

Unique Mallorca

Make

Selling

Easy...



Are you thinking of selling your property? Our Unique Mallorca Team Can Always Assist.

Here you can read through some useful tips & advice - Before you make any decisions...

- 1) **Know the true value of your property.** Remember that a **property is only worth what a buyer is prepared to pay !** Knowing how much your property is really “worth” means knowing the current market. You can investigate this by doing your homework about any similar properties recently sold or by obtaining valuations from professional & reliable estate agents. Alternatively, you can use one of a multitude of professional valuation companies, however they can be costly. **Good Real estate agents should always know their market inside out** and be able to judge the true value of your home without any issue.
- 2) **Know your bottom line & expenses before you begin to market your home.** This means that you should think about any fees you may need to pay - for example:-

Mortgage cancellation fees (where applicable). See your bank for details.

Real estate fees, make sure you read your agency contract carefully. At Unique Mallorca we keep it simple but some other agencies use more complex commission contracts that have a lot of small print. Make Sure you read everything through carefully before signing it.

Taxes, It is imperative to know your tax situation. Capital Gains tax can seem complex & difficult to understand - especially without the right and help and advice. You **must** speak with your lawyer or accountant to discuss where you

stand. You will always need to pay **3% of the selling price** (as detailed in the new title deed). This is known as the “**withholding**” tax and is so-called because the buyer “withholds” this money from the transaction in order to hand it over to the government (as a security deposit against your Capital Gains tax). Providing that you follow the official guidelines & laws and file a Spanish tax return, you will have this money returned to you without delay. Your estate agent should be able to provide you with a guide to these figures. Tax laws and status varies - this is why Unique Mallorca always recommend seeking the advice of a qualified lawyer or tax advisor to ensure that the information you receive is current and correct before you proceed.

- 3) **List your property with a select few agents** - no need to sign any exclusive agency agreements. These can limit your options, but it is also advisable not to give it to every agent in the world ! An excessively publicised property makes your home overexposed on the market & de-sensitises buyers to its charms & appeal. **Choose your agents carefully**.
- 4) **Make sure your home is well staged for photos & ensure that agency listings have correct information**. You should have your title deed on hand at the listing to **prove that you do have the right to sell the property** & to enable your agent to take true values of specifications like m2 etc. **Photos are the best selling tool of any agent** so please - bear this in mind when they are being taken and follow the instructions below to maximise the promotion of your property.
- 5) **You never get a second chance to make a first impression**. Make sure you follow the instructions below if you want to make the most of your viewings & promotion of your home.

The first minute is crucial . Correctly presenting your property is vital. Most people claim to have the foresight to see past any small negative details but the reality is quite different ! Stand out from the crowd by:-

- **Keep your home Clean & Presentable** No dirty washing up in the sink, filthy surfaces or unnecessary clutter lying around. Clutter always makes your house or apartment seem much smaller than it really is. Having a tidy home makes a great deal of difference.
- **Create a Pleasant Atmosphere** For example: light the fire or use candles, turn on the a/c or heat if needed.
- **Make the rooms light and open** Open shutters & draw back any curtains or blinds that hide pleasant views.
- **Think of how your home smells** Bad smells make your buyers run a mile. Open windows to let the air circulate or use air fresheners if necessary. If you have any pets then try to keep them out of sight wherever possible.
- **Think of all the small details** - make the beds, arrange the cushions & outdoor furniture. Make your home resemble a blank canvas so that your potential buyer or renter can easily imagine themselves living in your villa or apartment.

Why choose Unique Mallorca to sell your home ?

Simple - Because we **Guarantee a Uniquely Superior Service** to each and every one of our Vendors:-

1) **We guarantee that we are Responsible**

We are a **highly experienced** property sales team & property service managers, so we always **ensure that your home is kept secure** - this means locking up correctly when we leave & always accompanying clients & any of our partner agencies on the viewings. We are a **fully insured & liable** company with **legally contracted & salaried employees**.

2) **We guarantee Fantastic Internet Exposure** - our site offers **top positioning on the internet** for Google, Yahoo, and many more search engines. We have internet advertisements shown a minimum of **12,000 times a day** & receive over **1000 visitors a week** on our web site. Our international clients & property enquiries come from all over the world.

3) **We guarantee to Publish Advertisements.**

We use the **leading** locally distributed **Property Magazine** and also offer our own glossy magazines which are well circulated throughout the area. Shops, Restaurants, Golf Clubs, Country Clubs, 5 Star hotels & More...

4) **We guarantee you the full Benefit of our experience.**

- We have been living & working in real estate here for **more than a total of 20 years**. We have an **established client base** - offering a large existing network of clients & investors - with a heavy presence throughout our area and many of our buyers simply waiting for certain types of properties to come up for sale. Our team of **multilingual agents** offer a multitude of skills from expert photography to internet seo & programming & graphic design.

5) **We guarantee a No Nonsense & Unique approach to selling your property.**

- Our Unique style is a **highly personalised** service - we listen to our buyers true requirements and try to match their complete needs - this **avoids a lot of time wasting**. It is not about numbers of people trooping through your home - it is about the right type of buyers - **serious clients** who already know about your property in detail and have a genuine interest in viewing & purchasing. We do not believe in wasting your time or our own. We believe in **complete honesty & transparency**, Our good name depends upon this and has formed the basis for our continued growth here on the island.

6) **We guarantee maximum exposure with our Partner Agencies.**

Our **official collaboration** agreements include many of the islands biggest and smallest agencies, as well as real estate companies internationally & worldwide - including Main land Spain, London, Manchester, Dubai, Prague, Russia & even Rio de Janeiro. We offer a total of a network of **over 400 agencies**. This gives you the advantage of leaving your home in capable and trustworthy hands whilst allowing other real estate companies to have marketing access to your villa or apartment. In the event of one of our partner agencies achieving a sale, we share commissions between us accordingly - we have **legally binding contracts** in place with all of our partners & **excellent working relations & ethics**.

7) We guarantee 24 hr services. 7 days a week. 52 weeks a year.

All of which we offer from our **highly Visible large office** on the main road of El Toro / Pto. Adriano. We offer selections of property brochures & information sheets - day or night. We also provide a **24hr telephone & email service** for all of our clients - Buyers & Sellers alike.

8) We guarantee placement of a Stylish “For Sale” Board.

- Should you require, we will happily place **one of our For Sale boards on your home**. Our boards are “no expense spared” silver & are truly exceptionally unique. Mirrored surface that catches light & movement for attention whilst remaining discreet & stylish.

9) We guarantee a non greed policy !

- Our **Rates of Commission** are **not set in Stone**. Our commissions are lower than most of the big agencies who can charge 6% or sometimes as much as 8%) but we are **always willing to negotiate** - if the deal requires our help to push it through.

10) We guarantee that you can Relax...

We will **take care of everything for you** and ensure that the sale goes smoothly & trouble free . We offer all of our purchasers our own in house services - like mortgages, legal help, currency exchange, surveys, property management, rentals & administration. This means that we have **complete control & confidence in our job**. We are kept up to date & fully informed by the relevant parties at all stages of the deal and are **always able to pass this vital information & support onto you** - our vendor. We can even appoint a lawyer on your behalf - Unique Mallorca always means Trouble Free....

Please contact us today for a free - no obligation valuation & consultation.

With Our Warmest Regards

Philippa & Michael

Unique Mallorca Real Estate S.L.

