



Whether you're thinking about placing your property on the market or have already decided to sell, this guide is designed to make the journey straightforward and reassuring.

It outlines each stage of the process, clarifies responsibilities, explains the costs involved, and shows how working with one dedicated agent can simplify everything. Our goal is to take care of the practical and legal details so you can move ahead feeling informed, confident, and at ease.

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## **1. Exclusive vs. Non-Exclusive Property Listings in Southern Spain**

If you're selling in Andalusia, one of the first choices you'll face is whether to appoint a single agency on an exclusive basis or allow multiple agencies to market your home.

Both options are perfectly legal and widely used in Spain, but they create very different selling experiences — and often very different outcomes.

### **What an Exclusive Listing Involves**

At Suncoaster, exclusivity means you work with one dedicated person throughout the entire sale. There's no duplication of advertisements, no mixed messages, and no need to chase several agents for updates.

### **Benefits of an Exclusive Agreement**

#### **1. Genuine, Financially Qualified Buyers**

Every prospective buyer is carefully screened before any viewing is arranged. This eliminates casual "holiday lookers" and ensures only serious, financially prepared clients visit your property.

#### **2. Premium Marketing — Included**

Each exclusive property receives a full marketing package: professional photography, a video tour, multilingual descriptions, social media promotion, and exposure on major portals such as Idealista, A Place in the Sun, Finn.no, and others.

There are no additional marketing fees — everything is included within the agreed commission.

#### **3. One Clear Price and Presentation**

With multiple agencies, properties often appear online at varying prices or with outdated photos. This confuses buyers and weakens your negotiating position. Exclusive representation ensures a consistent message, accurate pricing, and a professional presentation everywhere your home is advertised.

#### **4. Direct Communication and Full Transparency**

You deal directly with Jana, the lead agent managing your sale. There are no intermediaries or call centres. After every viewing, you receive clear feedback — what buyers thought, how negotiations stand, and what the next steps are.

#### **5. A Smoother, Less Stressful Process**

We oversee everything: enquiries, appointments, feedback, offers, contracts, and coordination with lawyers and notaries. You can relax knowing your sale is handled by professionals experienced in Spanish property law, documentation, and foreign seller taxation.

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## What a Non-Exclusive Listing Means

With a non-exclusive agreement, several agencies can market your property at the same time. While this may sound like broader exposure, in practice it often produces the opposite effect.

### Common Issues with Non-Exclusive Listings

- **Inconsistent Pricing.** Different agencies may advertise varying prices or descriptions, encouraging buyers to negotiate aggressively.
  - **Reduced Marketing Investment.** No agency is likely to invest fully in promotion if another agent might close the sale.
  - **Mixed Communication.** The same enquiry may reach you through multiple channels, creating confusion over who is responsible.
  - **Lower Buyer Trust.** Repeated listings can make a property appear overexposed or difficult to sell.
  - **Increased Stress.** You become the coordinator between agencies, lawyers, and buyers instead of having a single, accountable point of contact.
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### Exclusive Does Not Mean Limited Reach

When you list exclusively with Suncoaster Group, your property is still accessible to the wider professional market. We collaborate with more than 500 established agents through an inter-agency network and shared database.

If another agent introduces a verified buyer who proceeds with the purchase, the commission is shared between both agencies. We continue to manage viewings, negotiations, and the transaction itself, ensuring consistency, professionalism, and full market exposure without losing control of the process.

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## 2. Step-by-Step Guide to Selling Your Property in Southern Spain

Selling in Spain is straightforward when you understand the order of events and who is responsible for each stage. While minor variations exist between municipalities, the following reflects the standard procedure across Málaga province and the Costa del Sol.

### 1. Gathering the Required Documentation

Before marketing begins, certain documents should be prepared to assist your lawyer and avoid delays:

- Title deed (Escritura) confirming ownership
- Nota simple from the Land Registry (we can obtain this)
- IBI and rubbish collection tax receipts
- Energy Efficiency Certificate — legally required before advertising (we can arrange this; approximately €120–€200)
- Recent utility bills confirming active water and electricity connections
- NIE number and identification for each owner

If anything is missing, it is usually still possible to list the property while documentation is being updated.

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### 2. Marketing and Official Launch

Presentation plays a key role in achieving a successful sale.

At Suncoaster, each property benefits from:

- Professional photography
  - Detailed descriptions in multiple languages
  - A walkthrough video
  - Paid advertising on leading property portals and social platforms
  - Email campaigns targeting our qualified international buyer database
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### **3. Viewings and Negotiation**

Once the property is live, we handle all enquiries and personally attend every viewing.

After each visit, you receive straightforward feedback. When an offer is submitted, it is presented in writing. We assist in negotiating not only the price but also timelines, deposit amounts, and contractual conditions to safeguard your interests.

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### **4. Reservation Agreement**

When an offer is accepted, the buyer pays a reservation deposit — typically €6,000.

The property is then withdrawn from the market while the buyer's lawyer carries out due diligence. Your lawyer is informed, and the home is marked as reserved to prevent duplicate negotiations.

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### **5. Private Purchase Contract**

Once legal checks are completed, both parties sign the Private Purchase Contract.

This document confirms the agreed price, completion date, and all relevant terms. The buyer usually pays a 10% deposit at this stage. This deposit is non-refundable unless a legal issue with the property is discovered during due diligence.

Your lawyer reviews and safeguards the contract to ensure your obligations and protections are clearly defined.

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### **6. Completion at the Notary**

The final step takes place at the notary's office, where the Deed of Sale (Escritura de Compraventa) is signed by both parties — or by their legal representatives holding power of attorney.

The buyer transfers the remaining balance, and you hand over the keys. Payment is typically made via bank draft or direct transfer. The buyer's lawyer then registers the new ownership with the Land Registry.

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### **7. After Completion**

Following the sale, your lawyer will:

- Inform the Town Hall, utility providers, and the community of owners
- Settle outstanding local taxes or invoices

- Handle the capital gains tax declaration, where applicable

You may then close or transfer utility contracts. If you plan to relocate within Spain or internationally, we can connect you with trusted relocation partners and agents across Europe.

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### 3. Costs of Selling Your Property in Andalusia

Understanding the financial structure in advance helps avoid surprises. On average, sellers in Andalusia spend between 5% and 12% of the final sale price on total selling costs, including agency fees, taxes, and legal services.

#### Typical Seller Expenses (2026)

Item	Who Pays	Typical Amount / Rate (2026)
<b>Estate Agency Commission</b>	Seller	5% + 21% VAT
<b>Lawyer (Abogado)</b>	Seller	1% + VAT
<b>Energy Efficiency Certificate</b>	Seller	€120 – €200
<b>Municipal Plusvalía Tax</b>	Seller	Varies by Town Hall ( <i>typically</i> €500 – €3,000)
<b>Capital Gains Tax</b>	Seller	19% – 28% on profit (residents)* 19% flat (non-residents EU/ EEC) 24% flat (non-residents non-EU)  *No capital gains for residents over the age of 65
<b>Notary &amp; Land Registry</b>	Buyer (unless agreed otherwise)	€1,000 – €1,800 combined
<b>Other Possible Costs</b>	Seller	Mortgage cancellation fee, power of attorney, small repairs

At Suncoaster Group, we collaborate with a network of independent lawyers, tax advisers, and accountants throughout Málaga province who can calculate your exact costs before you decide to proceed.

This allows you to understand your estimated net proceeds after all taxes and fees — giving you clarity and full control before placing your property on the market.

While selling without a lawyer is technically possible, we strongly recommend appointing your own independent abogado, particularly if you are unfamiliar with Spanish legal documentation or tax regulations.

Your lawyer will also manage all legal, tax, and administrative obligations after completion, ensuring the entire transaction is handled correctly and professionally.

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