soon as we receive your payment, we will contact you to arrange your home visit appointment. Once we have photographed your property we aim to begin marketing across our partner network within 48 hours.

A brief Summary of our Service

- Advertise your property to millions of buyers, globally
- 0% Commission
- FREE Valuation
- Up to 25 Professional Digital Photos uploaded onto our Website
- Full written description of your property
- Your property marketed across the most used portals including Rightmove.co.uk, Primelocation.com, findaproperty.com Kyero.com, ThinkSpain.com plus many more
- Full consultation service
- GUARANTEE to advertise your property until sold
- One low fixed fee
- Up to 30% DISCOUNT available
- WE ARE NOT ESTATE AGENTS

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