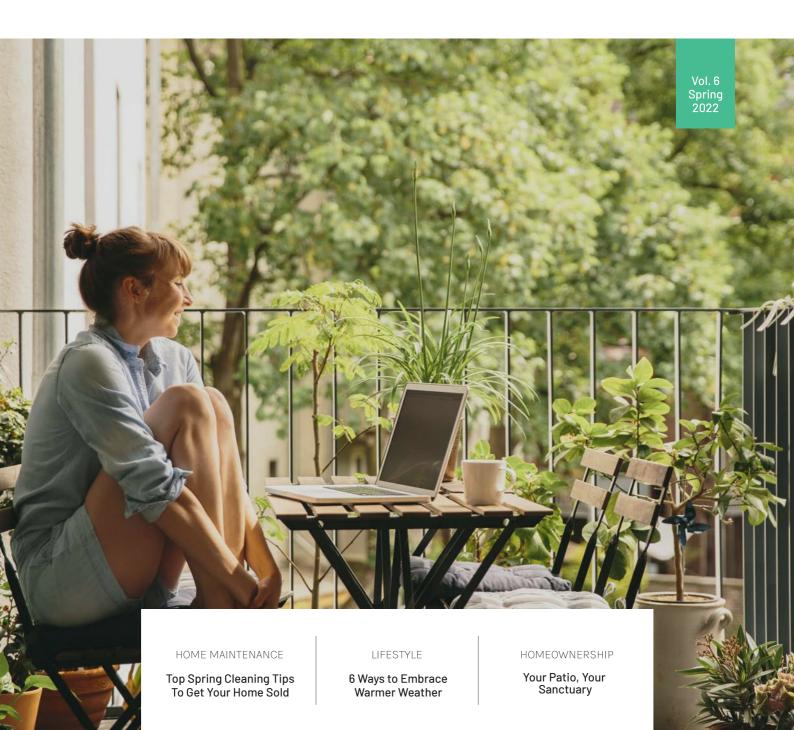






In Full Bloom'

Your Local Spring Real Estate Update



A NOTE FROM ALFONSO LACRUZ TEAM



Alfonso Lacruz | Team Leader

Dear current and future clients,

Spring is "in full bloom," and our mission is to make sure you are too. That's why we have filled the latest issue of our local real estate magazine with articles intended to help you and your property flourish more than a field of tulips. Whether you plan on buying, selling, or renovating this season, we hope the information within these pages helps you bring your goals to fruition.

Pour yourself an iced beverage, find a cozy spot outdoors, and flip through this invigorating content. Articles include spring cleaning tips to prepare your home for selling (or cleaner living), how to elevate your patio, and an illuminating list of activities for making the most of the extra daylight. Plus, you'll find some of our most popular local listings, client success stories, and so much more!

And, as always, if you have any questions or just want to talk more about our local real estate market, we are just a phone call away.

Here's to continuing to bloom in 2022!

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YEAR IN REVIEW

Marbella Market Snapshot

		2021	2020	% Differ.
	Number of Homes Sold	4.628	2.560	80,8 %
(M)	Average Sales Price	3.182 €/m2	2.697 €/m2	18,0 %
	* Stock of Homes for Sale	7.877	9.055	- 13,0 %

Benahavis Market Snapshot

		2021	2020	% Differ.
	Number of Homes Sold	859	457	88,0 %
M 3	Average Sales Price	2.959 €/m2	2.431 €/m2	21,7 %
	* Stock of Homes for Sale	2.092	2.268	-7,8 %

More information on the real estate market of Marbella and Benahavis on this link:

https://www.alfonsolacruz.com/market-info



^{*} The stock of properties for sale is not an official number but an estimation

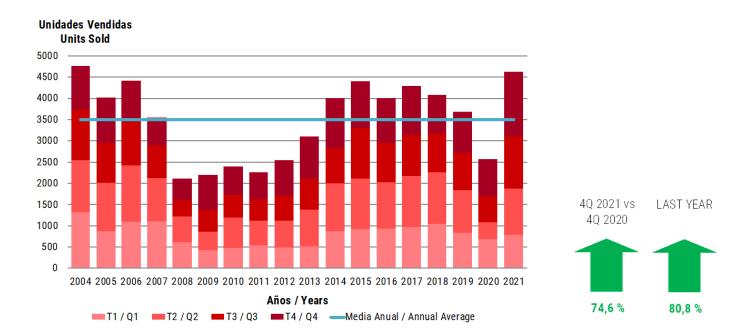
CLOSED TRANSACTIONS - MARBELLA

The Market in Marbella and Benahavís reached historical maximums in 2021

The information on the number of transactions closed in 2021 for the municipalities of the Costa del Sol has been released recently by the Ministry of Housing, showing record numbers in some cases and outstanding figures in others.

Focusing on Marbella, we can see that the fourth quarter, following the activity we had on that period, was the best fourth quarter in the history of Marbella, surpassing even the fourth quarter of the record year 2004.

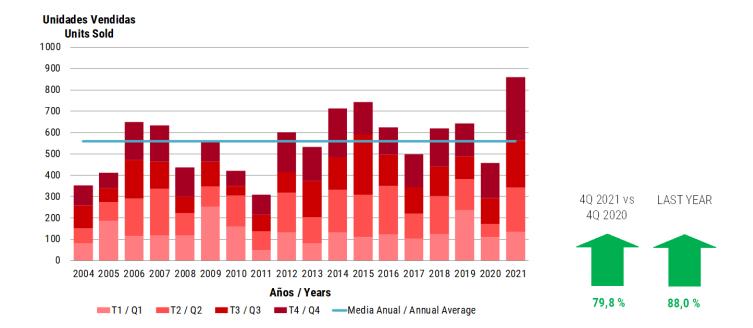
With those numbers of closed transactions, 2021 has been the second best year on closed transactions in the history of Marbella after 2004, at the boom of the previous construction cycle, and the best one since the crisis of 2008. The circumstances that pushed the market in 2021 are still in place although, in a way, hindered by the high inflation and the Uckranian war so we hope for another good year in 2022.



CLOSED TRANSACTIONS - BENAHAVIS

Regarding Benahavís, the number of transactions closed in 2021 has been the best in the history of the municipality after, also, the best fourth quarter in history. The number of homes sold in that fourth quarter went over the previous maximum of 2014 an amazing 28%.

Buyers are appreciating the benefits of living in this council that is, right now, one of the richest places in Spain to live at. Although the data for the first quarter of 2022 is not yet available, we have the same activity or even more than one year ago so we epect to have another great year in this 2022. Time will tell.



HOME SALES PRICES - MARBELLA

Home prices increases are accelerating

Prices, as everybody may appreciate, are going up in Marbella but in different ways depending on the one analized. The change started in 2013 and since then they have been increasing mainly pushed by the price of new built units although in 2021, with the reduction of inventory of new units, the demand has moved to second hands with the consequent increase in prices.

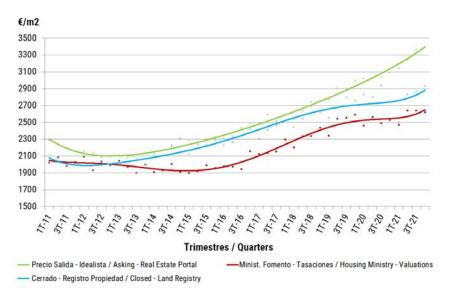


CHART 1 - ASKING, CLOSING AND VALUATION HOME PRICES - MARBELLA

Chart 1 shows three diffferent prices growing in different ways. First the asking price that started a upward tendency in 2013 and it is still on the wave. Then closing price that has been growing steadly but had slowed down since the start of the pandemic to start a new push in 2021 with the record number of sales and general activity in the market. Finally, valuation prices follow the same tendency as the closing prices but, as lately, some 15% below.

Chart 2 shows the increase in price in the last years since the start of the 2008 crisis. The worst year was 2009 although in 2020 the average variation was also negative. With the increase of activity from mid 2021 and the first indications of a significant reduction of inventory, prices started to show an accelerated upward tendency.

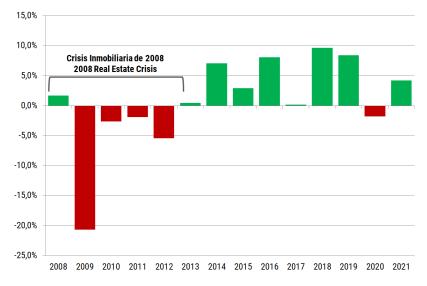
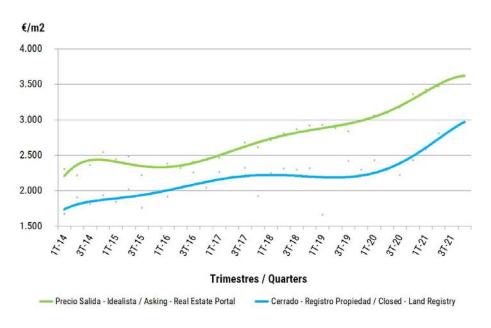


CHART 2 - YEARLY VARIATION OF HOME PRICES - MARBELLA

HOME SALES PRICES - BENAHAVIS

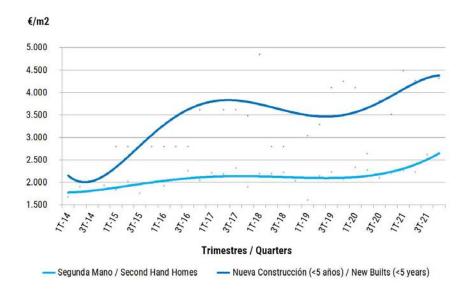
The situation is about the same in Benahavís, prices going up since 2014 with a slightly different tendency in the prices of new built units.



As Chart 3 shows, the tendency of the asking price is the same as in Marbella that is up and up and, in general, the closing prices are also going upwards specially during 2021 but have to dig inside those closing prices to find out the insights of it.

CHART 3 - ASKING AND CLOSING HOME PRICES - BENAHAVÍS

Prices of new built units, as seen on Chart 4, have been pushing up the average closing prices for Benahavis while the closing price of second hand homes has been almost flat until the end of 2020 when a change in tendency in the closing prices of Benahavis has been observed. It seems that is going to be the tendency in the near future.



STOCK OF HOMES FOR SALE * - MARBELLA

A change of tendency ocurred in 2021: inventory keeps on going down

In general, the increased number of sales are reducing the inventory of homes available in the market pushing it from the buyer's market of the latest years towards a seller's market where we are now as shown on chart 3.

Focusing on Marbella, the change in tendency started to show up at the end of 2020 and has been confirmed during 2021. It means more demand, more sales, and less offer, less stock of properties for sale. If the laws of he economy are followed, more demand and less offer should push the prices up and that is exactly what we are seeing.

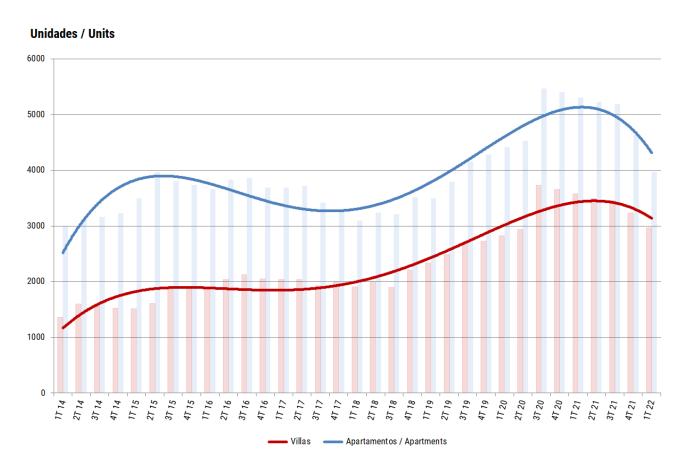


CHART 1 - ESTIMATION OF THE STOCK OF HOMES FOR SALE - MARBELLA

 $[\]mbox{\ensuremath{^{\star}}}$ The stock of properties for sale is not an official number but an estimation

STOCK OF HOMES FOR SALE * - BENAHAVIS

The tendency in Benahavis in, again, similar to what can be seen in Marbella but with two main differences: first of all, the market in Benahavis in pointing to the luxury with more villas for sale than apartments, specially at high end prices.

Secondly, and looking at the details, there is a clear change in the number of apartments for sale tendency since the end of 2020 while the number of villas in the market has remained stable despite the increased number of sales and most of them are in the high end range.

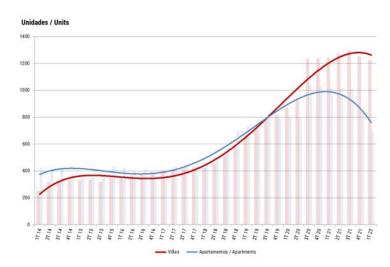


CHART 2 - ESTIMATION OF THE STOCK OF HOMES FOR SALE - BENAHAVÍS

Finally, Chart 3 is self explanatory and shows the absortion rate that is the numer of months to sell the complete stock of properties in the market revealing that we are getting into a seller's market with more sales and less inventory.

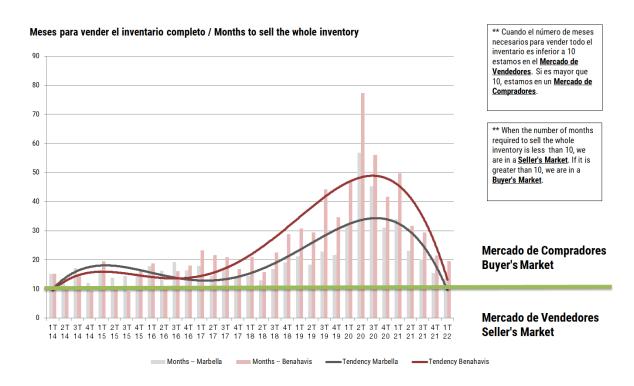


CHART 3 - ESTIMATION OF THE ABSORTION RATE - MONTHS TO SELL THE FULL INVENTORY

^{*} The stock of properties for sale is not an official number but an estimation



Out of Sight, Out of Mind

First things first: declutter your home. No prospective buyer wants to step into a house filled with perceived junk. Go around the house to identify items that have been taking up precious space for months and years. Perhaps it's your collection of novels you've been meaning to read. Or clothes you've held onto for special occasions or 'just in case' situations that never quite materialized. Once you figure out what needs to be donated or boxed up and stored in your garage, you'll breathe easier knowing that you've created a perfect space for the next owner to manifest their dream home.

Keep Your Windows Sparkling Clean

There's nothing like dirty windows, screens, and sills that signal 'Don't look inside' to prospects. Tackle this moderately intense project by starting with the inside of your home, as you'll have more control over the outcome. To clean the windows outside, hose them down and remove excess water by using a squeegee. As for cleaning solutions, there are plenty of eco-friendly products that will yield sparkling, streakfree results. More of a DIY person? Mix distilled white vinegar with water for the same results.

Get Your Floors Spick and Span

Chances are, you already sweep, dust, or vacuum your house every week to keep your floor looking and smelling fresh. Despite your best efforts, stubborn dirt, dust, and allergens get deeply embedded in your hardwood floor or carpet, leaving behind a less-than-pleasant appearance and odor. Whether you live in a large compound or a smaller, cozier house, it's well worth the money to enlist the help of a professional floor cleaning service to ensure every square inch of your place looks and smells brand new. Want to maintain the freshness without added chemicals? Use an air purifier in lieu of air fresheners to eliminate funky smells.



Boost Your Mary Home's Curb Appeal

Beautifying your outdoor space is just as important as cleaning the interior of your home. Take a mini-tour of your yard and garden; does your lawn need a proper cut? Are there any pesky weeds sprouting throughout your otherwise pristine yard? Take care of the landscaping duties yourself or hire a professional to tidy things up while you bask in the sun and sip on a refreshing glass of Arnold Palmer. If neither of these applies, enjoy a weekend of embellishing your garden with fresh flowers and lush plants conducive to thriving in your city. Or try adding a fresh coat of paint to your front door for a quick, inexpensive way to make the right impression. (Pro tip: Stick to neutral colors as they appeal to most home buyers.)

De-gutter and Mend Your Roof

After months of rainy (or unseasonably warm) winter days, chances are your gutter and roof show some weather-induced wear and tear. Remove the collection of dead leaves and debris from the gutter to prevent any unwanted critters and insects from inhabiting the space and potentially clogging it. While you're at it, inspect your roof for any holes, leaks, and other damages incurred during the previous season. Taking these steps will not only save you hundreds if not thousands of dollars in costly repairs, but whoever is lucky enough to snag your abode will have a sturdy yet comfortable roof over their head.



Make Your A/C Unit Run Like a Breeze

With warmer weather ahead, make sure that your air conditioner is in tip-top shape. Not only will this prevent you from enduring sweltering heat once the temperatures rise but the next occupants will also appreciate the cool breeze that sweeps through the house. Start by changing the air filter regularly (the general rule is every 30 days) since that can be done easily by yourself. For more intense tasks such as cleaning air vents and ducts, hire an HVAC professional so they can access hard-to-reach areas in your house.

FEATURED LISTING



Villa Martemar, Los Flamingos, Benahavís

2.900.000 € 1.744 sqm built / 3.058 Sqm plot 7 bed / 7 bath

A spectacular architectural piece of art with views all the way out to sea for sale in los Flamingos, Benahavís. This property offers unique features as the lounge and dining areas are designed to offer space, openness and light. Furthermore, its design offers itself for out-door living as it has a large terrace with infinity pool that offers a Jacuzzi. A covered car park with room for four vehicles. This fabulous villa will captivate anyone looking to fully enjoy the Costa del Sol.





SCHEDULE A TOUR

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THESE UNIQUE OUTDOOR ACTIVITIES ARE PERFECT FOR SPRING

Now that the days are longer and temperatures are getting hotter, it's time to step outside and soak up some vitamin D. This list includes a variety of activities ranging from solo excursions to a little friendly competition. No matter which ones you attempt, fresh air and exercise is always a win.

PADEL TENNIS

What do you get when you play tennis on a smaller court? Padel Tennis: easier to play than tennis is also known as one of Europe's fastest-growing sports. If there isn't a court on a walking distance to your home, you can easily access one of the multiple padel clubs operating and being opened at the Costa del Sol.

BIRDING

Whether you live in a tree-filled neighborhood or have to venture to a nearby park, birding is a great way to appreciate nature while upping your step count. All you need is a good pair of binoculars, some comfy shoes, and a keen ear for any chirps or squawks billowing overhead.

TRAMPOLINING

Nothing says spring like a trampoline (zing), and kids aren't the only ones who can benefit from these bouncy exercise mats. The internet is loaded with workouts for older audiences including movements like pikes, seat drops, jump squats, and more. Just be sure to stretch first.

SWINGING

If you think swinging is just for kids, think again! Swing

sets are popping up in gyms all over the country, and for good reason. Traditional swinging is a great core and arm workout, but you can burn even more calories by doing knee tucks, lunges, and push-ups using the suspended seat.

ELLIPTICALLING

If you find running too hard on your knees and cycling too hard on your back, an outdoor elliptical bike may be just what you need. It's like the popular gym equipment, except instead of staring out a window, you get to navigate the world and feel the breeze in your hair.

PLOGGING

Leave it to Sweden to create an exercise that's both good for your body and the planet. Plogging is simply jogging while picking up litter along the way. As your bag gets heavier, your workout gets harder, and darting from object to object keeps your stride from getting redundant.

REAL VALUE REAL EXPERIENCE



Alfonso Lacruz
CEO and Founder of
Alfonso Lacruz Team

CREDENTIALS

BA History

Naval Architect and Marine Engineer

Master

Massachussetts Institute of Technology

Results

Top #1 Agent of Keller Williams Spain in 2015, 2016, 2017 and 2018

ALFONSO LACRUZ

KW MARBELLA

"When you choose to work with me, you're partnering with a trained agent that has the backing of the world's largest real estate company, consisting of 200,000+ associates around the globe. That puts your search in the hands of the largest, most resourceful real estate network.

And, by choosing to partner with me and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged with what's happening in the neighborhoods you're eyeing.

Keller Williams was built on a simple-yet-revolutionary principle: people are what matter most. To help cement this understanding, we've formalized a belief system that guides how we treat each other and how we do business."

20

YEARS IN BUSINESS

79%

PERCENTAGE OF LISTINGS SOLD

3%

NEGOTIATION RATE

76%

REPEATED AND REFERRED CLIENTS

SUCCESS STORIES

SOLD TOWNHOUSE PARAISO ALTO, BENAHAVÍS

SOLD LAS DUNAS, BAHIA DE MARBELLA

2022



2022



WHAT THEY SAID

Toda una experiencia haber vendido nuestra propiedad a través de la inmobiliaria de Alfonso Lacruz. Desde el primer momento nos asesoraron de la manera más profesional y sencilla, con un excelente soporte tecnológico y humano puesto a nuestro servicio.

Tanto en la puesta en marcha en el mercado como en las visitas, en el seguimiento y en la venta han estado en todo momento a nuestro lado, con lo cual uno se siente seguro y apoyado. No podemos más que daros las gracias a todo el equipo de Alfonso Lacruz Real Estates. No tenemos duda de que si en un futuro tenemos que comprar o vender alguna propiedad será a través de este gran grupo humano y profesional.

WHAT THEY SAID

66

Whether you're interested in buying or selling in Marbella, these are the people who can help you best. We've bought and sold properties since 2009, each time with Alfonso and his team. They are supportive, thorough and professional. You will be 100% satisfied.

YOUR LOCAL CULTURAL AGENDA

MALAGA



Picasso Museum - Yukimasa Ida - Up to October 2

Yukimasa Ida (Tottori, 1990), Japanese artist of international renown, brings to the Museo Casa Natal Picasso oil paintings, drawings and sculptures that make up a series dedicated to Pablo Ruiz Picasso.



https://museocasanatalpicasso.malaga.eu/exposiciones/detalle-de-exposicion/Yukimasa-Ida.-Visita-a-Pablo-Picasso/



Teatro Cervantes|Echegaray - Terral 2022 - June 24 to July 5

Bossa nova, fado, flamenco, Afro-Cuban music, cumbia, Anatolian and sub-Saharan African sounds complete Terral's journey through four continents. Toquinho, Ana Moura, Vicente Amigo, Omar Faruk...



https://www.teatrocervantes.com/es/ciclos-y-festivales/terral-2022/



Teatro Cervantes - Zarzuela - July 6

La Cancion del Olvido - Zarzuela in one act by Jose Serrano.



https://www.teatrocervantes.com/es/genero/lirica/teatro-lirico-andaluz/la-cancion-del-olvido-1085



Teatro Echegaray - Tango Malaga 2022 - June 18-19

Annual meeting with the instrumental, sung and danced manifestations of rioplatense music and dance. This year brings "Tango in Movement" and "Tribute to Carlos Gardel".



https://www.teatrocervantes.com/es/ciclos-y-festivales/tango-malaga-2022-tango-patrimonio-cultural-de-la-humanidad/

YOUR LOCAL CULTURAL AGENDA

MARBELLA



C. Cultural Cortijo Miraflores - Shal we play piano? - June 3

The event Primavera Musical brigs a concert by the Orquesta de Pianos.



https://www.marbella.es/agenda/eventodetalle/35260/12/primavera-musical.htmll



Paseo Las Palmeras | San Pedro - Opera Puppets - June 17

Gateway to the world of Opera, a fantastic place where music and poetry, drama and comedy come together in a fun and puppet-like way with Peneque and Verdi as protagonists.



https://www.marbella.es/agenda/eventodetalle/33989/21/peneque-el-corazon-que-mueve-la-ope ra.html

BENAHAVIS & ESTEPONA



V "White Night" Estepona - June 4

Many cultural activities in the streets along with the V Shopping Night when stores are open until 2:00 AM



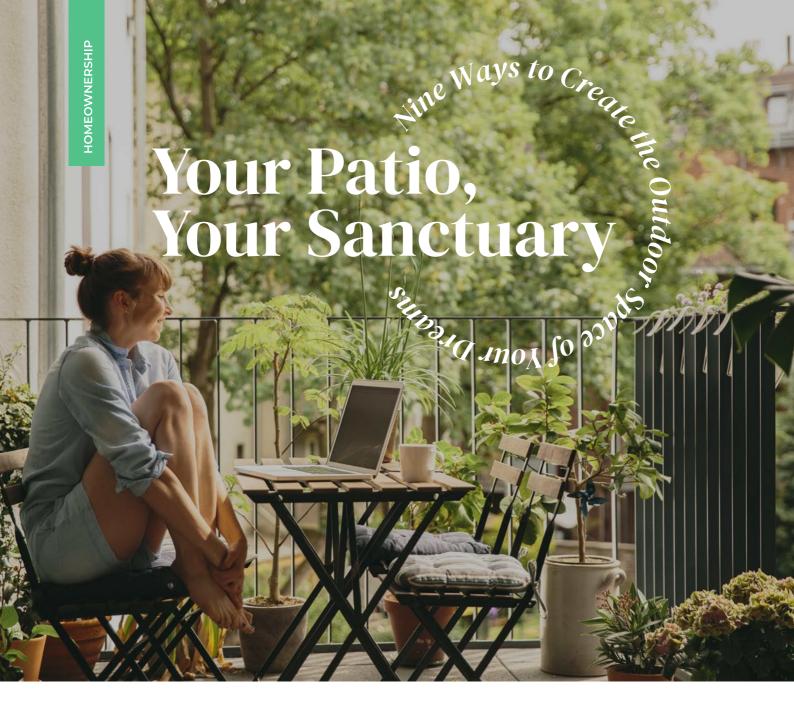
https://ayuntamiento.estepona.es/agenda



Anfiteatro Benahavis - BenahaBlues - June 25

Third edition of the Benahavis Blues day called Benablues.





onger days, warmer nights... Spring is here, and with it, the great outdoors beckons your name. If you are the proud owner of outdoor space, whether it be a small balcony or an expansive patio; spring is the perfect time to focus on making this space your own, and creating a homey environment that will bring you, your family, and your friends immense joy. Here is how to create the patio space of your dreams.

Packing a Punch - Balconies

If you don't have much to work with in terms of physical space, don't fret. When maximized, smaller spaces not only pull their weight, but have the ability to feel particularly homey. If you live above the ground floor of an apartment building, there is also an extra layer of privacy which can be enhanced through decor. Before diving into revamping your smaller balcony space, if you do live in an apartment community, check in with community management to become aware of any restrictions on outdoor space furniture or accessories that may be in place. Let's get to work!

01. Lighting: For a smaller space, it is best to get creative and add lighting solutions that will not occupy a lot of area on the ground. Get your nails ready and hang up some moody string lights (or, opt for the renter-friendly version of adhesive hooks). You can also get creative with wrapping string lights against your balcony's railing, or, for a sleeker look, employ the help of LED wall lights.

02. Seating: Your space may be compact, but that does not mean it has to be boring. For a balcony, your seating has the potential to transform your outdoor experience. Firstly, decide on how you envision spending your outdoor time: Will you be sipping your morning joe and reading the newspaper on the balcony, or is it an area for you to curl up with a good book or a loved one? For the first option, a foldable table and chairs set in a color that speaks to you may be the way to go. If your plans include lounging, a loveseat, small hammock, or a floor cushion packed with comfy pillows and cozy blankets will do the trick.

03. Details: For the grand finale, give your space some personality and pizzazz with accessories that won't clutter.

Play around with textures and patterns in choosing the finishing touches for your seating, such as pillows and blankets, drape curtains over the railing or hang them a bit higher for an extra layer of privacy, and channel your inner plant parent with a few smaller succulents or hanging plants in order to save space. If the flooring of your balcony is unattractive, consider the renter-friendly interlocking deck tiles to beautify the space.

A Cozy Haven -Small Outdoor Patio

Not all patios are created equal, but all outdoor space has the potential to be an oasis as long as you create a space that fits your lifestyle and aesthetic desires. If you are the proud owner of a small outdoor patio, read on for ways to ensure that you are creating a place that will keep you and your family entertained for years to come.

04. Lighting: A patio space, however small, offers a few possibilities when it comes to lighting. String lights can make an outdoor patio feel welcoming and intimate, but if you are craving a different aesthetic, the extra space that a patio offers allows for intriguing portable and floor lamp designs, and enhancing the mood with candlelight.



05. Seating: A smaller patio can get lost in bulky outdoor furniture, so focus on smaller-scale options with clean lines when populating your space, such as a chaise-style bench. Multifunctional furniture, such as a pouf ottoman that can serve double-duty as a side table or seating, are a great way to ensure you are getting the most out of your patio. Include a cozy dining nook into your decoration efforts with the help of a bistro table. And, if you have space to spare, consider adding in a compact swing to the mix.

06. Details: Complete the look of your small outdoor patio with the help of accessories. An outdoor rug and curtains will give the space extra oomph, while a hung mirror adds depth and makes the area seem more expansive. Planning on entertaining on your gorgeous new patio? A rattan bar cart brings the entire space together and adds an air of sophistication.

The World Is Your Oyster - Large Outdoor Patio

A large space provides endless opportunities for creating a relaxing and entertaining sanctuary. From large-scale furniture, an intricate grilling and dining area, and variety in the surface of the patio itself, here are the aspects to consider when putting together your dream large outdoor patio.

07. Lighting: Show off a larger space by lighting the path leading up to it. Brighten up your walkway by installing path lighting – whether it be low-voltage or solar LED options. Complete the look by adding standard-voltage, LED deck lighting, and lanterns that offer a soft look to your outdoor space. For an extra feeling of safety, add outdoor wall lighting to your patio. These can be mounted on any vertical surface.

08. Seating: Without major square footage constraints, the seating you choose for your patio is a matter of preference. But first, it is worth thinking through patio style and adjusting seating options accordingly. Fancy a gravel patio? A park-style bench might be a perfect addition for it. A concrete patio offers more longevity and is the perfect backdrop for chunky furniture with ample seating room. A pavement patio pairs beautifully with wooden furniture and picnic tables. And, a tile patio has a chic air that can be enhanced through mosaic pieces and sleek designs.

water accents and fire pits. If you seek to create a tranquil space, a cascading water wall or a terra-cotta water fountain are the ideal backdrops for a relaxing afternoon or evening on the patio. If you choose to add a firepit to the space, consider turning it into the centerpiece of your design efforts. A minimally designed open-basin cast iron firepit offers a clean look, whereas a traditional firepit offers a hint of nostalgia reminiscent of summer camp days. Think about the feeling you would like your space to evoke, and work backward to find your perfect fire fixture.



FEATURED LISTING



Sea Views Villa, Montemayor, Benahavís.

890.000 € 397 sqm built / 2.224 Sqm plot 4 bed / 3 bath

This Mediterranean style luxury villa offers fantastic views of the surrounding mountain landscape and the Mediterranean Sea.

When entering this stunning property, you find yourself in an open plan dining / kitchen area, beautifully furnished with contemporary, light and modern interiors and equipped with high-quality appliances. Take in the amazing views, enjoy a dip in the pool, a barbecue, or just relax in this tranquil area.

The villa is situated in Monte Mayor, gated urbanisation with 24hr manned security and surrounded by golf courses. Once through the gate, a private driveway leads down to the entrance and the spacious double garage.





SCHEDULE A TOUR

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FRESH HOT LISTINGS



Monte Almendros Benahavis

> 240.000 € 3 bed / 2 bath 116 Sqm Built



Los Eucaliptos - Los Arqueros Benahavis

> 299.000 € 3 bed / 2 bath 102 Sqm Built



3 Las Terrazas Benahavis

> 249.000 € 2 bed / 2 bath 116 Sqm Built



Samara Resort Marbella

699.000 € 3 bed / 3 bath 138 Sqm Built



Andalucía del Mar Puerto Banus

1.299.000 € 3 bed / 2 bath 195 Sqm built

SCHEDULE A TOUR

Katrina Batten (+34) 619 056 604 assistant@alacruzgroup.com www.alfonsolacruz.com



COMING SOON



Villa, La Quinta, Benahavís

3.249.000 € 611 sqm built / 909 Sqm plot 4 bed / 4 bath

A spectacular architectural piece of art with views all the way out to sea for sale in La Quinta, Benahavís. This property offers unique features as the al-fresco lounge and dining areas are designed to offer space, openness and light. Furthermore, its design offers itself for out-door living as it has a large terrace with infinity pool. This fabulous villa will captivate anyone looking to fully enjoy the Costa del Sol.





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ASK AN AGENT



ALFONSO LACRUZ

"How is the activity in the actual market afecting the market price of my home?"

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

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My Web

