

HOME FAIR

COSTA DEL SOL

Marbella, capital of homes and decoration

[P2-3]



MARKET

For the Costa del Sol the crisis is over and the property sector is recovering

[P4]



INNOVATION

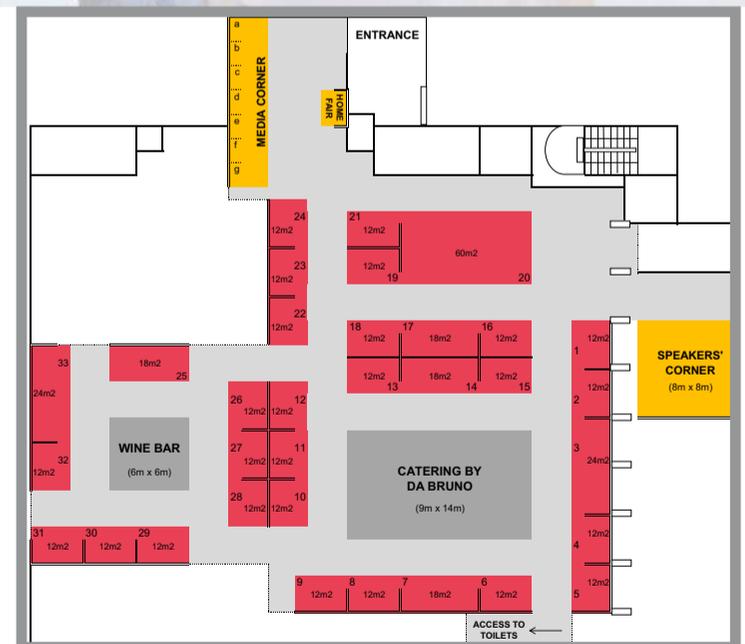
Technology, new compositions and ways of life are transforming the homes of the future

[P6-7]





ALL THE LATEST ABOUT COSTA DEL SOL PROPERTY AT HOME FAIR 2017



Map of the stands at the Palacio de Ferias in Marbella. :: A.G.S.

This fair featuring the property market on the Costa del Sol takes place from today till Sunday, with more than 40 stands and an extensive programme of free seminars

Property owners and vendors from all over the province will be attending the Home Fair Costa del Sol, which starts today and continues until Sunday. This property and home event aims to showcase the opportunities for residential investment on the Costa del Sol. The show, which is now in its third year, is being held in the excellent venue of the Palacio de

THE FAIR IN FIGURES

40

Stands related to different aspects of the property and design sectors.

14

Free seminars on subjects such as renting, buying and IVA-related matters.

15

Incentives for visitors from companies at the fair, such as Acoola, Banni and Sirejacob Legal & Tax.



Professionals from different sectors will be there to give advice :: A.G.S.



Around 1,000 visitors are expected over the weekend:: A.G.S.

Ferias y Congresos in Marbella.

From 15.00h to 19.00h today, Friday, and from 11.00 to 19.00h over the rest of the weekend, visitors will have the chance to talk to local specialists in interior and exterior design, architecture, construction and renovation, estate agents, legal and financial advisors, suppliers of services and much more.

The fair has over 40 international exhibitors, with teams of professionals to provide information about different matters relating to homes and life on the Costa.

While the Home Fair is on, those taking part will be offering special incentives, which means that visitors will be able to acquire their preferred products and services with even better conditions than usual. Goody bags, discounts, gift vouchers, prizes and much more are just some of the temptations, in addition to the many attractions of this event.

Unlike last year's show, which was mainly for Belgian and Dutch customers, on this occasion the fair is open to the international market and visitors of all nationalities. As the Advice Group Spain SL company which organises the event says, "we decided to do this



The fair will include the latest in technology and trends. :: A.G.S.

While the Home Fair is on, those taking part will be offering special incentives like goody bags, discounts, gift vouchers or prizes

The stands where professionals will help and advise visitors about different aspects

because last year's fair was such a success. We received more than 650 visitors in just two days." This year the organisers expect around 1,000 people to attend, as the show is becoming increasingly popular.

In recent years Spain has become the most popular destination in the European market for second homes, especially for people from the north of the continent.

In the case of Málaga province, the culture and leisure facilities, and especially the quality of life, has led to the reactivation of the property market. In 2016 there were 6.6 per cent more sales than

SEMINAR PROGRAMME

Friday 27 October

- 15.30 - 16.00 Tax regulations on Spanish property. Speaker: Paz Valverde

- 16.30 - 17.00 New tourist rental law in Spain. Speaker: Roel Breugelmans.

- 17.30 - 18.00 Last will and inheritance in Spain. Speaker: Paula Campos

Saturday 28 October

- 12.00 - 12.45 Spanish tax system: realty and financial assets. Speaker: Pedro Fernández.

- 13.00 - 13.30 Humidity in the houses of the Costa del Sol. Speaker: Carlos Rodríguez.

- 14.00 - 14.30 Pitfalls of buying a property in Spain. Speaker: Barbara Ingenbleek.

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Sunday 29 October

- 12.00 - 12.30 Tax regulations on Spanish property. Speaker: Paz Valverde.

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in the previous year, with more than 26,000 transactions, and the forecasts for forthcoming years are very positive.

For these reasons it is not surprising that the opportunities for property investment place our country and the Costa del Sol in an advantageous position in terms of foreign investment in second, or even principal, homes.

Professionals and a wide range of talks

Home Fair Costa del Sol is aimed at the professional market and also everyone who is thinking of buying a property on the Costa del Sol, renovating or building a house, or who needs help with a new interior or exterior design.

In addition to the stands where professionals will help and advise visitors about different aspects of homes and life on the Costa del Sol in Malaga, this home fair also has a programme of free seminars on subjects of interest to professionals in the sector and potential private investors, such as rentals, purchase, matters relating to IVA, among others.

Following the success of last year's event, this weekend people can enjoy a daily programme of seminars given by local specialists. All the talks will include a question and answer session, so the experts can respond to any queries about their subject. The seminars are mostly in English and are for people who already live here, and those who are considering buying or renovating a property.

There will also be two restaurants for visitors to the fair, offering a variety of food, imported Belgian and British beers and traditional local dishes.

Entry to Home Fair Costa del Sol is free if you register in advance on the website www.homefair-costadelsol.com/es/visitantes/registro-visitante, otherwise entry costs five euros per person.

Home Fair aims to become the biggest property fair on the whole Costa del Sol, with at least two shows of this type a year. The next one will be from 7 to 9 April 2018 in Málaga city.



3.0 HOUSING, THE TRENDS FOR THE FUTURE

At present the construction industry is undergoing great conceptual change to adapt to new social realities

Technology is one of the basic pillars of the homes of the future. :: 123rf

help us in everyday tasks but also to help save money and energy in homes.

In this sense, one innovation which is proving most popular is 'intelligent windows', which have systems to automatically and efficiently help manage light and temperature. The functions include operating the blinds in accordance with the light, warning about broken glass, controlling temperature and damp or even filtering and measuring CO₂. There are also models which activate when they detect intruders or attempted forced entry.

Also popular are automatic closing systems which the user can operate from anywhere via their smartphone; these provide constant information about the situation and possible unauthorised attempts to gain access.

Smart appliances are working along the same lines. Under the concept of 'Internet of things' there are now washing machines which tell the user when the programme has finished and fridges which notify people when a product has run out or the consume-by date is about to expire. All this is done easily and directly via a connection with the mobile phone.

As well as domotics, modular architecture is also playing an important role in the construction of the future.

Modular houses have left behind their humble

beginnings and have been modernised with luxury features of all types. They have become the focus of attention for many developers, especially since the inauguration of the tallest modular tower in the world in Brooklyn, New York.

Nowadays this type of construction is being built with different materials ranging from wood, steel and cement to PVC or PPVC. The latter is a prefabricated and pre-finished element of volumetric construction which can be used in a factory to build entire apartment blocks. It is also a material which produces minimum atmospheric and acoustic contamination and has little impact on the environment, which is why it is considered responsive.

It is also expected that 3D print-

ing will become the most revolutionary technology for the construction industry, bringing costs down and offering new possibilities.

Finally, co-living is becoming a new way of life. This movement involves young workers sharing space but carefully selecting their companions. It is a model imported directly from Silicon Valley (USA) which moves away from the student concept in favour of a much higher standard.

As well as the advantages in terms of finance and efficiency, this movement is attractive because of the community spirit it generates: residents pay a little extra to socialise and meet other people at Sunday lunches, weekend workshops or by sharing different communal areas in the building.

There are also cleaning services, to minimise arguments.

This trend is generating a surge in 'branded living' projects in which the buildings adapt to the lifestyle of their inhabitants through services, infrastructure and environments and enable people to identify with their surroundings.

The changes in our society are occurring in practically all economic sectors including, of course, construction.

For years the changes in this sector have been so subtle that they were almost imperceptible to the inexperienced eye, but the situation has changed considerably and a profound transformation is taking place in order to adapt to new realities and lifestyles.

This is demonstrated by a study carried out by Corp developers in Barcelona and the Internet Age Media (IAM) innovation and trends platform. It says that '3.0 housing' will

be based on an evolving architecture which adapts to the surroundings and incorporates technology from the moment of construction.

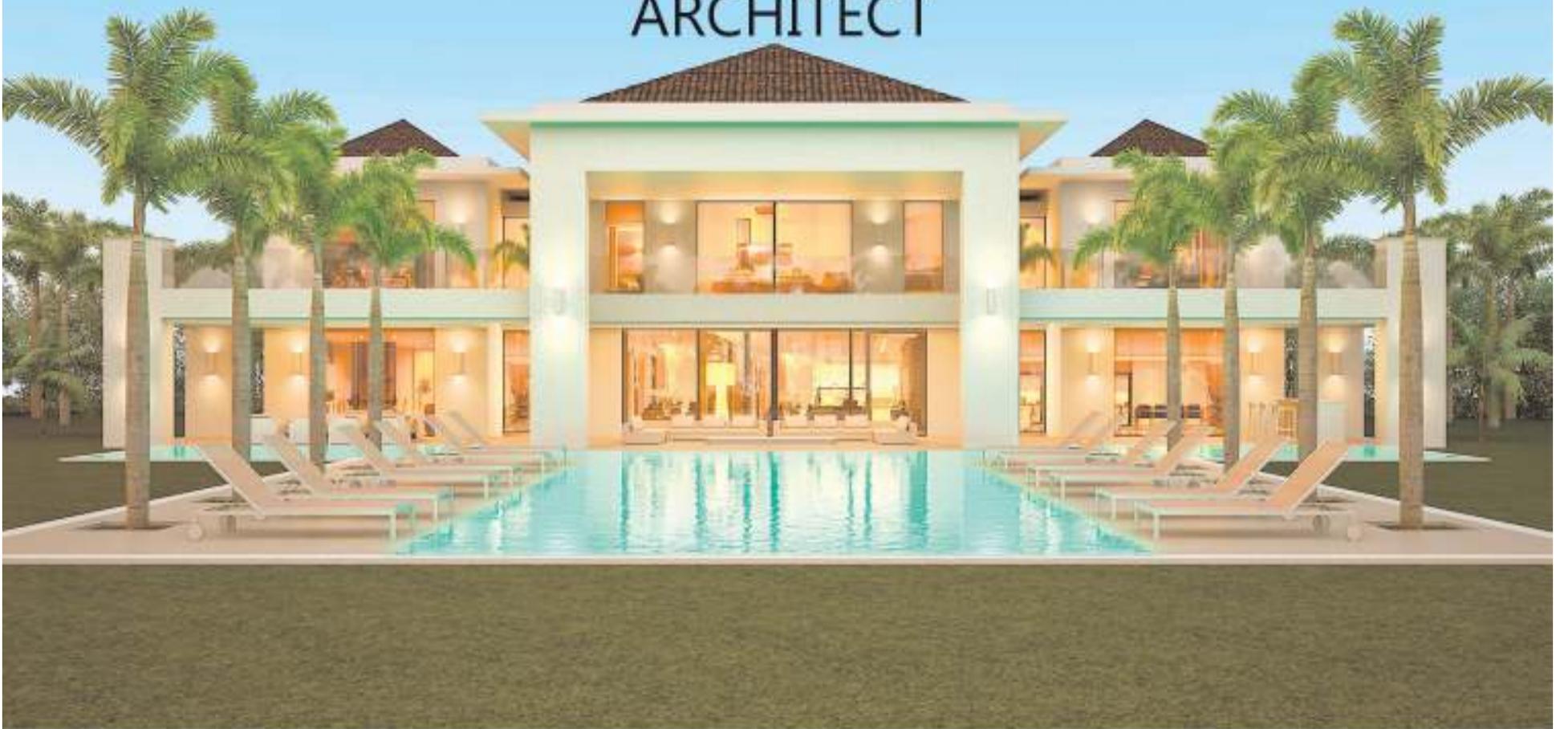
With that in mind, the study shows that the housing of the future will be committed to sustainability and responsive architecture, incorporating modularity, artificial intelligence and co-living as the main trends.

Three fundamental pillars

Home automation has already become a leading trend in construction this year. Intelligent spaces and domestic appliances are more and more in demand, not only to



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THE PROPERTY MARKET BREATHES AGAIN

Málaga is one of the cities which has most benefited from the recovery of the sector and it now leads the sales of properties in Andalucía

The property market is picking up in almost the whole of the province.::
123rf

The real estate market in Spain is maintaining the growth it has seen in recent quarters. According to the Ministry of Public Works, between April and June this year 141,582 properties were sold, which was an inter-annual increase of 14.7 per cent and the highest since 2010.

The figures show that in the past year property sales have increased in every region of Spain, although the improvement has not extended to the autonomous towns of Ceuta and Melilla. In the second quarter of the year the biggest increases were in La Rioja (30.8%), Asturias (24.7%) and Andalucía (19.3%).

With regard to Málaga, the aforementioned report from the Ministry shows that the province ended the first quarter of the year

with 16,555 properties sold, 19 per cent more than in the same period last year. This is the highest figure for the first three months of a year since the crisis began in 2008.

Also, during the second quarter, 9,177 properties were sold in the province, which is about 100 a day. These very positive figures make Málaga the fourth province in Spain in terms of property sales, behind only Madrid (around 39,800), Barcelona (31,000) and Alicante (over 20,000).

Resale properties and Málaga city

Similarly to the past three years, more pre-existing properties were sold than new ones, amounting to 93 per cent of all sales.

The main reason for this is that, although last year the market for

Between April and June this year 141,582 properties were sold, which was an inter-annual increase of 14.7 per cent and the highest since 2010

started on new developments, the emphasis is still on selling existing stock rather than building new homes.

With regard to municipalities, Málaga city and Marbella top the list in terms of property sales. The figures from the Ministry show that in the first six months of this year 3,754 properties were sold in Málaga city, about 30 per cent more than in the same period last year. In Marbella the figure was 2,218 (9.8% more), while in Estepona 1,540 were sold (a rise of 37%), in Mijas 1,448 (+16.3%), Benalmádena 1,178 (+7.6%) and Fuengirola 1,040 (+35%).

Foreign buyers, behind the recovery

Figures from the College of Property Registrars show that foreign buyers are still a fundamental pillar of this growth, due to the attraction of the Costa del Sol for residential tourism.

Statistics from the Ministry of Public Works show that of the 27,645 properties sold in Málaga last year, 9,336 were to non-residents, which was about 34 per cent of the total and was double the number in 2007 and 2008.

By nationality, the British were far in the lead with 2,267 purchases; this was 25 per cent of all non-resident buyers. They were followed by the Swedish (1,208), Belgians (681), Germans (399) and French (374). The list is completed by Dutch (289), Danish (284), Norwegians (281), Finnish (242) and Russians (215).

This year, the Ministry's figures

show that in the first six months foreigners (residents and non-residents) bought 5,529 properties in Málaga, which was 33 per cent of the total. This makes the province one of the most active in the sector, with 67 per cent of all purchases by foreigners in Andalucía and 12.2 per cent nationally.

The resurrection of the construction industry

With regard to construction, the Association of Constructors and Developers of Málaga (ACP) expects there to be an increase in property sales in Málaga this year and it estimates that, if the present trend continues, the number should reach 28,000 or 30,000. The constructors also hope that sales of new property will finally start to recover, as those currently being built come onto the market.

According to projects approved by the Official College of Architects, in the first three months of this year there were 1,397 applications to build new houses in the province. This is an increase of 121 per cent compared with the first quarter of last year, more than double. There were applications for more than 400 new homes in January, February and March this year, compared with 200 a month at the same time last year.

The forecasts are therefore positive, especially when considering how successful 2016 was for construction in Málaga, such as the reactivation of apartment blocks along the Poniente seafront promenade which had been unfinished for a decade.

Equally, in the middle of the year, it was announced that the main residential project in Teatinos was to be reactivated, in the Bizcochero area. There will be 1,000 homes in total, of which 76 have already started to be built, as part of the HCP project in the Urban building. Also, the American investment firm Harbert Management Corporation (HMC) and Momentum Reim project managers have purchased land for another 300 apartments in the same area and have acquired another plot for a further 100 in Colinas del Limonar, where the sale of luxury houses has now begun.

Next to the Tabacalera area, the sites at Cañada de los Cardos and El Cañaveral, between El Cónsul and Puerto de la Torre, are also of interest to constructors.

Elsewhere in the province, the increase in works licences is most noticeable on the coast. Last year in Vélez-Málaga, Rincón de la Victoria and Nerja about 10 per cent more permits were granted by town halls for new constructions. Meanwhile in Torrox 41 licences were granted, which was about 51.85 per cent compared with 2015.

The property market in the inland region is recovering more slowly. This is in good measure due to the differences between the coast and the countryside and their different attractions for foreign buyers.



WHAT YOU SHOULD KNOW WHEN APPLYING FOR A MORTGAGE

When buying a property it is essential to be clear what mortgage contracts involve, and to compare the ones offered by different banks. Some questions need to be asked, such as whether any products are linked to the loan, what commission will be charged and what fees associated with the property purchase would be included in the mortgage. However, a new mortgage law is expected to come into force in the first quarter of 2018 and that may address some of these questions.

On its blog, the Casaktua.com estate agency lists six questions which everyone should ask before signing for a mortgage loan. **If my mortgage has a variable interest rate, will the final interest rate only depend on the reference index?** No, it will also depend on the bank differential rate, which you negotiate with the bank. To obtain the final percentage you have to add the reference index (Euribor or IRPH) and the bank differential. The amount will be agreed between the client and the bank, so it can therefore vary from one case to another.

What products are linked to the mortgage?

Normally, the bank differential tends to be less depending on how many associated products you contract (such as having your salary paid into your account, credit cards, direct debits). It is a good idea to check whether it is worth doing this, because sometimes it is not financially very beneficial.

What commission has to be paid?

When a loan is granted an opening commission is normally charged to cover administration costs. You will also need to ask about others: for total or partial cancellation of the loan, early repayment, or novation.

Do I have to pay all the costs of purchasing the property?

The banks have decided to ease their conditions. As a general rule, about 10 per cent of the purchase price should be held back to cover the costs, but thanks to these new measures the fees for the notary, solicitor, registry, valuation and Legal Acts Tax will be reduced. In some cases they can also be included in the bank loan.

Is it possible to be flexible about payment?

There are options which enable the mortgage repayment to be reduced temporarily, so you should bear these in mind before signing and know how much they cost:

1. Request a period of grace: you only pay the interest and not the capital. This can reduce the repayment by up to 50 per cent.

2. Deferred capital, or 'balloon': before signing, you can agree to postpone payment of part of the loan (up to 30 per cent).

3. A mortgage with growing, mountain or geometric progression repayments: you pay less at the beginning, although it means that the payments are far higher at the end.

4. Extend the repayment term.

Is it possible to limit the responsibility of the guarantor?

Sometimes a mortgage lender does insist on a guarantor, although by law the bank cannot demand one if the loan requested is less than 80 per cent of the value of the property. If a guarantor is needed, you need to be aware that this could involve all their present and future assets. Nevertheless, on some occasions mortgage contracts include temporary limitations, for example that no guarantee will be necessary once 20 per cent of the mortgage principal has been paid.

new housing in Málaga saw a major improvement in monthly sales and construction



HOME FAIR

27 - 28 - 29 OCTOBER 2017
Palacio de Congresos Marbella

VISIT OUR HOME FAIR AND ENJOY SPECIAL INCENTIVES

Exhibitors will be offering special Home Fair incentives during the event, which means visitors can obtain their favorite products and services under even better conditions! Think about goody bags, discounts, gift vouchers, prizes and more... See below some of the incentives being offered.



ACoola

All visitors leaving their contact details at ACOOLA's stand will receive a goody bag. Clients ordering a project before 30/11/2017 receive an outdoor accessory of choice for free!*

* To the value of 10% of the total project ordered.



Arte del Lusso

All visitors leaving their contact details at Arte del Lusso's stand will receive a 10% discount on their next order. This discount is valid when placing an order before 15/12/2017.



BANNI

All visitors registering to the database of BANNI during the Home Fair will receive a 10% discount on their first order. Valid until 15/12/2017 for kitchen, bath, cupboard and decoration projects.



Clima Heating Europe

All visitors leaving their contact details at the stand of Clima Heating Europe will receive a 10% discount on their orders placed before 15/11/2017.



Design Marbella Magazine

All visitors contracting publicity at the stand of Design Marbella Magazine will receive a 20% discount on their first order. All exhibitors are also offered a discount of 20% for their advertisements.



Feydom

All visitors who place their order at FEYDOM's stand will benefit from a 20% discount on their purchase with flexible delivery dates.



Gimbrère Abogados

All people visiting the stand of Gimbrère Abogados qualify themselves to win a city trip to Barcelona including flights and accommodation and € 250 in cash.



HUMILOGIC

All visitors requesting HUMILOGIC to analyse the humidity of their home at the Home Fair (this diagnosis is for free), will receive a 10% discount when accepting the quotation before 31/12/2017.



Marbella Maison

Visitors buying a property will receive an interior design voucher with a maximum value of € 5.000. Visitors listing their property with Marbella Maison will receive a free 360° tour of their property.*

* Both incentives are valid for 6 months.



Novasol

All visitors who leave their email address at Novasol's stand will be in a contest to win gift certificates for holiday stays in their accommodations. For children there will also be a small surprise!



Shutters in Spain

All people visiting the stand of Shutters in Spain will receive a gift voucher of € 50. The voucher is valid for any order over € 500 being made before 30/04/2018.



Sirejacob Legal & Tax

All visitors leaving their contact details at Sirejacob Legal & Tax' stand will receive a voucher offering a € 750 discount on the legal fee when buying or selling a property. The voucher is valid until 30/03/2018.



Ventanas Alhamilla

All visitors leaving their contact details at Ventanas Alhamilla stand will receive a 10% discount on their next order. This discount is valid when placing an order before 22/12/2017.



SUNSO

All visitors who place their order at SUNSO's stand will benefit from a 20% discount on their purchase.



Roche Bobois

All visitors leaving their contact details at the stand of Roche Bobois will receive a letter signed by the manager to get a discount of 15 % on new orders from 27 de October until 31/12/2017.

**OUR NEXT
EDITION**



26, 27, 28 October 2018
Palacio de Congresos Marbella