

a custom consultation
prepared exclusively for

DAVID SCOTT

LAS TERRAZAS A429



MONTHLY ACTIVITY REPORT JUNE 2023



Compliments of

ALFONSO **LACRUZ**

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YOUR VIEWINGS

Marketing Start Date:	27/4/23
Total Number of Days on the Market:	69 Days
Total Number of WEEKS on the Market:	10 Weeks
Total Number of Visits up to Today:	31 Showings
Average Number of Visits per Month:	13.5 Showings per Month
Selling Price: 259,000,00€ 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	7	7.8	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	02/05/2023	Jasmin Howard	Idealista	8	9	9	8	8	8.4	YES	
40	05/06/2023	Andreea Bozga	Idealista	10	8	10	8	8	8.8	YES	
41	05/06/2023	Assia Boukacem	Esfera de Influencia	7	3	10	8	8	7.2	YES	
42	12/06/2023	Martine Thuillier	Redes Sociales	8	8	6	6	7	7.0	YES	
43											
44											
45											
46											
47											
48											
Total Number of Visits:		31	Average:	8.5	8.3	8.3	8.0	7.4	8.3		242,000.00

Sales Price: 259,000,00€

Average Value according to the Opinion of the Buyers

Visits per Month: 13.5

Estimated Price according to the Number of Visits: 259,000,00€

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



259,000,00€

(from 1 to 4 Showings per Month)

It may sell in less than 4 months



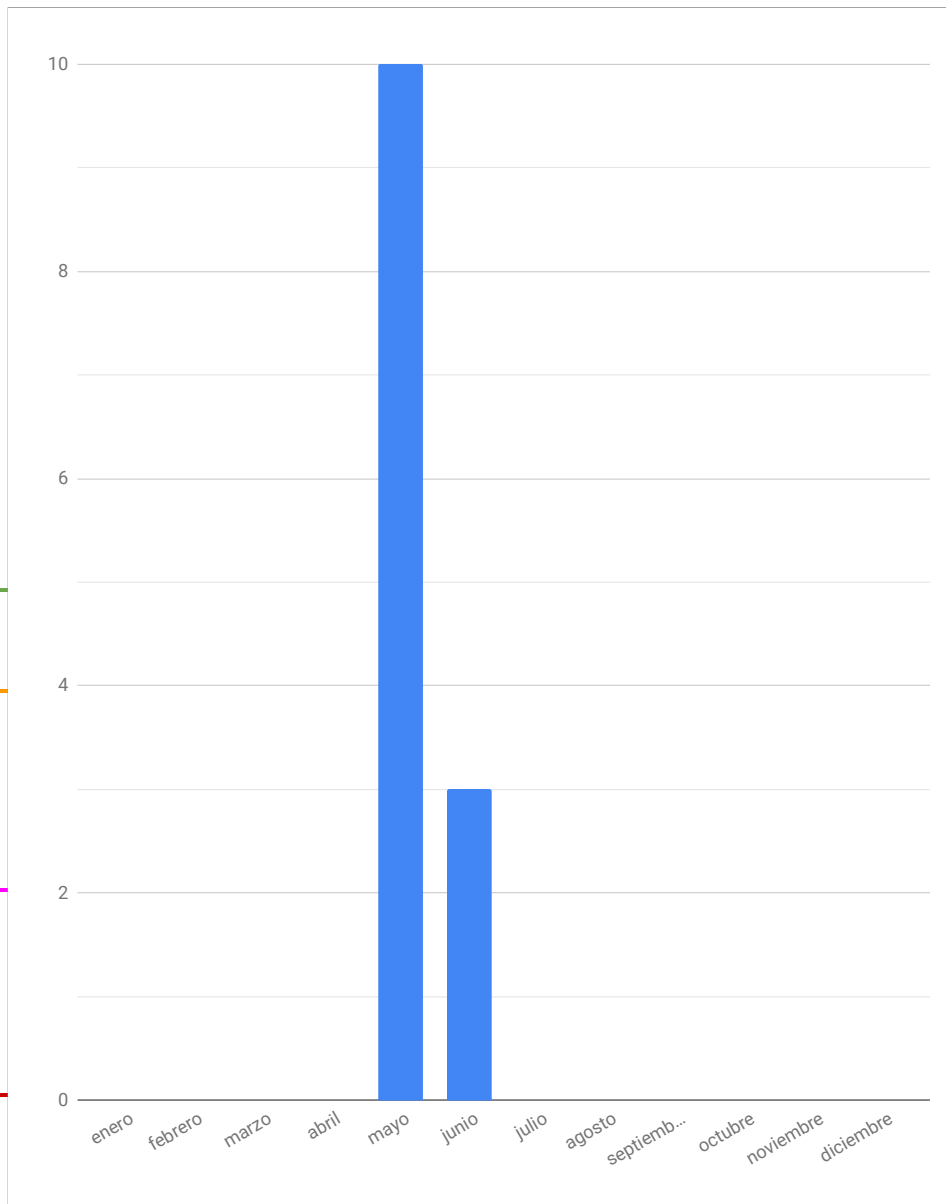
(More than 5 Showings per Month)

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: 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	10	3	0	0	0	0	0	0

REACH AND IMPRESSIONS

1860
IMPRESIONES174
VISTAS0
LEADS0%
RATIO DE CONVERSIÓN

259.000 €

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

David Scott



Puerto Del Almendro, Benahavis, Málaga



Virtual Open House

Schedule an online open house



Virtual Property Viewing

Schedule an online property viewing



Open House

Programar 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



Próximos Eventos

Descripción

Info Agente

Blog

Historia de Tareas

Documentos

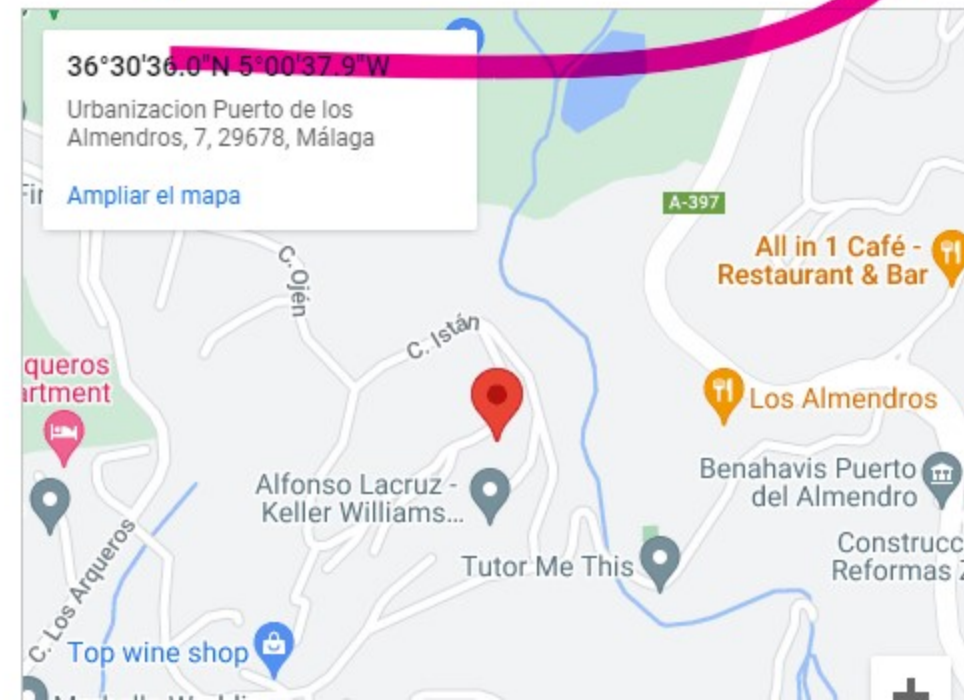
Comparación de precios




Precio € 259,000 
Precio Original € 249,000
Comisión € 18,130
Estado **Disponible** 
Duplicados Solo disponible en la Búsqueda 2.0
Tipo Apartamento Planta Media
Provincia Málaga
Zona Costa del Sol
Ubicación Benahavís
Dormitorios 2
Baños 2
Construidos 136 m²
Útiles 115 m²
Terraza 15 m²
Tamaño total 151 m²
Planta 1
Construcción 1987
Llave Propietario
Actualizado 2 semanas

Estadísticas 

792 Impresiones	249 Clics	50 Impresos
12 Emails manuales	16 Emails de perfil	29 WhatsApp



1/21

Descripción  Decreto 218 Costos asociados

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

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ALFONSO LACRUZ

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