

# FOLIO

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## SUPER CALA (FRAGALISTICEXPIALODOTIOUS)

A BUSTLING GASTRONOMIC AND LIFESTYLE DESTINATION

## MALAGA'S SIXTIES STYLE!

MÁLAGA AMONG THREE TOP  
DESTINATIONS FOR THOSE IN THEIR 60S

## TIPS FOR CHOOSING THE BEST REAL ESTATE AGENCY

ONE OF THE MOST IMPORTANT STEPS WHEN  
BUYING OR SELLING PROPERTY

## BEST PLACES TO INVEST

ON THE COSTA DEL SOL



SUN-SEEKERS, BEACH LOVERS, AND SAVVY INVESTORS, WELCOME TO THIS NOVEMBER EDITION OF FOLIO MAGAZINE! THIS ISSUE TAKES YOU STRAIGHT INTO THE HEART OF LA CALA DE MIJAS AND GIVES YOU A PEEK AT WHY FORBES HAS MÁLAGA ON ITS TOP-THREE LIST FOR RETIREES IN THEIR 60S (HINT: IT'S MORE THAN JUST SIESTAS AND SANGRIA!).

WE'VE ALSO PACKED IN EXPERT TIPS ON CHOOSING THE BEST REAL ESTATE AGENCY, PLUS THE TOP SPOTS TO INVEST ALONG THE COAST – WHERE YOUR EUROS WILL SHINE JUST AS BRIGHT AS THE ANDALUSIAN SUN. AND DON'T MISS OUR LATEST EXCLUSIVE LISTINGS, SO FRESH THEY STILL HAVE A BIT OF SAND ON THEM! SO SIT BACK, SOAK UP THE SUN (AND THE INFO), AND LET'S DIVE INTO PARADISE TOGETHER!

*Enjoy!*

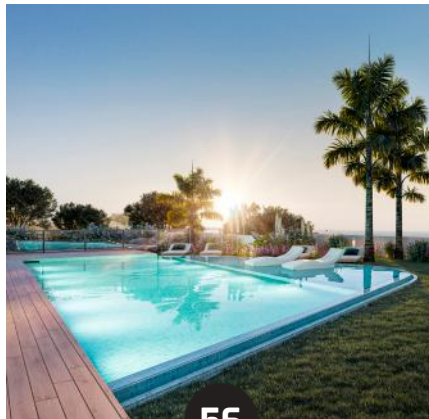
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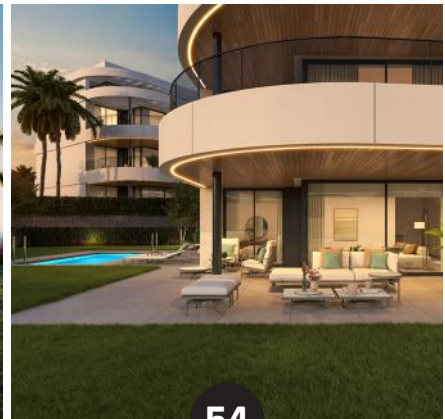
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## FOLIO MAGAZINE EDITION 26

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Designed by Pixelperfect SL Articles by: Giles Brown

# THE LIST

SINGULAR HOMES



## WELCOME TO THE LIST

4 AND 5 BEDROOM SEMI-DETACHED HOUSES

**FROM € 1,675,000**

The List - Río Real is Marbella's premier collection of 27 luxurious 4 and 5 bedroom semi-detached houses, meticulously crafted for those who appreciate the finer things in life. Each home showcases contemporary architecture and sophisticated design, with spacious open-plan living areas that seamlessly blend indoor and outdoor spaces.

Nestled in the prestigious neighbourhood of Río Real,

these exceptional properties offer breathtaking views and easy access to the region's finest amenities, including pristine beaches, gourmet dining, and vibrant nightlife.

Indulge in the ultimate lifestyle of comfort and elegance, where each semi-detached house is a sanctuary designed for relaxation and entertainment.





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Nestled in the prestigious neighbourhood of Río Real, these exceptional properties offer breathtaking views and easy access to the region's finest amenities,

AssetFolio™ | **excl.**

Exclusive Agent



Architect



Developer



# THE LIST

SINGULAR HOMES



including pristine beaches, gourmet dining, and vibrant nightlife.

The List features 27, 4 and 5 bedroom semi-detached houses, with extraordinary designs arising from the prestigious architect Ismael Mérida. His philosophy of making dreams come true, combined with interior design concepts like "Feng Shui," has made stunning projects such as The List Río Real and Sierra Blanca possible in Marbella.

The List is ideally situated in one of the most sought-after areas of the Costa del Sol, offering residents unparalleled access to the region's finest attractions. Nestled in a tranquil yet vibrant neighbourhood, this prime location is just minutes away from pristine beaches, renowned golf courses, and exclusive

dining options. The area boasts excellent connectivity, ensuring that Gibraltar and Málaga international airports are within easy reach.

In addition to its natural beauty and cultural offerings, The List is close to top-rated schools, healthcare facilities, and recreational amenities, providing a perfect blend of convenience and lifestyle.

Each home features spacious open-plan living areas, perfect for entertaining family and friends, with interiors designed to a high level of finish that prioritise comfort. Enjoy state-of-the-art kitchens equipped with high-end appliances, stylish cabinetry, and ample counter space, making meal preparation a delight.

The homes are distributed across a basement, ground



floor, first floor, and solarium with a swimming pool, providing plenty of space for relaxation and recreation. Luxurious bedrooms come with en-suite bathrooms and built-in wardrobes, ensuring privacy and convenience. Due to the spacious rooms and large windows, light and nature are integral to every space, creating a seamless fusion of indoor and outdoor living. To enhance convenience, each property includes an underground garage, minimising vehicle traffic within the development and promoting a serene environment.

With integrated smart home technology and sustainable features, The List combines elegance, comfort, and innovation, creating a luxurious living experience where every detail has been thoughtfully considered.

Located within a beautifully designed development, The List offers a range of exclusive facilities that enhance residents' quality of life.

The communal space features a large outdoor swimming pool with a luxurious sun deck, ideal for unwinding under the sun or enjoying a refreshing swim. Surrounded by lush greenery, this serene retreat is just steps from your front door.

Residents enjoy a fully equipped gym, complete with a sauna, Turkish bath, and massage room, offering comprehensive wellness options for relaxation and rejuvenation.

**Click here** to find out more about The List.





# SUPER CALA

(FRAGALISTICEXPIALODOTIOUS)

A BUSTLING GASTRONOMIC AND LIFESTYLE DESTINATION





Photography: TYk, Olaf Tausch

From a small fishing village, dominated by a centuries old watchtower, La Cala de Mijas has transformed into a bustling gastronomic and lifestyle destination for both tourists and residents.

While the past fifty years have seen incredible growth, the Andalusian charm of the old fishing village still lives on. Walk inland from the beach and you will find streets thriving with authentic restaurants and tapas bars, street markets selling fruit, vegetables, ceramics, clothes, flowers and more, busy schools, kindergartens and family-run shops.

While many places lose their character when they are remodelled for the tourist industry, La Cala de Mijas has benefited immensely. Before the construction of the toll-road to Malaga and the improvements to

the – frankly terrifying – coast road, traffic thundered through the centre, pausing only at the set of traffic lights at the eastern end of the main street. With engines revving furiously, drivers would perform Grand Prix style starts and thunder at breakneck pace into the fearsome Fuengirola bends. The sound of screeching tyres and the crunch of bodywork seconds later testified to the all too predictable, and frequently painful, results.

(Thankfully the road is much safer now, but you are advised to treat it with respect).

> With the coast road diverted away from the centre of La Cala de Mijas – which roughly translates as Mijas Bay – a bold urban plan reinvigorated the area. Wider pavements, terraced areas and pedestrianised streets allowed restaurants and cafes to flourish, and La Cala established itself as an attractive lifestyle destination. The old fishing community already had the essential services and amenities for the Spanish population, including health centres, administration

offices, schools and a post office, which made it an attractive location for those wanting to live out of town, but within easy reach of healthcare, education and legal services.

These factors have led to the incredible expansion of La Cala towards the foothills of the Mijas mountains. Modern developments now flank the wide highway leading north, and the same road is also the location of national and international supermarket brands, cafes, restaurants, and interior design studios.

One of the main attractions of La Cala de Mijas is its beach. The Butiplaya is around 1.5 kilometres long and has the reputation of a beach where you can relax during the day and party in the evening – with darkness the beach comes alive. Parasols, sun loungers and boats can be hired on site and there are several chiringuitos where you can sample some of the local gastronomy. The Butiplaya has the Blue Flag award for its cleanliness and quality – and it also marks the start of the walk from La Cala de Mijas to

Cabopino on the so-called Senda Litoral, which is a large, unified seafront promenade being developed along the entire Costa del Sol. The path passes hidden stretches of beach, watch towers built in the 15th century to warn of attacks by Barbary pirates (who often made off with the truly unfortunate as slaves), Mediterranean coastal sand dunes that are home to protected species of flora and fauna, beautiful spots for whale and seabird watching.

Back to the centre of La Cala, the impressive “Torre Bateria”, popularly known as “Torreón de la Cala” (La Cala’s Turret) is now a fascinating museum that focusses on the historic role of the watchtower as well as the traditional fishing industry. With your appetite for history and culture quenched, you can then satisfy your gastronomic hunger in one or two of La Cala’s many restaurants. Olivia’s is good for spotting any visiting celebrity, Figaro offers superior cuisine, while Venta La Butibamba is widely considered one of the best ventas in the whole of Andalucía and is a must do destination for the seriously hungry! >

**Click Here** to read our other














**DIRECT PROPERTY LISTING**

***Arena Beach***  
**1-1**

Introducing Arena Beach 1-1 an exceptional front-line beach duplex apartment in Estepona at Arena Beach, offering a splendid coastal lifestyle. This luxurious property features 3 spacious bedrooms and 2.5 well-appointed bathrooms, encompassing a generous 230 m<sup>2</sup> of interior space.

The highlight of this residence is the expansive 100 m<sup>2</sup> terrace, perfect for outdoor entertaining and enjoying breathtaking sea views. Located within walking distance to the vibrant town of Estepona and the picturesque Estepona Marina, this apartment provides the perfect blend of tranquility and convenience. Residents will also benefit from direct access to the new paseo, ideally situated for leisurely strolls along the beach.


**€750,000**
**SPECIFICATIONS**

3 Bed  
 3 Bath  
 230 m<sup>2</sup> Built  
 100 m<sup>2</sup> Terraces  
 0 m<sup>2</sup> Plot



*Arena Beach*  
*1-1*















**ArenaBeach**  
1-1

This duplex apartment offers an inviting open-plan design, maximizing natural light and providing a seamless flow between indoor and outdoor living spaces. With high-quality finishes and modern amenities throughout, it is an ideal retreat for those seeking a luxurious lifestyle by the sea. Don't miss the chance to make this beachfront haven your new home!

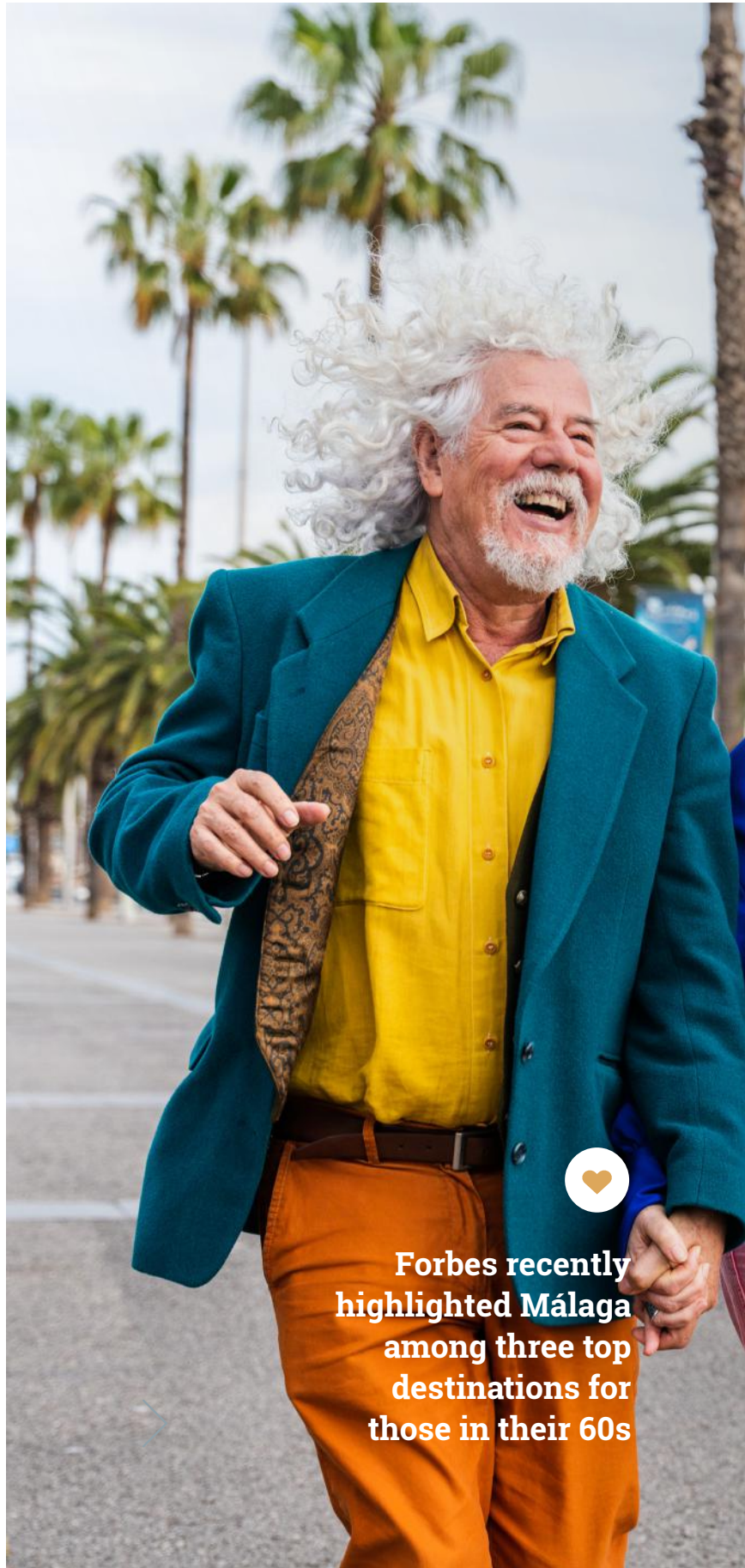
**Click Here** to find out more about Arena Beach 1-1.



The past 20 years have marked a huge change in how we view our later years. The generation born in the 50 and 60s may have a few more grey hairs and be reaching retirement age, but that does not mean they are slowing down!

Active lifestyles, combined with advances in healthcare and a general awareness of the benefits of good health, means that today's 60-somethings have the vitality and energy to enjoy their seventh decade. With the children's education completed, mortgages paid off and investment funds and pension plans coming to fruition, these 'grey foxes' also have considerable disposable income and want to enjoy spending it!

While retirement destinations used to conjure up images of boring bungalows by the sea, green bowls clubs and endless whist drives, the new generation of retirees are looking for cosmopolitan locations that offer



**Forbes recently highlighted Málaga among three top destinations for those in their 60s**



# MALAGA'S SIXTIES STYLE!







a vibrant social scene, great weather and splash of cuisine and culture!

No longer tied to a location by work and family obligations, the world is literally your oyster when it comes to the best places to live when you are in your 60s.

Influential American magazine Forbes recently highlighted three top destinations for those in their 60s. In the article, it considered the following key criteria: the availability and affordability of real estate (both to buy and rent), culture and entertainment options, health care, safety, climate, the ability to walk or make use of public transport, and

being able to get by day-to-day in English.

The top three were Hua Hin in Thailand and the mountain town of Boquete, Panama. Also making the list, however, and much more attractive for a European audience, was Malaga.

From a somewhat decrepit, derelict and, in some areas, downright dangerous port city, Malaga has undergone an outstanding revamp and regeneration in the past three decades. The city is well known for attracting international high-tech investment and the burgeoning student population continues to grow, but it also has plenty to offer the over 60s.

Climate is chief among its charms – it's called the Costa del Sol for a reason - offering some 300 days of sunshine a year. Not only does this mean that the elder resident can enjoy all the benefits of an active, outdoor lifestyle, be it walking, cycling, yoga, golf or tennis, but the warm climate means that those suffering from conditions such as arthritis are guaranteed a better quality of life.

Getting around is easy and affordable in Malaga. It is a small city with a big city feel and mainly flat, so traveling by foot is easy. In addition, many roads are pedestrianised, including the main shopping street, Calle Larios. Malaga is extremely bike-friendly, with designated cycle lanes running throughout the city, while private companies offer



e-bikes for hire at less than €10 a day.

If the thought of cycling or walking is too strenuous, recent updates to public transport have increased the number of buses, modernised the rail network, and there is a modern underground system. Malaga is an important national and international rail and air travel hub, with high speed trains to Malaga, Seville and Barcelona, daily flights to major European cities and direct flights to the US.

Forbes also rates Malaga as a very safe city with low levels of crime. (Although, as in any destination, it advises its readers to watch out for pickpockets in crowded areas). That aside “personal safety isn’t something you’ll need to worry about here”, it notes.

Health care is another important consideration for the over 60s. Spain’s healthcare system is frequently ranked as among the best in the world. Malaga has excellent private and public hospitals, with English speaking doctors as well as volunteer translators at several.

Talking of language, thanks to a sizable expat community and its status as a tourist hotspot, new arrivals can get by speaking English, but learning Spanish will add immensely to your experience of living in Malaga, even if you start out with a few

phrases!

Malaga is famous for its vibrant mix of cultural heritage and as the birthplace of the renowned artist, Pablo Picasso. The Malaga Film Festival attracts some of the biggest names in Spanish cinema. The city’s rich history is evident in its well-preserved landmarks such as the Moorish Alcazaba fortress and the Roman Theatre. Malaga is a hub of culture and entertainment with multiple museums, art galleries, especially in the Soho area, and music festivals

Then there is the “Antonio Banderas” Factor. The Malaga-born Hollywood star has played a significant part in the city’s renaissance. From his devout annual appearances at the Holy Week processions, to establishing the Soho Theatre (where he frequently directs) as well as investing in El Pimpi, one of Malaga’s best-known restaurants, Antonio has demonstrated a huge commitment to the city. The Malagueños love him for it, even allowing him to kick the first ball of the season at La Rosaleda, Malaga FC’s home ground!

With the actor himself celebrating his 65th birthday over the summer, what better proof do you need that Malaga is the perfect destination for the 60-something generation? Who knows? You might even bump into Antonio serenely strolling the streets of the historic centre!

**Click Here** to read our other blogs.









**EXCLUSIVE PROPERTY LISTING**


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 7 0 9
 

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**SIERRA BLANCA**

**M**agnificent townhouse in a luxury urbanisation of first quality, with the tranquility that it has to have, and with all the services next door. This house is composed of two bedrooms rooms with en suite bathrooms. A quite spacious living room on the main floor with the open kitchen, all furnished with modern and comfortable furniture, and has an exit to the main terrace.

The two bathrooms in the bedrooms are spacious and bright and each a have Jacuzzi and shower. In addition, the property has a basement with private parking and laundry room. The urbanization is highly sought after, offering a modern and peaceful environment at reasonable prices. It features two swimming pools and beautifully landscaped garden areas. A visit is a must!


**€1,495,000**
**SPECIFICATIONS**

2 Bed  
 3 Bath  
 204 m<sup>2</sup> Built  
 32 m<sup>2</sup> Terraces  
 0 m<sup>2</sup> Plot















709

SIERRA BLANCA

Bordering the natural parkland and protected pine forests of Nagüeles, yet only a few minutes drive from the centre of Marbella, Puerto Banús and a plethora of superb golf courses, this development enjoys a privileged elevated location at Sierra Blanca – one of the most distinguished of addresses in Mediterranean Spain – with spectacular sea and mountain views.

This exceptional new, gated development exudes luxury and privacy at every turn, while its sublime architecture masterfully harnesses the aesthetic use of light, space and natural materials such as stone and wood to create a home that is truly a sanctuary for the mind, body and spirit. It has been awarded B.I.D International Quality Star Awards in London and Paris as well as the Bentley International Property Awards in association with the Daily Mail and International Homes for Best Architecture and Best Development. These exclusive apartments have been built using only the best materials combining wood, natural stones and marble.

**Click Here** to find out more about 709 Sierra Blanca.





A close-up photograph of a person's hand holding a set of keys. The hand is wearing a grey blazer and has red nail polish. The keys are attached to a bright orange house-shaped keychain. In the background, a blue clipboard is visible, holding a document with the word 'CONTRACT' printed on it. The overall scene suggests a real estate transaction.

# TIPS FOR CHOOSING THE BEST REAL ESTATE AGENCY

THIS IS ONE OF THE MOST IMPORTANT STEPS WHEN BUYING OR SELLING PROPERTY





The right agent can make the process smooth and efficient, while the wrong one can lead to complications and missed opportunities.

By Thomas Harper

Choosing the right real estate agent is one of the most important steps when buying or selling property in Costas del Sol. The right agent can make the process smooth and efficient, while the wrong one can lead to complications and missed opportunities. Here are some key factors to consider when selecting the best real estate agent for your needs.

### **1. RESEARCH AND GATHER RECOMMENDATIONS**

Start by doing thorough research. Ask friends, family, and colleagues for recommendations, especially those who have recently bought or sold property in the same area. Personal referrals are invaluable because they come from people you trust who have firsthand experience with the agent. Additionally, look at online reviews and testimonials





to get an idea of the agent's reputation and past client experiences.

## **2. LOOK FOR LOCAL EXPERTISE**

A real estate agent who knows the local market well will have insights that are invaluable during the buying or selling process. Choose an agent with a strong presence in Costa del Sol and experience in the specific area you're interested in, such as Marbella, Estepona, or Benalmadena. A local expert can provide up-to-date information about market trends, neighborhood amenities, and pricing, ensuring you make informed decisions.

## **3. VERIFY CREDENTIALS AND EXPERIENCE**

Check the agent's

credentials to ensure they are licensed and have the necessary qualifications to operate in the region. Ideally, choose an agent who has several years of experience in the industry, particularly in the Costa del Sol market. Experienced agents are more likely to have a comprehensive network of contacts, including other agents, legal professionals, and potential buyers or sellers.

## **4. ASSESS THEIR MARKETING STRATEGY**

If you're selling a property, it's important to know how the agent plans to market your home. Ask about their marketing strategy, including their use of online listings, social media, professional photography, and property staging. A good agent will

have a proactive marketing plan to attract the right buyers and sell your property quickly at the best possible price.

For buyers, an agent's network and marketing connections can give you access to off-market listings and new developments that are not widely advertised, such as exclusive properties in Puerto Banus or new builds in Mijas Costa.

## **5. COMMUNICATION IS KEY**

Good communication is crucial throughout the buying or selling process. Choose an agent who listens to your needs, provides clear and concise answers to your questions, and keeps you informed every step of the way. You want someone who is responsive and easy to reach, whether it's by phone, email, or in person. A real estate transaction can move



quickly, and having an agent who communicates well will help you stay on top of any developments.

## **6. GAUGE THEIR NEGOTIATION SKILLS**

Your real estate agent should be a skilled negotiator who can advocate effectively on your behalf. Whether you're buying or selling, negotiations are a critical part of the process, and having an agent who knows how to negotiate can make a significant difference in the outcome. During your initial meetings, ask how they handle negotiations and whether they have a track record of securing favorable deals for their clients.

## **7. ASK FOR REFERENCES**

A reputable agent should be able to provide references from recent clients. Take the time to contact these references to learn more about their experiences. Ask questions about the agent's strengths, areas for improvement, and how well they managed the entire process. This will give you a clearer picture of what to expect if you decide to work with that agent.

## **8. UNDERSTAND THEIR FEE STRUCTURE**

A reputable agent should be able to provide references from recent clients. Take the time to contact these references to learn more about their experiences. Ask questions about the agent's strengths, areas for improvement, and how well they managed the entire process. This will give you a clearer picture of what to expect if you decide to work with that agent.

## **8. UNDERSTAND THEIR FEE STRUCTURE**

Real estate agents typically

charge a commission based on the sale price of the property. It's important to understand their fee structure before making a decision. In Costa del Sol, commissions usually range from 3% to 6%, depending on the services provided. Ensure there are no hidden fees, and discuss what services are included in their commission, such as marketing, professional photography, and property viewings.

## **9. TRUST YOUR INSTINCTS**

Lastly, trust your instincts when choosing a real estate agent. The right agent should make you feel comfortable and confident about the buying or selling process. If something doesn't feel right or if you have any doubts about their professionalism or expertise, it may be best to keep looking until you find someone who is the right fit for your needs.

## **COMMON MISTAKES WHEN CHOOSING REAL ESTATE AGENTS**

Choosing the right real estate agent is crucial for a smooth property transaction, but there are some common mistakes that buyers and sellers make when selecting an agent. Here are some of the key pitfalls to avoid:

1. **Not Researching Enough Agents:** One of the most common mistakes is settling for the first agent you meet without comparing multiple options. It's essential to interview several agents to find one that best meets your needs.
2. **Focusing Only on Commission Rates:** While commission rates are an important factor, choosing an agent solely based on their fees can lead to issues. A lower

commission might mean fewer services or less experience, which can ultimately cost you more in terms of a lower sale price or missed opportunities.

3. **Ignoring Local Expertise:** Choosing an agent without specific knowledge of the local market can be detrimental. Local expertise is invaluable for understanding neighborhood trends, property values, and market conditions.

4. **Overlooking Marketing Capabilities:** If you're selling a property, make sure to assess an agent's marketing capabilities. Agents with a strong online presence and effective marketing strategies are more likely to reach the right buyers and sell your property quickly.

5. **Not Checking References or Reviews:** Failing to check an agent's references or online reviews can leave you unaware of potential issues. Always ask for references and take the time to read online testimonials to get a sense of the agent's reputation.

6. **Poor Communication:** Choosing an agent who is difficult to communicate with can lead to frustration and misunderstandings. Make sure the agent you choose is responsive, keeps you informed, and is easy to reach.

7. **Not Asking About Experience:** Experience matters in real estate. Some buyers and sellers make the mistake of not asking how long an agent has been working in the industry or about their experience with similar transactions. An experienced agent is more likely to navigate complex situations effectively.









## HOW TO AVOID REAL ESTATE AGENT PITFALLS

To ensure a smooth and successful property transaction, it's important to avoid common pitfalls when choosing a real estate agent. Here are some tips to help you make the right choice:

1. **Interview Multiple Agents:** Don't settle for the first agent you meet. Interview at least three agents to compare their experience, approach, and services. This will help you find the one that best aligns with your goals.
2. **Prioritise Local Expertise:** Choose an agent who knows the

local market well. They will have better insights into property values, neighborhood amenities, and market trends, which can make a significant difference in your buying or selling experience.

3. **Look Beyond Commission Rates:** While commission fees are important, focus on the value an agent brings. A more experienced agent with a higher commission might ultimately save you money by negotiating a better deal or selling your property faster.
4. **Assess Their Marketing Plan:** For sellers, it's crucial to understand how

an agent plans to market your property. Make sure they have a strong online presence, use professional photography, and have a clear strategy for attracting buyers.

5. **Check References and Reviews:** Always ask for references from recent clients and read online reviews. This will give you insights into the agent's strengths and potential weaknesses, helping you make an informed decision.
6. **Ensure Good Communication:** Choose an agent who communicates well and is responsive. Effective communication is key to avoiding misunderstandings and keeping the transaction on track.





7. **Verify Experience and Credentials:** Make sure the agent has experience in the type of property transaction you are undertaking. Verify their credentials and ensure they are licensed to operate in your area.

### **HOW CAN I FIND THE BEST REAL ESTATE AGENT?**

Finding the best real estate agent requires careful research and consideration. Here are some steps to help you find the right agent for your needs:

1. **Ask for Recommendations:** Start by asking friends, family, or colleagues for recommendations. Personal referrals are often the most reliable way to find a trustworthy agent who has successfully helped others in similar situations.

2. **Research Online:** Use online platforms to research agents in your area. Look for agents with strong reviews, a professional website, and a solid presence on real estate platforms. Websites like Zillow, Realtor.com, and Google reviews can provide valuable insights into an agent's reputation.

3. **Interview Multiple Agents:** Schedule interviews with at least three agents to compare their experience, approach, and communication style. Ask about their knowledge of the local market, their marketing strategies, and how they plan to meet your specific needs.

4. **Check Credentials and Experience:** Ensure the agent is licensed and has relevant experience in the area where you want to buy or sell property. Agents with several years of experience and

specialized knowledge in the local market are more likely to provide better service.

5. **Assess Their Track Record:** Ask about the agent's recent sales history, including the types of properties they have handled and how long their listings typically stay on the market. A successful track record is a good indicator of their expertise.

6. **Look for Local Market Knowledge:** The best agents will have in-depth knowledge of the local market, including recent trends, property values, and neighborhood amenities. This knowledge is crucial for making informed decisions and getting the best deal.

7. **Evaluate Communication Style:** Choose an agent who communicates clearly, listens to your needs, and is responsive. Good communication is essential throughout the buying or selling process to ensure that you stay informed and make timely decisions.

Choosing the right real estate agent is crucial for ensuring a successful property transaction in Costa del Sol. By researching potential agents, assessing their experience, and ensuring they understand your needs, you can find an agent who will guide you through the process with ease. Remember that the right agent is someone who not only has the knowledge and expertise but also genuinely cares about helping you achieve your real estate goals.

If you are considering buying property in Costa del Sol, be sure to check out our guides on [Costs and Taxes Involved in Buying Property in Costa del Sol](#) and [Benefits of Investing in Costa del Sol](#) to make informed decisions throughout your property journey.

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SOLD





**EXCLUSIVE PROPERTY LISTING**
**4 3 2 | BUENAVISTA**
*La Quinta*

**T**his exceptional penthouse is located in the highly sought-after residential complex of Buenavista, perched on the hillside of La Quinta, it boasts stunning views of the sea, valley, golf course, mountains, and picturesque countryside. The complex is conveniently just a short drive from the vibrant town of San Pedro Alcántara on one side and Nueva Andalucía on the other, providing residents with a diverse range of amenities.

Featuring 3 bedrooms and 3 bathrooms, this spacious penthouse includes a large, partially covered terrace that adds to the outdoor living space, showcasing breathtaking views. Thanks to its prime location and elevation, the entire apartment is bathed in natural light throughout the year.

**€995,000**
**SPECIFICATIONS**

3 Bed  
 3 Bath  
 161 m<sup>2</sup> Built  
 42 m<sup>2</sup> Terraces  
 0 m<sup>2</sup> Plot

















# 432 | BUENAVISTA

## *La Quinta*

The open-plan living and dining areas are designed in a sleek, minimalist style, while the well-appointed kitchen is generous in size and equipped with high-quality appliances and views out to the mountains of Benahavis.

The lounge and one of the bedrooms feature patio doors that open directly onto the main terrace, and both the master bedroom and the third bedroom each come with their own small terrace. The bathrooms are elegantly designed with walk-in showers and marble finishes, enhanced by underfloor heating for added comfort.

Residents have access to a spacious communal swimming pool surrounded by beautifully landscaped gardens. Additional highlights of this stylish property include hot and cold air conditioning, convenient lift access to the underground garage with two parking spaces, and storage space. The complex also offers 24-hour security for peace of mind.

**Click Here** to find out more about 432 Buenavista.







# BEST PLACES TO INVEST IN COSTA DEL SOL REAL ESTATE



Costa del Sol has firmly established itself as a prime investment destination in Spain, thanks to its beautiful coastline, thriving tourism industry, and diverse property market.

Whether you are looking for a luxury villa, a holiday apartment, or an up-and-coming neighbourhood for a promising investment,

Costa del Sol offers something for everyone. Below, we explore some of the best locations for property investment in this highly desirable region.

#### **WHAT PART OF COSTA DEL SOL IS BEST?**

The best investment part of Costa del Sol ultimately depends on your goals. For luxury investors seeking high-end properties with





strong appreciation potential, areas like Marbella, Puerto Banus, and Sotogrande stand out as the top choices. These locations are known for their exclusivity, beautiful surroundings, and a steady stream of affluent buyers and tourists, ensuring robust rental income and long-term value appreciation.

Estepona and Mijas Costa are excellent choices for investors looking for a blend of affordability and growth. Estepona offers a family-friendly environment with a charming Andalusian touch, while Mijas Costa provides a tranquil residential

atmosphere with growing infrastructure and property values. Both locations are on the rise, offering promising returns for those looking for long-term value.

If high rental yields are your primary objective, Fuengirola and Benalmadena are ideal. These areas have a vibrant tourism industry, multicultural communities, and a variety of amenities that ensure year-round rental demand. Their more affordable property prices than Marbella make them attractive options for budget-conscious investors.

Ultimately, Costa del Sol offers diverse







locations catering to different investment strategies, whether you seek luxury, high rental yields, or long-term growth.

### **1. MARBELLA**

Marbella is the jewel of Costa del Sol, known for its glitz, glamour, and luxury lifestyle. It's a hotspot for high-end property investors, with stunning villas, apartments, and luxury developments catering to affluent buyers worldwide. Marbella boasts exclusive areas such as Puerto Banus, Golden Mile, and Sierra Blanca, all of which are known for their luxury real estate and strong appreciation potential. These areas also attract a steady stream of tourists, ensuring a high demand for rental properties.

Investment in Marbella properties offers significant advantages, including a well-developed infrastructure, a world-class social scene, and proximity to the best amenities. Due to its continuous popularity among tourists and second-home buyers, investors seeking high returns through holiday rentals will find Marbella an ideal location.

### **2. ESTEPONA**

Often referred to as the "Garden of Costa del Sol," Estepona has seen tremendous growth in recent years. This charming

coastal town has retained its traditional Andalusian charm while embracing modern development, making it an attractive option for property buyers. Estepona offers a mix of luxurious new-build developments, beachfront properties, and affordable apartments, catering to different types of investors.

Estepona's appeal lies in its relaxed atmosphere, beautiful promenade, and family-friendly environment. The area's property market is on the rise, and the demand for homes in Ayana Estepona and other new developments has increased significantly. With property values expected to grow, investing in Estepona real properties presents a great opportunity for investors looking for both long-term capital appreciation and rental income.

### **3. BENALMADENA**

Benalmadena is a versatile location for investment, offering a mix of residential and holiday properties at competitive prices. Located between Torremolinos and Fuengirola, Benalmadena has a vibrant community with a mix of local and international residents. The area offers easy access to beaches, marinas, golf courses, and a host of amenities that make it attractive to families and tourists.

Benalmadena is also home to several luxury residential complexes that provide excellent rental opportunities, particularly during the summer



opportunities, particularly during the summer months. Investors interested in purchasing property in Benalmadena can benefit from the area's growing popularity among holidaymakers, as well as the town's commitment to enhancing local infrastructure and amenities.

#### 4. FUENGIROLA

Fuengirola is another popular location for property investment, especially for those seeking high rental yields. It is known for its long sandy beaches, bustling promenade, and lively atmosphere. The property market in Fuengirola is more affordable compared to Marbella, making it an excellent choice for investors looking for value for money.

Fuengirola attracts a diverse range of visitors, including families, young professionals, and retirees, which ensures a steady rental demand throughout the year. The area's multicultural vibe and excellent amenities, such as schools, restaurants, and entertainment venues, make real estate properties in Fuengirola a desirable place to invest in both holiday rentals and permanent residences.

#### 5. MIJAS COSTA

Mijas Costa offers a unique blend of coastal beauty and tranquil residential living, which has made it a favorite among international buyers. The area includes beautiful beachfront communities like La Cala de Mijas, which have grown significantly in recent years. Mijas Costa is well-known for its scenic views, golf courses, and relaxed atmosphere.

Property prices in Mijas Costa are generally more affordable than in Marbella, yet the area still offers excellent rental opportunities and potential for capital appreciation. The ongoing development of high-quality residential projects in this area, combined with its proximity to both Marbella and Fuengirola, makes Mijas Costa a smart choice for investors looking for long-term value.

#### 6. NUEVA ANDALUCIA

Situated just north of Puerto Banus, Nueva Andalucia is often referred to as the "Golf Valley" due to its numerous world-class golf courses. This area is popular with property buyers who want to be close to the action of Marbella and Puerto Banus but still enjoy a more residential and peaceful environment. Nueva Andalucia offers a wide range of properties, from luxury villas to stylish apartments, many of which boast beautiful views of golf courses and mountains.

Nueva Andalucia's appeal lies in its excellent amenities, including golf, shopping, restaurants, and international schools, which make it popular among families and retirees. The high demand for rental properties, particularly during the golf season, ensures consistent rental income for investors.

#### 6. SOTOGRANDE

Sotogrande, located towards the western end of Costa del Sol, is a luxury residential enclave known for its sophisticated charm and exclusivity. It is home to some of the region's most prestigious properties, including waterfront villas, luxury townhouses, and exclusive apartments. Sotogrande is famous for its marina, polo fields, and golf courses, attracting a high-end clientele looking for privacy and luxury.

Investing in Sotogrande luxury properties are ideal for those seeking high-end properties with excellent long-term appreciation potential. The area's exclusivity and the quality of its amenities attract wealthy individuals from across the globe, making it a standout location for luxury real estate investment.

#### WHAT IS THE BEST PLACE TO INVEST IN SPAIN?

When considering the best place to invest in Spain, Costa del Sol stands out due to its thriving property market, diverse investment opportunities, and growing demand for high-quality residences. New developments in areas like Estepona, Mijas Costa, and Marbella are particularly attractive for investors, as they offer modern amenities, energy-efficient designs, and strong potential for capital appreciation. Choosing new developments ensures lower maintenance costs and access to contemporary features that appeal to both buyers and renters. For investors seeking long-term value, Costa del Sol remains an excellent choice.

**Click Here** to read our other blogs.









**DIRECT PROPERTY LISTING**

**IFIELD HOUSE**

Situated in the serene Forest Hills of Estepona, 'Ifield House' offers breathtaking panoramic views of the sea and mountains. Surrounded by evergreen cork oak and pine trees, this location provides a lush, green environment even during the height of summer. Forest Hills is a tranquil community home to a diverse mix of year-round residents, including families and retirees from various nationalities. The closest neighbours are English, and owned a renowned local golf course. Despite its peaceful setting, the area is well-equipped with amenities, including a tennis club, gym, riding school with stables, two local restaurants and a beach just four minutes down the hill where there is a supermarket, petrol station, Beso Beach club and restaurant, the newly opened Sublim beach club, bar and restaurant at Laguna Village and the facilities of the neighbouring 5\* Kempinski Hotel.

**PRICE  
REDUCTION**

**€1,195,000**

**SPECIFICATIONS**

- 3 Bed
- 4 Bath
- 200 m<sup>2</sup> Built
- 98 m<sup>2</sup> Terraces
- 880 m<sup>2</sup> Plot















## IFIELD HOUSE

L
 ocated on the 'New Golden Mile', Ifield House is a mere 5-minute drive from Estepona, 15 minutes from Puerto Banus, and 20 minutes from Marbella. Malaga and Gibraltar airports are just 40 minutes away, making them conveniently equidistant from either direction.

One of the unique attractions is a 50m<sup>2</sup> infinity swimming pool lined with bottle green mosaic tiles inspired by the pool from the movie 'Stealing Beauty,' with a natural stone surround, blending seamlessly with the natural landscape of the lush green valley. A large hardwood decking terrace with sun loungers to enjoy all-day sunshine has access to the lower lawn, bedroom suites, upper lawn, and terraces via traditional wooden railway sleeper steps. Additional stone steps lead up to the large private terrace and sunloungers of the master bedroom suite.

**Click Here** to find out more about Ifield House.







**EUROPEAN  
PROPERTY  
AWARDS**  
DEVELOPMENT

**LAUFEN**



BEST RESIDENTIAL  
DEVELOPMENT 20+ UNITS  
SPAIN

Ayana  
by Merlin Real Estates S.L.

**2023-2024**

**PROGRESS  
UPDATE:**

Construction continues  
at Ayana Estepona.







PRICES FROM  
€645,000

AssetFolio

excl.



AYANA

E S T E P O N A

**REDEFINING  
CONTEMPORARY  
LIVING IN ESTEPONA.**

Ayana brings a unique concept in resort development to the Costa del Sol. Thoughtfully designed to seamlessly blend into the environment, Ayana is designed to accentuate the quintessential lifestyle and casual vibe of Estepona.

**SOPHISTICATED  
ARCHITECTURE**

Ayana showcases an exceptional and truly effortless living experience. Featuring sophisticated architecture by Villarroel Torrico, inspiring interiors

from Gunni & Trentino and showcasing Lutron's wireless smart-home automation system as standard, a first for apartment development on the Costa del Sol .

**COMMUNITY**

Ayana is built around 27,000m2 of tropical, landscaped gardens with three outdoor pools, one heated, a central Clubhouse complete with co-working lounge, café bar, spa, indoor pool and gymnasium - with 24-hr security.

**Click Here** to find out more about Ayana Estepona.



CONSTRUCTION CONTINUES AT  
NAYA RESIDENCES. WATCH THE PROGRESS:







PRICES FROM  
€695,000

AssetFolio | **excl.**

# NR

N A Y A R E S I D E N C E S

A STYLISH DEVELOPMENT OF  
TWO AND THREE BEDROOM  
APARTMENTS & PENTHOUSES

**N**aya Residences redefines contemporary living in the Golden Triangle. A sublimely stylish development, discretely blending with its surrounding environment, the 88 units of Naya Residences offer the discerning investor the choice of two or three bedroom luxury apartments and outstanding penthouses.

With the towns of Marbella and Estepona within easy reach, the Mediterranean beaches within a short distance and a superb range of leisure and lifestyle facilities close by, yet set in a tranquil residential area, Naya Residences seamlessly encapsulates the very best that this enviable lifestyle has to offer.

**Click Here** to find out more about Naya Residences.



# Alya Mijas

**A**lya Mijas offers the opportunity to 'live the 'mediterranean lifestyle' at an affordable price. This beautiful new development of contemporary semi-detached houses has been designed with quality and comfort in mind. Each home provides that all important private outdoor space for entertaining and enjoying the Costa del Sol's magnificent climate.

## **PERFECT LOCATION**

Alya Mijas is superbly located on a hillside overlooking the mediterranean close to Mijas. All facilities are in close proximity, including good access to the highway, beautiful beaches, international schools, fine dining, golf courses and the lively cosmopolitan towns of Mijas, La Cala de Mijas and Calahonda.

## **THE DEVELOPMENT**

The 3 and 4 bedroom homes each have a built area of 120m<sup>2</sup>-145m<sup>2</sup>, distributed over 2 floors, together with a garden and the option to add a private pool.

The communal areas include a saline chlorination pool, gymnasium, co-working area, and landscaped garden areas.

**Click Here** to find out more about Alya Mijas.







**PROGRESS  
UPDATE:**

Watch the latest  
construction update  
from Alya Mijas.

**PRICES FROM JUST  
€421,000**











FROM  
€530,000

**SPECIFICATIONS**

72 units  
2 & 3 Bed

**STATUS**

Pre launch

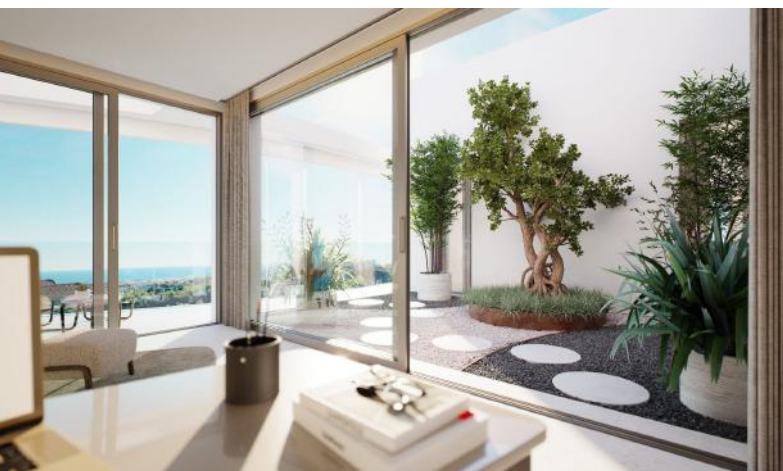
## SUPERB RESIDENTIAL PROJECT IN ESTEPONA NEW GOLDEN MILE

This prestigious development of 72 units is designed across seven 3-story buildings, ensuring that every home enjoys stunning sea views. This architectural layout guarantees that each residence not only benefits from pleasant views but also receives plenty of natural light and is caressed by the gentle sea breeze. With an emphasis on high-quality materials and luxury amenities, the project promises an exceptional living experience, perfect for those seeking a superior lifestyle.

**Click Here** to find out more about this superb residential project.











**FROM**  
**€899,000**

**SPECIFICATIONS**


58 units  
2, 3 & 4 Bed

**STATUS**

Under Construction

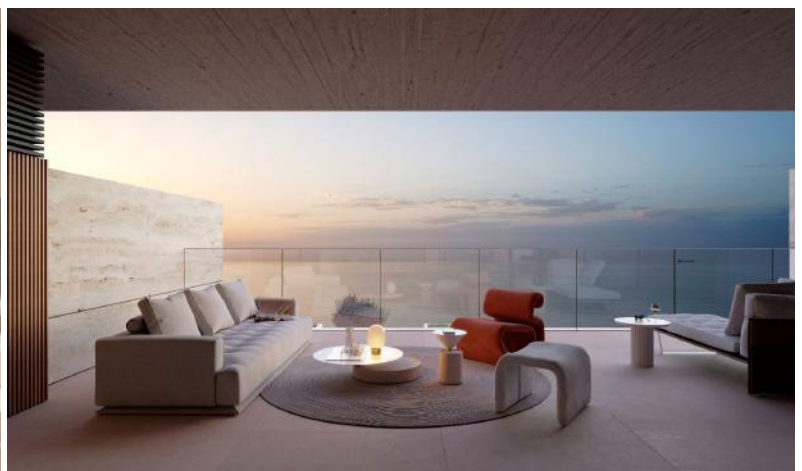
## PRESTIGIOUS BOUTIQUE COMPLEX NEAR THE CHARMING VILLAGE OF BENAHAVÍS

The prestigious residential complex is located near the charming village of Benahavís, designed for those who seek outstanding luxury and comfort. It features exquisitely created 2- 3-, and 4-bedroom apartments and penthouses, all offering breathtaking views of the Mediterranean Sea towards Gibraltar and the coasts of África. Situated close to the renowned La Quinta Golf Club, the complex offers residents easy access to world-class golfing facilities. The offered amenities are unique, providing a salt water pool with jacuzzi, outdoor garden gym with yoga area, Petanca, chillout area with pit fire and a conference center. The 24-hour security ensures a safe and private living environment.

**Click Here** to find out more about this prestigious boutique complex. 











**FROM**  
€1,050,000

**SPECIFICATIONS**

71 units  
2, 3 & 4 Bed

**STATUS**

Pre launch



## BEACHFRONT EXCLUSIVE DEVELOPMENT

This complex comprises of 2 and 3 bedroom apartments, 3 and 4 bedroom penthouses and 5 large bungalows with 3 bedrooms 3 bathrooms plus a guest cloakroom. located on the first line of the beach.

All homes will have spectacular sea views in an extraordinary location. The project combines modern design architecture with perfectly studied landscaping that surrounds the building with its large gardens and common leisure areas that allow the client to enjoy a unique concept in the first line of the beach.

**Click Here** to find out more about this beachfront exclusive development.











€6,875,000

**SPECIFICATIONS**

4 Bed  
 5 Bath  
 380 m2 Built  
 305 m2 Terraces  
 685 m2 Plot



**FRONTLINE GOLF  
 OUTSTANDING  
 DESIGNED VILLA**

This is an outstanding design villa which with its frontline golf position is all about entertainment and golf.

Stepping into this property you are welcomed by a modern and sleek living space with a nice design kitchen in an open plan to the dining and living room. Through the large floor to ceiling glass doors, you'll get an amazing view over the golf course of Los Naranjos. Furthermore, on this level there's 4 bedrooms, all en-suite and with its own terrace. The master bedroom with its almost 40 m2 includes a walk-in closet and designer bathroom in an open plan to create that luxurious suite feeling.

**Click Here** to find out more about this frontline golf outstanding designed villa.











€1,500,000

**SPECIFICATIONS**

3 Bed  
 3 Bath  
 201 m2 Built  
 102 m2 Terraces  
 0 m2 Plot



**OUTSTANDING  
 3-BEDROOM DUPLEX  
 PENTHOUSE IN THE  
 HIGHLY DESIRABLE LAS  
 ALAMANDAS**

**A** Presenting a unique opportunity to acquire an outstanding 3-bedroom duplex penthouse in the highly desirable Las Alamandas. This gated complex offers 24-hour security, three swimming pools (including a heated pool), beautifully manicured tropical gardens, a gym, and a sauna. Ideally situated between Los Naranjos Golf Club and Las Brisas Golf, this development is a favorite among golf enthusiasts. Residents can enjoy easy access to a variety of amenities, including shops, supermarkets, restaurants, Puerto Banús, and local beaches.

The apartment boasts the highest standards of quality, featuring premium flooring and a sophisticated air conditioning and heating system throughout.

**Click Here** to find out more about this penthouse.







When it comes to purchasing a property on the stunning Costa del Sol, one of the key decisions to make is whether to opt for a villa or an apartment.

## AssetFolio™ | DIRECT

Asset Folio is a dynamic investment company advising sellers and buyers of residential real estate.

With a dedicated team drawn from a wide range of backgrounds and nationalities, we have earned an enviable reputation for our professionalism, experience and expertise in the real estate market, where our investor base is predominantly from the Middle East, Far East and Northern Europe. Offering a uniquely personal service, we use the latest technologies to stay informed and react to developments in the rapidly changing market.

## AssetFolio | **excl.**

Asset Folio Excl. provides a full-suite of advisory, marketing and sales services for new-build and off-plan real estate.

With nearly two decades of experience in this sector we are able to offer a complete turn-key solution for property developers, funds and investors.

We help facilitate all aspects for the creation and sales cycle of a new development; from land sourcing right through to after-sales support.





# WE ARE HIRING

ON-SITE & OFF-SITE SALES ADVISERS



## About the role

We are seeking dedicated Sales Advisers to join our on-site and off-site sales teams and play a pivotal role in promoting and selling our exciting new development projects.

APPLY NOW >>

AssetFolio

| **excl.**



# PURCHASING PROCESS

2024





## PROPERTY FOCUS

AssetFolio™

When it comes to purchasing property in Spain, it is important to know what to expect so you are not faced with any surprises.

Once you have found the right property, the purchase process begins with a reservation agreement, which takes the property off the market and also “freezes” the purchase price.

Download our comprehensive purchasing process guide.

**CLICK HERE TO  
DOWNLOAD**



## PROPERTY FOCUS

# AssetFolio™

Choosing the right real estate agency is essential when it comes to selling your home. It can mark the difference between your home sitting on the market for months or selling quickly.

Asset Folio is a young and dynamic property investment company that specialises in Real Estate. With a dedicated team drawn from a wide range of backgrounds and nationalities, we have quickly earned an enviable reputation for our professionalism, honesty, experience and expertise in the real estate market - with a primary focus in the luxury sector.

Our extensive portfolio of exclusively managed properties ranges from a quarter of a billion euros to a billion euros at any one time, making Asset Folio a trusted partner when it comes to selling property.

Our reputation and extensive reach amongst a vast network of over 3,000 agents on the Costa del Sol via our agent portal, as well as an active overseas network of affiliates, allows maximum exposure for each property we promote.

That's why we are able to sell between 50 to 100 million euros worth of property each year.

[\*\*CLICK HERE TO  
DOWNLOAD\*\*](#)





# SELLING YOUR HOME?





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