

a custom consultation
prepared exclusively for

SIMONE KEMPF

Villa Hoeflo



REPORTE MENSUAL DE ACTIVIDAD FEBRERO 2024



Compliments of

ALFONSO **LACRUZ**

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

TUS VISITAS

| | |
|-------------------------------------|---------------------|
| Fecha de Inicio del Marketing: | 22/01/2024 |
| Número Total de Días en el Mercado: | 38 Días |
| Número Total de Semanas en Mercado: | 5 Semanas |
| Número Total de Visitas hasta Hoy: | 4 Visitas |
| Media de Visitas por Mes: | 3.2 Visitas por Mes |
| Precio de Venta: | 699,000 euros |

DETALLE DE LAS VISITAS POR MES

Le presento a continuación la lista de los potenciales compradores que han visitado su propiedad incluyendo la opinión que dieron. Espero que con esta información le podamos ayudar a entender los parámetros de venta de su propiedad.

| Visita | Fecha | Fuente | Fuente | Ubicación | Vistas | Tamaño | Estado | Precio | Puntuación | ¿Le Gusta? | ¿Pagaría? |
|--------|------------|-------------------|-----------------|-----------|--------|--------|--------|--------|------------|------------|-----------|
| 1 | 05/02/2024 | Paula Cisneros | Agencia Externa | | | | | | | | |
| 2 | 05/02/2024 | Karen Ludlow | Agencia Externa | 9 | | | 3 | 5 | 5.7 | Yes | |
| 3 | 08/02/2024 | Dimitri Post | Agencia Externa | 8 | 3 | 4 | 2 | 2 | 3.8 | No | |
| 4 | 08/02/2024 | Guy and Anja Veef | Agencia Externa | 9 | 2 | 3 | 3 | 2 | 3.8 | No | |
| 5 | 13/03/2024 | Andy Nicolson | Agencia Externa | 3 | 3 | 3 | 3 | | | No | |
| 6 | 08/02/2024 | Van Loon | Agencia Externa | | | | | | | No | |
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|-----------------------|---|--------|-----|-----|-----|-----|-----|-----|-----------|
| Número Visitas Total: | 4 | Media: | 7.3 | 2.7 | 3.3 | 2.8 | 3.0 | 4.4 | 454,350 € |
|-----------------------|---|--------|-----|-----|-----|-----|-----|-----|-----------|

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|------------------|-----------|
| Precio de Venta: | 699,000 € |
|------------------|-----------|

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| Precio Medio de Acuerdo a la Opinión de los Compradores: |
|--|



| | |
|-----------------|-----|
| Visitas al mes: | 3.2 |
|-----------------|-----|

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|--|-----------|
| Precio Estimado de acuerdo al número de Visitas: | 629,100 € |
|--|-----------|

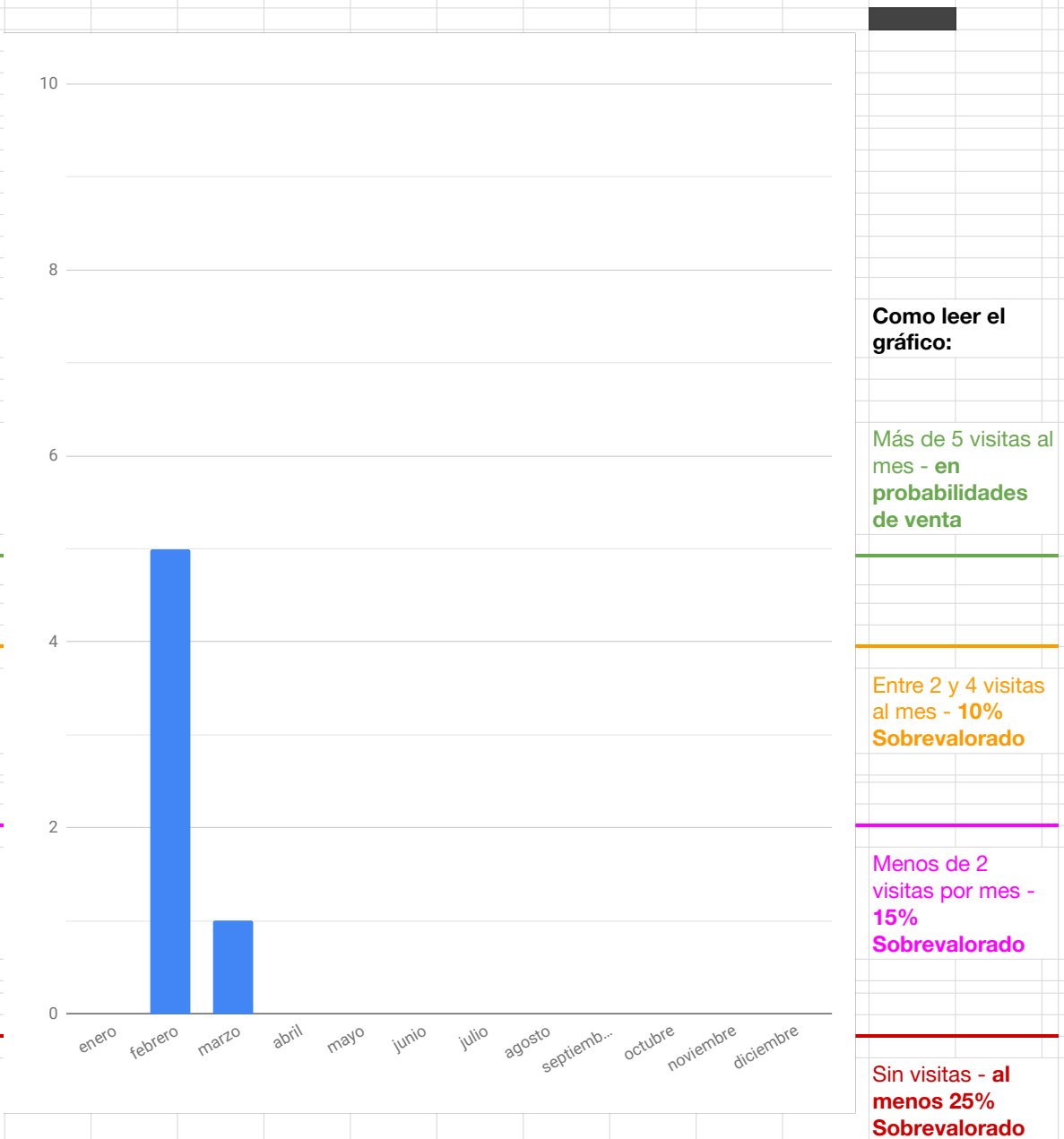
Valores de acuerdo el Análisis Comparativo de Mercado preparado el

| | | | |
|-------------------------------|--|----------|---------------------------|
| Más de un 25% Sobrevalorado: | | 327,000€ | (0 Visitas al Mes) |
| No se venderá. | | | |
| Más de una 10% Sobrevalorado: | | 456,000€ | (de 1 a 4 Visitas al Mes) |
| Se venderá en más de 18 meses | | | |

ANÁLISIS DEL PRECIO DE VENTA

Propiedad: **Villa Hoeflo**

El precio actual de venta se analiza comparando el número de visitas mensual a la propiedad con las estadísticas de Alfonso Lacruz / Keller Williams sobre la relación entre el número de visitas y el precio. Los resultados se pueden ver en el gráfico adjunto:



Visitas al Mes:

BÚSQUEDAS E IMPRESIONES

Estadísticas

296

Impresiones

118

Clics

14

Impresos

3

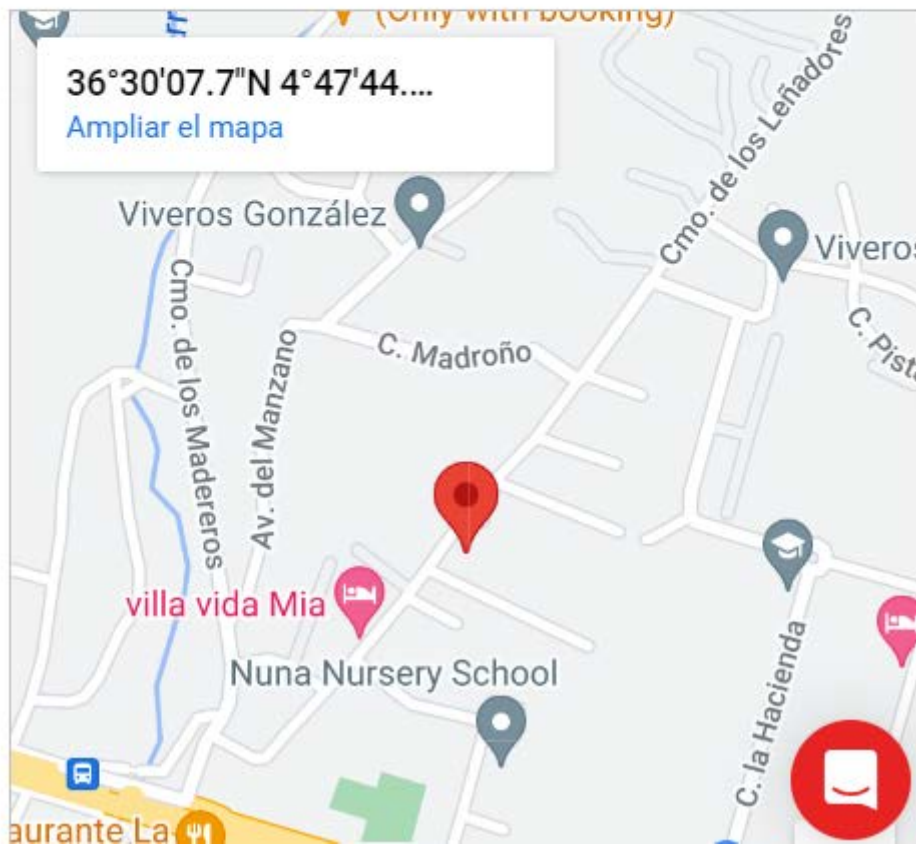
Emails manuales

0

Emails de perfil

18

WhatsApp



OFERTAS DE COMPRA

PURCHASE PROPOSAL

| | |
|--------------------|---------------|
| NAMES | KARENI LUDLOW |
| PASSPORTS - DNI | |
| HOME ADDRESS | |
| ZIP- CITY- COUNTRY | |
| TELEPHONES | |
| EMAIL | |

The Interested as named above formally instruct KW Marbella (Elviria Estates S.L. – CIF: B-9304515) to take the necessary actions to proceed to the purchase of the property mentioned below – free from rentals, charges or taxes.

Interested in this Property:

VILLA HOEFLO

PRICE: 525.000€ euros.

PAYMENT TERMS:

• Signing of a Private Purchase Contract: %, euros - Date:
 • Rest at the granting of the deed Date | DATE:

Charges and taxes of any kind which result from the sale (IVA, ITP-AJD, Notary, Land Registry, etc) will have to be paid by the buyer, with the exception of the IMPUESTO SOBRE EL INCREMENTO DEL VALOR DE LOS TERRENOS DE NATURALEZA URBANA (previously known as Plusvalía), which will be paid by the vendor.

This offer represents does not represent a firm obligation until the signing of the Private Purchase Contract between the buyer and the vendor.

To show a firm interest in the property and security of the offer the future acquirer delivery to KW Marbella who hereby acknowledges the receipt of (euros), paid by . Elviria Estates S.L. act as custodian of the amounts paid to the signing of the deposit, which will be returned to the future purchaser.

This offer is valid for **5** DAYS.

If the offer is not accepted or if there is no agreement on price and terms of payment between the parties, KW Marbella (Elviria Estates S.L.) will REFUND to the future purchaser within 48 hours the amounts received.

This offer (indicate YES or NO) is conditional on the approval of funding by the bank within a maximum period of 20 days after acceptance of the offer for the property.

Comments:

ANEXO.

Signed by the Interested in the Property

KW Marbella (Elviria Estates S.L.)

Accepted by the SELLER

Mameela Budonte

DATE: 26/02/2024

NAME AND DNI/PASSPORT

20660126P

NAME AND DNI/PASSPORT

We are pleased to represent our client, who has expressed strong interest in the Villa Haflo property. My client became aware of a recent sale in the area for 630.000€ involving a house with pool. Considering the need for a complete renovation of the property in question, our client assessed that a fair value would be 525.000. It is important to note that our offer takes into account the imposed limitations, including the impossibility of building a pool, extending or adding a covered garage to the property. We are looking forward to a potential negotiation and hope to reach an agreement that is mutually satisfactory.

Manuela Cavalcante
Ela Homes.

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

(+34) 609 408 400 (M)

(+34) 952 78 88 40 (O)

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ALFONSO LACRUZ

Real Estate in Marbella & Benahavís

kw MARBELLA
KELLERWILLIAMS

