

# A GUIDE FOR INTERNATIONAL BUYERS



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# A SHORT GUIDE

## FOR INTERNATIONAL BUYERS



*Buying property in Girona can be a wonderful decision. Whether you are relocating, investing, or looking for a second home.*

*However, the Spanish property system works differently from many other countries.*

*Understanding a few differences early on can help you avoid confusion, unnecessary stress, and costly mistakes.*

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# THE AGENT REPRESENTS THE SELLER

In Spain, most agents are legally and commercially aligned with the seller. Their role is to sell the property under agreed conditions.



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This does not mean they are dishonest.

It simply means their responsibility is not to protect the buyer's interests.

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# AS A BUYER

# YOU ARE EXPECTED TO:

- Assess market value yourself
- Verify documentation
- Detect potential risks
- Negotiate strategically

*GIM*



IF YOU ARE  
UNFAMILIAR  
WITH THE  
SYSTEM, THIS  
IMBALANCE  
CAN CREATE  
UNCERTAINTY



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# THE PRICE IS NOT THE VALUE


One of the most common misunderstandings among international buyers is assuming that the published price reflects an objective market valuation.



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# IN REALTY, THE PRICE MAY REFLECT

- **Seller's expectations**
  - **Emotional value**
  - **Market testing strategies**
  - **Overpricing to allow room for negotiation**
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# SOME PROPERTIES

ARE  
CORRECTLY  
PRICED, OTHER  
NOT

Without local data and context, it can be difficult to know.

Understanding how pricing behaves helps you approach negotiations with clarity rather than assumptions.

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# DOCUMENTATION MATTERS

Before committing to a purchase, several elements should be reviewed carefully, including:

- Land registry information
- Urban planning classification
- Habitability certificate (cédula)
- Energy performance certificate
- Building alterations  
• and declared surfaces
- Community regulations (if applicable)

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IN SPAIN,  
DOCUMENTATION  
IS NOT ALWAYS  
AUTOMATICALLY  
ALIGNED OR  
UPDATED.



Verifying  
documentation early  
protects both your  
investment and your  
peace of mind.

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BUYING PROPERTY  
IS NOT ABOUT  
MOVING QUICKLY,  
IT IS ABOUT  
UNDERSTANDING  
THE PROCESS.





NEED CLARITY?

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