



WHY SELL WITH US?

Selling a property is a significant decision and requires a strategy that combines accurate pricing, strong market knowledge, and high-impact marketing. At Marbella Luxury Homes, we focus on results, professionalism, and personal service. Our goal is simple: to help you achieve the best price in the shortest possible time.

With over 60,000 qualified buyers in our private database and a trusted network of more than 600 collaborating agencies, we provide your property with maximum exposure across Spain and internationally. Our experienced, multilingual team guides you every step of the way, ensuring a smooth and successful sales process.





The steps in selling a property

Request Your Free Property Evaluation Report

Start with a full market-based evaluation of your property. This detailed report includes:

- A professional price estimate
- Comparable recent sales
- Market trends
- Buyer demand analysis

This service is provided free of charge and without obligation.

Contact our Legal Team Today for More Info

Listing Your Property

Once you decide to proceed, we prepare all the documentation and sign an exclusive listing agreement. This allows us to begin our full-scale marketing campaign and promote your property across all available channels.

Viewings and Buyer Feedback

All viewings are managed by your sales agent. We carefully qualify potential buyers and provide you with regular updates and viewing feedback to keep you informed.

Marketing Launch

We create a tailored marketing strategy for your property, which includes:

- Professional photography (mandatory, cost: €250)
- Featured listings on our website and leading portals
- Exposure on more than 600 agency websites via Resales Online
- Targeted email campaigns to our 60,000+ buyer database
- Social media and advertising
- Window displays in both Marbella and Cancelada offices
- Direct outreach through international property portals



What are the stages of selling?

Offer and Negotiation

When we receive an offer, we manage all negotiations in close contact with you always transparent and taking care to secure the best possible terms for you.

Completion

Once the sale is agreed, we guide you through the legal process. You are welcome to work with your own lawyer, or you may choose to use our in-house legal team who can handle the entire process on your behalf.

On completion day, you sign the final title deed (Escritura de Compraventa) at the notary. Funds are transferred and ownership is officially passed to the buyer.





What are the costs involved in Selling?

Marbella Luxury HomesCommission	5% of the final sale price (only payable when sold)
Shared Sale with Co-Agent	If another agency sells the property, we split the 5% equally (2.5% each)
Professional Photography	€250 (paid prior to marketing)
Plusvalía Tax	A municipal tax based on property value and ownership duration pre sale estimate on demand
Capital Gains Tax	19% for EU residents / 24% for non-EU residents
Energy Certificate	Mandatory (for sale). Cost between €150 and €350 depending on the property type and size
Legal Fees (optional)	1% if using our in-house legal team
Mortgage Cancellation Fees	Varies depending on your bank and outstanding loan

We offer full transparency and will walk you through every expected cost at the start of the process.

Why Us?

Why Choose Marbella Luxury Homes?

- Direct access to over 60,000 registered international buyers
- Exposure through 600+ real estate agencies via Resales Online
- International, multilingual agents who speak your buyer's language and yours
- Two strategic office locations in Marbella and Cancelada
- Full in-house service: valuation, legal, marketing, and contract assistance
- High-quality, professional marketing
- Transparent commission structure
- Dedicated agent contact throughout the sales process

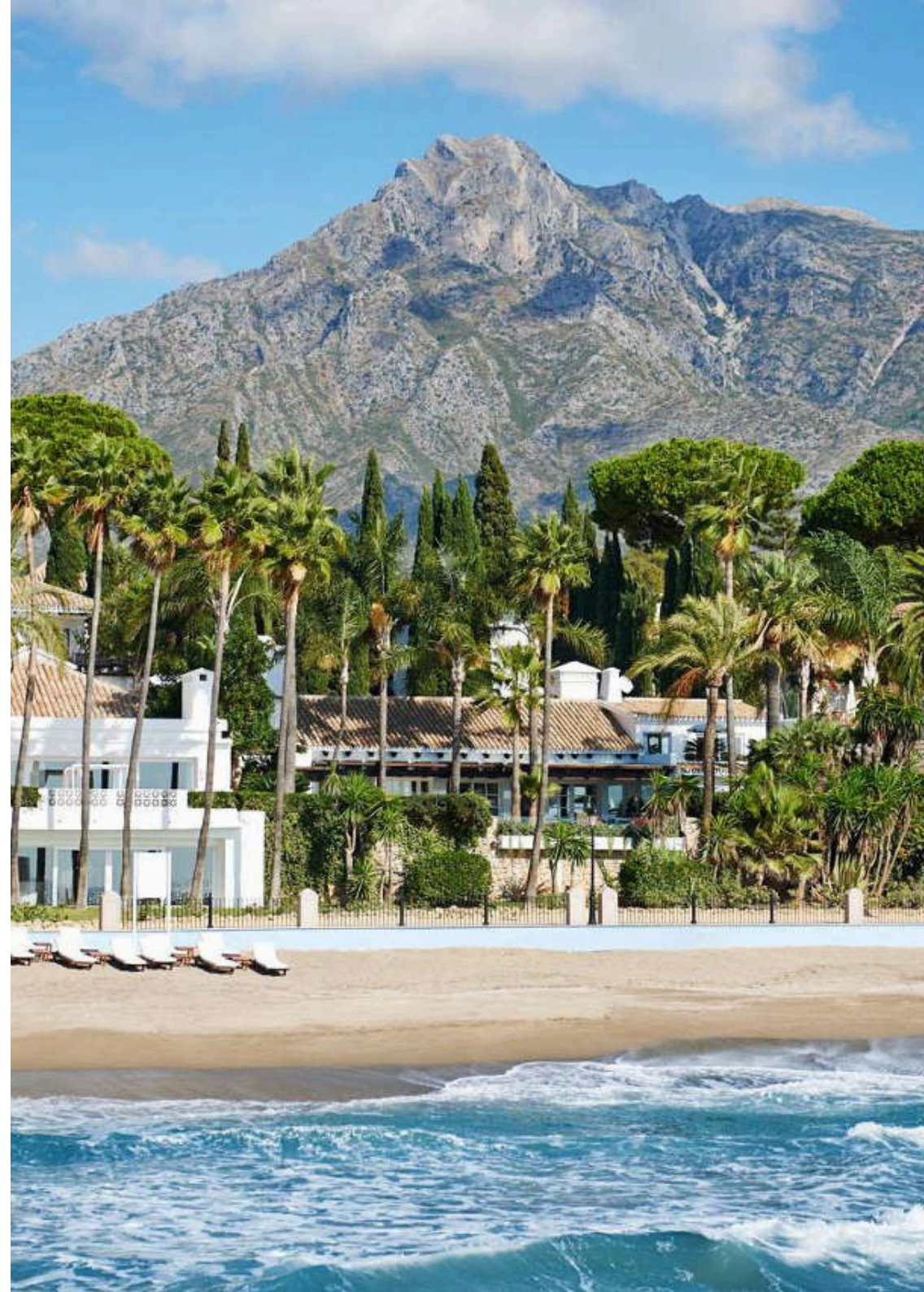


Google



4.8/5

126 reviews



ADMINISTRATIVE SUPPORT

We can assist with all necessary documentation, energy certificates, and contracts.

Our in-house legal team is available should you require legal representation, ensuring a simple and secure process from reservation to completion.

OUR OBJECTIVE: SOLD

At Marbella Luxury Homes, we don't just list properties. We sell them.

Our expertise, marketing reach, and commitment to service ensure that we deliver results.

If you're ready to sell your property, contact us for a free property evaluation and consultation.

[Click Here To Find an Agent Who Speaks Your Language](#)






Marbella

luxury homes

Start your property journey today with
a team you can trust.

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 Offices in Marbella and Cancelada

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