



LUCAS FOX  
INTERNATIONAL PROPERTIES



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# OUR VISION

To enhance our position as Spain's leading independent Real Estate Agency combining the finest properties with exceptional customer service

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 Spanish real estate 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, including Barcelona, Marbella, Ibiza, Valencia, Madrid and the Costa Brava. The Lucas Fox client base comprises clients from Europe, America, Russia, the Middle East, China and India and is increasingly attracting more local investors. 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, 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 has an experienced in-house team of PR and Marketing specialists and each month receives 85,000 visitors to its websites from international and national residential Real Estate buyers. The company's expertise on property-related matters, market trends and lifestyle is widely recognised both nationally and internationally.





# REGIONAL OFFICES

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



WE SPEAK YOUR LANGUAGE:

ENGLISH · ESPAÑOL · CATALÀ · DEUTSCH · FRANÇAIS · NEDERLANDS · ITALIANO  
SVENSKA · NORSK · DANSKE · РУССКИЙ · العربية · 中文

# KEY MEMBERS OF THE LUCAS FOX TEAM



**Alexander Vaughan**  
FOUNDING PARTNER



**Stijn Teeuwen**  
FOUNDING PARTNER



**Tom Maidment**  
PARTNER LUCAS FOX COSTA BRAVA  
& MARESME COAST



**Stephen Lahiri**  
PARTNER LUCAS FOX MARBELLA



**Juan Luis Herrero**  
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**Rafael Rosendo**  
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MARESME COAST



**Aurea Farzam**  
DIRECTOR LUCAS FOX  
COSTA BRAVA



**Rachel Haslam**  
DIRECTOR LUCAS FOX SITGES



**Susana Aguilar**  
DIRECTOR LUCAS FOX IBIZA



**Rod Jamieson**  
DIRECTOR LUCAS FOX MADRID



**Laura Viloria**  
DIRECTOR TURO PARK OFFICE



# RESIDENTIAL PROPERTY IN SPAIN

Lucas Fox has an extensive portfolio of residential properties in the most desirable areas of Spain. We specialize in the finest properties – from city centre penthouses to spectacular coastal villas, and from designer urban lofts to rural castles. In 2015, Lucas Fox established its New Developments business, primarily based in Barcelona, Madrid and Marbella, where there is an increasing demand from international buyers who are looking for good-quality properties in central locations.



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







# OUR REGIONS

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MARESME COAST · SEVILLE · SITGES · VALENCIA · ANDORRA · PORTUGAL



Lucas Fox boasts an extensive portfolio of prime real estate, offering the finest properties in the most desirable areas of Spain, including Barcelona, the Costa Brava, the Maresme Coast, Sitges, Marbella, Ibiza, Mallorca, Madrid and Valencia.

Our regions tend to be lifestyle destinations where buyers can combine sound property investments with a good quality of life.







# 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 and of course its successful football club. Barcelona has also gained a reputation as a global hub for business, design, creativity and technology. In recent years a large number of international clients have entered the Barcelona Property Market attracted by the very competitive property prices compared with other major European cities. 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. In 2014, Lucas Fox opened its second Barcelona Property Lounge in the upmarket district of Turó Park and a third office in the newly revamped OneOcean Port Vell in Barceloneta.

ALEXANDER VAUGHAN, LUCAS FOX FOUNDING PARTNER



*'Barcelona continues to be one of the most attractive cities in Spain for foreign property investment, thanks to its superior quality of life, solid infrastructure and excellent services. There are few places where you could be on the ski slopes in the morning and enjoy a sundowner at one of the city's numerous beach bars in the evening. We are currently experiencing what looks to be a spectacular turnaround for Spanish real estate, with Barcelona leading the way.'*

# COSTA BRAVA

The Costa Brava and the inland Baix Empordà are popular destinations for international buyers attracted by its beautiful unspoilt coastline, its enviable gastronomy, its rich cultural heritage and superb access to Barcelona city, the Pyrenees and southern France – 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 southernmost town of the coast, and Begur in the central region of the coast, including the sought-after 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 province and the lovely city of Girona. 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. Lucas Fox Costa Brava opened the company's 5<sup>th</sup> Property Lounge in summer 2015.

TOM MAIDMENT, PARTNER LUCAS FOX COSTA BRAVA



*'This is a very interesting period for the Costa Brava real estate market with some opportunities available that perhaps won't be repeated for a generation. In prime coastal areas, such as the beautiful bay of Aiguablava, there is a substantial inventory of first-line property for sale - a situation that, prior to the start of the property crisis, would have been unimaginable. Many of these properties have been owned by the same families for generations but are now offered for sale – several as a result of the recent financial crisis. It could be many, many years before buyers have the opportunity to once again acquire prime seafront properties in these exclusive areas of the Costa Brava coastline.'*







# IBIZA

Ibiza is increasingly becoming recognized as one of the leading luxury destinations worldwide, reflected in the growing numbers of high profile developments, excellent restaurants and beach clubs on the island. Ibiza's property market continues to be buoyant, with increasing demand for high-end homes particularly from British, Dutch and Swiss buyers and more recently from the US as the Ibiza brand becomes truly global. 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 5 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 *Ibicen* country houses (*fincas*) and modern penthouse apartments overlooking marinas and the Mediterranean.

SUSANA AGUILAR, DIRECTOR LUCAS FOX IBIZA



*'The Ibiza property market has matured over the last few years and continues to attract buyers who see the island's idyllic charm beyond its reputation for nightlife. As a result, areas outside of Ibiza Town such as Santa Gertrudis and the northern coastline are becoming increasingly attractive to lifestyle investors and families from a wider international base. Recent price rises, well above the national average, prove that Ibiza continues to remain a secure investment destination.'*



# 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. 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. International buyers from Northern Europe, Asia, the Middle East and Latin America continue to look at Madrid for a stable property investment, mainly due to improved economic indicators, bottomed-out prices, and an excellent potential for capital growth over the years to come.

ROD JAMIESON, DIRECTOR LUCAS FOX MADRID



*'The property market in Madrid continues to attract more and more investment from both national and overseas buyers. On the national side, there has been an increased number of transactions from buyers looking for centrally-located primary and second homes in the Spanish Capital and the recent wider availability of financing, combined with low rates, is having a positive effect.'*







# 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. Lucas Fox covers all areas on the island with a specific focus on Palma Old Town, Artà, Santanyí, Alaró, Andratx, Deià, Valldemossa and Pollença, avoiding the most heavily-visited tourist locations. The Lucas Fox property portfolio includes villas, luxury apartments, seaside country houses, rural estates, equestrian properties and vineyards.

STIJN TEEUWEN, LUCAS FOX FOUNDING PARTNER



*'Mallorca is popular with international buyers who are looking to combine a high-end destination with amazing natural beauty. The majority of interest in property continues to come from the UK as well as from traditional markets such as Germany, Switzerland, the Netherlands, Sweden and Norway. Luxury property remains in demand, with enquiries coming from as far afield as China and the Middle East. Like the rest of Spain, the Balearic economy on the Balearics has turned a corner and we envisage even more interest in the coming years in this ever-popular Mediterranean destination.'*

# 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. As well as contemporary designer villas and luxury apartments, the Marbella property portfolio also includes upmarket New Developments in highly sought-after locations such as Golden Mile, Nueva Andalucía, Los Flamingos and Puerto Banús. The Marbella office was established in 2013 and a Property Lounge opened in summer 2015.

STEPHEN LAHIRI, PARTNER LUCAS FOX MARBELLA



*'Marbella is one of the most dynamic luxury property markets in Spain, attracting a solid base of UK and Northern European investors, and we are seeing growing interest amongst Middle East royalty and affluent US and Chinese buyers. The desire to be in prime locations such as La Zagaleta, Sierra Blanca and Benahavis is as strong as ever and demand for property in these areas is currently outstripping supply. The number of transactions is up significantly as sellers feel more confident that prices will not drop further. However they are less open to negotiation.'*







# 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, Cabriels, Premià de Dalt and Caldes d'Estrac. The Lucas Fox Property Lounge is located in the centre of the attractive village of Alella.

RAFAEL ROSENDO, DIRECTOR LUCAS FOX MARESME COAST



*'There are few locations on the Mediterranean that offer such a diverse and attractive lifestyle and the Maresme's exceptional quality of life is being increasingly recognized by international buyers. The number of foreigners now living in some of the most desirable towns of the Maresme has increased by as much as 350% over the course of the past decade. Whilst international buyers are still the most active clients, perhaps the most notable change in the last 12 months or so has been the increased activity by national buyers. Whereas in previous years Spanish buyers accounted for as little as 20% of Lucas Fox's Maresme sales enquiries, this figure is now closer to 50%.'*

# SITGES

With its vibrant, bohemian centre, protected parklands, superb beaches, year-round cultural calendar, numerous international schools and excellent links to Barcelona airport, the cosmopolitan town of Sitges is gaining a major foothold as a key prime property investment area in northern Spain. 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 *masías* (country houses). Its proximity to Barcelona International airport means the town is easily accessible to other major European destinations. The Lucas Fox Sitges Property Lounge opened in the heart of the town in summer 2014.

RACHEL HASLAM, DIRECTOR LUCAS FOX SITGES



*'Sitges remains 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 city and the town's cosmopolitan vibe. The climate and culture offer residents a superb quality of life, which means good-quality property is always in demand. International buyers have been increasingly aware for some time now that it is an opportune time to invest given that prices are unlikely to drop.'*







# 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, Valencia 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.

JUAN LUIS HERRERO, PARTNER 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. Having hosted world-class sporting events such as The America's Cup competitions, the European Grand Prix of F1 racing and the Valencia Open 500 tennis tournament, Valencia has rapidly developed into a vibrant, attractive city, boasting modern facilities and noteworthy tourist attractions such as the City of Arts and Sciences. The constant arrival of international buyers during the last five years or so has increased fivefold, and this, together with better mortgage availability, has strengthened the property sector.'*

# ANDORRA

Andorra is a small independent principality, tucked in the Eastern Pyrenees between France and Spain. Offering the best of both Catalan and French culture and gastronomy, Andorra boasts a breathtaking alpine landscape with endless outdoor activities. Andorra is an increasingly attractive option for property investors due to its status as a tax haven, enviable lifestyle benefits and good transport links (it is just a 3 hour drive from Barcelona). Property prices have continued to experience yearly capital growth due to increased demand, and limited space. Lucas Fox offers a diverse selection of (primarily new-build) properties throughout the region including Europe's highest capital city and duty-free shopping mecca, Andorra la Vella. The majority of Lucas Fox clients who purchase property in Andorra are Spanish or Catalan (40%) followed by the French and English. The majority are looking for residency for wealth management purposes (including several looking to relocate the headquarters of their international companies), as well as clients searching for ski properties.

JORDI TÀPIES IBERN, DIRECTOR LUCAS FOX ANDORRA



*'Andorra offers tremendous lifestyle benefits: some of the best-equipped ski resorts in the world as well as a fantastic public healthcare system. Andorra has become less of a fiscal paradise than it is traditionally known for, however it has one of the lowest taxation systems in Europe, with a maximum rate of 10%, as well as incentives for high net worth individuals that can reduce taxes to almost nothing. Rental returns in Andorra can vary depending on the type of property and range from 2% to 7% or 8% in the case of short-term rental properties. We are seeing a continued demand for luxury apartments in both Andorra and Escaldes city centres, as well as ski-properties in both Vallnord and Grandvalira.'*







*"Our six Property 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  
Founding Partner Lucas Fox

# LUCAS FOX

## PROPERTY LOUNGES

Lucas Fox has 12 offices in 10 regions including six 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 further Lounges - in the cosmopolitan Catalan town of Sitges and in the upmarket Barcelona district of Turó Park. In 2015, new Property Lounges were inaugurated in the medieval town of Begur on the Costa Brava and Marbella.



Lucas Fox Barcelona Property Lounge, Turo Park



Lucas Fox Sitges Property Lounge



Lucas Fox Costa Brava Property Lounge, Begur



Lucas Fox Maresme Property Lounge, Alella



Lucas Fox Marbella Property Lounge



# MARKETING & PR

Lucas Fox has an experienced in-house online and offline marketing & design team whose remit covers national and international PR, sponsorship & events, social media, Search Engine Optimization and Web development.

In 2014, Lucas Fox launched a new brand and online magazine *LFStyle* ([www.lucasfoxstyle.com](http://www.lucasfoxstyle.com)) in response to the growing demand from international clients wishing to learn more about Spain's numerous lifestyle and cultural benefits. The blog includes insiders' guides, interviews, destination guides, relocation stories, restaurant reviews and much more. It has become a go-to point of reference for overseas buyers looking to purchase property in Spain's most desirable second-home destinations.



In 2015, Lucas Fox was premium sponsor at the Barcelona Big Bang, a glamorous 6-day supercar event attracting some of Europe's wealthiest businessmen and entrepreneurs.



# 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 London Evening Standard*, *The Independent*, *International Property & Travel*, *Telegraph Luxury*, *BBC Online*, *The Wall Street Journal*, *The Daily Herald*, *Gulf News*, *Les Affaires*, *El País*, *El Mundo*, *Expansión* and *La Vanguardia*. TV credits include *CNN International*, *Al Jazeera English*, *TV3*, *Tele5*, *BTV* and *8TV*.



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

LUCAS FOX'S MEDIA REACH:

THE TIMES THE SUNDAY TIMES BBC The Telegraph

THE EVENING STANDARD EL PAÍS Daily Herald THE INDEPENDENT FT FINANCIAL TIMES

Expansion WALL STREET JOURNAL LA VANGUARDIA CASA&CAMPO

CNN 5 TELECINCO B Barcelona Televisió 3 8tv



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'*

Mark Roche

*'It has been a pleasure working with Lucas Fox and I will be recommending them to others'*

Joan Minguella

*'I would be very reluctant to use any other agent on the Island'*

Dr Nigel Agger

*'You did a marvellous job and it is very much appreciated by both of us'*

Ivor & Sarah Williams

*'Thank you for making the experience such a pleasurable one. We are happy to recommend Lucas Fox to any of our friends who are thinking of buying'*

Christopher Fowler

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

Sanya & Carlos Boehles

*'Having multilingual staff was essential and is a significant strength of the company'*

Jeremy Rohe

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

Hugh Roper

# CONTACT US

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BARCELONA

COSTA BRAVA

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ANDORRA

PORTUGAL

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