



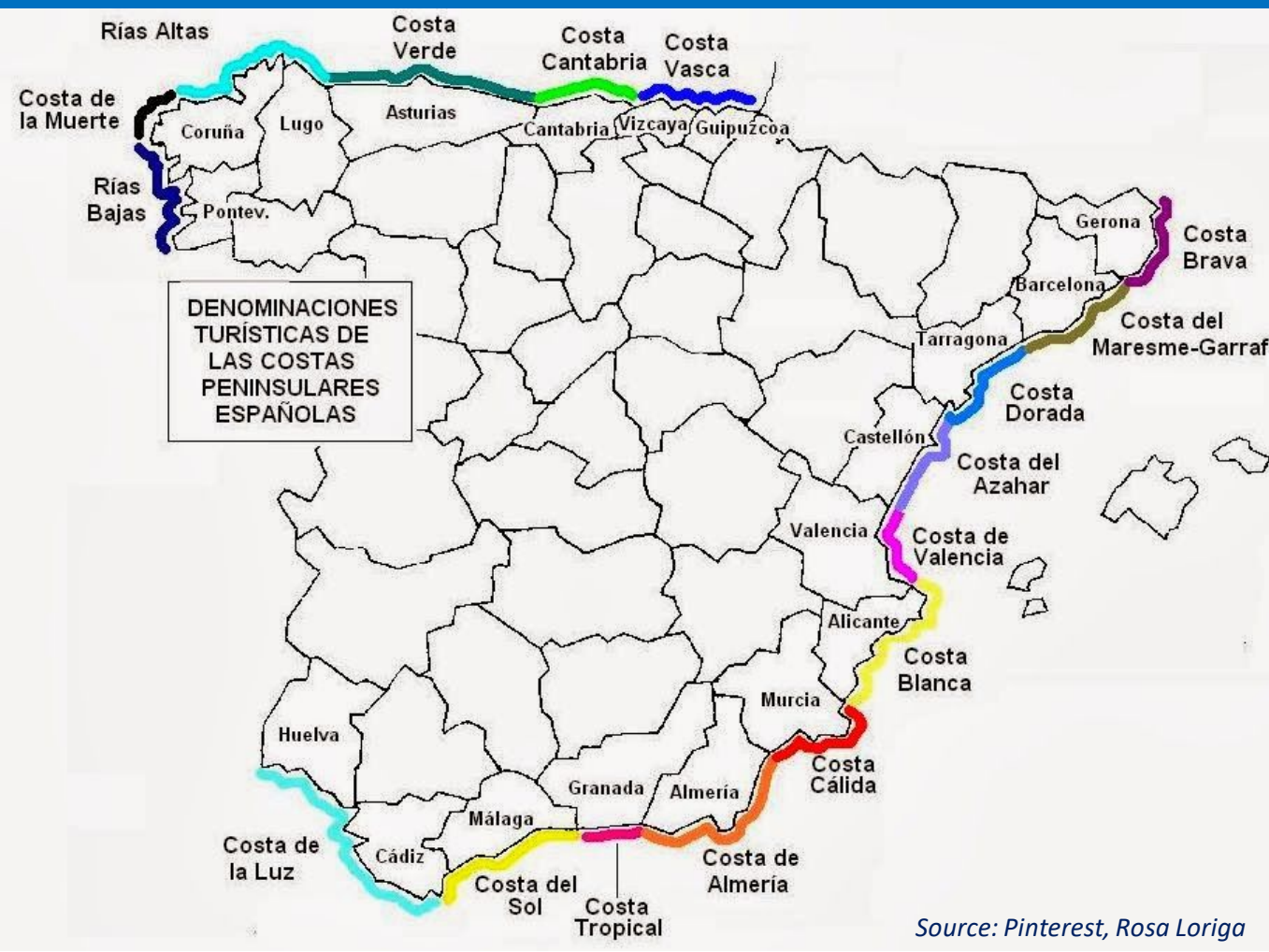
Find a property that meets your investment goals in Spain

LIO SPAIN VIRTUAL CONFERENCE
SEPTEMBER 2022
LUIS DA SILVA





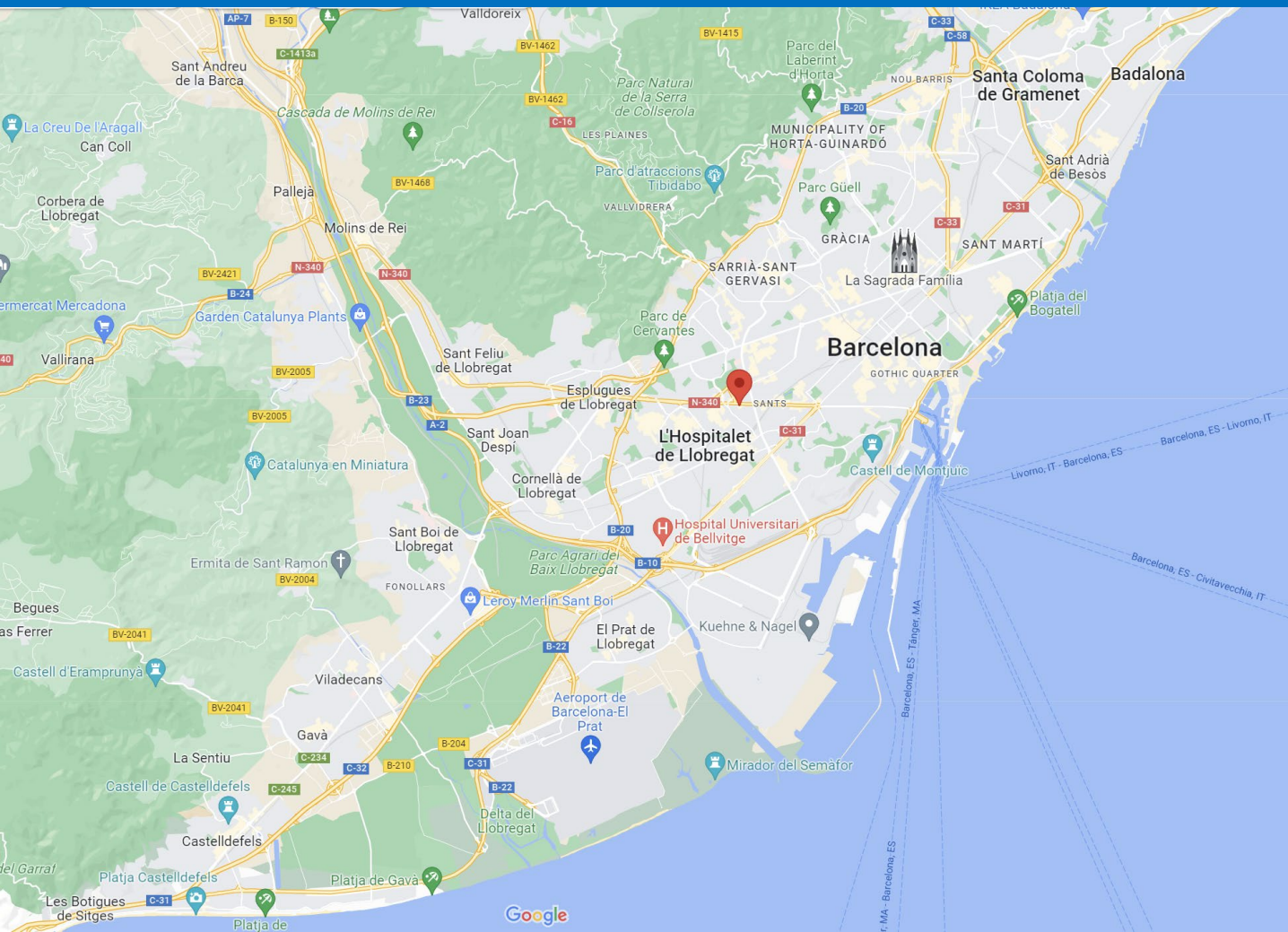
The most popular Spanish Costas, and respective towns



Source: Pinterest, Rosa Loriga

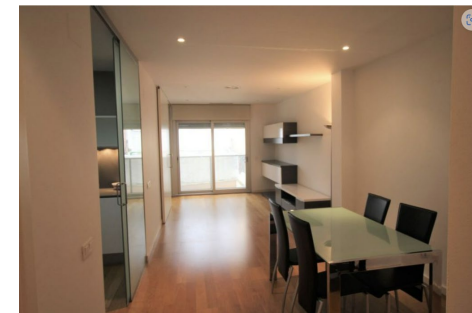
- **Costa Brava:**
 - Girona, Lloret de Mar
- **Costa Dorada:**
 - Tarragona
- **Costa del Azahar/Valencia:**
 - Castellón, Peñíscola
- **Costa del Azahar/Valencia:**
 - Valencia, Gandía
- **Costa Blanca:**
 - Alicante, Torrevieja, Benidorm, Denia, Calpe
- **Costa Calida:**
 - Murcia, Mazarrón
- **Costa de Almeria:**
 - Almeria, Mojácar
- **Costa del Sol:**
 - Málaga, Marbella, Estepona, Benalmádena, Fuengirola, Torremolinos, San Pedro, La Duquesa, Puerto Banús
- **Costa de la Luz:**
 - Cádiz, Huelva, Ayamonte, Sevilla

T2 apartment purchase by region: Barcelona



• Barcelona:

- Sants-Badal
- 74 m² 2-bedroom
- 1st floor, elevator
- €275,000



• Barcelona:

- El Raval, Ciutat Vella
- 63 m² 2-bedroom
- GR floor, no elevator
- €199,000



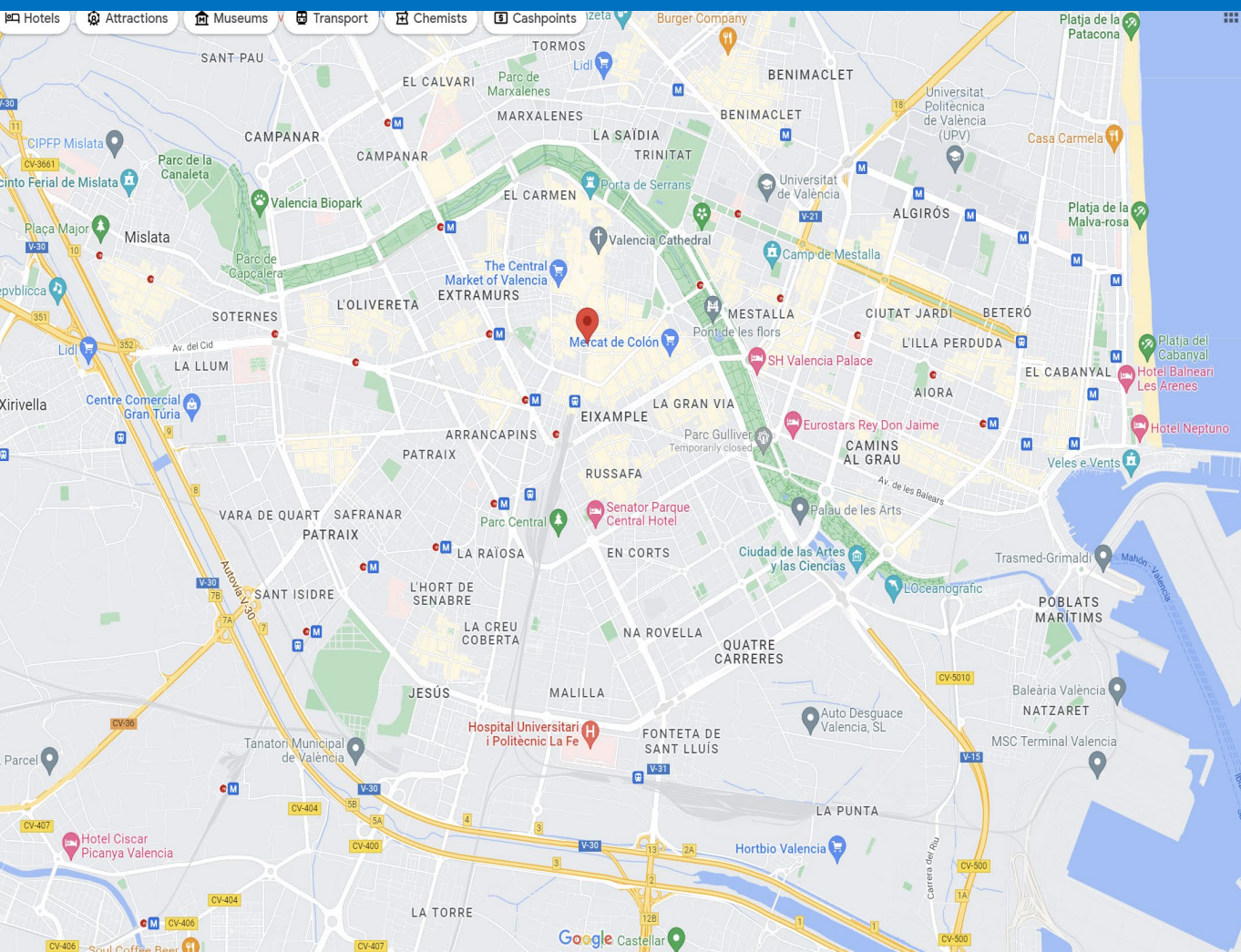
• Barcelona:

- Moles, El Gòtic
- 67 m² 2-bedroom
- 3rd floor, no elevator
- €225,000





T2 apartment purchase by region: Valencia



Valencia:

- El Perellonet
- 100 m² 2-bedroom, 2 bath
- 6th floor, elevator
- €230,000



Valencia:

- Russafa
- 86 m² 2-bedroom, 2 bath
- 1st floor, elevator
- €285,000



Valencia:

- El Cabanyal/Canyamelar
- 103 m² 2-bedroom, 2 bath
- 1st floor, elevator, parking
- €270,000



T2 apartment purchase by region: Gandía / Denia



• Gandía platja :

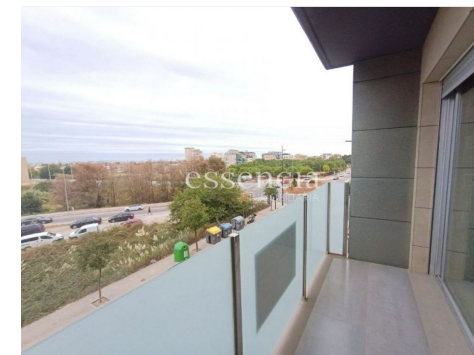
- 44 m² 2-bedroom, 1 bath
- 2 min walk to beach
- 2nd floor, no elevator
- €89,900



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Gandía platja :

- 96 m² 2-bedroom, 2 bath
- Sea view, refurbished
- 2nd floor, elevator
- €137,000



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Denia:

- 141 m² 2-bedroom, 2 bath
- Garden, pool, parking
- 3rd floor, elevator
- €168,000



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Denia:

- 100 m² 2-bedroom, 2 bath
- Garden, tennis, pool, parking
- 3rd floor, no elevator
- €126,000





T2 apartment purchase by region: Costa Blanca north



• **Finestrat:**

- 2-bedroom, 2 bath
- New build, gardens, pool
- Top floor, sea view
- €225,000



• **Javea / Xàbia :**

- 80 m², 2-bedroom, 2 bath
- Sea view, garage
- 3rd floor, elevator
- €230,000



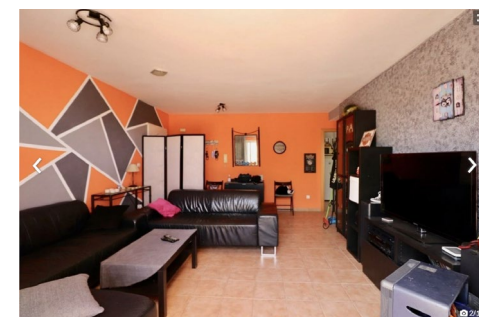
• **Javea / Xàbia :**

- 65 m², 2-bedroom, 2 bath
- Gardens, pool
- 2nd floor, elevator
- €210,000



• **Finestrat :**

- 2-bedroom, 2 bath
- Gardens, pool
- 2nd floor, distant sea view
- €149,000





T2 apartment purchase by region: Costa Blanca south



Alicante:

- 70 m² 2-bedroom, 2 bath
- Distant sea and city view
- 7th floor, elevator
- €145,000



Alicante:

- 78 m² 2-bedroom, 2 bath
- Pool, refurbished
- 2nd floor, elevator
- €120,000



Torrevieja :

- 64 m² 2-bedroom, 2 bath
- Sea view, frontline
- 2nd floor, elevator
- €114,000



Torrevieja:

- 79 m² 2-bedroom, 2 bath
- 5 mins walk to beach
- 2nd floor, elevator
- €94,900



Torrevieja, Punta Prima:

- 98 m² 2-bedroom, 2 bath
- Few mins to beach, pool
- Penthouse, no elevator
- €114,900





T2 apartment purchase by region: Costa del Sol south/west



Benalmádena :

- 59 m² 2-bedroom, 2 bath
- Sea views, pool
- 1st floor, elevator
- €199,000



- Málaga, Torre del Mar :
 - 99 m² 2-bedroom, 2 bath
 - Sea views, new build
 - 2nd floor, elevator
 - €201,800
- Málaga, historical centre :
 - 112 m² 2-bedroom, 2 bath
 - Duplex penthouse
 - Can be divided into 2 apts
 - €395,000



T2 apartment purchase by region: Costa del Sol south/west



- **La Duquesa, Manilva :**
 - 74 m² 2-bedroom, 2 bath
 - Sea views, pools, garage
 - 1st floor, elevator
 - €140,000



- **La Duquesa:**
 - 73 m² 2-bedroom, 2 bath
 - New build, sea view, pool, golf, gardens
 - €155,000



- **Marbella, Guadalmina :**
 - 90 m² 2-bedroom, 2 bath
 - Pools, parking, concierge
 - 4th floor, elevator
 - €94,900



- **Marbella, Alcaidesa,**
 - 108 m² 2-bedroom, 2 bath
 - New build, sea view, pool, golf, gardens
 - €138,800



T2 apartment purchase by region: Costa de la Luz



• Ayamonte, Huelva :

- 140 m² 2-bedroom, 2 bath
- River/golf views, pools
- 2nd floor, parking
- €119,000

• Seville, Av Ciencias:

- 3rd floor, elevator
- Pool, gardens
- €149,900
- 113 m² 2-bedroom, 2 bath

• Huelva, centro,

- 78 m² 2-bedroom, 2 bath
- Ground floor, elevator
- Parking
- €169,000



The importance of a finder service for a purchase



- **CHOICE OF LOCATION:** due to Spain being a large country, and each region offering a multitude of choices, narrowing the options is probably the most important aspect for any new resident or investor. From local services and amenities, medical facilities, beach access, neighbours, and the type of real estate available, all these factors must be considered before making a decision
 - **UP TO DATE INFORMATION:** no historical/theoretical data, every search is specific to requirements, and will identify current inventory
 - **CONTROL OF TIMING:** better planning, ahead of visit, or for a decision from distance (virtual visits, remote DD, etc.)
 - **RISK:** because Spain has so much competitively priced real estate, being able to get local expertise to assist with comparing options, is valuable. Where multiple regions are involved, it is essential as the country is too large to get to know in detail, on a single or a short visit.
 - **RESIDENCY:** accommodation will be necessary to obtain your TIE, and in Spain this may be via a purchase
 - **COMMISSION:** Commission in Spain is usually 5% plus VAT. Commission is usually paid out of sales proceeds received by the seller. It is either withheld by the lawyer, or paid on receipt of invoice by the listing agent, who in turn receives an invoice from, and pays part of the Commission to, any other agent involved in the transaction. This second agent is usually a referring agent. In some locations, such as Valencia, a buyer and a seller fee are charged separately, at 3% each. The introduction of a buyer or finder agent, in addition to other advantages, makes the process more transparent, and uniform across any and all regions and transactions.
- The fallacy of the seller paying commissions:** regardless of how the flow of money reaches intermediaries, it is always the buyer's money – the seller is simply a fiduciary agent of those funds, part of which go to agents and part to the government, in taxes.



About us



- Founded in 2014
- Focus on International Retirement Migration (IRM)
- UK HQ; current destination markets Portugal and Spain
- Multilingual team located in the regions: Costa Blanca, Costa del Sol, Costa de Valencia/Azahar, de la Luz
- Enquiries from 75+ countries
- Clients from ~ 30 countries
- Many years of experience with D7/NLV, Golden Visa and NHR clients
- ONLY company to work strategically with BOTH rentals and sales
- Company works with clients with a broad range of budgets:
Rentals from €500 - €4,000+, property sales from €75K - €2M+
- Network of specialist partners including lawyers, banks, insurance, car importation, etc.
- Network of dozens of local real estate agencies and an in-house search team
- Launched Spain's "rolling" expat survey: Living In, Moving or retiring to Spain survey:
<https://forms.gle/yaFyk9TG2HtN7aPq5>



How to find out more about our services



info@spainseniorliving.com

RETIREMENT LIVING/IRM/DISCOVERY TOURS: www.spainseniorliving.com

PROPERTY FINDER / TENANT / BUYER AGENT: see www.propertyfinderportugal.com for methodology

LIVING IN, MOVING OR RETIRING TO SPAIN SURVEY: <https://forms.gle/yaFyk9TG2HtN7aPq5>

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