

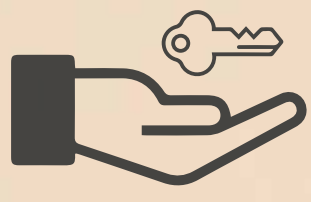


MARBELLA

“There has been a big increase in the numbers of new build projects being launched. At the same time, prices have continued to increase, for both new build and resale properties, particularly in key areas such as Marbella’s Golden Mile and Nueva Andalucia. The biggest challenge for potential buyers is now being aware and navigating the large number of new projects on the market and identifying the best and most appropriate. The market in 2019 may have a tendency to become a buyer’s rather than a seller’s market.”



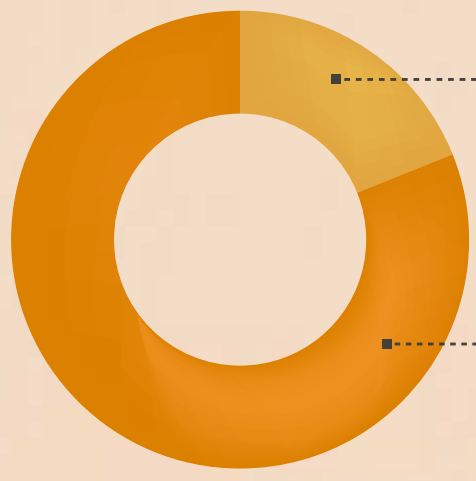
STEPHEN LAHIRI
Partner
Lucas Fox Marbella



PROPERTY SALES TRANSACTIONS MÁLAGA PROVINCE

31 THOUSAND (2017)
32 THOUSAND (2018)

5%
INCREASE
Y-O-Y



19%
NEW PROPERTIES
81%
RE-SALE

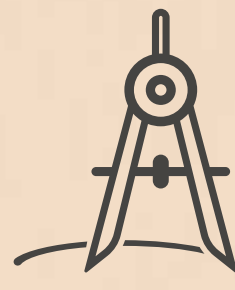
Source: INE



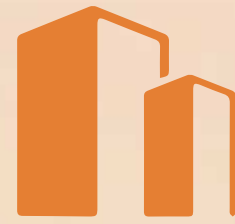
PRIME MARKET SALES TRANSACTIONS MÁLAGA PROVINCE

7% INCREASE
(H1 2017 - H1 2018)

Source: Dept. of Development



HIGHLIGHTED PROJECT



VELERÍN LUXURY FRONT LINE BEACH RESIDENCE



**NUEVA ANDALUCÍA
NEW GOLDEN MILE**
MOST SOUGHT-AFTER AREAS



**ESTEPONA
LA ALQUERÍA / ATALAY**
UP-AND-COMING AREAS



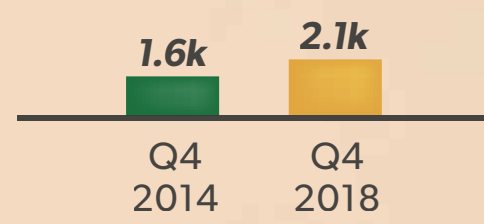
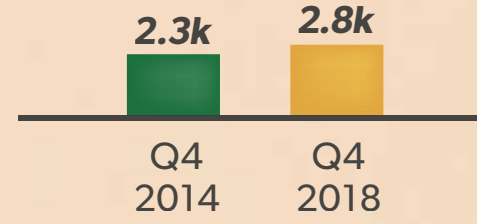
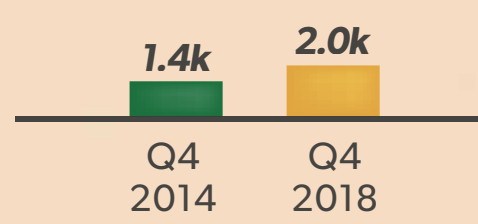
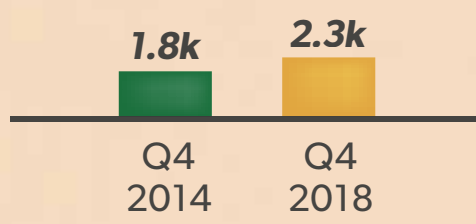
AVERAGE SALES PRICES (€/m²)

BENAHAVÍS

ESTEPONA

MARBELLA

MÁLAGA PROVINCE

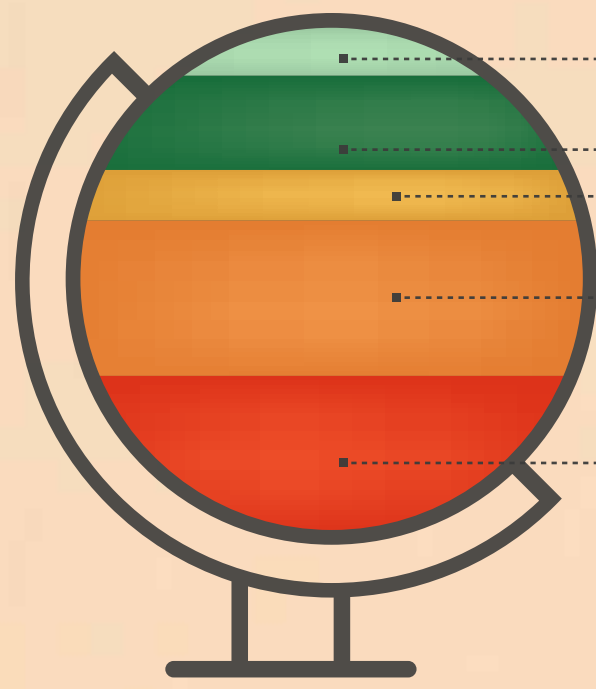


Source: Idealista

BUYER PROFILE



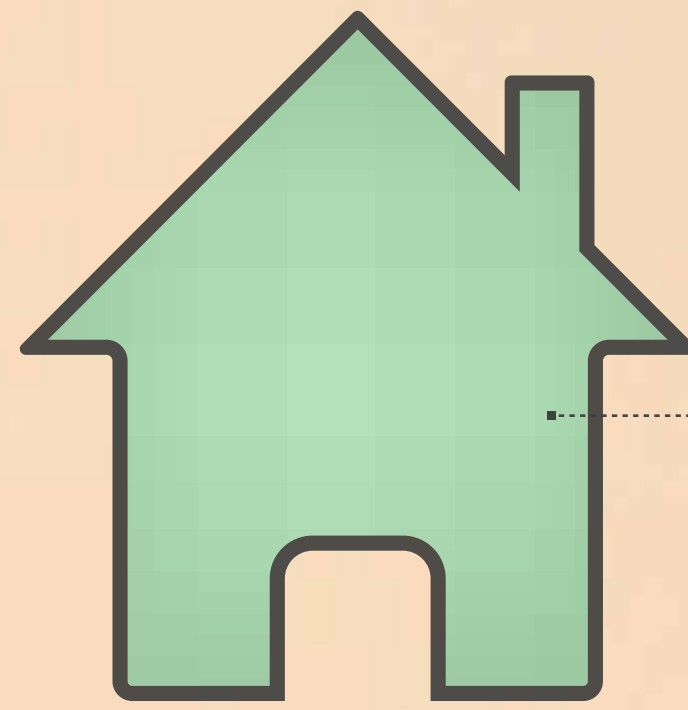
COUNTRY OF ORIGIN



8% SPAIN
17% UK / IRELAND
8% FRANCE
34% SCANDINAVIA
33% OTHER EUROPE



MOTIVATION FOR PURCHASE



100%
SECONDARY RESIDENCE



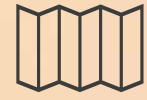
MOST SOUGHT-AFTER PROPERTY



NEW BUILD



SEA VIEWS



PRIVACY

Source: Lucas Fox

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