



EUROPEAN  
PROPERTY  
AWARDS  
REAL ESTATE

in association with

**The Telegraph**

★★★★★

BEST REAL ESTATE  
AGENCY SPAIN

Lucas Fox  
International Properties

2016-2017



EUROPEAN  
PROPERTY  
AWARDS  
REAL ESTATE

in association with

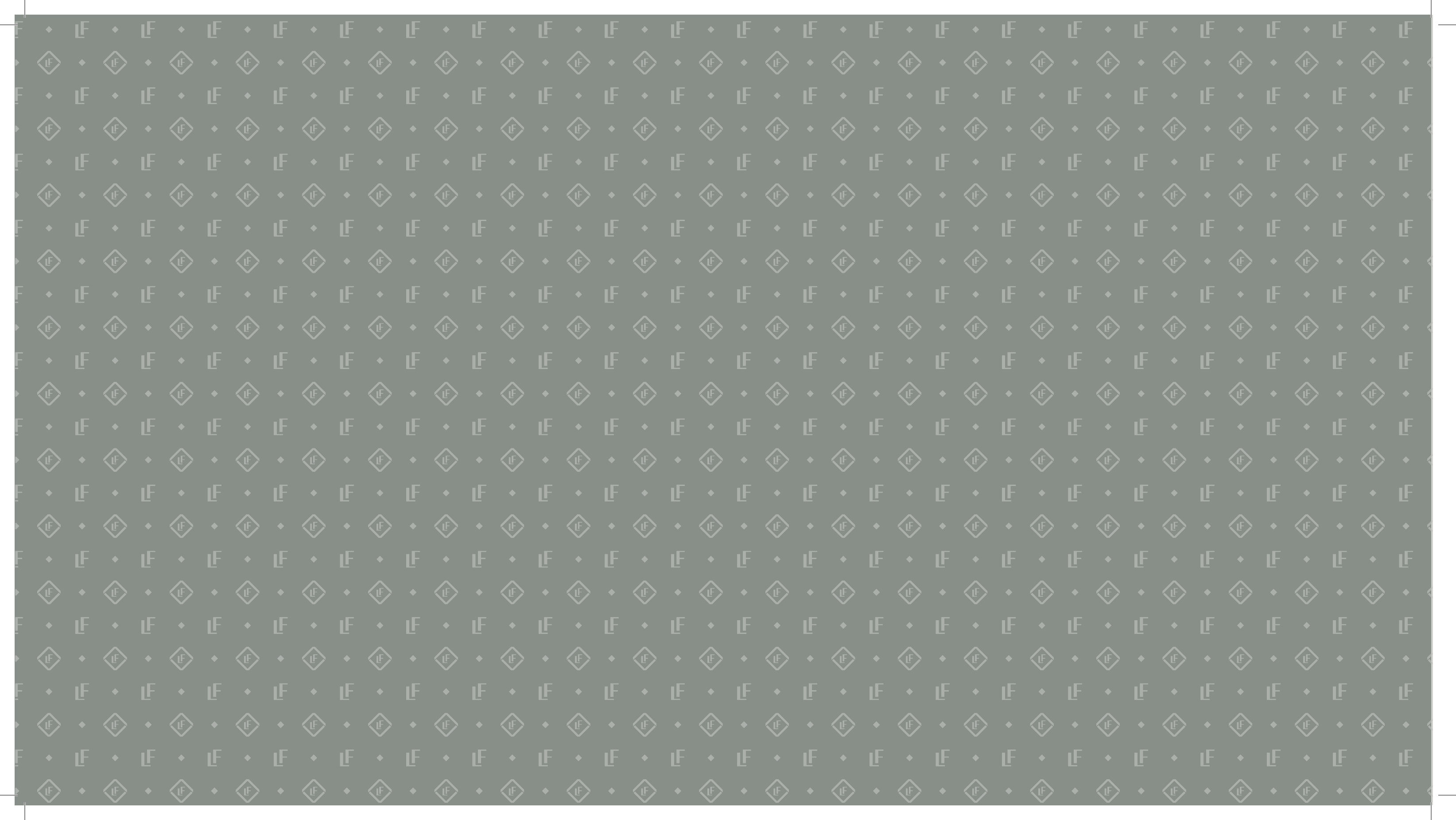
**The Telegraph**

**HIGHLY  
COMMEDED**

REAL ESTATE AGENCY  
MARKETING SPAIN

Lucas Fox  
International Properties

2016-2017





**LUCAS FOX**  
INTERNATIONAL PROPERTIES

# INTEGRITY. KNOWLEDGE. EXPERIENCE.

A RECOGNISED  
AND TRUSTED BRAND



THE GO-TO AGENCY  
FOR BUYERS OF PRIME  
RESIDENTIAL HOMES



ESTABLISHED 2005



EXCEPTIONAL  
CUSTOMER SERVICE



**160+**  
MULTILINGUAL  
EMPLOYEES



UNRIVALLED  
PORTFOLIO  
OF HOMES

AWARD-WINNING  
IN-HOUSE  
MARKETING  
**TEAM**



**10**  
REGIONS

**12**  
OFFICES



OPINION FORMERS,  
MARKET LEADERS...



PIONEERING  
AND INNOVATIVE



SPECIALISTS IN PRIME RESIDENTIAL REAL  
ESTATE IN SPAIN'S KEY CITIES AND  
DESIRABLE COASTAL AREAS



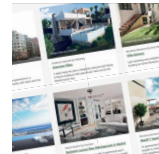
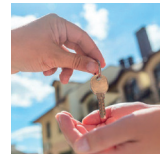
# A FULL SERVICE AGENCY

Residential Sales



Area Guides

Residential Lettings



Investment Portfolios

Home & Rental Valuations



Relocation Consultancy

Property Market Analysis

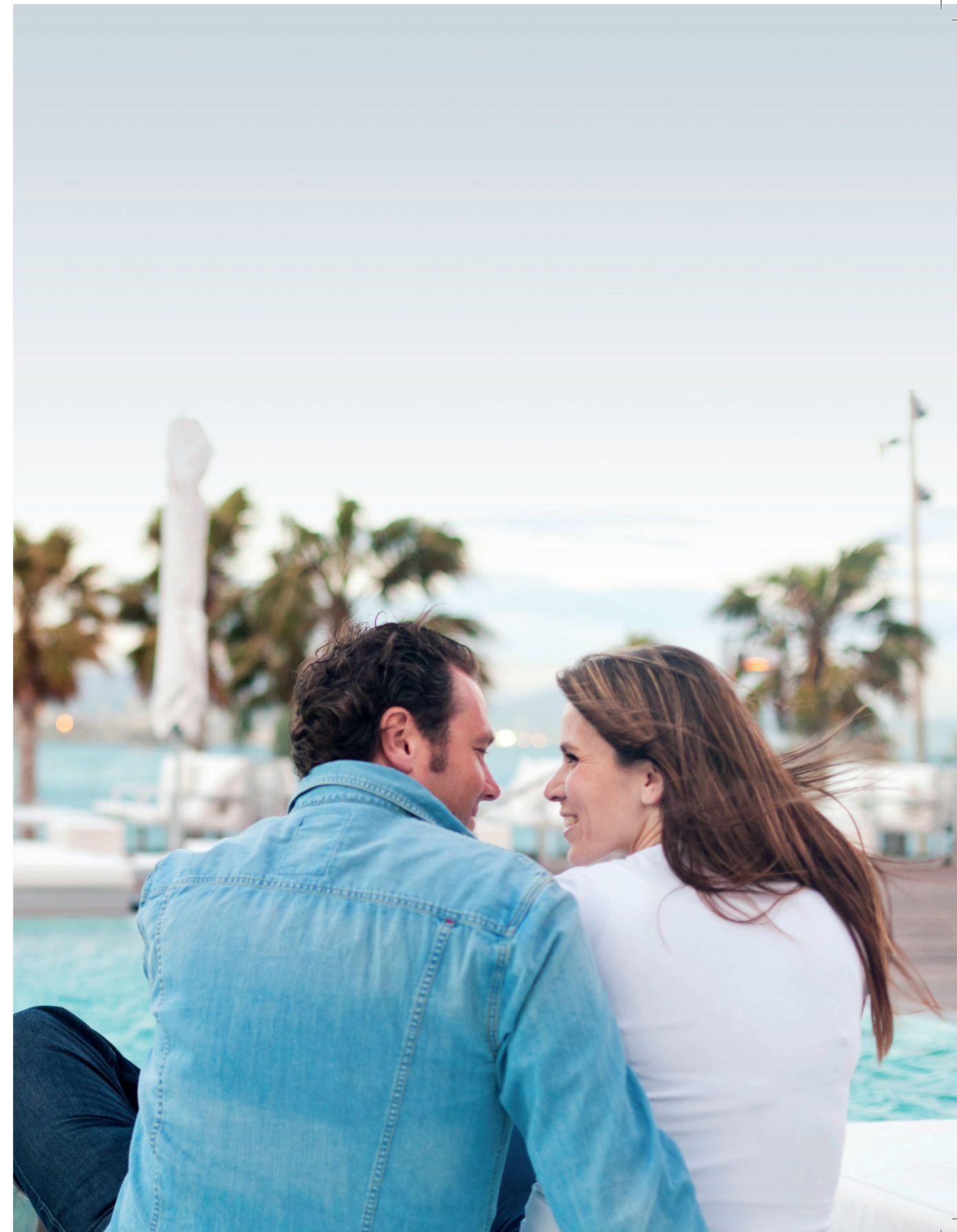


Property Management

Customised Marketing Plans



Buying Guides







## OUR REGIONS & OFFICES

### **Barcelona - Eixample**

Established 2006

### **Barcelona - Zona Alta**

Established 2014



### **Costa Brava – Begur**

Established 2007



### **Sitges**

Established 2014

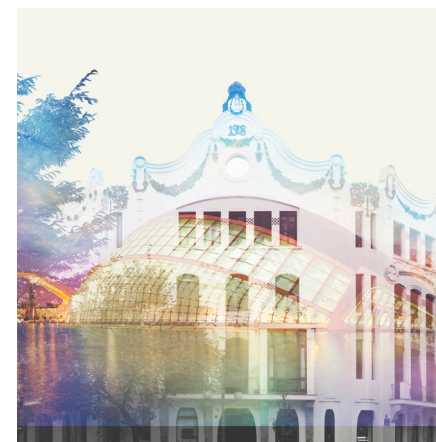


### **Valencia – Eixample**

Established 2014

### **Valencia – Patacona Beach**

Established 2016



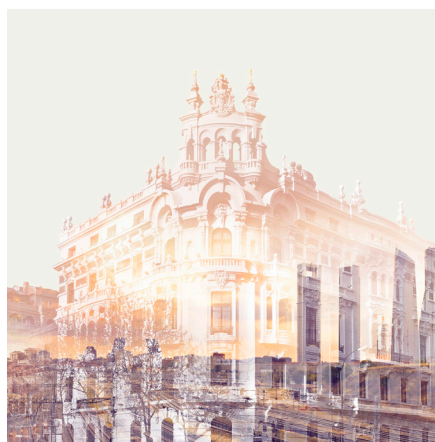
### **Marbella – Nueva Andalucía**

Established 2014



### **Ibiza – Sant Eulària**

Established 2012



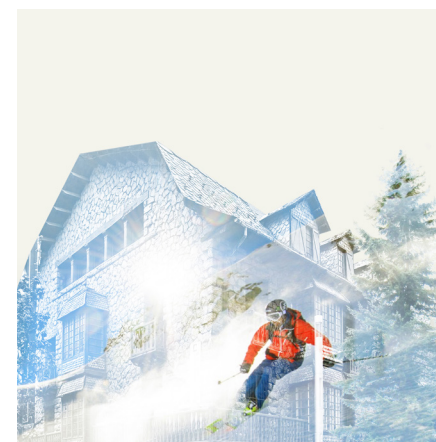
### **Madrid - Justicia**

Established 2014



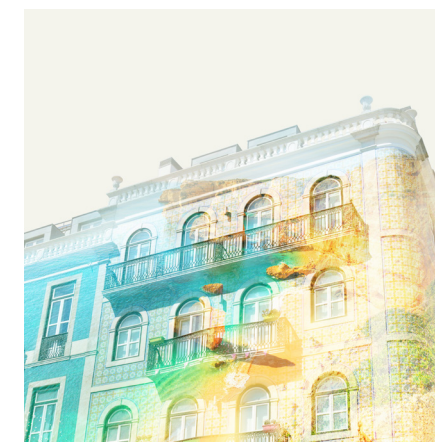
### **Maresme - Alella**

Established 2013



### **Andorra**

Established 2010



### **Portugal – Lisbon**

Established 2010

# LUCAS FOX MARKET ANALYSIS – FACTS & FIGURES

In 2017 Lucas Fox buyers are:



Average price of a Lucas Fox Property:  
**€750,000**



Increase in number of Lucas Fox sales transactions since 2012:  
**780%**

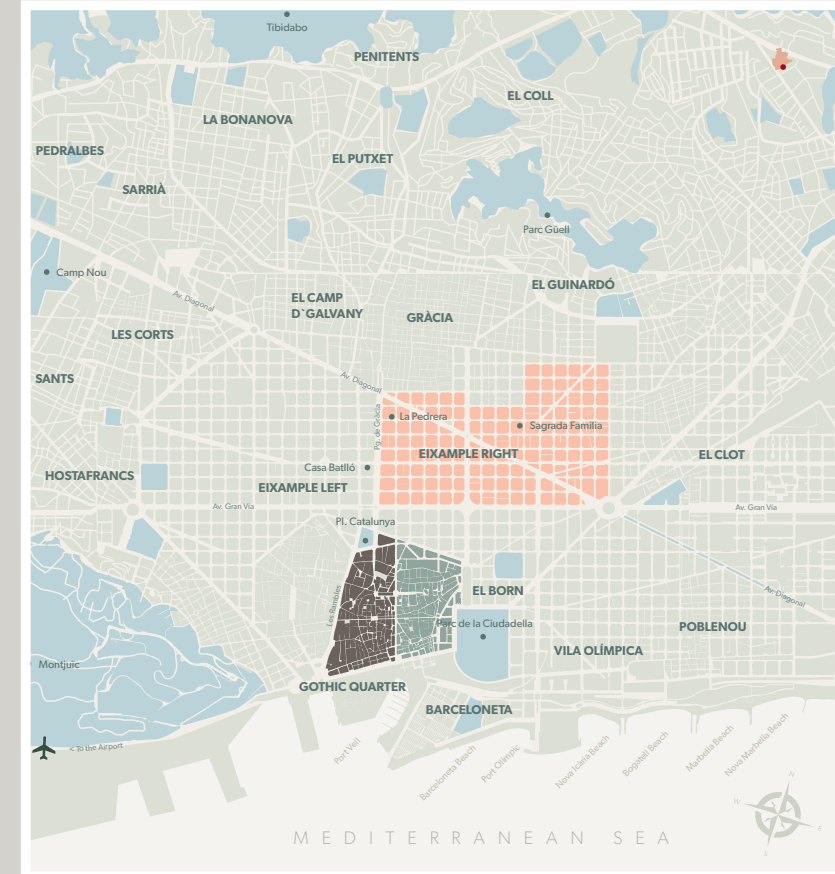
## MOTIVATION FOR BUYING

**26%** PRIMARY RESIDENCE

**35%** SECONDARY RESIDENCE

**33%** INVESTMENT

**3%** GOLDEN VISA



## Most sought-after locations in Barcelona:



COMPANY OWNERS / FINANCIERS / ENTREPRENEURS / LIFESTYLE INVESTORS



AGED BETWEEN **35** AND **55** YEARS OLD





# OUR PROPERTIES

COASTAL VILLAS



PENTHOUSES



COUNTRY & EQUESTRIAN ESTATES



DESIGNER HOMES



CITY CENTRE APARTMENTS



NEW HOMES



CASTLES



PLOTS



RUINS



MANSIONS



FAMILY HOUSES



WINE ESTATES









## THE DIRECTORS



**ALEXANDER VAUGHAN**  
Co-founder

British

41

Working his 'black book'

Weekend work



**STIJN TEEUWEN**  
Co-founder

Dutch

43

Sales agents with drive

Low quality finishes



**TOM MAIDMENT**  
Partner, Lucas Fox Prime,  
Costa Brava & Maresme

British

44

Motivated buyers and  
realistic sellers

Brexit and bureaucracy



**ROD JAMIESON**  
Managing Director & Partner,  
Barcelona & Madrid

British

44

Southern European  
lifestyle

Incompetence, laziness  
and dishonesty



**JUAN LUIS HERRERO**  
Partner, Lucas Fox Valencia

Spanish

51

Agents who engage in  
competitive sport

People always looking  
over their shoulder



**ESTEFANÍA ROIG**  
Partner, Lucas Fox Valencia

Spanish

42

Energetic and passionate  
sales agents

Negative attitudes





**STEPHEN LAHIRI**

Partner & Director, Lucas Fox Marbella

 British

 54

 Spanish people, culture and gastronomy

 Unprofessionalism, poor service and pushy sales people




**RAFAEL R. ROSENDO**

Director, Lucas Fox Maresme

 Spanish

 35

 Energetic and positive staff


 Non-transparent Real Estate markets





**RACHEL HASLAM**

Director, Lucas Fox Sitges

 British

 Old enough to skip this question

 Good taste and well presented properties

 Mess and clutter (except my desk!)

OUR PEOPLE

Professional

Qualified

Dynamic

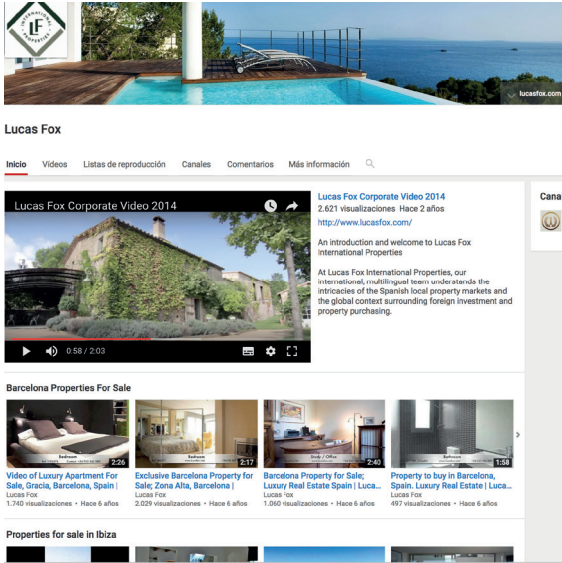
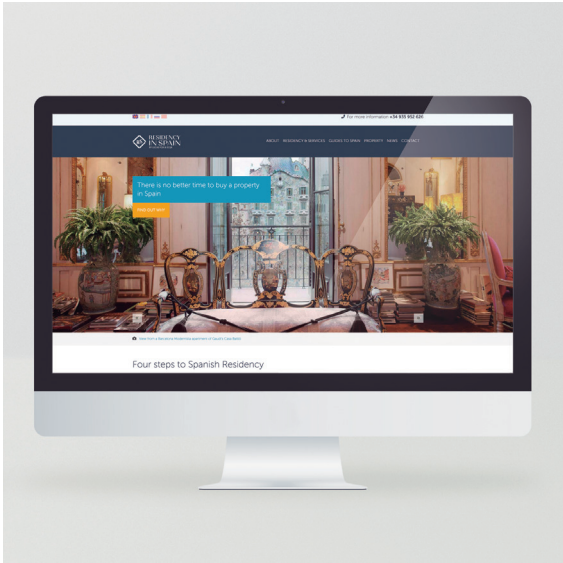
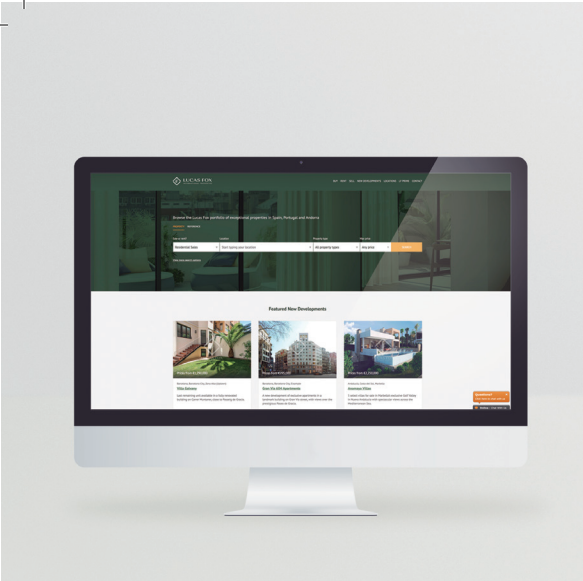
Multilingual

Knowledgeable

Reliable

Experienced





# EXCEPTIONAL MARKETING

- Extensive worldwide media coverage - The Wall Street Journal, The New York Times, the Financial Times, The Times, the South China Morning Post, Forbes, El País, El Mundo, La Vanguardia, Le Figaro, CNN, BBC...
- Prominent on Social Media platforms - Facebook, Twitter, YouTube, LinkedIn, Pinterest and Instagram
- Videos - 3D, lifestyle and news reports
- Animated renders and infographics
- Highly professional property and lifestyle photography
- Specialist New Developments marketing team
- Launch events, press trips and Open Houses

# OUR WEBSITES

are fully responsive, easy-to-navigate and beautifully presented

**Lucas Fox**  
Lucas Fox.com

10 languages:  
English, Spanish,  
Catalan, Chinese,  
French, Russian,  
Swedish, German,  
Dutch, Italian.

**Residency in Spain**  
residencyinspain.com

Customised site for  
those looking to  
obtain the 'Golden  
Visa'.

**Lucas Fox Prime**  
lfprime.com

The first dedicated  
service connecting  
buyers and sellers  
of Spain's most  
exclusive homes.

**LFStyle**  
lucasfoxstyle.com

Unrivalled Spanish  
lifestyle and  
cultural information  
including insiders'  
guides, area reviews,  
relocation advice  
and interviews.





“All our Property Lounges are located in prime areas of the regions in which we operate, ensuring maximum footfall and exposure of our eye-catching window displays.”



ALEXANDER VAUGHAN  
Co-founder  
Lucas Fox International Properties







# LUCAS FOX PROPERTY LOUNGES

✓ **BARCELONA**  
EIXAMPLE



✓ **BARCELONA**  
ZONA ALTA



✓ **COSTA BRVA**  
BEGUR



✓ **SITGES**  
TOWN CENTRE





▼ **VALENCIA**  
EIXAMPLE



▼ **VALENCIA**  
PATACONA BEACH



▼ **MARBELLA**  
NUEVA ANDALUCÍA



⬆ **IBIZA**  
SANTA EULÀRIA



⬆ **MADRID**  
JUSTICIA



⬆ **MARESME**  
ALELLA





## TESTIMONIALS

"Very professional team, efficient service, serious and responsible. The mixture of diligence and friendliness at Lucas Fox has made the sale of our apartment an extremely satisfying experience."

---

 Oscar

"A team of professionals who know their field very well, who provide great support during sometimes complex sales negotiations and carry out the whole process with total professionalism."

---

 Ines

"Lucas Fox were absolutely fantastic from start to finish for our flat hunt and throughout the purchasing process. They were professional, communicative and informative, and were invaluable when it came to negotiating a purchase internationally."

---

 Amy

"Every time we interact with Lucas Fox they provide world-class service at all levels: responsiveness, professionalism, quality of the showings, organisation. Definitely will use them again!"

---

 Jordi

"Funky offices and a relaxed ambiance. Varied portfolio of attractive properties. The agent I dealt with was very approachable and friendly. He understood my needs and accordingly matched them with some great properties. Lucas Fox is a must if you are looking to buy (or sell) a property in Barcelona."

---

 Guy



