



YOUR ULTIMATE GUIDE TO BUYING REAL ESTATE IN MALLORCA

9 STEPS TO YOUR DREAM VILLA

THE 9-STEP FORMULA SMART BUYERS USE TO
SECURE LUXURY PROPERTY IN MALLORCA WITHOUT
COSTLY MISTAKES OR DELAYS

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HOW TO BUY A LUXURY VILLA IN MALLORCA: 9 PROVEN STEPS THAT PROTECT YOU FROM MISTAKES FOREIGN BUYERS MAKE EVERY DAY

"Buying property in Mallorca can be one of the most rewarding experiences of your life, or one of the most expensive mistakes you'll ever make."

Every week, we see foreign buyers arrive on the island with big dreams and big budgets... only to walk straight into problems they never saw coming:

- Signing contracts they don't understand.
- Inheriting debts from the previous owner.
- Losing their deposit because of one overlooked clause.
- Or worse, discovering their "dream villa" can't legally be rented, renovated, or even lived in.

It happens more often than you think. And when the average property here sells for €3M+, these mistakes aren't small, they can cost you hundreds of thousands.

That's why I created this guide: The 9 Steps Serious Buyers Must Follow to Secure Their Dream Villa in Mallorca Without Costly Surprises.



Why should you listen to us? Because in Mallorca's luxury property market, experience isn't optional, it's everything.

For over a Decade, we've advised discerning international buyers on transactions from €3M to €30M. We've seen every contract, every pitfall, every loophole.

Our clients include entrepreneurs, investors, and families who value not just a home, but the security of knowing every detail has been handled with precision.

Along the way, we've earned recognition at the International Property Awards:



BEST MARKETING AGENCY IN SPAIN

BEST HOLIDAY RENTALS AGENCY IN SPAIN

But here's the truth: awards don't close deals.

Discipline, discretion, and detail do. That's what separates us from the dozens of "tourist agents" who will happily waste your time and money.

If you're serious about securing a villa in Mallorca's €3M+ market, this guide, and our agency, are designed for you.



This guide distills what we've learned into a simple framework you can follow.

Throughout this guide, you'll discover:

- THE FIRST DOCUMENT YOU MUST SECURE BEFORE YOU CAN BUY (MOST FOREIGNERS DON'T EVEN KNOW IT EXISTS).
- THE CRITICAL CHECKS THAT REVEAL WHETHER A PROPERTY CARRIES HIDDEN DEBTS OR ILLEGAL STRUCTURES.
- THE ONLY CONTRACT THAT FORCES A SELLER TO RETURN DOUBLE YOUR DEPOSIT IF THEY BACK OUT.
- THE ONE MISSING CERTIFICATE THAT CAN STOP YOU FROM EVER USING YOUR VILLA FOR RENTAL INCOME.

You'll see how serious buyers prepare, what paperwork truly matters, and how to move faster than other buyers while staying fully protected.

!!! READ THIS CAREFULLY.

Because once you understand these steps, you'll be ahead of 90% of buyers who come to Mallorca unprepared. And that advantage could be the difference between owning your dream villa... or owning a very expensive mistake.



WHAT YOU'LL DISCOVER IN THIS GUIDE

THE FIRST DOCUMENT YOU SHOULD APPLY FOR BEFORE EVEN LOOKING AT PROPERTIES – WITHOUT IT, YOU CAN'T LEGALLY BUY ANYTHING IN SPAIN.

HOW TO MAKE SURE YOUR "DREAM VILLA" ISN'T HIDING OLD DEBTS, UNPAID TAXES, OR COMMUNITY FEES THAT COULD QUIETLY COST YOU SIX FIGURES.

THE CONTRACT CLAUSE THAT LOCKS THE PROPERTY FOR YOU – AND FORCES THE SELLER TO PAY YOU DOUBLE YOUR DEPOSIT IF THEY BACK OUT.

WHY ONE MISSING CERTIFICATE COULD MAKE YOUR VILLA USELESS FOR RENTALS, RENOVATIONS, OR EVEN CONNECTING UTILITIES.

THE FOUR BANKS THAT ACTUALLY LEND TO HIGH-NET-WORTH FOREIGN BUYERS – AND WHY MOST INTERNATIONAL BUYERS WASTE MONTHS ON THE WRONG ONES.

THE ONE MISSING CERTIFICATE THAT CAN STOP YOU FROM EVER USING YOUR VILLA FOR RENTAL INCOME.

THE SMALL PIECE OF PAPER THAT TELLS YOU IF YOUR FINCA IS TRULY LEGAL – OR AN EXPENSIVE HEADACHE WAITING TO HAPPEN.

HOW TO STRUCTURE PAYMENTS SO YOUR MONEY IS ALWAYS PROTECTED UNTIL THE KEYS ARE IN YOUR HANDS.

THE BIGGEST MYTH ABOUT SPANISH PROPERTY PURCHASES THAT CAUSES ENDLESS DELAYS – AND HOW TO SIDESTEP IT COMPLETELY.

THE "SHORTCUT SYSTEM" MALLORCA'S MOST SUCCESSFUL BUYERS USE TO MOVE FASTER THAN COMPETING BUYERS AND SECURE THE BEST VILLAS.

ROADMAP

01

NIE-NUMBER

Your Spanish tax ID. Without it, you can't buy property, open a bank account, or sign contracts.

02

BANK ACCOUNT

Essential for payments, deposits, and mortgages. Even cash buyers need one to move funds smoothly.

03

DEBTS AND ARREARS

Unpaid taxes, utilities, or community fees stay with the property – and become your problem if missed.

04

CÉDULA DE HABITABILIDAD

The certificate of occupancy. Without it, you may not be able to connect utilities or rent the villa.

05

ENERGY CERTIFICATE

Rates the property's efficiency. Vital for running costs, renovations, and resale value.

06

NOTA SIMPLE

A snapshot of the property's legal status: ownership, debts, land classification, and restrictions.

07

OPTION & PURCHASE CONTRACTS

The preliminary contract locks in the deal; the final contract transfers ownership. Together, they protect you.

08

ESCRITURA PÚBLICA

The notarized deed that legally makes the property yours. Registered with the Land Registry.

09

PARTNER WITH AN AGENCY

Your shortcut to avoiding mistakes and securing the right villa with confidence, speed, and discretion.

APPLY FOR A NIE NUMBER (NÚMERO DE IDENTIDAD DE EXTRANJERO)

The very first step to buying property in Mallorca is obtaining your NIE – Número de Identidad de Extranjero. This is your Spanish tax identification number. Without it, you simply cannot complete a purchase.

But it doesn't stop there. You'll also need your NIE for almost every other financial activity in Spain: opening a bank account, paying taxes, setting up utilities, even buying a car. In short: no NIE, no deal.

On paper, the process seems simple. You book an appointment, bring your passport, pay a small fee, and walk out with your certificate. In reality? The online booking system crashes, forms are confusing, and if you don't speak Spanish, you can spend hours bouncing between windows, banks, and offices.

EXPERT TIP

Arrange your NIE as early as possible. In Mallorca's fast-moving luxury market, even a two-week delay can mean losing the villa you want to another buyer.

That's why most serious buyers don't do this themselves. They let their lawyer or gestor handle it, or better, they let us coordinate it from start to finish.

At Mallorca Select, we can arrange your NIE before you even set foot on the island. That way, when the right property appears, you're not stuck in paperwork, you're ready to sign.

OPEN A SPANISH BANK ACCOUNT (CUENTA BANCARIA)

Once you have your NIE, your next move is to open a Spanish bank account. It's mandatory whether you pay in cash or finance with a mortgage. Without it, you can't transfer funds at closing, pay deposits, or handle ongoing costs like utilities, community fees, and local taxes.

On the surface, it's straightforward: bring your NIE, passport, proof of address, and you're set. But here's the catch:

SOME BANKS ARE PAINFULLY SLOW WITH NON-RESIDENTS.

OTHERS DEMAND UNNECESSARY DOCUMENTS AND WASTE WEEKS.

MOST DON'T UNDERSTAND HIGH-NET-WORTH INTERNATIONAL PROFILES.

The result? Lost time, lost deals. In Mallorca's luxury market, speed matters.

EXPERT TIP

Even if you plan to pay cash, open your account in advance. Many deals fall apart because buyers can't move funds in time for deposits or notary fees.

At Mallorca Select, we work directly with the four major banks best suited for international clients: Santander, Sabadell, BBVA, and CaixaBank (HolaBank). We have personal contacts in each, so you skip the queues and go straight to private advisors who know exactly how to serve clients like you.

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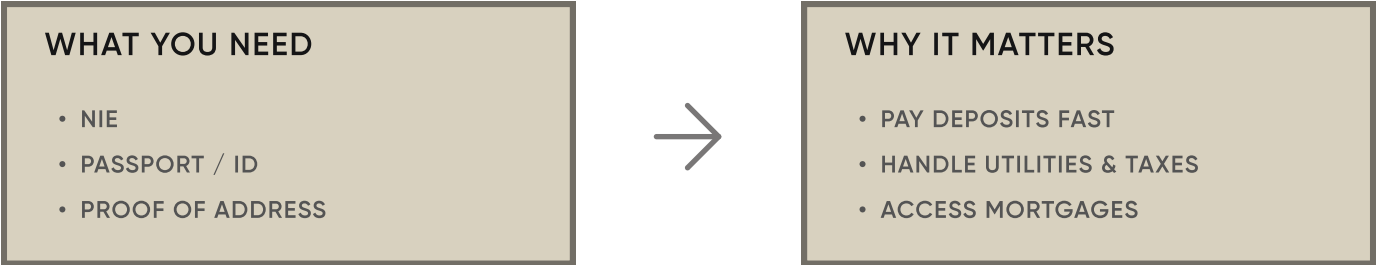
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BEST BANKS FOR INTERNATIONAL BUYERS

BANK	STRENGTH	NOTES
SANTANDER	Spain's largest bank, global presence, wide range of mortgage products for non-residents	The account can often be opened online, but a visit to a branch may be required for identity verification; conditions vary depending on nationality.
SABADELL	Popular with expats, experience with high-end clients	Known for flexible financing solutions. Service quality depends on the branch.
BBVA	Powerful digital banking, reliable app, widespread ATMs	Non-resident accounts available; mortgages depend on buyer profile
CAIXABANK	Business division tailored to international clients, support for Golden Visa applicants	Fees and services vary depending on the package



CHECK FOR ARREARS

In Spain, debts don't follow the seller, they follow the property. That means if you buy a villa with unpaid taxes, utility bills, or community fees, those debts become your responsibility the moment you sign.

We've seen it happen. Buyers discover too late they've inherited:

IBI (IMPUESTO SOBRE BIENES INMUEBLES): Mallorca's annual property tax. For luxury estates, this can run into the tens of thousands per year.

BASURA (WASTE COLLECTION TAX): Charged by the town hall, often €150–€400 annually, depending on municipality.

UTILITY BILLS (ELECTRICITY, WATER, GAS): Large villas with pools and gardens can rack up hundreds of euros monthly – debts that remain if unpaid.

COMMUNITY FEES: In gated complexes or luxury residences, these can range from €1,000–€3,000 annually to €10,000+ per year in the most exclusive communities.

"Miss these checks, and the seller's debts become your debts."

Now imagine signing the deed on your dream villa, only to discover days later you've inherited a six-figure debt you never agreed to.

REAL EXPERIENCE: HOW WE PROTECTED A CLIENT FROM HIDDEN DEBT

One of our clients recently pursued an emergency sale on a luxury property. The seller was under pressure: a divorce, debts with his ex-wife, and obligations to the bank. On paper, everything looked urgent but manageable. His lawyers and the bank presented a clear picture of what was owed.

But we don't take "clear pictures" at face value. We put our own legal team to work – and what they uncovered changed everything.

Behind the numbers presented, there were additional hidden debts that hadn't been disclosed. If our client had moved forward on the seller's terms, they would have unknowingly inherited these liabilities along with the property.

Instead, by digging deeper, we were able to restructure the deal, protect our client from taking on unwanted debt, and still close the purchase under terms that worked for them – not for the bank or the seller.

👉 This is why debt checks are non-negotiable. Without them, even “urgent opportunities” can turn into costly mistakes. With Mallorca Select at your side, you never sign until every liability is exposed and addressed.

EXPERT TIP

Never rely on verbal promises from the seller. Always demand proof of up-to-date payments, and let your lawyer verify the documentation directly with the town hall and utility companies.

OBTAIN A CÉDULA DE HABITABILIDAD

The Cédula de Habitabilidad (certificate of occupancy) is one of the most important documents in a Mallorca property purchase – and one of the most overlooked. It certifies that the home meets the island's legal standards for habitability: safe installations for water and electricity, adequate sanitation, and capacity for the number of occupants.

Without a valid cédula, you could face serious obstacles:

YOU MAY NOT BE ABLE TO CONNECT ELECTRICITY OR WATER IN YOUR NEW VILLA.

YOU CANNOT LEGALLY REGISTER THE PROPERTY FOR HOLIDAY OR LONG-TERM RENTALS.

BANKS MAY REFUSE TO ISSUE A MORTGAGE ON THE PROPERTY.

EXPERT TIP

Don't assume the certificate exists, or that it's valid. Cédulas expire every 10 years, and some properties lose them after renovations or legal changes.

IMPORTANT EXCEPTIONS

Don't assume the certificate exists, or that it's valid. Cédulas expire every 10 years, and some properties lose them after renovations or legal changes.

GET AN ENERGY PASS

Since 2013, every property for sale in Spain must have a valid Energy Certificate. This document rates the home's efficiency on a scale from A (best) to G (worst) – similar to the labels you see on appliances.

For luxury buyers in Mallorca, this isn't just paperwork. It's a window into your future costs, comfort, and even resale value.

RUNNING COSTS: A modern 500m² villa rated C might cost €600/month to cool and heat. The same villa rated G could easily cost €2,000/month or more. That's an important annual difference to take into account.

RENOVATION PLANNING: The certificate highlights where efficiency fails (insulation, glazing, HVAC). Buyers often use this to budget renovations, or renegotiate the price.

RENTAL LICENSING: For holiday rentals, the government increasingly requires stronger ratings. A poor rating can block you from generating rental income.

FUTURE REGULATION: EU legislation is pushing toward stricter energy standards. In the next decade, homes with low ratings may face penalties, forced upgrades, or price devaluation.



MODERN LUXURY VILLAS: Often rated B–C, thanks to better insulation, modern HVAC systems, and sometimes solar installations.

RENOVATED TOWNHOUSES OR APARTMENTS: Usually C–D, depending on the quality of the refurbishment.

TRADITIONAL FINCAS OR HISTORIC ESTATES: Frequently E–G, unless they've been recently modernized. These properties may be charming, but their energy use can be significant.

REAL EXPERIENCE: HOW WE RENEGOTIATED THE PRICE OF A FINCA

A client of ours fell in love with a historic finca a year and a half ago. The property looked perfect, until the energy certificate came back as a G.

Running costs would have been unsustainable, and rental licensing impossible. Instead of walking away, we advised the client to renegotiate.

With the poor rating as leverage, they secured a €120,000 reduction on the purchase price, funds they later invested in solar and insulation upgrades.

👉 At Mallorca Select, we don't just check if the certificate exists. We translate what it means in financial terms, resale implications, and negotiating power, ensuring your villa doesn't just look beautiful, but makes financial sense long-term.

EXPERT TIP

Don't treat the certificate as a box to tick. Use it as leverage. A poor rating can become a negotiating tool – but only if you know how to interpret it.

OBTAIN THE NOTA SIMPLE

The Nota Simple looks like a short, simple extract from the Land Registry. In reality, it's one of the most powerful documents in the entire buying process, because it tells you the truth about the property you're about to purchase.

What the Nota Simple reveals:

OWNERSHIP: Confirms who legally owns the property and has the right to sell it.

DEBTS AND CHARGES: Mortgages, liens, easements, or court orders that remain attached to the property.

CLASSIFICATION: Whether the land is urbano (urban), rústico (rural), or urbanizable (developable), each with very different legal implications.

DESCRIPTION: Size, boundaries, built area, pools, terraces, and sometimes outbuildings.

EXPERT TIP

Always obtain the most recent Nota Simple, less than three months old, and have it reviewed by a lawyer who understands local planning laws. Even one line on this document can change what you can or cannot do with the property.

SECURE THE OPTION & PURCHASE CONTRACTS

YOU'VE FOUND IT!

The villa that feels like it was built just for you. The one you've imagined yourself walking into, glass of wine in hand, overlooking the Mediterranean sunset from your own terrace.

But here's the cold, ugly truth: until the contracts are signed, that dream isn't real. It can vanish in an instant.

- ANOTHER BUYER CAN SWOOP IN WITH A HIGHER OFFER.

- THE SELLER CAN BACK OUT AT THE LAST SECOND.

- YOU CAN LOSE YOUR DEPOSIT, OR WORSE, YOUR ENTIRE OPPORTUNITY.

This is why contracts matter. They're not just "paperwork." They're the only thing standing between you and heartbreak.

THE OPTION CONTRACT (CONTRATO DE ARRAS)

Think of this as your insurance policy. It locks the villa down, takes it off the market, and forces the seller to commit. You put down a deposit (typically 10–15%), and in return:

- IF YOU WALK AWAY, YOU LOSE THE DEPOSIT.

- IF THE SELLER WALKS AWAY, THEY OWE YOU DOUBLE YOUR DEPOSIT.

- YOU GAIN 1–3 MONTHS TO FINALIZE FINANCING, TRANSFER FUNDS, AND COMPLETE EVERY CHECK WITH ZERO RISK OF LOSING THE PROPERTY.

EXPERT TIP

Always structure this through a lawyer or notary. Never hand cash to a seller. Ever.

THE PURCHASE CONTRACT (CONTRATO DE COMPRAVENTA)

This is the finish line. The final signing before the notary where ownership officially transfers to you. Here, you pay the balance, typically via banker's draft from your Spanish bank, and the property legally becomes yours.

👉 At Mallorca Select, we don't just shuffle papers. We engineer these contracts to protect your money and lock in your villa, even in the cutthroat Mallorca market where hesitation means losing everything.

Because let's face it: finding your dream villa is hard enough. The last thing you want is to lose it because of sloppy paperwork.

SIGN THE ESCRITURA PÚBLICA (THE DEED OF SALE)

This is it. The finish line. The single most important document in the entire buying process: the Escritura Pública.

Signed before a Spanish notary, this deed isn't just paperwork, it's the moment your villa officially becomes yours. Without it, you own nothing. With it, you hold the legal title that proves, beyond question, that you are the rightful owner.

The escritura typically includes:

- THE AGREED PURCHASE PRICE AND PAYMENT METHOD

- FULL DETAILS OF THE BUYER AND SELLER

- A LEGAL DESCRIPTION OF THE PROPERTY

- DISCLOSURE OF ANY MORTGAGES, DEBTS, OR ENCUMBRANCES ATTACHED TO THE HOME

EXPERT TIP

In Mallorca, custom dictates that the buyer covers the notary and registration fees, while the seller pays the Plusvalía (capital gains) tax. Notary fees run around 0.1%–0.5% of the purchase price, for a €3M villa, that's thousands of euros. Plan for it.

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CHOOSING THE RIGHT AGENCY FOR YOUR SUCCESS

To be completely frank... In Mallorca's luxury property market, timing is everything. Hesitation can be expensive.

This guide has given you clarity. You now know the steps, the pitfalls, and the process.

But the truth is:

WHO YOU PARTNER WITH DETERMINES WHETHER YOU SUCCEED OR FAIL.

The most successful buyers don't gamble:

They use a shortcut system, one that allows them to move faster than competitors, avoid costly traps, and secure the best villas before they hit the open market.

And that's where we come in.

For more than a decade, we've been the trusted partner of serious international buyers in the €3M+ market. We don't just help you buy property. *e:*

THE BEST HOME FOR YOUR LIFESTYLE – the villa that becomes your sanctuary in paradise.

THE BEST PROPERTY FOR RETURN ON INVESTMENT – the assets that grow your wealth, not just drain it.

THE PEACE OF MIND THAT EVERY DETAIL IS HANDLED – from NIE to notary.



YOUR NEXT STEP

If you're serious about owning in Mallorca, and I bet you are, here's how you move forward now:

REGISTER ON OUR WEBSITE

Unlock over €1.5 billion in curated luxury properties, including our confidential off-market portfolio.

[SIGN UP NOW](#)

BOOK A DISCOVERY CALL

Speak directly with our senior advisors. We'll align on your goals, show you tailored opportunities, and map the path to securing the right property.

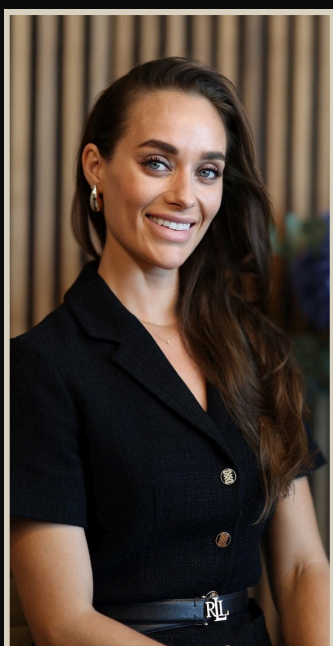
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⚠️ ONE FINAL NOTE

We only work with motivated buyers. We put our 110% and If you want to avoid hesitation, act faster than your competition, and make sure your villa is both a dream home and a smart investment... this is your moment.

👉 Register today. Book your discovery call. Secure your villa before someone else does.



EVELINA PERSSON
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