

IBIZA



MARKET OVERVIEW Q1 & Q2 2017

"The French, Germans and Dutch continue to be the dominant nationalities amongst enquiries on Ibiza as British interest declines following Brexit. The Germans and the Dutch tend to be focused more on investments whilst the French are currently looking for second homes. New Developments continue to be the most popular type of product with all nationalities."



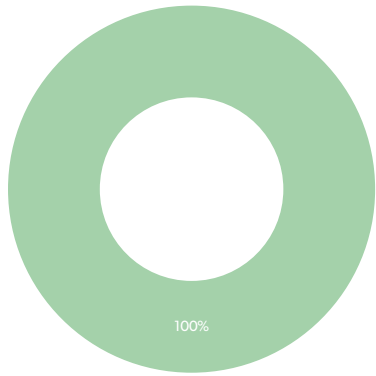
ROD JAMIESON

Managing Director & Partner
Lucas Fox Barcelona & Madrid

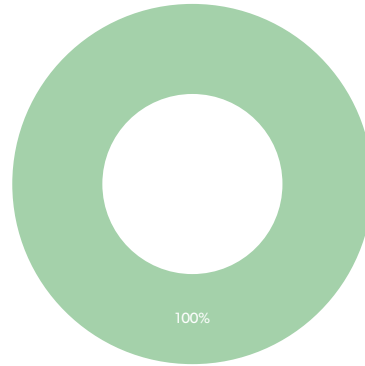


LUCAS FOX IBIZA BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

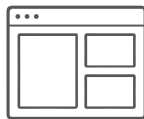
Source: Lucas Fox sales data



■ Europe

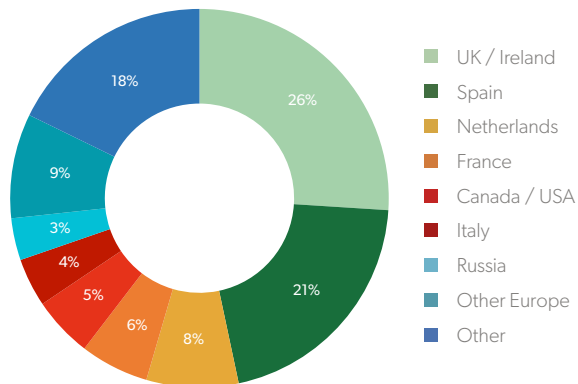


■ Secondary Residence

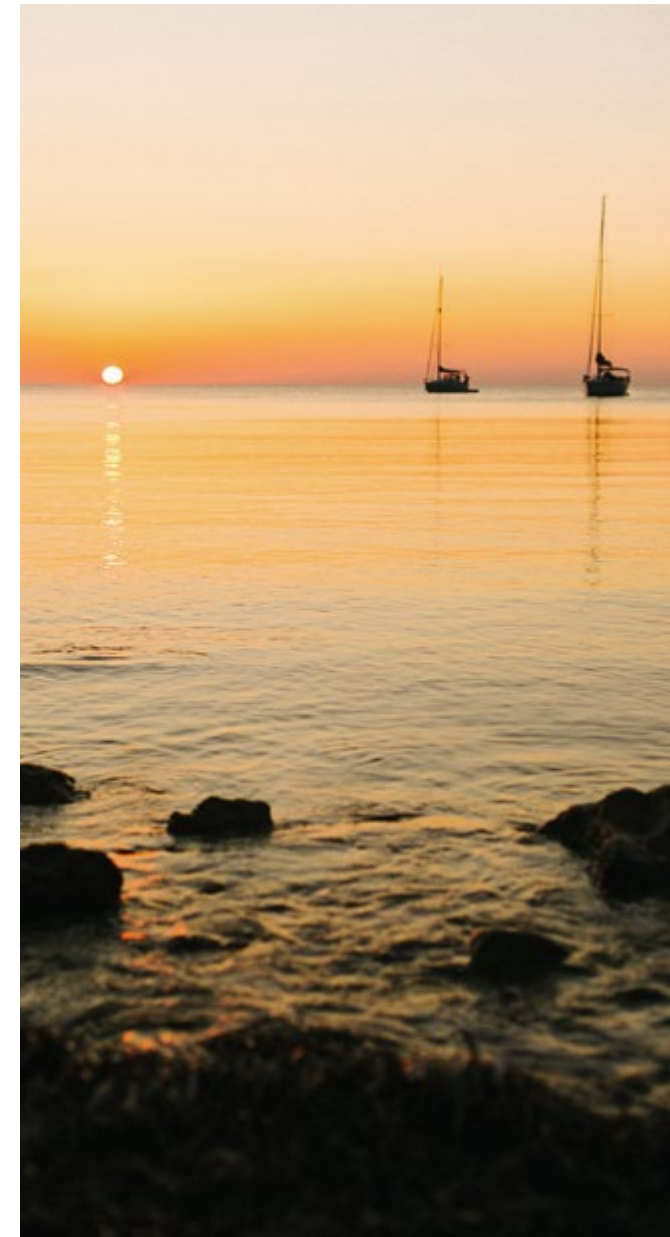


LUCASFOX.COM IBIZA WEBSITE INTEREST

Source: Lucas Fox website data



- UK / Ireland
- Spain
- Netherlands
- France
- Canada / USA
- Italy
- Russia
- Other Europe
- Other





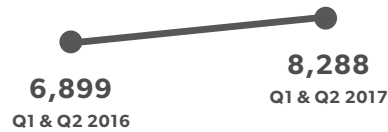
VOLUME OF SALES TRANSACTIONS BALEARIC ISLANDS AND SPAIN

Source: National Institute of Statistics

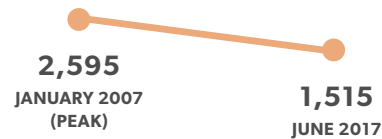


BALEARIC ISLANDS

↑ 20.13%



↓ -41.62%



1,381

AVERAGE NUMBER OF
TRANSACTIONS PER MONTH
Q1 & Q2 2017

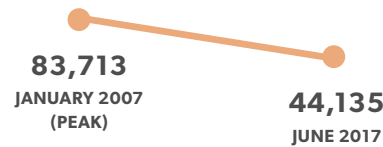


SPAIN

↑ 13.15%

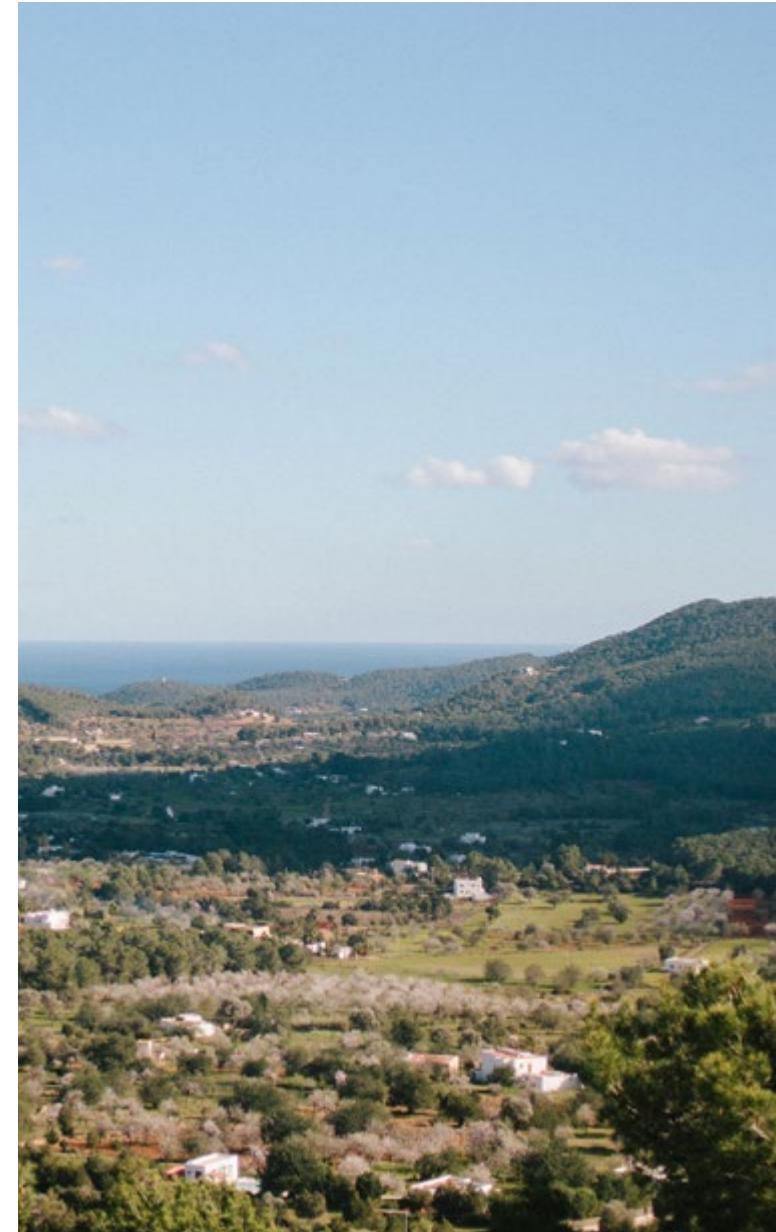


↓ -47.28%



39,279

AVERAGE NUMBER OF
TRANSACTIONS PER MONTH
Q1 & Q2 2017



The figures for 2017 are provisional and may be subject to change.

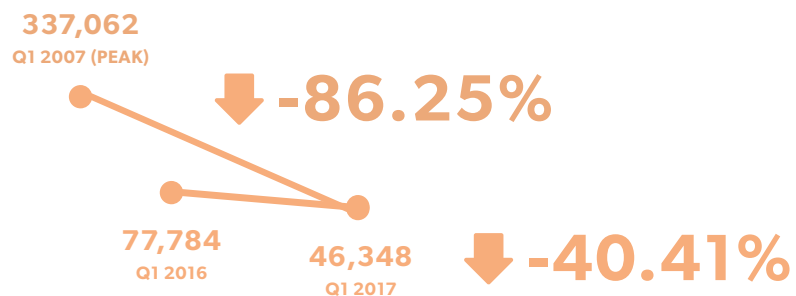


TOTAL VALUE OF SALES TRANSACTIONS BALEARIC ISLANDS ('000 €)

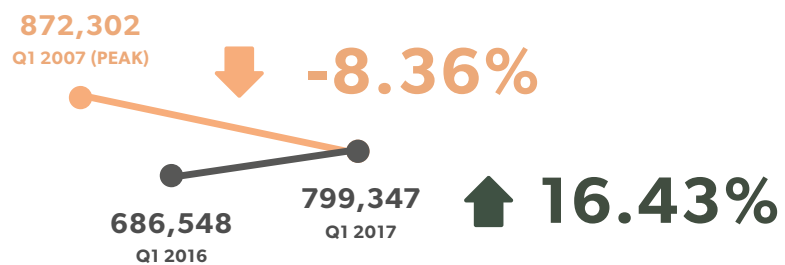
Source: Spanish Department of Development



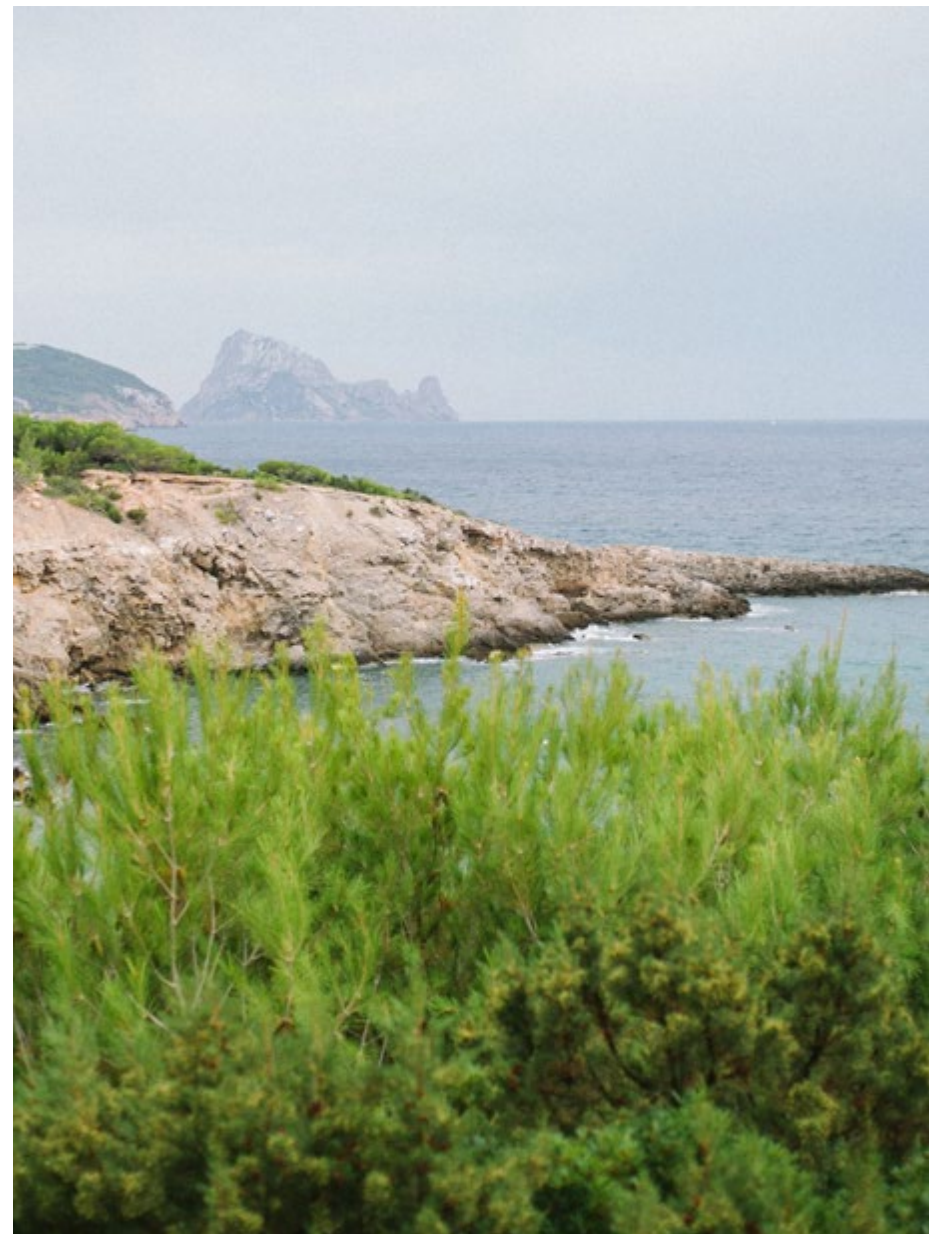
NEW
PROPERTIES

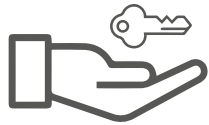



RESALE
PROPERTIES



The figures for 2017 are provisional and may be subject to change.



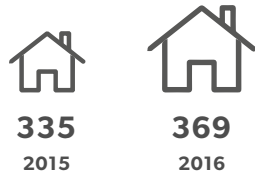


PRIME MARKET VOLUME OF SALES TRANSACTIONS (OVER €900,000) BALEARIC ISLANDS AND SPAIN

Source: Spanish Department of Development



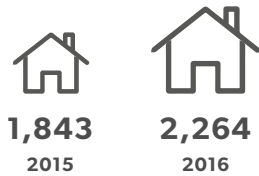
BALEARIC ISLANDS



↑ 10.15%



SPAIN



↑ 22.84%

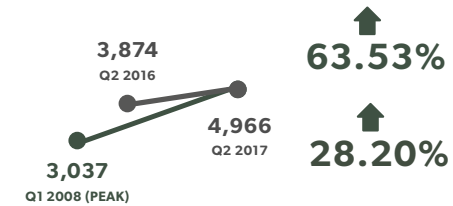


AVERAGE PROPERTY SALES PRICES (€/m²)

Source: Idealista



EIVISSA



AVERAGE RENTAL PRICES (€/m²)

Source: Fotocasa



EIVISSA





PASSENGER ARRIVALS AT IBIZA AIRPORT

Source: Aena

