

a custom consultation  
prepared exclusively for

Sian Ingleby

# Townhouse El Casar II



## MONTHLY ACTIVITY REPORT AUGUST 2024



Compliments of

ALFONSO **LACRUZ**

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

# YOUR VIEWINGS


|                                      |                        |
|--------------------------------------|------------------------|
| Marketing Start Date:                | 23/07/2024             |
| Total Number of Days on the Market:  | 41 Days                |
| Total Number of WEEKS on the Market: | 6 Weeks                |
| Total Number of Visits up to Today:  | 2 Showings             |
| Average Number of Visits per Month:  | 1.5 Showings per Month |
| Selling Price:                       | 390,000 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       | 22/08/2024 | Elvira Muratova  | Agencia Externa | 10       | 10    | 10   | 6      | 8     | 8.8   | Yes      | 350 €    |
| 2       | 22/08/2024 | Guillermo Garcia | Idealista       | 9        | 9     | 8    | 6      | 7     | 7.8   | Yes      |          |
| 3       |            |                  |                 |          |       |      |        |       |       |          |          |
| 4       |            |                  |                 |          |       |      |        |       |       |          |          |
| 5       |            |                  |                 |          |       |      |        |       |       |          |          |
| 6       |            |                  |                 |          |       |      |        |       |       |          |          |
| 7       |            |                  |                 |          |       |      |        |       |       |          |          |
| 8       |            |                  |                 |          |       |      |        |       |       |          |          |
| 9       |            |                  |                 |          |       |      |        |       |       |          |          |
| 10      |            |                  |                 |          |       |      |        |       |       |          |          |
| 11      |            |                  |                 |          |       |      |        |       |       |          |          |
| 12      |            |                  |                 |          |       |      |        |       |       |          |          |
| 13      |            |                  |                 |          |       |      |        |       |       |          |          |
| 14      |            |                  |                 |          |       |      |        |       |       |          |          |
| 15      |            |                  |                 |          |       |      |        |       |       |          |          |
| 16      |            |                  |                 |          |       |      |        |       |       |          |          |
| 17      |            |                  |                 |          |       |      |        |       |       |          |          |
| 18      |            |                  |                 |          |       |      |        |       |       |          |          |
| 19      |            |                  |                 |          |       |      |        |       |       |          |          |
| 20      |            |                  |                 |          |       |      |        |       |       |          |          |
| 21      |            |                  |                 |          |       |      |        |       |       |          |          |
| 22      |            |                  |                 |          |       |      |        |       |       |          |          |
| 23      |            |                  |                 |          |       |      |        |       |       |          |          |
| 24      |            |                  |                 |          |       |      |        |       |       |          |          |
| 25      |            |                  |                 |          |       |      |        |       |       |          |          |
| 26      |            |                  |                 |          |       |      |        |       |       |          |          |
| 27      |            |                  |                 |          |       |      |        |       |       |          |          |
| 28      |            |                  |                 |          |       |      |        |       |       |          |          |
| 29      |            |                  |                 |          |       |      |        |       |       |          |          |
| 30      |            |                  |                 |          |       |      |        |       |       |          |          |
| 31      |            |                  |                 |          |       |      |        |       |       |          |          |
| 32      |            |                  |                 |          |       |      |        |       |       |          |          |
| 33      |            |                  |                 |          |       |      |        |       |       |          |          |
| 34      |            |                  |                 |          |       |      |        |       |       |          |          |
| 35      |            |                  |                 |          |       |      |        |       |       |          |          |
| 36      |            |                  |                 |          |       |      |        |       |       |          |          |
| 37      |            |                  |                 |          |       |      |        |       |       |          |          |
| 38      |            |                  |                 |          |       |      |        |       |       |          |          |
| 39      |            |                  |                 |          |       |      |        |       |       |          |          |
| 40      |            |                  |                 |          |       |      |        |       |       |          |          |
| 41      |            |                  |                 |          |       |      |        |       |       |          |          |
| 42      |            |                  |                 |          |       |      |        |       |       |          |          |
| 43      |            |                  |                 |          |       |      |        |       |       |          |          |
| 44      |            |                  |                 |          |       |      |        |       |       |          |          |
| 45      |            |                  |                 |          |       |      |        |       |       |          |          |
| 46      |            |                  |                 |          |       |      |        |       |       |          |          |
| 47      |            |                  |                 |          |       |      |        |       |       |          |          |
| 48      |            |                  |                 |          |       |      |        |       |       |          |          |

|                         |   |          |     |     |     |     |     |     |            |
|-------------------------|---|----------|-----|-----|-----|-----|-----|-----|------------|
| Total Number of Visits: | 2 | Average: | 9.5 | 9.5 | 9.0 | 6.0 | 7.5 | 8.3 | 242.000.00 |
|-------------------------|---|----------|-----|-----|-----|-----|-----|-----|------------|

|  |           |  |   |
|--|-----------|--|---|
| Sales Price:                                       | 390,000 € | Average Value according to the Opinion of the Buyers |  |
| Visits per Month:                                  | 1.5       |  |   |
| Estimated Price according to the Number of Visits: | 312,000 € |  |   |

**Values according to the Comparative Market Analysis prepared on:**

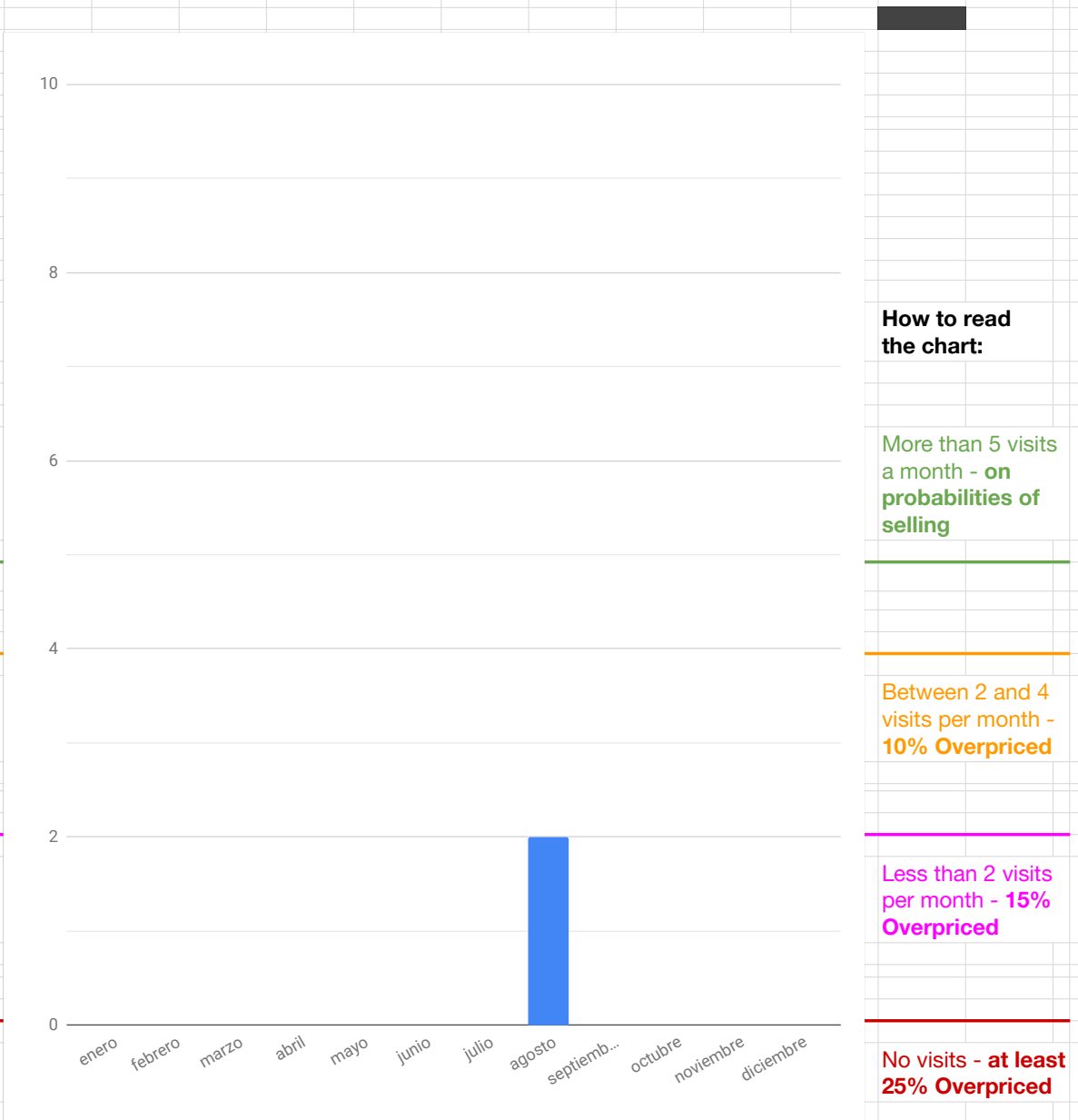
|  |   |          |                                  |
|--|---|----------|----------------------------------|
| More than 25% Overpriced:<br>It will not sell                    |  | 455,000€ | (0 Showings per Month)           |
| More than 10% Overpriced:<br>It will sell in more than 18 months |  | 414,000€ | (from 1 to 4 Showings per Month) |
| It may sell in less than 4 months                                |  | 360,000€ | (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:** Townhouse El Casar II

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     | 0    | 0     | 0     | 2      | 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](http://www.alfonsolacruz.com)

[www.kwspain.es](http://www.kwspain.es)

**ALFONSO LACRUZ**

Real Estate in Marbella & Benahavís

**kw** MARBELLA  
KELLERWILLIAMS

