

Preparing to sell your Romanian property

Agent selection stage – Failing to plan is planning to fail!

- Select a professional agency (e.g., White Mountain Property!)
- Agree scope of relationship & terms of commission
- Agree marketing strategy and budget
- Agree viewing modes and access plan or key holding for property
- Ensure follow up & feedback system - adjust your offer according to feedback
- Plan price drop reduction milestones over time– don't wait until under pressure to sell
- Insist on high quality photos and video are created to best capture the property

Pre-Sale stage

- Prepare all ownership documents
- Ask a Notary to obtain informative land registry certificate known as a 'certificat informativ de carte funciara'
- Ensure floor plan matches actual layout
- Check with Notary what state income taxes are due. The buyer pays the Notary fees not the seller.

Once buyer is found

- Agree selling price, conditions including contents of the deal, payment method and time frame
- If you cannot be present at the sale, get a Romanian public Notary to prepare power of attorney in Romanian for ALL owners and married partners, (or provide evidence of legal marriage separation) so the Notary can see clearly who ownership rightly belongs to.
- Take this draft Romanian language Power of Attorney to your Romanian Embassy Consulate who will verbally provide the mandatory legal translation in your country in your language.
- Your Consulate will issue you a legally valid Romanian Power of Attorney
- Sign a binding pre contract, you will receive a part payment, e.g. 10% of the selling price
- Obtain a NIF from the Fiscal authorities (fiscal identification number) or if you are not a Romanian citizen, ensure your representative is happy to use their national ID number in your sale. Enquire for more details on this point.

After pre agreement is signed

- Pay all utilities up to date (gas, water, electricity) and obtain proof for the notary
- Pay all taxes & property debts and obtain proof
- Obtain energy performance certificate for the property
- Gather all permits & guarantees for the property
- Obtain draft of selling contract from a Notary & check this with your lawyer or advisor for suitability for your needs

Final contract stage

- Pass all original documents to Notary for checking
- Complete final selling contract
- Pay State income taxes at the Notary and your agent commission

All done, you have now sold your property!