



PROPERTY  
DEVELOPERS  
& ADVISORS

# Solvilla Quick Look 2025

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## ◆◆◆ Index

Summary	3
Why Marbella?	4
Solvilla key men	5
Solvilla competitive edge	6
Prime location	7
Market opportunity	8
Solvilla track record	9 - 10
Social responsibility	11





## ◆◆◆ Summary

- **Solvilla** is a **high-end** property developer and real estate advisor in **Marbella**, founded in 2013
- **Solvilla** acts as an **operating partner** executing **luxury residential developments** in Marbella's prime locations: Golden Mile, Sierra Blanca, Cascada de Camoján, Nueva Andalucía and La Quinta
- Strong **track record** with **260+ properties sold** last 4 years totaling **€2Bn+**
- **Solvilla** leads the **high-end market** with a dominant **75% share**
- **Proven returns: 20-30% IRR**





## ◆◆ Why Marbella?

- **High-end real estate hub:** one of Europe's most exclusive residential markets
- **Strong demand-supply gap** in Marbella's prime real estate market
- **Diversified multinational investor base** from Europe, North America, Latin America and the Middle East. Market is not reliant on a single economy, reducing regional risk exposure
- **Unmatched lifestyle & infrastructure:** 320+ days of sunshine, top-tier hospitality & dining, world-class health care, 60+ golf courses. Strong connectivity, 88 European cities with a direct 2-4 hours flight to Malaga airport

## Solvilla key men



**Torgeir Wemmestad- Haaland**  
FOUNDER & CHAIRMAN

Founded Solvilla in 2013, leading high-end Real Estate company in Marbella.

Founded Novavista, a Norwegian media company. Exited in 2012. Angel Investor. Latest Novaluz, leading distribution energy company.

BI Norwegian Business School and Master in Economics & International Business by TEC Monterrey.



**Stacy Welch**  
CEO, PARTNER & HEAD OF SALES

Expertise in high-end real estate market with over twenty years of experience advising foreign clients and investors in Marbella.

Record-breaking property sales in Marbella luxury property market. Over 2,5 billion in transactions with Solvilla.

Driving the company's growth since 2015 through business development, capital acquisition and team management.

Business background working in international sales abroad understanding the high-end markets.



**Daniel Tienda**  
COO & HEAD OF LEGAL

Overseeing the company's daily business operations, steering strategic growth initiatives by leveraging extensive corporate legal expertise and experience with cross-border investors.

Over twenty years structuring real estate transactions with family offices and investors across EMEA and México.

He was a partner at Cases & Lacambra where he led the Real Estate practice for ten years, specializing in structures for foreign investors.

Master in Law with specialization in International Business by Universidad Autonoma de Madrid, UK Leuven University and I.E.B.



**Willy Dahl**  
CO- FOUNDER

Joined Solvilla from its beginning in 2013, focusing on development projects, asset management and joint-ventures with Norwegian and international clients.

He worked with the law firm Thatcher, Proffit & Wood in New York and started his career as lawyer in Thommessen in Norway.

He joined clients in several start-ups within the asset management and telecom industry: Phonero and Unifon, a Norwegian based service provider in the business segment.

Law degree and studies by Oslo University, the University of Almería and the University of Cambridge.





## ◆◆ Solvilla competitive edge

### *Key enablers*

#### **Solvilla is a recognized brand**

Developers who grant exclusivity can sell with higher prices



#### **Strong partner ecosystem**

of investors, architects, designers, developers and construction firms

**Unrivalled local expertise & market intelligence** with over a decade-long track record



**Data-driven market analysis.** Solvilla has unique historic data on transactions in our areas

**Network of 5700+ collaborating agents** selling Solvilla's product



**Advanced sales marketing** Premium visual content, unique home staging and agent platform

**High property rotation** Solvilla brings **liquidity** to the market



**High-value** asset class investments, tailored for **optimal returns**

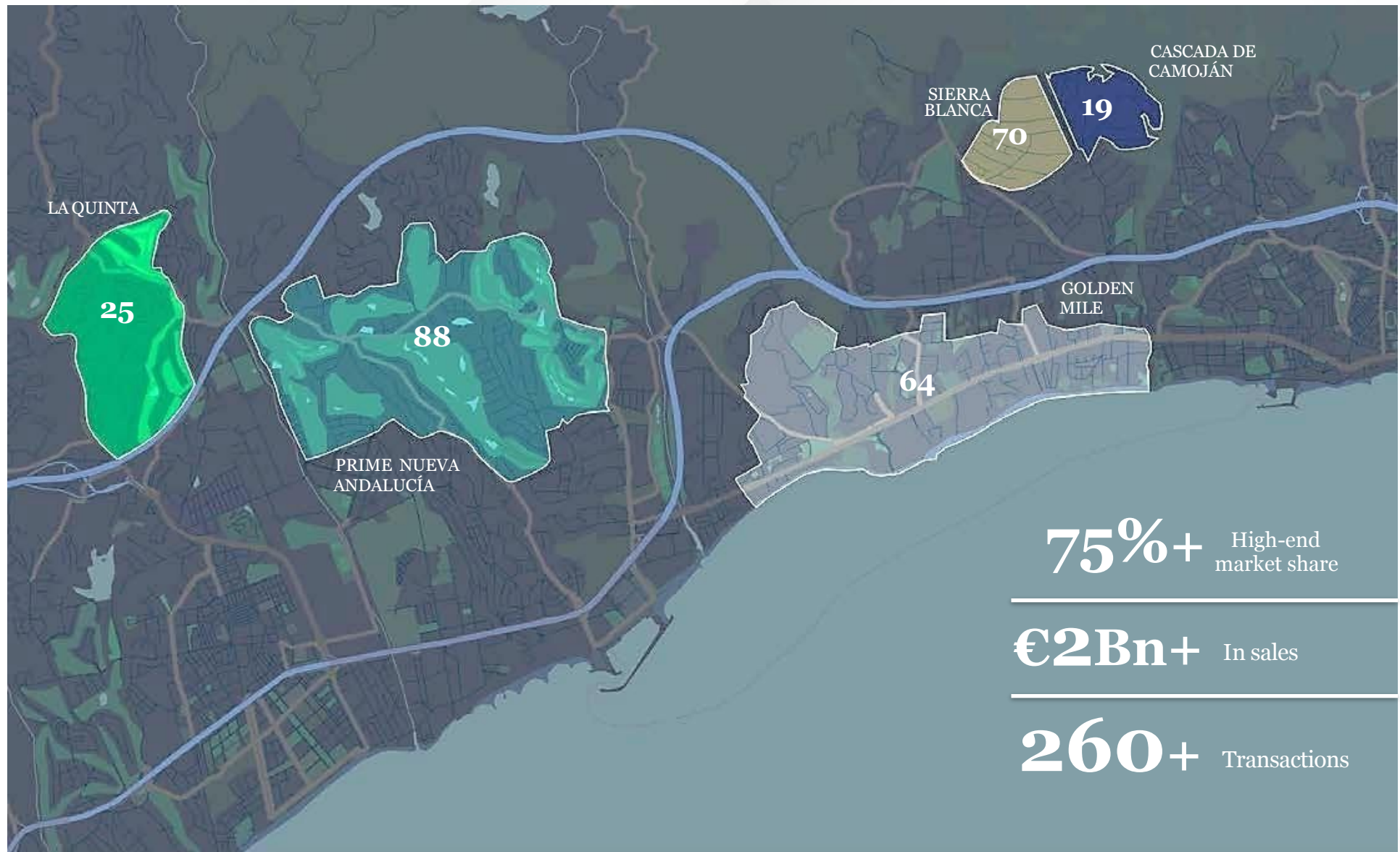
**Customer experience** and dedicated after sales support have become a powerful driver of **new clients**



**No claims** in over a decade shows focus on the right delivery of **high quality standards**

## ◆◆◆ Prime locations

*Over 260 properties sold in the last 4 years totaling €2Bn+*







## ◆◆◆ Market opportunity

- **Solvilla** transforms **asymmetric information and market insights** into **investments opportunities**, a competitive edge tied to its **market leadership**
- Proven ability to identify **undervalued assets** and generate **above industry standard returns**
- **Solvilla turn-key strategy** has boosted investors returns by increasing property prices
- **Uniquely positioned** to capitalize on **Marbella's investment potential**



Fragmented demand



Inefficient market



Lack of sophisticated sellers/agents



Atomized broker professionals



Fulfilling buyers' preferences



Lack of transparency in the market





## ◆◆◆ Solvilla proven track record

*€120M+ invested under 'Club Deal' structures over the last 4 years*

**Strong investment performance**



Returns **20-30%** IRR

**Consistent outstanding execution**



**€480M+** in sales avg. per year

**Understanding of clients needs**



Leverage of in-depth market knowledge

## Pipeline of high-yield opportunities

**Target assets**



Prime-location development & refurbishment opportunities

**Diversified investment approach**



Luxury singular villas, gated multi villa developments and high-end apartments

**Annual deal flow**



8-10 projects  
**€10- 25M** per investment

## Selected track record

### Track record

TRANSACTION	PROJECT TERM	ACQUISITION COST	DEVELOPMENT COST	TOTAL COST	SALES INCOME	PROFIT	IRR
LAS TORRES	13 months	6,250,000	3,305,000	9,555,000	13,000,000	3,445,000	30%
BRUSELAS	14 months	2,500,000	3,110,000	5,610,000	9,070,000	3,460,000	37%
PONIENTE 1	15 months	2,100,000	2,383,500	4,483,500	5,625,000	1,141,500	22%
CERQUILLA 21 - A	20 months	600,000	1,849,500	2,449,552	3,800,000	1,350,448	25%
THE HILLS	48 months	4,200,000	24,210,700	28,410,700	64,224,250	35,815,550	36%
CERQUILLA 36 - A	15 months	1,017,900	1,257,500	2,275,400	3,105,000	829,600	26%





### Social responsibility

Full compliance with **AML/CFT regulations**, ensuring transparency and governance.

Solvilla upholds **best-in-class ethical and regulatory standards** across all investments.



[www.solvilla.es](http://www.solvilla.es)