

Acquisition of land and transformation for residential development

Case Study: Land development: **Benalmádena I Bellavista.**

Land development



Acquisition of large land plots in 1998 for transformation and residential development.

The project lasted 10 years from start to finish. All units were sold.

Origination	✓
Underwriting	✓
Debt Negotiation	✓
Equity Investor	✓
Development	✓

Private and Confidential

Asset overview

- Plots pending approval of Partial Plan, urban development and private development.
- Development of 731 residential units (97,201 sqm) and 10 commercial premises.
- It is a perimeter growth of the existing urban area.
- Urban development of the largest green area of Benalmádena.

Investment rationale

- Opportunity for residential development in an area with strong demand, mainly from local buyers and those from Malaga looking to purchase their mail residence.

Value creation

- Strategy designed to attract the interest and collaboration of Benalmádena Town Council.
- Urban planning, approval of Partial Plan and Urbanization Project.
- Construction project.
- Design and coordination of marketing and sales strategy
- Inside sales team with external support

Exit strategy

- Development and sale of individual residential units, combined with some plot sale.

"BCP has been our partner in the development of several residential projects in Malaga, including UA9 / Bellavista and Rocas Blancas. We have invested jointly with BCP in the last 10 years and we are very happy with the way they have managed the planning , development, sales and the result.

In fact, their understanding of the process of planning and residential development has allowed us to create substantial value throughout the years of our long collaboration."

Mr. Luis Matavacas ,, Investment in Real Estate, Cajamar

