

a custom consultation  
prepared exclusively for

DAVID SCOTT

**LAS TERRAZAS A429**



## MONTHLY ACTIVITY REPORT MAY 2023



Compliments of

ALFONSO **LACRUZ**

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# YOUR VIEWINGS

Marketing Start Date:	27/4/23
Total Number of Days on the Market:	35 Days
Total Number of WEEKS on the Market:	5 Weeks
Total Number of Visits up to Today:	27 Showings
Average Number of Visits per Month:	23.1 Showings per Month
Selling Price:	euros

#### 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.

Showing	Date	Client	Source	Location	Views	Size	Status	Price	Score	Like it?	Will Pay
1	28/04/2022	Peter Marcus	Idealista	9	8	8	8			Si	
2	29/04/2022	Maria Soloviova	Agencia Externa	9	7	8	8			Si	
3	03/05/2022	Frank Hammerle	Agencia Externa	9	9	8	9	7	8.4	Si	
4	05/05/2022	José Ramón Basterra Lopez-Tapia	Agencia Externa	8	9	8	8				
5	05/05/2022	Ashley Anoshiravani	Agencia Externa	8	8	8	8				
6	09/05/2022	Pavlo Khitsko	Agencia Externa	8	9	8	10	8	8.6	Si	
7	11/05/2022	Krisztina Recoczy	Agencia Externa	8	10	9	7	8	8.4	Si	
8	13/05/2022	Caroline Monk	Agencia Externa	1	8	9	8			Si	
9	16/05/2022	Diana Sanchez	Idealista								
10	16/05/2022	Cristina	Idealista								
11	16/05/2022	Mercedes Panea	AlfonsoLacruz.com	10	9	9	9	8	9.0		
12	16/05/2022	Casian	Otros Portales								
13	18/05/2022	Kristeen Gall	KWSpain	8	8	7	7	7	7.4	No	
14	20/05/2022	Marina Lobanova	Agencia Externa	9	7	8	6	7	7.4	No	
15	22/05/2022	Marie Therese Sorensen	Redes Sociales								
16	24/05/2022	Eddy Van Londersele	Agencia Externa	9	9	9	9	9	9.0	Si	
17	23/05/2022	Ines Rodriguez Gonzalez	Redes Sociales								
18	25/05/2022	Franco Lucas	Redes Sociales								
19	27/05/2022	Inés Rodríguez González	Redes Sociales	10	10	10	10	9	9.8	Si	235,000 €
20	27/05/2022	Cecilia Polity	Agencia Externa	9	8	8	7			Si	
21	26/05/2022	Marta Gil	Redes Sociales								
22	27/05/2022	Natalia Khmelniaskaia	Agencia Externa	8	8	8	8			Si	
23	28/05/2022	Cristian Walkmes	Redes Sociales	9	10	10	10	3	8.4	Si	
24	27/05/2022	Thomas Wagner	Idealista	9	6	7	8			No	
25	27/05/2022	Sylvie Hadida	Redes Sociales								
26	28/05/2022	Fredrik Gebauer	Idealista								
27	01/06/2022	Driano	Idealista								
28	20/06/2022	Mia Lundmyr	AlfonsoLacruz.com								
29	20/06/2022	Mia Lundmyr	AlfonsoLacruz.com	9	9	8	8			No	
30	09/05/2023	Teun Van Riel	AlfonsoLacruz.com	8	8	6	8	7	7.4	YES	
31	12/05/2023	Rene Bukrinsky	Agencia Externa	10	8	8	7	7	8.0	YES	
32	15/05/2023	Mattew Marchi	Agencia Externa	9	8	8	8	7	8.0	YES	
33	16/05/2023	Ines Gonzalez	AlfonsoLacruz.com	8	8	8	8			YES	250,000,00
34	17/05/2023	Kristof Heyvaert	Agencia Externa	7	9	9	6	7	7.6	YES	
35	17/05/2023	Dalida Belkebir	AlfonsoLacruz.com	9	3	8	8	7	7.0		
36	18/05/2023	Daria Belova	Agencia Externa	9	10	9	7	8	8.6	YES	
37	19/05/2023	Augusto Rosillo	AlfonsoLacruz.com	9	9	8	7	7	8.0	YES	
38	31/05/2023	Maria Burek	Agencia Externa	10	9	9	9	9	9.2	YES	
39											
40											
41											
42											
43											
44											
45											
46											
47											
48											
Total Number of Visits:	27		Average:	8.5	8.3	8.3	8.0	7.4	8.2		0 €

Sales Price:

Average Value according to the Opinion of the Buyers



Visits per Month:

Estimated Price according to the Number of Visits:

#### Values according to the Comparative Market Analysis prepared on:

More than 25% Overpriced:  (0 Showings per Month)

It will not sell

More than 10% Overpriced:  (from 1 to 4 Showings per Month)

It will sell in more than 18 months

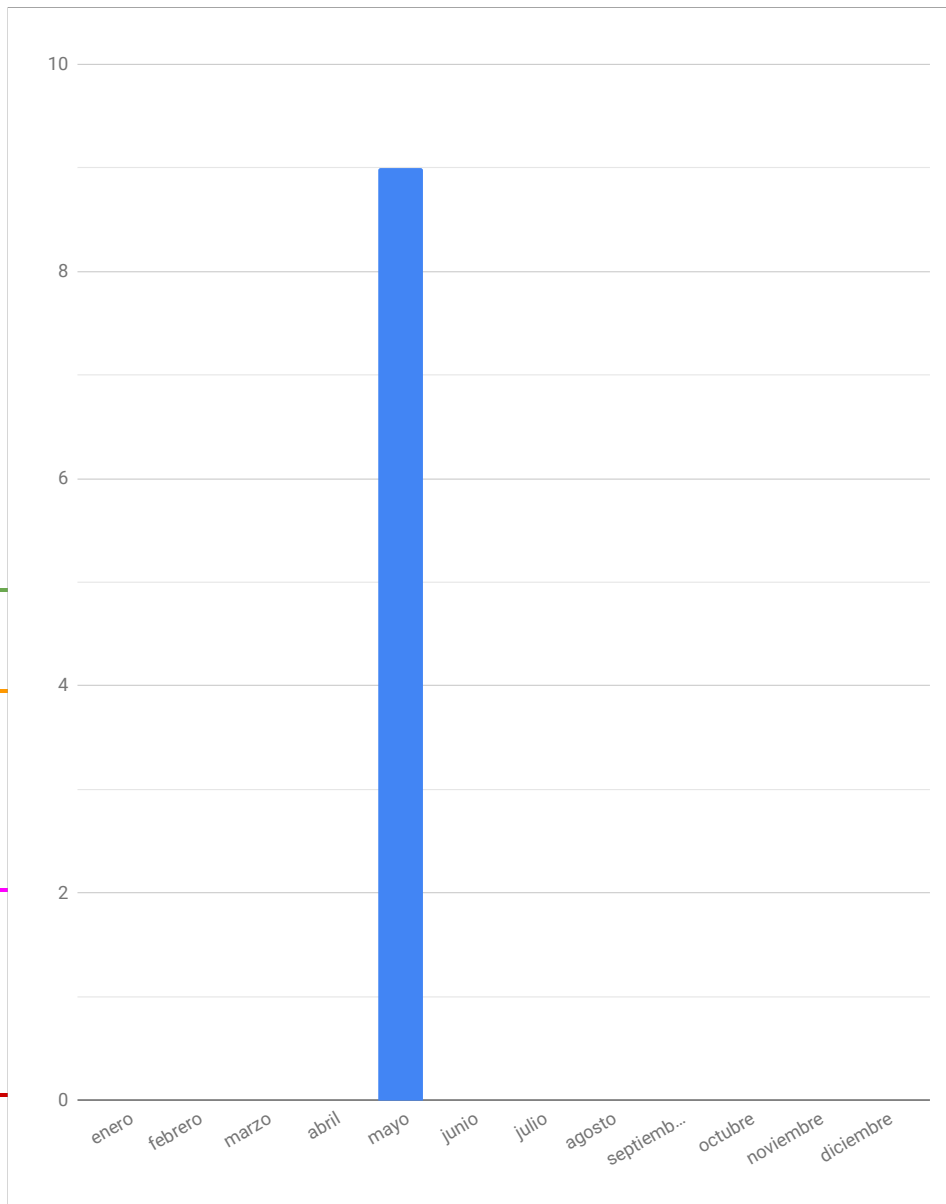
It may sell in less than 4 months  (More than 5 Showings per Month)

**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:** Las Terrazas A429

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**

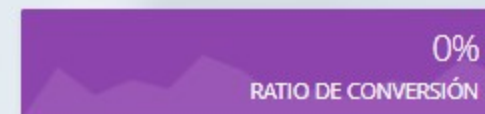
Visits per month:

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

# REACH AND IMPRESSIONS

DÍAS EN EL MERCADO 35

PROMEDIO REGIONAL 82



259.000 €  
Residencial - Piso o Apartamento - Venta  
Fantástico apartamento con vistas al mar



Puerto Del Almendro, Benahavís, 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

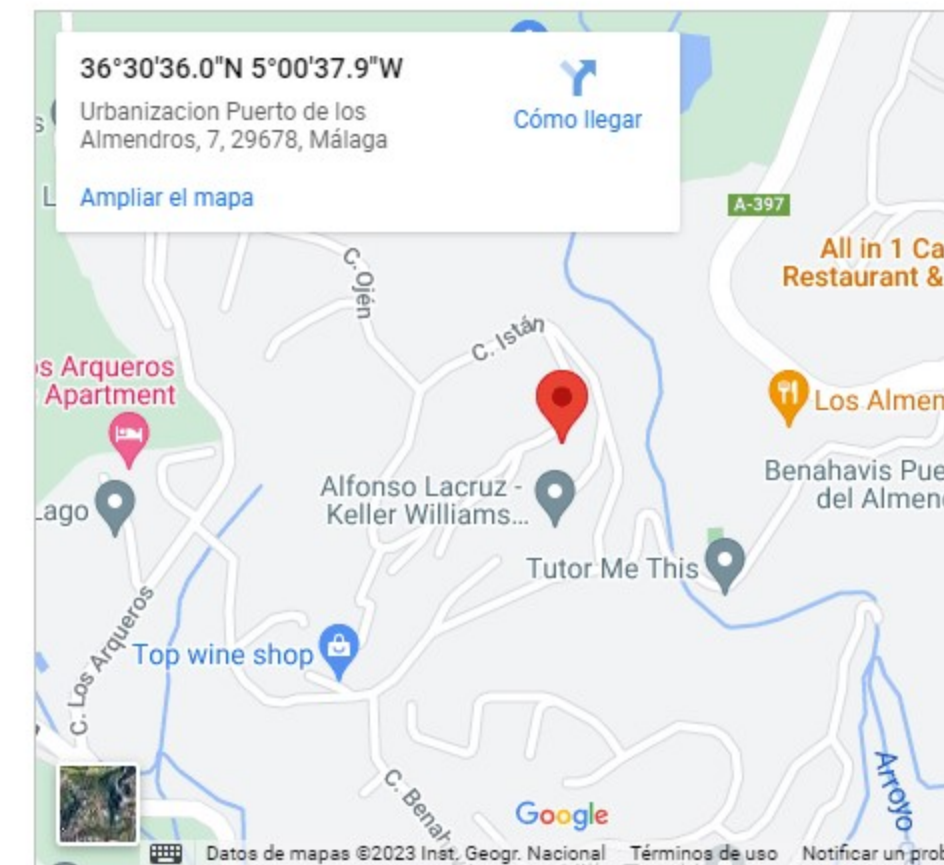




Precio	€ 259,000
Precio Original	€ 249,000
Comisión	€ 18,130
Estado	Disponible
Duplicados	
Tipo	Apartamento Planta Media
Provincia	Málaga
Zona	Costa del Sol
Ubicación	Benahavís
Dormitorios	2
Baños	2
Construidos	116 m <sup>2</sup>
Útiles	98 m <sup>2</sup>
Terraza	15 m <sup>2</sup>
Tamaño total	131 m <sup>2</sup>
Planta	1
Construcción	1987
Llave	Propietario
Actualizado	0 semanas

## Estadísticas

<b>775</b> Impresiones	<b>235</b> Clicks	<b>50</b> Impresos
<b>12</b> Emails manuales	<b>16</b> Emails de perfil	<b>26</b> WhatsApp



1/21

Descripción

 Decreto 218

## Costos asociados

Valor en Escritura	Desconocido
Gastos de Comunidad	€ 2,316 /Año ( € 193 /mes )
Impuesto de Basura	€ 18 /Año
Gastos IBI	€ 182 /Año

Fantástico apartamento con vistas al mar

Este apartamento, en venta en Puerto del Almendro, cuenta con 2 dormitorios ambos con vistas al mar; y 2 baños. La cocina es independiente y el comedor está en otro nivel. El salón es amplio, con chimenea y tiene una terraza con vistas al mar para disfruta...[Mostrar más](#)

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

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**ALFONSO LACRUZ**

Real Estate in Marbella & Benahavís

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