

## Selling Guide

Having been established since 1989 we really know Lanzarote's property market, we have sold property all over the island but due to the location of our office we specialise in the old town of Puerto del Carmen. As a small family run company, we intend to give our clients a bespoke and personal service. We will guide you through the selling process, giving clear and straight forward advice, we aim to go above and beyond the average estate agent service.

Lanzarote is a beautiful island and we are passionate about selling property here and the wonderful lifestyle the island offers. We offer a free valuation service and can advise about current market price, what the market forecast is and all aspects of selling a property in Spain.

### How we sell your property

- Large database of international clients
- Professional photographs
- Floor plans
- 360 Videos
- Responsive website
- National and international advertising
- Extensive agent collaboration contracts

We collaborate with agents in various countries, to get your property seen by a wide audience. We take the time to get to know our buyers to understand their exact search criteria and financial situation, so we eliminate time wasters. We have agents that speak English, Spanish and German. We have a large social media following. Our established office in the Old Town of Puerto del Carmen is held in high regard and maintains a trusted reputation in the community

### Estate Agent Fees

When we instruct your property we will ask you to sign a contract, our fees are 5%\* of the sale price plus 7% I.G.I.C.. We do not charge you to market your property, the fee is to be paid at point of sale.

\*please ask about our special rates

At the valuation we will go through everything in detail but in the meantime here is a little guide to what is needed to sell your property:

### Energy Certificate

An energy rating certificate must be obtained by Spanish law at the point of marketing your property.

The certificate is obtained by an architect and we can organize this for you. The average cost is 100€ for an apartment and 160€ for a villa.

### Electric Certificate (CAI)

If the property is over 20 years then it needs to be brought up to EU standard and an electric certificate needs to be obtained to pass inspection. We can recommend an electrician to give you a quote and can oversee the work if any is needed to be carried out.