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2010
Bag *your* bargain
property in Spain

2010 - Best year for a decade to buy a property in Spain



Thanks for registering with us. If you are serious about buying a property in Spain your best chance of a real bargain this year is checking our regular showcases such as:

[Bank Repossessions & Must Sell bargains](#)
[Low Deposit Homes For Sale](#)
[Spanish Retirement Properties](#)

Our home page offers many one-click property searches and these carefully compiled showcases are updated daily in conjunction with Spain's leading developers, 50 mortgage banks and scores of local affiliate offices in every second home area of Spain, Balearics and Canaries.

PropertyInSpain.Net is everywhere on the internet and everywhere on the ground in Spain offering a seamless selection, viewing, financing and purchasing service with meet & greet at every airport.

We hope this winning combination works for you.

But please remember there are 1,000s of other buyers living in Spain, the UK and around the world (currently including China, Canada, Cuba and Russia etc) browsing and buying our properties - directed to PropertyInSpain.Net by **Google** searches that have us in the top slot for all of the above showcases plus hundreds more popular search phrases.

Because of our careful selections we are ranked independently as the leading online source: **[Google's top ranked](#)** Spanish bank repossessions and bargain property in Spain source and **[Google top ranked](#)** for resale homes, plus 100s of other top rankings since we launched our latest website in 2004.

Introduced last year, **[Fly to Buy](#)** gives our UK buyers their best chance of grabbing the exclusive bargains and purchase deals. With some showcases, everybody seems to find their dream home or ideal investment within 48 hours of meeting our local English property professional at the airport. It's similar for Spain-based buyers who visit PropertyInSpain.Net and then drive to viewings.

We are the only firm in the Spanish property sector offering legal security on off plan reservations and **[Libertad co-ownership](#)** that shares the freehold among friends and/or family. We are the international official brokers to four leading Spanish banks for repossession and must sell property from private owners and bank-funded developers.

2010 is probably the best year yet to buy a property in Spain – tell us what, where and when and we'll help make it a year to remember for you and your family and friends

More useful links

[Latest Spanish Property News](#)
[Insider blog](#) | **[Twitter bargain alerts](#)
[Spain's Best developments](#)
[Your EUR 500 Cashback Voucher](#)**

If you prefer to open these links in a new browser window or tab ::
01 right-click the link to the document or website page
02 select 'Open in New Window' (Internet Explorer) or 'Open Link in New Window' or 'Open Link in New Tab' option (Firefox or Netscape Navigator).

Property in Spain Fact Sheets & Briefings provide invaluable briefing information on outstanding developments and investment opportunities as well as timely facts relevant to your Spanish property aspirations.

Information believed correct at publication. Property details have no contractual value. Take legal & fiscal advice.

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How to Buy Spanish homes at below market value prices

by Kevin Barnett, international property writer

The key to a good property investment is to buy at the lowest possible price, essentially below the prevailing market value and then enjoy maximum profit at the time of eventual sale.

There are now more investment opportunities than ever in the Spanish property market as prices slow, developers jack up their incentives and "Must Sell" owners struggle with the mortgage payments after successive Euro interest rate increases. The new lower prices also produce long term ownership benefits, mainly the vastly reduced mortgage payments and resultant lower asking rentals if owners want to further subsidise their costs.

2008 is already looking like the best year yet after a decade of steeply rising values for hardened investors buying at below market value (BMV) or long term buyers grabbing a bank owned or private "Must Sell" bargain at 25% to 60% less than official valuation.

Buying at Below Market Value is an obvious investment strategy, especially in a lower risk established property market such as Spain that still attracts more tourists than all of the so-called emerging markets put together. Year on year increases in arrivals for a decade means more tourists, means more rentals.

The industry regulatory body, **Association of International Property Professionals (AIPP)**, produced a survey in 2007 on the growth potential for some remote Balkan country, pointing out property prices were going up by a huge amount and tipping it as the year's hot spot.

It was – for a time, but demand soon ran dry, prices froze as quickly as its main tourist beaches in winter and early buyers struggled to find holiday tenants – hardly surprising in a country where the average wage is 96 euros a month.

That country finished up with, according to AIPP, one percent of the overseas property market, about the same as Florida where there has been little equity growth over the last 15 years. Spain is the top property buying destination with 40% of the market, bigger than France, Italy and Greece combined.

That, allied with slowdown prices, makes Spain the year's best potential best buy for frequent holidays for your families and/or commercial renters. Here's how to buy Spanish property at below market value:

Official auctions

This is where the banks have traditionally offered their repossessions, few and far between as Spanish families would eat cheese and bread for a month rather than hand back the keys. The auctions are advertised on websites with dates and instructions on how to get in on the auction circuit.

Don't waste your time, as the local "dealers" will eat you alive if you start messing up their cosy buying activities. They grab the best deals, spend the minimum on repairs and rent them out within weeks. There may be the odd pile of bricks in a corner of the olive grove, but generally the best bargains are "spoken for". Think Lovejoy crossed with Frank Abagnale Jr and don't go there.

Bank owned

There are now more ex pats getting into trouble with their mortgage payments as the European Central Bank hikes the interest rate. Often, Spanish banks work with the owners to sell at the minimum price that clears the mortgage and the banks' legal costs. This benefits householder and bank, but if it doesn't work there's a physical repossession and a professional valuation. This details every aspect of the property, its condition and compares its "value" with similar neighbouring properties.

Private Must Sells

Many ex-pats who moved too late to benefit from the generous equity growth percentages of buying off plan that attracted 1,000s of buyers to the Spanish property market up to two years ago. As a result they may be struggling to find the balance on completion. Other must sell and distressed sales vendors may have taken delivery and failed to attract enough rentals to pay the mortgage and other ownership costs.

The German owner of the Christopher Columbus family home in Mallorca lopped EUR 600,000 of his valuation asking price so he could get the medical treatment his wife required. It failed to attract offers on German EBay, but specialists, PropertyInSpain.Net sold it in five days of it being listed as a below market value bargain.

Developer key readies

Spain's developers and builders are cutting production by a third this year, down from a peak of 600,000, as the off-plan investors switched to the so-called emergent markets and other buyers balked at the rising interest costs of the Euro. That means there are more key ready homes available at the original launch prices of two years earlier and/or with a hefty discount to turn the bricks into cash that much sooner.

Sellers' dismay becomes buyers' delight, but where is the best source for these below market value bank owned, repossessions, developer discounted and must sell homes in Spain?

A Google search shows, specialist website PropertyInSpain.Net as the top ranked source for "must sell property in Spain" and for "Spanish bank repossessions". The comprehensive website is offering habitable 3-bed homes from EUR 30,000 and a EUR 1M Marbella villa discounted by fifty percent with Real Spain and coastal bargains in all price brackets.

The company get the properties directly from the "owner" Spanish bank, offers them on its website and the buyers mainly deal with the bank branch nearest the property. There are also "Must Sell" and distressed sales in the online showcase and many are such value they can be bought with a 100 percent mortgage, often with the old mortgage being switched to the PropertyInSpain.Net buyer.

Because all the essential paperwork, including a current valuation acceptable by every lender, is readily available the buyer can complete within 4-6 weeks with mortgage and utilities organised.

So for the best bargains in Spain register for PropertyInSpain.Net regular updates as once these have been carefully checked and approved by their experts, members are informed without delay. Properties are fully legal, free of debt charges and officially registered. Buying is on a first come, first served basis.



PropertyInSpain.Net is respected for its carefully researched, up-to-the-minute professional advice on Spanish property and for the latest below market value investment opportunities.

The company has partnerships with many leading Spanish banks, founder member of the Association of International Property Professionals and the UK brokers for 50 of Spain's leading developers.

More information: 0870 620 0034 or email info@propertyinspain.net

Why you should choose PropertyInSpain.Net



Image:
The A-Team for buying assistance with experts in the legal, development, selection and mortgage sectors and knowledgeable people on the ground in Spain to meet & greet and show buyers the most suitable properties...

01 We make your life easier (and save you money)

We carefully select the best value properties from the leading developers, banks, Spanish property trade sources and private vendors and present the details honestly and with full transparency on our easy-to-use website, ranked as the **number one source for property in Spain by Google** since December 2004. We give you all the help you need to find suitable properties, arrange mortgage funding and organise viewings in Spain **quickly and easily**.

02 We are flexible

There are no fees or hidden charges for serious property seeking users and **no long-term commitments** when you use PropertyInSpain.Net.. We have many highly relevant and up-to-date Fact Sheets to aid your decision-making. Google ranks us as the **number one news source for Spanish property** (the BBC is number two). You can sign up for search assistance, make a property or general inquiry and cancel your account in a **hassle-free** process.

03 We are intuitive

We've sweated the details to enable you to **quickly create a shortlist of possible property viewings/purchase** and start researching locations, funding and legal aspects with a minimum of fuss. Our website is designed with one goal in mind: allowing people of all experience levels to easily create a viewing list of properties and organise a sensible, relevant view trip with our own **direct affiliate offices across Spain**. After that, the final decision is down to you...

04 We are powerful

Despite its ease of use, our website is loaded with features that many of our competitors in the UK and Spain do not offer as part of a **vertical, one-stop search** | Shortlist | Fund | View & purchase operation. We are the **property partners of leading Spanish banks** such as La Caixa, Caja Murcia, CAM, Banco Sabadell/Solbank etc and provide our buyers with immediate full access to repossessed property, banking and mortgage services.

05 We are limitless

You can create a **personal unlimited shortlist of suitable properties** or **ask an unlimited number of questions** of our experts in London or on the ground in Spain and benefit from **full access to our library** of Fact Sheets, 23,000-word interactive Buyers' Guide and enjoy professional after sales service.

06 We are secure

We employ multiple layers of security to make sure that your account and your data remains private and secure. Your data resides behind the **latest in firewall and intrusion prevention technology** and is never made available to sources other than our banking partners and Spanish affiliates.

07 We are large

We are the **leading specialist source of bargain property in Spain** on the web (ranked by Google and Bing), with over **10,000 properties on offer**, including Spanish bank repossessions, Must Sell homes, developer key ready, private resales and off plan purchase. We've been in business since 1987 in London Docklands (Google ranked number one every year since) and in Spain since 2004.

08 We are small

We believe that our customers are a non-renewable resource. When you email us during business hours (and sometimes after), you can expect to receive a reply in **24 hours or less**. We don't outsource our support, so you'll receive an answer from our people in the UK or Spain who are obsessed with customer service.

09 We are confidential

In an age where personal data is traded like a commodity, PropertyInSpain.Net pledges to **respect your privacy**. Any data that you entrust with us is kept completely confidential. As we do not carry external advertising, our business is entirely supported by our customers, so our loyalty is with YOU, not advertisers. We have no affiliated third-parties to divert you from your goal of acquiring a bargain home on preferential terms.

10 We are listening

Have a website feature request, property or general inquiry? A suggestion? A complaint? We are always open to our customers' opinions and there are various contact us forms on www.propertyinspain.net

If you have specific property queries? We can answer your queries in London, or, where necessary, you can speak directly to the bank or our affiliate office in Spain and get the details that are important to you.

11 We are everywhere in Spain

We are highly ranked on the internet, but we can meet and greet our buyers at every airport in Spain. Our staff or our local affiliates will show your first choice property and others that may have just come up in your search area. We offer a **EUR 500 cashback** to cover our buyers' travel and hotel costs.

12 We need the right brief

Please email us or telephone with your expanded property brief (see panel below) and then expect some ALERTS from the area team on properties that match your brief and that you can view quickly.

	Your revised brief	
01	Search area	
02	Budget	EUR
03	Viewing and buying timetable	
04	Mortgage amount (approx)	EUR
05	Notes and special requirements	

Bank Partners

Banco La Caixa (pron: *La Ki-sha*) Caja Murcia (pron: *Ca-ha Murthia*), Banco CAM, Bank Caja (pron: *Bank Ca-ha*), Solbank and Banco Sabadell.

Property in Spain tags

Spanish bank repossessions | Must Sell bargain Property in Spain | Half-price key ready villas in Spain | Spanish bargain apartments | 50% discount property in Spain | Retirement property in Spain | Retiring in Spain

We have more Fact Sheets:

How to buy our bargain properties in Spain, Being repossessed in Spain, Viewing Trips, Fly to Buy, Over 50s Retiring to Spain, Libertad Co-ownership. Spanish Gov NIE Card and mortgage application forms and many other helpful buyer information sources. Email your request and interests.

We have regular news on offers, opportunities and new areas:

Follow us on [Twitter](#) add our [website](#) or [specialist blog](#) or [Spanish Property News](#) to your favourites and look out for our regular Alerts and newsletter in your mailbox?

This document is to be used as a rough guide and as general information only, therefore PropertyInSpain.Net cannot be held responsible for any misunderstandings of the conveyance procedure in Spain and Balearic islands. We advise all buyers to have their own independent Spanish solicitor. See our comprehensive online Buyers' Guide.