

Buy Your Dream Home In Sunny Spain



mojo
ESTATES

It's all about your mojo

Exclusive to clients of House of Mojo

Welcome note from
Our Founders



Dear Friends,

We want you to feel like part of the Mojo family. As co-founders, we've poured our hearts and souls into creating a space where your dreams of owning a piece of paradise can come true. So, consider this brochure your personal invitation to become part of the unique lifestyle here on the Costa del Sol. Whether you're a seasoned investor, a first-time buyer, or someone simply seeking the perfect slice of paradise on the best coastline in Europe, we're thrilled to extend our warmest welcome to you.

At the House of Mojo, it's not just about properties; it's about unlocking the essence of your Mojo. We understand that finding the right property isn't merely a transaction; it's about discovering a place that resonates with your dreams, aspirations, needs, and desires. So, whether you're envisioning lazy days in a beach house by the sparkling Mediterranean, a big villa in the countryside with stunning sea and mountain views, or a modern penthouse apartment in the vibrant city centre, we're here to make your journey seamless, enjoyable, and, dare we say, downright magical.

Trust us when we say that we take that to heart in everything we do. From scouting the most exquisite properties to providing expert guidance tailored to your needs, consider us your partners in manifesting your Costa del Sol dreams. Take a moment, peruse our offerings, and let your imagination run wild. Because here at the House of Mojo, we're not just selling properties; we're crafting experiences and helping you find your place in the sun.

Warm Regards,

Per Mønsted
Co-founder



Jacob Johansen
Co-founder



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Property Market Report

Overview

The Spanish property market enjoyed a soft landing in 2023 after an extraordinary boom that followed in the wake of the pandemic.

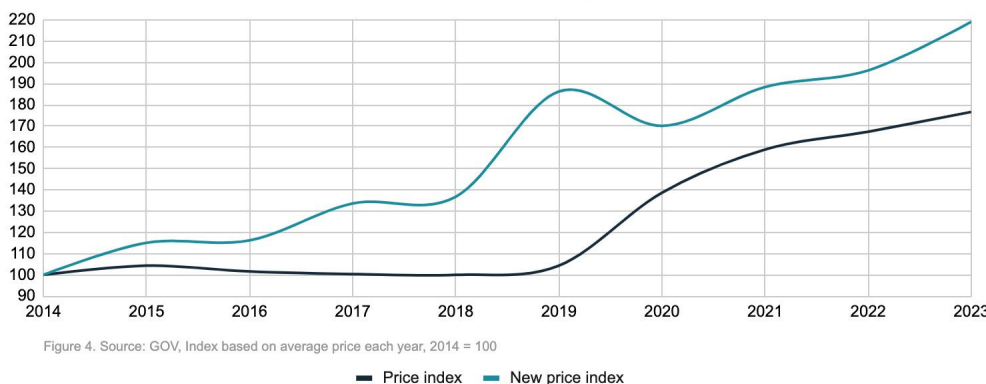
The number of sales involving a foreign buyer declined more in Malaga province (-17.5%) than anywhere else in mainland Spain, according to data from the land registrars' association.

Sales fell more than the national average in Malaga province, home to the Costa del Sol.

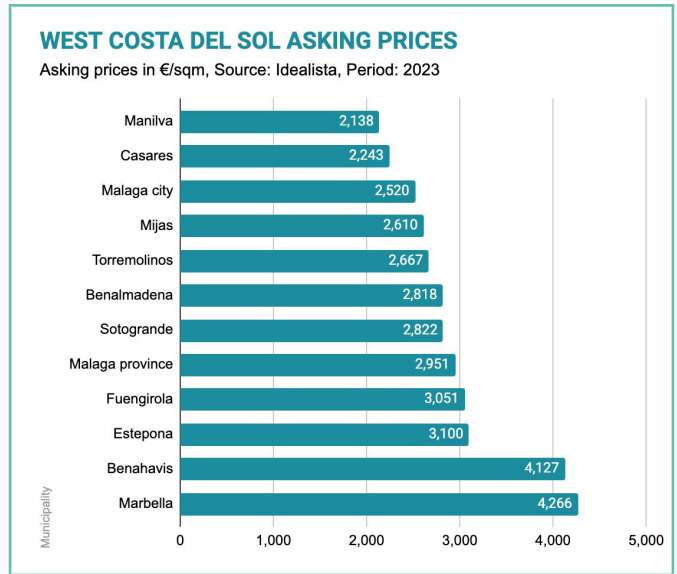
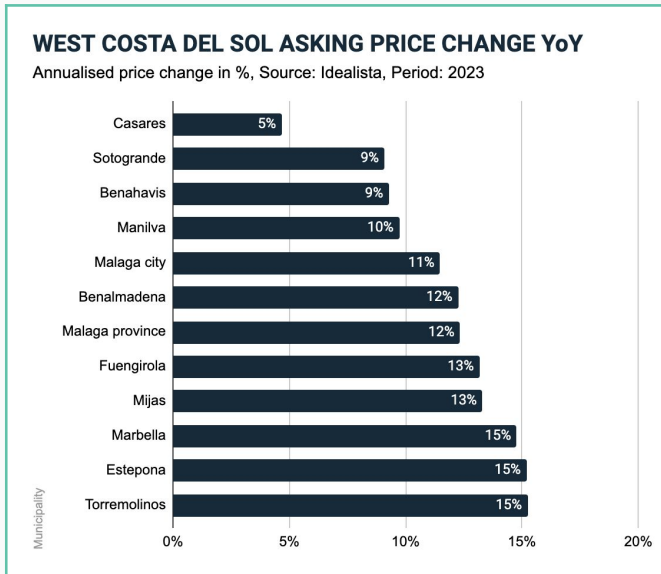
New-build home sales fell significantly more than the overall market. Despite declining sales Costa del Sol house prices increased in 2023.

HOUSE PRICES

In the last decade house prices have risen by 77%, and new homes by 119%



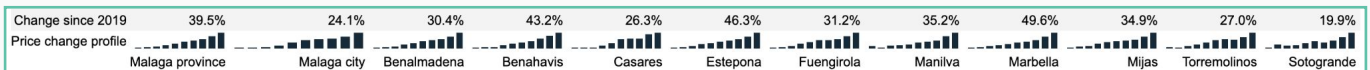
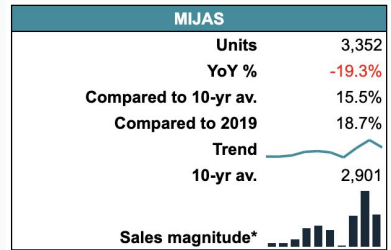
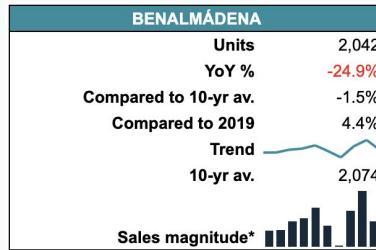
Increased 5.6% in 2023, whilst new build prices increased by 11.7%



This graph highlights the annual change in asking prices across the region, with Marbella, Estepona, and Torremolinos seeing the highest increases at 15%, followed closely by Mijas and Fuengirola at 13%. Other areas, including Benahavis, Manilva, and Sotogrande, show moderate growth, ranging from 9% to 12%.

The graph showcases home sales in West Costa del Sol municipalities, with Marbella leading at 4,509 sales, followed by Mijas (3,352) and Estepona (2,666). Other areas like Benalmádena and Fuengirola also contributed significantly to the market.

Costa Del Sol Home sales by municipality



This report presents a picture of the Costa del Sol property market in 2023 based on the latest data from public sources such as the Housing Ministry, the General Council of Notaries, and the College of Land Registrars. By bringing together all the key data from different public sources in a report from Spanish Property Insight that identifies the main trends this document aims to help inform the opinions and decisions of anyone with an interest in the Costa del Sol property market.

Introduction to House of Mojo

The House of Mojo is a comprehensive real estate organization encompassing various specialised services designed to meet the diverse needs of clients on the Costa Del Sol for all property related services for people interested in buying, selling, renting or investing on the Costa del Sol. Under this umbrella, you'll find a suite of offerings that cater to property buyers, renters, investors, and those seeking a luxurious lifestyle.



Client Testimonial

"Mojo is a professional and trusted adviser. Not only in the actually buying process, but certainly also in the investigation process - patient and honest. Hereby our best recommendations."



- Niels Peter Holm



Mojo Estates

Mojo Estates is the cornerstone of the House of Mojo; with 45 employees, we offer a wide array of properties for sale. From luxurious villas to modern apartments, Mojo Estates provides expert guidance and a seamless buying process to help clients find their dream homes. With a focus on high-quality service and client satisfaction, Mojo Estates stands out in the competitive real estate market.

Mojo Rentals

Mojo Rentals caters to both property owners and tenants, offering comprehensive rental management services and in-house property maintenance. Whether you want to rent out your property or find the perfect holiday rental home, Mojo Rentals ensures a smooth and hassle-free experience, maximising occupancy rates and rental income.



Mojo Capitals

Mojo Capitals specialises in real estate investment opportunities on the Costa del Sol. Investors simply provide the capital, and Mojo Capitals handles everything from property acquisition to rental income to sales. The goal is to achieve a return on investment (ROI) of 10% after Spanish tax by offering local expertise and unique benefits through the House of Mojo.

Mojo Sharing

Mojo Sharing introduces a modern and sustainable approach to property ownership where eight owners share a luxury home on the Costa del Sol for one-eighth of the price with the possibility of getting a mortgage. This model makes owning a piece of paradise more accessible and offers flexibility in usage and management. Each owner gets the property for six weeks and three days a year.

Mojo Cleaning

Mojo Cleaning is the first eco-friendly cleaning service on the Costa del Sol, offering homeowners a safe, reliable, and professional solution. Unlike outsourced services, our in-house team ensures the highest standards with the same trusted staff caring for your home every time. Our dedicated laundry service is another key benefit—everything is washed, ironed, and prepared in Mojo's own facilities, guaranteeing top quality and the best prices. We use only allergy-friendly, organic cleaning products and 100% cotton linens—no polyester blends—ensuring sustainability, and a five star hotel-quality experience for both homeowners and guests.

Mojo Exclusive

Mojo Exclusive is a master broker, serving small and big property developers on the Costa del Sol, leveraging its extensive local network of +1000 agents and its own 20 agents and years of in-depth real estate expertise. Supported by the House of Mojo, the company offers access to our professional design studio, marketing department, in-house finance and legal department.

Introducing Mojo Estates

Mojo Estates isn't just the name of a leading real estate company—it represents the vibrant, inspiring lifestyle of the Costa del Sol. Since 2017, Mojo Estates has gathered knowledge about the Andalusian housing market, created a trusted network of local experts, and refined strategies to discover the best practices for buying, selling and investing in properties to meet the needs of international buyers and investors.

Our expertise means you gain access to a professional team with in-depth market knowledge and hands-on experience, guiding you to the best property investments, maximising your property value, and navigating local tax and reform laws. Whether you are seeking a renovated resale or exclusive pre-launch developments, Mojo Estates ensures a secure, transparent and rewarding experience.

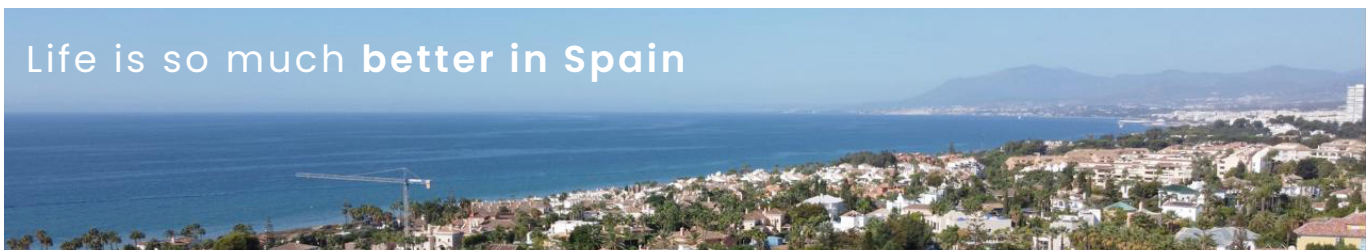
Why choose Mojo Estates?

We understand that buying a property abroad is a significant decision, filled with both excitement and challenges. That's why we're dedicated to being your trusted partner on the Costa del Sol, offering a holistic approach that goes beyond typical real estate services. From initial property selection to finalizing design touches, we provide seamless support across legal, financial, and maintenance needs, ensuring the entire process is as smooth and stress-free as possible.

With Mojo Estates, you're not only investing in a property but also in a lifestyle. Whether it's a vacation home, an investment property, or your new forever home, we're committed to helping you find a place you'll love and feel at home in for years to come. We provide seamless support across design, legal, financial, and maintenance needs, ensuring the entire process is as smooth and stress-free as possible.



Life is so much better in Spain





Buying Properties

Buying a property should be a smooth, safe, and stress-free experience. At Mojo Estates, we understand that purchasing a property is more than just a transaction—it's about finding the perfect place where your dreams can flourish under the Costa del Sol's sunny skies. Our mission is to make your journey to homeownership in Spain a positive experience.

We're dedicated to understanding your unique needs and preferences, ensuring that every step of the buying process is transparent and tailored. From navigating mortgage options to handling legal matters and offering comprehensive post-sale support, we're here to take the hassle out of buying a holiday home. When you choose Mojo Estates, you gain more than just a property expert—you access a range of in-house services designed to add value at every step, such as our Legal Department, Finance Department, Property Maintenance and Design Studio.

Selling Properties

When it's time to sell your property on the Costa del Sol, we ensure a professional, efficient, and transparent experience. We understand that selling a home is a significant decision, and our goal is to help you achieve the best possible value while simplifying every step. At Mojo Estates, we handle all the complexities for you—from managing Spanish bureaucracy to effectively marketing your property to the right buyers. Our deep knowledge of the local market, combined with a team that speaks your language, helps you avoid common pitfalls and delays, ensuring a smooth, successful sale. With us, you can feel confident knowing that every detail is managed with care, maximizing your property's appeal and final sale price.

Investing Properties

Investing in real estate on the Costa del Sol can be highly rewarding, but it's not without risks. One of the biggest challenges is avoiding the trap of overpaying, especially as property prices in the area have risen significantly in recent years. Overpaying can become a financial burden, particularly if you intend to rent out the property or plan to sell it. That's why having the proper guidance and support to navigate this dynamic market is essential. Mojo Estates is dedicated to helping you make well-informed investment decisions that maximise returns while minimising risks. We provide expert advice on where to invest, considering factors like location, security, and resale potential, ensuring that you pay a fair price for a property with long-term solid value. Our team helps you understand the local property market trends and laws so that you can get the best opportunities.

When you invest with Mojo Estates, you gain more than just a property—you gain a strategic partner committed to helping you grow your investment portfolio wisely and efficiently. We handle the property search, tours, communication, negotiations, the financial and legal aspects, and even renting out the property if you wish so you can save time

Our

Buyer's Guides

Financing Properties

Planning how to finance your property in Spain is a key first step—doing this early means you'll be ready to act quickly when your dream home comes along. If you're a non-resident, you can typically get a Spanish bank mortgage for up to 70% of the property's market value, while residents can borrow up to 80%. Don't forget to account for purchase costs like legal fees, taxes, and



notary fees, which usually add up to 8–12% of the property price. So as non-residents you will have to bring around 40% of the purchase price from savings or financing in your home country. We assist you with preapproved mortgages free of charge through our trusted partners.

Property Viewing

In Spain, you only chose one agency to view different properties—we've got it all covered. At Mojo Estates, we have access to every property for sale along the coast with over 20.000 apartments and villas from Malaga to Sotogrande. Based on your wish list, we'll handpick the best options on the Costa del Sol and guide you every step of the way. We'll also create a personalized viewing schedule that fits your plans, often combining home tours with a look at the surrounding areas. By the end of 1-3 days touring, you'll have a real sense of both the costs, neighborhoods and properties fitting to your budget.



10% Private Purchase Contract (PPC)

Next up is the Private Purchase Contract (PPC), which locks in all the agreed-upon terms between you and the seller. This contract covers everything—legal requirements and any specific conditions you've both agreed on. You as the buyer will pay 10% of the property's purchase price at this point in the process to secure the deal. The PPC gives both sides peace of mind and sets the stage for the final step in your property journey.

Legal & Finance Advice

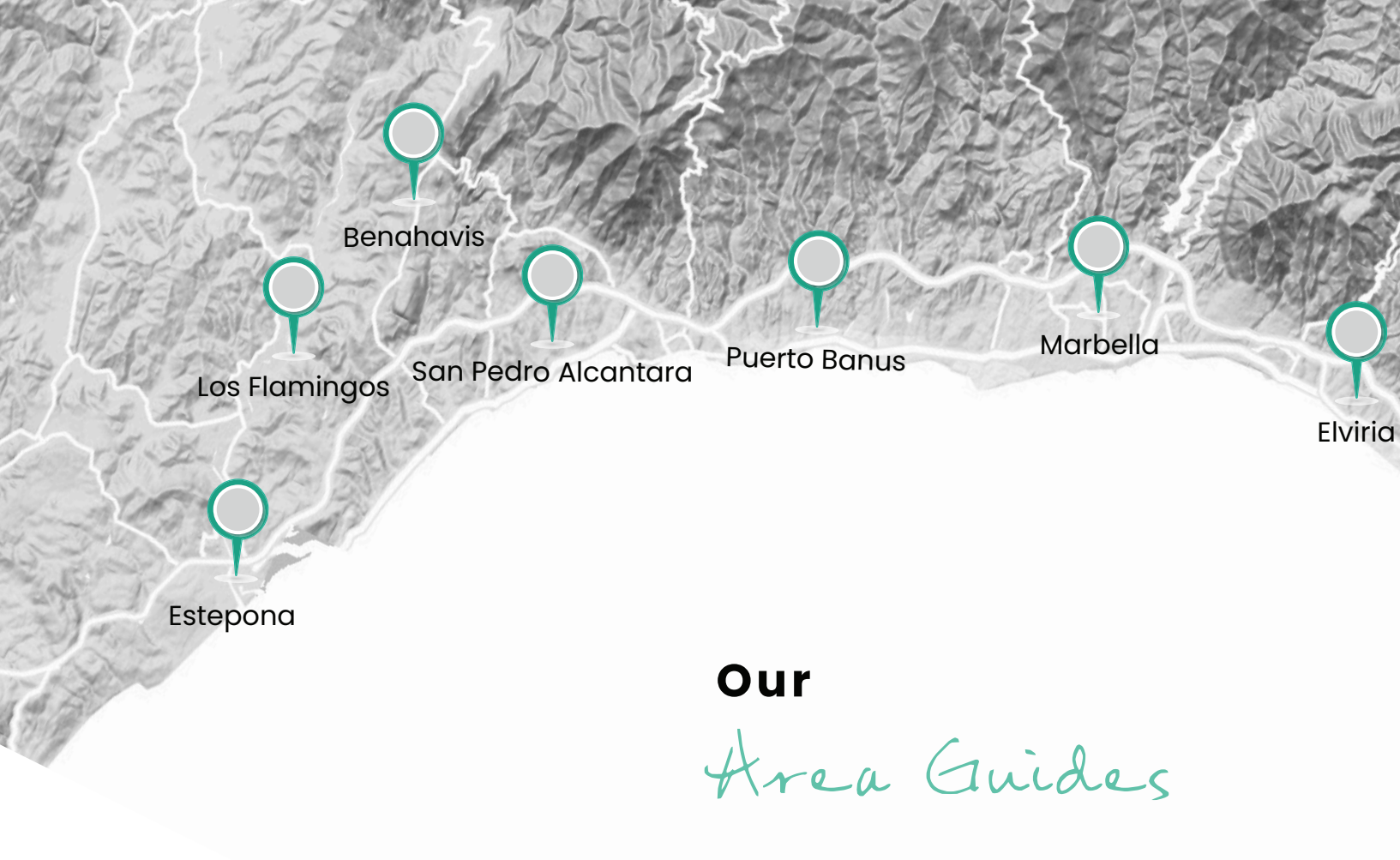
At Mojo Estates, we make the legal side of buying property simple and stress-free. Our in-house Legal and Finance department speaks multiple languages and handles everything for you, from start to finish. We'll ensure the property register is up to date and that there are no hidden debts, taxes, or surprises. We also assist with essential requirements such as obtaining an NIE number (a Spanish national ID) and setting up a Spanish bank account. In most cases, we arrange a power of attorney, so you don't even need to be in Spain to finalize your purchase. We're here to make your journey to owning a home on the Costa del Sol as smooth, risk free and enjoyable as possible.

€6,000 Reservation Contract

When we find your dream home and we agree with the seller on the terms, the next step is to reserve the property with a reservation contract. At this point, you'll usually deposit €6,000 into Mojo's client account. This contract will clearly outline everything you need to know - like what's included with the property, the latest possible date to complete the purchase, and any other essential details.

90% Completion

The last step is completion day, which happens at the notary's office. This is where everything becomes official, and we get ready to celebrate with a glass of champagne! Before cheering, you (or your legal representative) and the seller meet to sign the title deed. At the same time, you'll pay the remaining 90% of the purchase price, and the seller will hand over the keys to your new home. From that moment, the property is officially yours! We also make your will and testament of the property at the same time as well. The notary oversees everything, ensuring that the legal title is correctly recorded and all parties are in agreement. It's a big day—and the moment your dream home in Spain becomes a reality.



Our *Area Guides*

Malaga

the dynamic capital of the Costa del Sol, combines a rich history with modern urban living. Known for its impressive cultural heritage, Málaga boasts iconic landmarks like the Alcazaba fortress, the Picasso Museum, and the vibrant Muelle Uno harbor area. The city offers a unique lifestyle with its blend of traditional Andalusian charm, contemporary amenities, including a gastronomic scene and lively nightlife



Benalmadena

Benalmádena is a sought-after destination for property buyers, combining Andalusian charm with modern convenience. Named the best place to live in Spain by International Living in 2022, it offers pristine beaches, and the historic Pueblo with its whitewashed houses and panoramic views. The exclusive El Higuero area stands out with its smart homes and cutting-edge developments.





Scan the QR code for expert guides on the best locations, lifestyle, and property trends.



Mijas Costa

Mijas Costa, specifically offers a peaceful blend of Mediterranean charm and convenience, making it an ideal location for property buyers seeking a second home or investment. With picturesque golf courses, lush landscaped gardens, and stunning sea views, the area is perfect for enjoying a relaxed yet well-connected lifestyle. Situated close to sandy beaches, vibrant dining spots



Marbella

Marbella is the crown jewel of the Costa del Sol, renowned for its luxury lifestyle, vibrant culture, and stunning Mediterranean coastline. This glamorous city attracts international property buyers with its world-class amenities, including upscale boutiques, fine dining restaurants, and exclusive beach clubs. Marbella's historic old town offers a charming contrast, featuring narrow cobblestone streets.



Meet our

Legal & Finance Department

Legal Department

It can be challenging to navigate legal matters when buying a home in another country. At Mojo Estates, we provide a smooth, secure buying experience through our Mojo Legal Department, headed by Lorena and Angela, our dedicated and highly knowledgeable in-house lawyers who speak both English and Spanish. Their expertise covers every aspect of property transactions,

including due diligence, contract management, and compliance, ensuring each stage of your purchase is straightforward and protected. In addition to property law, they can assist with related documentation, such as testaments and estate planning, giving you peace of mind that all legal aspects of your investment are in capable hands.



Lorena Rus
Lawyer, CLO



Angela Ramirez
Lawyer



Expertise for Easy Ownership

We ensure that no details is overlooked by asking the right questions, performing thorough background checks, and making sure all documentation is in perfect order. With close attention to regulatory developments.



Finance Department

Financing a property on the Costa del Sol requires careful planning and expertise. That's where our Finance Department comes in, led by our multilingual finance professionals Belén and Ainoa. With in-depth experience in accounting, tax optimisation, and property investment, our team supports buyers in structuring finances for optimal benefits. Whether

you're investing personal funds, tapping into equity, or looking to structure your purchase in the most tax-efficient way, Belén and Ainoa will work with you to create a solid financial plan to avoid any unpleasant surprises. Our Finance Department is available to our clients before, during, and after your purchase to help you make informed financial decisions for the best



Belen Frasson
Accountant, CFO



Ainoa Garcia
Accountant

Simplifying Your Path to Ownership

We deliver personalized solutions, ensuring clarity, confidence, and peace of mind throughout your property purchase. Our proactive approach anticipates challenges, turning complexities into opportunities for success.



Meet our Design Studio Department

Transform your property into a stunning, welcoming space with our Design Studio. Led by experienced designers Nicoline and Paula, we specialise in tailored interiors for everything from rental properties to luxury homes. With a deep understanding of modern design trends, Scandinavian high-quality interior design, and a passion for creating beautiful spaces, Nicoline and Paula bring each property's potential to life. Whether you want to turn a holiday home into a successful rental, stage it to sell, or make it your perfect getaway,

our in-house Design Studio can help. From sourcing high-quality furnishings to managing renovations, our team oversees every detail so you can enjoy a stylish, ready-to-live-in home. As part of our exclusive service for Mojo Estates clients, we offer customised furniture packages and handle everything from concept to final touches. Let us bring your vision to life, making your Costa del Sol property a true reflection of your style—whether modern chic or classic charm.

A thoughtful transformation in Malaga

Our recent Málaga renovation focused on enhancing functionality and creating a welcoming atmosphere. By optimizing the layout, especially in the entrance, we improved flow while preserving the apartment's character with classic design touches. A modern, light aesthetic adds contemporary elegance, resulting in a timeless yet practical space.



Malaga
Apartment Tour





Nicoline Monsted
Interior Designer

Paula Duarte
Design Manager

Creating Captivating, Luxurious Spaces

We in Mojo Design Studio are creating immersive environments that captivate potential buyers to creating luxurious retreats that satisfy the most discerning tenants, our interior designers' dedication to excellence shines through in every project. With their sophisticated touch, your property will become an eye-catching showcase that will command attention and admiration at every turn.



Introducing Mojo Rentals

Renting out your property on the Costa del Sol should be easy, profitable, and hassle-free, and Mojo Rentals is here to make that happen. We understand that as a homeowner, your goal is to maximise rental income without getting bogged down by the details. That's where we come in, handling every aspect of the rental process so you can sit back and enjoy a steady stream of revenue. With Mojo Rentals, you can trust that everything is taken care of. From comprehensive

marketing across more than 25 leading rental portals to tenant communication, deposits, and payment processing, we handle it all. We even take care of essential administrative tasks like tenant registration with the local police, ensuring compliance with local regulations. Our professional team oversees everything, including tenant screening, check-ins, cleaning, maintenance, and auditing, so your property remains in excellent condition, ready to welcome guests at any time.

Effortless Care for Your Home

Your property on the Costa del Sol is more than just an investment—it's your sanctuary, whether you live there year-round or visit occasionally. To truly enjoy it, you need the peace of mind that comes from knowing your home is always well-maintained and ready for you. That's where Mojo Estates steps in, offering reliable, comprehensive property maintenance services exclusively for homeowners who have purchased their property through us.



Cristina Palmero
Property Manager



Quality Living, Simplified

We make renting your property easy for you and highly attractive to quality-conscious tenants. Our use of dynamic pricing software ensures your property is always competitively priced, while card payment solutions make bookings simple and secure. Unlike many other agencies, we prioritise high standards because we know how important it is for everything to be just right.

Meet

360° Property Maintenance

Many of our clients live in other parts of the world but dream of having a holiday home in Southern Spain, where the sun shines over 320 days a year. To make that dream a reality and ensure it remains a smart, worry-free investment, they need a trusted partner to manage their property when they're not on the Costa del Sol. With the entire House of Mojo organisation behind us, we provide all the necessary services under one roof, so you get all the help you need—even after purchasing your home.

Our Property Maintenance team is here to cover all upkeep so you can enjoy your home without worry. We handle regular cleaning, key management, landscaping, and even communicate with local services in Spanish. Acting as your local eyes and ears, we're quick to resolve any issues and ensure your property is always in top condition, ready for you or your guests to enjoy. Whether you live here year-round or visit occasionally, we're here to make sure your property is always in pristine shape.



Complete Property Makeovers

Our turnkey solutions ensure your property is always ready when you arrive—no surprises, just a welcoming home. We also offer full property reforms, including renovations, furnishing, and installations like pools, kitchens, and fibre-optic internet, all managed by trusted professionals. Whether refreshing or fully transforming your space, we've got you covered.



mojo

ESTATES
Part of Mojo Group

It's all about your mojo



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