



**SOPHIQ**  
PROPERTIES

## How Sophiq Helps International Clients Execute a Property Acquisition in Madrid

The independent, transparent and no-surprises process that allows a foreign buyer to purchase better than a local investor.



## **Buying in Madrid as a foreigner shouldn't be a disadvantage**

For an international buyer, entering the Madrid market can easily become a costly, slow and uncertain process:

- Legal and tax differences
- Cultural and language barriers
- Lack of access to real opportunities
- Doubts about the technical, legal and urban-planning status of the property
- Renovations impossible to manage from abroad

This often leads buyers to overpay, assume invisible risks or miss opportunities that disappear within hours.

That's why the key isn't knowing Madrid —

**it's having an independent team that acts as your eyes, your judgment and your protection at every step.**

## 1. Understanding the strategy of the international buyer

It all begins with a precise definition:

- Is it an investment, primary residence or second home?
- What level of intervention is acceptable?
- What is the time horizon?
- What are your expectations regarding style, layout and architecture?

**Sophiq adapts the search to your strategy, not to whatever is available on the market.**

**It is a process 100% independent from agencies and sellers.**

## 2. Access to real opportunities: better properties than a local buyer

International buyers usually see only the public market.

But in the prime segment:

- 80% of the best properties are reserved before ever reaching portals.
- Many trade privately, off-market.
- Sellers prioritise solvent, fast and professionally guided buyers.

Sophiq identifies properties with real potential – including off-market opportunities – thanks to:

- Our direct relationships with law firms, owners and architecture studios
- Our internal analysis of prime micro-areas
- Our ability to evaluate architectural feasibility instantly

**This allows you to compete on equal footing with local buyers... and often with an advantage.**

## 3. Full pre-purchase audit: avoiding risks that are invisible

Foreign buyers often make mistakes due to lack of context.

Sophiq removes risk across three levels:

### Technical

- Structure
- Load-bearing walls
- Real ceiling heights
- Installations
- Redistribution potential

### Legal

- Land Registry extract
- Charges and encumbrances
- Building status
- Community restrictions
- Feasibility of refurbishment

### Urban planning

- Heritage/cultural protection
- Previous licences
- Regulatory compliance
- Active sanctions or inspections

**The objective: buy only verified properties – no tricks, no uncertainty, no surprises.**



#### 4. Support throughout the purchase: negotiation, deposit contract and completion

The Spanish buying process differs from that of many countries.

Sophiq manages:

- Real comparative analysis (not based on portal prices)
- Data-driven negotiation
- Risk-free “arras” deposit signing
- Coordination with lawyers, notary and sellers
- Full review of draft deeds

**All with complete transparency, allowing you to make decisions from anywhere in the world, without stress and without doubts.**

#### 6. Final handover and value positioning

Once the property is complete:

- Technical verification
- Finish review
- Installation checks
- Handover report

**We do not manage rentals, but we do help buyers make informed decisions.**

#### 5. Optional transformation: a renovation managed at your pace

Many international buyers want to acquire a property with potential and transform it afterwards – but cannot manage a renovation remotely.

Sophiq therefore offers:

- Controlled demolition to reveal true potential
- Architectural project with top-tier, Sophiq-validated studios
- Coherent material palettes and technical solutions
- Weekly supervision, quality control and cost management
- Periodic reports and full process traceability

Although optional, this support enables buyers to:

- Avoid cost overruns
- Guarantee quality
- Materialise their architectural vision

If the client prefers to renovate with their own team, they fully can –

**our role is always to provide clarity and security.**



## Buying in Madrid from abroad doesn't have to be complicated

When you have a complete, transparent and meticulous process, distance stops being an obstacle.

Sophiq enables you to:

- Buy with full legal security
- Avoid invisible technical risks
- Access better opportunities
- Make decisions based on real data
- Transform the asset with architectural vision
- Delegate a process that would otherwise become a second job

## Why Sophiq

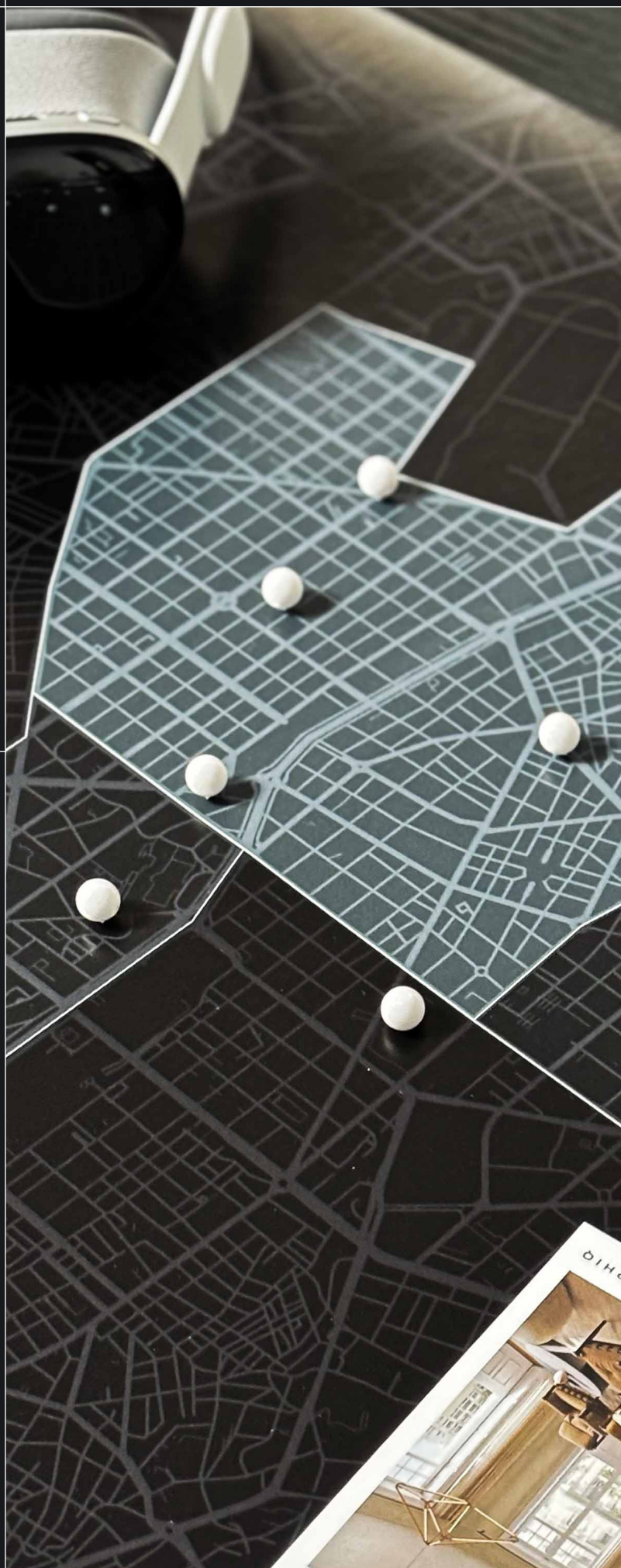
Our operational experience and our validated ecosystem position us as one of the most solid and specialized companies in Madrid's prime property market.

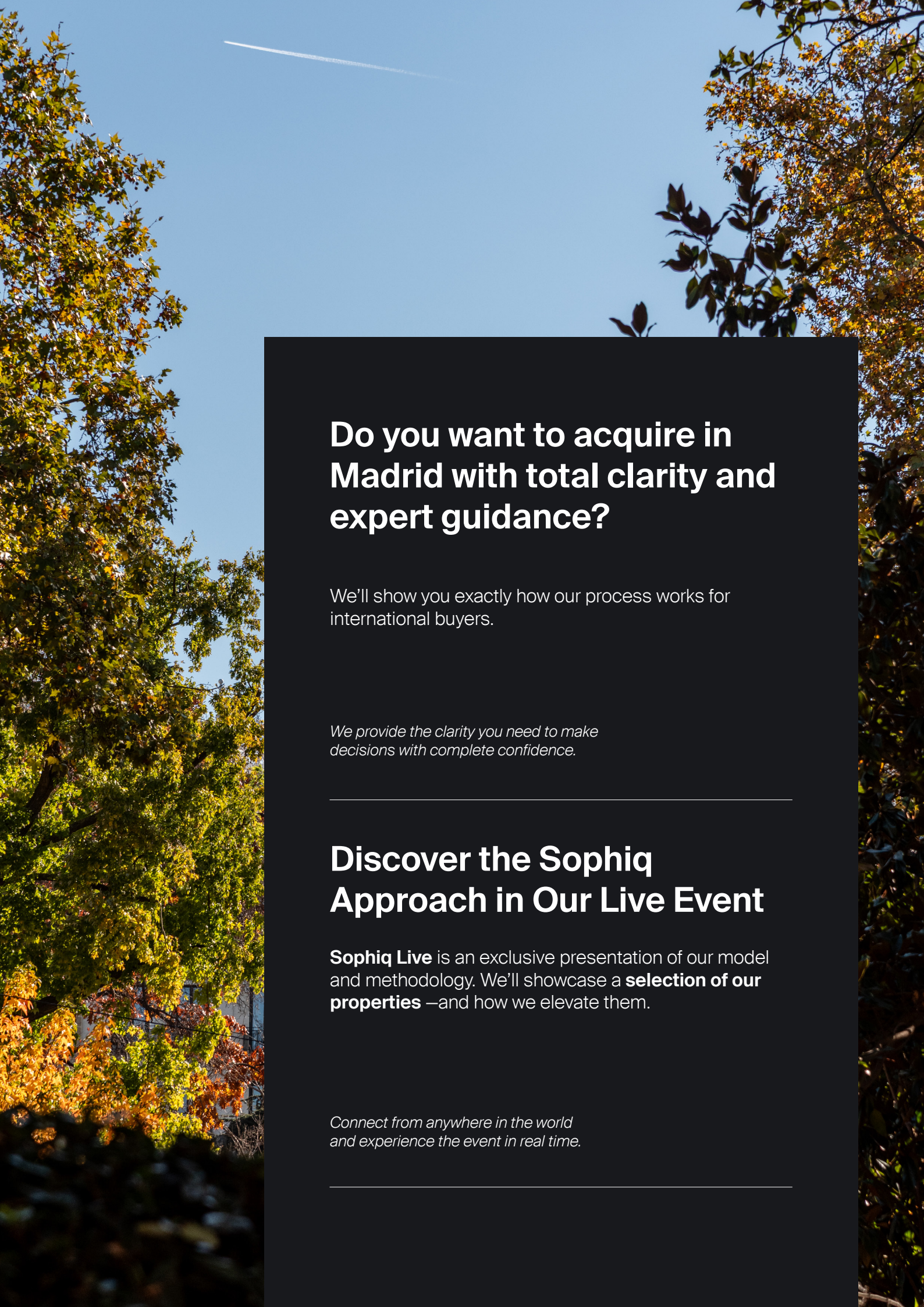
Thanks to this, every buyer's decision is backed by real data, rigor, and expert guidance at every stage.

**10** years of experience

**86** transactions

**143** M euros in transactions





## Do you want to acquire in Madrid with total clarity and expert guidance?

We'll show you exactly how our process works for international buyers.

*We provide the clarity you need to make decisions with complete confidence.*

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## Discover the Sophiq Approach in Our Live Event

**Sophiq Live** is an exclusive presentation of our model and methodology. We'll showcase a **selection of our properties** —and how we elevate them.

*Connect from anywhere in the world and experience the event in real time.*

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