

# MarbellaPartner

IN ASSOCIATION WITH

Christie's International Real Estate

COSTA DEL SOL



*Real Estate Advisory & Private Acquisitions*



CONFIDENTIALITY FIRST

# Every client relationship *begins* with an NDA.

Your identity, requirements, acquisition strategy, ownership structures and personal information **remain strictly confidential** throughout the entire engagement.

Whether acquiring a primary residence, a holiday home, an investment property or a long-term family asset, our clients can be confident that **their interests remain protected at every stage of the process.**

*For many of our clients, privacy is not a preference: it is a requirement.*

WHY MARBELLAPARTNER

# Hans Veenhuijsen

FOUNDER - REAL ESTATE ADVISOR



Fluent in English, Dutch and German.

More than 25 years of experience in luxury residential real estate across the Marbella area.

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Clients work directly with Hans. He oversees every assignment, from strategy and property sourcing through negotiation and completion.



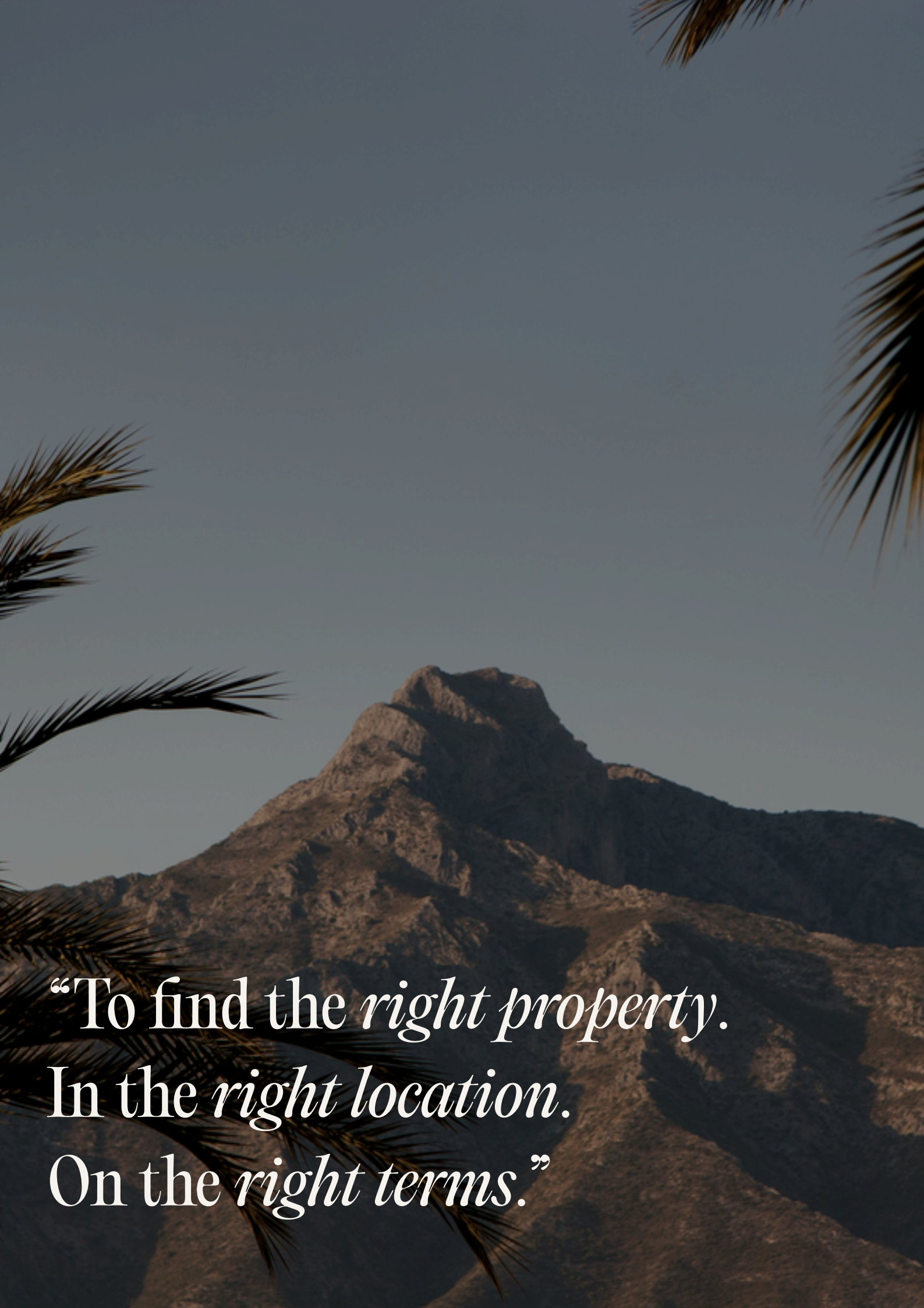
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Hans Veenhuijsen founded **MarbellaPartner** after more than 25 years in luxury real estate, leading renowned firms across three continents, including **Christie's International Real Estate – Costa del Sol** (2018–2025) and **Christie's International Real Estate – Madrid**.

Built on decades of trusted relationships throughout Southern Spain, MarbellaPartner provides clients with access to an extensive network of properties, including exclusive off-market opportunities that are rarely publicly advertised. Through close collaboration with leading agencies and industry professionals, clients benefit from opportunities beyond the traditional market.

*“Independent advice. Complete confidentiality.  
A trusted partner throughout the process.”*

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“To find the *right property*.  
In the *right location*.  
On the *right terms*.”

A GLOBAL, PERSONAL SERVICE

# Meeting clients *wherever* they are.

Hans regularly meets clients in their home, family office, or place of business, wherever they are in the world. These meetings provide an opportunity to understand what each client is looking for before beginning the search process. Every assignment is different.

Some clients are focused on lifestyle, others on investment, privacy, architecture or location. By understanding objectives from the outset, **we identify opportunities** that are genuinely aligned with each client's requirements.

## **WE REPRESENT**

Our role is simple: to help clients identify and acquire the property that best matches their objectives.

## **OFF-MARKET ACCESS**

Direct access to properties never publicly listed, through trusted networks built over decades.

## **CONFIDENTIALITY**

Protected by NDA: identities, criteria and transaction details remain strictly private.

## **STRATEGIC ADVISORY**

Independent market intelligence, objective evaluation, and expert negotiation at every stage.

## **PRIME MARKET EXPERTISE**

Deep knowledge of Marbella, Costa del Sol, and Spain's most prestigious residential destinations.

## **LEGAL & TAX COORDINATION**

Full coordination with trusted legal, fiscal, and notarial professionals for seamless transactions.

## **SINGLE POINT OF CONTACT**

One dedicated advisor.  
Complete oversight across all aspects of the acquisition.

## **RELATIONSHIP-DRIVEN**

Founded on long-term relationships rather than transactional brokerage.

## **FULLY ALIGNED**

Not tied to any seller, developer, or inventory source. Our advice is always independent.

*Exclusive buyer representation across Marbella's most exceptional residential locations*



A person is swimming in a pool at night. The water is dark with some ripples. In the foreground, there is a towel with red and white diagonal stripes. The text is overlaid on the image.

*Why* clients choose  
MarbellaPartner

# Costa del Sol

*Marbella*

*Marbella Club/Puente Romano*

*Málaga*

*Estepona*

*Benahavis*

*La Zagaleta*

*Finca Cortesín*

*Sotogrande*





Through our collaboration with Christie's International Real Estate – Costa del Sol, combined with a highly curated network of trusted relationships built over more than two decades, clients benefit from **privileged access to some of Spain's most exceptional residential opportunities**, many of which are never publicly offered to the market.

# The *Acquisition* Process.

01

## DISCOVERY & ADVISORY

An in-depth consultation to understand the client's acquisition objectives, lifestyle requirements, timeline, and confidentiality needs.

02

## CONFIDENTIAL PROPERTY SOURCING

Discreet outreach across our network to identify listed and unlisted opportunities, all handled under strict NDA.

03

## STRATEGIC PROPERTY SELECTION

Independent analysis and objective comparison of shortlisted properties, with full transparency on market values and positioning.

04

## NEGOTIATION & REPRESENTATION

Expert negotiation conducted exclusively in the client's interest, ensuring the most advantageous terms and conditions.

05

## DUE DILIGENCE COORDINATION

Full coordination of legal, fiscal, cadastral, and technical due diligence through our trusted network of advisors.

06

## NOTARIAL COMPLETION

Complete oversight of the notarial process and final transaction, ensuring a seamless and fully managed closing.







EXCLUSIVE REPRESENTATION

# Independent Advice. Transparent Fees.

MarbellaPartner acts exclusively on behalf of its clients. In most cases, compensation is paid through the commission of the brokerage representing the property, in line with standard market practice in Spain.

Clients benefit from independent advice, sourcing and negotiation support without additional acquisition fees.

Most importantly, **our focus remains on helping clients make the right decision**, rather than promoting a particular property.

*If a different fee arrangement is required for a specific assignment, it is always discussed and agreed in advance.*





Many of the finest properties in Marbella  
are never publicly listed. Through our  
network, we are often aware of  
*opportunities* before they reach the market,  
and when necessary, we approach owners  
directly on a client's behalf.

FROM SEARCH TO COMPLETION

# Deep *knowledge*. Complete *coordination*.

Our knowledge of the luxury residential market in Marbella allows us to advise on value, pricing and negotiation strategy. We coordinate with lawyers, tax specialists, accountants, architects and technical experts throughout the process.

Our objective is not simply to find a property, but to identify the location, environment and lifestyle that best match our clients' personal and family requirements.





Not every property search begins with a property available for sale. When a client is looking for something so specific that no suitable option exists on the market, we identify properties that **match their requirements** and discreetly explore whether the owners would consider selling.

This approach has enabled clients to acquire properties that were never publicly offered, and in some cases, were not originally offered for sale.



A photograph of a luxury property featuring a swimming pool in the foreground, several palm trees in the middle ground, and a stone building on the right. The background shows a hilly landscape under a cloudy sky. The text is overlaid in the center.

Exceptional Properties.  
Exclusive Representation.  
*Absolute Discretion.*



BEGIN WITH A CONVERSATION

## *Contact Us*



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