

a custom consultation
prepared exclusively for

NIGEL PALMER

COSTALITA 2A - ESTEPONA



MONTHLY ACTIVITY REPORT MAY 2023



Compliments of

ALFONSO **LACRUZ**

Ph.: (+34) 609 408 400
alfonso.lacruza@kwspain.es
www.alfonsolacruz.com
www.kwspain.es

YOUR VIEWINGS

DETAIL OF THE SHOWINGS PER MONTH

Please find attached the list of all the potential buyers that visited your property including the opinion the gave. We hope that with this information we can help you to understand the timing to sell your property.







Marketing Start Date:	02/02/2023
Total Number of Days on the Market:	118 Days
Total Number of WEEKS on the Market:	17 Weeks
Total Number of Visits up to Today:	33 Showings
Average Number of Visits per Month:	8.4 Showings per Month
Selling Price:	euros

Showing	Date	Client	Source	Location	Views	Size	Status	Price	Score	Like it?	Will Pay
1	16/02/2023	Nenad Kolimbatovic	Idealista	9	8	7	8	7	7.8	YES	
2	21/02/2023	Mike	rido de Esfera de Influe	10	7	8	7	6	7.6	YES	
3	18/03/2023	Paul Donaghy	Agencia Externa	10	7	8	5	8	7.6	YES	420,000 €
4	20/03/2023	Yves de Pooter	Agencia Externa	9	9	9	7	7	8.2	YES	
5	27/03/2023	Petr Prasek	Agencia Externa	10	5	7	1	5	5.6		Out of price
6	30/03/2023	Lena Johansen	Redes Sociales	9	5	5	3	4	5.2	NO	
7	04/03/2023	Michal & Renata Rakusan	Agencia Externa	9	5	9	4	4	6.2	YES	
8	04/03/2023	Linda Lundmark	Agencia Externa	9	7	8	3	7	6.8		
9	04/03/2023	Sandia Arlene Fernandez	Agencia Externa	9	8	8	7	6	7.6	YES	400,000,00
10	04/03/2023	Marianne Deif	Agencia Externa	8	4	3	2	2	3.8	NO	
11	04/03/2023	Marja & Jan Rietdijk	Agencia Externa	8	8	6	6	6	6.8		
12	12/04/2023	Matteo Poretti	Agente KW	8	6	7	5	3	5.8	NO	375,000,000
13	19/04/2023	Monika Rakova	Agencia Externa	9	10	10	10	10	9.8	YES	
14	20/04/2023	Mihail Cumpata	Agencia Externa	10	8	8	9	8	8.6	YES	450,000,00
15	26/04/2023	Karine Vatina	Agencia Externa	9	6	5	5	3	5.6	NO	
16	26/04/2023	Annette Widerström	Agencia Externa								
17	26/04/2023	Amine Benani	Agencia Externa	10	8	9	8	8	8.6	YES	
18	02/05/2023	Mike	Esfera de Influencia	9	8	8	6	6	7.4	YES	420,000,00
19	05/05/2023	Eduardo Beccar	Cartel	10	9	3	3	5	6.0	NO	
20	08/05/2023	Adam Desanges	Agencia Externa	9	8	8	8	8	8.2	YES	
21	09/05/2023	Mercedes Torres	Agencia Externa	9	7	8	6	6	7.2	YES	
22	12/05/2023	Mehdi Hariri	Agencia Externa	9	8	7	6			NO	
23	12/05/2023	Nensi Zekulic	Agencia Externa	8	8	7	7			NO	
24	15/05/2023	José Luis Robles	Agencia Externa	9	7	7	6	5	6.8	YES	
25	17/05/2023	Borja Lasso de la Vega	Agencia Externa	9	8	6	6	8	7.4	YES	
26	17/05/2023	Miriam Bencikova	Agencia Externa	8	8	6	6	7	7.0	YES	
27	18/05/2023	Lothar Rendulic	Agencia Externa	9	7	7	6	5	6.8	YES	
28	22/05/2023	Duncan Hughes	Agencia Externa	9	9	5	8	4	7.0	YES	
29	23/05/2023	Lucie & Tomas Topinka	Agencia Externa	10	9	7	7	6	7.8	YES	
30	24/05/2023	Valentijn Zwolsma	Agencia Externa	7	8	7	6	5	6.6	YES	
31	26/05/2023	Jelena Pankevica	Agencia Externa	8	8	6	5	6	6.6	YES	
32	29/05/2023	Nelson & Ana Dacosta	Idealista	10	9	9	8	7	8.6	YES	400,000 €
33	29/05/2023	Anthony Fernandes	Agencia Externa	9	9	9	8	5	8.0	YES	
34	31/05/2023	Marta Suwalska	Agencia Externa	8	8	7	6	6	7.0	YES	
35											
36											
37											
38											
39											
40											
41											
42											
43											
44											
45											
46											
47											
48											
Total Number of Visits:	33		Average:	9.0	7.5	7.1	6.0	5.9	7.1		0 €

Sales Price:	
Visits per Month:	8.4
Estimated Price according to the Number of Visits:	

Average Value according to the Opinion of the Buyers 

Values according to the Comparative Market Analysis prepared on:

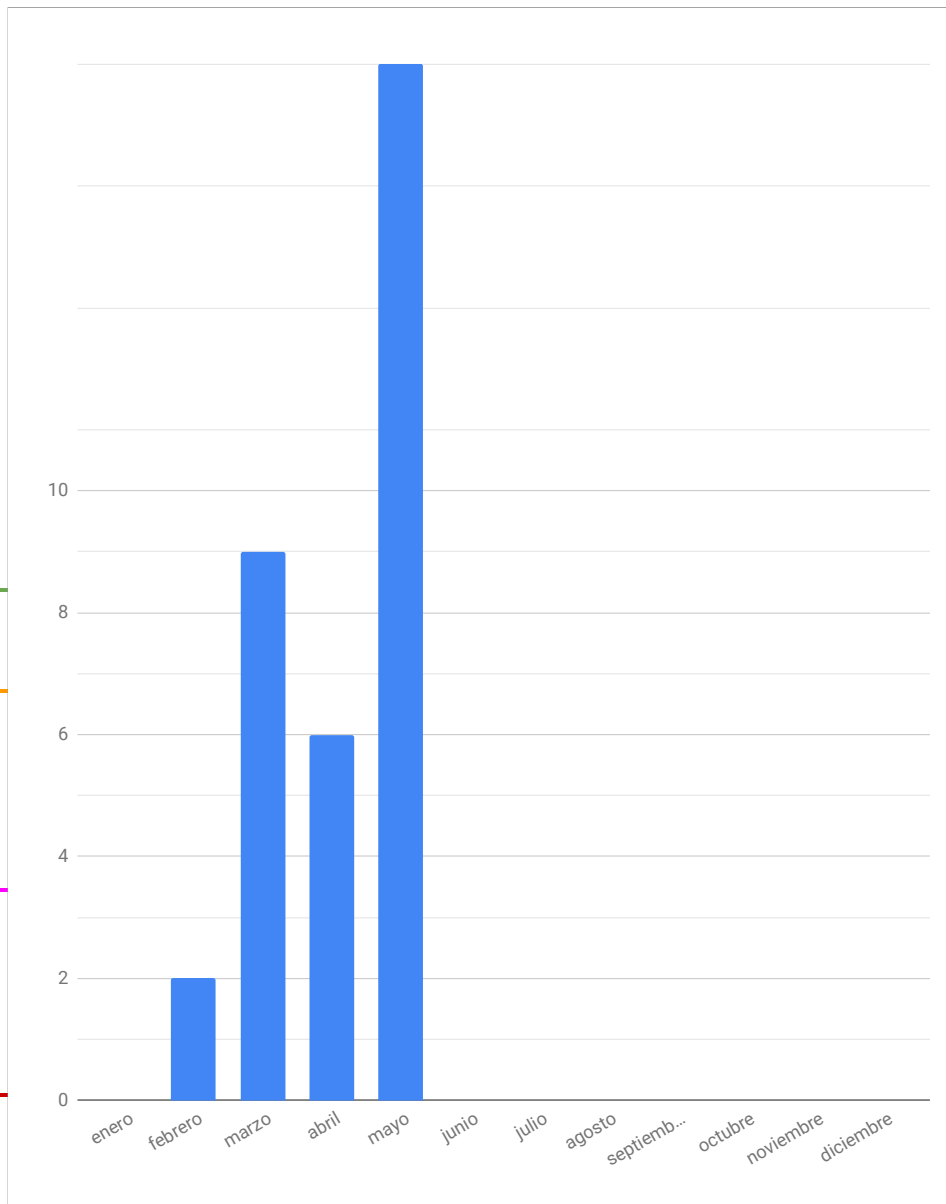
More than 25% Overpriced: It will not sell		 (0 Showings per Month)
More than 10% Overpriced: It will sell in more than 18 months		 (from 1 to 4 Showings per Month)
It may sell in less than 4 months		 (More than 5 Showings per Month)

IMPORTANT: With the amount of Marketing developed for the exposure of your property, of which we have been informing you on due time, and taking into account the easiness the potential buyers have to find all the properties that are in the market, it is extremely important to measure the traffic, number of showings, to the property to understand how the property behaves in the market. That way you may see how the property is positioned versus your competition.

SELLING PRICE ANALYSIS

Property: Costalita 2A

The actual selling price is analyzed comparing the number of visits to the property with the statistics of Alfonso Lacruz / Keller Williams on the relation between the number of visits and the price. The results can be seen on the attached chart:



How to read the chart:

More than 5 visits a month - **on probabilities of selling**

Between 2 and 4 visits per month - **10% Overpriced**

Less than 2 visits per month - **15% Overpriced**

No visits - **at least 25% Overpriced**

Visits per month:

enero	febrero	marzo	abril	mayo	junio	julio	agosto	septiembre	octubre	noviembre	diciembre
0	2	9	6	17	0	0	0	0	0	0	0

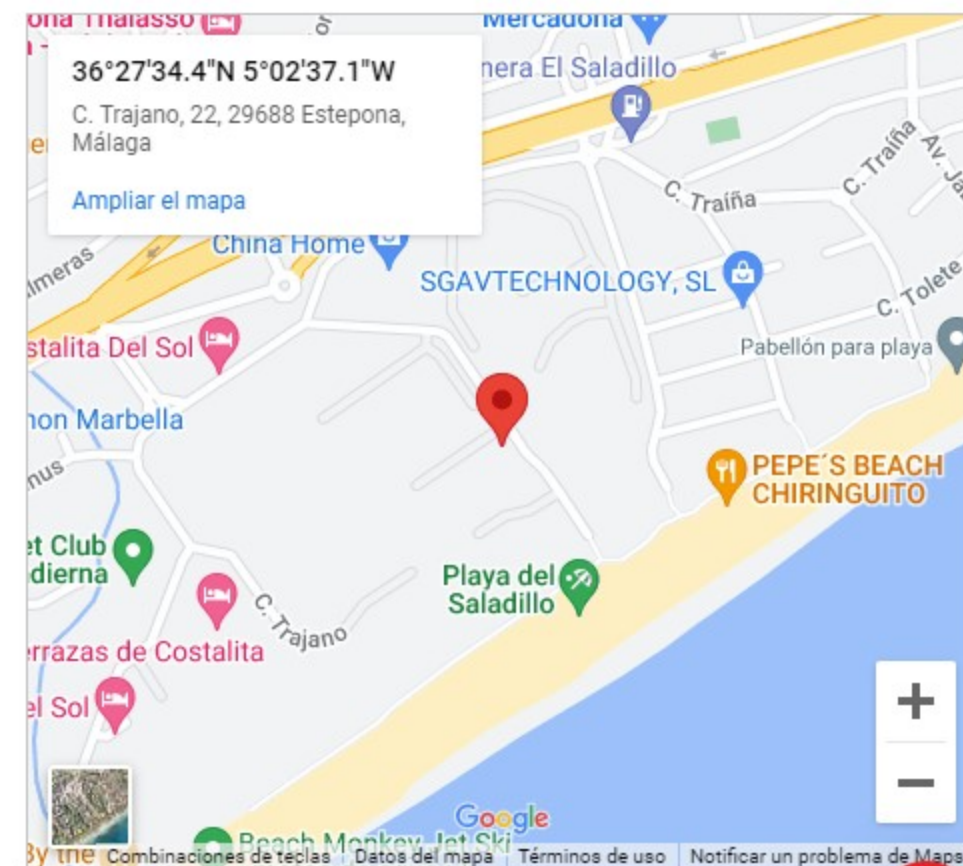
REACH AND IMPRESSIONS



Precio	€ 449,500
Precio Original	€ 475,000
Comisión	€ 26,970
Estado	Disponible
Duplicados	0
Tipo	Ático
Provincia	Málaga
Zona	Costa del Sol
Ubicación	Costalita
Dormitorios	4
Baños	2
Construidos	130 m ²
Útiles	110 m ²
Terraza	0 m ²
Tamaño total	130 m ²
Planta	2
Construcción	1998
Llave	Propietario
Actualizado	1 semanas

Estadísticas

1122 Impresiones	427 Clics	65 Impresos
16 Emails manuales	5 Emails de perfil	49 WhatsApp



Descripción

Decreto 218

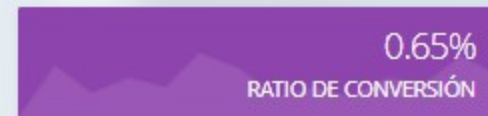
Costos asociados

Valor en Escritura	Desconocido
Gastos de Comunidad	€ 2,508 /Año (€ 209 /mes)
Impuesto de Basura	€ 128 /Año
Gastos IBI	€ 635 /Año

Ático en una planta segunda del Conjunto Residencial "Costalita", (urbanización cerrada y vigilada), en término municipal de Estepona (Málaga).- Tiene una superficie total construida, incluido terrazas y elementos comunes de su bloque, de ciento treinta metros con treinta y siete decímetros cuadrado...Mostrar más

DÍAS EN EL MERCADO 118

PROMEDIO REGIONAL 82



449.500 €

Residencial - - Venta

Se vende luminoso ático familiar al lado de la playa

Nigel Palmer



Estepona, Málaga

Virtual Open House
Schedule an online open house

Virtual Property Viewing
Schedule an online property viewing

Open House
Programa un Open House para esta Propiedad

Visita de propiedad
Programar una visita de propiedad para el contacto

Seguir
Agregar una actividad de seguimiento para esta Propiedad

Tarea de la Propiedad
Crea una nueva Tarea para esta Propiedad

Comparative Market Analysis
Find similar properties and prepare for client meetings.

Próximos Eventos

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

(+34) 609 408 400 (M)

(+34) 952 78 88 40 (O)

alfonso.lacruza@kwspain.es

www.alfonsolacruz.com

www.kwspain.es

ALFONSO LACRUZ

Real Estate in Marbella & Benahavís

kw MARBELLA
KELLERWILLIAMS

kw