

The process of buying a property/apartment in Bulgaria

The procedure is as follows:

1. Property Selection

Choose an apartment according to your preferences, or we will be happy to advise you on the choice. We personally visit the complexes and know them very well. Very important when choosing a property is the location, the level of the complex, its services and facilities, another important factor is how the management of the complex takes care of it and maintains it.

There are two types of complexes in Bulgaria. Year-round complexes and seasonal complexes. They are available for you all year round. Seasonal complexes are mostly open from May to the end of September (high season). We will be happy to advise you.

When you have chosen the property, we will check the availability, whether the apartment is available, or whether it has already been sold or a reservation deposit has been made.

We will calculate the complete price of the property for you, including all fees associated with the purchase of real estate in Bulgaria. We will answer all additional questions.

The next step is the inspection of the property.

2. Inspection of the property

There are two options for real estate inspections.

The first way is to actually physically visit the property, see the location, facilities and services offered by the surrounding area. When you are in Bulgaria on vacation, we will be happy to show you the property in person.

The second and therefore the most used method is a video inspection. Video inspection is a safe way to buy real estate, up to 95% of real estate purchases are made this way.

We will explain why it is safe and why there is no need to worry about the purchase.

First of all, it is a rapidly changing offer. The real estate market in Bulgaria is very dynamic and offers at a good price and in a good complex are sold quickly. That is, if you were to travel to Bulgaria, it may often happen that the property you wanted to come see in person is no longer available. There is no need to despair if you would like a property in a specific complex - we will look for this offer for you.

The procedure for a video inspection is as follows:

First of all, we will agree on a date for the video inspection. The video tour is ideally done via the WhatsApp application or Skype, through which we will show you the apartment, the views, what is in it, its equipment and the surroundings.

During the video inspection, we will inform you about the condition of the apartment. Subsequently, we will prepare a video of the inspection, which we will share with you. If you

like the apartment, we will check the apartment with your eyes, we will check its condition, i.e. its functionality (water, electricity, furniture, windows...). We recommend watching the video sent on a large TV.

If everything is in order and you like the apartment, the next part of the deal follows and that is price negotiation.

3. Price negotiation

We all want to buy at the best possible prices and enjoy shopping. Our aim is to make you as satisfied as possible. Therefore, we will check the prices of properties in a similar location and quality, if there is room for price negotiation, we always try to negotiate the price in your favor.

The commission of the real estate company is already included in the price of the property. The entire process of buying real estate is carried out through a lawyer who represents you in all steps and is the guarantor of the entire deal.

The next part follows, and that is the payment of the reservation deposit. Before paying the reservation deposit, we always check the ownership rights of the property itself.

4. Payment of the reservation deposit and the remaining part of the purchase price

The reservation deposit is used to reserve the apartment. After signing the reservation contract, providing cooperation in the purchase of the property and paying the deposit, the apartment is withdrawn from the offer and is no longer offered.

The total price of the reservation deposit is €4,400, which consists of two parts. The first part is the commission of the real estate agency of €2,400 (2,000 EUR + 20% VAT) and the second part €2,000 serves as a deposit for the property, which is sent to the account of the representative lawyer who will represent you and, as an independent article, guarantees that the entire purchase process will take place in order and in your favor. We always send you a lawyer's card before paying the reservation deposit.

Important information - the deposit paid by bank transfer already forms part of the purchase price. All funds are sent exclusively to the lawyer's specially created bank account and are in his custody. Funds are transferred to the seller only after the property has been transferred to your name. This process is set up for your protection.

The remaining part of the purchase price is sent later in the next month, reduced by the aforementioned reservation deposit. The process of complete purchase and transfer of the apartment to your name continues.

Before paying the remaining part for the property, we check all arrears (water, electricity, maintenance fee), or loans or mortgages - so that the property is clean and free of debts on the day of the transfer at the notary.

Slovak notary public

Our RK will prepare contracts and documents that you will sign at a Slovak notary and that will be in Slovak and Bulgarian.

We will prepare a Power of Attorney for you (this power of attorney will only be bound to a specific transaction) and affidavits (European AML Act).

These documents must be signed at a Slovak notary with signature verification abroad.

Notary and lawyer in Bulgaria

In the entire process of buying real estate, you are represented at the offices and all institutions by a licensed Bulgarian lawyer with a license from the bar association.

We cooperate only with a certified lawyer who specializes in the field of law related to real estate, purchase and sale for foreign citizens or investors.

Choosing the right lawyer is important both for you and for us. For you because it represents you and runs your entire business on your behalf. For us, the right choice is important in terms of possible damage to the good name of our company.

We explicitly manage the entire business process only with a lawyer. The local lawyer knows Bulgarian law and guarantees that the entire business process will go smoothly and in a legally transparent manner. Finances intended for the purchase of real estate are in his attorney's custody and are transferred to the seller only after the transfer of the real estate to your name. For the sake of protection, we strongly recommend having a lawyer to represent the entire purchase process.

We always inform you in advance about every step and are always available for your possible questions.

5. Fees for the purchase of real estate

There are two types of fees to consider when buying real estate in Bulgaria.

The first is for the services of a lawyer who represents you in the entire purchase process.

The second fee includes taxes and local government fees. These are the notary and notary fees, together with the real estate transfer tax, which are owed to the Bulgarian state.

Attorney fees and services include:

- ✓ Drafting of contracts and translations
- ✓ Representing you at all offices
- ✓ Registration and issuance of Bulstat number (Your tax registration identification number in Bulgaria)
- ✓ Transfer of electricity and water in your name

✓ Lawyer custody of money

Price: €500 (the price is negotiated for our clients)

Fees and Taxes from the transfer of real estate:

✓ Fee for notary services

✓ Property transfer tax.

In total, all fees, including taxes, are approximately 7% of the price of your property. The exact amount is determined by the notary and depends on the location where the property is located

Other fees:

✓ Fees for verification of your signatures at a notary in Slovakia

✓ Bank Fees approx. 0.1% of the real estate price - transfer between LEV (BGN) and EURO currencies

2. You know the price of the property, you have gone through the entire purchase process - you become the owner of a property in Bulgaria.

All ownership rights are automatically transferred to you during the notary process and you become the owner of the apartment. The cadastre will record it on the basis of the Notary Act.

Your representative attorney will sign the Management and Maintenance Agreement with the complex on your behalf. Informs the complex about the new owner. Subsequently, we will send you the contacts for the complex, written instructions as for the owner of the apartment, where you will have all the important information to fully enjoy your stay in your property.

As a bonus, you will also receive property insurance for 1 year free of charge and cleaning of the apartment before your arrival (however, we need to be informed about your arrival in advance).

After transferring the electricity to your name, we will instruct you and help you set up an electronic account so that you can simply pay for electricity via an electronic invoice. Water is mostly covered by the complex and billed to you at the end of the year. Apartments have their own water and electricity meters.

6. Costs associated with apartment ownership

The apartment complex charges an annual management and maintenance fee. This fee is paid once a year. It includes maintenance and management of the complex, greenery, swimming pools, cleaning of common areas and the like. Each complex has its own price for management, which is also related to the level of services provided. You need to calculate from €10 to €20 per m² (of your apartment).

Other charges to consider are water and electricity. Electricity is paid monthly depending on actual consumption. There is no need to worry about water and electricity fees, they are lower than in Slovakia.

Fees may also arise from Internet connection and TV connection. You usually negotiate this with your hotel, which will advise you. It is also possible to pay for a certain fixed period (for example, 3 months and similar).

Property tax is paid every year, the price depends on the size of the apartment. As a new owner, you are exempt from paying this tax for the first year.

7. Renting an apartment

Make sure if you want to use the apartment only for you, or if you plan to rent it as well.

It is ideal to leave the rental and care of the apartment in the hands of the hotel management, which will take care of the complete service, such as changing linen, towels, hygiene supplies, and cleaning. The complex will mostly provide you with this service, the complexes have long-term contracts with travel agencies and operators. The exact income from the profit is individual, it depends on a number of variables such as the level of the complex and your apartment, the amount of services provided, the size of the apartment, the length of the rental period. However, you will certainly not be at a loss. You use your apartment for your own purposes and at the same time it brings you a certain pleasant profit, this income will certainly cover the invested annual costs. Believe that your friends and family will also be happy to rent your apartment. There are many options.

Of course, we also have contacts with external companies that implement and take care of rentals. We will be happy to advise you on this.

RELAX
PROPERTIES