

VALENCIA PROPERTY

The Valencia Property Specialists
for International Clients

Your Guide to Buying in Valencia

Everything you need to know about working with
Valencia's most experienced buyer's agent.

25+ years | ~€400k average sale | 50% American buyers | No pressure, ever

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Who We Are

Valencia Property has been helping international buyers find, negotiate and purchase property in Valencia since 1999. We are not a listing website, a franchise, or a traditional estate agency with a window full of properties. We are a team of experienced, English-speaking property professionals who work exclusively for you — the buyer.

Our model is that of the American Realtor: we act as your Personal Property Shopper, your advocate, your guide, and your negotiator throughout the entire purchase process. We work on your side. We do not represent sellers. We have more relationships with selling agents in Valencia than any other company — and we use every one of them to find you the widest possible choice at the best possible price.

25+ years helping buyers in Valencia	~€400k average sale price in 2025	50% of our clients are American	3% buyer's agent fee + VAT, all in	0 pressure, ever. We mean it.
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Founded	1999 — over 25 years of uninterrupted operation in Valencia
Model	Buyer's Agent — we work for you, not the seller
Membership	ASICVAL — Valencian Estate Agents' Association
Clients	USA (50%), UK, Netherlands, Ireland, Canada, Australia and beyond
Coverage	Valencia city, suburbs and region — coast to countryside
Our fee	3% + VAT (minimum €2,700). Transparent, all-in, no surprises
Also	Stepping Stone Rentals (medium-term) Valencia Remodels (renovation)
In the press	Regular features in The Daily Telegraph and international media

Why Work With a Buyer's Agent?

Most people who start looking for property in Valencia spend hours on Idealista and Fotocasa, bookmark dozens of properties, and then arrive in Valencia and start calling individual agents. Each agent only shows you their own listings. Nobody is working for you. Nobody is making sure you are not overpaying, missing better options, or walking into a legal problem. This is how mistakes are made.

Valencia Property operates differently. We are your agent — not the seller's. From your first call to the day you get your keys, everything we do is in your interest.

✓ **We cover the whole market, not just our listings**

We have more relationships with selling agents across Valencia than any other company. When you work with VP, you have access to every property available in the city — through a single point of contact who knows the market, the neighbourhoods, and the right price. You do not need to contact twenty different agents and explain yourself twenty times.

✓ **We save you time — and almost certainly money**

Our clients do not waste viewing trips looking at properties that will never suit them. We listen to your wish list carefully, ask the right questions, and build a curated selection before you set foot on a plane. When you arrive, your time is used productively. We also negotiate on your behalf — with full knowledge of what properties are really worth and how far sellers will move. Many clients recover our entire fee in the negotiation alone.

✓ **We protect you from the risks that catch other buyers out**

The Spanish property purchase process involves legal due diligence, NIE numbers, notary meetings, tax filings, utility transfers, and paperwork — all in Spanish. We coordinate every step. We work alongside your lawyer to make sure nothing is missed. We attend the notary signing with you and translate in real time. We have seen everything that can go wrong in this market — and we know how to prevent it.

✓ **We speak your language — literally and culturally**

Our entire service is delivered in English. Every email, every call, every document walkthrough, every meeting with a lawyer or notary. We also understand the expectations of buyers from the USA, UK, the Netherlands and beyond — the detail you expect, the transparency you need, the pace you are used to. We bridge that gap completely.

✓ **We do not pressure you — ever**

We have built a 25-year business on repeat clients and personal recommendations. We do not use high-pressure sales tactics. We do not push you toward properties that do not suit you. If we cannot find what you want at the price you want, we tell you honestly. Our goal is to find you the right property — not just any property.

✓ **We are trusted by the professionals who matter**

Valencia's selling agents respect VP because our clients arrive prepared, informed, and ready to act. One of the city's leading selling agents described our clients as the most professional, best-prepared buyer referrals they had ever encountered. That reputation opens doors and gets deals done — for you.

The Valencia Market — What You Need to Know

Before you start searching, it helps to understand the market you are entering. Valencia is no longer a hidden gem — it is one of Europe's most sought-after relocation destinations. That has consequences for how the market works and how buyers need to act.

Topic	What you need to know
Prices	Valencia property prices have risen 20-24% year-on-year in recent years, driven by international demand and very constrained supply. The average VP sale price in 2025 was approximately €400,000, with American buyers averaging €451,000. This is not a market where you find better deals by waiting.
Supply	Available stock dropped approximately 40% in the 2024-2025 period. Good properties sell quickly — sometimes within days of listing. Being financially ready to act is not optional; it is essential.
Tax (from June 2026)	Valencia region is reducing transfer tax (ITP) on resale properties from 10% to 9% from 1 June 2026. Total purchase costs typically run to 15-16% on top of the property price, covering tax, notary, legal fees and the buyer's agent fee.
New build vs resale	New build properties carry IVA (VAT) at 10% rather than ITP. There are real advantages to new build in some situations — and real risks in others. We will guide you through both honestly.
Mortgages	Mortgages are available to non-residents, typically up to 70% of the purchase price. We work with mortgage broker partners who can arrange pre-approval before your viewing trip — which puts you in the best possible position to act decisively when you find the right property.
Online portals	Portals like Idealista and Fotocasa are useful for research and will give you a feel for prices and areas. But they only show what individual agents choose to list. VP's market access is broader, deeper, and more current than any portal can show you.
American buyers	American buyers now make up 50% of Valencia Property's client base. We have been working with American clients for over a decade and our working model is explicitly based on the American Realtor approach. You will find us familiar, transparent, and thorough.

The Single Most Important Thing to Understand

Valencia is a seller's market. Properties that are well-priced and well-located do not sit around waiting for you to decide. Clients who arrive underprepared — without a lawyer lined up, without a bank account in place, without clarity on their budget — miss the properties they want. VP's job is to make sure that is not you.

How We Work — From First Contact to Keys

Every client journey starts the same way: you tell us your wish list. From there, we take care of everything. Here is what that looks like in practice.

1	<p>The Consultation Call</p> <p>Free, no obligation, no pressure. We get to know you, your requirements, your budget, your timeline, and your priorities. We ask the questions that most buyers have not yet thought to answer — and we give you honest answers to yours. By the end of the call, you will know whether VP is the right fit for you.</p>
2	<p>Your Wish List</p> <p>We ask you to fill in our detailed requirements form — your ideal property, your non-negotiables, your budget, your preferred areas, your timeline. This is the foundation of everything we do. The more detail you give us, the better we perform for you.</p>
3	<p>We Build Your Search</p> <p>Using your wish list, we build your personalised property search — contacting selling agents across the city, attending viewings on your behalf, and filtering out anything that does not genuinely suit your requirements. You are not shown properties that waste your time.</p>
4	<p>Your Viewing Trip — Prepared, Not Wasted</p> <p>When you come to Valencia, everything is ready: itinerary, appointments, lawyer introduction, bank account and currency transfer briefings. Every hour of your trip is productive. We accompany you to every viewing and give you our honest assessment of each property.</p>
5	<p>Video Viewings — For Clients Who Have Already Visited</p> <p>Once you have visited Valencia, met your lawyer, opened your bank account, and have your NIE in place — in other words, once you have all your ducks in a row — we can conduct live video viewings on your behalf. This means that if the perfect property comes to market between visits, you do not miss it. We walk through the property in real time, answer your questions, and give you our honest assessment so you can make a confident decision without needing to fly back immediately.</p>
6	<p>Negotiation</p> <p>When you find the right property, we negotiate the price and terms on your behalf. We know what properties are worth, we understand Valencia sellers, and we push hard for the best deal. This is where 25 years of experience makes a real and measurable difference.</p>

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Legal Process and Notary Signing

Your lawyer conducts all due diligence and legal searches. We coordinate alongside them, keep you informed at every step, and attend the notary signing with you — translating the entire process in real time. You sign nothing you do not understand.

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After Completion

We sort utilities changeover into your name. If your property needs renovation, Valencia Remodels is ready. If you need furnished accommodation while work is done, Stepping Stone Rentals can accommodate you. We remain your resource for as long as you need us after the purchase.

What Comes With Working With VP

Buying property in another country involves a great deal more than just choosing a property. Here is everything that comes as part of working with Valencia Property — most of it at no additional cost to you.

Professional introductions — vetted, trusted, reliable

Over 25 years we have built a network of professionals we trust and personally recommend. When you work with VP, you have access to all of them.

Who	What they do for you
English-speaking lawyers	Legal due diligence, contract review, NIE assistance, purchase representation — people we have worked with for years and trust completely
Mortgage brokers	Pre-approval for Spanish mortgages, competitive rates, guidance on financing for non-residents — arranged before you travel if needed
Currency transfer	Currencies Direct, our local partner with a Valencia office. Getting your exchange rate right on a €400k+ transfer makes a meaningful difference
Insurance brokers	Health insurance for visa applications, property insurance, personal cover — a bilingual brokerage that finds you the right policy
Bank contacts	The right people in the right branches — will open your Spanish bank account efficiently with just your passport, no NIE required in advance
Builders and architects	Through Valencia Remodels, full project management of any renovation — taking the stress of the Spanish building trade completely off your hands
Interior designers	Trusted designers who understand Valencia homes and can help you make your new property exactly what you imagined

The VP Content Library

Our blog at valencia-property.com is the most comprehensive English-language resource about buying property in Valencia anywhere on the internet — hundreds of detailed, regularly updated articles covering every aspect of the market, the buying process, neighbourhoods, costs, and Valencia life. We also publish The Valencia Property Podcast and a regular newsletter. Other agencies use our content. Most of our clients have spent hours reading before they get in touch — and arrive as the best-prepared buyers in the market.

One Thing We Ask of You

We work with clients on an exclusive basis. We ask you to work with us and not simultaneously with multiple other agents. We do not work with clients who want to 'play the field'.

This is standard practice in the buyer's agent model and exactly how working with a Realtor in the USA operates. Here is why it matters — and what it means for you.

✓ **You get our full attention**

VP invests significant time in every client — consultation calls, property research, viewing preparation, lawyer introductions — before you have spent a cent. We do this properly only when we are your agent. Clients working with us exclusively get the full VP experience.

✓ **You get better access to properties**

Selling agents in Valencia know VP. They know our clients are prepared, informed, and capable of completing quickly. When a good property comes to market, they call us. That access is a direct benefit to you when you are our exclusive client.

✓ **The process runs faster and smoother**

When VP is your single point of contact, there is no confusion or duplication. Your lawyer talks to us, the selling agent talks to us, everything is coordinated through one experienced team. You have one number to call.

✓ **It does not lock you in indefinitely**

Working exclusively with VP means committing to work with us for your search — not signing a lengthy contract preventing you from ever changing your mind. We earn your continued commitment by delivering results. If you are not satisfied, we will have an honest conversation about it.

A Note on Properties You Find Yourself

If you find a property on a portal or through your own research, tell us about it. We can approach the selling agent, carry out due diligence on the price and the property, and negotiate the purchase on your behalf. That is exactly what a buyer's agent is for. Just be open with us and we will make the most of whatever you find.

Our Fee — Transparent, Competitive, Worth It

Valencia Property charges 3% + VAT of the purchase price as our buyer's agent fee, with a minimum of €2,700 for properties under €90,000. This is paid by you — the buyer — at completion. It is the only fee we charge. No consultation fees, no viewing fees, no charges for the preparation work we do before you have spent a single cent.

Property Price	VP Fee (3% + 21% VAT)	Approximate total purchase costs*
€300,000	€10,890	€345,000 - €348,000 (inc. tax, legal, VP fee)
€400,000	€14,520	€460,000 - €464,000
€500,000	€18,150	€575,000 - €580,000
€700,000	€25,410	€805,000 - €812,000
€1,000,000	€36,300	€1,150,000 - €1,160,000

* Total cost estimates assume 9% ITP transfer tax (from June 2026) plus notary, land registry, legal fees, and VP buyer's agent fee — typically 15-16% on top of the purchase price in total. Figures are indicative — your lawyer will provide exact cost breakdowns for your specific transaction.

Why Our Fee Is the Right Investment

Here is something most buyers do not realise: in Valencia, if you contact a selling agent directly, they will charge you a fee — typically 3%, often more — on top of the purchase price. And that agent is still representing the seller, not you. You pay their fee and get no representation in return. When you work with VP, you do not pay that selling agent's fee at all. You pay our fee instead — to an agent who is entirely on your side, negotiating hard for you, guiding you through every step in English, and backed by 25 years of Valencia market knowledge. Many of our clients recover the full fee — and more — in the negotiation alone.

Beyond the Purchase — The Full VP Ecosystem

Buying a property is often part of a much bigger journey — relocating, renovating, settling in to a new country. The Valencia Property Group can support every part of that, not just the transaction itself.

Company	What we do	When you need it
Valencia Property	Property search, negotiation, legal coordination, completion	From your first contact through to getting your keys — and beyond
Stepping Stone Rentals	Fully furnished medium-term rentals in Valencia — 3 to 9 months, professionally managed	Before your purchase completes, while your renovation runs, or while you take the time to be certain about where you want to buy
Valencia Remodels	Renovation project management — bilingual, trusted, fully coordinated	When your purchase needs work — we manage the process entirely whether you are in Valencia or still abroad

The 'Try Before You Buy' Route

Not ready to commit to a purchase on your first visit — or not yet sure about Valencia at all? A medium-term rental through Stepping Stone Rentals lets you live like a local for three to six months in a fully furnished, professionally managed property while you explore neighbourhoods, experience the city through the seasons, and decide on the right property at the right moment. Many of our best clients came through SSR first. They arrived as renters and left as owners — with complete confidence in their decision.

Questions We Are Asked Most Often

Q: How do I get started?

A: Fill in our requirements form at valencia-property.com or get in touch by email or WhatsApp. One of our team will get back to you promptly and arrange a consultation call at a time that suits you.

Q: Do I need to visit Valencia before you start searching?

A: No — we start working with you from day one to make sure you hit the ground running when you do get here. We will research the market, build your property search, and prepare everything so your first visit is productive rather than exploratory. Video viewings are available once you have your ducks in a row — NIE number, Spanish bank account and lawyer representation in place — so that if the right property appears between visits, you are in a position to act on it immediately without needing to fly back.

Q: How long does the buying process take?

A: From first call to completion, typically 3 to 6 months depending on how quickly you find the right property and the legal complexity of the transaction. The legal process from accepted offer to notary signing usually runs 2 to 4 months.

Q: Do I need a lawyer?

A: Yes — and we strongly recommend one. We will introduce you to trusted, English-speaking lawyers who specialise in purchases for international buyers. Their fee is typically around 1% of the purchase price.

Q: Do I need a Spanish bank account?

A: Yes. You need one to pay for the property and to set up utilities. We will introduce you to the right bank contacts who will open your account efficiently with just your passport — no NIE required in advance.

Q: What is a NIE and do I need one?

A: A NIE (Numero de Identificacion de Extranjero) is a Spanish tax identification number required for any property purchase. You cannot buy without one. Your lawyer will guide you through the process of obtaining it — it is straightforward but does require a visit to the relevant Spanish office, usually with an appointment. Getting your NIE sorted early is one of the most important steps in preparing to buy.

Q: Can someone else handle steps I cannot be present for?

A: Yes. It is possible to grant Power of Attorney to your lawyer — or in some cases to VP — to act on your behalf for specific steps in the process that you cannot attend in person. This is a well-established mechanism in Spanish property law and is used by a number of our clients, particularly those completing purchases remotely. Your lawyer will advise you on when and whether it is appropriate for your situation.

Q: Can I get a mortgage in Spain?

A: Yes. Non-residents can obtain Spanish mortgages, typically up to 70% of purchase price. We work with mortgage broker partners who can arrange pre-approval before your viewing trip. A pre-approved buyer is a serious buyer — sellers and their agents treat you very differently.

Q: What if I do not find the right property on my first trip?

A: It happens, and it is not a problem. Valencia's supply is constrained and the right property is not always available on your schedule. We keep your search active between visits, alert you to new listings as they appear, and arrange video viewings when suitable properties come to market.

Q: Is Valencia a safe place to buy?

A: With the right legal representation and a competent buyer's agent, yes — absolutely. The risks in the Spanish property market come from buyers who skip proper legal due diligence or rely on sellers' agents to look after their interests. With VP and a good lawyer on your side, those risks are managed.

Q: What happens after I buy?

A: We remain a resource. Utilities, renovation, community fees, tax questions, local recommendations — we have seen it all and we are happy to help. Many of our clients are still in touch with us years after their purchase. That is the relationship we aim to build.

Ready to Start? Here Is How to Reach Us

The best first step is always a conversation. No charge, no obligation, no pressure. We will ask you the right questions and give you honest answers. If we are the right fit for each other, you will know quickly.

Website	www.valencia-property.com
Email	information@valencia-property.com
WhatsApp	+34 657 994 311
Requirements form	valencia-property.com — tell us your wish list and we will be in touch
Blog	valencia-property.com/new — read before you call, arrive prepared
Podcast	The Valencia Property Podcast — on all major platforms
YouTube	youtube.com/ValenciaProperty
Buyer's Guide	Download our free 2025-2026 Guide to Buying Property in Valencia from our website
SSR rentals	www.steppingstonerentals.com

Why Clients Choose Valencia Property

Because buying property abroad is complicated, expensive, and full of risk — and we remove all of that complexity. Because we have been doing this for 25 years and we know Valencia better than anyone. Because we work for you and nobody else. Because we are honest even when the honest answer is not what you want to hear. And because the clients who come to us having already had a difficult experience elsewhere invariably say the same thing: they wish they had found us first.

Valencia Property | Valencia Property Group | Valencia, Spain | Since 1999