

HOME FAIR

COSTA DEL SOL



**Invest with
success in
Malaga** [P2-3]

TECHNOLOGY

Domotics for
the home

Automation in the
home improves
quality of life [P6]



MARKET

The property
sector is growing

The province is among
those which have
overcome the crisis [P7]





A SPECIALIST FAIR FOR PROPERTY AND HOMES ON THE COSTA DEL SOL

On this occasion the event, which starts today and continues until Sunday, includes an interesting programme of seminars

Showing the opportunities for residential investment on the Costa del Sol is the objective of Home Fair Costa del Sol, a property and home fair which is taking place from Friday 7 to Sunday 9 April at the Palacio de Congresos y Exposiciones in Torremolinos.

For these three days visitors to the fair will find a large number of Spanish and international stands, all relating to home and life on the Costa del Sol.

The first fair of this type was

held in Estepona last November and this second one has grown in every way, not just the number of stands but also the amount of information and entertainment available, and in terms of the people for whom it has been designed. "Last year we focused principally on the Belgians and Dutch, but this time we wanted to make it much more open because we realised that Spanish people and other foreigners are also interested in coming to an event like this, where they can find absolutely everything re-

lated to the home", say the organisers. To reach this public the event has had the special collaboration of Diario SUR.

It is a fact that in recent years Spain has become the principal choice for the European market in terms of a second home, especially among people from the north of the continent.

In the case of Malaga province, the climate, culture, leisure facilities and quality of life have encouraged a reactivation in the property market. In 2016 there were 6.6 per cent more property sales than in the previous year, with more than 26,000 contracts signed.

For these reasons, it is not surprising that the opportunities for property investment have placed Spain, and the Costa del Sol especially, in an advantageous situation in terms of foreign investment in second homes or even main residences.

A global and complete service

The fair, which is organised by Advice Group Spain SL, brings together a wide variety of exhibitors from Spain and abroad, who specialise in advice on different aspects not only of the property sector but the overall quality of life offered by the Costa del Sol.

As well as seeing the types of property available to buy or rent through specialist agencies, visi-

tors will be able to find companies and professionals who provide services such as interior and exterior design, construction and renovation, architects, service providers, estate agencies, legal and financial advisers, insurance brokers and more. In total there are about 30 different stands at this year's fair in Torremolinos.

The first day, Friday, is aimed mainly at the professional market, while the rest of the weekend is focused on the general public.

This year the fair will also include seminars on matters of interest to professionals in the sector as well as private investors, such as renting and buying property, matters relating to IVA, Brexit, and more.

There are also two restaurants so that the visitors can enjoy their day at the fair in full. These offer a variety of food, including traditional local dishes, as well as imported Belgian and British beers.

Entry to Home Fair Costa del Sol is free of charge for those who register in advance via the web page www.homefaircostadelsol.com/es/visitantes/registracion-visitante, otherwise entry costs five euros per person.

Home Fair intends to become the principal property fair on the Costa del Sol, and organise at least two editions a year. So far two future dates have been earmarked: 27 to 29 October 2017 in Marbella, and 7 to 9 April 2018 in Malaga city.



VISITORS

The fair will have a wide variety of stands to guide and advise visitors, in different sectors relating to homes and life on the Costa del Sol. Visitors will be able to find local specialists on subjects such as interior and exterior design, construction and renovation, architects, service providers, estate agencies, legal and financial advisers, insurance brokers and many more.



EXHIBITORS

Home Fair Costa del Sol has Spanish and international exhibitors who specialise in the market in southern Spain. They all offer information with no obligation, answering any queries people may have on any subject.

As well as approximately 30 stands specialising in the sector and providing theoretical and practical assistance, the fair has two restaurants and a catering service for food and drink during the day, to ensure that visitors are comfortable and can enjoy the event to the full.



SEMINARS

Something new this year is that the fair will include seminars given by local specialists. All of these will include question and answer sessions.

The seminars are mostly in English and are for people who are already living here or those who are thinking of buying or renovating a property.



Yves Sirejacob, Honorary Belgian Consul in Malaga

“MALAGA WAS ONE OF THE FIRST PROVINCES TO COME OUT OF THE ECONOMIC CRISIS”

What are you expecting from this second edition of the fair?

I believe this is going to be a very good second year, with more than 1,000 visitors. Most of them will be foreigners, but we also expect about a third to be Spanish people who live in the area.

Why has Torremolinos been chosen as the venue this time?

The fair will be held in different places on the Costa del Sol. This time we have decided to hold it in Torremolinos because the Pa-

lacio is such a great venue. Also, Torremolinos is an international town; it has a large foreign population and that makes it the perfect place to host the Home Fair.

Why did you decide to include seminars this year?

Advice Group Spain, who organise the Home Fair, specialise in information and sales, so we thought it would be a good idea to provide the visitors with information through seminars, on matters relating to home and life on the Costa. The speakers will give information and advice on tax and legal matters, Brexit, the new law for holiday rental homes and energy efficiency in the home.

What are the advantages of Malaga province for property purchasers and investors?

Malaga was one of the first provinces to come out of the economic crisis, and the area also attracts many foreigners and investors with high purchasing power.

What are your aims for these fairs in the future?

The main objective is to attract more Spanish people with local companies, because they should be among the first to register.

We want them to participate and feel part of the event. Apart from that, we want to grow and become the most important home fair on the Costa del Sol, and be able to organise at least two a year.

PROGRAMME



Friday 7 April 2017

- 11:30 - 12:00 *The important decision of getting a mortgage.*

Speaker: Silvia Vidal

- 13:00 - 13:30 *Introduction to domotics and energy efficiency*

Speaker: Francisco Guzmán Navarro

- 14:30 - 15:00 *Tax regulations on Spanish property.*

Speaker: Paz Valverde

- 16:00 - 16:30 *Last will and inheritance in Spain.*

Speaker: Amaya Luzuriaga

LINEA DIRECTA SEMINAR

- 17:30 - 18:15 *BREXIT: British residents and Spanish law.*

Speaker: Pedro Fernández

Saturday 8 April 2017

- 13:00 - 13:30 *Tax regulations on Spanish property.*

Speaker: Paz Valverde

- 14:30 - 15:00 *BREXIT: pensions & growing*

wealth in Spain.

Speaker: Ian Scholes

- 16:00 - 16:30 *Last will and inheritance in Spain.*

Speaker: Amaya Luzuriaga

- 17:30 - 18:00 *The important decision of getting a mortgage.*

Speaker: Silvia Vidal

Sunday 9 April 2017

- 11:30 - 12:00 *The important decision of getting a mortgage.*

Speaker: Silvia Vidal

- 13:00 - 13:30 *Tax regulations on Spanish property.*

Speaker: Paz Valverde

- 14:30 - 15:00 *New tourist rental law in Spain.*

Speaker: Roel Breugelmans

- 16:00 - 16:30 *Last will and inheritance in Spain.*

Speaker: Amaya Luzuriaga

- 17:30 - 18:00 *BREXIT: pensions & growing wealth in Spain.*

Speaker: Ian Scholes

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The price of housing in Malaga city stabilised in 2015. :: C.A.S.



MALAGA, A KEY PLAYER IN THE RECOVERY OF THE PROPERTY MARKET

The province is once again a leader in terms of property sales in Spain, compared with its population level

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The proliferation of new buildings, more property transactions and an increase in mortgage lending from the principal banks in the province are some of the signs that the property sector in Malaga is recovering. The province ended last year with 16.32 property sales per 1,000 inhabitants, a figure which for the third year running makes it the leader in terms of property sales compared with population level, according to figures from the College of Property Registrars of Spain. The report shows Malaga as being ahead of Alicante (16), Almeria (13.46) and the Balearic Islands (12.38). The Malaga index is also double the Spanish average, which is 8.6 transactions per 1,000 inhabitants.

With regard to new construction in the residential market, Malaga began last year with a major improvement in monthly sales as well as the commencement of new deve-

Foreign buyers are one of the fundamental pillars of this growth, mainly due to the attraction of the Costa del Sol among the residential tourism sector

lopments, which to a large extent was thanks to price adjustments in the previous years. Specifically, the price of housing in Malaga city stabilised in 2015, according to the latest report on the Residential Market of Malaga produced by Aguirre Newman. The study analysed a total of 52 new developments early last year, 35 of them offered for sale and 11 completely sold out.

This recovery in demand for new and resale properties has been reflected positively by supply and there was a rise in the value per square metre built. The Urban Environment Office (OMAU) has carried out an analysis of the market at a provincial level during the first quarter of 2017, which shows that during the past year authorisations for new buildings rose by 23.92 per cent, the biggest increase since the economic recession began in 2008.

Recent statistics from the Ministry of Development also show a notable increase in the sale of homes in Malaga: 27,645 were sold in 2016, which was 7.1 per cent more than in 2015, but of those only 1,961 were new builds (which coincides with



projects for which authorisation was granted in the previous years). Most of the transactions (25,684) involved resale properties.

Foreign purchasers, a pillar of the recovery

The figures from the College of Registrars corroborate that foreign buyers are one of the fundamental pillars of this growth, mainly due to the attraction of the Costa del Sol among the residential tourism sector.

According to the Spanish Ministry of Development, of the 27,645 properties which were sold in Malaga last year, 9,336 were bought by non-residents. This is 34 per cent of the total, a percentage which is double that in 2007 or 2008.

By nationality, the British top the list with 2,267 purchases, 25 per cent of all the sales to non residents. They were followed by Swedes (1,208), Belgians (681), Germans (399) and French (374). The list is completed by the Dutch (289), Danish (284), Norwegians (281), Finns (242) and Russians (215).

With regard to construction, the Association of Constructors and Developers of Malaga (ACP) says that this year there will be a rise in the sales of property in Malaga and it estimates that if the trend continues the figure could rise to 28,000 or 30,000 transactions. They also hope that sales of new builds will finally start to recover, as the developments which are currently being built are gradually placed on the market.



show that in 2020 about 15 per cent of homes around the world will be equipped with this type of technology, and by 2025 homes will have up to 50 different devices connected to the Internet.

What to bear in mind when installing a home automation system

The first thing to consider when thinking of installing domotics in a home is the type of system to be used and the functions required. You also need to take into account aspects such as how many people live in the property and their daily routines, the size and layout of the home, the existence of outdoor areas and the climate of the region, among other questions.

The system needs to be easy to use and to programme, especially for people who are elderly and not used to technology.

With regard to the financial aspect, it is true that domotic systems are not cheap, but the investment is offset in terms of comfort and money, because the installation is a relatively small percentage of the total cost of a property and it can also achieve energy savings of between 30 and 45 per cent.

There is also a choice between an integrated home automation system, which gives total control over every aspect of the home, or the increasingly popular kits, gadgets and automatic systems for certain uses, which can form a tailor-made connected structure to suit anyone's way of life.

DOMOTICS, AN INTELLIGENT WAY TO IMPROVE COMFORT AND EFFICIENCY IN THE HOME

The system needs to be easy to use. :: Lindalpijn

of the TV and the level of air conditioning from a mobile phone. There are also more complex functions, such as detecting water leaks or checking how the plants in the garden are doing.

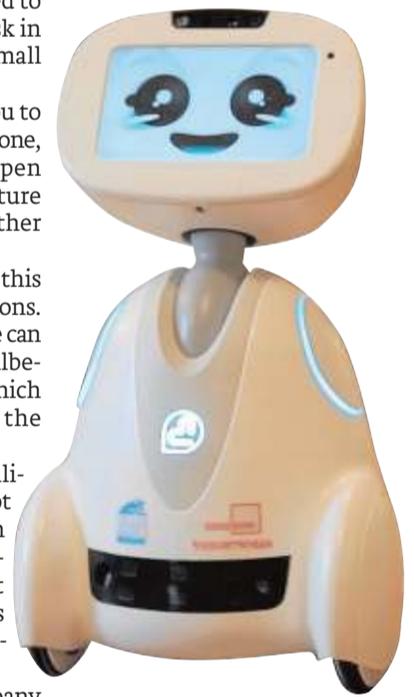
With regard to safety, there are now plugs which only transmit electricity when they are connected to something. This reduces the risk in homes, especially ones with small children.

Other applications enable you to open or close locks with your phone, check whether a window is open and see what a baby's temperature is in real time, among many other functions.

What is really interesting in this field is the wide range of functions. There are even ways in which we can improve our psychological wellbeing, such as using light bulbs which change colour depending on the householder's state of mind.

Given the unlimited possibilities offered by domotics, it is not surprising that there has been an exponential growth in the number of intelligent and efficient homes recently, especially thanks to the way smartphones are being used in everyday life.

Figures from the Bosch company



The use of technology in security systems, energy management and communications improves the way homes function and the way we live in them

Although a few years ago it still seemed like something out of science fiction, home automation has become a major ally in improving quality of life and home efficiency. This combination of techniques, which are used to automate a property, integrate technology into se-

curity systems, energy management, wellbeing and communications to make a home function better.

Nowadays there are numerous services, applications and functions with which to centralise all the activity of a property into one or different devices. The ability to monitor every function in a house enables homes

to become intelligent, efficient and connected, making the most of their capabilities and not just saving energy but even generating it.

Domotic technology can be used for simple and practical applications such as lifting or lowering blinds, intelligent lights which detect human presence or controlling the volume

MALAGA, COSTA DEL SOL



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