

# WHEN YOU ARE SERIOUS ABOUT REAL ESTATE



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**MARBELLA**  
ESTATES

A WARM WELCOME  
IS WAITING FOR YOU ON  
THE COSTA DEL SOL

**MARBELLA**  
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# A BEACH LOVER'S PARADISE, WHERE THE SUN ALWAYS SHINES AND THERE IS A WARM WELCOME EVERY TIME

The Southern coast of Spain, known as the Costa del Sol, located on the Mediterranean Sea, is one of the most popular travel destinations in the whole of Europe.

With endless sunshine and an average temperature throughout the year of 20° C, this makes it the perfect place to come and relax.

The Málaga coastline has many wonderful beaches, with clear waters and generally relaxed atmosphere, making for a beautiful location to live or enjoy for a memorable holiday.

The Costa del Sol has been breaking tourism records, year on year and is on target to do the same again in 2018.

Tourism numbers continue to grow along the Coast, with numbers reaching 12, 5 Million international tourists in 2017\*.

The year round climate and thriving tourism market, The Costa del Sol delivers the perfect environmental and economic conditions for a rewarding property investment.

\*The Andalusian Tourist Board



# PLANNED MANAGEMENT PROGRAM

Marbella Estates offers both Rentals and Resales on New Builds, creating sustained opportunities to investors.

Marbella Estates has been on the coast and working for over 28 years, so our expert knowledge of the area will be invaluable to you, not just in terms of real estate also we can assist with schools, neighbourhoods and property management, so if you decide to place your property into the Management program, we will market it to our thousands of clients, as well as prospect clients, throughout Europe and the world, maximizing the year round income. We can also assist with maintenance, cleaners and all the everyday needs like change overs, key handling and many more services.



# A REWARDING WAY TO INVEST

## A Lifestyle Purchase

All along the coast over €880 Million were invested with foreign buyers in Spanish property in 2017, which is an incredible 268% increase from the year previous according to latest data by the Spanish National Institute of Statistics (INE).

In other data, released by Tinsa IMIE, Property prices have risen 20% since 2012 and they are forecast to increase at least 5% throughout 2018.

New builds are more popular mainly due to the new European legislations, ensuring that the materials are to the highest standard, green energy certificates, bank guarantees and quality/price ratio...

Why not be part of the lifestyle, there are over 80 golf courses, surfing, and a wide variety of other sports available. If you prefer nature, there are many places you can go for a hike, like Marbella's famous La concha Mountain or just take in the beauty along the Paseo Marítimo.

With a wide portfolio of properties and new projects to choose from, focused on quality not quantity, today's buyer has a wide variety of contemporary, modern and unique homes, with an array of luxuries and amenities right on your doorstep.

These "off plan" homes and apartments are competitively priced with easy staged payments, and of course include other options finished homes, ready to move in. It makes sense to purchase now while the market is in the early recovery phase of the real estate cycle. This means that you benefit longer term from the increase in value.

Along the Coast, in the first quarter of 2018 the price per m2 has gone up by 5% from the same time last year and is now sitting at roughly 1479 €/m which is the highest price we have seen since the second quarter of 2012. With Data from the Spanish Government stating that this will increase further as the year progresses\*

In comparison, in the south of France the average price per square meter is almost triple to Southern Spain, proving now to be the best time to invest.

\*Information gathered from Tinsa



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# YOUR EXCITING INVESTMENT JOURNEY BEGINS HERE

We ensure the buying process is simple, straightforward and that you will receive the highest standards of support, whichever property or investment you choose.

Our property agents have the experience, knowledge and skills, to help you better understand the options, and assist you in purchasing the very best property for you, our sales department will guide you every step of the way.



#### Office Address:

Urb. Monte Biarritz. Avenida Picos de Europa, nº31, 29688 Estepona.

[Click Here \(Link to contact form\)](#)

# NEW BUILD DEVELOPMENTS

Buying a new home has never been more popular or easier.

With attractive prices, bespoke interior designs, incredible specifications, the benefits of buying off-plan are endless. Most developers offer a range of fantastic incentives that the second hand market simply cannot.

Investing in an off-plan can yield significant returns. The interval between initially securing the contract with a fixed price and deposit against the value of the property once it's completed is instantly a profit gained.

With off-plan you are securing a property with a deposit, whilst enjoying the inflationary trends of the capital value growth which creates a much higher Initial Rate of Return.

There were over 7000 sales of New builds in Andalucía, and 2286 in Málaga province in 2017, a number which is expected to grow in 2018.

# INVESTMENT PLANNING OPTIONS

1

Complete purchase and sell  
18 months later.

Example: Selling Price  
€350,000, rental yield (18  
months) €37,000. Earning  
€87,000. 29% profit.

2

Pay 30% during construction  
and sell before completion.

Sell to an end user found  
during the construction period

Example: 30% is paid during  
construction to developer. €300,000  
first price - €360,000 final price.  
Earning €28,000 after taxes. 31% profit

3

Complete purchase and sell 5  
years after completion.

Yearly rental yield over 5 years 7%  
per year plus capital growth of 4%

Example: €300,000 purchase Price,  
€65,000 at 4% per year, €125,000  
rental income over 5 years. Earning  
€190,000. 63% profit.





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# REASONS TO BUY OFF NEW DEVELOPMENT PROPERTY

- HIGH QUALITY CONSTRUCTION
- BETTER FUTURE RESALE VALUE
- SUPERB CAPITAL GROWTH
- STRONGER RENTAL YIELD
- 10 YEAR GUARANTEE FROM CONSTRUCTOR
- ENVIRONMENTALLY FRIENDLY DESIGN
- SPACIOUS LAYOUT
- LOWER PRICE PER SQUARE METER

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