

COSTA DEL SOL



THE ULTIMATE BUYER'S GUIDE

 GOLDEN PROPERTIES



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GOLDEN

— PROPERTIES —

Premier Real Estate Experts

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OUR GOLDEN WELCOME



Welcome to the Golden Properties Buyer's Guide for the Costa del Sol.

This guide provides practical insights to help you make a confident and informed decision. We specialise in advising national and international buyers through every stage of the purchasing process.

With our expert market knowledge and personalised service, we ensure that buying your dream home is an enjoyable and rewarding experience.

Where Sun meets Sophistication

Stunning coastlines, world-class golf resorts and a vibrant Mediterranean lifestyle create an unmatched destination.



Our boutique approach means that you will have a designated property advisor and single-point-of-contact, who will provide a comprehensive service and be with you each step of the way.

1

Tailored advice and preparing a personalised selection.

- Single-point of contact.
- Professional service.
- No telemarketers.

2

Finding your ideal home with full transparency and market access.

- All new developments.
- Exclusive listings.
- Shared MLS database

3

I will assist with all matters to ensure a satisfactory purchase.

- Negotiations & contracts.
- Mortgages and financing.
- Comprehensive service.

Before making the move, please get in touch. It will be a pleasure to find your place in the sun.

WHY INVEST IN COSTA DEL SOL?

"A Destination Like No Other."

300+days of sunshine per year and a warm Mediterranean climate with little or zero rain between June and October. It is the only place in Europe with a “winterless” climate. It is often possible to enjoy a day at the beach whilst other regions in Spain have sub-zero temperatures.



Luxury lifestyle with exclusive beach clubs, fine dining, and prestigious marinas. It represents the most expensive and luxurious real estate market in Southern Europe, consistently ranking higher than Madrid and Barcelona.



Strong investment potential. With +15 million international tourists per year, together with numerous expat communities, Costa del Sol is the most important tourist region in Spain and Europe.

Prime location with easy access to Malaga International Airport and high-speed rail connections. Average property prices are higher than the rest of Spain. The local market is less volatile, with national and international dimensions.



Diverse options of properties, ranging from contemporary apartments to luxurious mansions. Each area offers a distinct lifestyle, like Estepona's Andalusian charm, Marbella's vibrant entertainment, and Sotogrande's exclusive golf and polo clubs.

Exceptional infrastructure, including top international schools and world-class healthcare. Málaga Airport offers more with direct routes to European cities than the airports of Madrid and Barcelona, as well as the USA and global hubs like Dubai.



Stable economy and strong real estate appreciation, making it a solid investment. With an internationally focused market, it remains resilient to events affecting the Spanish economy. It is also known as the "European California", attracting a record number of expats from all over the world.

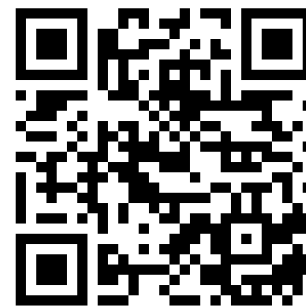
Unique attractions, including over 25 world-renowned golf resorts, hosting events like the PGA Tour and the Volvo Masters. Sotogrande is a hub for polo and horse enthusiasts, while Marbella stands out as an international hotspot with renowned restaurants, resorts, and venues.



With continuous demand from international buyers, Costa del Sol remains a premier destination for those seeking a second home, permanent residence, or a profitable real estate investment.



We have dedicated **Area Guides** on all the neighbourhoods and regions across the Costa del Sol.



More Info



www.goldenproperties.es/area-guides/

CHOOSING THE RIGHT PROPERTY

“Our goal is to ensure your only challenge is choosing between several perfect possibilities.”



Finding the ideal property depends on your lifestyle, budget, and investment objectives. Understanding these factors allows us to recommend tailored options and visit properties that meet your criteria.

Key factors to consider:

LOCATION

Costa del Sol offers diverse areas, each with a unique charm and character. When buying a property, consider proximity to the beach, amenities and attractions. Historic properties can be within walking distance to shops and the beach, but are older and often lack luxury facilities. Stunning panoramic views are generally available outside of urban centres, close to golf clubs or along the hills.



PROPERTY TYPE

Unlike urban centers like Madrid or London, Costa del Sol offers a variety of properties designed to embrace the Mediterranean lifestyle. Options include apartments with large terraces, penthouses with solariums, luxury villas, and ground-floor apartments with private gardens.

NEW DEVELOPMENTS VS RESALES



New builds provide superior construction standards, warranties, and luxury amenities like heated pools, spas, and gyms. In contrast, resale properties are often closer to urban centers and showcase traditional Andalusian charm.



INVESTMENT POTENTIAL



Consider rental income and long-term market appreciation. Even if money is not your primary concern, it is always important to consider the investment potential, as you never know if you may need to sell in the future.

AMENITIES AND LIFESTYLE

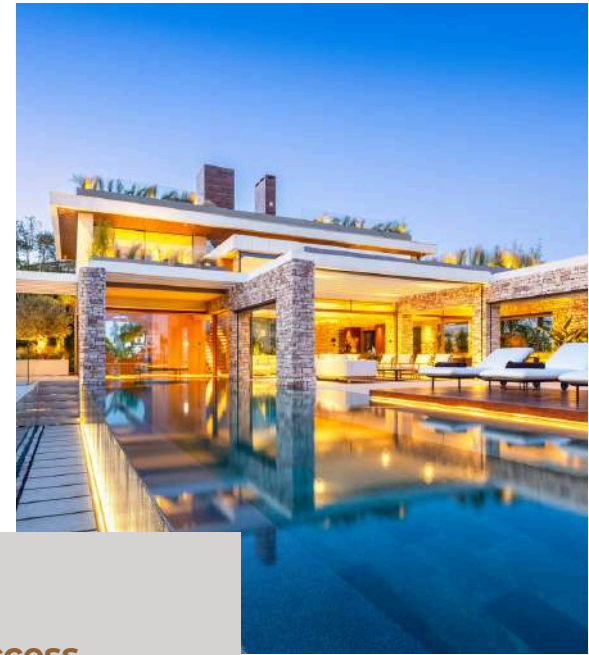


Costa del Sol consists of a variety of areas, from tranquil green hills along the Málaga coast to vibrant districts like Puerto Banús. When choosing, consider proximity to key amenities such as golf courses, beaches and international schools, as well as urban hubs like Málaga, Marbella, and Estepona.





At Golden Properties, we take the time to understand your needs and match you with the best options available.



35.000 + **properties database access**

As an established real estate brokerage with decades of experience, we have **full market access** to all new developments and numerous exclusive listings.

We will act as your trusted advisors and single-point of contact, considering all options and doing whatever it takes until finding your dream home.

BUDGETING

TAXES AND COSTS

“Our philosophy is to ensure that there are no surprises. A well-planned budget is key to a successful purchase.”



Taxes & Expenses applicable in Costa del Sol

Purchase Taxes:

Resale Properties: Second-hand properties incur a 7% Property Transfer Tax (ITP) from Andalusia, with no additional taxes like VAT or stamp duties.

New Developments: Buying from a developer includes a 10% VAT (IVA) and a 1.2% Stamp Duty Tax, totalling 11.2%. This also applies to single-home villas purchased from a developer, covering both the building and the land.





Other Costs:

Notary & Land Registry Fees: These are based on the length of property deeds and documents, typically costing €2,000–€3,000, rather than a fixed percentage of the price.

Legal Fees: Lawyers in Costa del Sol usually charge 1% of the purchase price + VAT for the due diligence and property conveyance. Additional services like opening bank accounts and obtaining an N.I.E. should be included at no extra charge.

Mortgage Fees: Banks often charge around 1.5% of the loan amount for opening fees, life insurance, and mortgage registration costs.

Miscellaneous: Minor costs for opening accounts, connecting utilities, or obtaining an N.I.E. can arise but are sometimes covered by your lawyer.

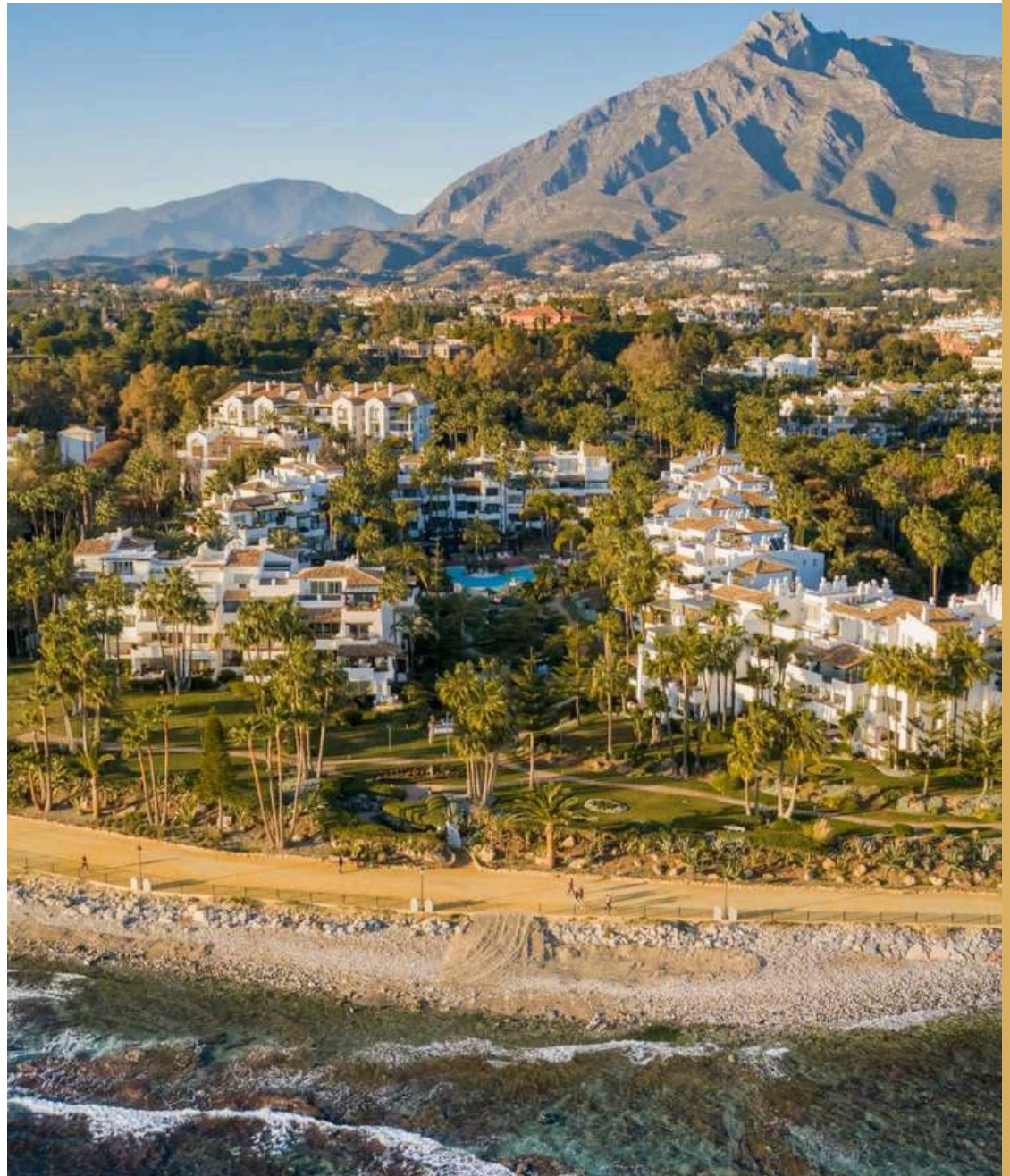
How much should I budget?

Please note that all property prices advertised in Spain are exclusive of taxes and any other costs.

Resale properties: In view of the above, we recommend our clients to budget for an additional 9-10% of the purchase price for resale properties.

New Developments: One should budget an additional 13.5% for newbuilds due to the higher rates of tax.

Financing: If you are securing financing, you should also add 1-1.5% of the loan amount on top.



Ongoing Costs:

Most property-related taxes in Spain are paid at the time of purchase, with lower ongoing costs that apply thereafter.

Annual Property Tax (IBI): Similar to Council Tax applicable in other European countries, varies by city, property type and cadastral value. We provide the exact amount for resale properties and estimates for new builds.

Rubbish Collection Fees: A small fee may apply on top of IBI, mainly for properties outside urban centers.

Community Fees: Owners in a residential will have to cover maintenance of communal areas (pools, gardens, repairs). Their value depends on property size, shared ownership percentage, and maintenance budgets.

Macro-Community Fees: Apply in gated urbanisations for roads, sidewalks, and security, these are often included in community fees.

Utility Setup: Typically minimal for standard resale and new properties. Costs may rise for very old homes or new constructions requiring upgrades.

At Golden Properties, our advisors will ensure that you obtain full transparency, helping you plan for all costs involved.



THE GOLDEN PROCESS

“Our aim is to make your purchase straightforward and without any unexpected surprises.”

Finding Your Dream Home



Personalized Property Search: We often start weeks in advance, with calls and video meetings to understand your goals and refine the best options.

Dedicated Advisor: An experienced real estate professional will guide you every step of the way as your direct contact.

Comprehensive Access: We offer exclusive listings, all new developments, and access to a shared database of 35,000+ properties unavailable to the public.

Market Insight: With deep knowledge of the local market, your advisor tracks developments and suggests new opportunities.



Organising Viewings



Time is Valuable: We prepare thoroughly to show you only the best options.

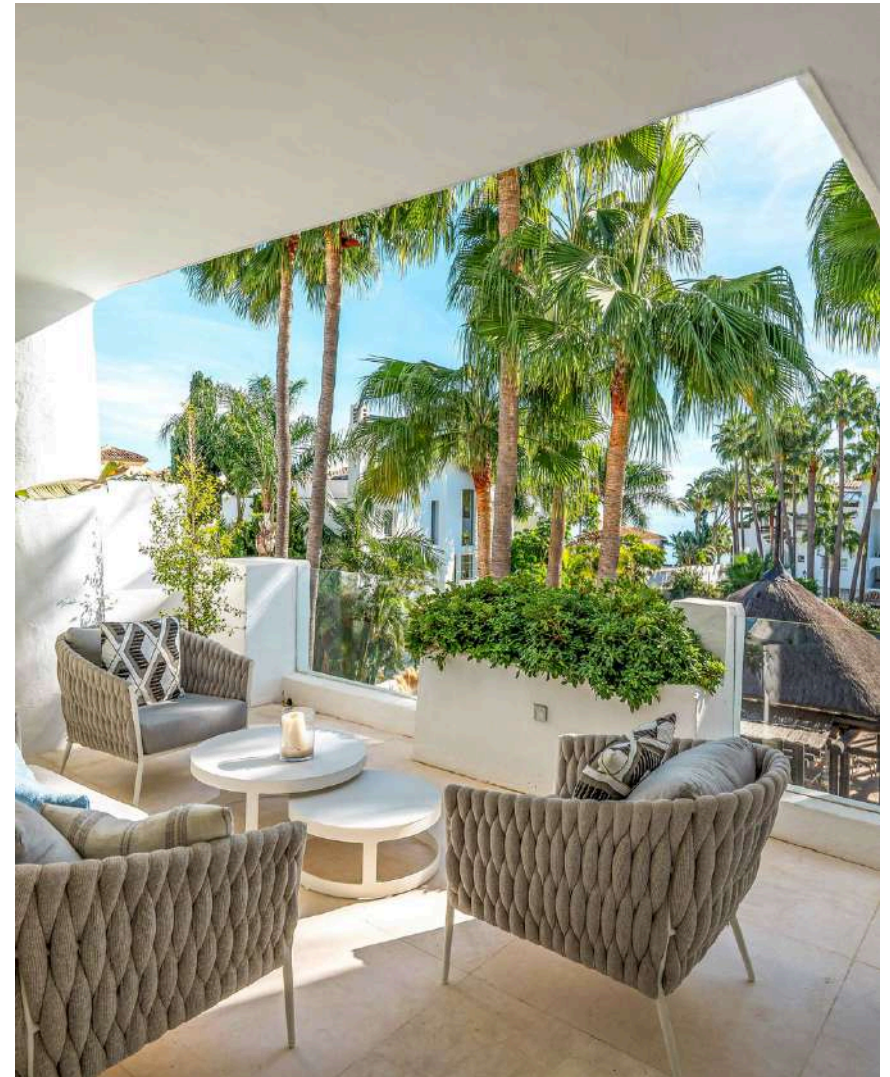
Stress-Free: We handle all appointment logistics, including meeting points and travel times


Pleasant Visits: Your property advisor will join all visits, offering insights and guidance.

No Surprises: Detailed information is provided, so you can make an informed decisions.

Our Goal: We aim to find your dream home, offering advice, exploring all options, and supporting every step of the way.

Virtual Visits: Remote viewings can be arranged for convenience or in high-demand situations.





Making An Offer & Securing the Property

Resale Properties: Slightly lower offers are often recommended to secure discounts unless the property is already well-priced.

New Developments: Developers rarely accept low offers due to fixed price lists imposed by the banks financing the project. We'll inform you if any negotiations are possible. We will also assist with specific requirements, such as KYC compliance.

Negotiations: We manage the entire process professionally and transparently to secure the best deal and make the experience stress-free.

Reservation: Once terms are agreed, a reservation deposit (circa €6,000 for an apartment, €20,000 for a villa) ensures the property is taken off the market. Deposits should be paid to a lawyer's or developer's client account.



Legal & Financial Steps

Lawyer

We can recommend a lawyer specialised in all areas of real estate, as well as advising international clients.

NIE

(Foreign Identification Number)

Required for foreign buyers, it can be obtained through a lawyer or in person.

Mortgage

We collaborate with Spanish banks experienced in financing international buyers.

Anti-Money Laundering and “Know Your Client” (KYC)

Spain is subject to compliance requirements which involves providing ID and proof of funds' legality.

Currency Exchange (FX Company)

Non-Eurozone buyers benefit from FX companies for better rates and no transfer fees. We can connect you with a trusted provider.

Private Purchase Contract (“PPC”):

After reservations and legal checks, PPCs with deposits secure the property. For resales, deposits are typically 10%. For new builds, deposits (30% or more) are protected by bank guarantees.

Completion & Handover



Notary Signing: It is necessary to sign purchase deeds to acquire ownership. A lawyer with power of attorney can handle this on your behalf.

Final Balance Payment: Paid on completion, usually via your lawyer.

Land Registry: Lawyers register title post-completion,.

Taxes: VAT (10%) on newbuilts is paid to the developer, while ITP (7%) on resales is handled by your lawyer.

Utilities: Lawyers often transfer utilities to your name post-completion. Certifications allow new connections for developments within 1-2 weeks.

Community: Lawyers will check that there are no outstanding debts and require a certificate. We recommend to participate in annual general meetings (AGMs), where owners approve the budget and vote on key decisions.

At Golden Properties, our aim is that your purchase is secure, legally sound, and hassle-free.



TOP 10

GOLDEN TIPS

1

Choose a Competent Realtor: From the outset, you'll work with an experienced advisor who will guide you through property selection, visits, and the purchase process. We also assist with related matters like financing, bank accounts, money transfers, and utility setup.

2

Define Your Ideal Home: Costa del Sol offers diverse cities and neighborhoods. Consider your lifestyle, as well as practical needs like proximity to schools, services and transportation.



3

Understand the Costs: Consider taxes, fees, and ongoing maintenance. We ensure you receive all relevant details upfront. Long-term value and investment potential are also important.

4

Focus on Quality Options: Deals that seem too good to be true often are. Many online ads are outdated or misleading. We ensure all suggested properties are available, correctly priced and we will avoid any properties that we consider troubled.



5

Resale vs. New Developments: Resales and new builds differ in specifications, guarantees, and completion timelines. Urban centers and beachfront areas often have limited opportunities for new developments due to their already consolidated nature.

6

Hire an Independent Lawyer: A lawyer ensures legal checks and a smooth purchase. Choose one skilled in local laws and experienced with international buyers. We can recommend fully independent, multilingual lawyers.

7

Save Your Money: Mortgage brokers and banks can secure competitive loans for non-residents, with low interest rates. For non-Eurozone buyers, FX Companies offer better currency exchange rates and transfer fees, leading to significant savings. We can put you in contact with a trusted FX Company to get a free quote for comparison.



8

Timing is Essential: Making an informed decision is crucial. We're here to address any concerns, explore alternatives, and refine the search until your dream home is found.

9

Budget & Plan Ahead: Consider all costs, including taxes and ongoing expenses like utilities, IBI, and community fees. Resales and new developments have distinct payment schedules, so planning accordingly is essential.

10

Think Long-Term: Focus on properties with strong value appreciation and resale potential, even if your primary goal is finding your dream home. A change of plans or circumstances may require you to sell in the future.



BUILDING
YOUR OWN HOME

Main considerations when constructing your home:

NEW PLOTS

Purchasing plots in urbanisations from developers or companies is subject to a standard VAT rate of 21%.

RESALE PLOTS

Purchasing second-hand plots, such as those sold by individuals, is subject to ITP at a 7% rate.

CONSTRUCTION COSTS

Costs vary based on specifications, size and foundation requirements. Most construction expenses are subject to a reduced VAT rate of 10%.

GEOTECHNICAL AND TOPOGRAPHIC STUDIES

These studies are crucial to evaluate a plot's buildability, especially in Costa del Sol, where the geography features seaside mountains with varied compositions like sand, clay, or rock.

ARCHITECTS

Required for construction or major renovations in Spain, architects manage design, structural matters, and permits. Local architects are recommended for their expertise with regulations, though external architects can work alongside them. Fees vary by project.

URBANISATION COSTS

Ensure the plot meets urbanisation requirements, as some areas lack utilities like sewers or electricity, or require additional works like sidewalks. These costs can be high. Ideally, they should be limited to connecting your home to existing facilities.

LAWYERS

For complex projects or first-time builds in Spain, hiring a lawyer experienced in planning law and construction contracts is highly recommended. Legal fees will vary based on the project's complexity and value.

LICENSES

New constructions require a building licence from the local authority, which are subject to tax of circa 4% of the declared value of the works.

FINANCING

Mortgages may cover plot purchases and some construction costs, but the process is more complex than for finished properties. Most banks require the plot to be purchased, a detailed plan, and a building license before financing construction costs.

OTHER COSTS

When building your own home, you act as the “developer,” so your budget should include items like demolition costs, materials, transportation, and insurances (especially a 10-year structural damage insurance).



Note: When purchasing a new villa from a developer, instead of building your own directly, the above costs are not applicable. In this case, the land and final building are bought together, subject to 10% VAT and the usual costs for new developments.

RURAL PROPERTIES

“Costa del Sol's stunning countryside, rolling hills and Andalusian white-towns, make rural properties ideal for those seeking privacy, space and an authentic lifestyle.”

LAND CLASSIFICATION & RESTRICTIONS

Rural properties in Costa del Sol fall under the special regulations for "suelo rústico" (rural land). The use of rural land is subject to strict planning regulations to protect the region's natural landscape and heritage



KEY RESTRICTIONS ON RURAL LAND

Limited Construction Rights: Rural plots cannot be freely developed, with strict regulations set at national, regional, and local levels, such as the General Urban Development Plan (PGOU) of each town.

Protected Zones: Many rural areas are classified as protected zones, where new construction is entirely prohibited.

Minimum Plot Sizes for New Builds: Building is often restricted by minimum plot sizes, such as 25,000 m² in Andalusia, alongside additional local conditions.

Legalising Existing Rural Homes: Older rural properties built without proper permits face challenges; some may be legalised through the AFO process.



RENOVATIONS & REFORMS

If you plan to renovate or extend a rural property, it is essential to understand the legalities.

Strict Renovation Controls: Extensions and structural changes may be restricted or need special permits.

Each Case is Unique: Approval for renovation isn't guaranteed, even for existing structures, so expert advice is crucial.

Infrastructure Limitations: Many rural homes lack amenities like electricity, sewage, or internet. Upgrades may require wells, septic systems, or solar energy.

Limited Mortgage Options: Most Spanish banks do not finance the purchase of rural properties, especially if the land is protected or classified for agricultural use.

Lower Loan-to-Value (LTV) Ratios: If financing is available, banks typically lend only 50% of the property value, compared to 70-90% for typical urban homes.

Property Valuation Issues: Banks may undervalue rural properties due to their limited resale market.

FINANCING & MORTGAGES FOR RURAL PROPERTIES

Financing the purchase of a rural property is different from a property in an urban area.

INFRASTRUCTURE & ACCESS CHALLENGES

Road Access: Many rural properties are reached via unpaved or poorly maintained roads, which can become challenging during heavy rains, which are surprisingly common during winters in Costa del Sol.

Water & Electricity Supply: Some rely on private wells, solar panels, or generators for utilities.

Mobile & Internet Coverage: High-speed internet and reliable mobile services may be limited, potentially requiring satellite solutions or additional investments.

Services & Transport: Rural homes are often farther from essential services like hospitals, police stations, and public transport—important to factor into your decision.



FINAL CONSIDERATIONS & LEGAL CHECKS

Before buying a rural property, conducting due diligence is essential. We'll provide the necessary information and assist your lawyer and architect to ensure a smooth process.

Verify Land Classification: Ensure the land allows residential use and confirm the building's registration.

Check Permits: Look for an AFO certificate or necessary planning approvals.

Consult a Specialist Lawyer: Seek legal guidance to handle zoning laws, title deeds, and compliance. We can recommend expert lawyers familiar with rural properties in Malaga and Cadiz.

WHY BUY WITH GOLDEN PROPERTIES?

“At Golden Properties, we redefine the real estate experience, by offering a personalised approach to our clients, with an emphasis on trust and professionalism.”



YOUR DESIGNATED PROPERTY ADVISOR

Your agent will support you throughout the process, providing a complete service for a smooth and successful purchase—without telemarketers involved.

INDUSTRY RECOGNITION

Over the past decade, we've earned multiple prestigious European Property Awards (EPA), including Best Real Estate Single Office in Spain, Best Marketing in Spain and Best Real Estate Website in Spain.

AIPP MEMBER

We have proudly been members of the AIPP (Association of International Property Professionals) for many years, adhering to the highest standards at an international level.

QUALITY SEAL

We are the only agency in Sotogrande with Fotocasa's (one of Spain's leading property portals) Quality Seal, ensuring clear and transparent listings. Price changes or updates are always communicated.

LPA MEMBER

We are members of LPA (Leading Property Agents) of Spain. As such, we are subject to high ethical standards and regulations.

FULL-MARKET ACCESS

We offer 100s of exclusive listings, all new developments, and access to 35,000+ resale properties, acting as your single point of contact.



“GOLDEN” IS IN OUR NAME

We ensure transparency in pricing and listing information, excluding properties with legal or structural issues.

Our developments come from trusted developers with bank guarantees, and we always inform you if a property is from another agency.

LEGAL & FINANCIAL GUIDANCE

We will assist your lawyer with the due diligence and contracts, to ensure that you buy your home without any complications. We can also assist with mortgages, FX matters and compliance.

LOCAL KNOWLEDGE

Our team consists of Spanish and international agents with decades of local expertise. We have in-depth knowledge of each neighborhood, local developers, and trusted professionals.

INTERNATIONAL TEAM

We are fluent in English, Spanish, French, German, Dutch, Italian, Portuguese and more. We have advised thousands of buyers from all corners of the globe.

OUR GOLDEN COMMITMENT

*“Choosing the best realtor is the most important decision, in order to
find your dream home.”*



For the Whole Journey: Your dedicated advisor will guide you from start to finish, providing personalised support and assistance throughout the whole purchase process.

Personalised Search: We ensure all properties match your preferences before your trip, making visits efficient and pleasant for you to make the perfect choice.

No Surprises: We provide clear details on opportunities and costs, ensuring a smooth process without unexpected issues.

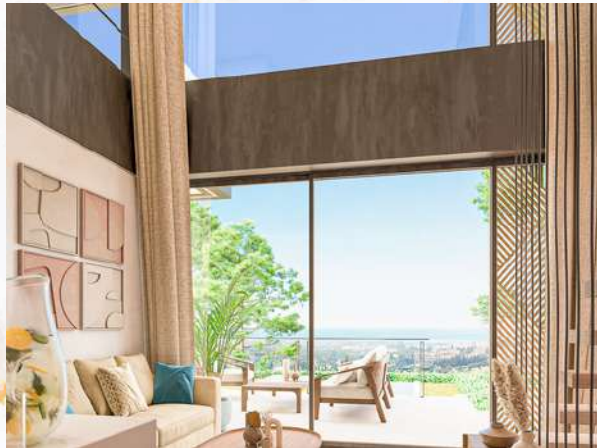
Comprehensive Service: We will do whatever it takes to make your dream a reality. In addition to the purchase, we can help with financing, FX matters, contracting lawyers and architects, as well as any ad-hoc advice applicable to your situation.

Lucas Borrnico & Lisa DaCorreggio

Founders

Ready to start the journey?

Contact us and we will make your dream home a reality!





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— PROPERTIES —

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