

# *ADVillas*

**PROPERTIES TO SUIT EVERYONE ON THE  
COSTA BLANCA  
COSTA CALIDA  
INLAND COUNTRY HOMES  
AND  
BUSINESS PROPERTY SECTION**

***INFORMATION ON:***

- *THE BUYING PROCESS*
- *BANKING*
- *MORTGAGES*
- *LEGAL REPRESENTATION*
- *AREA INFORMATION*
- *MAPS*
- *AND MUCH MORE*

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# ADVillas

## Quality homes on the Costa Blanca

Dear Client,

Thank you for taking to trouble to contact ADVillas. Within this pack we hope you will find some useful information to assist you in buying your dream home in Spain.

Let me start by introducing myself. My name is Dave Flin and I run ADVillas. We are a small company which takes great pride in the quality of the service we provide. Our reputation is everything to us.

We have a wide selection of properties from New Build to Country Properties, Commercial Property and Resale's, whether you are looking for investment property, a holiday home, business or a family home for full time living. We have something for everyone,

Our service includes everything you would expect and, we like to think, that little bit more. This includes assistance in arranging your buying trip, introduction to English speaking solicitors and Bank Managers, finding the property to suit your needs, and of course a full after sales service.

If you have any queries at any time with regard to any aspect of your purchase, we will be only too delighted to offer you our advice.

We look forward to speaking to you in the near future.

Kind regards

**Dave Flin**

Dave Flin

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## ADVillas

ADVillas offer a comprehensive professional and personal buying service. Whatever your buying criteria we will try to ensure the process is thorough, stress free and above all successful.

We have in depth knowledge and experience of both property sourcing and the legal completion of Spanish purchases. This includes property research, legal, banking and mortgage funding if required.

At ADVillas we are entirely independent of any builders, banks or solicitors. Our advice and recommendations are impartial and based solely on our experience and interpretation of our customers' requirements. We only work with selected reputable builders and developers who are legally authorised and who can if necessary provide guarantees.

## WHAT CAN ADVillas DO FOR YOU?

### **- Find the right Property / Business**

We have extensive knowledge of the Costa Blanca and the Costa Calida Regions (Murcia and the Mar Menor) and we also have a selection of country properties inland of the Southern Costa Blanca. Within these areas we have a comprehensive list of locations that include Coastal Regions, Spanish Towns, Rural Spain and Luxury Golf Resorts.

### **- Guide you through the Legal Process**

Buying in Spain can be a complicated process and therefore very different to buying in the UK. Using our experience we will guide you through the buying process and ensure there are no unseen surprises along the way.

### **- Setting up your New Home / Business**

Before and After your purchase we can help you with a range of things :

- Legal and Fiscal Representation
- Banking Services
- Mortgages
- Shop Fitting
- Insurance
- Property Management
- Furniture
- UK Television Installation
- Telephone/Internet Services
- Car Hire
- Etc

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## BUYING A PROPERTY IN SPAIN

### BUYING A NEW BUILD

The sequence of events for buying a New Property is stipulated by the builder and can vary from builder to builder.

Listed below is an example of a typical agreement.

1. Open a Bank Account
2. Apply for an NIE number (Non-residents ID number)
3. Find a house at price set by builder. (Allow additional 10% to cover tax and legal fees)
4. Pay a NON - REFUNDABLE amount of 3000 - 6000 Euros as a reservation fee to the builder on the signing of a Compra - Venta (Buy - Sell) contract.
5. Builder prepares a contract, which should be approved by your solicitor before proceeding. The contract will state the payment format and a completion date.
6. All Stage payments to be made according to the contract.
7. Arrange for a Bank Valuation if a mortgage is required. For a mortgage, the bank will require a P60 and 3 pay slips or 2 years accounts for a self employed person.
8. We will perform a property check and provide both the Builder and the Buyer with a snagging list.
9. Agree a completion date through the agent and solicitor with the builder.
10. Complete the purchase at the notary with both parties and their solicitors present

Please note that ALL payments are NON - REFUNDABLE. Should you withdraw from the sale part way through, some builders will re-sell the property and then refund your money but they are NOT legally obliged to do so.

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## **BUYING A PROPERTY IN SPAIN**

### **BUYING A RESALE**

The sequence of events for buying a Resale Property is usually more simplified than a New Build.

Listed below is an example of a typical purchase.

1. Find a house and price to suit. (Allow additional 10% to cover tax and legal fees)
2. Open a Bank Account
3. Apply for an NIE number (Non-residents ID number)
4. Pay the NON - REFUNDABLE deposit of 10% as a reservation fee to the vendor on the signing of a Compra - Venta (Buy - Sell) contract.
5. Solicitors prepare contracts. The contract will state the initial deposit, completion date and therefore payment of remaining 90%.
6. Arrange for a Bank Valuation if a mortgage is required. For a mortgage, the bank will require a P60 and 3 pay slips or 2 years accounts for a self employed person.
7. We will perform a property check and provide both the Vendor and the Purchaser with an inventory.
8. Complete the purchase at the notary with both parties and their solicitors present

Please note that ALL payments are NON - REFUNDABLE should you withdraw from the sale part way through.

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## BANKING / FINANCE

### **Mortgage Information**

Listed below are some of the main features of obtaining a mortgage in Spain when you are a Non-Resident.

- Mortgages can be obtained from Banks in Spain up to 70-80 % of the banks valuation of the property.
- The Bank Valuation of the property is not the same as the buying price. For example, if you buy a new build property from plans, the value of the house is likely to be far higher on completion than the price agreed with the builder at the time of purchase.
- The Bank Valuation of a resale often reflects the purchaser's ability to pay, as much as it reflects the price of the house.
- Banks will require a P60 and three recent pay slips. For self employed it is normally two year's accounts. (These are flexible requirements and the bank simply wants some proof of ability to pay)
- Mortgages tend to be arranged over 10 - 15 years as a repayment mortgage. Now though most banks will stretch the period to 20-25 or even 30 years.
- Current Mortgages rates at time of printing are between 5.00% - 5.50%
- Mortgage documents are signed at the notary on the day of completion.
- There is normally a set up fee of 1.5% of the value of the mortgage.
- Early resettlement of a mortgage usually incurs a 1% penalty.

Please note that if you have applied for and obtained certain certificates stating that you have a permanent address in Spain, the rules may change slightly in favour of the borrower.

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## THE AREA

### THE COSTA BLANCA

Less than two and half hours flying time from Britain you can be on the Costa Blanca, Spain - the Mediterranean paradise of hot summers and warm winters thus enabling a relaxed healthy lifestyle and better quality of life.

The Southern Costa Blanca runs from Alicante south to San Pedro this region is extremely popular with British homebuyers and holidaymakers. It has been designated one of the healthiest places in the world to live by the World Health Organisation, with at least 320 days of sunshine each year and temperatures ranging from 16 degrees C in winter to 32 degrees C in summer. The air is fresh and clean and the weather is superb all year round.

The Costa Blanca, Spanish for 'The White Coast', has 212km of coast and 101km of magnificent beaches and coves. Europe has awarded the region more Blue Flags for clean and safe bathing than any other area on the continent making it ideal for swimming and enjoying the many various water sports available.

Its miles of beaches, pleasant climate and plentiful tourist towns have made it one of Spain's most popular holiday destinations. Towns such as Benidorm (North Costa Blanca) and Torrevieja (South Costa Blanca) are greatly favoured by the tourists and provide many excellent facilities as well as extensive beaches, tranquil coves in which to relax and vibrant cafe lined promenades. There are beautiful sand dune conservation areas and dramatic salt lakes as well as mountains alive with wild flowers and rare birds.

There are resorts and towns to suit everyone each with their own identity. Alicante is a bustling cosmopolitan city with its hill top castle, large marina, beaches, beautiful promenade, department stores, boutiques, tapas bars and restaurants. Elche is famous for having the largest palm gardens in Europe as well as being an interesting and cultural city. Along the coast are the resorts of Santa Pola, La Marina, Guardamar, La Zenia and Cabo Roig. Torrevieja is a busy resort which has everything one would expect from the largest weekly street market in the area; sophisticated shops to large supermarkets, sandy beaches, two marinas (with plans for major expansion in the near future) hospitals and health centres; numerous restaurants and cafes and an extensive promenade.

Spain's wonderful weather encourages a healthy, active outdoor lifestyle. There are clubs societies and recreational activities for everybody. Stunning golf courses and, with very few requiring membership, which means you pay and play for a lot less than at home and most resorts offer other facilities including tennis, swimming, gyms and saunas.

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## COSTA BLANCA



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## THE COSTA CALIDA

Costa Calida is the coastline of the Murcia region and maintains an average annual temperature of 18°C. The coastline is varied with never-ending beaches and coves, crystalline waters and lively sailing and fishing ports. The Murcia Region has become a meeting point for both tradition and modernity. Its towns and cities teeming with life and colour, offer the visitor a wide range of unforgettable places.

The two seas of the Murcia Region - Mediterranean Sea and Mar Menor (*Little Sea*) offer the ideal conditions for you to enjoy sea sports all year round. The Mar Menor is famous for the therapeutic properties of its mineral rich mud and clay, which are widely recommended by health experts. San Pedro del Pinatar is well worth a visit as it has a long jetty out into the Mar Menor where you can either pay to have a mud bath or simply do it yourself! Perhaps the most famous names in this area are the La Manga Strip and the La Manga Club.

The surrounding area is now seeing an influx of golf courses, sporting facilities and an excellent infrastructure. There are in excess of twelve new Golf Developments/Resorts in the area, either completed or under development giving this area the new name of 'The Costa Golf! This has attracted many quality developers, who are building very affordable housing ideal for clientele in search of a holiday home with rental potential or permanent living.

Plans are in place for a new International Airport outside the regional capital Murcia, and an increased capacity at the already established San Javier (Murcia) Airport together with new motorway links throughout this region. This improved accessibility will further enforce the current trend of above average price growth in the area.

It is also one of the most beautiful and culturally rich regions of Spain and often referred to as the Garden of Spain. Orange and lemon groves are in abundance, together with almond, cherry and olive trees.

San Pedro del Pinatar, Santiago de la Ribera, Los Alcazares, Cartagena, Mazzaron and Aguilas are still very 'Spanish' towns and resorts. Murcia the capital city of the region is steeped in history and has a beautiful 'old quarter' with tree lined avenues and squares, cafes and restaurants and wonderful shopping opportunities.

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## COSTA CALIDA



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## ADVillas - Client Request Form

Name ..... Date .....

Address .....

.....

Tel - Home : ..... Tel - Mobile.....

Email.....

Reason for Purchase : Investment / Holiday Home / Permanent Living

Type of Property : Villa / Semi - Detached / Townhouse / Quad / Apartment

Min Bedrooms ..... Min Bathrooms.....

Areas of Interest : Beach / Golf / Countryside

Timescale : Immediately / Less than 6 months / More than 6 months

Do you have to sell your property before you can proceed : Yes / No

Is Finance required Spanish Mortgage / Equity Release : Yes / No

Maximum Budget Including Fees (10%) .....

General Comments .....

.....

.....

Preferred Viewing Dates .....

Preferred Airport .....

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## BUYING TRIP

Please join us on one of our personally tailored subsidised Buying Trips.

**To find the perfect place, you need to view those properties within your budget, and in the right location. Then sit, relax and think about it for a while.**

That's what we do. We ask you what you want and then our team find it for you.

What does it cost and what's included?

We ask for a small fee, £149 per person. You will be there for three or four days and this will include Flights the airport transfers, transport around the area and of course Hotel accommodation.

### What will happen on a viewing tour?

A typical tour goes like this:

#### Day 1.

- Pick up from the airport by the ADVillas representative who will be looking after you during your visit, arrive at your accommodation in the area or close to the area that you have chosen.
- Settle in, take some time to rest then maybe have a drink
- Meet your representative again (a local property owner) and plan the next few days
- Tour of areas, pointing out commercial points of interest, such as Shops, Banks, Medical Centres, Bars, Restaurants, Beaches, Golf Courses etc;
- If time allows we will view perhaps 2 or 3 properties as well.
- Time to yourselves to consider what you have seen throughout the day.

#### Day 2.

- Breakfast
- Viewing properties within the budget, style and location you have chosen.
- Lunch
- Continue viewing properties that meet your criteria.
- Time to yourselves to consider what you have seen throughout the day.

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Day 3.

- Breakfast
- Return visit to any properties, if you choose or continue viewing to find that special property.
- Lunch
- Information and guidance on buying in Spain, meeting our recommended Legal Advisor.
- Reserve property in your name by signing Agreement to purchase contract and normally paying 3,000/6,000 Euros
- Time to yourselves to consider what you have seen throughout the day.

Day 4.

- Breakfast
- Possibly have time to open a Spanish Bank Account.
- Revisit property of your choice.
- Taken to the airport for your flight home.

## **A few more things you need to know about our Viewing Tours**

- Give us a rough idea of when you'd like to visit, we'll finalise dates later.
- Days for Visits are flexible but we prefer to avoid Sundays as show houses are often closed
- Flights can be arranged from anywhere in the UK or Ireland.
- All of our tours are personal as in one person to guide you only.
- You'll definitely need comfortable shoes.
- Bring a digital camera to take shots of places or properties you like.
- A notebook is also useful to jot down questions to ask us later.

Please contact us for further details or complete the application form in this Information Pack, alternatively go to our web site below for further details.

