



Tinsa is a leading multinational company specializing in property valuations and consultancy with three decades of experience. Our clients include most financial entities in the countries we operate in, businesses from many sectors, public administration bodies and private clients.

Our company is RICS accredited and a benchmark in the Spanish ECO valuation assessment. In addition, Tinsa has developed a wide range of complementary services focusing on the property sector.

With over 300,000 valuations carried out in 2015, we are the largest company in the sector with a 30 per cent market share. Included in our comprehensive services are Taxo Valoraciones, specialised in the valuation of movable and intangible assets, and companies, and Tinsa Certify that offers technical advice and is the number one provider of energy-efficiency certificates.

Tinsa has 580 employees and a wide network of 2,000 technical staff in Spain and Latin America with a wide reach and in-depth local market knowledge. The over 5 million valuations that form part of the Tinsa database are the springboard for our regular publications providing leading statistical references on the property market for Spanish and foreign organisations.

In recent years, Tinsa has concentrated on expanding its international presence and we now operate in more than 25 countries with subsidiaries in Portugal, Chile, Argentina, Mexico, Peru, Colombia and Ecuador.

# ¿Why choose Tinsa?

## Our differentiating credentials

#### Prestigious and leading company in Spain

Tinsa valuations and reports are known for their excellence in value propositions, innovation, rigour and reliability. The tandem of scope, dependability and experience mean Tinsa enjoys recognised prestige in the property sector.

# **Technical network and representatives throughout Spain**

Tinsa provides services throughout Spain via representatives in the main cities. We have specialist technicians with the right qualifications to assess property assets from all angles and with the know-how for specific types and areas of operation.

## Specialists in the residential market

Tinsa owns the largest database of residential and land asset markets (we valued 126,000 homes and 15,000 plots in Spain in 2015). We are known for our expert knowledge of planning and property sector regulations.

## **Quality and Consistency**

Tinsa has a licensing and quality control team made up of more than 80 technical staff who are specialists in their local areas and by sector (residential, industrial, agricultural and tertiary assets). We are leaders in mortgage valuations, an activity supervised by the Bank of Spain.

# **Expertise in international regulations and standards**

Tinsa is a benchmark company in issuing reports in line with Spanish regulations as supervised by the Bank of Spain (ECO regulations) as well as international standards such as RICS, IVS, EVS, etc. In addition, we are a RICS accredited company and have a specialised MRICS team.



The concept

**Certify legal** is a due diligence report on a residential property carried out specifically to help sell the property by making the transaction more secure by providing the interested parties with the necessary information to avoid charges or problematic situations that are potentially latent and therefore not easily detected by a non-expert.

The report lays out the main situation of the property being sold from legal, planning, building and energy-efficiency perspectives.

Different levels of assessment of Certify Legal are available depending on the client's specific requirements.

# Certify legal |



- | The property is examined from all angles in **one document.** This information would usually have to be collated from several different experts.
- It gives the interested parties **security** regarding the legal, planning and tax situation of the property in the transaction.
- It allows **flexibility in the timeframe of the transaction.**
- | It differentiates properties with a Certify Legal report from others on the market that do not provide guarantees regarding their situation.
- | The dossier's quality presentation under the TINSA brand gives a professional and transparent impression that adds value to work carried out by sellers' or their agents.
- | The dossier contains proposals for amendments to the asset that may reduce tax liability on owning and selling the property and which, in any case, anticipate problems that arise from incorrect data in the property description in the land and administrative registries.

Certify Legal does not include information about the market value of the property and is therefore no substitute for a valuation or statistical estimate of its value (STIMA).





# Certify legal · Contents

The report provides a *description* and *assessment* of the property being sold from several perspectives: land and administrative registries, construction, planning and energy efficiency.

The contents of Certify Legal can be personalised according to the client's required level of assessment. The different types available are described below. Each may be contracted independently as long as they include Basic Certify.

### **BASIC CERTIFY**

Basic Certify identifies the property and ensures the information in the land and administrative registries and the property under assessment concur. It also sets out the property's land and administrative registry situation concisely and if necessary, recommends amendments. The report looks at the quality of the property in terms of its surroundings and its planning situation, pointing out any planning irregularities found and their possible consequences.

- | Identifying the property
- · | Land registry situation
- | Administrative registry situation
- Quality of the property in terms of its surroundings
- | Planning situation





## MEASUREMENT OF SIZE AND COMPARISON WITH LAND AND ADMINISTRATIVE REGISTRIES

Certify Plus 1 with its drawings, plans and/or topographical surveys allows the property owner to ascertain the actual area of the property being sold.

The information obtained from the drawings or plans made, particularly of the areas built for different uses, is contrasted with that included in the land and administrative registries, and if there are discrepancies, proposals are made for amending them. The implementation of these proposals may reduce tax bills (property rates and other taxes) and anticipate problems that arise from incorrect facts in the description of the property in the registries.

A topographical survey allows the boundaries and exact size of a plot to be ascertained and for these to be matched with those recorded in the registries.

#### **TYPES**

• | OPTION A |

Drawings of rooms, usable areas and total size.

• | OPTION B |

Dimensional plans showing all the identified elements in detail as well as the usable areas and total size.

• | OPTION C |

Topographical survey of the plot and floor plans.

#### **LIMITATIONS**

Should there be discrepancies between the actual situation of the property being surveyed and its legal and administrative situation, the Certify Legal report will only include recommendations to amend the discrepancies through correct registration in the registries that do not involve:

- $\cdot$  Contractual or legal action (via Notary Public or the courts)
- · Amendments in the land registry inscription (changes or amendments in the description, charges or claims on the property, etc.).
- · Amendments in the administrative registry of changes of ownership, amendments of size or usage, etc.
- · The drawing up of documents or specific plans to carry out the recommended land or administrative registry amendments.
- · The application for any necessary licences or administrative permits to rectify the situation of the property.
- $\cdot$  The payment of taxes, charges or property taxes.
- · The redefinition of boundaries.

The measurement of properties within apartment blocks excludes communal areas.

Where possible, Certify Basic includes obtaining a property registry file (Nota Simple in Spanish) from the information provided by the client.



#### STATE OF THE PROPERTY

A Certify Plus 2 report looks at the state of a property and assesses its construction, specifically how well it has been maintained and the working order of the installations. This report describes problems detected plus ways of correcting them and the estimated cost.

- | **Construction inspection:** Detailed description of the property including type of façade, roofing, floors, tiles, paint, state of interior and exterior woodwork, etc. Both in the property and associated buildings.
- | **Installation inspection:** Verification of the existence of water, electricity and gas supplies, and checking of supply points such as taps and sockets, etc.
- · | Comprehensive assessment of the state of the property:
  - · Detailed account of problems encountered during the visit.
  - · Analysis and opinion on the construction issues found plus an estimation of what caused them and possible ways of correcting them.
  - Estimated cost of repair together with an estimated quote according to the recommended solution.

#### **LIMITATIONS**

- · The state of the roof or underground areas is only checked if there is easy access.
- · Possible hidden faults or those that cannot be easily seen are not included.
- · Structural assessment is not included. This is available separately.
- · Installation inspection is carried out by checking a large sample of supply points.
- · The client will be contacted if generalised problems are found.
- · Tests on water pressure, temperature, etc. are not included.
- $\cdot$  Appliance testing is not included.



#### **ENERGY-EFFICIENCY CERTIFICATE**

The Certify Plus 3 with Energy-efficiency Certificate and registration provides reliable information about the property's energy efficiency. The assessment, carried out by an INDEPENDENT expert, meets the requirements of the Spanish law (April 2013) on energy-efficiency certificates for properties for sale or rent.

In addition, our report always includes recommendations from our experts on how to improve the property's energy efficiency.

If the property already has this certification, we offer the possibility of a second independent report that allows the information in the previous report to be contrasted

#### RENEWABLE ENERGY SUPPLIES

The report includes possible renewable energy supplies in the property when visited and their characteristics.

- | Photovoltaic panels
- | Aerothermal systems
- | Geothermal systems
- | Biomass boiler
- | Small wind turbines
- | Solar panels

#### EXTRA CERTIFICATES FOR THE PROPERTY

The energy-efficiency assessment can be complemented with other graded certificates for the property issued by the following Spanish and international companies:

- | BREEAM® ES (homes)
- | LEED
- | GBC Spain GREEN
- | PASSIVHAUS











ASSESSMENT OF TAX SITUATION

Recurring taxes on property ownership

## **CERTIFY PLUS 5**

ASSESSMENT OF SITUATION OF SERVICES AND SUPPLIES

**CERTIFY PLUS 6** 

CHECKING 10-YEAR CONSTRUCTION GUARANTEE

Mandatory insurance in property development\* protecting the buyer against damages that may occur due to structural defects during the first ten years after building work is completed.

\* Not mandatory when the developer is also the owner; in this case it's necessary only if the property is sold to a third party who can refuse the builder takes out this insurance.

- | An assessment is made of the owner's outstanding payments and attached to the report.
- | This assessment only takes into account the last four years since the owner is usually only liable for non-payments for this period prior to the purchase.

Cooperation from the owner is fundamental for this assessment.





# Certify Legal Summary

	Type	Tasks	Documentation
No interior inspection	BASIC CERTIFY	Identification  Location and situation of property in terms of its surroundings  Land registry situation  Administrative registry situation  Planning situation	<ul> <li>General location map</li> <li>Specific location map</li> <li>Aerial view</li> <li>Land Registry file</li> <li>Administrative Registry file</li> <li>Planning map</li> </ul>
Interior inspection only	PLUS 1	OPTION A: Floor drawings Identify and compare size with registries  OPTION B: Floor plans Identify and compare size with registries  OPTION C: Topographical survey and floor plans Identify and compare size with registries	
	PLUS 2	Physical state of property	· Annex Report
	PLUS 3	Energy-efficiency certificate Renewable energy supplies Other certificates	· Report and registration
Cooperation from owner is vital	PLUS 4	Assessment of tax situation	· Payments made
	PLUS 5	Assessment of services and supplies	· Payments made
	PLUS 6	Assessment of 10-year construction guarantee	· 10-year construction guarantee
	Issue	Spanish-English*	

 $<sup>*\,</sup>Other\,languages\,available$ 

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