



Prohome Spain's Guide to

Buying your Spanish home

How to Find Your Dream
Home at Your Dream Price



Browse hundreds of properties
online at:

www.prohomespain.com

For free advice and help with any questions specific to
your own search for a new home, please feel free to
email info@prohomespain.com



OUR MISSION STATEMENT

“Prohome Spain was established to make the process of buying a new home as easy and enjoyable as possible for our clients! We have each dedicated our careers and livelihoods to this goal and, as your agents, we will tirelessly strive to ensuring that you secure the right home in the right location at the right price.”

*Bas Mateike & Andrew Guy
Founding Directors of Prohome Spain*



“In **2013**, the average buyer viewed over **300** properties online and **7** in person here in Spain before buying!”

In an age of incredible technology and convenience, it's easy to forget that searching for a new home is hard work. Whether you want to join the 3.69 million other foreign people living full time in Spain, or you simply want a more permanent base for regular family holidays, this guide will show you how to find and secure your perfect home.

Preparing yourself: The 4 Key Steps

When you start looking for a property in Spain, it's crucial that you follow some basic steps to make sure you stay focused on your goals and are ready to make a decision when the right property comes along



- Decide what you need and what you'd like



- Get your finances sorted out



- Contact us and check the facts before travelling



- Book your trip to Spain and get excited!



1. Deciding your needs and likes

The most successful house hunters in Spain are always those that have prepared well and know what they are looking for. Not only does this help you to focus on where you should spend your time, but it also helps your agent to select the right homes in the right area from the start. The clearer you are to your agent, the better their selection should be.

Your circumstances will define what you need in a new home, but there will also be some other things that you would like to have, in an ideal world. Tell your agent which things are essentials and be open minded on the other points. That way you stay focused on the most important points, while still widening your choice of potential properties.



2. Sorting out your finances

This is one of the most important points for you and one which it is essential to sort out before coming to Spain to look at property. The Spanish real estate market is very busy with both domestic and foreign buyers, driven mostly by the bargain prices in recent months.

It is therefore in your interests to make sure you have prepared as much as possible from home.

Any preparation you do before coming to Spain will help make sure that you are able to act decisively and correctly when the right property comes along, safe in the knowledge that you know your finances are sorted out.. If you have questions about financing your new home then please ask us before booking your trip to Spain.

Remember, the Prohome Spain team are here to help you.



3. Checking the facts with us

It's easy for our clients to sit at home looking at property on the internet, watching television programs about buying abroad and reading endless articles about the process of a house purchase in Spain..

This is all part of the process, but in reality, everyone's experience is different, so no matter how much you read or what you watch, nothing can replace one to one advice.

So once you have collected your thoughts, consulted your family, done some research online and decided to get serious about your house search.. get in touch with the Prohome Spain team. We will then be able to tailor our free advice to your personal circumstances and, because we all live in Spain already, our advice is based on our personal experience and knowledge of where we live. It's free, try us..



4. Booking your trip to Spain

So, you've done your research, bought the magazines, watched every episode of “A place in the sun” and decided that you want to get serious about finding a home in Spain.. so what's next?

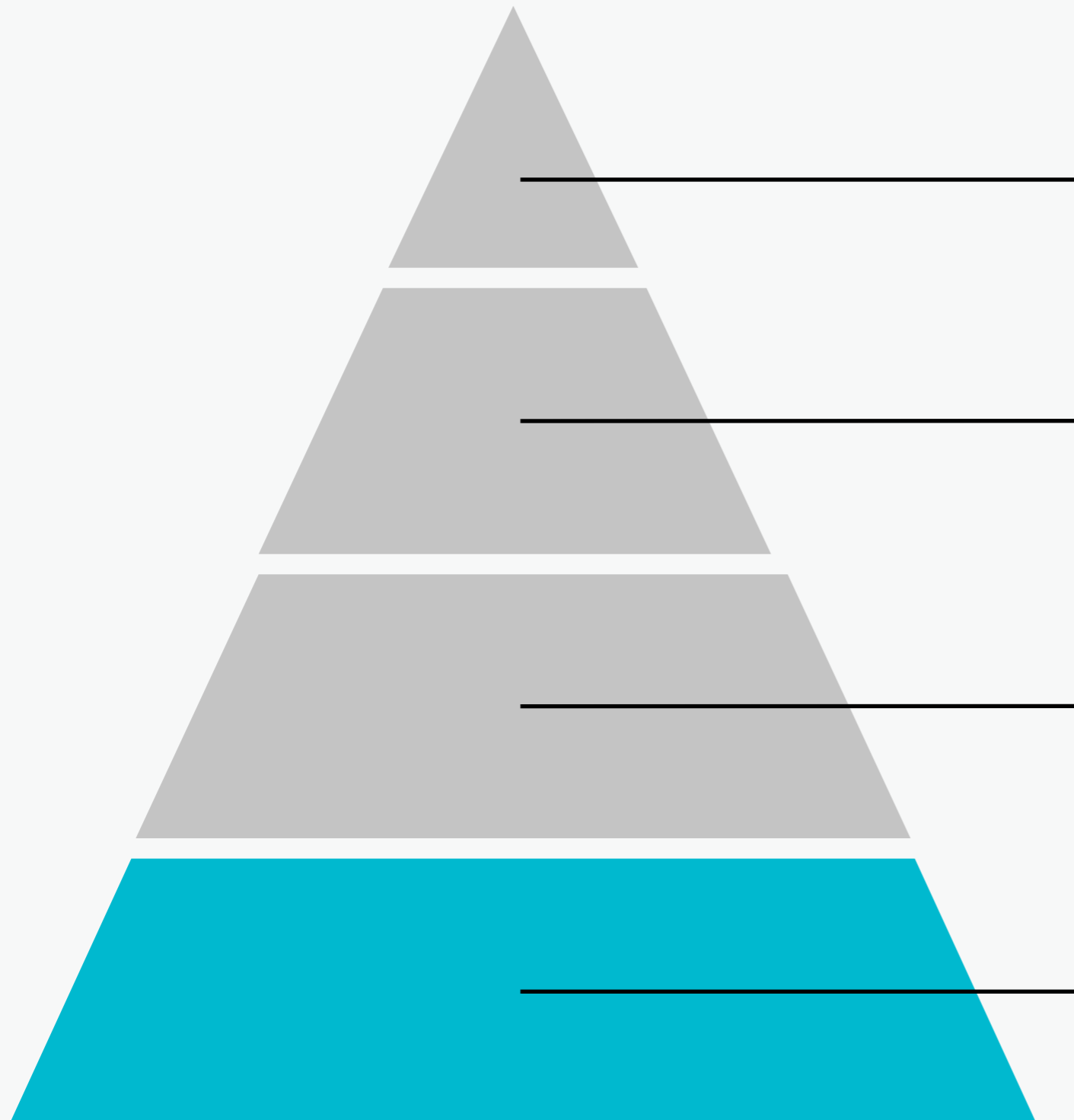
It's time to come to Spain and find your new home!!

But remember to contact us before booking your flights!

Tell us when you are thinking of travelling and we'll check to make sure you avoid Spanish national holidays, arriving at the best airport and of course that a Prohome Spain personal adviser is available to meet you during your trip.

Buying a property in Spain should be enjoyable, full of discovery and new experiences, so get excited and we'll see you in the sun..

Your Search – Factors to consider



4. Condition

This is the easiest factor to change, so see past the decor. Would you take on a project?

3. Size & Type

Stay open minded on property type and you might just be surprised what you see and fall in love with.

2. Price

While your budget may be a little flexible, know your limits and tell your agent from the start.

1. Location

This is the most important factor, and the one you can't change. Make sure the location suits you.



1. Location

Location affects everything from the future value of your home and the medical care you receive, to the education of children and, since you can't change your home's location once you have bought it, you should consider this factor very carefully.

A home might look great from the street, but a birds eye view might reveal a nearby motorway, industrial plant or manufacturing area, all of which can affect a home's value. The Prohome Spain website displays map views of all of our properties, so you can see the full picture. But remember that there is no substitute for visiting a home in person.

But what other factors might be affected by location?...



1. Location (cont.)

Work: Are you going to be working while living in Spain? How close is a property to your potential employment locations?

Schools: If children are coming with you then which town's catchment area is the property in? Is there school transport?

Public Transport: Will you have access to a motor vehicle in Spain? Will you need to rely on public transport?

Medical Facilities: Health care in Spain is fantastic, but are there nearby hospitals and medical centres which suit your needs?

Services and Shops: Are there sufficient services, shops, supermarkets etc in the area to satisfy your needs?

Beaches: How easy is it to get to the beach? How are the facilities there?

Infrastructure: Is there a good road network? Is the airport within easy travelling distance?



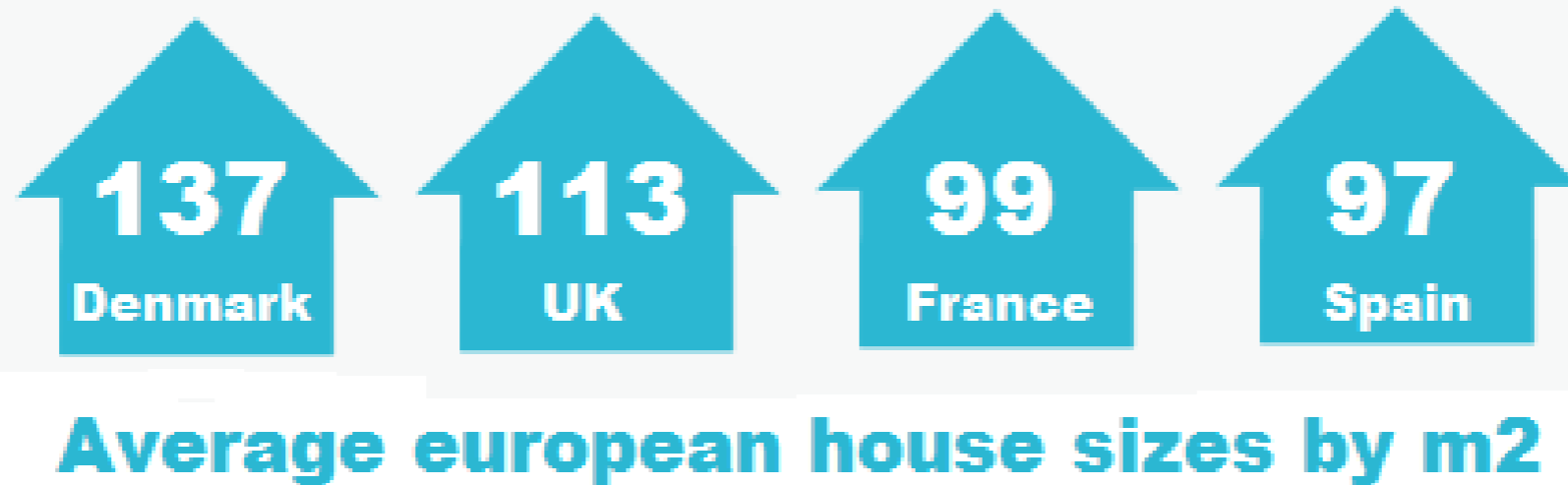
2. Price

Thanks to your preparations before coming to Spain, you should have a good idea of your budget, but remember, there are taxes and legal costs involved in any property or land purchase in Spain which should be taken into account. You can find information about these costs in the “**Buying in Spain – Legal process**” section of our website as well as a useful guide to your annual budget once you own a property in Spain. Your adviser will of course go through these with you in more detail.

The prices quoted on our website are arrived at after negotiation with the present owners, so we already show a realistic price for the property which you will often find is cheaper than similar properties on other websites.



3. Size & Type



As you can see from the above illustration, as you head south in Europe, the average internal m2 of a property decreases!

Should we be surprised? In a word, no!

In Spain, the internal size is still important, but not as important as external space, both private or communal. Priority is given to courtyards, terraces, solarium, balconies, pool areas and gardens. Our fantastic weather means that the time spent indoors is greatly reduced and emphasis is given to outside living, to outside entertaining, to a more Spanish way of life...



4. Condition

The condition of a property of course has an effect on its value and this sometimes creates an opportunity for a smart buyer..

Redecoration: If you can see past some old furniture and an uncared-for decor, then a cheaper property can quite often present an opportunity to add additional value from day one. The house buying process is a personal and often emotional experience. Some clients expect to see a perfect property, clean and new, which they can move into straight away. They would not even consider a property which required a little TLC.. But for those clients who have a little vision, such a house has a lot of possibilities and is quite often well priced, so remember to keep your eyes open and see past decoration when you can. You might just spot a gem..

Reform: A house in need of reform can be quite a different prospect, but please remember that if you have the vision then we have the expertise and you would be surprised how quickly and easily a new kitchen, some new tiles on the floor and a bit of general decoration can change a property. If you are so inclined and are prepared to wait a little time for changes and improvements to be made, then there are some bargains out there and our architect and building teams will help you every step of the way.



Work with Prohome Spain to find your dream Spanish property..

For free advice and help with any questions specific to your own search for a new home, please email

info@prohomespain.com

What else can we offer you?...



1. Local Expertise

Professionals know everything possible about their chosen career.. Taxi Drivers know the local geography, Police Officers are versed in the local culture, laws and politics.. The best real estate agents know all of this and more; local businesses and attractions, architectural styles, furnishings, electrical goods, heating and air conditioning systems etc..

Most importantly, good agents know the local market; what kind of properties are available, how much they cost and how this compares to other areas. At Prohome Spain we have many years of experience providing professional help and advice to thousands of clients and we consider ourselves to be real experts of our local area..



2. Negotiation Expertise

Whether you're buying your first, second or even third property, most agents have you beaten when it comes to experience in property negotiation.

If a property is open to offers, then a good agent knows what offer would be reasonable and stand a chance of being accepted.

He can guide you in your negotiation in order to try to broker an agreement which represents good value to you and where the terms and conditions of the purchase are clear. This last point is particularly important when considering items included in the sale such as furniture, which should always be confirmed in writing.



3. Law and Contract Expertise

Buying a property is a complicated process, full of legal and financial obligations, which no lay-person can be expected to keep track of. Add to this the extra complication that it is being done in a foreign country and all of the documentation is completed in a foreign language and it is clear that you will need clear professional assistance.

At Prohome Spain, our experience means that we are familiar with all aspects of your purchase and our professional approach means that we can offer you advice in a clear and concise manner throughout the purchase process. Our legal team also work independently to ensure that your rights and interests are protected at all times. An all-inclusive service that is second to none.



4. Professional Referrals

Agents aren't the only real estate professionals that you'll be working with when buying a property in Spain.. There are lawyers, banks, currency exchange companies, builders and external contractors all to be considered. Finding good partners in your purchase is very important..

Prohome Spain has this covered for you too.. We have long professional relationships with many other professions in the real estate industry and can act as your “concierge”, referring and arranging quality professionals with experience and knowledge, that you can trust for all of your needs.



5. After Completion

Just because you have the keys to your new home, it doesn't mean that our job as your agent is over.. There are plenty more boxes to tick and details to deal with even after you have gone to the notary to complete on the purchase of your new home..

These include everything from setting up your utility bills to assigning external contractors to carry out any improvements you wish to carry out on the property.

Again, Prohome Spain stay in touch with all of our buyers well after completion to provide ongoing advice and assistance where necessary.



MORE INFORMATION

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