



NICHOLAS DUNNE

One of the positive effects of a property recession is that it wipes the board clean, leaving only the very best and most experienced realtors in situ. Such is the case with Brennon Nicholas and Mary Dunne, both seasoned veterans in the Marbella property market (though neither look it), who recently pooled their resources to open a brand new boutique real estate agency on the prestigious Golden Mile.

Nicholas Dunne is a new name on the coast but the two partners are far from being new kids on the block. Between them, Brennon and Mary have over 25 years experience in Marbella's housing market. Both have an unrivalled network of contacts, are well-versed in Marbella business practices and have specialist expertise in premier locations such as La Zagaleta, Sierra Blanca and The Golf Valley, where they have individually sold many properties over the years. Both bring to the new company the hands-on British way of doing business. They don't employ listing agents, raw young recruits or a big sales team, preferring to inspect all prospective new properties themselves. They also handle all viewings personally.

"We were once lifestyle purchasers ourselves and our own children have grown up in Marbella, so we're ideally placed to help others," says Mary, emphasising the company's strong commitment to guiding clients through every step of the buying and selling process and helping them make the right lifestyle choices. Luxury villa and apartment rentals, investment opportunities, land sales, project management, interior decoration and valuations also fall within the company's wide remit.

Brennon, originally from South Africa, has worked on the coast since 1997, with prestigious companies such as La Perla Living, also running his own business before taking over as MD of Cluttons Spain in 2007, when he was charged with extending the respected British company's client base here. Mary, a gregarious Irish woman, also has an impressive CV. She spent three years as Sales Director at Panorama, the coast's longest-established international real estate agency, and was a board member of Property Partners, Ireland's second largest affiliation of realtors, running one of their franchise agencies in busy Puerto Banús for four years. She also worked for Cluttons before the company ceased operations on the coast. No stranger to recession, having started out in Spanish property sales during the crash of 1991,

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she ran her own development company, Cielo Mijas, constructing the pueblo-style Finca San Antonio complex of 72 apartments which were quickly sold during the boom years of the mid-Nineties.

In their new partnership, this dynamic duo will be concentrating on quality rather than quantity, hence their choice of business address opposite the Marbella Club Hotel, which is already producing a steady stream of clients. The bright, airy offices have been stylishly decorated by local design company, Originals, with separate sales and rentals offices, a board room and comfy white leather sofas where clients can relax while they discuss their personal requirements. A new website is currently being designed and, as a third shop window, the company features key properties from its portfolio in its own quarterly magazine.

High end villas form the core of their sales portfolio, such as those found in La Zagaleta Golf & Country Club where they are currently offering a state-of-the-art eight-bedroom mansion with a spa, home cinema room, indoor and outdoor pools and wine cellar; and they have beautiful villas for sale in other premium locations such as a mature garden urbanisation of Aloha Golf, Gran Bahía close to the best beaches, plus a diverse range of top-end luxury apartments and townhouses, many of which have come down in price considerably in recent months.

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