

a custom consultation
prepared exclusively for

Lionel Tardieu

Sotogrande F42



RAPPORT D'ACTIVITÉ MENSUEL

Compliments of

ALFONSO **LACRUZ**

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TES VISITES

Marketing Start Date: **06/02/2024**


Total Number of Days on the Market:	176 Days
Total Number of WEEKS on the Market:	25 Weeks
Total Number of Visits up to Today:	2 Showings
Average Number of Visits per Month:	0.3 Showings per Month
Selling Price:	2,849,000€ euros

DETAIL OF THE SHOWINGS PER MONTH

Please find attached the list of all the potential buyers that visited your property including the opinion 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	31/05/2024	Alexander Nielsen	Agencia Externa	10	10	10	6	6	8.4	Yes & No	
2	18/06/2024	Mette Hansen	Agencia Externa	9	10	7	3	5	6.8	No	2,300,000
3	25/07/2024	Larisa Atapina	Agencia Externa							Yes/No	
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Total Number of Visits:	2	Average:	9.5	10.0	8.5	4.5	5.5	7.6	242.000.00
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Sales Price:	2,849,000€	Average Value according to the Opinion of the Buyers	
Visits per Month:	0.3		
Estimated Price according to the Number of Visits:	2,279,200 €		

Values according to the Comparative Market Analysis prepared on:

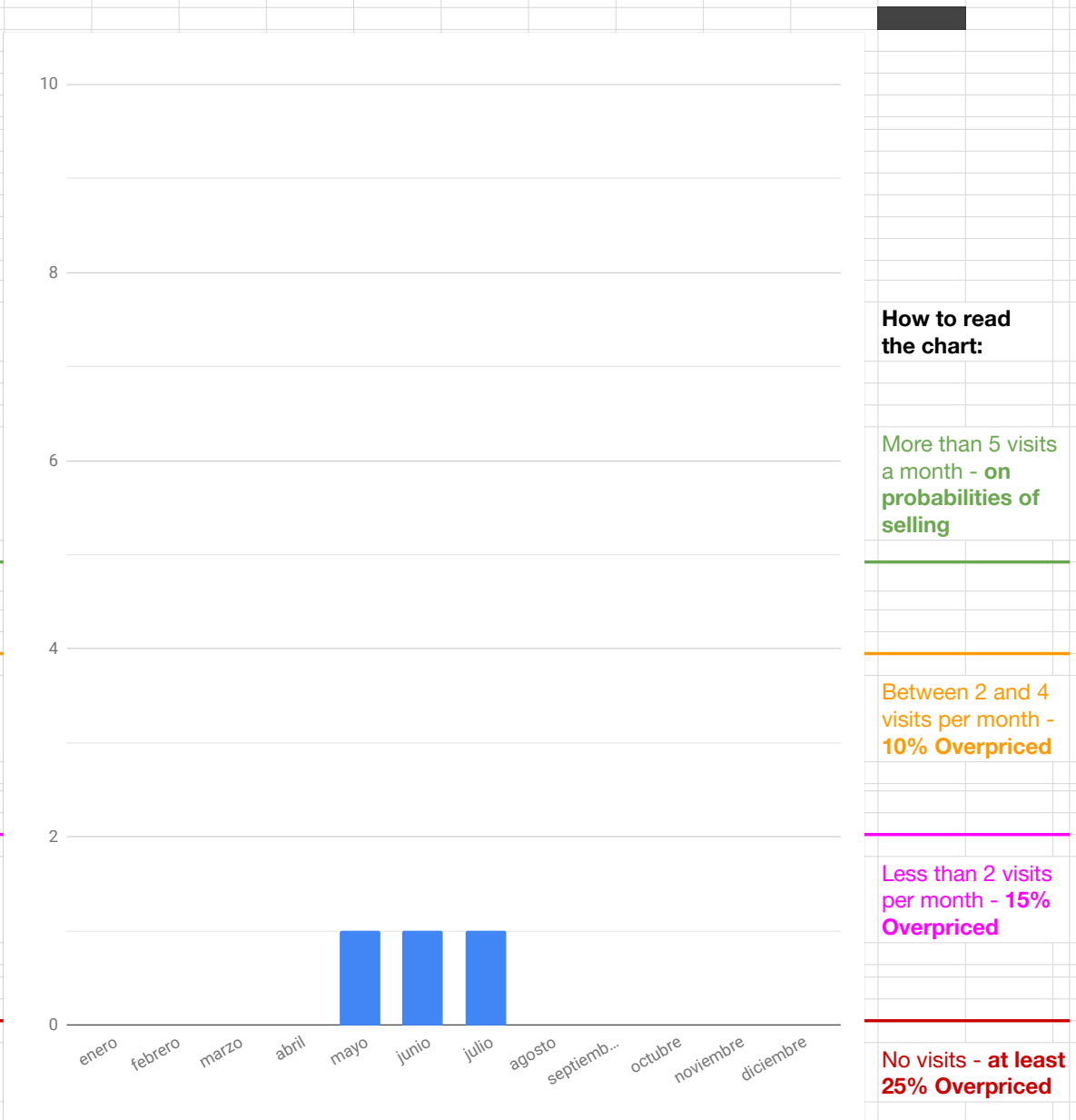
More than 25% Overpriced: It will not sell		3,289,000€	(0 Showings per Month)
More than 10% Overpriced: It will sell in more than 18 months		2,990€	(from 1 to 4 Showings per Month)
It may sell in less than 4 months		2,600€	(More than 5 Showings per Month)

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: Villa Shangri-La

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:



Visits per month:

enero	febrero	marzo	abril	mayo	junio	julio	agosto	septiembre	octubre	noviembre	diciembre
0	0	0	0	1	1	1	0	0	0	0	0

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

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