

Serneholt Estate

Magazine

Nr 1 2022

What's it like
to start all over in
Spain?

*Linda Serneholt
tells her story!*

All time high

SALES

New records

CHILDREN'S

BIRTHDAY

PARTIES

AT BEACH CLUBS

Cities
to visit around
Costa del Sol

Content



Welcome to Serneholt Estate

Whether you're buying or selling a property, it can be good to have a friend to hold your hand through the process. Let us be that friend.

We have offices in Alicante, Fuengirola, Marbella, Estepona and Manilva. You are always welcome to contact us and we will help you to find your dream home.

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All time high sales

New records for all of our offices.



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Alicante Office

Charming city on the Spanish east coast.



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A city for you who wish to live an easy and joyful life by the sea, close to golf and great restaurants.

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Estepona Office

City with Andalusian charm and it offers beautiful side streets.



All time high sales

Last year was supposed to be recovery mood for the real estate market after the first year with COVID but at the end we had our best year with new records for all of our offices. Numbers and sales we could not even dream about this early became a reality.

We are so happy to see more clients back here in Spain again, and there is nothing else that gives us more satisfaction than helping our clients to find their dream home, and we are good at it.

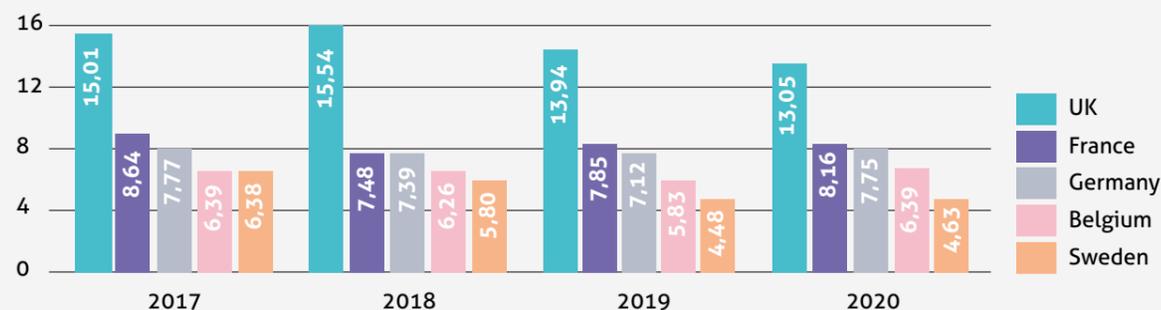
Trends and stats for 2021

In 2021 we notice a higher demand for larger green areas,

ample living spaces, privacy, multipurpose rooms, high tech installations, and the search for a better quality of life. Decision making time has been nearly cut in half, with buyers keen on relocating to our area and/or remote working. Demand has been steady and increasing since the end of 2020. There are still a large number of properties for sale

Banking of foreign buying Spanish property (nationwide)

Percentage shows share of each nationality over the total foreign buyers for each year



Source: Colegio de Registradores de la Propiedad

and new projects underway or due to start in the coming two years so we don't anticipate a shortage of stock except in ultra-prime areas where there is no more land to develop or where the planning required by the authorities has not been completed.

Swedish buyers and Brexit effects

Sweden overtook the UK as the nation with the most searches for Marbella property in Q2 2021, according to figures from Spain's largest portal Idealista. Although it should be stressed that these are purely statistics related to

web traffic to the portal. They do highlight a general trend and as seen in the stats on left page, we can see that here are other nationalities ranking higher the last years as buyers and it will be interesting to see if UK buyers will be back stronger in 2022.

Let us fulfil your dreams in 2022

Fredrik Serneholt
CEO at Serneholt Estate



WHAT BUYERS WANT



LARGER PROPERTIES

Oversized apartments or villas with multipurpose spaces that can be adapted as needed.



COUNTRYSIDE HOMES

With large extension of land, at a short driving distance to urban centres, which put you in town within 15-25 minutes drive.



SUSTAINABILITY CERTIFICATES

(such as BREEAM) and environmentally friendly building solutions



BIGGER AND BETTER COMMUNAL FACILITIES AND SERVICES

Larger swimming pools, gymnasiums with the latest fitness equipment, meeting rooms/co working areas and multipurpose rooms, children's play areas and a social hub.



EXCELLENT INTERNET CONNECTION

Excellent internet connection is required today since more and more people are working from home.



MODERN DESIGNS WITH A TRADITIONAL TOUCH

The architectural trend is changing in favour of a combination of homes with sleek modern lines with elements of the traditional Andalusian architecture.

What's it like to start all over in Spain?

An aerial photograph of a coastal town in Spain. The foreground shows a sandy beach with gentle waves washing onto the shore. A wooden pier extends into the clear, turquoise water. The middle ground is filled with a dense residential area featuring a mix of modern and traditional buildings, interspersed with lush green trees. In the background, a range of rugged, rocky mountains rises against a clear blue sky.

Linda Serneholt tells you her story of how it was to move, with her family from Sweden to Spain.



What's it like to start all over in Spain? Linda Serneholt tells you her story.

In 2014 we decided to relocate our family to Spain to try to live abroad for a year, just a few months later we were on a plane down to Costa del Sol and our house in Sweden was rented out for long term.

We realized early in our process that our plan to move abroad would take us to a place with more light and a better climate during winter and it took us just a few minutes to agree that we should look closer at Spain.

For the last decades most of our vacations have been spent in Spain and I probably have more weeks at different Ving Resorts around Gran Canaria than anyone else, but at the end this is something totally different and we decided to look at alternative locations focusing in areas with more ac-

tivity all year around and with less season based tourism. We started in Costa Blanca and in just three days we visited different areas, properties and the Swedish School to find out if this was it but we never got the right feeling here. A few weeks later we went to Costa Del Sol to do the same thing.

It was a cloudy day but I still remember when we passed the Marbella branded bridge and all the palm trees and we both had the feeling of being in Los Angeles. We looked at each other and said, we have to live here. This was even before visiting one single property.

As we both had worked in the Swedish real estate business for many years (since the year 2000), it was natural for us

to also work with this in Spain. To work as a Real Estate Agent in Spain it's significantly different to Sweden, but one of the main differences is that you work more with the buyers in Spain and it suits us perfectly.

We also noticed that our experience from our work in Sweden was very useful for us, the process to buy and sell properties has so many similar steps and even if the legal part is being handled by lawyers in Spain we still have an important role to make deals go through.

We started to work as employees, but after a few months we felt that we wanted to start our own company. Since Fredrik has been running several real estate offices in Sweden and also has Swedish real estate education, it felt like a natural step for us. We also realized that there was a lot we could implement from Sweden and that would improve the way of selling properties in Spain.

Changing countries with an entire family is a process but certainly not impossible. Step one for us was to travel to Spain and look at different properties where we could feel like home. We had contact with an agent who was committed to look for properties that could suit our wishes. We thought it was very easy to only have one agent to work with. Our agent put himself in our search well and since it's not exclusive here in Spain, the agent showed us the whole market, even if the properties were not part of their company. This makes the Spanish property market more flexible and you can rely on the agent, and trust that they look for



what is actually best for you and not only what is available within their company. After two days of viewings, we found our home. This was largely due to the pre work the agent made before we came and we got really inspired by the agent's way of guiding us to find our home.

When our home was found, step two was to visit schools where the children would love to be, because if the children did not like their new country, it was just to pack up and go home to Sweden again. We decided on the Swedish School in Marbella and it was a success. One of our sons is still there. Of course there are a lot of good international schools in the area but we choose Swedish as we thought we would be in Spain one year and the school follows the Swedish curriculum.

Many things are very different here. An example is after school activities. In Sweden this meant that your kids needed a quick meal before going to a soccer training or other activity and then coming back home for homework when it is completely dark outside.





”Children’s birthday parties are commonly at beach clubs”

Here we often go together to pick up the kids from school, bring some picnic and then meet up with other families at the beach. The extra hours of light gives so much extra time to be with the family before going to bed.

Another example that has been an interesting, and fun experience for us is the children’s birthday parties. Here many children’s birthday parties are at the beach clubs or in a

restaurant where children are always welcome. The children are free to run around and thanks to the sound of the beach, the sound level of the happy children is not an issue. Living in Spain is a dream for many and so for us, of course you miss the family and friends in Sweden, but they come and visit as much as they can. In our experience, us moving here has actually led to more quality time with family and friends. Of course you can’t see your friends everyday but on the

other hand, when we see family and friends, it’s more focused and therefore, in our experience, more quality time. We noticed, when we lived in Stockholm, all the people around us were too busy to even have time to meet once a month. Here in Spain life is easier and you tend to live more spontaneously. For example, on a rainy and cold November day you might not feel that tempted to dress your children and go out for a coffee. Here you just put on some light summer clothes and you can go out and be social.

To sum up, moving to Spain has been life changing for us. Our relationship is stronger than ever and we got ourselves a beautiful daughter just a few years ago to complete our family which we never guessed we would have before moving here.

We also were in a position where we made a career and it was a big risk leaving this behind us to create our own

company and start from nothing. But our last years with our company Serneholt Estate have shown us that we are on a successful path at the moment with five offices around Spain and almost 30 employees up and running.

What to think about before, during & after buying a property in Spain?

BEFORE BUYING A PROPERTY

Financing

Before actively looking for your dream property, it's worth considering how you're going to finance it by doing some calculations. You may then need to apply for a mortgage offer from your existing bank or optionally a Spanish bank. This will allow you to act fast when the right property comes along. You can usually borrow up to 75% of the property's market value from a Spanish bank.

We collaborate with Hypido which specializes in helping non-Spanish clients to find the best loans in Spanish banks. They collaborate with 15 different Spanish banks and can provide a proposal within 24 hours. You can read more about Hypido at www.hypido.com and make an application at about there.

Legal representation

A big difference in Spain compared to many other countries, is that the buyer – and quite often the seller – is represented by a lawyer. The lawyer will help you through the whole transaction, making sure everything takes place securely and as it should do. You can choose a lawyer yourself to help you through the process or we can put you in touch with one of our partners.

NIE number

To own a property in Spain you will need a Spanish tax ID number, known as an NIE number. You will need this to take over ownership of the property when you register your title. Your lawyer can help you get one when you have found the right property.

Choose an agent

It's important to look into the agent's ability to find just the right property for you. Look at the agent's expertise and commitment in representing the client's interests. Ask about their brokerage skills, how the agent performs their role in finding your dream property etc. At Serneholt Estate we always offer clear, on-hand communication throughout the time we work with you and our biggest focus is on you, the customer, at all times. It goes without saying that we will keep you informed and updated throughout the whole process. You will find that this is not so common in the Spanish housing market.



DURING THE PROCESS

Finding your property

Once you have got all preparations ready, you can start looking for the property and head off to Spain for some viewings. As a company, we can make a big difference for you. Send us a wish list and we'll find the best of what the market has to offer. We'll also plan your viewings, so that you get to see the most suitable properties for you during your visit.

Viewing properties

A successful viewing is the result of commitment and sensitivity on the part of the agent. As agents, we focus intently on your particular wishes. In this way, you only get to view the properties that we know definitely meet your wishes. During viewings it's a good idea to inspect the property as carefully as possible, since all property in Spain is sold in its existing condition and it's very difficult to claim for any defects once you've signed the contract. If you don't know how to go about inspecting the property you can always contract a surveyor to conduct a survey. Your lawyer will always conduct the legal enquiries and searches on the property.

Auction / Reservation

Auction is not as common in Spain as in other countries. Instead, the seller normally goes with the buyer who's prepared to pay the asking price. The final price of the property is also often decided through a negotiation between the buyer and seller. When you have found the right property, we'll help you negotiate the price and terms with the seller, after which a reservation contract is generally drawn up. A reservation fee (usually 6,000 euro) is also payable at this time either to your lawyer's client funds account or to our client funds account. Around 2-3 weeks later, the private sales contract is drawn up, which is prepared by your lawyer after the legal checks have been done. A deposit of 10% of the purchase price, less the reservation fee, is usually paid at this time.

Payment

The notary receives the payment, and after paying the taxes and fees, he distributes the final balance to the seller. The seller receives 97% of the purchase price. You, as the buyer, pay the remaining 3% to the Spanish tax office. This acts as a security to ensure that the seller fulfills their tax duties and declares any capital gains from their sale in Spain. When the seller has then met all the official requirements, the 3% will be refunded to them.

LAST BUT NOT LEAST, AFTER COMPLETING THE PURCHASE

Access to the property

You will receive the keys from the seller at the meeting with the notary, after which you can move straight into your new property. The seller is responsible for leaving the property in the condition (legally and physically) and with the installations and licences stated in the sales contract. Remember, that the same requirements might not apply in Spain as in your country, e.g. thoroughly cleaning the property, and the property is usually left in its present condition for the new owner, unless otherwise agreed between the parties.

The actual costs when buying a property

The normal purchase costs of a Spanish property are estimated at between 10% and 14% of the purchase price and in most cases are slightly higher for new developments than for existing properties. We have summarised the costs linked with buying your home below:



TRANSFER TAX 7 %

A transfer tax is payable on the sale of existing properties, which amounts to between 8% and 10% of the sale price, although this can vary depending on the region. The tax is often higher for more expensive properties. The transfer tax is payable by the buyer



VALUE ADDED TAX AND STAMP DUTY

Value added tax at 10% is payable on properties being sold for the first time, e.g. new builds. In addition to VAT, stamp duty is payable for the issue of the legal documents. This is normally around 0.5% of the purchase price, but can be 1.5% in certain regions. Both taxes are payable by the buyer.



NOTARY FEE AND TITLE REGISTRATION FEE

The Spanish government determines the notary fees, the cost of which depends, among other things, on the property's value and how many pages the sales contract has. In most cases the cost is between €500 and €800 and is usually paid by the buyer.



SERVICE CONNECTION CHARGES

When you buy a new development, you have to pay for the electricity, gas and water to be connected and a meter to be installed. This is often taken care of by the building company. This costs around €300.



BORROWING COSTS

If you take out a bank loan in Spain to finance buying a property, this loan will be subject to stamp duty of between 0.5% and 1%, depending on the area the property is in. The bank granting the loan will also require a property valuation to be done. This costs around €300 to €500. Most banks also charge a startup fee of around 1% of the loan amount.



HOMEOWNER COSTS

Properties in Spain are subject to a local property tax, which is paid regardless of whether the owner permanently resides in the country or not. The tax is between 0.5% and 1.2% of the taxable value. The average cost of the homeowner tax lies between €200 to €1000 a year, but can be higher for more expensive properties. All owners of Spanish properties, including those resident abroad, must submit an annual Spanish tax declaration.



LEGAL FEES AND TRANSLATION FEES

Legal fees vary depending on the services included in the purchase and its complexity. Most lawyers charge around 1% plus VAT of the property's purchase price, although there is normally a minimum fee. The fee is often negotiable for more expensive properties. Some charge by the hour and others offer a set fee.



INCOME TAX

The tax is based on a theoretical benefit of owning the property and is calculated as a percentage of the taxable value. The cost is usually relatively small for most properties, often a couple of hundred euro or less per year.



How's work as a Real Estate Agent in Spain?

A charismatic hard working project leader with great sales skills and a good listener, dedicated to work and sees real estate as a lifestyle and not a job. That is what defines a successful agent in Spain but how is it really to work as an agent?

First of all you will need to be a good listener and you have to be available for your clients when they need you. There is no such thing as 9-5 work being an agent. Normally our clients contact us in their spare time, early mornings, late evenings, weekends and of course during holidays and from the first contact to get an answer we have a maximum of one hour before the client contacts someone else. The moment they involve another agent our chances to be successful with the sale decreases a lot.

There is no cost for a buyer to hire a agent

As a buyer you can hire an agent to work for you to find your property. Most of the properties are being sold on the open market and your agent can show you all properties available, even if they are listed with another agency. There is no need to contact different agencies or agents to get the viewings you want. Most important is to find an agent you feel trust in and that will work dedicated to you. The commission to the agent is always paid by the seller.

Talk about financing

One of the most important things that many agents forget to talk to the clients about is financing. They normally spend most of the conversation about the dreams, properties and areas of interest for the client but forget the most important question "Do you have the money to purchase a property, if I can fulfill all your dreams and find you the right property". With the answer to this question you could save time and really help clients to the next step.

Availability make a big difference

To be available for a client during all times is not always as easy as it sounds. It will affect your private life and you will need to be able to navigate and prioritize all calls and contacts in the best way to learn how to live and breathe real estate and still get free time.

The reward for being an active agent with lots of sales is referrals from clients. All people working with sales know how important a referral is in success rate, there is no such lead from any portal compared to this kind of client. Well handled you will sell to 90-100 percent of your referral clients and this is also proof that you are doing not just the expected, you are doing a great work!

Every search for a property is like a unique project

With all the details in place and a trip to Spain is arranged it is time to plan for viewings. High knowledge about areas, properties and your clients will be helpful to prepare for viewings and your goal is to not show your clients everything on the market, just the few units that really match their requirements and needs.

But even with just 5-7 different properties to show, you still have to make a plan, where, when and why are questions we need to answer on each property we visit before going there. A successful agent always has a plan before first viewing what the client will like and what they will sell in the end. A good agent also knows how to handle a client's needs and requirements and can find properties outside the box and something they did not know before that they really wanted.

Close collaboration with a lawyer

In Spain you are not responsible for the legal matters as an agent. Therefore it's important that you work close to law firms that could help you and your clients to secure a safe deal. The law firm will handle all the contracts, make sure the due diligence is performed on each property and help your client with purchasing a property in Spain in a safe and harmful way. We always recommend our clients to use a lawyer to avoid problems with the purchase but they are also helpful for us as agents before even going on viewings when we can use them to find out if a property is legal or not even before we take a client there.

Last but most important is to have fun, real estate is a lifestyle and you have to enjoy it to live it.





Kathrine Browall
Real Estate Agent, Marbella

How many years of experience as a sales agent do you have?
I have 7 years of experience.

Why did you choose to work as a real estate agent?
I choose to become a real estate agent because I really enjoy to work closely with my clients and help them in the process of finding the dream property. I worked in the hospitality industry for 25 years and I love to exceed the customer expectations.

What is the most difficult situation you have experienced in your profession?
The most difficult situation is by far when you find the dream property for a client and then someone else was faster to reserve. That is always disappointing for the client.

What is the best part of this profession?
The best part is that I get to meet so many interesting clients that I eventually can call my Friends. I like to see myself as a project manager for my clients, and I will help them in every step during and after the sale. Being a real estate agent is more a lifestyle than a job.

How many years of experience as a sales agent do you have?
More than 5 years.

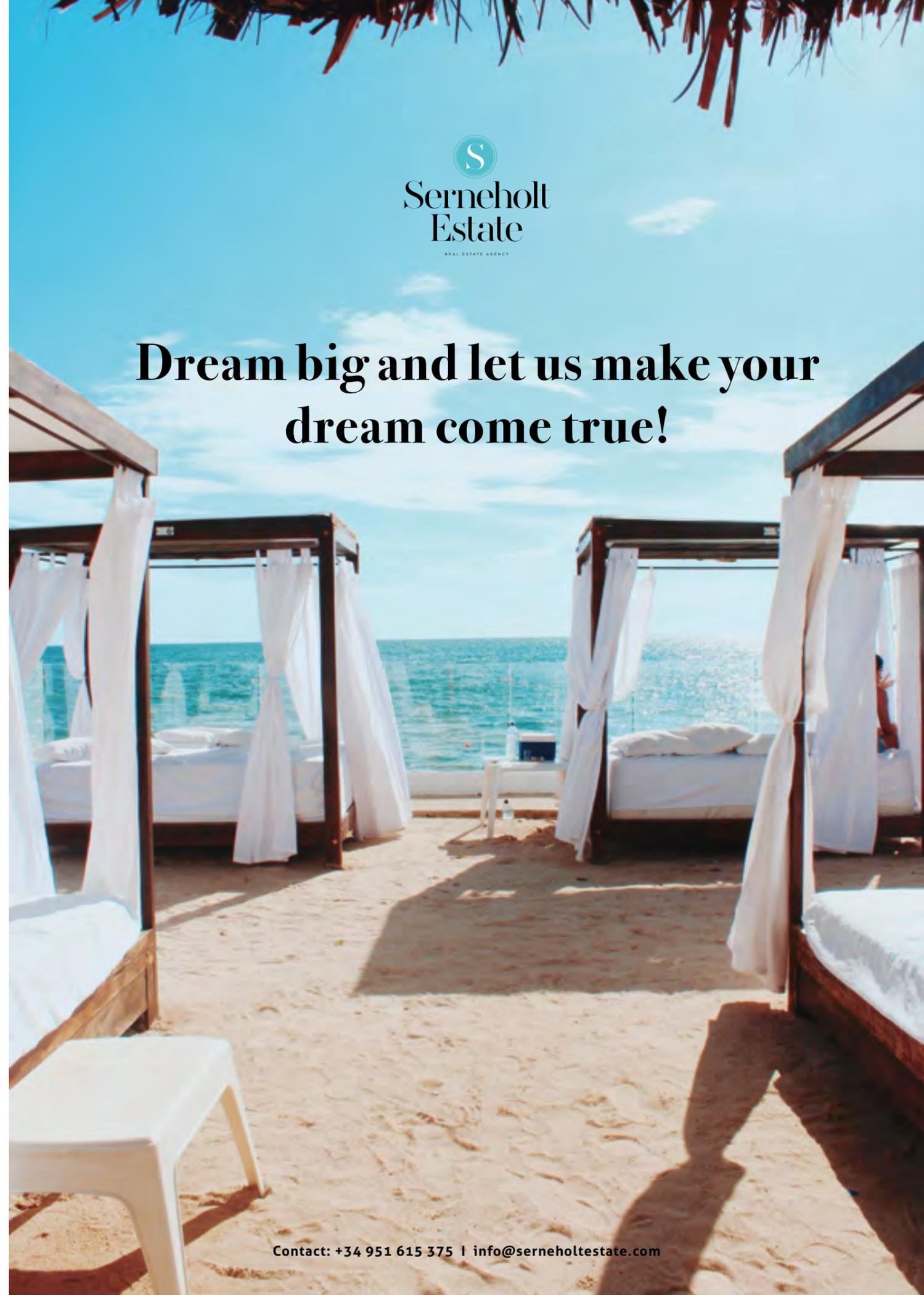
Why did you choose to work as a real estate agent?
A friend of a friend offered me as position as a real estate agent. He believed I would be a good fit. He was right you could say :)

What is the most difficult situation you have experienced in your profession?
When I was with a customer and we found their dream home. We agreed on a price with the owner and everything was in order. Then, when the lawyer starts to review the home, it turns out that the owner has lied about several things. Some renovations were undeclared and not registered. This is not resolved yet so we'll see how it goes.

What is the best part of this profession?
To see fantastic places and homes and meet interesting people who want to buy a home down here. The job offers a great variety that means you can never get tired of it. Everything from holiday apartments to investors who want to buy houses and businesses. I love it.



Fredrik Jonsson
Real Estate Agent, Estepona



Dream big and let us make your dream come true!

Alicante

Alicante – The Spanish east coast’s most charming of cities offers a pleasant atmosphere, plenty of restaurants and a fabulous beach life. All in within walking distance. The Serneholt Estate office in Alicante is run by Gustav Keding, who has many years’ experience in the real estate agency business, both in Sweden and in Spain.

Why did you decide to become a franchisee of Serneholt Estate?

I chose Serneholt Estate because it is a company that’s looking forward and developing and always puts the customer first. With It’s targeted approach and vision, Serneholt Estate dares to challenge It’self and find new paths so as to always be able to give the customer the best conceivable service whether you’re selling or buying.

Which areas do you represent?

We represent the whole of the Costa Blanca, so we have a large area, which we see as positive. We’ve actually worked as estate agents in the area for around five years, which can only be an advantage for us.

Tell us, why should buyers buy a property in your area?

What’s good about our area is that there’s something for everyone. Here, you’ll find everything from towns right on the beach to mountain villages with magnificent nature and views. We have fantastic golf courses, a rich cultural life, world-famous food culture and, perhaps best of all, some of Spain’s best beaches. Couple all this with It’s great inhabitants and, in comparison with many other Spanish coasts, low prices, this is just perfect for a place in the sun. And we must most certainly not forget the climate, with around 320 days of sun, it’s just luxury all year round.

What are the popular areas to visit?

There are many popular places here on the Costa Blanca, which is really great. Orihuela Costa and Torrevieja have been popular among many Scandinavians for a long time. This is because of the unbelievably fantastic properties that have been built here along the beautiful beaches as well as the golf courses in the area. You’ll also find a very international feel in the services and restaurants here. We have the coast’s Residence city, Alicante, situated just 15 minutes from the international airport. Alicante is a genuine Spanish city with a fabulous range of restaurants, shops and all other conceivable services. You’ll find great beaches and a harbour to while away your time in the sun.



FACTS ALICANTE

Population: approx. 330,000 in Alicante, approx. 100,000 in Torrevieja, and approx. 90,000 permanent residents.

Distance to airport: 15 minutes from Alicante city. Approx. 1.5 hours from Alicante’s outlying areas.

“This is where people looking for a vibrant city life and also the opportunity to visit the area’s many vineyards, stunning mountain villages and waterfalls come.”

There are good connections by train and bus right the way up to Denia in the north. In the north, you’ll find everything from the famous Benidorm with It’s skyscrapers to some awesome nature with mountains lining the coast. This is where people looking for a vibrant city life and also the



opportunity to visit the area’s many vineyards, stunning mountain villages and waterfalls come.

Have you any good tips for restaurants?

There are all sorts of restaurants with one Michelin star or more along the coast. But some of our favourites are **Manero** in Alicante and **Restaurant Nautilus Punta Prima**.

Tell us, where do you go on your days off?

The market hall in Alicante with all It’s fantastic food and atmosphere. Here you can buy fantastic raw ingredients and combine it with one of the many good, cosy coffee bars for a spot of food or a drink.



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LA MARINA, ELX - Villa
Bedrooms: 3 Bathrooms: 3 Size: 241
PRICE: 386.000€

REF: 361-01735p



GRAN ALACANT, SANTA POLA - Villa
Bedrooms: 2 Bathrooms: 2 Size: 86sqm
PRICE: 260.000 €

REF: 361-03773p



VILA JOIOSA - Villa
Bedrooms: 3 Bathrooms: 3 Size: 90.35 sqm
PRICE: 425.000 €

REF: 361-02780P



POLOP - Villa
Bedrooms: 3 Bathrooms: 3 Size: 388sqm
PRICE: 650.000 €

REF: 361-03688p

Fuengirola

Fuengirola, located along the Costa del Sol's beautiful beaches, is a town with an international character, both in term of it's inhabitants and culture. Lots of northern Europeans have moved here permanently, owing very much to it's climate. Fuengirola counts among one of the bigger tourist areas on the Spanish south coast and offers a whole seven kilometres of sandy beach with It's own boardwalk.

Why did you decide to become a franchisee of Serneholt Estate?

For us, it was a dream come true. Partly by becoming our own bosses and partly by working in something we love, i.e. helping others realise their dream homes. Since we bought our own house through Serneholt Estate, we loved the familiar but also serious business culture. We love belonging to a family with high ambitions and a well-honed sense for customer service and peace of mind.

What are the popular areas to visit?

Lunch in Mijas Pueblo is a must, shopping in the small, cosy shops in Fuengirola or playing golf at one of the many golf courses (15 in all). Playing paddle tennis, riding, hiking, cycling or visiting small olive groves. Visit the old fortress from the 900s or why not go shopping at our superb indoor shopping centre, Miramar. For families with children, we also have a water world and zoo.

Tell us, why should buyers buy a property in your area?

Since all of Mijas, Fuengirola and Benalmádena are in our region, we have something to offer everybody. Small, simple apartments to larger apartments and villas. Relocation to a cosy, beautiful Spanish area or to one of the many modern newbuilds currently being developed. Our region offers a number of different international schools and we also have the Swedish School here in Fuengirola, which provides education from preschool up to three years' upper secondary. Combine this with the connection by train from Málaga via the airport is probably what we think makes it most unique.

Our area is also very strategically located between Málaga and Marbella. It's easy to enjoy everything the larger towns have to offer, while also being not far from the ski slopes in Sierra Nevada, hiking along one of the fantastic hiking trails, great swimming along the miles of beaches or a good lunch or dinner in a white Spanish mountain village. There are lots of exciting places to go for everybody, whatever stage in life you're at. Fuengirola, with It's charming Spanish small town feel and location directly by the sea, is very popular. Here you can go anywhere without having to drive. Benalmádena, which for the most part lies high up, yet directly by the sea, offers both wonderful views and also proximity to the beach and sea. Last but not least, the whole of Mijas, which mainly lies alongside the sea, where you can find some very good-value properties.

We also have a large number of the Costa del Sol's golf courses here with properties located directly alongside.



“We love belonging to a family with high ambitions and a well honed sense for customer service and peace of mind.”

Have you any good tips for restaurants?

One of our own favourites is La Isla, which is a genuine Lebanese restaurant, which is like an oasis in Torreblanca. We can't compare it to any other Lebanese restaurant we've visited.

And not forgetting, all the fabulous tapas restaurants around "El Chorros square" in Fuengirola. They won't disappoint. If you're looking for something a little more luxurious, we have a Michelin Guide restaurant called Sollo, which is in Benalmádena

Tell us, where do you go on your days off?

The old mountain village of Mijas Pueblo, without doubt.

FACTS FUENGIROLA

Population:
Fuengirola (2018) 75.000
Mijas (2018) 80.000
Benalmadena (2018) 68.000

Distance to airport: Málaga airport approx. 20 minutes by car.



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MIJAS COSTA - Apartment
Bedrooms: 4 Bathrooms: 3 Size: 238 sqm
PRICE: 444.000 €

REF: 361-03429P



FUENGIROLA CENTRO - Apartment
Bedrooms: 3 Bathrooms: 2 Size: 132 sqm
PRICE: 429.000 €

REF: 361-03535P



MIJAS COSTA - Apartment
Bedrooms: 2 Bathrooms: 2 Size: 89.74 sqm
PRICE: 484.000 €

REF: 361-02672P



MIJAS - Townhouse
Bedrooms: 4 Bathrooms: 2 Size: 171 sqm
PRICE: 345.000 €

REF: 361-03274P

Marbella

Marbella, the city which, perhaps, most people associate with luxury yachts and exclusive shops, but which has so much more to offer. Here, there is something for everybody and the demand for property continues to be sky-high despite rising prices. Serneholt Estate in Marbella was established in 2016 on the Spanish sunshine coast by owners Linda and Fredrik Serneholt. Fredrik is a qualified real estate agent and, together, they have more than 30 years experience of the Swedish property market.

FACTS MARBELLA

Population: approx. 142,000.

Distance to airport: Málaga airport approx. 45 minutes by car.

Tell us, why should buyers buy a property in your area?

If you want to get the absolute most out of your stay, then this is the area you're looking for. Here, there's always something to do, if you want, or you can simply enjoy the weather and good food. If you're feeling restless, Sierra Nevada with good skiing is just two hours away, or why not pop over to Morocco for the day?

What are the popular areas to visit?

Nueva Andalucía is a very green area, also called Golf Valley. Here, there are lots of golf courses and an abundance of restaurants and bars. You'll also find the Swedish School in this area. In **Puerto Banús** there are lots of luxury shops and the big department store, **El Corte Ingles**, as well as beautiful beaches and a boardwalk. If you want to see real luxury yachts and cars, this is the place to come!

Between Marbella and Puerto Banus lies **The Golden Mile**, along which you'll find a whole host of hotels of all classes. The most famous are **Puente Romano** and **Marbella Club**. In Marbella It'self, there's a fabulous boardwalk, home to many restaurants and small beach bars. For a touch more charm, head up to Marbella's old town, where, among other things, you can see the annual Lucia procession put on by the Swedish School.

San Pedro, which lies between Marbella and Estepona, is a municipality with excellent infrastructure, with lots of cycle paths and playgrounds for children as well as a magnificent boardwalk, which stretches the whole way to Marbella. In San Pedro town there are lots of great shops and restaurants.

Have you any good tips for restaurants?

Just as golf restaurants are good in most countries, so are they here too. Puente Romano has many restaurants to suit most tastes. If you want Spanish tapas, Lekune Bar de Pintxos in Marbella is a good alternative!



Tell us, where do you go on your days off?

If it's not too hot, it's worth climbing La Concha, which is about 1,200 metres high. If you don't want to climb to the top, there are lots of fantastic hiking trails in the vicinity. The boardwalk in San Pedro is also a favourite for all the family. We spend a lot of time here, in summer and winter. If we're missing the winter and snow too much, we go to Sierra Nevada, which is only two hours away by car. We usually say that you can ski in the morning and round off the day with a dip in the sea in the afternoon in Marbella.





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NUEVA ANDALUCÍA - Apartment
Bedrooms: 3 Bathrooms: 2 Size: 116 sqm
PRICE: 595.000 €

REF: 361-03750P



MARBELLA - Apartment
Bedrooms: 1 Bathrooms: 1 Size: 91 sqm
PRICE: 395.000 €

REF: 361-03664P



LOS FLAMINGOS, BENAHAVIS - Villa
Bedrooms: 6 Bathrooms: 6 Size: 798
PRICE: 5.900.000 €

REF: 361-03702P



NUEVA ANDALUCÍA - Villa
Bedrooms: 5 Bathrooms: 5 Size: 695 sqm
PRICE: 8.900.000 €

REF: 361-02157P

Estepona

Estepona is the city that, despite tourism, has kept its Andalusian charm and that offer picturesque side streets, beautiful beaches and many good restaurants. Estepona has definitely become one of the Costa Del Sol most popular cities to buy a property in. Serneholt Estate Estepona is owned and run by Fredrik Jonsson.

Why did you decide to become a franchisee of Serneholt Estate?

I liked the fact that the owners of the chain live in Spain and that they have their head office here. That's not so usual among the other Swedish chains.

Tell us, why should buyers buy a property in your area?

Estepona is a municipality that is on the rise and is becoming more and more popular for people to buy their new permanent or second home. It's a genuine Spanish city that has everything you need. It has beautiful nature for long walks, long beaches and a large selection of domestic and international restaurants.

Furthermore, you can find homes in all price ranges here so it allows everyone to find their dream home. Estepona is called "The garden of the Costa del Sol" and it is thanks to our incredibly popular mayor who in recent years has given priority to cleaning up the city and plants and flowers are really taken care of.

What are the popular areas to visit?

What first springs to mind is obviously the Old Town in Estepona. There you can stroll along the bar and restaurant street, **Calle Real**, and check out the orange trees and all the flowerpots hanging on the walls of the houses (each street has flowerpots of a different colour).

This street is home for many restaurants offering typically Spanish dishes. The square in Estepona is called **Plaza de las Flores** and you'll find a lot of flora to look at here too. It all feels very calm and relaxed when you walk around the narrow streets, admiring the cosy houses surrounded by such greenery. Lots of the many streets in Estepona have been paved with new flagstones, for example. Another area which has become popular in Estepona is **Cancelada**. It offers lots of lovely, good-value properties.

Have you any good tips for restaurants?

Chiringuito el Madero: Here you sit on La Rada beach in the middle of the city and enjoy the view of the Mediterranean Sea all the way to Africa and Gibraltar. Here you can get classic "chiring vending machines" such as fresh grilled

fish, squid, mussels, seafood or if you prefer, a good piece of meat. There is something that suits the whole family. Perfect lunch spot whether you have spent the day on the beach or wandered around the old town.

La Escorella in Estepona harbour – If you're looking for fish or shellfish, this is the place to go. It's not possible to reserve a table, so you either need to get there early or be happy to wait at the bar for a table. It's a locals' favourite!



Restaurant El Cortijo: Located on a corner on Calle Caridad which is crammed with lots of good restaurants. This restaurant breathes passion for Andalusian cuisine and Spanish way of life: fresh products and tasty tapas to share with friends and family.

El Pilar has opened in the main square Plaza de las flores. Good restaurant and a rooftop bar that opens at 17:00 in the evenings overlooking the old town.

Tell us, where do you go on your days off?

Between the city of Estepona all the way to Playa Guadalmanza is a beautiful beach promenade called **Senda Litoral**. I love taking my family here for a walk and finish at the amazing restaurant, Sonora beach.



FACTS ESTEPONA

Population: approx. 67,000 in the municipality.

Distance to airport: Málaga airport approx. 50 minutes by car. Gibraltar airport approx. 45 minutes by car.





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ALEXIA LIFE PHASE III - Apartment
Bedrooms: 2-3 Bathrooms: 2
PRICE: 305.500 - 815.750 €

REF: 361-00219G



AGRA RESIDENCIAL - Townhouses
Bedrooms: 3 Bathrooms: 3
PRICE: 283.500 - 377.000 €

REF: 361-00220G



SERENE - Semidetached
Bedrooms: 3 Bathrooms: 2-3 Size: 118-222 sqm
Phase 2- coming soon

REF: 361-00135G



SILK - Villa
Bedrooms: 4 Bathrooms: 4 Size: 318.66 sq
PRICE: 999.000 - 1.390.000 €

REF:361-00193G

Manilva

Manilva is a perfect place for you who wish to live an easy and joyful life by the sea, close to golf and great restaurants. The Manilva office is run by the Swedish couple Eva Henrysdotter and Christian Najjar. They have many years experience as Estate Agents and adequate education within the field. To get a better picture of these areas, we asked Eva and Christian a few questions, who explain the thinking process behind their decision to set up business in Manilva/Casares.

Why did you decide to become a franchisee of Serneholt Estate?

Serneholt Estate has a good reputation and an attractive business culture. These points were important when we decided to set up a business here in Spain. We have many years experience of the profession and I essentially have estate agent qualifications, replies Christian. We are very aware of the importance of maintaining a high service level, but also acting according to what is considered good professional practice and we recognise the obvious advantage of belonging to a chain of offices along the entire coast. It benefits our customers, says Eva.

Which areas do you represent?

Primarily Manilva and Casares, although we work along the entire coast.

Tell us, why should buyers buy a property in your area?

When you appreciate value for money and realise that you get considerably more for your money by simply moving 15 minutes further away from the airport. When you appreciate what is genuinely "Spanish" must be preserved and realise that the future is moving south and that this

area is probably next in line to undergo an accelerating and positive price development. When you appreciate the proximity to gems such as Gibraltar, Tarifa, Cadiz and the Portuguese border, which all are within reach, and not least Estepona which you reach in 15 minutes, Marbella in 30 minutes. Then, you should buy a property in our area.

What are the popular areas to visit?

The harbour in Duquesa is, in many people's opinion, the nicest port along the coast. Perfect in size with a cosiness factor beyond belief and a wide range of restaurants and bars.

The beaches are miles long in both directions with promenade along these beaches. It never feels too crowded here.

The Roman baths in Casares are sulphur-rich outdoor baths dating back to the days of the Romans. It's said that even Julius Caesar dipped his toes in these waters. Sharing tubs with Julius Caesar earns you bragging rights.



"We are very aware of the importance of maintaining a high service level, but also acting according to what is considered good professional practice and we recognise the obvious advantage of belonging to a chain of offices along the entire coast. It benefits our customers."

The vineyard in Manilva is a must for wine lovers. Here, they produce a sweet, white wine which is quite popular.

"El Castillo" is the old fortress situated next to the port in La Duquesa and in the midst of what used to be an old fishing village. You will find a number of really good restaurants here, which carry black belts in marine dishes.

Golf, the proximity to some of the best golf courses on the coast such as Finca Cortesin, Valderrama and Sotogrande. Over a stretch of 100 kilometres, you can choose between more than 70 different golf courses.

Have you any good tips for restaurants?

This is a hot tip for those who haven't got round to becoming vegan yet, restaurant El Estribo. You will have difficulties finding better meat in the area. Should you prefer fish, we can recommend Delfines, which is in the

Castillo area. Indian or Mexican food? Then Chilli is our no 1 favourite. You will find good tapas bars around here too.

Tell us, where do you go on your days off?

The port in La Duquesa. Nothing beats sitting down at one of the outdoor cafes on a sunny day with a cold drink and Latin sounds coming from the speakers. If you're prepared to drive about 45 minutes south, we'd definitely choose Tarifa. There you can enjoy the marvellous beaches and watch all the kite surfers. A fantastic place, relaxed and picturesque with narrow lanes, cosy shops etc. If you like skiing, Sierra Nevada ski centre is just three hours away by car. There is a whole range of places close by, which you can visit in just one day. Ronda is an example, not forgetting Juzcar (the village of the smurfs), Genalguacil "the art village" and Setenil de las Bodegas where some houses are built into the mountain. Quite a sight.

FACTS MANILVA

Population: approx. 16,000 year-round. Considerably more during the summer months.

Distance to airport: Málaga airport approx. 1 hour by car. Gibraltar airport approx. 40 minutes by car.





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DOÑA JULIA, CASARES - Apartment
Bedrooms: 3 Bathrooms: 2 Size: 140 sqm
PRICE: 235.000 €

REF: 361-03727P



COTO REAL, MANILVA - Apartment
Bedrooms: 2 Bathrooms: 2 Size: 88 sqm
PRICE: 186.000 €

REF: 361-03735P



SAN DIEGO, SOTOGRANDE - Villa
Bedrooms: 6 Bathrooms: 5 Size: 320 sqm
PRICE: 965.300 €

REF: 361-02032P



FINCA CORTESIN, CASARES - Villa
Bedrooms: 6 Bathrooms: 4 Size: 582 sqm
PRICE: 1.290.000 €

REF: 361-01965P



Malaga port

Cities to visit around Costa del Sol

There are many beautiful, cultural, relaxed and fun cities you can visit when you live, or are visiting, Costa del Sol. Within a few hours trip from Málaga, there is something for all type of interest. From historical monuments, incredible caves to exotic beaches and picturesque towns in Andalusian style. We have selected four cities well worth a visit.

First out, the capital of the Province of Málaga. It's a medium big city with a population of 590.000, located next to the port with beautiful beaches where there is space to enjoy all kinds of sports, picnic and sunbathing. In summertime you see people spending hours at the beach. Downtown Málaga is the core of this city with beautiful streets dressed in cobblestones and houses in charming Andalusian style. You can really feel the history mixed with a modern city while strolling around here and

within walking distance you can reach their three most famous historical monuments such as: Alcazaba which is the palace built in 1057 with stunning views of Málaga. The Cathedral of Málaga is a Roman catholic church constructed in 1782. It's well worth a visit to see the impressive architecture in renaissance tradition. Last but not least, the Roman Theatre, it's one of the remaining symbols of Roman Hispania in the city. The theatre has a modern interpretation centre where new technologies

present the life and customs of the time. Furthermore, from time to time it's actually even used for different types of shows.

For the ones into art, the Picasso museum is well worth a visit. Here you can see where and how this famous andalusian artist was living and at the same time enjoying selected pieces of his art. Another interesting museum is CAC with some of the world's top artists exhibited or Carmen Thyssen Museum with part of the giant Thyssen art collection. The art gives an insight into Spanish life not so very long ago.

For the ones that prefer to see Málaga without museums, history or similar, there is something for you too. The city has great shopping and plenty of restaurants. You can easily spend a whole day (or two) just walking around and enjoy the vibe of this beautiful city and finish the day with dinner by the beach watching the sunset.

Only 45 minutes North from Málaga, you can reach the city Nerja. Nerja is popular locations for tourists because of its tropical weather, picturesque beaches with turquoise water and incredible (*and sometimes a bit scary*) caves. Many people go here to enjoy the tropical beaches and do water sports such as canoeing or snorkeling in the caves. The beach Burriana, is one of the most popular beaches in Nerja with a wide beach, great restaurant and small and unique shops. In summertime all ages go here to spend the whole day by the beach. For the ones that want to experience a bit more unique, private and intimate beach, Calahonda Beach is a recommendation. It's a small and intimate beach protected by caves. To go there it's a swirling road and last part you have to walk, but trust me, it's worth it. The sea in Calahonda Beach is amazingly clean and the sand is so soft. Nothing can be bought on the beach so remember to bring snacks. This is a very popular beach so if you are going here, come early since



Street in Frigiliana

otherwise the parking tends to be full, after 12 a clock the parking can be difficult or even impossible.

If you are fascinated by the nature and caves, you have to see "Cueva de Nerja" (The cave of Nerja). It has the size of 4.823 meter and it takes approximately 50 minutes to walk it through.

A popular town close to Nerja in Frigiliana, it's only 15 minutes drive up from the coast of Nerja to Frigiliana. It's a beautiful town in traditional Spanish style with art galleries, boutiques and most importantly, the astonishing views. It's a perfect trip for a nice walk through the town, see some shopping and enjoy a long lunch with views over Costa del Sol.



The beach Calahonda



The roman bridge in Cordoda



Patio in Cordoda



Flamenco dance

Another popular location a bit further from Málaga but still within Andalucía is the city Cordoba. It's located 159 km from Málaga and you can go there by train, bus and of course by car. The city has a population of 300.000 and it's divided into a historical part and new part. Cordoba was a muslim regim until the year 1236 when the christians took over the city but, you can still see remainings of the muslim epoke such as in the mosque-church. When the christians took over the city they changed the existing mosuqe into a catholic churh but you can still see parts left from the time when it was a mosuqe. In front of the moque-church is a well kept roman bridge from where you can walk between the old town and the new part.

You can feel that Cordoba is a large city (for being in Andalusian) but with almost everything within walking distance. If you go there by summertime, a most is to look at all the patios where the locals decorate the walls with flowers. In May theres a competion about the best decorations in patios and from there it keeps on decorating the city. Cordoba is full of unique shops, galleries and cosy restaurants, it's a perfect city for the one who want to feel the pulse of a litle bit bigger city and spend the day walking and enjoying this beautiful, historical city.

Least but not last, Cordoba is famous for the size of their tortilla de patatas, you have to try it when you are there.

Sevilla is the biggest city of Andalucía and you can easily spend a couple of days here enjoying a mixture of flamenco dance, architectural design, history, shopping and great food. Sevilla is one of the warmest cities in Spain and the heat is almost all year round. To prevent the heat, the city invest a lot of resources on trees and plants, therefore the streets of Sevilla is beautifully

decorated with orange trees and flowers. Like many other cities, Sevilla as well has a famous Cathedral that was overtaken from the muslims in the year 1248 and, since then been used as a Cathedral. Tickets can be bought at the spot but if you can plan in advance, much better to buy the tickets online since then you can skip the long queue that's always there for entering. On one side of the Cathedral is an entrance only for tickets bought online. From the tower of the cathedral you can see Seville from 360 degrees from 43 meters height.



The Cathdral en Sevilla



Let us help you find your dream home!

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