

a custom consultation
prepared exclusively for

MENGLIN LI & XIAOMAN LI

Cosmo Beach 2^oD



MONTHLY ACTIVITY REPORT



Compliments of

ALFONSO **LACRUZ**

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YOUR VIEWINGS

Marketing Start Date: **20/02/2023**

Total Number of Days on the Market:	527 Days
Total Number of WEEKS on the Market:	75 Weeks
Total Number of Visits up to Today:	29 Showings
Average Number of Visits per Month:	1.7 Showings per Month
Selling Price:	310,000 euros

DETAIL OF THE SHOWINGS PER MONTH

Please find attached the list of all the potential buyers that visited your property including the opinion they 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	22/11/2023	Negin & LJ Mismas	Agencia Externa	10	10	10	10	9	9.8	Yes	300,000 €
2	24/11/2023	Jaroslav Prymas Prymas	Agencia Externa								
3	25/11/2023	Waldemar Dyjak	Agencia Externa								
4	29/11/2023	Karel Duijndam	Agencia Externa								
5	30/11/2023	Michael Peters	Agencia Externa	10	8	7	8	9	8.4	Yes	
6	04/12/2023	Rod & Chantel Condell Condell	Agencia Externa	9	9	9	9			Yes	
7	05/12/2023	Erik Kleine	Agencia Externa	8	8	7	8	7	7.6	No	
8	22/12/2023	Thomas & Celina Matthews	Agencia Externa								
9	26/12/2023	Carlos de Simon Blas	Agencia Externa								
10	29/12/2023	Mireille Sonuta	Agencia Externa								
11	29/12/2023	Josue Thermilus	Agencia Externa								
12	04/01/2024	Reinink and Horton Kirstin & Craig	Agencia Externa							No	
13	10/01/2024	Najat Boujenna	Agencia Externa	9	9	7	8	9	8.4	Yes	
14	15/05/2024	Amir Sobhani	Agencia Externa	8	7	6	7	6	6.8	Yes	250 €
15	21/05/2024	Ambra Albertazzi	Cartel	9	9	8	8	8	8.4	Yes	
16	21/05/2024	Yndhira Shilleh	Agencia Externa	3	8	5	7	7	6.0	No	
17	21/05/2024	Tomasz Jelonek	Agencia Externa							No	
18	21/05/2024	Ikbak & Lahsen Chebki	Agencia Externa	9	9	7	7			Yes	
19	21/05/2024	Piotr Kotkowiak	Agencia Externa							No	
20	21/05/2024	Silvio Ciobota	rdo de Esfera de Influe	9	7	4	7	8	7.0	Yes	
21	28/05/2024	Michelle & Nicky Castellano	Agencia Externa	7	7	6	5	5	6.0		
22	27/05/2024	Saniter Gestión integral S.L.	Agencia Externa	8	7		6	7	7.0	No	
23	27/05/2024	Alex Jurj	Cartel	9	9	7	8	8	8.2	Yes	
24	28/05/2024	Edita & Andrius Augaityte & Augaitis	Agencia Externa	4	7	3	4	4	4.4	No	
25	31/05/2024	Domenico Graci	Idealista	7	5	3	3			No	
26	03/06/2024	Norbert Pokornyik	Agencia Externa	8	8	6	8			Yes	
27	05/06/2024	Maria Dolores Castañeda	Agencia Externa	9	10	9	10	8	9.2	Yes	
28	12/06/2024	Veronique Delfosse	Agencia Externa							Yes	
29	12/06/2024	Sergejus & Sofia Jersovas	Agencia Externa							Yes	
30	14/06/2024	Marco van den Ploeg	Agencia Externa							No	
31	19/06/2024	Terry Peel Sheridan	Agencia Externa	9	9	6	6			Yes	
32	20/06/2024	Magdalena Surulo-Sanocka	Agencia Externa	8	8	2	5	4	5.4	No	
33	20/06/2024	Hannes Lentisius	Agencia Externa	9	9	5	5	5	6.6	Yes	
34	20/06/2024	Memet	Otros	9	9	4	7	8	7.4	No	
35	20/06/2024	Sven Kok	Agencia Externa	8	9	3	5	4	5.8	No	
36	21/06/2024	Brian & Elaine Lennon	Agencia Externa	9	8	6	7			Yes	
37	21/06/2024	Menachem Weissbach	Agencia Externa	8	9	3	4			No	
38	25/06/2024	Marqus Diar	Agencia Externa	7	8	7	6	4	6.4	No	
39	01/07/2024	Regimantas Linkus	Agencia Externa	6	6	6	6	7	6.2	No	
40	01/07/2024	Tomasz Janus	Agencia Externa	10	10	7	8			Yes	
41	03/07/2024	Diego y Francisca Amuedo y Espinar	Agencia Externa	8	9	6	6			Yes	
42	15/07/2024	Sheila Hartigh	Idealista							No	
43	16/07/2024	Basil Idbeis	Agencia Externa							No	
44	17/07/2024	Sherin Salavati	Idealista								
45	24/07/2024	Marek Baran	Agencia Externa	10	8	7	8	9		Yes	
46	27/07/2024	Anna & Gennady Razuvanova	Agencia Externa								
47	31/07/2024	Arturo Altamirano	Agencia Externa								
48											
Total Number of Visits:		29	Average:	8.1	8.2	5.9	6.7	6.7	7.1		242,000.00

Sales Price: **310,000 €**

Average Value according to the Opinion of the Buyers

Visits per Month: **1.7**

Estimated Price according to the Number of Visits: **263,500 €**

Values according to the Comparative Market Analysis prepared on:

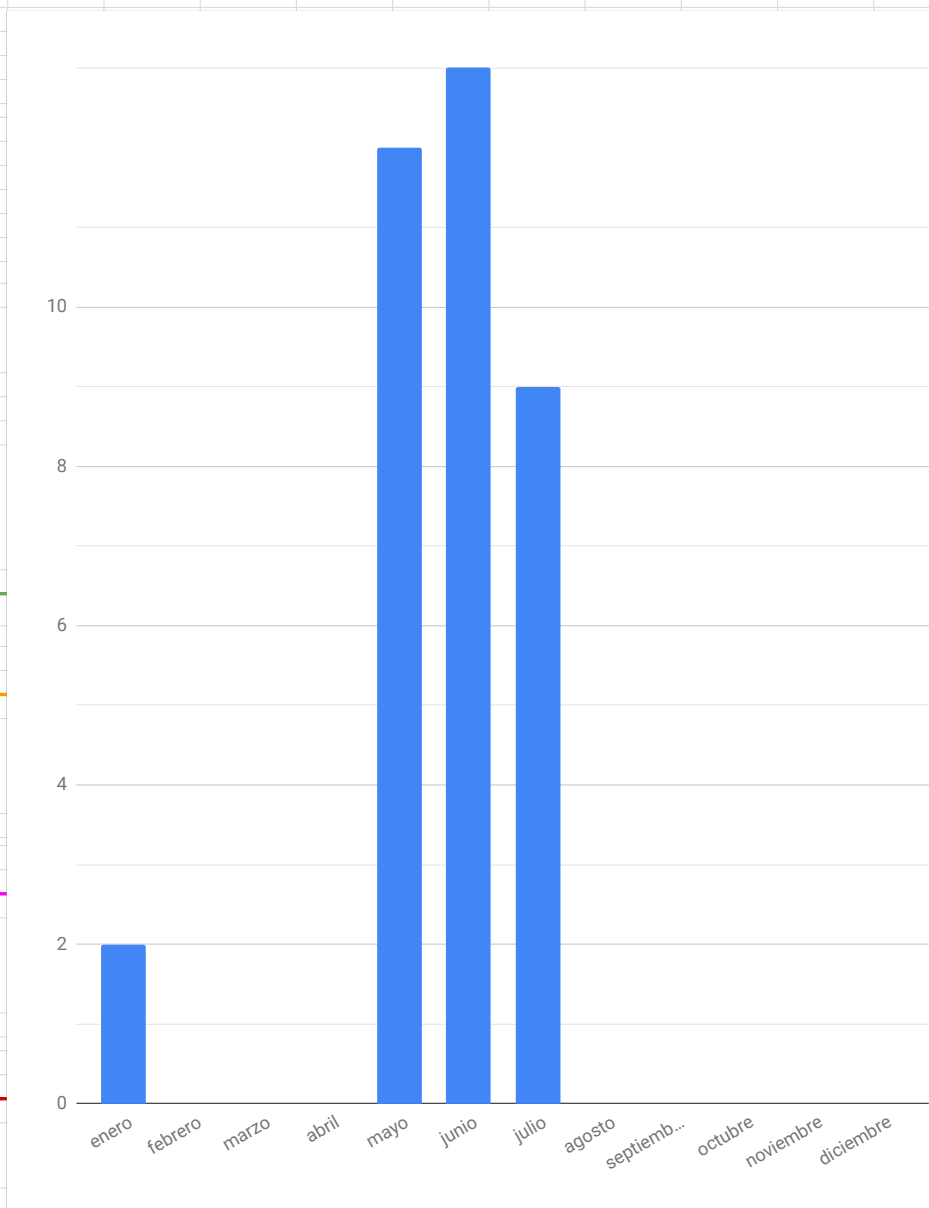
More than 25% Overpriced: It will not sell		364,000€	(0 Showings per Month)
More than 10% Overpriced: It will sell in more than 18 months		330,000€	(from 1 to 4 Showings per Month)
It may sell in less than 4 months		288,000€	(More than 5 Showings per Month)

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: Cosmo Beach 2D

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
2	0	0	0	12	13	9	0	0	0	0	0

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

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