



**Spanish Residence** *Authentica S.L.*  
*Spanish property specialists*



## Introduction to Spanish Residence

The company was founded by three people who recently had moved to Spain, and found the experience quite unnerving as information was difficult to source.

One of the partners - who had also been taking vacations in Spain for a number of years, decided that it was also a great place to live or buy property, so the company was formed to advise and sell property in three regions - the Costa Almeria, Costa Blanca & Costa Calida.



With the picturesque beauty of these coastlines, and some of the breathtaking scenery inland - it seemed a shame for the visitors to Spain to miss out, due to the fact they were "pigeon holed" to suit what each property company had to offer - we offer variety and choice with the individual touch

In these areas, there are new properties now being constructed for people who are looking for holiday homes, permanent residence or longer term investments.

Our aim is to treat each and every person that wishes to look at the properties and surrounding areas as we would treat our own family - offering an impartial service and more importantly - a hassle free" environment.

We do not just specialise in expensive coastal villas, we also focus a great deal of our attention in meeting all of our clients needs, and we offer a full range of property services - from reformation projects to commercial premises.

Each buyer has a different view on their "ideal" property - and the only way to find your dream home is to have a wide choice to view and to make your own mind up to which type of property and location suits you best. We understand that this is not an overnight decision, and we try to help by locating a great place for you to stay whilst you view the properties

### **MOST IMPORTANTLY**

As members of the Federation of British Estate Agents, British Chamber of Commerce in Spain & European Estate Agents Union – we can offer you "the consumer" peace of mind and a professional service at all times.

# The region of Murcia & the Costa Calida

## Murcia

Located at the South-East corner of the Iberian Peninsula, between the regions of, Andalusia, Castile-La Mancha and Valencia, the region of Murcia occupies an area of 11,317 km<sup>2</sup> (2.2% of the total surface area of Spain). In terms of surface area the region of Murcia is the ninth largest of the Spanish autonomous communities.



The interior of the Murcia Region is ideal for those in search of relaxation, nature, sport and good food. The mountains here are full of wild game and woodland, and crowned with castles, fortresses, hermitages and convents. Stories and ancient legends enshroud these evocative, welcoming parts, inviting you with their robust, tasty cuisine to enjoy a few days relaxation in the fresh country air. Quiet, sleepy towns, such as Moratalla, Mula, Calasparra, Bullas, Cehégin, Caravaca, Jumilla, Yecla, and numerous other localities open their doors to visitors in search of new, tranquil sensations, those who want to lose themselves for a few hours among holms, pines, oaks and junipers, visit archaeological sites, experience traditional lifestyles, and, to get their strength back, sit down to a hearty stew, some migas or a tasty dish of game, accompanied by a fine bottle of local *Denominación de Origen* wine.

The more adventurous can paddle down river by canoe, go potholing, climbing, and hiking, horse riding and cycling. Those who prefer can learn to knead bread, make homemade cakes, distil essences and liqueurs, cut honeycomb or make cheese. It is a question of taste.

## Costa Calida



Two seas on one coastline - the Mar Menor and the Mediterranean, impressive cliffs, heavenly beaches of endless white sand, lively ports and wild coves with crystal clear water, more than 3,000 hours of sun a year and mild temperatures - even in winter - with a yearly average of more than 17°C. This is the Costa Calida, the ideal place to spend some days relaxing both in winter and summer.

Furthermore, fans of water sports will find one of the best places in the world for practising sailing, canoeing, swimming, water-skiing, jet-skiing, flysurfing, windsurfing, catamaranning, and every other type of watersport activity in its numerous clubs, ports and sailing schools.

# The Costa Calida

**The Mar Menor** has a 73km coastline perimeter with numerous beaches with crystal clear, shallow water (maximum depth of 7m). The Mar Menor lagoon covers an area of 170km<sup>2</sup> – making it the largest Salt water lake in Europe. The average annual temperature of 17°C and mild winters with average temperatures not falling much below 10°C makes this a very exciting place to both live and enjoy a vacation. Property in this area has proven to be a solid investment as there are a large number of tourists flocking to this wonderful place boasting a lagoon & sea with therapeutic qualities, superb all year round climate, vast array of watersports, as well as numerous historic places to visit within easy reach



**La Manga de Mar Menor** itself is a narrow strip of land between two seas, the Mediterranean & Mar Menor, measuring upto 300m in breadth & 21km in length. With over 40km of sandy beaches, La Manga itself is one of the most popular resorts for those looking for all those little luxuries – a choice of two seas with different temperatures, one with waves, the other calm most of the year round. A casino, luxury hotels, close proximity to the airport & Murcia central, as well as a short distance from one of the oldest cities in Spain

– Cartagena, a cultural & historical reference point, a favourite for lovers of art & history

**Los Alcazares** is an old fishing village covering 20 km<sup>2</sup>. Offering 7 km of beaches from Los Narejos to Punta Brava, the town centre can practically be seen reflecting in the waters of the Mar Menor. Due to the bustling tourism that this area has to offer, most if not all common amenities are within easy reach of Los Alcazares with large shopping centres & main routes to all destinations nearby

**Santiago de la Ribera** appeared in 1888 around a hermitage named after the apostle Santiago, and founded by Friar Jose Maria Barnuevo Rodrigo de Villamayor, who was a knight of the military order of Santiago – for this reason the town was named Santiago de la Ribera. The town nowadays has a modern feel to it; the beautiful promenade flanked by pine trees is a beautiful sight, which stretches along the entire beach. The town however has still retained that charm & character of its old ways as a fishing village

**Mazarron** is a popular destination every summer for thousands of people, as well as those who look for relaxing and sunny weekend breaks in winter. Its great tourist appeal makes this coastal town a second home for many people from Murcia and other autonomous communities in Spain as well as the chosen place to live 365 days of the year by many German and English people. Without a doubt the charm of this town resides in its varied and numerous beaches, 35 kilometres of coast to be exact, with amazing marine resources.

# "Authentic Spain" – Inland Murcia

**Calasparra** is a traditional town situated 45kms north-west of Murcia and is aptly known as the "paradise of the region" due to the stunning landscapes and lush green fields and variety of colours surrounding the countryside. A town where the 10,000 or so inhabitants enjoy a real relaxed and typically Spanish way of life

Running through Calasparra - the Rio Segura is a favourite with locals for fishing and swimming (as the water is so clear) - and along the river white water rafting can be enjoyed (both rapids & slow)

If you are more adventurous - there is so much to do here - white water rafting, horse-riding, paintballing, mountain climbing, cycling, fishing, shooting & caves which can be found with stalactites & stalagmites in beautiful underground caverns with cave drawings. A go-karting track is also nearby - so there is a plethora of activities waiting to be enjoyed



**Cehegin** is centrally situated in the Northwest region of Murcia about 600 meters above sea level providing its dry mountainous climate compared to the humidity found on the coast. The town has approximately 14,000 inhabitants spread across the various villages.

The main quality of Cehegin is its old town, built on a mountain. The town is made up of a mix of old medieval houses, churches and glorious architecture providing an enchanting quality as you stroll around the tranquil narrow streets. For those of you that like the countryside and scenery you will find all of this and more in the area: valleys, mountains, reservoirs, forests and wildlife.



**Moratalla** is a town renowned for its rural tourism as it is set in the side of a mountain with stunning panoramic views. Moratalla is 681m above sea level and is located approx 80kms from the cosmopolitan city of Murcia, and has just over 8600 inhabitants. It is the most mountainous zone in the region.

**Bullas** is situated next to the Mula River & has a population of approx 9800 people. Famed for its wine produce – which is known throughout Spain, this town has been producing quality red wine for over 400 years. The steep, stepped and narrow streets thread their way between the pretty houses of the town, which has an interesting history as well as a modern feel in some sections of the town.

# Build you “dream home”

After tireless searching for the ideal property, you decide that so far nothing seems the fit your exact requirements. This is the case some of the time, and although the thought of creating your own home can be daunting, it actually can be very rewarding and less expensive and stressful than you think!

Working alongside Spanish Residence we have a dedicated team of:

- Architects
- Builders
- Designers
- Mortgage & financial advisors
- Legal advisors

We can offer a full service managing the entire process from purchase of the plot of land, design, assisting with meetings with builders & architects (offering translation services in each instance) as well as finally accompanying you the notary to finalise the purchase of your home upon completion



Living in Spain and watching your “dream home being created” is a reality, we have numerous apartments & townhouses that are available to rent from €300 a month, so you can really be involved in your future investment every step of the way, and of course start to adjust to your new climate and Spanish lifestyle.

With plots of land available in all of the regions we cover, we are certain to find a idyllic spot suited to your personal needs, from there on all is left to do is discuss the type of property that you wish to construct.

## Golf property in Murcia

Golf property in Spain is highly sought after - with the warm climate enjoying on average 300 days of sunshine a year making this an idyllic place to enjoy playing a favourite pastime such as golf - and the rental potential of a golf property is very good due to the wonderful climate & scenery, and of course close proximity to all the things people love about Spain - the beaches, the people, fiestas, food & of course the culture

With many famed golf resorts around - there are a whole host of courses and developments to choose from - each with their own unique stamp offering the avid golfer a plethora of facilities to assist them in enjoying their stay within the centre. Spain has in excess of 170 golf courses throughout - with of course Southern Spain dominating as the most popular destination to enjoy this pastime due to its gentle winter climate.

Most of the courses in Spain are well maintained with picturesque backdrops or views of the sea - and the reason there are so many people looking to invest in golf property in Spain is due to the still very competitive prices on offer (one of the most cost effective in Europe).

The region of Murcia boasts many golf courses located throughout the region. Famed courses such as La Manga have been highly publicized for many years. There are however many other courses being constructed - and these are offering tremendous value for money, with sound investment for the future

## Buying with confidence

The Federation of  
British Estate Agents in Spain



**“Look for the Logo”**  
For peace of mind, make sure the agent  
you choose is a Member of the Federation

WWW. FBEAS.com  
Tel 902 024 999

Apartado de Correos 231 Ap, 29631, Arroyo de la Miel, Malaga

# Buying property in Spain

## Investigations before signing a full contract

Buying a property in Spain free of debts, mortgages and other encumbrances requires thorough investigation before signing any document. The most important of these are:

❖ <i>The community of owners</i>	❖ <i>Real Estate Tax</i>
❖ <i>Water supply</i>	❖ <i>Land Registry</i>
❖ <i>Planning situation of property</i>	❖ <i>Electricity supply</i>
❖ <i>Rubbish collect charge</i>	❖ <i>Planning permission</i>
❖ <i>Bank guarantees</i>	❖ <i>Construction Licence</i>

## Contracts

**Preliminary Contract** - In some cases, the property can sell very quickly, perhaps because it is especially attractive, or it is extremely well priced. As a result of this, it is very often that you will be asked to sign some a document to confirm your interest. There are various types of preliminary documents- these include:

**Offer to Buy** - A formal written offer from the potential buyer to the potential seller. It will state that the potential buyer wish to buy the stated property for a stated price and that he will complete the transaction within a stated period. The offer will normally be accompanied by the payment of a deposit to the estate agent or seller.

**Reservation Contract** - A written document in which the seller offers to take a stated property off the market for a fixed period and to sell it at a stated price to a stated person at any time within a stated period. The seller will usually require that the potential buyer pay him a deposit. Once he has received this deposit the seller must reserve the property for the buyer until the end of the period specified in the contract. If the potential buyer does not go ahead, they can lose the deposit. If the seller refuses to go ahead the buyer is entitled to claim compensation.

**Full Contract** - A full binding commitment to buy the property. It is the most common type of document and it is called "Contrato privado de compraventa". It is an agreement that commits both parties. The seller must sell a stated property at a stated price to a stated person on the terms set out in the contract. The buyer must buy. Remember that under Spanish law by signing and completing this contract you become, in some senses, the owner of the property, though you will need to sign a deed of sale (escritura) and register your ownership to be safe as far as third parties are concerned.

## Common terms

**Escritura** - The title document proving who the owner of the property is and containing a detailed description of the property itself. It is, under Spanish law, necessary for the Escritura to be signed before a Spanish Notary Public.

**Notary** - The Notary is a public official who put on the public record the fact that the title deed recording the sale/purchase has been signed in his presence and understood by the parties concerned. The function of the Notary is not to advise or to protect either your interests or the interests of the person selling the house. When the Escritura is signed in front of the Notary the purchase price must be, in his presence, handed over to the person selling the property or the seller must confirm that the money has already been handed over. Proof of such payment must be then incorporated into the title deeds of the property.



**Fees and Taxes** - In Spain when a property transaction takes place, as in any other country taxes and fees have to be paid at completion. Failure to do so means that registration of the Escritura at the Property Registration cannot take place. The fees & taxes you should expect to pay are as follows:

**Notary's fees** - The Notary's fees for the execution of the Escritura are fixed by a sliding scale established by law.

**Land Registry's fees** - For the registration of the Escritura at the Land Registry, again a sliding scale is applicable dependant on the purchase price. In accordance with Spanish law the Land Registry's fees must be paid by the seller.

**Commissions** - The seller will have an agreement with an agent or agents to pay them a commission upon completion of a sale to a client that agent has introduced, the commission the vendor has to pay will always be reflected in the final negotiated purchase price.

**Transfer Tax or VAT** - If the seller is a private individual and not a property developer, the sale is subject to a transfer tax ("Impuesto sobre Transmisiones Patrimoniales" – ITP) at the rate of 7% ("Comunidad Autonoma de Murcia" and "Comunidad Valenciana") levied on the purchase price as declared in the Escritura (Article 11.1.a) LITP-AJD). If the seller is a company or developer, the sale is subject to a VAT ("Impuesto sobre Valor Añadido" - IVA) at the rate of 7% (Article 91.1.7° LIVA) will be levied on the purchase price plus a stamp tax at the rate of 0,5 or 1% (Article 31.2 LITP-AJD)

**Plusvalia Tax** (Impuesto sobre el Incremento Del Valor de los Terrenos de Naturaleza Urbana) - This is a municipal tax on the increase in urban land value; The Plusvalia is based on the assessed increase in the official value of the property from the date of the previous sale to the date of the current sale. The amount payable varies widely since it is based upon the assessed increase in the land's value and the lapse of time since the prior transaction. The amount payable also depends on the location of the property and the applicable scale. The Plusvalia Tax must be paid by the seller.

**Capital Gains Tax** - This must not be confused with the above-mentioned Plusvalia Tax, as it is not based on the official value of the property like the Plusvalia Tax, but on the real value. The Capital Gains Tax is based on the increase in the purchase price and the sales price.

**There are many obligations to fulfil throughout your purchase in Spain and we would always recommend that you appoint a Spanish lawyer to represent you throughout**

# Visiting Spain



When buying a property overseas - the most important consideration is the area and location, as most types of properties can be found at most locations! With some of the "special offer" inspection trips advertised, you only manage to get a couple of days stay - and spend most of that time trying to cram in as many properties as possible - in the hope that you will eventually buy.

Our purchasing trips offer a cost effective and flexible way to view properties, and for your convenience if you are unable to hire a car - we can meet and collect you from Alicante or Murcia airport. Before you arrive in Spain - we can organise or recommend a number of hotels providing accommodation (recommended time of 2/3 days)

Our sales staff will offer you their undivided attention for the duration of your trip - as our trips are conducted on a 'one to one basis', we can concentrate on your needs and the trip is tailor-made for you! Our representative will value your feedback and will work with you to find your ideal home in the sun!

## Three reasons to buy property in Spain

1. **Healthcare** – Spain has been listed in the top 10 best rated healthcare systems in the World. Meaning you will receive better attention and care than offered in the U.K.

Not only that but areas such as the Costa Calida & Murcia region are renowned to offer a better all round lifestyle for those with ailments such as asthma, breathing difficulties or skin complaints such as eczema – with life expectancy in Spain a lot higher than that in the U.K. mainly due to lifestyle, climate & diet

2. **The Cost of living** in Spain is so much lower than that of the U.K. Typically property is cheaper, local rates & taxes are cheaper, and of course the general lifestyle purchases (such as food, drinks, shopping etc is also a lot lower)

*General example of family of four living in rural Murcia*

- Council tax equivalent per year €85.00
- Water rates (per year) €180.00
- Electricity (per year) €850.00

3. **Climate** – it is well known that Spain is the hottest country in Europe – and there is nothing better than waking up every morning to bright sunshine and cloudless skies instead of cold, wet grey mornings!

# Property management



Property Management can be a headache to sort out. It is very difficult to find a company who will give you 100%. That's where Spanish Residence Property Management in Murcia "comes to the rescue"

Unlike many other companies, we only charge a flat fee of 350€ plus IVA per annum.

We believe our clients deserve the very best we can provide, that is why we offer only one

management package that is easy to understand with no hidden extras.

## **OUR MANAGEMENT AND RENTAL PACKAGE INCLUDES :**

Property Management Package..... € 350.00 per Annum

Property rental commission ..... 12%

Laundry charge € 7.50 – per person

Cleaning charge depend on size of property.

Welcome / food packs are available when combined with the "Meet & Greet" service & are priced according to your personal requirements.

"Meet & Greet" Service (office hours)..... €30.00

(Out of office hours)..... €50.00

Personal airport transfers from either Alicante or Murcia to your chosen destination (P.O.A)

Furniture packs, electrical appliances & "white goods" delivered & fully installed.

Personal shopping trips to Murcia..... from €70.00

All property maintenance / repairs, pool cleaning & decorating carried out & priced according to your requirements.



*Below we have listed some of the questions more frequently asked by some of our clients, prior to joining our property management and rental services. Should you have any other questions please feel free to ask a member of the team. Our aim is to give you 100% commitment all the time.*

## **FAQ'S**

*Q: Do I need a Management service?*

*A: Yes, rental agencies will not rent your property unless you have a management contract.*

*Q: How many weeks per year rental can I expect?*

*A: We do not offer guaranteed rentals and this can vary for different properties and areas. We will always advise you how to get the maximum rental coverage per year.*

*Q: How do I collect my rental income?*

*A: We will deposit the money directly into your bank account.*

*Q: Does Spanish Residence Property Management take a security deposit from tenants?*

*A: Yes, always. The amount will vary depending on the property.*

*Q: Who collects the rental monies from the tenants?*

*A: A senior member of our property rental team, unless a standing order has been set up.*

*Q: Do I need house insurance?*

*A: Yes, all our rental properties must have building, contents and public liability insurance as this is required by law in Spain. We can help you obtain a competitive quotation for all.*

*Q: Where do you advertise our property?*

*A: We advertise your property on our website which is highly ranked in Google and on at least 10 other websites & portals. We also advertise in the Murcia Gazette each month.*

***Contact us now to see how we can help you with the purchase, rental or management of your property in Spain.***

**Web: [www.spanishresidence.com](http://www.spanishresidence.com)**

**Email: [sales@spanishresidence.com](mailto:sales@spanishresidence.com)**

**Call: +44 20 3287 7403**