

NEW BEGINNINGS

Your Local Winter Real Estate Update

Vol. 4
Winter
2022



BUDGET

5 Real Estate
Resolutions

MAINTENANCE

Home Maintenance
Projects to Tackle ASAP

WELLNESS

Say Goodbye to
Winter Blues

A NOTE FROM **ALFONSO LACRUZ TEAM**



Alfonso Lacruz | Team Leader

Dear current and future clients,

Happy New Year! 2023 is here, and it's time to put last year behind us and focus on a brighter tomorrow. Starting with my new quarterly magazine! This little publication is loaded with tips and tricks for maintaining your home, getting it ready for a showing, or what to look for if you're thinking about buying. But that's not all.

There's also some great lifestyle content about maintaining a positive mindset through the colder months, and some shoutouts to my favorite local businesses. If you've been wanting to learn a little more about local real estate, the information on these pages is a great place to start!

And if you want a more in-depth explanation, don't hesitate to pick up the phone and schedule an appointment. Enjoy the first issue of this exciting new venture, and I hope to hear from you soon.

Happy New Year!

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www.alfonsolacruz.com

QUARTER IN REVIEW

Marbella Market Snapshot

	Q3 2022	Q3 2021	% Differ.
 Number of Homes Sold	1.398	1.230	13,7 %
 Average Sales Price	3.366 €/m2	3.071 €/m2	9,6 %
 * Stock of Homes for Sale	8.836	11.299	- 21,8 %

Benahavis Market Snapshot

	Q3 2022	Q3 2021	% Differ.
 Number of Homes Sold	235	222	5,9 %
 Average Sales Price	3.175 €/m2	2.876 €/m2	10,4 %
 * Stock of Homes for Sale	2.542	3.050	- 16,7 %

More information on the real estate market of Marbella and Benahavis on this link:

<https://www.alfonsolacruz.com/market-info>



QUARTER IN REVIEW

CLOSED TRANSACTIONS - MARBELLA

If the Market in Marbella and Benahavís was good in 2021, it's even better in 2022

The information on the number of transactions closed in the third quarter for the municipalities of the Costa del Sol has been released recently by the Ministry of Housing, showing record numbers even better than the ones achieved in 2021.

With those numbers of closed transactions, 2022 is probably going to be the best year on closed transactions in the history of Marbella after 2004, at the boom of the previous construction cycle, and the best one since the crisis of 2008.

Focusing on Marbella, we can see that the third quarter, following the activity we had on that period, was the best third quarter in the history of Marbella, surpassing even the third quarter of 2021 that was already the best third quarter ever.

The circumstances that pushed the market in 2021 and 2022 are still in place although, in a way, hindered by the high inflation, comments about a potential recession in Europe and the Ukrainian war so we hope for another good year in 2023.

Unidades Vendidas
Units Sold

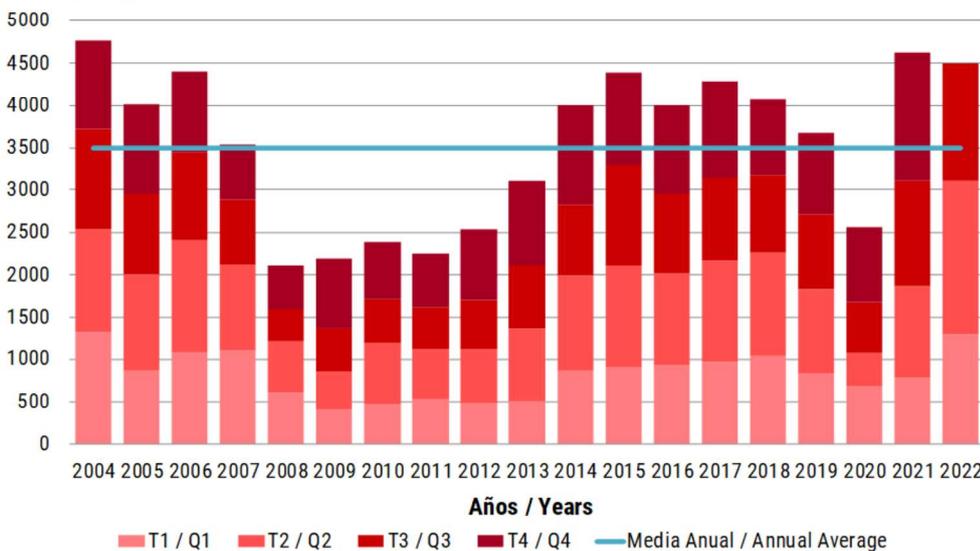


CHART 1 - HOMES SOLD PER QUARTER AND YEAR - MARBELLA

QUARTER IN REVIEW

CLOSED TRANSACTIONS - BENAHAVIS

Regarding Benahavís, the number of transactions closed in 2022 is going to be the best in the history of the municipality with more homes sold this year in three quarters than the ones sold in the whole 2021, already a record year.

The number of homes sold in the second quarter almost doubled the previous maximum of that same period showing that the market was still strong in spring despite the Ukrainian war, already initiated, and supported the growth of this year.

From the main four municipalities of the west Costa del Sol, Benahavis, Estepona, Marbella and Mijas, Benahavis is the one showing a higher growth. Buyers are being attracted by high level complexes, outstanding developments and the tranquil environment that the council offers.

The third quarter, with all these negative comments about the difficulties Europe will face in 2023, was even better than the one of 2021. We will see how the market develops in 2023 but we hope that, being the conditions that pushed the market in these past two years still in place, will remain solid.

Unidades Vendidas
Units Sold

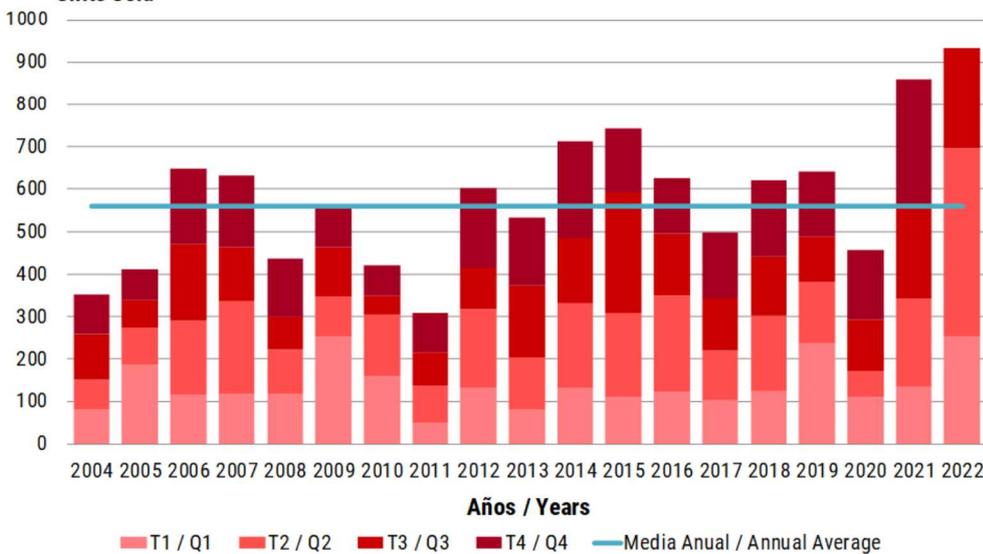


CHART 2 - HOMES SOLD PER QUARTER AND YEAR - BENAHAVÍS

QUARTER IN REVIEW

HOME SALES PRICES - MARBELLA

Home prices keep on going up

All home prices being analyzed keep on going up with the market not only in Marbella but also in Benahavis: asking price, closed price or the one at which homes are being closed and valuations price that is the one estimated by professional valuers.

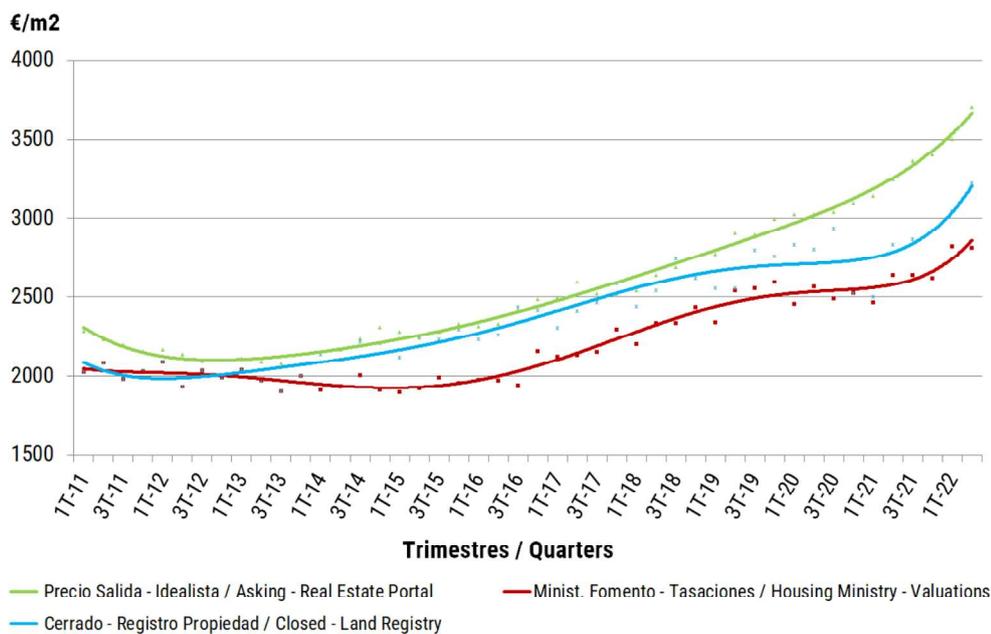


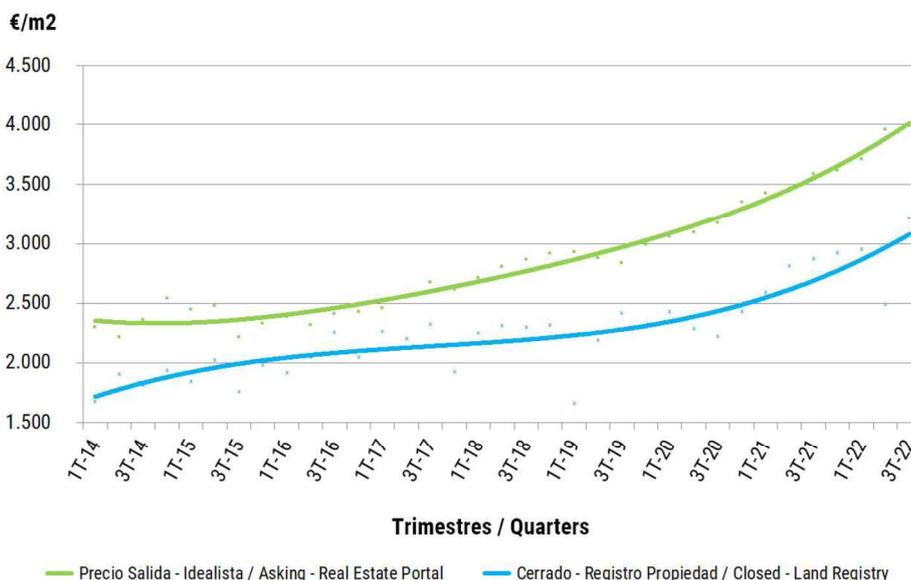
CHART 1 - ASKING, CLOSING AND VALUATION HOME PRICES - MARBELLA

Chart 1 shows those three different prices growing in different ways for Marbella. First the asking price that started an upward tendency in 2013 and it is still increasing with a remarkable increase of 87% in the last ten years. Then closing price that has been growing steadily but had slowed down since the start of the pandemic to start a new push in 2021 and a boost in 2022 and still remaining an average of 34% below the asking price. Finally, valuation prices follow the same tendency as the closing prices although, as it can be seen on the chart, valuers did not acknowledge the new upward cycle until 2016 with a three years delay versus the asking and the closing prices.

QUARTER IN REVIEW

HOME SALES PRICES - BENAHAVÍS

The situation is about the same in Benahavís, prices going up since 2014 with a slightly different tendency in the prices of new built units.



As Chart 3 shows, the tendency of the asking price is the same as in Marbella that is up and up and, in general, the closing prices are also going upwards specially during 2021 but have to dig inside those closing prices to find out the insights of it.

CHART 3 - ASKING AND CLOSING HOME PRICES - BENAHAVÍS

Prices of new built units, as seen on Chart 4, have been pushing up the average closing prices for Benahavís while the closing price of second hand homes has been almost flat until the end of 2020 when a change in tendency in Benahavís has been observed. In summary, prices keep on going up specially on new built units where the stock of properties for sale is more reduced.

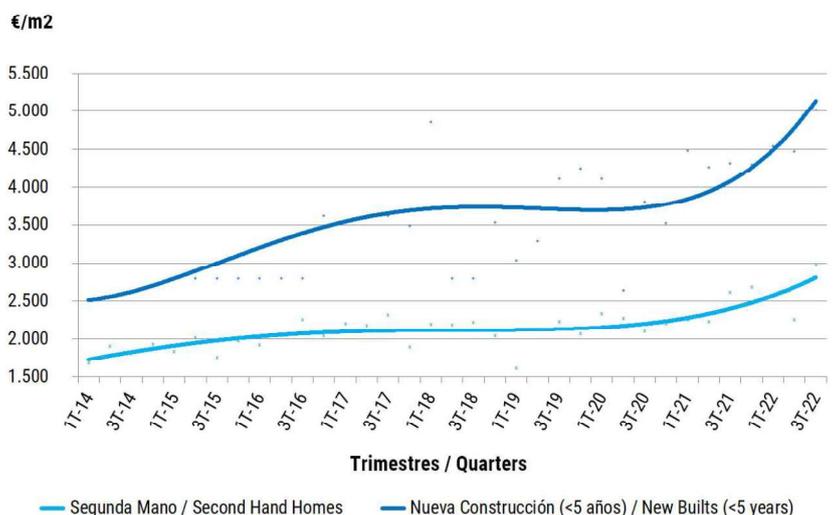


CHART 4 - NEW UNITS AND SECOND HANDS CLOSING PRICE - BENAHAVÍS

QUARTER IN REVIEW

STOCK OF HOMES FOR SALE * - MARBELLA

There is a slightly increase in the stock of homes for sale after two years

In general, the stock of properties for sale has been showing a downward tendency since the beginning of 2021 that may have changed in the third quarter of 2022. Although the inventory is truly higher than that of the previous quarter, it is for a minimum amount and could be a coyuntural data that may correct itself next quarter. Time will tell.

Focusing on Marbella, the change in tendency seems to be more relevant in the estimated number of apartments for sale with a slight increase of 4% while the estimated number of villas for sale went up a neglectable 0,6%.

Unidades / Units

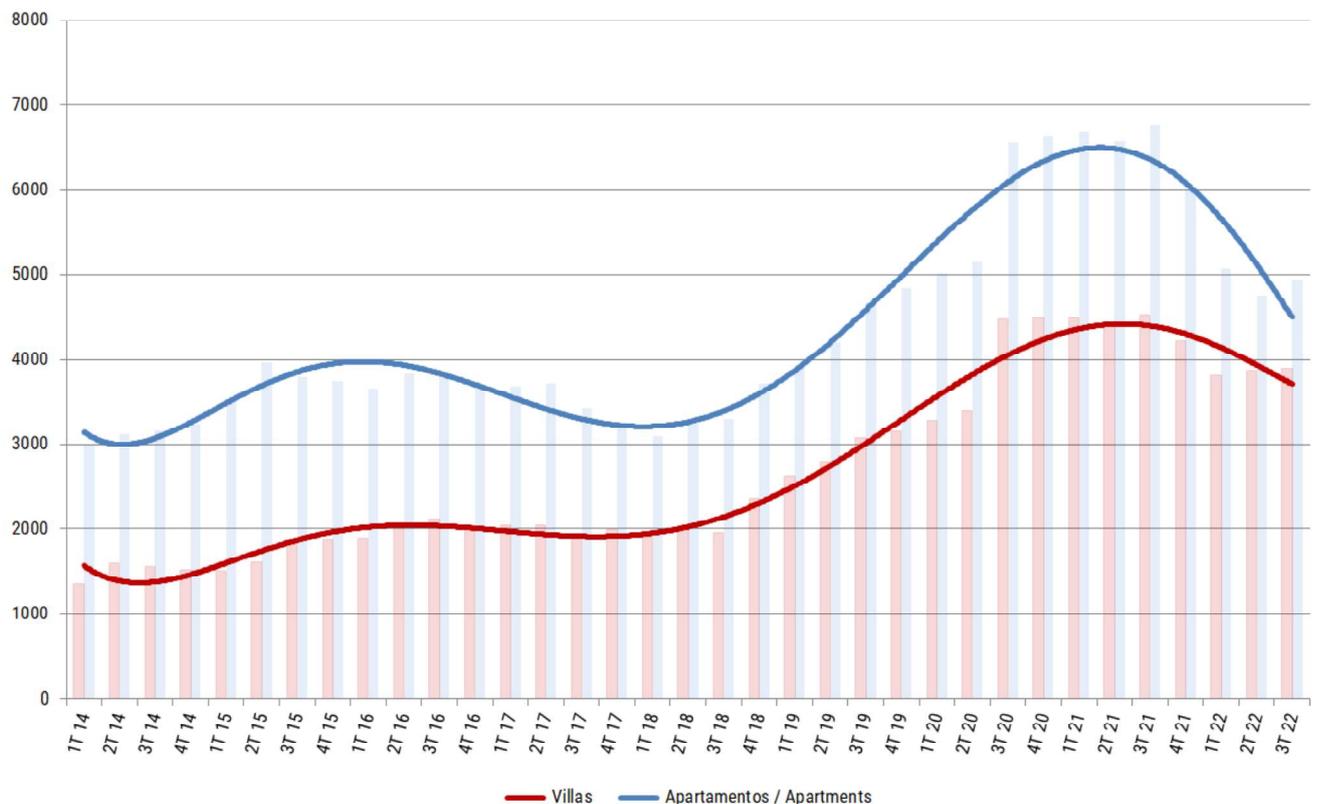


CHART 1 - ESTIMATION OF THE STOCK OF HOMES FOR SALE - MARBELLA

* The stock of properties for sale is not an official number but an estimation

QUARTER IN REVIEW

STOCK OF HOMES FOR SALE * - BENAHAIVIS

The tendency in Benahavis is, again, similar to what can be seen in Marbella but with a small difference as the increase in the stock is fairly similar in the estimated number of apartments and villas and close to the 4 to 5% figure.

Being the increase in inventory quite similar for villas and apartments, the chart still points that the estimated number of villas for sale is still higher than the estimated number of apartments on the market showing that the market of Benahavis is evolving to a single family one.

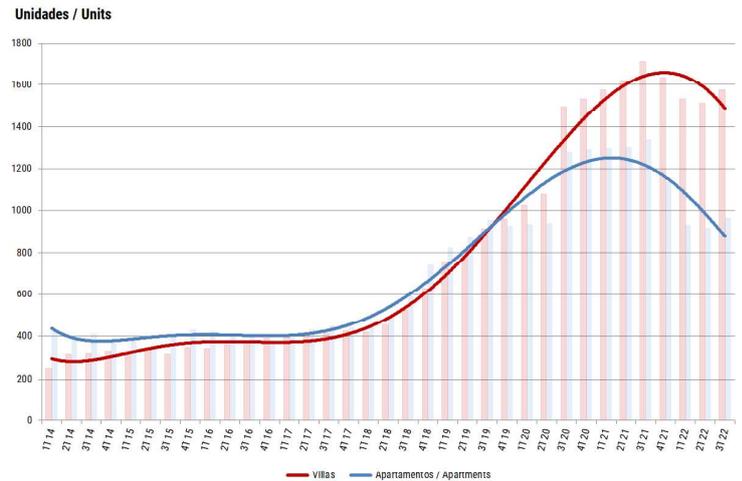
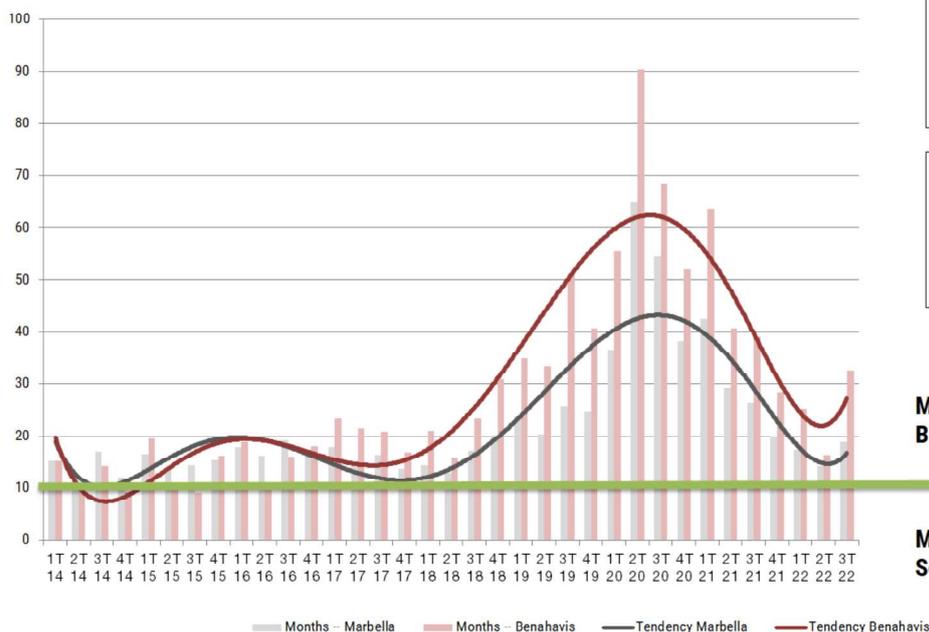


CHART 2 - ESTIMATION OF THE STOCK OF HOMES FOR SALE - BENAHAIVIS

Finally, Chart 3 is self explanatory and shows the absorption rate, that is the number of months to sell the complete stock of properties in the market, revealing that the tendency to consolidate a seller's market has been altered by the increase on the stock and a lower increase in the number of properties being sold.

Meses para vender el inventario completo / Months to sell the whole inventory



** Cuando el número de meses necesarios para vender todo el inventario es inferior a 10 estamos en el **Mercado de Vendedores**. Si es mayor que 10, estamos en un **Mercado de Compradores**.

** When the number of months required to sell the whole inventory is less than 10, we are in a **Seller's Market**. If it is greater than 10, we are in a **Buyer's Market**.

Mercado de Compradores
Buyer's Market

Mercado de Vendedores
Seller's Market

CHART 3 - ESTIMATION OF THE ABSORTION RATE - MONTHS TO SELL THE FULL INVENTORY

* The stock of properties for sale is not an official number but an estimation

REAL ESTATE RESOLUTIONS

Save money in 2023



A new year is here, which means it's time to make some new resolutions. While diets and exercises are always popular choices, don't forget about the fitness of an asset almost as valuable as your health: your house. By committing to these five easy-to-follow home resolutions, you can potentially lower your monthly bills, maintain (or increase) your property value, and fall back in love with your living space.

1 Get the LED in

Energy-efficient lightbulbs have come a long way since those ice-cream-cone-shaped compact fluorescents. Now, thanks to light-emitting diode bulbs (better known as LEDs), you can double the luminescent lifespan of everything from the lamp on your nightstand to the bulbs in your ceiling fan. Some brands even have built-in smart technology that allows you to change the brightness and hue or schedule timers directly from your phone or smart speaker. While it's true LED bulbs are more expensive upfront, many satisfied customers believe they are worth it in the long run.



2 Boost your home's IQ

Smart LED lightbulbs aren't the only electronics that can lower your bills and increase your property value. Appliances like smart thermostats, smart electrical outlets and even smart smoke detectors can make your home safer, more efficient, and more appealing to potential buyers if you're planning on selling it. And because the companies that manufacture them are so smart, all you typically need to get started is a Wi-Fi connection and some kind of computer or mobile device to control it. Even if your home was built before the internet, you can modernize it with a few appliances.

3 Remember your filters

Pop Quiz: How often should you change the air filters in your house? If you don't know, you're not alone. Many people either change their filters on a whim or forget about it all together, but that could be costly for your energy bill and your health. As a rule of thumb, homeowners should change their filter every 90 days if they have no pets, every 60 days if they have one pet, or every 20 to 45 days if they have multiple pets or severe allergies. While these timelines are a handy guide, it's important to visually check your filter from time to time. If a filter is totally filled with dust and loose hair, it's time to replace it.





4 Seal your sanctuary

You may not realize it, but there are a lot of places in your living space where air can leak out and creatures can creep in. Protect your house from unwanted bill increases or insects by weather-stripping or caulking the gaps around windows and vents, adding door sweeps to all of your exterior doors, and installing foam gaskets to your electrical outlets and light switches. Some of these measures may sound tedious, but they are guaranteed to increase your comfort in the long run. And, if you're more worried about the time investment than the financial investment, you can always hire a specialist.

5 Stop flushing money down the drain

Has your water bill ever rocked your world? Don't worry, it happens to the best of us. Unless you're a certified plumber, you probably don't realize how much the length of your shower, the watering of your lawn, or the power and amount of toilet flushes add up. That's why it may be a good idea to ask a professional for a plumbing consultation. There are even some plumbers who are willing to assess your drainage system for free! And even if they charge a fee, the savings it could mean for your monthly expenses could be very worth it in the end.



FEATURED LISTING



Brand New Villa, Puerto del Almendro, Benahavís.

1.090.000 €

372 sqm built / 1.042 Sqm plot

3 bed / 3.5 bath

This stunning villa, which will be ready end of July, is located perfectly surrounded by luxury villas in a quiet urbanisation with beautiful panoramic views, but still close to amenities.

This villa is flooded with light due to its open plan layout and an entire wall of sliding doors, offering views of the garden, private pool and surrounding nature.

Built on one level, the property boasts 3 bedrooms, 3 bathrooms, the open plan area, which includes the living room, dining area and kitchen, plus a guest toilet. Its beautiful modern design, fully equipped kitchen, gorgeous exterior and great location make this the perfect villa for anyone looking to enjoy holidays or living on the Costa del Sol.

SCHEDULE A TOUR

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Home Maintenance PROJECTS TO TACKLE ASAP



Get your living space off to a great start in 2023 by taking care of these commonly forgotten chores. In less than a weekend, you can make sure your property is ready to live its best life.

KEEP YOUR HOME HAPPY IN 2023



Spin Ceiling Fans in the Right Direction

Blades should spin clockwise in winter and counterclockwise during warmer weather.



Inspect Your Foundation

Take a lap around your home and look for cracks. Fixing them while they're small could save you big.



Discard Debris Around Your AC

Removing twigs and leaves that have fallen on your air conditioning unit will have it ready for summer.



Audit Your Outlets

Check the electrical outlets around your house to make sure they are all receiving power.



Clean Your Dryer Exhaust Vent

Vacuuming your exhaust duct will boost the efficiency of your dryer and help prevent fires.



Check Smoke and CO Detectors

Cover your ears and give that little "test" button a tap. And if you don't have smoke or CO detectors, add that to your to-do list!



Touch Up Any Blemishes

Whether inside or out, touching up any chipped or faded paint around your house will boost curb appeal.



Put 2020 Behind You

If you haven't done so yet, it's time to put holiday decorations away and get excited for the year ahead!

REAL VALUE REAL EXPERIENCE



Alfonso Lacruz
**CEO and Founder of
Alfonso Lacruz Team**

CREDENTIALS

BA History
**Naval Architect and
Marine Engineer**

Master
**Massachusetts Institute
of Technology**

Results
**Top #1 Agent of Keller
Williams Spain in 2015, 2016,
2017 and 2018**



“When you choose to work with me, you’re partnering with a trained agent that has the backing of the world’s largest real estate company, consisting of 200,000+ associates around the globe. That puts your search in the hands of the largest, most resourceful real estate network.

And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged with what’s happening in the neighborhoods you’re eyeing.

Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we’ve formalized a belief system that guides how we treat each other and how we do business.”

20

YEARS IN
BUSINESS

79%

PERCENTAGE OF
LISTINGS SOLD

3%

NEGOTIATION
RATE

76%

REPEATED AND
REFERRED CLIENTS

**WIN-WIN
INTEGRITY
CUSTOMERS
COMMITMENT
COMMUNICATION**

or no deal
do the right thing
always come first
in all things
seek first to understand

**CREATIVITY
TEAMWORK
TRUST
EQUITY
SUCCESS**

ideas before results
together everyone achieves more
starts with honesty
opportunities for all
results through people

SUCCESS STORIES

SOLD BAHÍA DE MARBELLA, MARBELLA

2022



WHAT THEY SAID

“ We've been working with Alfonso and many of his staff in Marbella, Andalucia, Spain since 2009. We purchased and sold 3 properties over time. Throughout this time they have proven themselves to be true professionals - honest, sincere and attentive. We highly recommend them to anyone interested in real estate in Spain.

SOLD RETIRO DE BELAIR, ESTEPONA

2022



WHAT THEY SAID

“ Alfonso and the team were absolutely fantastic in helping get our property sold. We had a long standing rental property in need of repair. They helped us redecorate the property, give great advice on the market, got us a really good offer and made sure the buyer was in a good place to complete. Less than 3 months from start to the end of the sales process. Great Job !”

YOUR LOCAL CULTURAL AGENDA

MALAGA



Teatro Cervantes - 40 Festival de Teatro - January to May

More than 40 plays in premiere at the 40th theater festival from January through May. Visit the Cervantes Theater and discover them.



<https://www.teatrocervantes.com/es/genero/teatro/40-festival-de-teatro/>



Teatro Cervantes|Echegaray - Roméo et Juliette - January to July

Opera in five acts by Charles Gounod and libretto by Jules Barbier and Michel Carré based on the tragedy of the same name by William Shakespeare.



<https://www.teatrocervantes.com/es/genero/lirica/opera-en-el-albeniz/romeo-et-juliette-1225>



Teatro del Soho - Godspell - January 2023

A Tony-nominated musical theater classic from the 1970s now transported to 2022.

A production by Antonio Banderas and Emilio Aragón, Teatro del Soho CaixaBank and Estudio Caribe.



<https://teatrodelsoho.com/evento/antonio-banderas-y-emilio-aragon-presentan-godspell/>



Carmen Thyssen Museum - Arte belga. Del impresionismo a Magritte - October 2022 to March 2023

Belgian art exhibition. From Impressionism to Magritte. Musée d'Ixelles



<https://www.carmenthyssenmalaga.org/exposicion/obras-maestras-arte-belga>

YOUR LOCAL CULTURAL AGENDA

MARBELLA



Casa las Mariposas - Falling in Jazz Concert - January 21

The event Música con Encanto. XX Temporada 2022/2023 brings a concert by Arturo Serra and José Carra.



<https://www.marbella.es/agenda/eventodetalle/37020/12/falling-in-jazz.html>



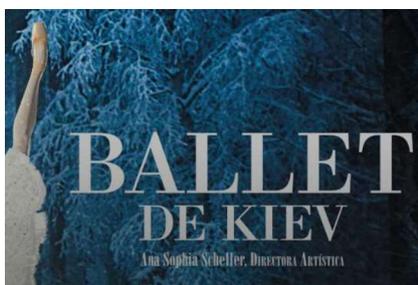
Museo Ralli - Surrealisms Exhibition - January 4

The exhibition of Surrealisms from Giorgio de Chirico to Francis Bacon, A transversal perspective through the Ralli Collection, surrealism after its definitive fall, abstract, figurative or pop surrealism.



<https://www.marbella.es/agenda/eventodetalle/33354/18/surrealismos-de-giorgio-de-chirico-a-francisc-bacon.html>

ESTEPONA



TAF Estepona - The Nutcracker's Ballet - January 20

Two-act ballet, an adaptation of Hoffmann's fairy tale "The Nutcracker and the Mouse King". It premiered at the Mariinsky Theater in St. Petersburg, on December 18, 1892, in double session with Tchaikovsky's opera, Iolanta.



<https://tafestepona.entradas.plus/entradas/es/entradas-el-cascanueces>



TAF Estepona - Michael's Legacy Musical - March 4

Michael's Legacy is a tribute to Michael Jackson, created by the Jackson Dance Company, endorsed by the Michael Jackson Fan Club in Spain as the best live musical show.



<https://tafestepona.entradas.plus/entradas/es/entradas-michaels-legacy-el-musical>



Say Goodbye to Winter Blues

6 tips to keep your
mood in check

So many things happen during winter: Holiday cheer, family time, hard-earned vacation days, and crisp evenings drinking hot chocolate by the fireplace. But with most of the United States seeing less than 10 hours of daylight per day during the winter months, you might find yourself experiencing some mood changes - even if you enjoy the season as a whole.

Take some time to check in with your mood. If it extends beyond mild sadness and energy loss, consider seeking professional help. For moderate mood swings, we may not be able to snap our fingers and completely erase any trace of winter melancholy, but it doesn't have to all be doom and gloom. Minor adjustments to our everyday habits can ensure we're maintaining our spirits up during the darkest months of the year and getting our body engines revving by feeding them the good stuff. Here are six things you can do to help beat the winter blues:

1

Move your body every day.

One of the most important commitments you can make to yourself during the winter is keeping your body in motion. According to Harvard Medical School, getting in 2.5 hours of moderate aerobic activity per week and two days of muscle strengthening activities is a sensible goal. This can look like a 21-minute daily walk, or, if you find it is impossible to find the time to move every single day, a 30-minute burst of activity five times per week. A walk or run are great free ways to get some movement in, but if your schedule and finances permit, pour some creativity into your workout. Research whether your favorite studios offer online classes, or simply do a quick cardio circuit search on YouTube.

2

Chase the daylight.

Soaking in vitamin D is essential for your health, both mental and physical. By exposing yourself to sunlight, your body increases its levels of serotonin - a mood-boosting chemical which lowers levels of sadness or depression. Spending time outdoors can also increase levels of melatonin, which lower stress, and help strengthen your immune system, putting you in a better position to fight off pesky winter infections. If you are able to adjust your work schedule, set yourself up for success by getting sunlight in the a.m. (research shows it helps improve your sleep!), or during lunch. If your schedule does not allow you to be outdoors during the day, then ...

3

Invest in a sunlamp.

A sunlamp - a special light that mimics nature. Invest in ways to bring a bit of daylight into your routine even if your schedule does not allow for outdoor time. While there is nothing that can replace the vitamin D king himself, keeping a sunlamp nearby can positively affect your body's sleep cycle and provide a mood boost. If you are feeling gloomy, purchasing a sunlamp can be an easily accessible solution, as they are available at most major retailers. A bonus? Many of them feature a sleek, futuristic design, making them just as great of an investment for your space as they are for your disposition.

4

Prioritize sleep.

It's no secret that maintaining a consistent sleep schedule has a plethora of health benefits. Keeping up with restful slumber (yes, even on the weekends!) keeps your body's internal clock in check and can actually help you fall asleep and wake up more easily. Not to mention, getting quality Zs can dramatically improve your mood. At the University of Pennsylvania, researchers found that subjects limiting their sleep schedule to 4.5 hours per night for one week reported feeling stressed, angry, sad, and mentally exhausted. When increasing their sleep intake, their mental state received a huge boost.



5

Create an evening routine.

A consistent evening routine lets your body know when it is time to wind down and helps improve the overall quality of your sleep. After a long day of work, set some time aside to treat your body and mind to a relaxing act of kindness. If you are not able to commit to an extended ritual, choose one thing that brings you joy and commit to doing it for at least 15 minutes before hitting the sack. The catch? It should not revolve around electronic devices.

Here are some ideas to get you started:

- brew a cup of (decaffeinated) tea
- light up a candle and curl up with a good book
- turn up a guided meditation
- spend some time on your porch, admiring the stars
- journal

6

Lose yourself in a new hobby.

Research has shown that people with hobbies are less likely to suffer from low moods and depression. Being cooped up indoors during the cold months is the best time to try something new - and could even make for a heartwarming bonding moment among family members with a new shared interest. Looking for your next favorite activity?

These newfound hobbies can help ight off the winter blues:

- baking
- virtual travel through online tours
- knitting
- learning a new language
- calligraphy
- embroidery
- soapmaking



FEATURED LISTING



Villa in Atalaya Estepona

829.000 €

169 sqm built / 395 Sqm plot

4 bed / 3 bath

Bright and spacious fully refurbished villa with four bedrooms located steps from the beach at Atalaya, Estepona.

Villa located in Atalaya de Isdabe with a large open plan living / dining area and kitchen with breakfast bar that grant access to a various terraces with garden and a good sized private pool.

The ground floor also count with one bathroom and two bedrooms, one of them with direct access to the garden and the staircase to the first floor that leads us onto a master bedroom with ensuite bathroom with private terrace, another bedroom a bathroom and access to the solarium located on the top floor.

All levels have impressive views to the garden and include parking space for several cars.

SCHEDULE A TOUR

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FEATURED LISTING



Brand New Villa, Puerto del Almendro, Benahavís

1.295.000 €
 384 sqm built / 900 Sqm plot
 3 bed / 3.5 bath

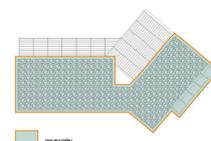
This contemporary design villa with stunning panoramic views and flooded with light due to its open plan layout and an entire wall of sliding doors, offering views of the garden, private pool and surrounding nature.

Built on one level plus a basement, the property boasts 3 bedrooms, 3 bathrooms, and the open plan area, which includes the living room, dining area and kitchen, plus a guest toilet.

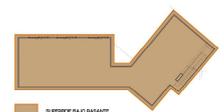
Its beautiful modern design, fully equipped kitchen, gorgeous exterior and great location make this the perfect villa for anyone looking to enjoy holidays or living on the Costa del Sol.



PLANTA SALA
 PORCHES EXTN.



Ocupación



SUPERFICIE SALA NEGATIVA NO COMPUTABLE

SUPERFICIES JUSTIFICACIÓN

PLANTA SALA	
SUP. CERRADA COMPUTABLE	182,28 m ²
PORCHES EXTN.	1,78 m ²
TERRAZA INTERIORES	85,84 m ²
ACCESOS	38,84 m ²
PROTECCIÓN	25,41 m ²
TOTAL SUP. COMPUTABLE P. SALA	334,15 m ²
PLANTA NO CERRADA	
SUP. CERRADA NO COMPUTABLE	188,51 m ²
TOTAL SUP. COMPUTABLE P. SOTANO	50,00 m ²
TOTAL SUP. COMPUTABLE	572,66 m ²
TOTAL SUP. OCUPIACIÓN	572,66 m ²
SUPERFICIE PARCELA	
EDIFICABLE (SOL. MAX. 10% UTM)	1.042,85 m ²
Ocupación (MAX. 60% UTM)	584,79 m ²

SCHEDULE A TOUR

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FEATURED LISTING



Cosmo Beach Apartment, Estepona

410.000 €

156 sqm built / 31 Sqm terrace

3 bed / 2 bath

Great apartment with three bedrooms, a spacious and bright living room and a magnificent terrace where you can accommodate seating areas and barbecue to enjoy the stunning Mediterranean sunsets. Thanks to its perfect design and its south orientation, both the living room and the bedrooms, the master bedroom with en suite bathroom, have open views to the sea. All built with high qualities, marble floors, fully fitted modern kitchen, air conditioning and fitted closets.

It is located in a gated community in the heart of the New Golden Mile, between Puerto Banus and Estepona, and only 50 meters from the beach. It has a fantastic communal pool overlooking the sea, the Strait and Africa located on the roof of the building along with pleasant recreation areas.

SCHEDULE A TOUR

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LEADING THE INDUSTRY



- WIN-WIN** or no deal
- INTEGRITY** do the right thing
- CUSTOMERS** always come first
- COMMITMENT** in all things
- COMMUNICATION** seek first to understand
- CREATIVITY** ideas before results
- TEAMWORK** together everyone achieves more
- TRUST** starts with honesty
- SUCCESS** results through people

When you work with me you work with a trained agent that has the backing of the world's largest real estate company, consisting of 200,000+ associates around the globe. That puts your listing within the largest real estate network with the furthest reach.

And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged in what's happening in your neighbourhood.

Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business.

THE PROOF IS IN OUR NUMBERS

These numbers depict not only the trajectory of my business, but the expertise, dedication and commitment that you will receive.

TEAM'S RESULTS IN 2022:

2022 has been not only a record year in Benahavis and Marbella in the number of transactions closed but also for our local team that achieved our historical, and outstanding, record in sold volume and client's recognition:

60 M €
100% ★★★★★
SOLD VOLUME
FIVE STARS'S REVIEWS

Outpacing the Market

99%
MARKET AVERAGE 89%
10% ▲
BETTER
PRICE OBTAINED FROM ASKING PRICE

98%
MARKET AVERAGE 7%
92% ▲
HIGHER
LIST - TO - SALE RATIO

403%
MARBELLA'S SOLD VOLUME INCREASED 73%
330% ▲
HIGHER
INCREASE OF TEAM'S SOLD VOLUME 2022 COMPARED TO 2021

ASK AN AGENT



ALFONSO LACRUZ

“What home improvements can boost my property value without burning a hole in my wallet?”

Here's how you can get in touch with me:

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