

The self-build scenario is becoming more commonplace

straight away. It will probably take the best part of 15 months to complete. Many developers selling individual villa plots within a development impose a time limit on 'landbanking' as they don't fancy the idea of a ghost town, with only a couple of residents using any communal facilities, such as gymnasiums or restaurants. This time limit varies, but could be around two years from the signing of private contract – then construction must commence.

The third option is a combination of the first two. Sit on the land for a period of time, wait for the development to mature, road networks to be completed and facilities to establish, then, upon the advice of your chosen agent, construct your home at the optimum time to maximize the investment potential. It's a timing game.

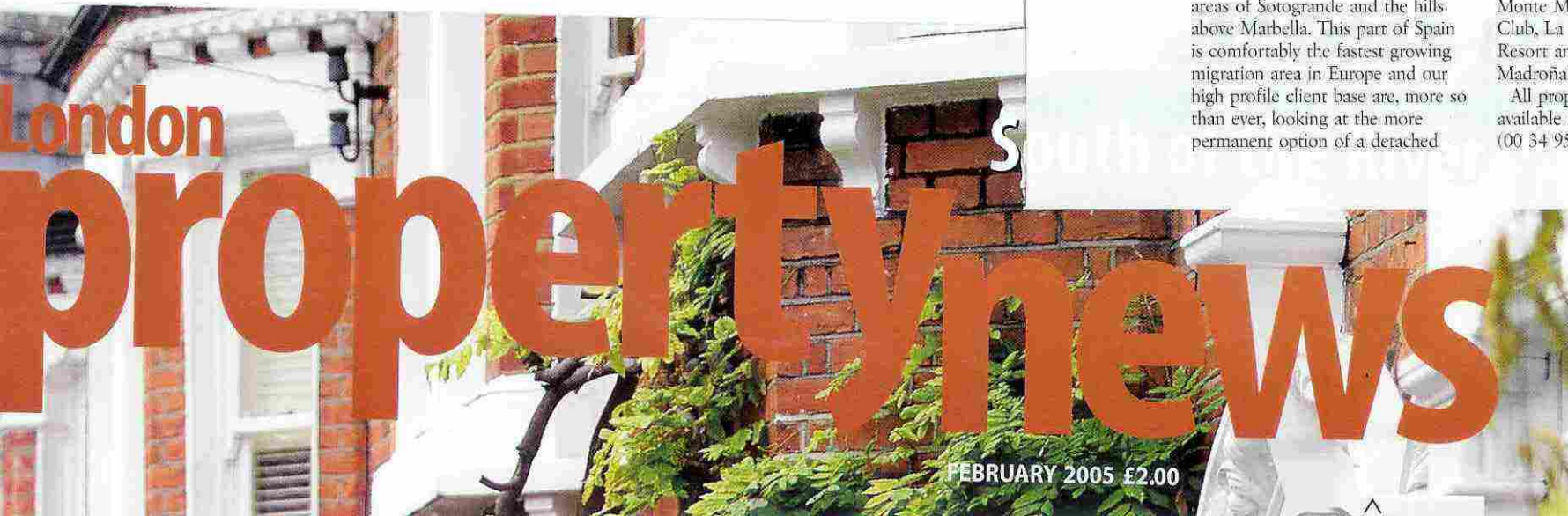
Paul Rossiter, Managing Director of Carrington Estates, a real estate agency that focuses solely on the sale of plots for self build in conjunction with a project management team, comments, "Although emerging alternative destinations and over-inflated off-plan prices have affected the lower end of the Costa del Sol property market, there is still a very high demand for quality property, particularly in the exclusive golf areas of Sotogrande and the hills above Marbella. This part of Spain is comfortably the fastest growing migration area in Europe and our high profile client base are, more so than ever, looking at the more permanent option of a detached

"To build a 300sq m villa comprising four bedrooms, three bathrooms, terrace areas, private pool and basement," continues Paul. "I would quote an uppermost figure of 1,500 euros per square metre. This is an all inclusive price, to include contracting a project manager and architect, through to handing over the keys with no hidden extras. Of course you have to add the cost of the plot purchase to that figure. With superb plots available for approximately 400,000 euros, such as those with sea, golf and mountain views at Monte Mayor Golf & Country Club, your total investment would be around 850,000 euros for a 3,000sq m plot with 300sq m villa. If you consider that an equivalent resale villa of the same dimensions would cost you between 1.5 to 1.8 million euros, then you've saved yourself approximately 40 - 50% and gained the home of your dreams at the same time. It makes perfect economic sense."

Another valid and encouraging point to mention is that it is perfectly realistic to borrow up to 60% of the purchase price of the plot and up to 100% of the construction costs, of course subject to normal lending criteria.

The Costa del Sol is home to many developments that offer plots for private villa projects such as Monte Mayor Golf & Country Club, La Zagaleta, Marbella Golf Resort and La Reserva de Madroñal.

All property mentioned is available through Carrington Estates (00 34 952 810 868).



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