



**LION TRUST**  
PROPERTY

**Costa del Sol Market Snapshot – December 2020**  
**A review and forecast**





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1)

### **About this document:**

What this document is not - this is not designed to be a comprehensive Costa del Sol property buyers' guide, nor a legal guide to buying a property in Spain. There are plenty of those documents readily available.

Generally speaking it's in the agents', developers' and property owners' interests - indeed anyone else with a vested interest to talk the market up. It's the same for any market. "Yes we're really busy", "yes we are selling loads of properties", "the market is buoyant" etc. This is not my intention - I am going to say it how I see it, from my perspective as both an experienced property agent and also a local property investor / local landlord myself.

This document is a summary of my current views, opinions and observations of the local property market based on my experience of living and working on the coast for 17 years. It is aimed to assist those genuinely seeking to buy their dream property in 2021 on the Costa del Sol by making you aware of certain market dynamics, the challenges that property buyers need to overcome and the opportunities that exist.





2)

### **So what's the market like at the moment?**

Perhaps the question I get asked most by clients, existing property owners and people I meet after golf in the clubhouse is - *"so what's the market like at the moment?"*

As with several property markets it easy to give sweeping statements of general market wide conditions, but they rarely hold any real value to someone looking to understand specific local market conditions.

So my answer is always the same - *"it depends! Are you looking to buy, sell, invest or rent?"*

I have said it many times before that, there is not just one market here on the Costa del Sol. Rather it's a collection of micro property markets which are defined by property type, price range and location. And now is no different!

However, in December 2020 at the time of writing with restrictions in Andalucia on movement solely within your own municipality and more latterly province, with several countries on full lock down and Spain labelled as a 'high risk' country, the coast is quieter now than I can remember in the 17 years I have been here. So surely that has to bring opportunities, doesn't it?

More on that in a moment.





3)

### **Costa del Sol – the most curious market at the best of times**

The Costa del Sol is a stretch of coastline between Malaga and Sotogrande, some 115 km. What the market is like in Sotogrande, compared to that of San Pedro de Alcantara, Elviria or Fuengirola have very little in common. Yes they are all on the Costa del Sol, but all have their distinct markets and of course their own town halls which dictate the building license policy in their jurisdictions.

Like many second home property markets, it is very often the case that buyers don't need to buy and a significant proportion of sellers don't need to sell. This is certainly the case here on the Costa del Sol. Sellers, on the one hand, very often think their properties are worth significantly more than they realistically are. Buyers, on the other hand, often think they can buy anything with a large discount and that they are the only ones with cash who can buy a particular property.

This makes for an interesting market to say the least, where the role of professional agents is to educate and manage expectations of both buyers and sellers. It's a question of being able to demonstrate where the value is.







4)

## **Brexit Impact**

Since the result of the Brexit referendum was announced in June 2016, there has been an increase in the number of British vendors, who decided not to hang around and wait with the uncertainty of what Brexit might mean for them.

From a British buyer's perspective, I am not sure whether it has been Brexit itself, or the perceived weak Sterling that has resulted in the diminished number of British buyers in the market over the last 36 months. It's probably a bit of both, but I suspect it is more the latter.

Sure, there are those who have put their plans completely on hold due to uncertainty of what Brexit might mean for them. There has been a significant decline in British buyers who perhaps were already stretching themselves to make a purchase, or were going to take a mortgage to do so.

Then there are those who had decided that they want to fulfil their dreams by buying a property on the Costa del Sol to enjoy the lifestyle it brings and are not letting the politicians dictate their lives. This seems particularly the case for cash buyers who are in a strong financial position to make a purchase. Yes, they would like to see a stronger Sterling, but equally they are aware that the Pound could go to parity in the future (none of us know for sure) and that would make the current exchange rates look attractive.

The level of buyer activity over the past 36 months from British buyers has been in waves, dependent on the news headlines and market sentiment at the time.



5)

### **Construction activity as a guideline for market conditions**

One way which is sometimes used to get a measure of market conditions and confidence is to use developer activity as a yard stick. Essentially the more cranes you see on the skyline, the more new development activity is going on. This could indicate current positive sentiments by developers who have pushed the button on the new development construction projects. There is no question that new licenses granted along the coast by the different town halls have been at a high these past 36 months or so.

With careful positioning and marketing, new development projects offering en-vogue construction styles have enjoyed significant popularity all along the coast for the past few years, be that new villas on private plots, or apartment developments.

As a precautionary note, you need to take into account that these construction sites are the result of decisions taken by developers three years or more prior. This means they are not always reflective of current, market conditions and that is particularly relevant just now.

With uncertain current market conditions, it is possible that some developers, particularly those who have launched projects in the last 12 months will struggle to make sufficient sales they need to get their projects off the ground. This means that it is particularly important for buyers to do solid due diligence when selecting off-plan projects. All developers, by law, are required to have bank guarantees in place, so that in the event of a contract breach or failure return of funds should be a contractual formality. The impact on buyers is then the loss of time and opportunity cost of having bought a different property.





## 6)

### **2020, a year to forget?**

A bit of a recap if I may...

2020 looked like it was about to get off to a busy start with several property transactions underway and buyers booked to visit, confident about buying their dream property here along the coast.

All of this came to an abrupt halt when on Sunday the 15<sup>th</sup> March a full lock down across Spain was imposed as a result of the COVID-19 pandemic. The initial announcement was that this was due to last for only 15 days. However, it was extended, extended again and then again for a total of some 60 days. Most people had never experienced anything like it in their lives. During that time pretty much all property sales related activity had ceased. What's more, as uncertainty increased and general economic confidence declined due to markets being shut (both here and abroad), several clients decided to pull out of transactions that they had started before mid-March.

It's the first time in history that governments have imposed complete shut downs on several parts of the economy. Industries and areas highly reliant on tourism and travel were heavily affected. What this period exposed was the general fragility of personal finances of many and that of many companies. Amongst the chaos, governments implemented a strategy of subsidies, grants and loans on an unprecedented scale.

Finally on 18<sup>th</sup> May 2020, after some 60 days of confinement the province of Malaga emerged from lockdown, although it was a couple of weeks after that, when inbound flights resumed. When we came out of lockdown and the property market on the Costa del Sol resumed as if nothing had happened! There was a flurry of immediate activity for a period of about 6 - 8 weeks from the pent up demand, with several properties being purchased both by local and overseas buyers. During this time a significant number of overseas clients chose to buy their properties remotely via video and livestream viewings with the assistance of their trusted agents.

Then there seemed to be a short lull of buyer activity in the market during July and then things picked up again with mainly German and Scandinavian buyers on the ground. Since late October / early November there has been a notable drop in activity. This has been caused by the introduction of new travel / mobility restrictions both in Spain and in home countries, due to the second spike in COVID-19 cases.

Unsurprisingly sales volumes are down in 2020 year to date, by some 53% (source: Resales-Online agents data) cause primarily by a hugely reduced number of people able to visit the coast. That has to have an impact on prices, doesn't it?





7)

### **Buyers' market or Sellers' Market?**

Over the years I have heard it so many times from buyers who are starting their journey – “surely it’s a buyers’ market!” I hear it from vendors “ it’s a sellers’ market”, that their property is worth ‘X’ due to lack of supply! I am not a big fan of generic statements like this given the general market dynamics which exist.

But if you push me today on the matter, I would have to say “it’s a buyers’ market”.

OK I said it!!!

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The point is now, even more so than before, due to the lack of buyer activity, buyers who are in a strong buying position, ready to move quickly to sign purchase contracts can in some cases secure quality properties at price that perhaps they would not have achieved 6-9 months ago. But again I will add the caveat that you need to look at the micro markets and consider the supply and demand situation to determine what sort of deal can be secured. Of course, at the end of the day, the circumstance of each seller will be different and so will the deal be that they are willing to close.



8)

### **Blood on the streets?**

*"Surely everyone is desperate to sell, so I can get a great deal, right?"*

I get messages and emails like that from buyers and also ones saying:

*"I have read that the property market on the Costa del Sol is going to drop by 15-20% next year!"*

My response is usually, *"Well I have read that it is going to drop as much as 30%... but I don't believe a word of it!!!"*

In terms of 'the market prices', well it's a similar pattern as always - premium properties in premium locations are holding their prices better than average properties in average locations. There are deals to be done where owners are keen to exit and where buyers have cash on the table ready to move, but I haven't seen huge across the board discounts and don't anticipate to see them.

There is no debate that 2020 transaction volumes are down across the market with the main causes being lack of confidence or ability to travel and uncertainty of the future economic climate.

But those waiting for blood on the streets, for prices dropping by 30% before they make a move are in my opinion going to be waiting a long time.





9)

## Challenges for Buyers in 2021

There are in my opinion five main challenges facing property buyers in 2021. These are dynamics specific to the Costa del Sol property market which are seldom articulated to buyers from outset. They create a blurred market understanding for property buyers and a disconnect between buyers and sellers. They have a considerable impact on your ability to identify and buy the property you want at the right price. With time and research you will eventually identify these issues yourself, but you can waste a lot of time in doing so and miss out on genuine opportunities. The challenges are as follows:

### 1) Lack of urgency on behalf of property owners:

Despite the current market conditions, the fact remains that a considerable number of property owners do not actually *need* to sell their property. This is particularly the case for owners of prime real estate who know the value of their property. If it takes them one week or one year to sell, it really makes little difference to them.

### 2) Lack of quality stock

It is my opinion that 80% of the stock on the market is not realistically sellable in its current condition and current terms. A high percentage are poor to average properties, with average outlooks, in poor to average condition on the market at a price which doesn't represent value. I am not saying that these properties won't be sold as there is a buyer for all property, but only at the right price.

For buyers looking for quality, good value property, there is actually a very limited amount of choice.

As an example, if you were looking for a villa in Nueva Andalucia between 750k-1.25m Euros (you could take any property type, location and price range) here's what it looks like:

There are 22,500 properties available for sale on the Costa del Sol

There are 5,000 detached villas for sale on the Costa del Sol

There are 307 detached villas for sale in Nueva Andalucia

There are 57 detached villas for sale between 750k -1.25m Euros

Of these just 11 detached villa (20%) will be the right orientation, condition and represent anything near value.

So that means if you have a budget of 750k – 1.25m Euros and want a villa in Nueva Andalucia, of the 22,500 on the coast, you realistically only have 11 villas to choose from!



### **3) False expectations**

False expectations exist from both sellers' and buyers' sides.

Sellers in the main believe their properties are worth far more than they realistically are and they tend to be stuck in that mind set. They won't let their properties go at price under this threshold.

Some buyers appear to be under the impression that because there is allegedly so much property on the market, any property can be acquired at a significant discount. It is as if they think vendors across the board are desperate to sell, especially now when the market has been quiet this year. Sometimes they act as if they assume that they are the only people who could be interested in buying a certain property. It's the buyers with this mindset that tend to miss out on the genuine opportunities and the property they really wanted, as they are too fixated on percentage discount rather than value.

### **4) Unreliable information**

Obviously today the internet is the starting place for almost all buyers. The challenge is the out of date information, particularly that found on some of the property portals which are high ranking advertising forums for agents. Often properties which are long sold remain advertised as no one has bothered to remove the property from the portal. Sometimes such properties are intentionally left live as 'click bait' to encourage enquiries. Again this creates a false expectation on behalf of buyers as to what is realistically currently available and at what prices.

### **5) Lack of consistent valuation method**

On the one hand, professional and experienced agents will provide vendors with a realistic market price based on their assessment of the property. This is based on relevant comparable properties in the surrounding area and they encourage the vendors to market close to that price, allowing for a little negotiation room.

On the other hand, a large number of more inexperienced, or part time agents simply ask vendors how much they want for their property and then simply say 'OK' and list the property at that price. This usually sets an artificially high starting price on the property.

The challenge for buyers is that there is a mix of such pricing policies across the market. It means that only with research over time can establish the real value of a given property.

## 10)

### **Ongoing market trends**

#### **1) Proximity to amenities:**

Over the past 36 months or so, regardless of type of property or budget, we have noted particularly high demand for properties located close to amenities and ideally walking distance to shops, bars, restaurants and possibly to the beach. This is why locations La Cala de Mijas, Elviria playa, San Pedro playa, Puerto Banus, the Golden Mile and parts of Marbella, Nueva Andalucia and Estepona continue to be very popular. I see this as a trend that is likely to continue.

#### **2) Private outdoor space:**

Perhaps in 2020 more than any other year due to lockdown, properties with significant private outdoor space has been at a premium, be that apartments with large terraces or villas and townhouse with private plots. I have noted a trend for those who previously were looking at apartments to ask about entry level villas with private gardens.

#### **3) Views:**

There are those people for whom properties with big views – particularly sea views are a prerequisite. For some that means beachfront and absolute beachfront properties always command premium prices. For others elevated locations such as Calahonda, Riviera del Sol, parts of La Quinta, Los Arqueros in the hills behinds San Pedro, El Paraiso and Los Flamings are popular as they offer the opportunity for great views. Properties with big views are going to continue to be in high demand.

#### **4) Orientation for the sun:**

Without question, most northern Europeans, particularly Germans and Scandinavians will only consider South and South West facing properties. Many have the intention of spending the winter months in Spain and want to enjoy the afternoon sunshine.

It shouldn't surprise you that such properties, particularly those on the beachfront, walking distance to amenities, those with are SW facing for optimal light and winter sun conditions, those with extensive outdoor space and those with sea views come at a premium and are always in demand. If you have decided on such a property, it's worth remembering this when it comes to the negotiation and trying to close a deal, even when the market is quiet!





## 11)

### Remote purchases the new way of buying?

Buying a property remotely via video like zoom / whatsapp and Facetime is now a reality. It's not the norm of course is certainly more prevalent than it was just 12 months ago.

Most industries around the world have had to pivot and adapt operationally to service their client's needs. The business of buying and selling property is no different and remote purchases via video calls is establishing itself as a viable option.

It is a trend which is set to continue for sure as everyone becomes more comfortable with video online. The critical point of this new way of buying a property is to work with an agent you trust and who will be fully transparent with you. I am aware of a good number of agents who have had clients decide to buy remotely during the last 6 months. Indeed, I have had three clients this year who have completed remote purchases via video, whilst applying the usual the diligence process for their best interests.

Over the years several people bought off plan just by viewing the site and never the actual property itself. Buying properties which are already built remotely is even easier in my opinion, as you can see everything as it actually is.

Of course this is not for everyone, but I do see this becoming more prevalent moving forward, particularly for those clients who know the coast and know where they might like to buy. At the very least remote viewings are set to streamline the buying process and help focussed buyers preselect the properties they would like to view with more accuracy before they visit.





## 12)

### Looking into the crystal ball...

It is my opinion that travel and mobility restrictions will be largely lifted during the latter part of Q1 and Q2 of 2021. News of the availability vaccinations for those that want them, will increase confidence and people will start to travel. In Spain we will probably have to continue to wear masks in public, certainly in indoor public spaces for a while, but eventually this will become more relaxed.

I believe there will be a surge in buyer activity on the Costa del Sol from late March / April 2021 with significant volume of transactions taking place.

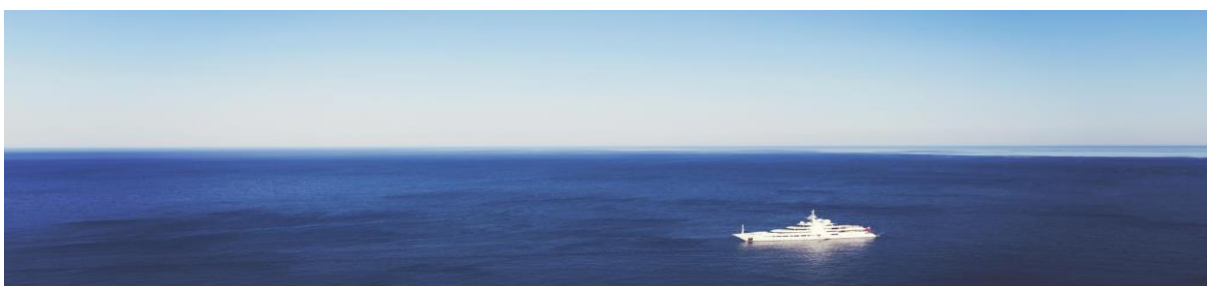
Is this wishful thinking on behalf of the writer? Maybe, maybe not!

But I am confident enough to put my view out there, as I see it as a natural result of the pent up demand from the last 3-9 months, where buyers have postponed their buying decisions.

Phil Anderson author of "The secret Life of Real Estate and Banking" and partner in Property Share Market Economics painstakingly studied economic activity from the past 200 years in the US and has identified a model of economic cycles based on property market prices (more accurately land market prices).

According to Anderson and his partner Ahkil Patel, there is a property cycle of 18 years with 14 years of growth and 4 years of decline. We are in the midst of a mid-cycle slowdown from which we are like likely to recover during the mid to latter half of 2021. The mid cycle pause is usually stock market driven and there is always a trigger event that causes the downturn that turns greed to fear. No prizes for guessing what the trigger was in 2020! Mid cycle slowdowns don't involve a decline in land values, which is why we haven't seen property prices in the US, European cities and indeed the Costa del Sol decline to any significant extent.

What follows, according to their model, is 4-5 years of high economic growth and wealth creation as credit becomes more easily available. We have to differentiate between asset classes: real estate





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and the stock market and clearly cycles can never repeat exactly due to different circumstances, for example negative interest rates in currently some parts of the world.

Although I am still scratching the surface of their information, I feel there is cause for considerable optimism for the following reasons:

- 1) This situation we are in is temporary
- 2) This situation is not caused by a real estate or banking driven problem
- 3) It was all predictable if we knew what to look for
- 4) We will emerge out of it and have 4 years of growth

If you are interested in their model, it is well worth googling 'Phil Anderson and Akhil Patel Economic Cycles' or 'property share market economics' and watch some videos or read some blog articles that go into more depth than I have here.



13)

### **A 'window of opportunity' for buyers**

If Anderson and Patel are right, I think it will be summer 2021 before the general market 'feel good factor' will fully return. When market sentiment is high, that is usually when the masses decide to make their move and buy. By that time vendors will likely be more confident and are likely to be less flexible on prices they will accept for their properties. When the feel good factor is high, this usually results in a sellers' market.

So that means there is a window of opportunity starting now, for buyers to secure good prices before vendors start to increase their expectations and dig their heels in. This means that those buyers that secure properties over the next 6-9 months are likely to benefit from significant equity gains than those who delay.

Does that mean buyers should rush out and immediately purchase any property?

Of course not! But what I am suggesting is that buyers should clearly identify what their priorities are. They should use the available technology to their advantage and do the research. They should work closely with their agent and be ready to move quickly to close a deal when the right property is identified.

Further, perhaps the biggest opportunity for buyers at the moment is to identify properties to buy from British property owners returning to UK particularly those who have owned their properties for 10-15 years. With Sterling far weaker against the Euro than when they originally purchased, this means they will now get more Sterling for their Euros when returning home. They therefore can perhaps be more flexible on the Euros price they will accept, knowing that they will recover some of the difference with the preferential exchange rates.





14)

## Summary

The Costa del Sol offers an amazing climate, outdoor lifestyle and quality of life which is genuinely hard to beat elsewhere in Europe. It's why so many people year after year decide to buy a second home here or indeed move here. It is certainly why my wife and I chose to make it our home and raise our family here.

In my opinion there will be no 'across the market' drop in property prices on the coast as some have forecast. Specific opportunities will come and go and the buyers that are open to a new process of buying by using the technology now available will secure the best deals. Generally, there will be a window of opportunity over the next 6-9 months for buyers to secure their ideal properties before market sentiment get too high.

If you are thinking about buying a property on the Costa del Sol in 2021, I do hope this document has been of value to you. Over the years having seen so many people embark on this journey, I can genuinely tell you that now is a good a time as you are going to get to start the process.

If our journey together goes no further, I hope you have found this document helpful and wish you every success in finding your property and achieving the lifestyle you desire.

On the final page you can learn a little more about my story. If you feel the services I provide are a good fit and that I might play a small role in this new chapter of your story of buying a property here on the Costa del Sol, I would be delighted to explore this with you. I've suggested a way that we might do this together overleaf. I promise to use my experience to your advantage. My intention is to find you your ideal property at the best possible price.

To your success,

*Anthony J. Fernandes*





## 15)

### What to do next...

If you want to explore buying a property in the next 6 months and you might like me to assist you, here's what I suggest we do:

- 1) We have an initial call to get to know each other and you can explain what it is you are looking for and why. You can send me an email, but a call is usually much more beneficial.
- 2) We agree a detailed brief of what your ideal property looks like, where it is located and we will document your list of priorities.
- 3) We talk budgets, mortgages, buying costs, legal / administrative tasks and timescales and agree a plan that stacks the odds in your favour to buy your ideal property
- 4) We create and review property shortlists and identify those properties that warrant remote viewings
- 5) Finally, when you come to visit we can focus on those properties which you have prioritised and any others that arise that closely match your criteria. Or, if you decide to buy remotely, then we can do this online.

Such a call should be a valuable conversation for you whether we do business in the future or not. At the end of the session you will receive a summary document which covers what we have discussed.

There is no charge for the call and there is no obligation on either party to take matters further. If we are not a good match for each other, we'll both know it. If that's the case, I'll try to point you in the direction of someone who can help you. Please be advised that the call usually lasts 15 - 30 minutes in the first instance in order to best serve your needs.

To arrange a time to talk through your situation, please call us on +34 952 781000, or email us at [info@liontrustspain.com](mailto:info@liontrustspain.com).



## 16)

### Client feedback

**From G.H. - UK**

In about April 2020, having visited the Marbella area briefly earlier in the year, I decided to look in earnest at available properties. With Covid taking a grip and not living in Spain, the internet was my best option.

I came across LionTrust and contacted Anthony, who immediately responded and clarified my requirements - 3+ beds and baths, community-based, residential, easy reach of facilities but away from the vacation scene. We Skyped a couple times and went through a range of properties that Anthony researched for me. This made it easy for me to rank and prioritise, based on my criteria. Together, Anthony and I sifted the properties into a short list and he offered to take videos of the top selections. This was a major step forward, as although photos are helpful, they don't always give much feel to a place.

At this time, although nervous about the prospect of buying a property "online", Anthony's carefully made videos, descriptions and straightforward honesty gave me a real sense of security and comfort. I felt I was not taking a risk - in fact I could be saving money, effort and stress by not having to trapse around dozens of properties myself, a long way from home. So, having discussed the pros and cons of the top 2 or 3 selections, it was an easy decision to pull the trigger and make an offer when the right property came along. Anthony took my offer to the seller's agent, we quickly agreed a price and the property was reserved the next day.

During and after the sale, Anthony was always at hand to answer questions about the area and to offer advice on the steps I needed to take to move to Spain. I moved to my new Andalucian home in July as soon as the restrictions were lifted.

Overall, the process Anthony and I took was stress-free, exciting, economical and slick. I would readily recommend using Anthony and video-based property selection.



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### **From Chris Peacock - UK**

My wife and I have been visiting the Estepona area for several years and decided to buy a villa nearby, so we arranged viewings for several properties over two weeks in February 2020. We had a reasonably clear idea of where we wanted the villa to be, what features it needed to have and most importantly the budget that we had to work with. The first few villas we saw with local agents helped us to discount certain areas and gain a clearer understanding of what exact features the villa needed to have.

We shared this revised brief and, with one notable exception, were shocked by how little notice estate agents actually took of our requirements, preferring on the whole to send us villa details that were either outside our budget or chosen area, or didn't have the features that we wanted. The exception to this was Anthony Fernandes of Lion Trust who took the time to call me, clarify exactly what we were looking for and also what our priorities were if the perfect villa didn't exist. He assured us that he would send us only relevant details, which later that day he did. We viewed three villas with Anthony, all of which ticked the exact boxes that we had specified and we soon made an offer on the first one that we saw with him.

Anthony even arranged for a local construction company to meet us at the villa to discuss the feasibility of our ideas to modernise aspects of the property. Ownership of the villa was split between 3 relatives of the original owner so negotiations were a little slow but, after we had returned to England, Anthony called with their counter-offer and a deal was quickly agreed. Anthony put us in touch with an excellent, English-speaking, local law firm and the legal formalities began.

Unfortunately within a few weeks the Covid lockdowns in the UK and elsewhere started and several legal issues also arose that meant completion of the deal would not be straightforward. Eventually we completed the transaction in September but during this entire 7-month period Anthony was regularly updating us on the progress and often even liaising with the lawyers on our behalf.

Even after the deal was completed, Anthony has continued to help us by recommending reputable local contractors, being our local contact for the alarm company until we sorted a full time local property management business and even showing contractors around the villa to provide quotes when we were unable to get out to Spain ourselves. Without Anthony's help we almost certainly would neither have found our dream villa nor have concluded the deal and although Covid continues to make things difficult he remains an invaluable asset. His excellent knowledge of the local property market, his insistence on only recommending suitable properties and also him being fluent in Spanish, English and German make Anthony and Lion Trust an exceptional and reliable choice for anyone thinking of buying a property on the Costa del Sol.



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### From W.W. - Berlin

Lieber Anthony,

nachdem mein Kauf mithilfe deiner lückenlosen Betreuung abgewickelt wurde, möchte ich mich ausdrücklich für deine Engagement, die Geduld und die seriöse Recherche meiner - nicht immer klar definierten - Wünsche bedanken. Auch die zahlreichen und immer gut örtlich und zeitlich strukturierten Besichtigungen mit den verschiedensten Makler-Kollegen hast du hervorragend organisiert. Und dieses breite Spektrum aller Wunschimmobilien hast du mir auf eine angenehme, entspannende und erfahrungsreiche Art präsentiert, und das ohne jegliche Kaufdruck auszuüben. Selbst kritische Bemerkungen oder meine teils abrupten Ablehnungen haben dich nicht aus der Ruhe gebracht.

Die Vorstellung, dass ich mit einer Unzahl von verschiedenen Maklern diese Vielfalt der Objekte hätte sehen wollen, wäre ein schweißtreibende und horrende Arbeit im Sommer gewesen. Im Nachhinein ein unvorstellbares Szenario und viel verlorene Zeit.. Die Eingrenzung der Favoriten, die letztlich erfolgreiche Preisfindung und -verhandlung sowie der Kaufabschluss wären ohne deine Hilfe kaum möglich gewesen. Auch deine Begleitung bei der empfohlenen der Rechtsanwaltskanzlei zur Abwicklung des gesamten Kaufvorgangs in der Corona-Krise verdient mein ausdrückliches Kompliment. Momente der Unsicherheit habe ich nie erlebt und immer deinem konservativen und überaus seriösen britischen Stil vertrauen können.

Abschließend kann ich nur sagen, dass aus diesem Kaufvorgang für mich eine schöne und gute Erfahrung in Calahonda mit dir Realität geworden ist und sich daraus sogar eine hoffentlich lange (Golf)Freundschaft entwickelt hat.

### TRANSLATION:

Dear Anthony,

After my purchase was completed with the help of your seamless support, I would like to thank you expressly for your commitment, patience and serious research into my - not always clearly defined - wishes. You also did an excellent job of organising the numerous viewings, which were always well-structured in terms of location and time, with the most diverse broker colleagues. And you presented this broad spectrum of all desired properties to me in a pleasant, relaxing and experiential way, and without exerting any pressure to buy. Even critical remarks or my sometimes abrupt rejections did not put you off your guard.

The idea that I would have wanted to see this variety of properties with a myriad of different estate agents would have been a sweaty and horrendous summer's work. In hindsight, an unimaginable scenario and a lot of lost time.... The narrowing down of favourites, the ultimately successful pricing and negotiation as well as the conclusion of the purchase would hardly have been possible without your help. Also, your guidance in the recommended of the law firm to handle the entire purchase process in the Corona crisis deserves my express compliments. I never experienced any moments of uncertainty and was always able to trust your conservative and extremely serious British style.

In conclusion, I can only say that this purchase process has turned into good experience for me in Calahonda into a reality with your help and has even developed into a hopefully long (golf) friendship.



**From T.N.- Japan**

Sunshine, golf courses, beautiful harbour, sea view, very few natural disasters, nice people, low crime rate and Indo-European language – these are characteristics I was looking for to spend my retired life.

Searched internet from Japan, I found an attractive property in Malaga among many candidates all over the world. This property, a modest apartment was on the marketed through Lion Trust. A few days after I registered on the net site of the company, the director, Anthony Fernandes emailed me and clarified my requirements. I asked him several basic questions about the apartment, and proposed a Zoom meeting and a video recording of on-site visit by himself. I was able to glean enough information to make a decision. Google Earth was also helpful for understanding the neighborhood.

Then I decided to proceed purchase process, which turned out to be quite different from that in Japan. Anthony was very professional and helpful. He proposed a few plans to negotiate the price, including furniture in my case. The deal was successful and I was able to buy it with a solid discount. This happened in mid May in 2020. Economic outlook was dire in Spain as well as the rest of the world. I imagine the seller was anxious to liquidate quickly. Nobody knows the future but one thing was clear to me, i.e. the environment of the property has now will last for a long time. Superb quality of Costa del Sol will certainly attract many people around the world.

Lion Trust helped me with a legal firm to check all legalities and to transfer the funds to the seller with the power of attorney. The change in ownership was also smoothly done and everything was completed in mid August.

We exchanged more than 150 emails during the whole process. I am very satisfied to have bought it through Lion Trust. I was fortunate to know Anthony and his team. Trust is nowadays a very precious quality.

Only caveat is that I cannot go back and forth freely across Japan border right now! Well nothing will last forever.





## About the Author

I came to Marbella in 2003 with my French wife Hessia and twin baby boys Jonah and Noah. It was originally for a sabbatical, trial year living in Southern Spain, away from the city grind and selling internet IT solutions to offshore and private banks. I got involved in the property market and one year turned into two, and two into three... before we knew it this place felt like home and that is what it has been ever since!



Initially, I worked for what was at the time one of the biggest real estate companies on the coast. I soon realised that there was an opportunity to provide a service on my terms - to offer a personal service with integrity and professionalism I had learned when dealing with private banks. Lion Trust Property was created.

I can't tell you that there haven't been some twists and turns along the way over the past 17 years, but perhaps I'll share those with you in person!

So that's my story, what about yours?

Whatever it is that has lead our paths to cross it would be my privilege to be small part of your story – to help you find your dream property, be it for a holiday home, or a permanent residence as part of a new chapter of your life.

## About Lion Trust Property

Choosing who you trust as your estate agent to advise you when buying a property on the Costa and Southern Spain is a very personal matter.

Time is perhaps everyone's most valuable asset. There are some 22,500 properties available for sale on the Costa del Sol and we have access to them all, but we will never show them all to you!

We offer property buyers a unique, first class service tailored to your needs. We work in partnership with discerning clients of all budgets, who place value on professionalism, integrity and honesty. Our intention is to find you your ideal property at the best possible price

We have been working on the coast since 2003. You are invited to contact us under no obligation to decide whether you can benefit from our experience.

[www.liontrustspain.com](http://www.liontrustspain.com)



## **Disclaimer:**

Lion Trust Property is the trading name for the Spanish legal entity SPC Overseas Realty S.L.. Our intention is to assist buyers of all levels find their ideal property property at the best possible price.

This information has been prepared using information believed by the author to be reliable and accurate and is also based on personal opinion. Lion Trust Property makes no warranty as to its accuracy or completeness. The information may be subject to change without notice. The author and Lion Trust Property does not accept responsibility for changes made to this document.

Lion Trust Property operates independently from developers and uses a shared multiple listing system (MLS) for resale properties. All contracts to purchase a property are made directly with the property developer offering the property or a private vendor. We always recommend our clients seek independent legal advice and financial as part of the buying process.

Lion Trust Property can accept no liability for losses resulting from the purchase of property where we have been involved in the intermediation.

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