

a custom consultation
prepared exclusively for

MARLENE BYRD

Finca Los Pajaritos



MONTHLY ACTIVITY REPORT JULY & AUGUST 2023



Compliments of

ALFONSO **LACRUZ**

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

YOUR VIEWINGS

Marketing Start Date: **04/05/2023**

Total Number of Days on the Market: **125** Days

Total Number of WEEKS on the Market: **18** Weeks

Total Number of Visits up to Today: **12** Showings

Average Number of Visits per Month: **2.9** Showings per Month

Selling Price: **749,500** 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	23/05/2023	Navid Tavakoli	Idealista	9	9	9	5	5	7.4	YES	
2	26/05/2023	Dmitri Yvanov	Agencia Externa	8	9	9	5	5	7.2	YES	
3	30/05/2023	Ovidiu & Laura Toader	Agencia Externa	8	7	7	5	5	6.4	YES	
4	08/06/2023	Baudouin Waroux	Agencia Externa	8	5	6	4	2	5.0		
5	09/06/2023	Simona Martens	Agencia Externa	9	9	9	5	6	7.6	YES	
6	15/06/2023	Sanjay Modak	Agencia Externa	8	8	8	4	7	7.0	YES	
7	15/06/2023	Mrs. Vouchak	Agencia Externa	7	6	9	5	5	6.4	YES	
8	20/06/2023	Laura Olivares	Efera de Influencia	10	6	6	2	5	5.8	YES	400,000 €
9	04/07/2023	Paul Maxwell	Agencia Externa	8	7	7	4			YES	
10	01/08/2023	Ian Davies	Agencia Externa	7	7	8	3			YES	
11	01/08/2023	Leon Tyrell	AlfonsoLacruz.com	8	7	7	2				
12	22/08/2023	Dean Doughty	AlfonsoLacruz.com	7	7	6	3			No	
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Total Number of Visits:		12	Average:	8.1	7.3	7.6	3.9	5.0	6.6		242.000.00

Sales Price: **749,500 €**

Average Value according to the Opinion of the Buyers 

Visits per Month: **2.9**

Estimated Price according to the Number of Visits: **637,075 €**


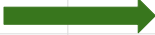
Values according to the Comparative Market Analysis prepared on:

More than 25% Overpriced:



(0 Showings per Month)

It will not sell

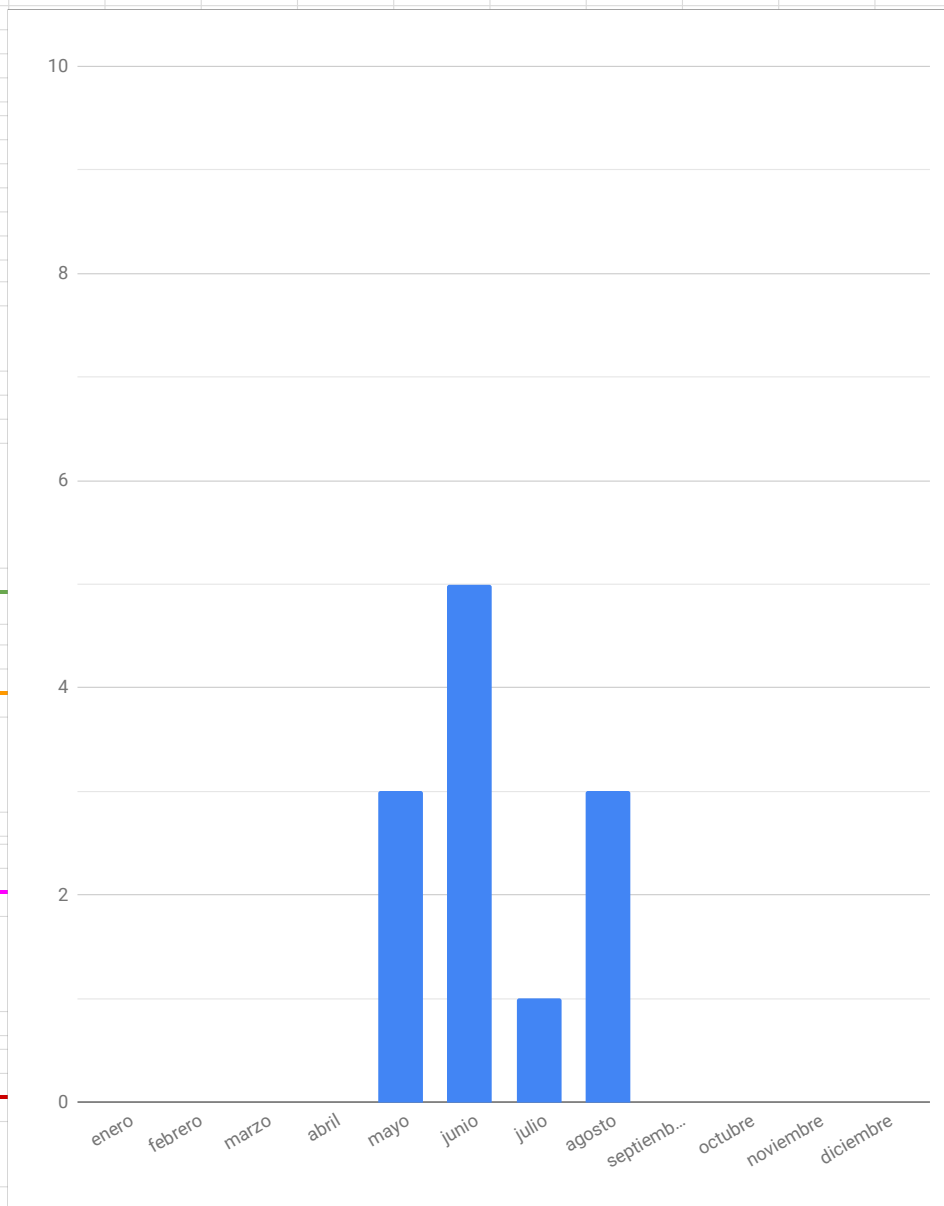
More than 10% Overpriced:		749,500€	(from 1 to 4 Showings per Month)
It will sell in more than 18 months			
It may sell in less than 4 months			(More than 5 Showings per Month)

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: Finca Los Pajaritos

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	3	5	1	3	0	0	0	0

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

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