

# NEWSLETTER

## How is the Real Estate Market?

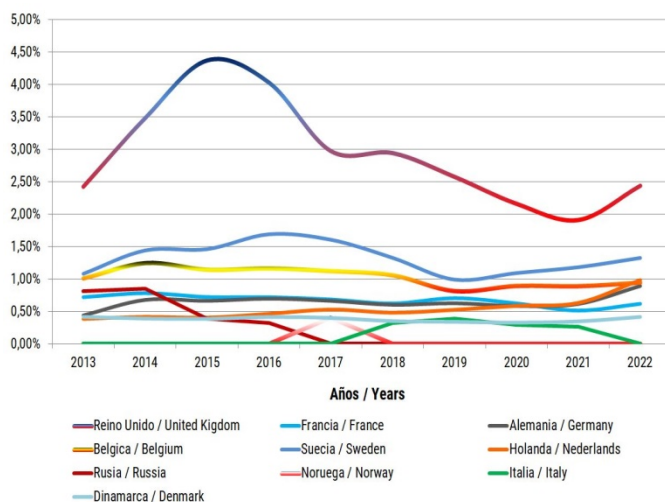
NEWSLETTER BY ALFONSO LACRUZ, YOUR LOCAL EXPERT IN BENAHAIVIS & MARBELLA

### WHO IS BUYING IN BENAHAIVIS & MARBELLA?

The Land Registry Association has recently published his yearly report for 2022 that gives, among others, extended information on **the nationalities of foreign buyers in Spain**, more in detail for each of the regions of Spain and some provinces of Spain. There are some interesting data that will be commented in this article.

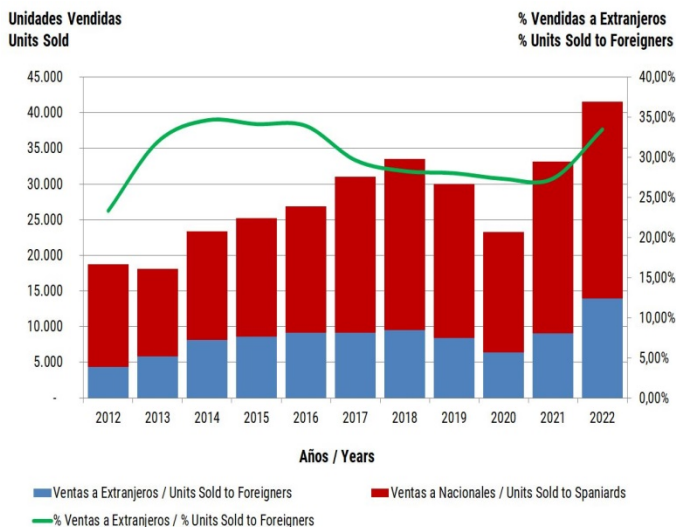
Checking Chart 1 that shows the number of sales to foreigners in the province of Malaga, it can be seen not only that 2022 was the year with more sales to foreigners in Malaga, which is understandable as 2022 was an historic record year in home sales in most of the municipalities of the province, but also **that the percentage of sale to foreigners increased from 27% to 33%** which is a remarkable +6% to recover the percentages achieved from 2013 to 2016 and after 5 years of declines.

27% in the percentage of sales. We hope for the stabilization of this change as British have been always the main buyers in Marbella and, specially, Benahavis.



In terms of number of sales, **the nationalities with more closed sales are British**, as commented, **Swedish** and **Dutch** that took the place from Belgians which is a change compared to the previous ten years where this latest has been the third in the ranking. In general, most of the nationalities have increased their percentages being Dutch and Germans the ones with the highest increase in percentage.

*In summary, the numbers are showing what we have noticed in the last two years that is more foreigners deciding to enjoy the life style that the Costa del Sol offers.*



On the other hand and in Chart 2, it can be seen the nationalities of the foreigners buying in Andalusia. Although the data is for the whole Andalusian community, most of the sales to foreigners in the region are closed in the Costa del Sol so we will consider this data relevant for our area. The chart shows that **British are still the nationality that closes more real estate transactions** but with a extremely relevant change in the tendency. For the first year after the Brexit, the number of English buying have increased a remarkable almost

Source: The Land Registry Associate

Colegio de Registradores

## 4 REASONS WHY YOU SHOULD HIRE A PROFESSIONAL REAL ESTATE AGENT

Hiring a professional real estate agent **can be one of the best decisions you make in the process of buying or selling a property**. There are many reasons why a real estate agent can help you get the best results, and in this article we will explore some of them.

1. A professional real estate agent has a thorough **understanding of the real estate market**. They know what the current market trends are, how prices are moving and which areas are in high demand. This experience and knowledge allows them to guide you in making informed decisions as to the right price and timing to buy or sell a property.
2. Realtors have an established **network of contacts** that can be invaluable during the process of buying or selling a property. They have access to other real estate agents, as well as lawyers, accountants and other industry professionals who can assist you at all stages of the process. This network of contacts can also be useful if you are looking for financing or need help finding contractors or movers.
3. Another advantage of working with a professional real estate agent is that they can handle all the **documentation and paperwork** that comes with buying or selling a property. This includes **negotiating and drafting contracts**, preparing closing documents, and making sure all deadlines are met. By working with an agent, you can rest assured that the entire process will be handled professionally and efficiently.
4. Finally, working with a professional real estate agent **can save you time and effort**. Searching for properties, arranging viewings and coordinating logistics can be a complicated and stressful process. A real estate agent can handle this entire process for you, allowing you to focus on other important things in your life.

*In short, if you are looking to buy or sell a property, hiring a professional real estate agent can be an excellent decision, can make the entire process much easier and hassle-free.*



Villa in Benahavís  
New Construction,  
6 bed., 8 bath, 1.004 sqm  
2.400 sqm plot  
4.990.000 €



Apartment in Benahavís  
Puerto del Almendro,  
2 bed., 2 bath, 116 sqm  
Sea views for 259.000 €



Apartment in San Pedro  
3 bed., 2 bath, 125 sqm  
Fully renovated for 375.000 €

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Real Estate in Marbella & Benahavís

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