OFF-PLAN BUYER'S GUIDE

Your step-by-step roadmap to purchasing Off-Plan property in the Costa del Sol

LITUS ESTATES • MARBELLA

nicklas@litusestates.com • litusestates.com

BEFORE YOU MAKE AN OFFER

1. **Get a mortgage pre-approval from a bank**
2. **Decide total budget**
   (down payment (your funds) + ~13% additional costs (your funds) + mortgage capacity)
3. **Contact a real estate lawyer in Spain**
4. **Apply for your NIE number**
   (preferably through your lawyer for speed and ease)
5. **Start a serious property search**

AFTER YOU MAKE AN OFFER

1. **Pay the €6,000 reservation deposit**
   Ensure your lawyer reviews and approves the contract before you pay
2. **Obtain final mortgage approval and valuation**
3. **Sign the private purchase contract ("Contrato de Arras") and pay 10–20% binding deposit**
   The €6,000 reservation deposit is included in the 10–20%
4. **Staged payments linked to construction progress until ~20–30% total paid**
5. **Transfer remaining ~70–80% of purchase price + ~13% additional costs for completion**
6. **Complete the purchase at the notary**

TYPICAL OFF-PLAN ADDITIONAL COSTS (% of property price, simplified)

10%	1.2%	~1%	~1%
VAT Tax	Stamp Duty Tax	Lawyer Fee	Notary & Registration

TYPICAL OFF-PLAN TIMELINE (simplified)

RESERVATION FEE
Usually €6,000

Takes the property off the market

ARRAS DEPOSIT
1–4 weeks later

10–20% of purchase price (incl. the €6,000 already paid). Key binding payment

STAGED PAYMENTS
6–12 months (during construction)

Linked to construction progress until ~20–30% total paid

COMPLETION
12–24 months later

Remaining ~70–80% of purchase price + ~13% additional costs