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GLOBAL AGENCY NETWORK



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A PERSONAL WELCOME

Over the past 25 years, I've had the privilege of working with clients and agencies from around the world, helping them navigate the Marbella market with clarity, confidence, and results. From my early days at leading agencies to founding JUST Real Estate, my approach has always been the same: work hard, stay honest, and deliver.

This referral network wasn't built as a side project. It was designed as a serious business channel—for serious professionals. We work closely with international agents who value transparency, execution, and client protection.

If that's you, then this program gives you a direct line into one of Europe's most dynamic real estate markets, without the operational stress.

You refer the client.

We take care of everything on the ground, from viewings and negotiations to contracts and completion. You get paid, cleanly and on time.

Whether you're advising a private buyer, working with a family office, or managing a client portfolio, we'll give you the tools, reporting, and support you need to represent Marbella like a local—with no risk of losing your client.

I appreciate your trust and look forward to working with you.

A stylized, handwritten signature in black ink, appearing to read 'JE'.

James Evans
Managing Partner,
JUST Real Estate



WHY PARTNER WITH JUST

Marbella is one of Europe's most desirable real estate markets—but it's also complex, fast-moving, and competitive. For international clients, choosing the right local advisor is the difference between success and regret. That's where we come in.

At JUST Real Estate, we're not just here to close deals. We're here to represent your client with integrity, insight, and precision.

This is a personal business and with over 25 years on the ground, we have built a reputation not only on results, but on trust, discretion, and adaptability. JUST has worked with buyers and sellers from nearly every corner of the world, from CEOs and celebrities to family offices and first-time second-home buyers.

And we know how to read the room, speak their language (we speak 7 languages fluently), and move the deal forward in a way that makes sense for them.

Why agents choose to refer to JUST:

- Proven track record: Over €600M in closed transactions, but more importantly—clients who come back.
- 30% commission paid on completion, with clear paperwork and full transparency.
- No admin. No drama. We qualify, handle, and close—while keeping you fully in the loop.
- Deep local expertise: Market knowledge, data, urban planning, and legal context, not just showings.
- Global client fluency: We know how to work with different cultures, buying styles, and personalities.
- Client-first culture: Whether under our brand or yours, the client is always protected.

This isn't about passing leads around. It's about placing your client with an advisor who can deliver—with the same level of care and professionalism you'd expect in your own market.



COMMISSION STRUCTURE

Our referral program is designed to reward agents who introduce serious buyers with clear, reliable, and competitive commission terms.

For simply passing the client, we offer:

Standard Commission

30% of our net commission

- Applies to all client referrals
- Paid in full, plus relevant taxes (depending on your country of registration)

New Build Sales

- Developers typically offer 5% gross commission
- JUST receives payment 30–45 days after the first client instalment
- We transfer your referral fee immediately once we receive funds
- Commission split is calculated on the net amount we receive

Resale Sales

- Completion timeline is generally 45–60 days
- Payment is made as soon as funds from the buyer clear into our account
- Agents are notified prior to completion to issue their invoice

High-Value Sales (€2M+)

35% referral fee for deals over €2 million

- Applies to both resale and new-build, subject to standard confirmation

We believe in straightforward partnerships. No games. No chasing. Once the sale is closed and the funds are in, you get paid—promptly and in full.



HOW IT WORKS

Referring a client to JUST Real Estate is simple, secure, and designed to protect your relationship from start to finish. Here's how it works:

Step 1: Register Your Client

Send us a quick email or use our online referral form.

Include the client's name, country, budget, and any key requirements.

- ✓ All referrals are timestamped and confidential
- ✓ You'll receive written confirmation of registration

Step 2: We Qualify and Engage

Our experienced team takes over, handling the qualification, onboarding, and property shortlisting.

- ✓ No admin or legwork required on your end
- ✓ We tailor the process to your client's language, profile, and expectations

Step 3: You Stay Informed

We provide regular updates so you're always in the loop.

- ✓ Monthly status report on each client
- ✓ Optional co-branding and white-label service if needed

Step 4: You Get Paid

Once the deal is closed and funds are received, we notify you to send your invoice.

- ✓ Paid in full, plus applicable taxes
- ✓ 30% standard / 35% for €2M+ deals
- ✓ Paid promptly via bank transfer

We make it easy for you to focus on your clients while we handle everything else.



YOUR TOOLS: BUILT FOR SERIOUS AGENTS

When you refer a client to JUST, you don't just hand them off—you gain access to a professional backend system that keeps you in control, without having to lift a finger.

Every partner receives a dedicated shared folder, set up and managed by our team, giving you everything you need to stay informed, look professional, and close deals faster.

Inside Your Partner Folder:

Monthly Client Status Reports

- Automatic updates on each of your referrals—who viewed, what stage they're at, expected close dates. No more guesswork.

Ready-to-Use Email Templates

- Scripts for registering clients, introducing JUST to them, and following up at each stage, plug-and-play, no need to write from scratch.

Premium Buyer & Seller Guides

- Professionally designed, multi-language (if necessary), and available in co-branded format with your logo.

Marbella Market Reports

- Always the latest edition, backed by hard data, buyer trends, and price metrics. Ideal for presenting yourself as a market expert.

Private Listing Packs

- Off-market, branded residences, and curated selections based on your client's brief—prepared and sent confidentially.

Everything is structured and maintained by our team. You don't need to chase for updates or organise files—we do the heavy lifting, so you can focus on relationships and results.

It's a smarter way to refer.

THE CLIENTS WE WORK WITH

We're not a volume-based agency. We focus on qualified buyers, clear briefs, and delivering results—whether it's a €15M villa or a €1M second home.

JUST Real Estate is structured to support a wide range of serious clients, with dedicated teams based on buyer profile, budget, and urgency.

Who We Typically Represent:

€500K – €3M Lifestyle Buyers

Our core advisory team handles volume in this range—executives, relocators, and families seeking primary or secondary residences.

- ✓ Fast qualification
- ✓ Smart matching with off-plan, resale, and value-driven properties
- ✓ Full guidance from brief to completion



€3M+ to €15M+ HNW Clients & Family Offices

Our private client team works discreetly with UHNWIs, wealth managers, and advisors—offering white-glove support, access to off-market stock, and strategic deal guidance.

- ✓ NDA-secured listings
- ✓ Developer access, branded residences, and repositioning opportunities
- ✓ Trusted execution with concierge-level aftersales

New Build & Branded Buyers

- Across both segments, we're seeing increasing demand for secure, low-maintenance homes in full-service communities like Puente Romano, Palo Alto, Sierra Blanca Tower, and La Quinta.
- Cross-Border Investors & Relocators
- Clients from the UK, Nordics, Benelux, UAE, Switzerland, and the US make up the majority of our pipeline—each with specific motivations (Golden Visa, taxation, lifestyle, legacy).

With over 30 nationalities served, we understand how to tailor the experience—whether it's a data-driven investor from the Netherlands, a privacy-focused CEO from the UAE, or a Scandinavian family planning permanent relocation.

Your client will be in the right hands, with the right team, from day one.

WHAT OUR PARTNERS SAY

Don't just take our word for it—here's what international agents have to say about working with JUST:

"I first connected with the team at Just Real Estate in Marbella by phone a few years ago, and I could not be happier with our partnership. After having them on my podcast, I gained so much insight into the expat process and the many ways they support their clients. I know with full confidence that I can refer clients to them, trusting they will be cared for with the same dedication, professionalism, and personalized attention that we provide to our own clientele in the San Francisco Bay Area and Los Angeles. It is a privilege to collaborate with such a knowledgeable and trustworthy team."

— Debbi DiMaggio & The DiMaggio Betta Group | Corcoran

"I have known James for the past 18 months during which time I have been most impressed by his attention to detail, knowledge and performance in regard to searching for and acquiring heavily discounted properties and development land. He is a careful and consistent achiever with boundless energy, drive and enthusiasm, tempered by caution and intuition. A pair of safe hands for investors looking to acquire these assets."

— Bernard Hornung, Director London Quarter

"James and the JUST Team are very professional and informative in their field; their attention to detail is excellent."

— George Bond, Director at award winning Interior design Company, George Bond Interior Design & George Bond Commercial Design

"Working with James and the team has been a standout experience in the luxury real estate space. Their market insight, client focus, and proactive communication set a new standard. They combine deep local expertise with a global perspective that truly adds value for sophisticated buyers and investors."

— Rob Green, Founder & Managing Director, Sphere Estates

YOUR TRUSTED ADVISORY PARTNER

Why sellers choose us—not just to list their home, but to sell it well

At JUST Real Estate, we don't measure success by how many properties we list. We measure it by how smoothly we guide our clients through the sales process—and how much value we help them realise.

In a crowded market filled with agents promising the same thing, we stand apart by offering something sellers really need: advisory expertise, global reach, transparency, and results.

👉 Advisory Role: From Start to Signature

When you work with JUST Real Estate, you get more than a listing agent. You get a strategic partner who:

- Assesses your property properly based on real market data
- Advises on pricing strategy, staging, and preparation
- Coordinates your legal and documentation process
- Designs and executes a bespoke marketing plan
- Handles all buyer contact, feedback, and follow-up
- Negotiates with professionalism and authority
- Follows through—until the final signature at the notary, and beyond

Whether you're selling a modern villa, a beachfront apartment, or a development plot, our team knows how to position your property to attract the right buyer—and guide the deal safely to completion.

VISIT US ONLINE



- Catch the freshest features
- Updated daily
- Read anytime, anywhere

WWW.JUSTREALESTATE.ES



🌐 Local Knowledge, Global Reach

JUST Real Estate is based in the heart of Marbella, but our reach is international.

We work with:

- Buyers and investors from the UK, Scandinavia, Belgium, the Middle East, and beyond
- A curated network of collaborating agents, vetted for professionalism and client quality
- International portals, advisors, and relocation networks

Our team speaks multiple languages, understands cultural nuances, and is trained to manage complex, cross-border transactions with ease.

TESTIMONIAL

"JUST has been a great support and advisor to us on our property purchase and sale in Marbella. They were very engaged and approachable, offered advice beyond just managing the purchase transaction, and helped with work that needed to be done after the purchase. A very friendly and straight forward company to deal with."

Sir Noel Quinn,
Former Global CEO, HSBC

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