

# SELLER'S GUIDE

## INTRODUCTION

### Why choose Alta Villas to help you market your Property for Sale on the Costa Blanca.

#### Professional and experienced

Alta Villas are a **fully licensed** and **insured**, real estate agency situated right in the heart of the Arenal in Javea. Our multi-lingual team has over 50 years' experience in real estate with the drive and passion to provide a first-class service throughout the entire property buying and selling process.



#### Portfolio

We offer a wide range of properties for sale in Javea and the surrounding areas, including villas, apartments, townhouses, and plots. Our diverse portfolio attracts buyers from all over the world.



#### Expertise

We have in-depth knowledge of the Javea real estate market, and collectively have many years of experience in property sales and marketing. We can guide you on effectively promoting your property for a successful sale in today's market.

Ready to sell? Contact us for a free market appraisal today!  +34 636 720 355



Vicepresidencia Segunda y  
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## Pricing

Our fees are very competitive, and we take pride in our friendly and professional relationships with sellers and buyers. We don't underprice properties to make a quick sale or overinflate prices to win you as a client.

## Effective Online Promotion

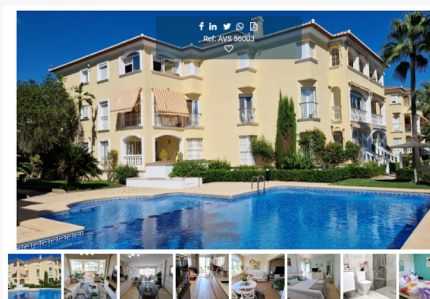
We will showcase your property professionally, providing a detailed description along with multiple photos of both the interior and exterior, videos and drone footage. We partner with top property websites and online portals to reach a wide audience from the local Costa Blanca market to the UK, Europe and worldwide.

## Targeted Client Database

We keep a comprehensive database of clients interested in purchasing properties in the Costa Blanca region built up over many years.

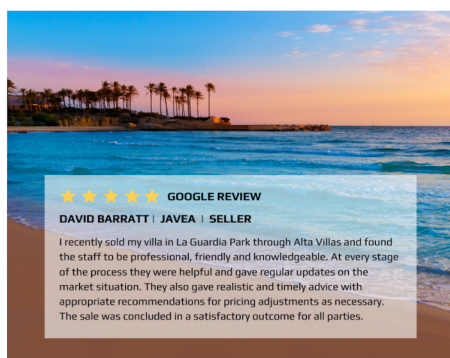
When you ask us to sell your property, we actively reach out to these potential buyers to maximise the chances of finding the right match.

3 Bedroom Apartment for Sale in Javea - AVS 56003



## Collaborative Networking

As a trusted estate agency in Javea, we have a strong network with other agencies. They may have clients looking for properties like yours. This partnership does not cost you anything extra and increases your property's exposure to potential buyers, improving your chances of finding a buyer quickly.



## Proactive and Professional

Our team action enquiries quickly and professionally to keep potential buyers interested in your property. We take the time to understand what our clients are looking for, just like we did with your property. Our aim is to match the two.

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## MEET THE TEAM



### Julie Jones

*Founder Director*

☎ +34 622 354 907

✉ [info@altavillas.com](mailto:info@altavillas.com)

Julie started Alta Villas in 2008 after moving to Javea. With her sales and recruitment skills, she matches people to properties. Julie and her team are dedicated to helping clients with their real estate needs.

### Andrew Stoppani

*Sales Consultant*

☎ +34 622 084 507

✉ [enquiries@altavillas.com](mailto:enquiries@altavillas.com)

Andrew has been in Real Estate since 1987. He worked for national estate agencies in the UK, rose through the ranks to become a five-branch business director. In 2020, he relocated to Benitachell on the Costa Blanca. With 35+ years of experience, he enjoys providing professional advice to buyers and sellers.



### Soraya Sietsma

*Admin and Sales Support*

☎ +34 673 760 675

✉ [support@altavillas.com](mailto:support@altavillas.com)

Soraya is our Sales and Admin support. She is a great team player and will always greet you with a smile. She's Dutch and moved to Spain with her family in her teens. She speaks 4 languages and is always ready to help you with friendly customer service.

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# SELLING PROCESS

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## 01 **From the day your purchaser puts the deposit down to the step 2 is normally 2-4 weeks**

After successful negotiation, the purchaser pays the reservation deposit (usually between 3000 € – 6000 €) and signs the reservation agreement. This takes the property off the market for your purchaser while their lawyer does the legal checks.

You agree to withdraw the property from the market for a set time, allowing the purchaser to check the legal viability of the property and to arrange a mortgage or other funding as necessary. You will be required to supply certain legal documentation in preparation of the sale/purchase.

The reservation deposit is usually held by the agent until Step 2

## 02 **From this step to going to Notary the timing is usually determined by you and the purchaser, (eg, how long you need for your forward plans, how long the purchase needs to arrange their funds, how soon both parties can move etc), but is normally within 6 - 8 weeks.**

After paying the reservation deposit, the purchaser should instruct a lawyer to perform checks on the property to establish its legal viability. These checks will ensure that any debts on the property are known and allocated to the vendor and that the property is duly registered and fully legal.

The lawyer will draw up a pre-sales contract ('contrato de arras' or 'compra venta') which will confirm exactly what is being bought/sold, the timescales of the sale and the 'arras' deposit. At the signing of this contract, the purchaser will pay the balance of the deposit (usually 10% of the selling price less the reservation deposit already paid) to the vendor. This contract is legally binding for both parties.

If the purchaser does not continue with the purchase, they lose their deposit, if the vendor does not continue with the sale or if the property cannot be made viable to sell by completion deadline, the vendor will be required to return the purchaser original deposit PLUS pay the same in compensation.

## 03 **Completion of the sale at Notary**

After the signing of the pre-sales contract, more checks or legal paperwork may be required. On the day of completion, both parties, or their legal representatives with Power of Attorney, meet at the Notary.

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## 03 Completion of the sale at Notary - continued

A Notary is an expert in Spanish law, legally trained and mandatory for any property transaction in Spain, they are employed by the government and so officially do not act for either the purchaser or vendor and it is their job to validate the documentation related to the sale and purchase.

They will ensure that all the paperwork is in order before witnessing the transfer of funds and signing the title deeds of the property over to the purchaser. Both parties will be issued with a temporary copy of the deeds called a Copia Simple.

## 04 Within one month of purchasing the property the property will be legally registered in the name of the new owner at the Property Registry.

After the purchaser has bought the property they have one month in which to pay the relevant taxes (transfer tax in the case of a resale property and IVA in the case of a new build). It is usual for the purchaser's lawyer to organise this and also to register the new ownership of the property at the Property Registry.

# Congratulations!

On the sale of your property!



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