

Referral Program – ERA Costa & Sol

1. Let's Grow Together

The Spanish Costa del Sol remains one of Europe's most attractive regions for real estate investors and second-home buyers. To support this international growth, ERA Costa & Sol is building a global network of trusted real estate professionals and partners.

Through this partnership program, real estate agents from all countries can confidently refer their clients to a reliable and experienced local partner. We provide full on-site guidance, legal and administrative support, and access to a diverse and high-quality real estate portfolio — from luxury villas to new developments and resales.

Together, we create value for your clients and your business.

2. What ERA Costa & Sol Offers

- Guidance in purchasing new developments, resale properties, and investment real estate
- In-depth analysis of client needs and tailored property suggestions
- Multilingual local agents for on-site support
- Legal, fiscal, and financial advice throughout the process
- After-sales services such as renovation, interior design, and key management
- Rental management and return-on-investment simulations for investors
- Access to exclusive and off-market property deals

3. Who Can Partner with Us?

This collaboration is open to **real estate agencies worldwide**, regardless of network affiliation or location.

Whether you're based in Belgium, the Netherlands, France, Germany, Scandinavia, the UK, the US, or elsewhere — we provide your clients with expert support and peace of mind during their property journey on the Costa del Sol.

4. Commission – Clear and Fair

Type of Sale	Your Commission* on Standard Fee	Standard Fee at ERA Costa & Sol
New Developments & Own Listings	15% / 25% / 35%	5%
Resale (non-exclusive listings)	15% / 25% / 35%	2.5%
ERA Costa & Sol Listings	15% / 25% / 35%	5%

*

Name + contact only ("namedropping") = **15%**
 Client is informed and has selected properties = **25%**
 Agent travels to Spain and accompanies client = **35%**

4.1 Exclusive Listings

Type of Sale	Your Commission* on Standard Fee	*Standard Fee at ERA Costa & Sol
Listing not sold	0%	5%
Listing Sold	10%	5%

*For exclusive listings contracts with a minimum of 6moths

*Fees can be lower in negotiation process with the owner

For each listing, we implement a dedicated marketing approach that includes a stylish brochure, an exclusive landing page, and professional photography. In addition, we run targeted digital marketing campaigns to maximize visibility.

4.2 Rentals

Involvement of Referring Agent	Rental Type	*Commission on 1st Month's Rent
Name + contact only	Long-term	25%
Client prepared with rental preferences or wants to rent out	Long-term	35%
Agent accompanies client in Spain	Long-term	45%
Client referred for short-term rental	Holiday rental	10% on net income (1st booking only)

*The standard commission equals one month's rent

Important:

Your commission is always calculated based on the standard agency fee received by ERA Costa & Sol from the seller. This fee is exclusive of VAT and costs and may vary per transaction.

If the client is not active in a sales or selling process with ERA Costa & Sol after 1 year he is no longer considered a referral client and there is no commission fee for the referral.

5. Commission Payments

Commissions are paid **once ERA Costa & Sol has received full payment** from the client and upon receipt of a valid invoice. Payments are made excluding VAT, in accordance with international and intra-community service regulations.

6. Transparent Collaboration

ERA Costa & Sol is committed to:

- Clear and honest communication with partners
- Timely updates on referred client progress
- Full professional support for your clients
- Providing property information, marketing materials, and market insights

Clients who approach ERA Costa & Sol directly, without a referral, are considered direct clients.

Ready to Partner Up?

Want to offer your clients reliable and worry-free real estate services under the Spanish sun? ERA Costa & Sol is your trusted local partner in Spain.

Contact:

ERA Costa & Sol

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