



WATERFRONT

FEBRUARY 2016

CIRCULATION
35,000

AVE £1,950



LUXURY PROPERTY

Guia de Isora, Tenerife

Abama Luxury has announced a 100 per cent increase in property sales compared to 2014 as it releases the third phase of Las Terrazas and prepares for the delivery of the first Bellevue Villas.

More than 44 units have been sold this year at one of Tenerife's most exclusive residential resorts located on the south west of the island – more than double the amount predicted. An elegant range of apartments, turnkey villas, plots and custom-built properties are available situated around landscaped gardens and a verdant golf course with outstanding ocean views. All also have access to the resort's five star Abama Ritz-Carlton hotel, 10 restaurants including two with Michelin stars, spa, beach and boutiques.

Sales Manager Maria Moreno says: "Sales this year have been exceptional and underscore the quality and desirability of the Abama product. The fact that all residences are situated within a secure and exclusive resort environment, offering purchasers an elegant lifestyle in the sunshine, contributes to the on-going demand and success of the development. We will be



announcing the release of an exciting new product in the coming weeks and are looking forward to another successful year ahead."

Sales have been consistent across all residence categories with especially high demand for the fully-furnished one to three-bedroom Las Terrazas apartments which have their own swimming pool and social members club. Sales for Phase 3 have just been opened following the 100 per cent sell-out and delivery of Phase 1 and Phase 2 which is 95 per cent sold and delivering in December 2016.

The first of the resort's detached Bellevue Villas will be finished this month set on plots of 500m2. Delivered completely finished with landscaping included, each residence features a swimming pool on the ground level and a mini-pool on the first floor. Just one unit is left for sale in a coveted location overlooking the 8th tee.

Tenerife absorbs nearly 65 per cent of all Canary Island visits and has seen steady growth in hotel occupancy since 2008, with growing demand for more exclusive products.

The Abama Resort's holiday occupancy has been around 70 per cent for 2015 compared to 56 per cent last year. Around a third of all real estate leads come directly from hotel referrals and comprise mainly of British and Belgium investors. There has also been increased interest from German, Swiss, French and Scandinavian markets.

PRICES:

- Las Terrazas: from €350,000
- Custom Villa Plots: from €300,000
- Bellevue Villas: from €1,650,000
- Custom Villas: from approximately €2million depending on materials and finish