





Lucas Fox is a specialist Real Estate agency offering exceptional properties and a full range of property services to international clients. Founded in Barcelona in 2005, the company brings a fresh, innovative approach to the luxury property business and a strong reputation for reliability, integrity and in-depth knowledge.

We have an extensive portfolio of outstanding properties in the most desirable areas of Spain and a team of multilingual, knowledgeable and experienced professionals, dedicated to delivering a comprehensive range of high quality services to our clients.

Our focus is on prime Real Estate in the most sought-after areas of Spain, including Barcelona, Marbella, Ibiza, Mallorca, Madrid and the Costa Brava. We specialise in the finest properties – from city centre penthouses to country estates, and from spectacular coastal villas to castles.

www.lucasfox.com

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- The Lucas Fox client base is truly international and comprises clients from Europe, America, Russia, the Middle East, China and India.
- Lucas Fox has an experienced team of PR and Marketing specialists and each month receives more than 80,000 visitors to its website from international residential and commercial Real Estate buyers.
- The company's expertise on property-related matters, market trends and lifestyle is recognised both nationally and internationally.

KEY MEMBERS OF THE LUCAS FOX TEAM



Alexander Vaughan CO-FOUNDER

Alexander has lived in Barcelona since 2005 when he founded Lucas Fox. He is a qualified lawver and has worked for city firms in London, including Freshfields and Farrer & Co. Alexander oversees the ongoing management of the business, the company's development nationally and internationally as well as the Group's marketing activities. Alexander still works with an international client base of High Net Worth private clients and speaks English, Spanish and French.



Stijn Teeuwen

Stiin has been living in Spain since 2002 and co-founded Lucas Fox in 2005. He trained as a lawyer and went on to found start-ups in the Netherlands and different areas of the Spanish coast. He specialises in high value commercial and residential property and his main roles at Lucas Fox are the financial management of the company and business development with an emphasis on commercial and investment property. Stijn speaks Dutch, English, Spanish and German.



Tom Maidment

& MARESME COAST

PARTNER LUCAS FOX COSTA BRAVA

Tom is Partner of Lucas Fox's Costa Brava and Maresme businesses. Since becoming a Partner in 2007 Tom has developed Lucas Fox Costa Brava into one of the region's most successful Real Estate agencies and in recent years has secured some of the company's largest residential sales transactions. Prior to joining Lucas Fox Tom worked for 12 years in the Sports Marketing industry in London, managing high profile sponsorship and PR campaigns. Tom speaks English, Spanish and French.



Maxim Rettich PARTNER LUCAS EOX IBIZA

> Maxim arrived on the Costa del Sol in 1999 where he began his Real Estate career working alongside the developer of Torrequebrada Hills. In 2002 he moved to Barcelona where he opened CDLC Barcelona, Spain's leading Restaurant & Lounge club. Maxim joined Lucas Fox's Barcelona office in 2010 where he successfully worked on high-end residential sales. In 2012 he became a Partner of Lucas Fox Ibiza, Maxim speaks English, Spanish, German and Dutch.



Rod lamieson DIRECTOR LUCAS FOX MADRID

Rod has 11 years' experience in the Mediterranean luxury Real Estate market. Born in the UK. Rod moved to Canada when he was 16, where he completed a degree in Marketing and went on to work in Retail Management. Prior to moving to Spain. Rod lived in Cannes where he managed a team of international sales agents. He is passionate about property, having bought, renovated and sold several over the years. Rod speaks English, Spanish and French.



Rachel Haslam DIRECTOR LUCAS FOX SITGES

Rachel left the UK to travel the world after graduating with a degree in Modern Languages and subsequently a post graduate degree in Education. She spent time in New York, the Caribbean and Singapore, where she taught in a prestigious international college, before coming to Spain over a decade ago. Prior to joining Lucas Fox in 2013 she ran her own small company buying, renovating and selling houses. Rachel speaks English, Spanish and French.



Charlotte Rodriguez PARTNER COUNTRY & SPORTING ESTATES

Prior to her move to Spain 15 vears ago, Charlotte was a well-established member of the United Kingdom's hunting and shooting community and for several years, owned her own property company in central London, specialising in high-end homes. Charlotte joined Lucas Fox in 2011, bringing her wealth of experience to help clients look for sporting, country, equestrian or wine estates in Spain. Charlotte speaks English, Spanish, French and German.

Stephen Lahiri PARTNER LUCAS FOX MARBELLA Stephen joined Lucas Fox at the beginning of 2012 with over 11 years' experience managing sales teams in the Real Estate industry in the Costa del Sol, the Middle Fast and Asia. Prior to that. Stephen spent 5 years as an International Management Consultant in London and 3 vears as Commercial Director for a Facilities Management company. At the start of 2013 Stephen became Director of Lucas Fox's Marbella office. Stephen speaks English, Spanish and French.





Rafael Rosendo DIRECTOR LUCAS FOX MARESME COAST

Rafael joined Lucas Fox as a sales agent in 2010 after more than a decade working in the industry in the USA. In 2013 he became Director of Lucas Fox Maresme, based at its office in Alella, just north of Barcelona, Rafael is licensed in Real Estate, Property Management & Title Insurance and is officially recognised by the API (Agentes de la Propiedad Inmobiliaria), Spain's only Real Estate regulatory body. Rafael speaks English, Spanish, Galician, Portuguese, Italian and some Catalan.



Juan Luis Herrero PARTNER LUCAS FOX VALENCIA

Born in Valencia, Juan Luis has a degree in Economics and a Masters in Commercial Management and Marketing and has worked in the Real Estate sector in different roles for 23 years. He worked for Gefesa collaborating in the development of important avant-garde Real Estate projects in the Valencian Community, as well as being a Parquesol representative. He joined Lucas Fox Valencia at the start of 2014. Juan Luis speaks French, Spanish and Valencian.



RESIDENTIAL PROPERTY IN SPAIN

Lucas Fox has an extensive portfolio of residential properties in the most desirable areas of Spain. Our portfolio includes luxury re-sale properties and new developments in prime locations, as well as country and equestrian estates.

Given the current market conditions, our main focus is on international buyers, but through our well located Property Lounges we are positioned to deal with growing numbers of national buyers as they re-enter the market.

Our multilingual residential sales agents offer the highest levels of customer service in the marketplace. Their advice and professionalism is supported by market-led research and their own in-depth experience and passion for property.

We offer a full range of consultancy and specialist services to our clients, from private buyers and homeowners to developers and corporate investors.



Lucas Fox can also assist non-EU clients in obtaining residency via our property investment company 'Residency in Spain': www.residencyinspain.com







OUR REGIONS

BARCELONA · COSTA BRAVA · GIRONA · IBIZA · MADRID · MALLORCA · MARBELLA · MARESME COAST SEVILLE · SITGES · VALENCIA · ANDORRA · PORTUGAL

Lucas Fox boasts an extensive portfolio of prime real estate, offering exclusive properties in the most desirable areas of Spain, including Barcelona, the Costa Brava, the Maresme Coast, Sitges, Marbella, Ibiza, Mallorca, Madrid and Valencia. We also have an active Country Estates division which is based in Seville.

We specialise in the finest properties – from luxury city centre penthouses to magnificent country estates, and from spectacular coastal villas to historic castles.





BARCELONA

Barcelona continues to be one of Europe's most exciting, innovative and progressive cities. Since its regeneration ahead of the '92 Olympics, Barcelona has welcomed a growing international community, attracted to its enviable lifestyle, excellent beaches, great year-round climate, efficient transport infrastructure, award-winning gastronomy, successful football club and more recently, low property prices. In recent years it has also gained a reputation as a global hub for business, design, creativity and technology. Given the obvious attractions of living in the city, Barcelona property remains a viable long-term investment, either as a second home, rental or permanent residence. Prices are currently stabilising and are on average 30-40% less than at the peak in 2007. In 2013, Lucas Fox established its first Barcelona Property Lounge at its headquarters in the central district of Eixample and in summer 2014, opened its second Barcelona Property Lounge in the upmarket district of Turó Park in the city's Zona Alta.

ALEXANDER VAUGHAN, CO-FOUNDER LUCAS FOX



'As with any property market, location is key. Given the price reductions since 2007 prime central locations in Barcelona represent excellent value and will be the first to see price rises when they happen. The traditional buyer nationalities from

Northern Europe and the UK are still dominant but the major change in the last few years has been the significant increase in the number of non-European buyers, predominantly from South East Asia and the Middle East. New-build properties are currently most sought-after but due to the lack of construction in the last few years demand for the best properties is currently outstripping supply.'

COSTA BRAVA

The Costa Brava and Girona area is a popular destination for international buyers attracted by its beautiful unspoilt coastline, its enviable gastronomy, its rich cultural heritage and its superb access to Barcelona city, the Pyrenees and southern France – now linked by high speed rail (AVE). Lucas Fox covers the most desirable areas of the Costa Brava with a focus on the prime residential areas between Blanes, the southern-most town of the coast, and Begur in the central region of the coast, including the stunning coastal villages of Sa Riera, Sa Tuna, Aiguablava, Tamariu, Llafranc and Calella de Palafrugell. Lucas Fox also offers one of the most comprehensive portfolios of high-end country properties in prime inland areas around Girona city. The Lucas Fox property portfolio includes luxury, detached, sea view properties as well as country estates, golf villas, traditional stone townhouses, ruins and building plots.

TOM MAIDMENT, PARTNER LUCAS FOX COSTA BRAVA



'The Costa Brava has long since appealed to discerning international and local buyers, attracted by its unspoilt coastal and inland scenery, wonderful year-round climate, exquisite gastronomy and easy access from northern Europe and

Barcelona city. For years the Costa Brava has been enjoyed by a sophisticated, cosmopolitan clientèle, seeking privacy and tranquillity in a relaxed, familyfriendly environment. The market downturn in recent years has attracted renewed interest in the region as overseas buyers look to take advantage of reduced priced properties in prime areas of the coast.'







IBIZA

For many years, Ibiza has been renowned for its club culture, cool bars and hippy hangouts. In recent times however, more has been done to try to bring a more family-friendly feel to the island. Since a handful of hippies first discovered its idyllic beaches in the 60s, visitor numbers to the White Isle have increased year on year and now more than 4 million passengers pass through its airport every year. Ibiza is also a world heritage site because of Ibiza Town's exquisite architecture and the island's rich sea life. The Lucas Fox Ibiza office was established in 2012 and has grown to become one of the dominant agencies on the island. The property portfolio includes new build designer villas, seafront mansions, classic Ibicenco country houses (fincas) and modern penthouse apartments overlooking marinas and the Mediterranean.

MAXIM RETTICH, PARTNER LUCAS FOX IBIZA



'Ibiza has some of the most exclusive properties in Spain, arguably in the whole of Europe. Demand is no longer reliant on buyers from Northern Europe but increasingly we are seeing interest from the US, Brazil and the Middle East. We've seen a

significant rise in interest for holiday homes, priced from around €800,000 to the €2 million mark, and a growing number of High Net Worth clients seeking to relocate to the island with budgets in excess of €2 million. Traditional Ibicenco fincas are currently very popular, although minimalist, contemporary and turn-key homes are still top of most buyers' wish list. There's currently a great deal more buyer confidence and this is reflected in the number of transactions.'

MADRID

Madrid is not only Spain's capital and largest city, but it is the third largest metropolis in the European Union. Known throughout Europe as a place of cultural, political and economic importance, Madrid offers an enviable lifestyle, with its showpiece architecture and wide choice of gastronomy, entertainment and luxury boutiques. Madrid's superb transport links allow direct access from most major international cities and, thanks to the high speed rail network (AVE), the beaches of Valencia on the Mediterranean coast are just an hour and a half away. The vast majority of Spanish companies and many international businesses have their headquarters in the Spanish capital and Lucas Fox offers a diverse selection of commercial properties including offices, retail units and hotels. Residential property ranges from traditional and contemporary city apartments in the desirable Barrio Salamanca, to luxurious family homes in the exclusive La Moraleja and Aravaca neighbourhoods.

ROD JAMIESON, DIRECTOR LUCAS FOX MADRID



'The property market in Madrid is currently very active with demand coming from overseas investors from all over the world. While foreign buyers have long snapped up luxury villas in holiday destinations such as Ibiza, Mallorca and Barcelona, this

is a relatively new trend for Spain's capital city. The Madrid residential market has, until recently, had limited exposure to international buyers with Spanish purchasers accounting for nearly all sales above €2 million. Many international buyers are now interested in having a second home in Madrid with also the possibility of obtaining permanent residency in the future.'







MALLORCA

The beautiful Mediterranean island of Mallorca is one of Spain's jewels. It is the largest of the Balearic Islands and home to the vibrant and sophisticated capital city, Palma. Its stunning coastline offers idyllic bays and coves with crystal clear waters and its spectacular landscape includes vineyards, almond groves and the beautiful Sierra de Tramuntana mountain range. Both the sea and the land provide many opportunities for a great outdoor lifestyle – there are numerous championship golf courses, 25 marinas and a host of local and international restaurants. It covers all areas with a specific focus on Palma Old Town, Artà, Santanyí, Alaró, Andratx, Deià, Valldemossa and Pollença, avoiding the most heavily-visited tourist locations. Its property portfolio includes villas, luxury apartments, seaside country houses, rural estates, equestrian properties and vineyards.

MARBELLA

Sophisticated and stylish, Marbella is, without a doubt, one of the Costa del Sol's most sought-after destinations for investors and residential second homers. Its designer shops, exclusive nightclubs, vibrant bars, excellent restaurants and beautiful beaches have consistently appealed to the world's 'in-crowd'. Marbella residents enjoy an excellent quality of life thanks to its mild year-round climate, renowned gastronomy, superb facilities and great outdoor lifestyle. The Marbella office was established in 2013 with a focus on luxury property in the exclusive areas of La Zagaleta, Golden Mile, Sierra Blanca, Marbella Town, Nueva Andalucía, Los Flamingos and Puerto Banús. The Marbella property portfolio includes contemporary designer villas and luxury apartments priced from €500,000 to €20 million.

ALEXANDER VAUGHAN, CO-FOUNDER LUCAS FOX



'The most popular types of properties on the island continue to be all types of apartments in Palma, with Northern European buyers leading the way. Generally, these properties are selling for between €300,000 and €900,000. We are also experiencing an increase in demand for country houses, as many investors

want to benefit from the burgeoning holiday rental market. Summer villas in developed areas in South West Mallorca are also selling well, mostly between €1.5 million and €2.5 million.'

STEPHEN LAHIRI, PARTNER LUCAS FOX MARBELLA



'There has been a significant change in the demographics of clients buying in Marbella in recent years. Whilst British and Scandinavian clients continue to be dominant, there are also increasing numbers of investors from Belgium, Russia, China and, most significantly, from the Middle East. High quality

new developments are always in demand as are first line properties. Currently demand for both outstrips supply. The appeal of the Costa del Sol remains the same: ideal year-round climate, great infrastructure and world-class 5-star facilities and venues.'









MARESME COAST

The Maresme Coast lies just to the north of Barcelona city and south of the Costa Brava and boasts more than 50km of sandy beaches. The Serralada Litoral Natural Park provides a stunning backdrop to this attractive wine-growing area. Its pretty villages, comfortable commuting distance to Barcelona, excellent sporting facilities and proximity to two airports has made the Maresme a popular destination for international families relocating to Barcelona or for those looking for holiday homes within easy striking distance of the city. The Lucas Fox Maresme property portfolio includes high-end detached houses, country properties, period townhouses, building plots and luxury apartments, in and around the prime areas of Alella, Sant Andreu de Llavaneres, Sant Vicenç de Montalt, Cabrera de Mar, Cabrils, Premià de Dalt and Caldes d'Estrac. In 2013 Lucas Fox opened its second Property Lounge in the centre of the attractive village of Alella.

RAFAEL ROSENDO, DIRECTOR LUCAS FOX MARESME COAST



'For many years the Maresme Coast has been a sought-after area amongst wealthy local buyers but it is really only in the last 5 years that the region has made a name for itself on a wider, international level. The Maresme Coast offers

everything and more that you would expect from a Mediterranean destination: a superb, year-round climate, stunning sandy beaches, an extensive offering of marinas and sports clubs, wonderful restaurants and gastronomy, beautiful unspoilt countryside, easy access to two international airports - and all within a comfortable distance of a major city. We anticipate the demand for Maresme properties to continue to grow in the coming years.'

SITGES

Sitges is a charming town around a half hour's drive south west of Barcelona with a relaxed, bohemian feel. It is renowned primarily for its cosmopolitan, international crowd, annual Carnaval and international film festival as well as the popular vintage car rally. Given the area's natural beauty, the proximity of the Garraf Natural Park, its beautiful beaches, unique micro-climate, charming Old Town and easy access to the airport and Barcelona, Sitges has consistently appealed to affluent European and non-European investors alike. Lucas Fox covers the whole area to the south of Barcelona airport from Gavà Mar to Vilanova with a primary focus on upmarket properties in the more exclusive areas of Sitges, Gavà Mar and Castelldefels. The beautiful Penedès wine region is just a short drive away with its rustic villages and spectacular historic masias (country houses). The Lucas Fox Sitges Property Lounge opened in the heart of Sitges Town in summer 2014.

RACHEL HASLAM, DIRECTOR LUCAS FOX SITGES

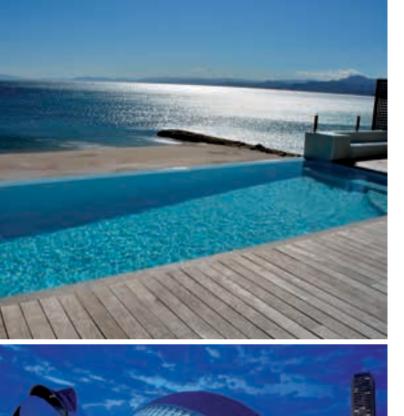


'Sitges is one of Spain's most exclusive resorts. Our international clients are attracted to its superb beaches, renowned gastronomy, designer boutiques, excellent schools, proximity to Barcelona and the town's cosmopolitan vibe. The climate and

culture offer residents a superb quality of life, which means quality property is always in demand. International buyers are increasingly aware that now is an opportune time to purchase given that it is unlikely that prices will drop further and there is still limited competition from local buyers. We're currently seeing a lot more movement in the market.'







VALENCIA

Valencia is Spain's third largest city and is strategically located in the middle of the Mediterranean coastline, equidistant from Madrid and Barcelona. With 300 days of sunshine a year, an average temperature of 18°C, over 20km of beaches and fine local cuisine (the star dish being the paella), Valencia is an ever-popular choice with visitors to Spain, both for vacations and relocation. This vibrant, cosmopolitan region offers magnificent beaches and endless cultural activities to an increasingly international audience. Being home to the most important container port on the western Mediterranean coast and one of the world's largest trade fair centres, El Palacio de Congresos, attracts a significant number of international visitors for business every year. The Lucas Fox Valencia property portfolio includes modern penthouse apartments, both in the heart of the city and overlooking the Mediterranean, charming historic villas and new build contemporary developments.

IUAN LUIS HERRERO, DIRECTOR LUCAS FOX VALENCIA



'The charm of Valencia lies in the perfect balance between city living and a beach lifestyle, complemented by the region's gentle Mediterranean climate and vibrant culture. We are seeing a continued demand for properties in all areas, particularly the central Eixample area and along the beachfront. Market conditions are favourable for the purchase of property by overseas investors and the cost of property remains relatively low. The general trend is still showing sales prices reduced to 40% below their peak in 2007. However the market is stabilising, and through 2015 we expect the number of transactions to gradually rise."

LUCAS FOX **PROPERTY LOUNGES**

In 2013 Lucas Fox opened the first of its Property Lounges at the company Headquarters in central Barcelona. The second Property Lounge was opened soon after in the market town of Alella on the Maresme Coast.

2014 saw the launch of two new Lounges: in the cosmopolitan Catalan town of Sitges and in the upmarket Barcelona district of Turó Park. The Costa Brava will see its new Property Lounge open in early Spring 2015.



Lucas Fox Property Lounge Turó Park, Barcelona



'Our five Property Lounges are a new concept in property retail space which we believe reflects our company philosophy. The Lounges will continue to set us apart from traditional estate agencies in Spain and are designed to be spaces where our clients can drop in and meet with our staff over a drink, enabling us to provide an even more personalised service.'

Alexander Vaughan Co-founder Lucas Fox



Lucas Fox Property Lounge Eixample, Barcelona

LUCAS FOX IN THE MEDIA

The company's expertise on property-related matters, market trends and lifestyle is recognised both nationally and internationally. Lucas Fox is regularly featured in The Sunday Times, The Times, The Financial Times, The London Evening Standard, The Independent, The Daily Telegraph, BBC Online, The Wall Street Journal, The Daily Herald, El País, Expansión and La Vanguardia. TV credits include CNN International, Al Jazeera English, TV3, Tele5, BTV and 8TV.

LUCAS FOX'S MEDIA REACH:
THE TIMES THE SUNDAY TIMES BBC The Telegraph
EL PAÍS Daly Read REFERENCEN FINANCIAL INIS
Exprementation Wall STREET JOURNAL LA VANGUARDIA CASA&CAMPO



CNN International senior reporter AI Goodman is welcomed to the Lucas Fox Barcelona Property Lounge by Lucas Fox co-founder Alexander Vaughan.



Journalist Lluís Pellicer from Spain's most widely read newspaper *El País* interviews Lucas Fox co-founder Stijn Teeuwen.

WHAT OUR CLIENTS SAY ABOUT US

'Their knowledge of dealing with foreign buyers was faultless'

In 2012 I moved to Spain with my partner and stepdaughter which entailed selling three properties in London and purchasing two properties through Lucas Fox in Cataluña all within the space of 4 months. Needless to say it was stressful dealing with all the logistics, solicitors, agents and viewings both in the UK and Spain. Lucas Fox were completely spot on in helping me with my search with a laid back style that was refreshing and at the same time very professional when push comes to shove. Lucas Fox also put me in touch with lawyers, banks and notaries guiding me through the unfamiliar process of relocating to Spain. Their expertise in the region and knowledge of dealing with foreigr buyers was faultless and made the process as painless and exciting as possible.

Mark Roche December 2014 'Having a multilingual staff was essential, and is a significant strength of the company'

We were extremely impressed by the Alella office staff who have been professional and supportive throughout the whole process. Without a good knowledge of Spanish, it would have been very hard indeed, and without the professionalism and assistance of the Alella staff it would never have been possible to buy the house so easily. Lucas Fox have been ready to go the extra mile (or kilometre!) to fix problems. which would have been verv difficult without them. In terms of "process", it was easy in our case. We had a vendor anxious to sell, and we were in a position to complete quickly. Lucas Fox stepped up to the task of accelerating the process, and worked very efficiently with us. Having a multilingual staff was essential, and is a significant strength of the company.

'The quality of the properties on offer at Lucas Fox were exceptional'

We wanted to find someone in the region that listened to us, opened our eyes to the potential in the area, and was willing to put the time in. In Tom Maidment we found that person! The quality of the properties on offer were exceptional. The website was simple to navigate and we were able to select those which we wished to see. Tom collected us from the airport, and spent a number of days driving us around the region, showing us the properties, as well as giving us some pointers on things to consider. We made three trips over several months. and never felt under pressure from Tom. We feel our relationship with Tom and the Lucas Fox team extends beyond the transaction of buying a house abroad, to the establishment of a trusted partner in our overseas adventure.

Hugh Roper February 2014

We will be sure to recommend your firm to our friends and acquaintances"

We have just purchased a home on Gran de Gràcia and we would like to share with you our delight and appreciation of the service we have received from Lucas Fox, and especially Joanna Papis. Joanna has been incredible. We first met when she patiently took us (a family of five) through the baking hot streets of Barcelona, showing us properties, and also simultaneously giving us an insider's tour of the city. We have now completed the 'compraventa', in record time considering we did not have an NIE number, a bank account or a lawyer. It was all down to Joanna, her calm and competent manner, and her cheerful professionalism. We will be sure to recommend your firm to our friends and acquaintances.

Sanya and Carlos Boehles January 2014

CONTACT US



WE SPEAK YOUR LANGUAGE:

ENGLISH · ESPAÑOL · CATALÀ · DEUTSCH · FRANÇAIS · NEDERLANDS · ITALIANO · SVENSKA · NORSK · DANSKE · PYCCKИЙ · الحربية · 中文







BARCELONA COSTA BRAVA GIRONA IBIZA MADRID MALLORCA MARBELLA MARESME COAST SEVILLE SITGES VALENCIA VALENCIA ANDORRA PORTUGAL

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