



**Real Estate in Croatia**

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At our real estate agency, exceptional client care is our top priority. We understand that buying or selling a property is a significant decision, and we are dedicated to providing personalized, professional, and attentive service to all our clients. Our experienced team listens to your needs, guiding you through every step of the process with transparency and expertise. We are committed to answering your questions promptly, providing detailed information, and ensuring you feel confident and informed throughout your real estate journey. Your satisfaction is paramount to us, and we go the extra mile to exceed your expectations. Trust us to make your real estate experience smooth, stress-free, and successful. We investigate real estate in Croatia for You and select the properties interesting from the point of view of location, price and future development.

We choose the best properties in the market for promotion with high re-sale potential in the most picturesque locations of the coastal Croatia.

- **Real estate market overview**

The most efficient way to start search is to familiarize the real estate consultant with ideal vision of Your would-be property. First of all it'll help the consultant to select best suitable options for You and give him a chance to educate You on current situation in the market and property surroundings especially if You have never been in this or that part of Croatia before. The specialist thus will select the most appropriate options existing at the market.

If they do not fit Your vision absolutely, then probably You are investigating a wrong country. For example, many Russian customers want to [buy villa in Croatia](#) with no less than 2000-3000 m<sup>2</sup> of land or even more. But this type of property is practically non-existing at the coast Croatia. There are 2-3 exceptions but general rule is a plot of 400-700 m<sup>2</sup>. So if You are looking for large [land plot in Croatia](#) surrounding a villa – it is better for You to turn to Greece. With our extensive connections we can help You in locating property there as well.

The professional's task is to get prepared to Your visit in the full extent so that You were not wasting Your time and we were not wasting our money on tourist trips. We kindly ask to provide some details like region, type of property, min m<sup>2</sup> of the property, min number of bedrooms required, max distance from the sea, comfortable budget and other points that are essential for the purchase of property.

In order to find an ideal property for You we are searching all possible sources including many agency's databases to be able to cover the whole market. If you want to [buy house in Croatia](#) You can simply send us all the links You like over the web – and we will organize the demonstration of these properties to You. So by the time of Your arrival to Croatia we always have a prepared portfolio of real estate objects to be demonstrated.

Upon the request of a customer who wants to buy “this very property on the photo I took last year during the excursion” we can identify particular property and check whether it is still for sale and discuss the

price. We can find any property – we need just pics that You send to us.

Please take into consideration that viewing of properties is a hard labour. We understand that You may be coming for 2-3-4 days and You need to get maximum use of these days. Local licenced agents we select to work with you, are prepared to work from 8-9 o'clock in the morning till the daylight expires. It is possible to see 30 properties per day but we would not recommend You to view more than 6-10 houses. Otherwise You will get a fantastic mess in couple of days. Taking into account that some preparation had been conducted, most often it is enough to view 5-15 properties to understand what You want and where. If You are unable to make a choice at once, You can come again and again. But if You are not buying we would be thankful if You could cover petrol, toll, ferry expenses.

It is recommended not to take children under 15-16 years or aged people to participate in viewings as normally they get tired after second property presented, especially in summer. In order to make viewing as comfortable as can be we are ready to meet You in the airport, pick You in the hotel and bring there again after the viewings. Viewing is a combination of thorough planning and free improvisation of an agent who is following the change in mood or ideas of potential Buyer. Sometimes Buyers would want to see only those properties they select beforehand by mail. It is not entirely right approach. We should always take into consideration hot properties which may emerge a few days or hours before the viewing. And those can be the objects of best value.

You will be provided by professional real estate agent to handle negotiations. The success of the agent is only when the seller and the buyer come to an agreement on all the issues concerning sale and purchase. This is why we try to put them together to discuss all the issues which will be put by professionals into the form of Sale and Purchase Agreement. The proper agent will indicate to the parties all the items to be agreed. First of all it is price. Our agent knows the pricing of all types of properties in Croatia so he can suggest the real market value of any house, apartment or piece of land. In many cases the owners of property in Croatia overestimate their offers as if they were standing in rue Rivoli in Cannes.

But another truth is that that Croatian rural beauty does not find a replica in other parts in Europe... In this connection bargaining should take place but should be reasonable. It is also important to agree on the schedule of payments, "clearing-up" of documents if needed, etc. Sometimes the negotiation process starts in Croatia and ends several months later being conducted by phone calls, e-mails, skype conversations... Agents chosen by us will lead You through all the stages of negotiations till the signing of Final Deed at Notary Public. They know the psychology of local Croatian sellers. It is rather special and sometimes no logic is applied here.

Like in the UK it is strongly recommended to hire an advocate for property check in Croatia. Basic info on every property is available in Land register and cadastre but many properties have some documentary divergencies. Data from the land register and cadastre sometimes do not match, there can be incumbrances of all types from bank mortgage and to some neighbour's claim. The property can have no building permit, no usage permit or no legal ground for some part of the building. There can also be unregistered servitudes, some inheritance argues and many other issues that require profound study of an advocate. Our specialists will point You at those unclear situations and recommend best lawyer in the area.

The local licenced agent will familiarize You with tax and legal consequences of the deal and of the forthcoming procedure and usually several ways of settlement are suggested to be chosen by the parties. Both Parties have to fully understand their obligations and we aim at minimization of their expenses and

headache in general. In our practice there have been many situations which never repeat but suggest some solutions for the future which can be used in a new case.

Finalization of contract may take one single day or several months. Everything depends on complexity of the deal, details of the property and many other aspects. But the utmost purpose of all the parties involved is to get the Final agreement signed. For that purpose agent is setting a meeting of the following persons: the seller or it's legal representatives, the buyer or it's legal representatives, the official court translators for foreign participants, advocates, if involved, and notary of course. So the solemn presence of all these people ends up the process of negotiations and finalizes the story. In some cases the witnesses are important and the agents are usually used as such.

After the deal in Croatia is certified by the notary and the money is paid - the ownership right passes to the Buyer. It is already a technical procedure to pass the docs over to the court for registration, pay the fee and then You have to wait. Bureaucracy in Croatia is quite slow but Your agent will be happy to inform You once registration is over.

If You decide to sell Your apartment in Croatia, Your house or villa in future - we will be glad to acquire it and present to potential buyers. Every property has it's buyer. And every property has it's qualities and it's unique selling points. Our task is to present them properly. For that we ask the sellers to make a nice presentation of their objects from documentary point of view and from the point of view of imaging - we need photos and videos which provide full info on the property and it's location. The buyer is interested to see the object from inside, from outside, on the plan with the photos of all the fasades. Floor plans are also appreciated. Every seller should put himself in the shoes of the buyer, then he will understand what the buyer needs.

The information on the properties and their prices is based upon the data and documents provided by the Sellers of the properties. We are trying to monitor the market and update the information on the objects of real estate our website on a monthly basis. However it is possible that the Sellers change the price of the property, take it off the market or sell it without giving a notice to us. We are aiming at 100% accuracy which can certainly be achieved upon complete computerization of Croatia.

Commission of the local agent in Croatia is usually payable upon the conclusion of an Agreement between the Seller and the Buyer. By our experience we know that sometimes it is not a sale and purchase agreement. It can also be Agreement of exchange, Shares sale agreement, Joint venture agreement, Cession agreement etc. The commission is 3% + VAT (if payable) calculated on the basis of contract value. If You have covered petrol and other expenses of the agent before, those will be deducted from the commission payable. Fees are negotiable for amounts over 2 mln euro.

If You have viewed the property with one agent it is not allowed to view it again with another agent simply because the another one had better car. By Croatian legislation the essential part of the job of the realtor is bringing the buyer to the right property which he likes and which he is wants to buy. He can change advocates afterwards. But if he decides to buy it, he is entitled to pay commission to the agent even if it happen in a year or two and even if the property will be bought by his children or company. The agent is entitled to get commission in case purchase is done by any affiliated or connected persons. We appreciate Your understanding of the above.

Official legislation of the Republic of Croatia does not require the agents to report any information on the deals to any controlling bodies. So all what will be needed to know is what is important for the notary to insert into the agreement. We guarantee that this info as well as details of the deal will remain confidential.

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