

MARBELLA · BENAHAVÍS · ESTEPONA



Twenty-five years of real estate advisory in Marbella.

A full-service real estate consultancy trusted by buyers, sellers, investors, family offices, developers, landlords and agents, serving clients from more than thirty countries.

25

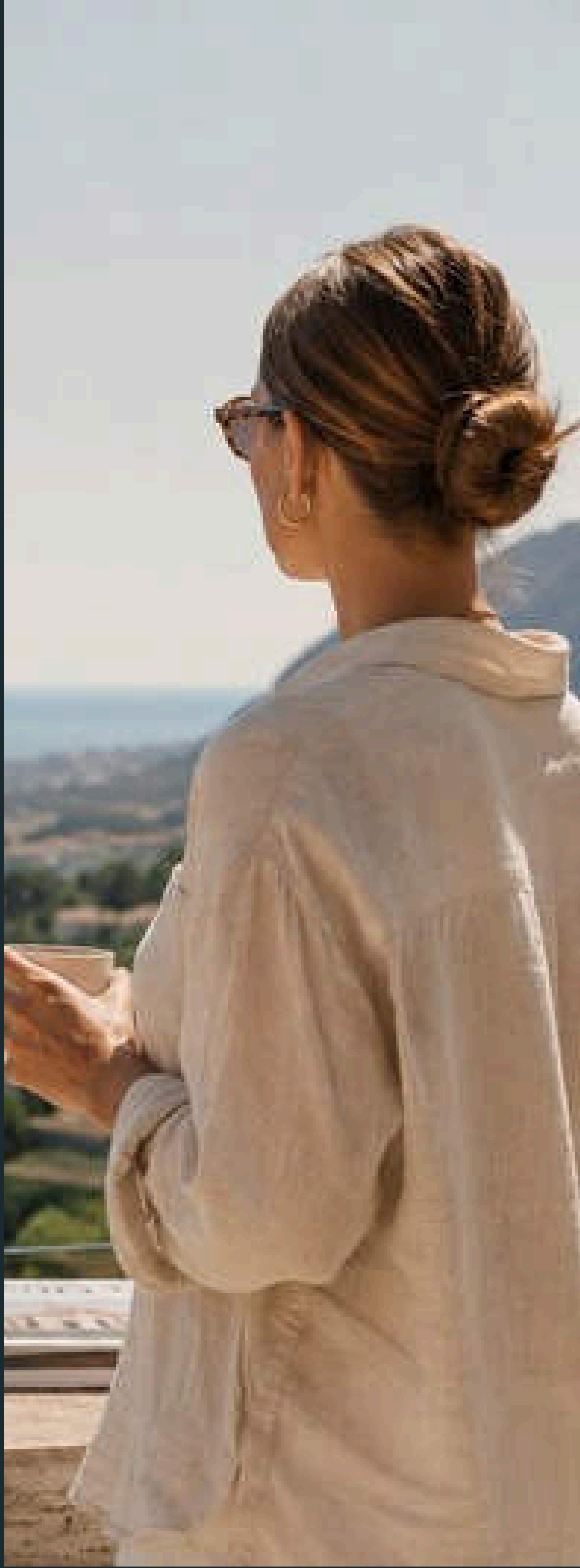
Years in
Marbella

€2B+

Portfolio value

30+

Countries served





James Evans

MANAGING PARTNER

A quarter-century in Spanish real estate.

For twenty-five years I have been based in Spain, working solely within the residential and commercial real estate sector. In that time I've built a team around one simple idea, that this market, for all its complexity, should be easy to understand.

Marbella rewards those who know it well, and punishes those who don't. So together, we've built the knowledge, the network and the approach to make sense of it for you, whether you're buying your first home here, selling one, investing, developing, or simply trying to understand where this market is headed.

I look forward to welcoming you to this multicultural melting pot, and to showing you why so many now call Marbella their second residence.



James Evans

“

Would highly recommend. James was very calm and helped me arrive at the right price to offer, plus stayed with us remotely throughout the process, recommending an excellent law firm and working with them on any hiccups in the sales process.

”

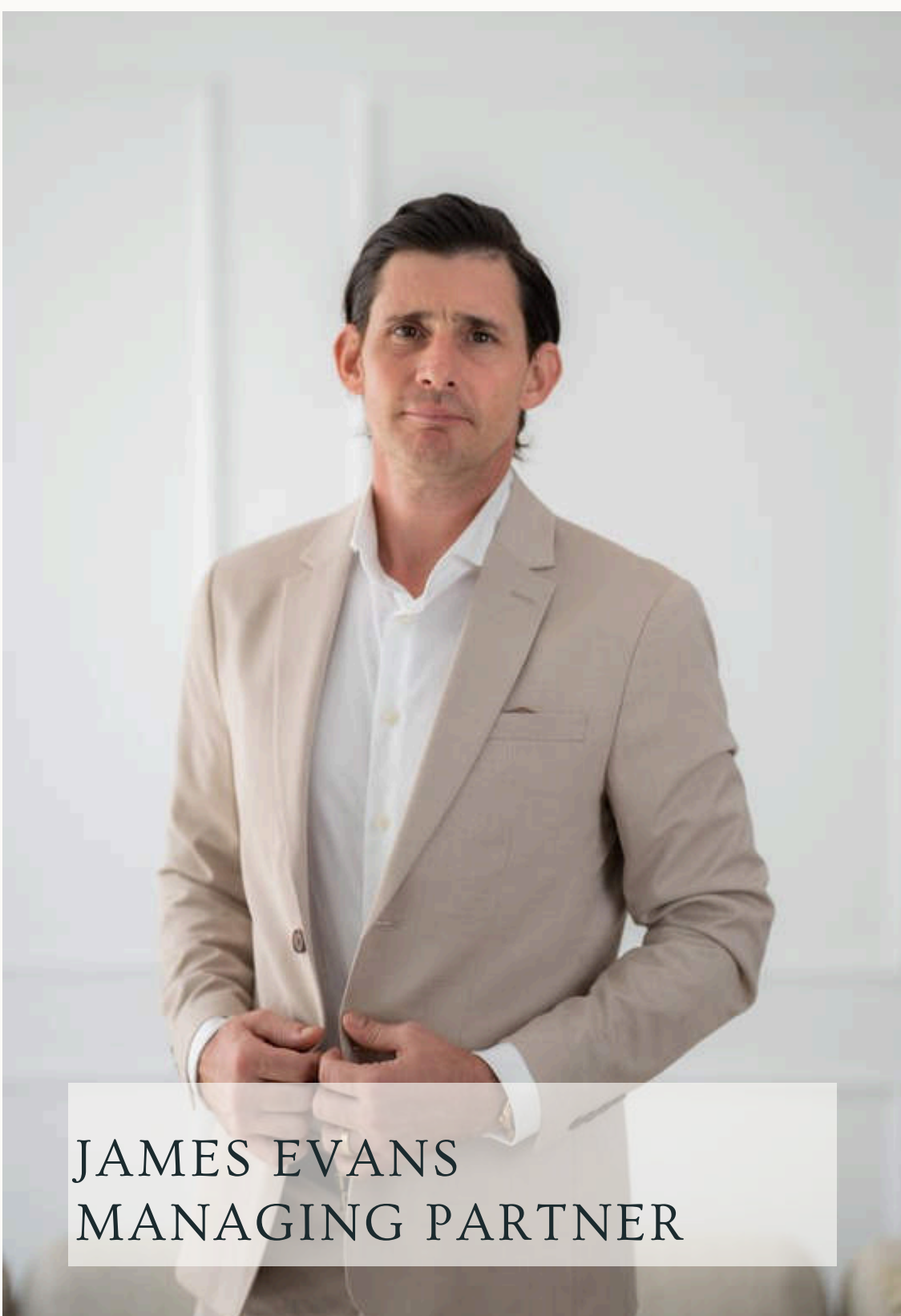
Michael Wright, Former Spinneys CEO

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A full-service real estate consultancy, built over twenty-five years.

JUST Real Estate is an independent consultancy operating across Marbella, Benahavís and Estepona. Founded twenty-five years ago and led by a team who have lived and worked in this market throughout, the firm advises across the full lifecycle of a property, from acquisition and disposal to letting, development and long-term portfolio management. As a team we speak six languages and have represented clients from more than thirty countries.



English · Spanish · French · Arabic · Italian · Romanian

Who we serve

Buyers & sellers

Residential and commercial transactions, from first purchase to multi-asset disposals.

Developers

Land sourcing, site advisory and sales representation for new-build schemes.

Property managers

Local partnership and market data to support ongoing portfolio oversight.

Investors & family offices

Portfolio strategy, acquisition due diligence and long-term capital deployment.

Landlords & tenants

Long-term, short-term and commercial lettings, managed end to end.

Other agents

Co-brokerage, referral relationships and MLS-network collaboration.

Representing both sides of the transaction.

Our sales and advisory team acts for buyers and sellers across residential and commercial property. Whether representing an owner bringing an asset to market or a buyer navigating it, our role is the same, independent counsel grounded in twenty-five years of transactional experience and full visibility of the market through our MLS membership.

I.

Seller representation

From valuation and positioning to marketing and negotiation, we manage a sale from instruction to completion, for private residences, developments and commercial assets alike.

II.

Buyer advisory

We search the full market on a client's behalf, MLS-listed, exclusive and off-market, and provide independent guidance on value, condition and negotiating position.

III.

Full MLS network access

Our MLS membership connects us to every broker across Marbella, Benahavís and Estepona, giving clients visibility of virtually every development and listed property on the coast.

IV.

Off-market opportunities

Twenty-five years of relationships with developers, owners and fellow brokers give clients access to property that never reaches a public listing.

V.

Our own listing portfolio

Alongside network-wide access, we hold our own portfolio of mandates worth more than €2 billion across Marbella, Benahavís and Estepona.

VI.

Commercial property

Retail, office and mixed-use transactions across the region, advising owners, occupiers and investors on acquisition, disposal and leasing.

Twenty-five years, measured in outcomes.

Numbers don't replace judgement, but they're the clearest evidence of it. Here's what a quarter-century of advisory-led work in this market looks like in practice.

€2B+

Total portfolio value across current listings

25

Years advising across the Costa del Sol

30+

Countries our purchased clients have come from

420,000+

Monthly internet visits across our active listings

6

Languages spoken across our team

MLS

Network membership, every broker, every listing

“ JUST has been a great support and advisor to us on our property purchase 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 Group CEO, HSBC

A dedicated division for landlords and tenants alike.

Our rentals division manages long-term, short-term and commercial lettings across Marbella, Benahavís and Estepona, representing landlords bringing property to the rental market, and helping tenants find the right home or premises for the length of stay they need.

Long-term lettings

Year-round residential lets for relocating professionals, families and retirees.

Short-term & holiday lets

Furnished, managed lettings for seasonal residents and holidaymakers.

Commercial lettings

Retail, office and mixed-use premises for businesses operating locally.

Landlord representation

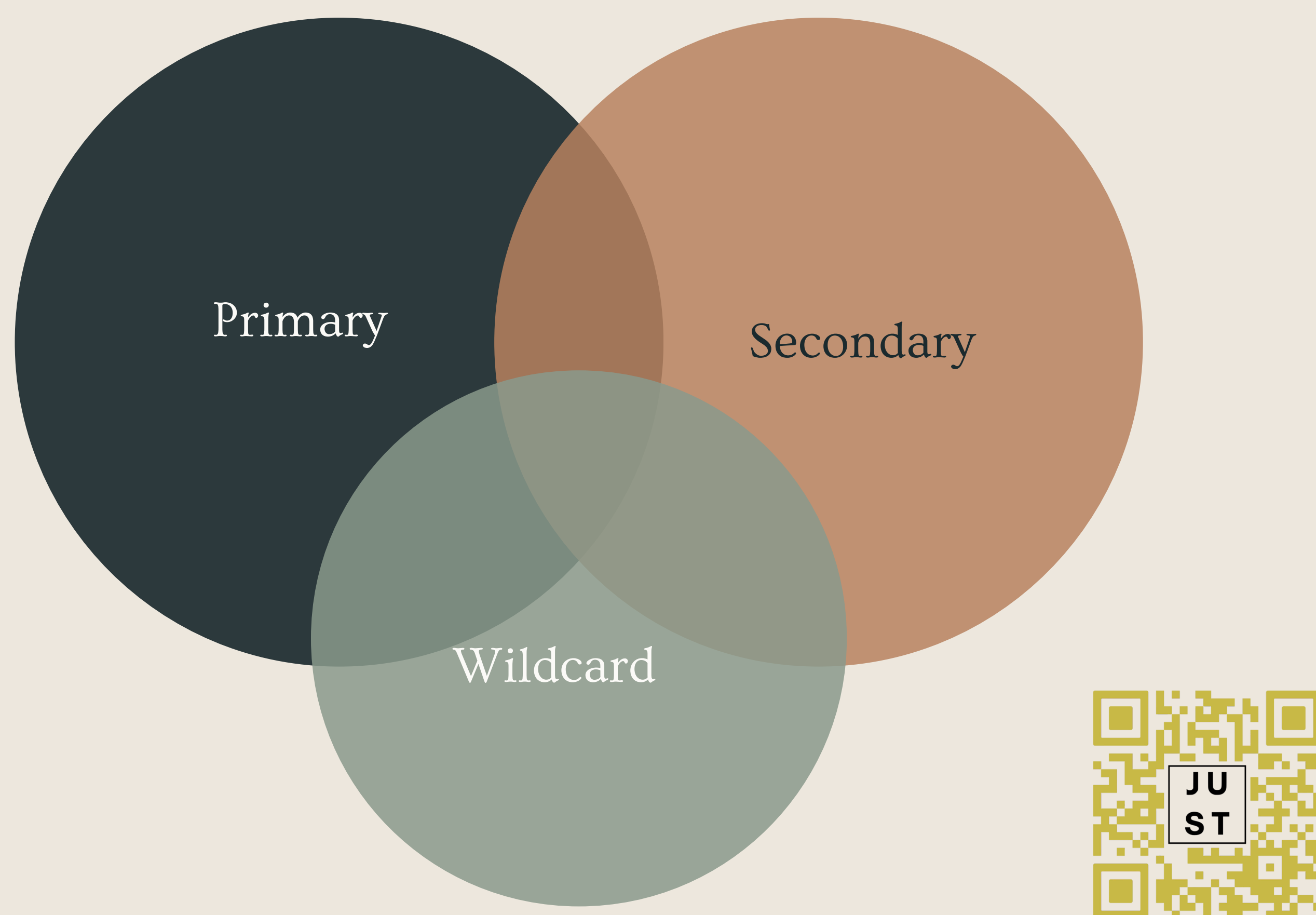
Tenant sourcing, referencing, contract management and ongoing support.



HEAD OFFICE

Find the right area before the right property.

Whether buying, renting or relocating, lifestyle fit is often the deciding factor. Our proprietary matching system takes eight to ten questions about how a client lives, and returns three matched areas of the Costa del Sol, a primary recommendation, a secondary option, and a wildcard worth considering.



● PRIMARY MATCH

The single area our system identifies as the strongest fit for day-to-day lifestyle, based on the answers given.

● SECONDARY MATCH

A close alternative, often worth comparing directly against the primary match before deciding.

● WILDCARD

An area not otherwise considered, but which our data suggests could genuinely suit how the client wants to live.

01

Answer eight to ten short questions about lifestyle and priorities, at justrealestate.es/just-match

02

Receive three matched areas instantly, with the reasoning behind each recommendation

03

Sit down with an advisor to translate that match into a genuine shortlist

Our own projects, land advisory, and partnerships across the region.

Beyond advisory and sales, we develop our own projects across the prime areas of Marbella, Estepona and Benahavís, using the finest materials and appliances to bring our own vision of what a home should feel like. Our in-house team also supports private renovation projects from concept through completion.

For developers, we advise on land acquisition, from identifying and appraising sites to structuring deals, and support projects through to market with positioning and sales representation, drawing on relationships built with local and international developers over twenty-five years.



CUMBRES 51 | SOLD

Three prime areas. One coastline.

We focus on the three main prime areas of coastal Andalucía, Marbella, Benahavís and Estepona, each within the province of Málaga, Spain's sixth most populous city and one of the oldest continuously inhabited cities in Western Europe. Each area varies in price and character, and offers something different to buyers, tenants and investors alike.



Our home, and the heart of the coast.

Marbella is a stunning coastal city on the Costa del Sol, renowned for its glamorous lifestyle and prized by affluent residents from around the world. More than 320 days of sunshine a year make it a natural home for beach lovers and outdoor enthusiasts alike.

Property here spans multi-million-euro villas to apartments from €500,000. Marbella remains the vibrant hub of the Costa del Sol, and it's where we chose to headquarter ourselves.

320+

Days of sunshine / year

€500k+

Entry-level apartments

€4,582/m²

average price per square metre

+7.68%

annual price growth (Notariado)

53.8%

share of all Golden Triangle transactions, the largest of the three

60.9%

Percentage of buyers that are international



Ultra-prime privacy, and genuine accessibility.

La Zagaleta is an exclusive, private residential estate in the hills of Benahavís, a short drive from Marbella. Considered one of the most prestigious residential communities in Europe, it is synonymous with unparalleled privacy, security and high-end amenities. We are specialists in this area, and know many of the owners personally.

Benahavís isn't only La Zagaleta. A number of high-specification new developments in the area now start from around €400,000, with views every bit as impressive as their higher-priced neighbours. It's one of the most overlooked ways to buy well in this market.

€400k+

New developments entry point

La Zagaleta

Ultra-prime, private estate

€4,452/m²

average price per square metre

+9.25%

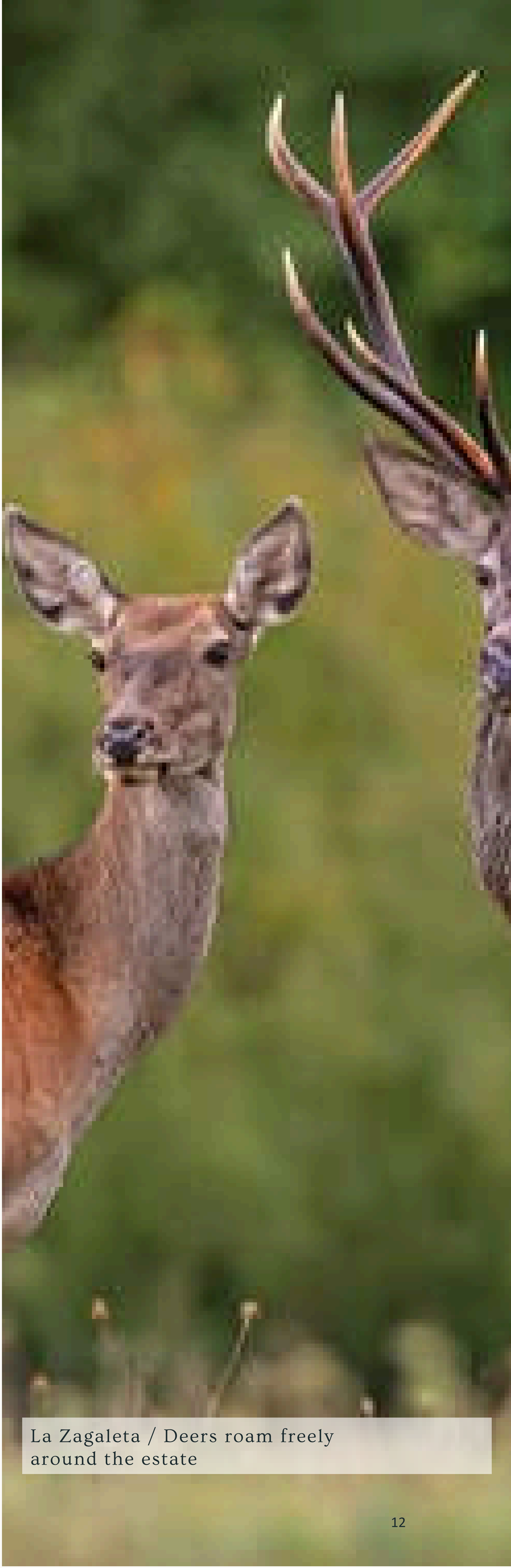
annual price growth (Notariado)

223m²

average property size, the largest homes in the Golden Triangle

€1,000,000

average transaction value, the highest of the three areas



La Zagaleta / Deers roam freely around the estate

Coast, mountains, and rising demand.

Estepona's strategic location provides stunning sea views against a backdrop of the Sierra Bermeja mountains, a unique blend of coastal and mountainous landscape. Its proximity to Gibraltar and Puerto Banús makes it an ideal base for exploring the coast, and it has become increasingly popular in recent years.

We have access to every major development in the area, from established resale communities to the newest schemes coming to market.

50 new projects

largest active new-build pipeline on the Costa del Sol

20 months

Ulestimated remaining new-build supply at current absorption rates

€3,339/m²

average price per square metre, the most accessible entry point out of the three

+10.98%

annual price growth, the fastest-growing of the three areas

69.3%

of buyers are international

€429,353

average transaction value



Portfolio strategy, not single transactions.

For investors and family offices, we work beyond the single transaction, advising on portfolio composition, acquisition due diligence, and long-term positioning across residential, commercial and development assets in Marbella, Benahavís and Estepona.

Our clients include some of the most influential names in business, and every one of them receives the same first-class, discreet and tailored service. Every recommendation is backed by our own market research, not a sales narrative, so decisions can be made with genuine clarity.

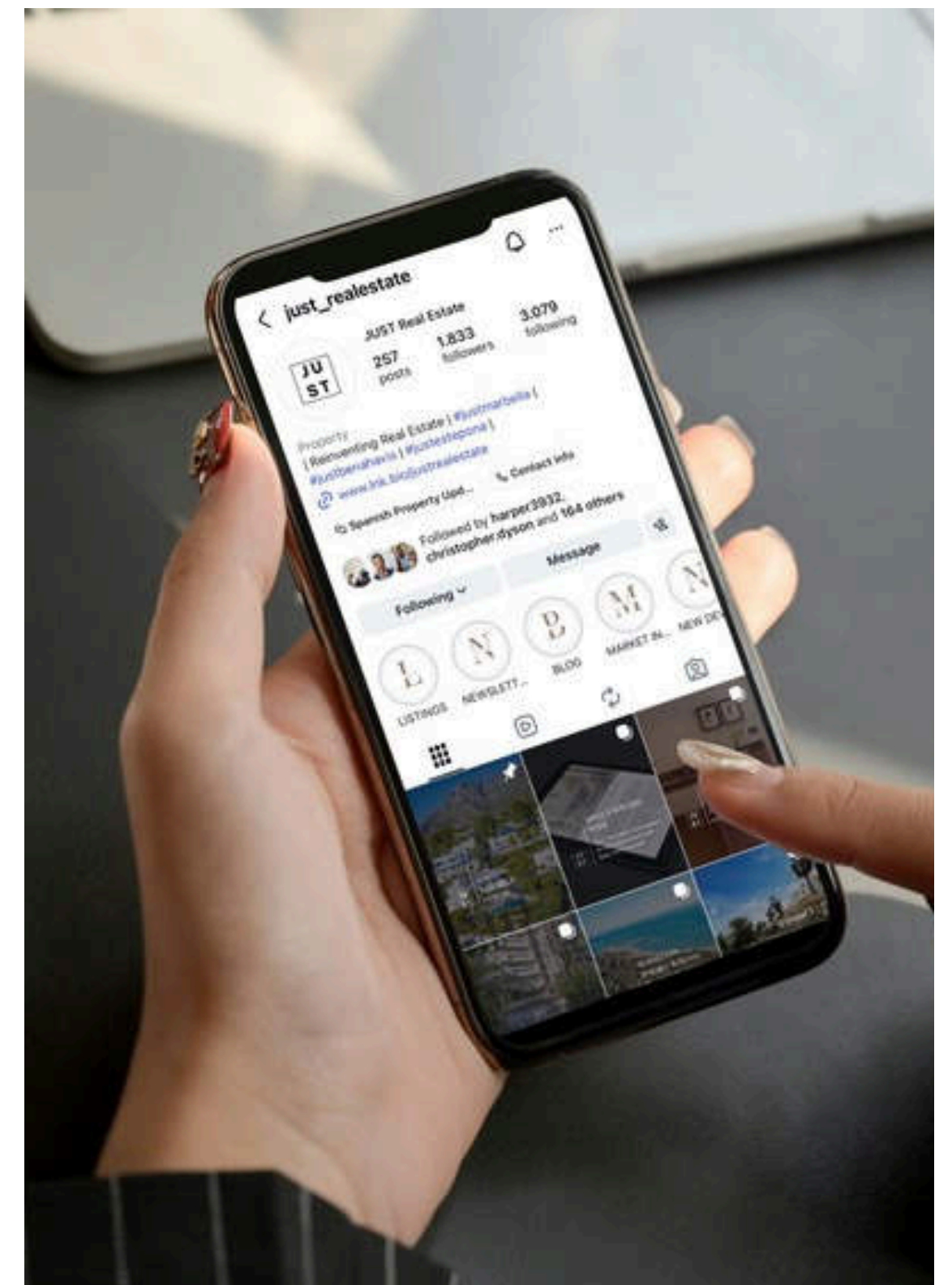
“ We in Cheval Holding/real estate developer would like to thank you for the very good cooperation in connection with the buy process of our last development. You showed high professional competence, good communication and genuine commitment. The entire process was handled professionally from start to finish, and the result was very satisfactory. We give our best recommendations ”

Rageb Petterson, Cheval Holding, CEO



How we bring a property to the right buyer.

A well-priced property still needs the right exposure. Every listing we bring to market is supported by professional photography, targeted digital campaigns and placement across the portals and networks that reach genuine, qualified buyers, not just volume traffic.



Professional photography & film

Cinematic walkthroughs and drone footage, capturing the property at its best light before it ever reaches a buyer's screen.

Portal & MLS network distribution

Placed across the leading property portals and our full broker network, for maximum visibility to active, qualified buyers.

Direct database & agent outreach

Matched against live purchaser requirements and shared with our network of collaborating agents before the wider market sees it.

A campaign built around the buyer

We don't run the same playbook for every property. Each campaign is shaped around who the right buyer actually is, and where they're looking.

Multi-platform social promotion

Video tours and features across the platforms buyers and agents actually use, reaching both audiences at once.

An ongoing strategy review

We track genuine interest, not just views, and adjust pricing or presentation early if the response doesn't match expectations.

Over 5 million impressions a year across our active listings, real exposure to genuine buyers, not just a listing lost in the noise.

Collaboration is how this market actually works.

No single agency holds every listing or every buyer. Our MLS membership and twenty-five years of relationships across the local broker community mean co-brokerage and referral arrangements are a routine part of how we do business, for agents based locally and internationally.

Co-brokerage

Full transparency and fair commission-sharing on MLS-listed property, in line with standard market practice.

International referrals

A trusted local partner for agents overseas introducing clients to the Marbella, Benahavís and Estepona markets.

Developer & institutional partnerships

Sales representation and market positioning support for developers and institutional sellers.

Local market expertise on demand

Area knowledge, valuation input and transaction support for agents outside their core specialism.

Buyers are global. So is our network.



GLOBAL

Today's buyer rarely looks in one place. They're comparing this coast against London, Dubai, Miami, the Alps, often at the same time, and working with an agent back home who needs a trusted pair of hands here. We built the Global Agency Network to be that pair of hands.

It's a vetted network of agency partners around the world whose clients are looking at Marbella, Benahavís and Estepona. Partners retain the client relationship. We handle everything on the ground, viewings, negotiation, contracts and completion, and report back at every stage.

“ I know with full confidence that I can refer clients to them, trusting they will be cared for with the same dedication and personalized attention that we provide to our own clientele in the San Francisco Bay Area and Los Angeles.

Debbi DiMaggio, The DiMaggio Betta Group, Corcoran



The most comprehensive research on this coastline.

Most agencies publish a market update once a year, built on headline figures anyone can find. Ours is different, quarterly, sourced from six official bodies, and cross-checked against our own live transactional data, used by buyers, sellers, investors, developers and family offices alike to make decisions grounded in fact, not narrative.

Registradores de España

Official property registry, verified transaction records

INE

National Statistics Institute, demographic and pricing data

Notariado

Notarial records of completed sales nationwide

Tinsa

Independent valuation and appraisal benchmarking

Banco de España

Mortgage conditions, lending trends, macro data

Our own transactions

Live, on-the-ground pricing no public source captures

JUST | Quarterly Market Report



Pricing trends, transaction volumes and €/m² evolution across Marbella, Estepona and Benahavís, released every quarter.

JUST | Annual Market Outlook



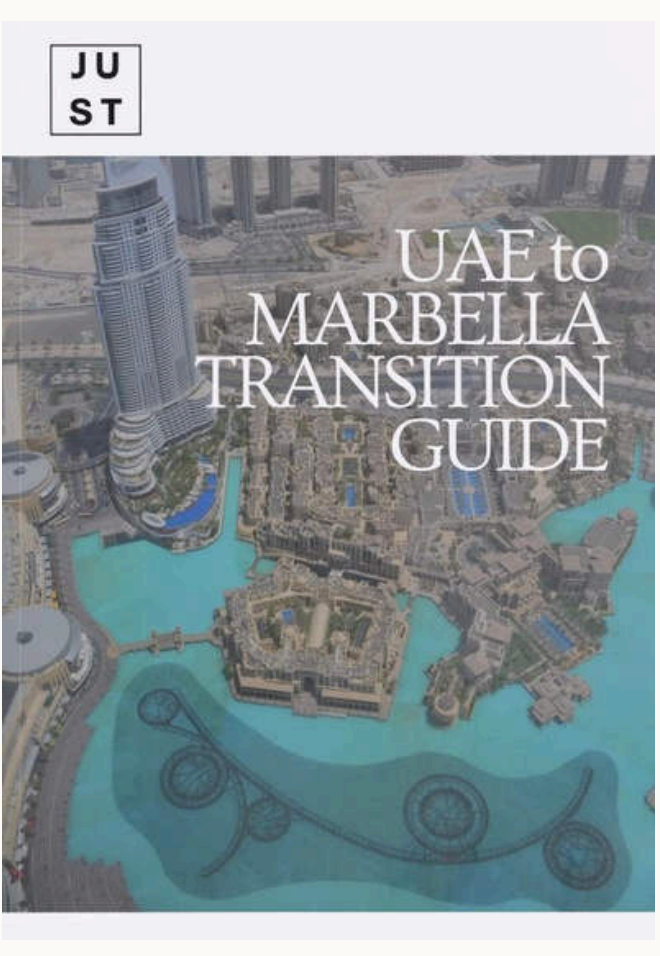
A forward-looking read on where the market is headed, used by family offices and developers to plan a year ahead, not react to it.

JUST | Rental Demand Report



Live tenant profiles, pricing brackets and supply gaps across the long-term rental market, data most agencies don't track at all.

JUST | Area & Buyer Guides



Neutral, on-the-ground guides to each micro-area, written by the team who live and work there, not assembled from portals.

This is why our reports are used by private clients, family offices and developers who need clarity before making a decision, not a sales narrative dressed up as analysis. It's also why, when we tell a client what we think a property is worth, that opinion is backed by more data than any other agency operating on this coast can offer.

JUST | GET IN TOUCH

A conversation is the best place to start.

Whether buying, selling, renting, investing, developing or introducing a client, reach out directly, or take the JUST Match assessment online to begin narrowing the market.

“ JUST Real Estate are a pleasure to deal with. Nothing is too much trouble, their knowledge and professional personal approach is second to none. I could not recommend more highly. ”

Shaun Pridmore, London Developer

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