

PRESS

CUTTINGS



LUCAS FOX
INTERNATIONAL PROPERTIES

2018/2019



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(03/05/17)

EVENING
STANDARD
(06/02/19)

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London's *Evening Standard* dedicates a whole page to Lucas Fox and its presence in Barcelona and Maresme, with a focus on the exclusive development Casa Burés.

 2018/2019 ARTICLES

 2017 ARTICLES

Evening Standard

Barcelona property, Catalonia:



Buy a grand Spanish flat or a better-value commuter home nearby, on the med coastline

The Catalonian seafront city is defined by its buildings: the mesmerising madness of Antoni Gaudí's Sagrada Família cathedral and the entire central Eixample district, built between 1880 and 1930 with bold, naturalistic flamboyance.

Most of Eixample's buildings are now museums, corporate HQs or hotels so the opportunity to buy a modern home in a renovated city centre Modernist palace is rare.

Step forward Casa Burés, a five-floor corner building nearing the end of an intricate three-year renovation to offer 26 comfortable apartments. Designed by a close colleague of Gaudí and completed in 1905, Casa Burés was built for the Burés family, textile tycoons.

The evidence of their super-affluent lifestyle includes 16ft ceilings and ornate marble and gold leaf columns in the vast reception rooms, detailed wood panelling in the former nursery

and exquisite pink and green flower tiles on the grand staircase.

The nine remaining two- and three-bedroom flats start from £1.4 million for 1,367sq ft with service charges from £690 a month, through Lucas Fox.

Commute to Barcelona: better-value homes in Maresme

Immediately north of Barcelona along the Mediterranean coast, the Maresme is a good-value region with a strong sporting pedigree. It includes 24 miles of beaches, five marinas, three golf clubs, the much-praised Hamelin-Laie International School and exceptional vineyards at Alta Alella.

"The big draw is the peace and natural beauty with proximity to Barcelona, 25 minutes by car on a good run," says Tom Maidment of Lucas Fox, who has lived in Maresme with his young family for 10 years.

idealista

Millennials: el retorno de una generación a las grandes ciudades en viviendas diferentes

Artículo escrito por Sergi Pérez, Nuevos Desarrollos LUCAS FOX - Barcelona

En general, no beben alcohol ni fuman. Están hiperconectados, tienden al emprendimiento y les gusta el comercio justo. Prefieren vivir “experiencias” en lugar de poseer “cosas”. Y el futuro de los desarrollos, sobre todo en grandes urbes, pasa por ellos. Porque son la generación que regresa a la ciudad.

Así es y así influye en el ámbito inmobiliario la Generación 'Y' o Millennial, la de los nacidos entre 1992 y 2004. Una generación que, según recientes estudios, es menos feliz viviendo en áreas rurales pequeñas, algo más feliz en zonas residenciales, bastante más feliz en áreas urbanas pequeñas y muchísimo más feliz, totalmente feliz, estableciéndose en grandes áreas metropolitanas. Una diferencia sustancial respecto a generaciones anteriores,

más proclives a la vida fuera de las ciudades y a identificar ésta como síntoma de éxito personal y calidad de vida.

Los cambios que, en nuestro día a día y durante los últimos 10 años, hemos detectado en relación con la información demográfica de los compradores corroboran que hay un número creciente de compradores de vivienda en grandes ciudades, de entre 30 y 40 años de edad.

Muchos de ellos han ganado dinero con empresas de nueva creación o trabajan en el ámbito de las finanzas o en la industria del entretenimiento. Tienden a querer flexibilidad para poder trabajar desde su casa o desde cualquier lugar y no separan por espacios el ocio del negocio. Buscan una calidad de vida basada en la abundancia y calidad de servicios y áreas de ocio y en la inmediatez de su cercanía geográfica.

IDEALISTA

(29/01/19)

 GENERAL

Sergi Peréz of Lucas Fox's New Development department writes an article in *Idealista* about how the Millennials are shaping the future of housing.

LA VANGUARDIA
DINERO
(20/01/19)

© BARCELONA

Lucas Fox contributes to an article in *La Vanguardia Dinero* about Barcelona's prestigious La Diagonal.

 2018/2019 ARTICLES

 2017 ARTICLES

LA VANGUARDIA

La Diagonal consolida su estatus



La Diagonal fue proyectada originalmente por el ingeniero de caminos Ildefons Cerdà en 1884, como una de las avenidas principales de Barcelona. "La idea de Cerdà era que compitiera con Passeig de Gràcia en lo que a construcción de grandes edificios modernistas se refiere. Y, aunque nunca llegó a hacerle sombra, sí se construyeron edificios emblemáticos, como la Casa de les Punxes o el Palau Robert", explica May Iglesias, responsable de Zona Alta de Lucas Fox. Por aquel entonces, Cerdà bautizó esta calle como Gran Vía Diagonal, en homenaje a su

particular trazado, ya que corta oblicuamente la retícula racionalista que el propio Cerdà diseñó para L'Eixample. El primer tramo que se construyó fue entre las calles Pau Claris y Passeig de Gràcia, pero a lo largo del siglo XX la Diagonal fue ampliándose por los dos extremos, hasta que, con los Juegos Olímpicos, se prolongó hasta el mar. En la actualidad, la avenida Diagonal consta de unos 12 kilómetros: nace en el distrito de Sant Martí y desemboca en la Ronda de Dalt, cruzando Barcelona desde la montaña hasta el mar.

yaencontre

Tom Maidment de Lucas Fox: “Las ciudades españolas ofrecen una excelente relación calidad- precio” para la vivienda de lujo



El sector de la vivienda de lujo crece cada año y nos preguntamos porque estos reputados inversores nacionales e internacionales escogen nuestro mercado inmobiliario.

Tom Maidment: Lujo es una palabra que se utiliza en exceso, especialmente en el sector inmobiliario. Si empiezas a usar una palabra demasiadas veces, comienza a perder su significado. “Vivienda de lujo” se define e interpreta de manera diferente en diferentes mercados, según la ubicación, el valor de las propiedades, la calidad de los acabados y el nivel medio de los proyectos.

En general, clasificamos nuestras propiedades en las categorías de “mercado medio”, desde 450.000 hasta 900.000 euros,

y en “prime”, con un precio superior a los 900.000 euros. Sin embargo, si una propiedad es realmente especial y se encuentra en una ubicación privilegiada en el centro de la ciudad, pero tiene un precio inferior a los 900.000 euros, también podríamos clasificarla en la categoría “prime”. De la misma manera, una propiedad que necesita una renovación y tiene un precio superior a los 900.000 euros debido a su tamaño, ubicación y, lo que es más importante, el potencial, no necesariamente se clasificará como “prime” hasta que esté renovada.

YAENCONTRE

(18/01/19)

 GENERAL

Lucas Fox Partner Tom Maidment speaks to property portal yaencontre about the luxury property market in Spain and his predictions for the sector during 2019 and beyond.

EXPANSIÓN CASAS Y ESTILO DE VIDA (04/01/19)

© BARCELONA

The prime market in Spain is thriving according to an article in *Expansión Casas y Estilo de Vida*, featuring a property for sale with Lucas Fox in Barcelona's prestigious Turó Park area.

 2018/2019 ARTICLES

 2017 ARTICLES

Expansión

España, de récord



El dinamismo del real estate español tiene su mejor reflejo en el encarecimiento de las viviendas de lujo. Este segmento inmobiliario suele ubicarse en zonas céntricas, con atractivo comercial y alto tránsito, y se caracteriza por viviendas amplias (una de cada tres supera los 180 metros cuadrados en zonas prime), de las que más del 30% son en propiedad y es tán completamente pagadas.

La llegada a España de nuevos inversores nacionales e internacionales interesados en este tipo de viviendas impulsa los precios de los activos y la actividad en las compraventas, que se producen a un ritmo vertiginoso. En concreto, el alza en el sector es notable en las grandes capitales españolas y en la costa.

Teniendo en cuenta este contexto, Instituto de Valoraciones ha analizado las claves del mercado de viviendas de lujo en España y Europa.

Apartamento de diseño en Turó Park

Características: La interiorista Cristina Rodríguez se ha encargado de remodelar esta vivienda de cinco habitaciones, cuatro baños y una terraza de 22 metros cuadrados ubicada en Turó Park. Incluye dos plazas de aparcamiento y trastero.

Vende: Lucas Fox.
3,3 millones de euros.

MANSION GLOBAL

A Meticulously Renovated Penthouse in a Historic Barcelona Building



Constructed at the beginning of the 20th century, this penthouse residence at Casa Burés is an updated take on classic Catalonia Modernist style

Positioned at the top of Casa Burés, one of Barcelona's best preserved buildings in the Catalan Modernist style, this two-floor penthouse apartment offers contemporary living with classic Catalonian style. Constructed between 1900 and 1905, the historic building's first owner was one of Spain's most successful textile merchants, Francesc Burés, who used the building as his main residence, company headquarters and rental apartments.

Describing the renovation process, broker Liza Kjellberg of Lucas Fox called it nothing short of "amazing."

The intensive renovation of the century-plus-old building required a 50-person team to spend more than 100,000 hours over the past three

years. The painstaking process required the team to not only remove and restore the original wood beams, but also to renovate tens of thousands of stained glass and mosaic pieces.

Inside the penthouse, an updated contemporary style with white walls, modern appliances, and an uncluttered open space act as the perfect frame for the home's historic details, such as restored ceiling paintings and ornate flooring.

Warm wood floors and a skylight give the penthouse's second floor a light-filled atmosphere, while windows with scenic balconies on the home's first floor give homeowners a glimpse of the eclectic Catalonian city.

**MANSION
GLOBAL**
(03/01/19)

📍 **BARCELONA**

Mansion Global features an article on Casa Burés, Barcelona's Modernista masterpiece exclusively for sale with Lucas Fox.

SOUTH CHINA
MORNING POST
(19/12/18)

📍 GENERAL

Lucas Fox contributes to an article in the *South China Morning Post* on how the Spanish property market is recovering from the 2008 crash.

 2018/2019 ARTICLES

 2017 ARTICLES



South China Morning Post

Buying rise eases spanish woes



After a decade of pain, the Spanish property market has finally rebounded from the 2008 crash – at least in terms of transaction levels.

Investors who deserted the country after the price collapse triggered by the global financial crisis are back in buying mode, with Spain's national property register showing that the latest annual transaction rate is the highest in a decade.

Yet Tom Maidment, partner at independent real estate agency Lucas Fox, concedes it has been a long road out of the doldrums.

"Spain witnessed a huge property boom at the end of the 1990s, with dizzyingly fast price rises, so when the global economic crisis hit in 2008, Spain's real estate market was hit hard," he said. "It was, undoubtedly, one of the worst property price crashes in Europe at the time."

The Telegraph

‘Like living in the Sagrada Familia’: inside newly renovated Casa Burés, the eccentric, excessive Catalan home

As the evening light fades in Barcelona, the spotlights go on in Casa Burés in the city's elegant Eixample district where a team of artisans are labouring long into the night.

Fresh from working on the renovation of the Liceu opera house on the Ramblas, the wonderfully named Gisela Bosom is painstakingly restoring the fairytale murals that cover every wall of Casa Burés old playroom, including a scene from Hansel and Gretel around a huge carved stone hearth. Her colleague, Silvia Llobet, is recreating an original mosaic floor, laying one tiny tile at a time.

Now in the hands of London-based fund Europa Capital and Barcelona developers Bonavista, Casa Burés is nearing the end of its exacting renovation. The two Burés Residences where the family once lived, each about 500m², have sold.

So have the open-plan lofts on the ground floor, with their industrial-style Crittal windows, bare brick walls and iron columns a nod to their historical use. Still for sale are 11 apartments ranging from 120 sq m one-bed apartments to a 189 sq m penthouse with 33 sq m terrace, priced from €1.65m to €3.1m through Lucas Fox.

THE TELEGRAPH
(05/12/18)

 BARCELONA

The Telegraph features an article on Casa Burés, Barcelona's only Modernista building solely devoted to residences, for sale with Lucas Fox.

📍 MARBELLA, VALENCIA

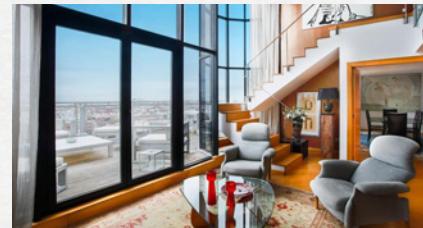
Lucas Fox co-founder Alexander Vaughan talks to *The Times* about why British buyers are swapping traditional Spanish coastal locations for cities with art and culture.

2018/2019 ARTICLES

2017 ARTICLES

THE  TIMES

Take me to Malaga or Valencia



Britons are swapping the traditional Spanish coastal locations for cities with art and culture

Northern Spain is on a charm offensive, with the Basque country offering hefty tax incentives to those who want to escape Britain after Brexit. Yet there are many who would argue that there is no need for bribery. The area is well established as a weekend-break destination with culture, gourmet food, medieval towns and vast sandy beaches.

However, it appears that while we Britons are happy to spend our weekends looking

at art in Bilbao or sampling pintxo in San Sebastian, we would rather head south to invest in property.

Alex Vaughan, a co-founder of Lucas Fox, Savills' associate estate agency in Spain, says: "Bilbao, San Sebastian and Santander are slowly becoming better known and are starting to attract interest in terms of investment. I would say that San Sebastian is where Barcelona was in 2015."

The New York Times

House Hunting in ... Spain



The coastal province of Valencia is cheaper and more manageable than Spain's major metropolises, making it an appealing alternative for many home buyers.

This five-bedroom, six-bathroom villa is in Paterna, a small city in the province of Valencia, about eight miles from the Mediterranean Sea, in southeast Spain. Designed in 1940 by the father of the current owner, the 12,900-square-foot house sits on a 0.78-acre lot that includes landscaped gardens, a tennis court and an L-shaped swimming pool.

With limestone walls, ceramic tile floors and wood trim, the home is distinctly Mediterranean, but with stylistic influences from the prewar modernist movement and from older cave houses common to the region, said Ana Agramunt, an agent with Lucas Fox International Properties, which has the listing.

THE NEW
YORK TIMES
(14/11/18)

VALENCIA

Lucas Fox Valencia contributes to an article in *The New York Times* on house hunting in Spain's vibrant third city.

The *Financial Times* gets Lucas Fox's view on the changing shape of Marbella's property market.

FINANCIAL TIMES

Marbella property market undergoes a sea change



When Stephen Lahiri, who runs the Marbella office of local estate agent Lucas Fox, started selling homes in the area 25 years ago, his buyers fitted the classic stereotype of the holiday mecca that was Costa del Sol. Seventy per cent were British, he says, most were retirees buying second homes and "a good number were golfers".

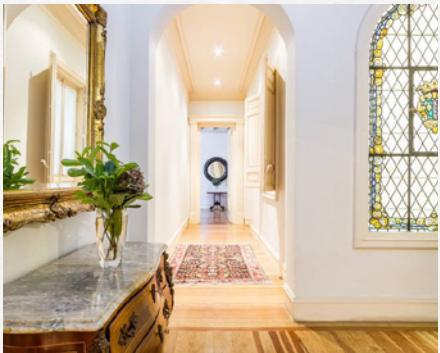
Today's market has changed beyond recognition. Retiring British accountants have made way for Scandinavian tech entrepreneurs. Lahiri says Brits accounted for less than a quarter of buyers last year and "in the last three years, I haven't sold a single home to anyone over 50". Buyers are no longer coming for the golf, either. The nearby airport, reliable broadband and the good stock of international schools have become as important as the

area's year-round sunshine, says Lahiri. "Most of my buyers are working in finance or are entrepreneurs of some kind; an increasing number work remotely. The international schools are all full up."

With the changing buyer, what is on offer has changed, too. Architecturally, the area is getting the Ibiza treatment, courtesy of a slew of new top-end developments that shun classic Andalucian home designs for the homogeneous, white boxes favoured by the global beachcombing elite.

Helped by a recent corruption scandal, meanwhile, the centre of gravity for the area's top-end home market is moving from Marbella to Benahavis and Estepona, the adjacent coastal spots that form the remaining points of Costa del Sol's "Golden Triangle".

SPHERE



Top of the hot spots: Where to invest in luxury property

This past year has marked a turning point for some European cities too, including Paris, Berlin and Madrid — where Latin American investors now account for 18% of buyers in its prime market. Prices in Madrid rose by 12% last year, according to Lucas Fox estate agency, and similar growth is expected this year. “The buzz around the city is palpable,” says Lucas Fox’s Madrid

agent Rod Jamieson, who is particularly feeling that buzz in Justicia, a central neighbourhood that is seeing many of its historic apartments turned into high-spec designer homes. Spain’s first Four Seasons hotel is also opening in seven converted historic buildings. Lucas Fox has a five-bedroom apartment in one of Justicia’s most prestigious, listed 1900s building, for €4m.

SPHERE
(16/07/18)

MADRID

“The buzz around the city is palpable,” says Lucas Fox Managing Director Rod Jamieson on Madrid, which ranks alongside New York and London according to *Sphere*’s article on where to invest in luxury property.

EXPANSIÓN CASAS Y ESTILO DE VIDA (29/06/18)

📍 MARBELLA

Lucas Fox Marbella contributes to an article in *Expansión Casas y Estilo de Vida* about a new generation of buyers on the Costa del Sol.

👉 2018/2019 ARTICLES

👉 2017 ARTICLES

Expansión

Marbella rejuvenece



Mansiones y canas. El lujo en el sector residencial marbellí ha estado tradicionalmente asociado a compradores (tanto españoles como extranjeros) más bien provectos. Pero esa tendencia está cambiando. Un reciente informe de la inmobiliaria británica Lucas Fox señala que en este momento la edad media gira en torno a los 42 años, un promedio notablemente inferior en comparación con el de los últimos años.

Asimismo, la agencia subraya los cambios en la nacionalidad de los compradores: en los últimos doce meses, los más activos han sido los clientes de países escandinavos (realizaron el 46% de todas las compras), seguidos de los británicos (23%). A continuación, en porcentajes bastante similares, destacaron los españoles (8%), los de otros países europeos (8%) y los de países de Oriente Próximo (7%).

EUROPEANlife.
PASSION FOR LUXURY

Lucas Fox Valencia property sales Spain



Valencia's moment under the property spotlight is coming. After property prices and the number of sales transactions more or less halved from the start of the property crisis in Spring 2007 to the beginning of the recovery midway through 2014, Spain's third city is now showing steady gains and attracting investors looking for good returns.

Lucas Fox Valencia's latest market data makes for encouraging reading. Property sales transactions in the first four months of 2018 increased by 20% over the same period in 2017. Data from Spain's National Institute of Statistics (INE) shows a similar trend with sales in the first quarter of this year up by 17% compared to the same period in 2017.

Property prices are currently less than half those of Barcelona and Madrid on average,

according to Idealista, which shows prices in Valencia ending the first quarter of 2018 on €1,743 per square metre, in Barcelona €4,334 per square metre and in Madrid €3,540 per square metre. Valencia prices are picking up however – they ended Q1 2018 up €205 compared to the same period in 2017, showing an annual growth rate of 13%. The districts popular with foreign buyers such as Eixample and El Pla de Real saw price rises of 10% and 13% respectively.

Lucas Fox Valencia data also shows that the number of foreign buyers has increased – from 10% in the first four months of 2017 to 33% in the same period this year. The figures also show that 58% of Lucas Fox buyers purchase a home in Valencia as a primary residence, 25% buying as a second residence and 8% as an investment.

EUROPEAN LIFE MAGAZINE
(29/05/18)

VALENCIA

European Life magazine reports on encouraging news for the Valencia property market according to Lucas Fox's latest Market Reports.

THE NEW
YORK TIMES
(23/05/18)

📍 GENERAL

Lucas Fox co-founder Alexander Vaughan chats to *The New York Times* about Spain's property market.

📍 2018/2019 ARTICLES

📍 2017 ARTICLES

The New York Times

House Hunting in ... Spain



Home prices in Spain, which plummeted after the market crash in 2008, started to recover about three years ago in most areas. At the end of 2017, prices were up 7.2 percent since they hit bottom in 2015, although they are still 37.2 percent below their 2007 peak, according to a report from Tinsa, an appraisal company.

Major cities like Madrid and Barcelona began recovering first, said Alexander Vaughan, a

founder of the Lucas Fox real estate agency in Barcelona. And “now the second- and third-tier cities are starting to pick up,” he said.

An improving economy and increased demand from international buyers are driving sales, agents said, noting that banks have also loosened mortgage restrictions, making it easier for buyers to finance a purchase.



El valor medio de las viviendas vendidas por Lucas Fox se aproxima al millón de euros

El mercado de casas de lujo sigue dando juego y más en estos momentos cuando la economía continúa mejorando y que la preocupación por la situación en Cataluña ha disminuido.

Así lo señalan desde la inmobiliaria de casas de lujo, Lucas Fox, que ha presentado sus datos relativos al primer trimestre de 2018.

En este periodo el valor medio de las propiedades vendidas por la compañía en España se incrementó un 18%, lo que supuso pasar de 780.000 euros registrados en marzo de 2017, a los 924.000 euros actuales.

Según el análisis de la inmobiliaria, el mercado de lujo está regresando “con fuerza”, especialmente en las regiones costeras de Marbella y Sitges, donde el valor medio ascendió a 1,4 millones de euros.

A estos destinos le siguieron las viviendas de lujo localizadas en la Costa Brava y en la provincia de Girona, donde el precio de venta promedio se situó ligeramente por encima del millón de euros en los tres primeros meses del año.

Las ventas de estas propiedades de alto standing en la zona de Marbella y en la Costa Brava supusieron el 67% y el 50%, respectivamente, en el conjunto de las ventas de casas registradas en estas regiones.

Hasta el 77% de las operaciones totales llevadas a cabo en el conjunto del territorio español fueron realizadas por clientes internacionales, la mayoría de ellos procedentes de Reino Unido, Francia, Estados Unidos y los países escandinavos.

EL MUNDO
(09/05/18)

 GENERAL

El Mundo reports on the recent significant average price increases registered by Lucas Fox in the first quarter of 2018.

BUSINESS DAY SOUTH AFRICA

(20/04/18)

📍 BARCELONA

Lucas Fox co-founder Alexander Vaughan speaks to *Business Day South Africa* about Barcelona's ongoing appeal to property investors.

👉 2018/2019 ARTICLES

👉 2017 ARTICLES

BusinessDay

Spanish acquisition



A stable government, strong economic growth and competitive property prices ...
Barcelona ticks all the boxes for foreign investors

Cool, quirky and cosmopolitan, the Catalan capital has caught the attention of those seeking a sound investment in Brexit-flustered Europe. Spain may have been extremely hard hit by the financial crisis of 2008, but the country now boasts some of the highest economic growth in the region and, with property prices still very attractive compared to the likes of London or Paris, Barcelona makes a compelling case for a little offshore speculation.

“Falling unemployment, low interest rates and a strong economy have all contributed to the growth in the Barcelonan property market, with transactions reaching pre-crisis levels in some areas,” says Alexander Vaughan, co-founder of Lucas Fox International Properties.

“However, prices remain significantly below those of other European cities, offering attractive commercial opportunities for investors, coupled with a lifestyle arguably unrivalled in the rest of the world.”

THE  TIMES

Top 5 Spanish cities where you find affordable property



Instead of lazing on the costas, Brits are buying in Spanish cities for their lively street life, cultural buzz and climate

When Morag Makey was planning her move to Spain, she skipped the usual coastal resorts and rural idylls in favour of busy urban life. "We wanted to live in a lively city with a good design vibe. Jobs came up in Barcelona and we haven't looked back," says Makey, 44, who left her home in the Lake District (via Switzerland) and now runs an education consultancy in the Catalan capital with her husband, Pete, 60.

"We could afford to buy a city-centre property, which would be impossible in many European cities, and we eat and drink out constantly on a moderate budget," adds Makey, who bought a two-bedroom flat in the Gothic Quarter for about €370,000 (£323,000) five years ago.

There's no need for a car — "the city is small enough to walk and ride everywhere" — and the weather allows the couple to live outside nearly all year round. "Life here takes place in the plazas and it's a great community to be part of," Makey says. "When I want to escape, I go to the Costa Brava, but I love living in the city."

Makey is far from alone in discovering an appetite for Spanish urban living. Madrid, where Lucas Fox estate agency reports 60% of its sales in 2017 were to foreigners, is evolving into an attractive second-home market for buyers, having traditionally been seen as a city for pure investment or relocation. And Barcelona has seen demand return strongly, despite a dent in sales in the past few months caused by Catalonia's constitutional crisis.

THE TIMES

(08/04/18)

 BARCELONA, MADRID,
VALENCIA

One of Lucas Fox's Barcelona buyers contributes to an article in *The Times* on why some young Brits are opting for bustling Spanish cities over the costas.

El País Negocios showcases a beautiful 16th Century masia in Sitges for sale with Lucas Fox.

➡ 2018/2019 ARTICLES

➡ 2017 ARTICLES

Masía y viñedos en el Penedès



Necesita una profunda reforma que la adecante y modernice, pero esta propiedad ya cuenta con lo más importante: historia y singularidad. Se trata de una masía del siglo XII con una bodega del siglo XIX rodeada de viñedos y olivos y emplazada a unos 10 minutos de Vilafranca del Penedès y a 20 de la costa. El entorno, en la comarca del Alto Penedès, es idílico y se puede disfrutar de él gracias a una parcela de más de una hectárea en la que además de viñas hay piscina, 'chill-out', jardín y un embalse. Existe la posibilidad de ampliar el terreno si así lo desea el futuro propietario. La masía fue construida en el siglo XII y ocupa una superficie de 800

metros cuadrados. Consta de 13 dormitorios y conserva las características de la época de edificación. Alberga distintos salones y una cocina en la planta baja, y varios dormitorios en la primera planta. Colindante a la casa se encuentran las dependencias del servicio. La bodega de 1.800 metros cuadrados se edificó en el siglo XIX y hace cinco años funcionaba con la producción de cava. Todavía se conservan las prensas semiautomáticas, varios depósitos de 22.000 litros y otros aparatos. Ahora el nuevo propietario podría transformarlo en apartamentos turísticos u hotel, indican en Lucas Fox, que gestiona su venta.

THE  TIMES

Why Barcelona is bouncing back



Superyacht owners are cruising into the city's marina, tempted by new luxury flats

After the Catalan independence vote in October, property prices in the region's capital dipped for the first time in three years. However, it seems that Barcelona is bouncing back.

"You might cruise for a season in the Mediterranean or the Caribbean, but between those periods you need a home port," says Alexander Vaughan, a co-founder of Lucas Fox, the Spanish estate agency. "Barcelona is a popular choice because it is a proper city, and because of the large range of yacht services [at Port Vell]."

Vaughan adds that many are "lifestyle investors" who want to generate some

rental income, but also have an eye on using the property themselves. Lucas Fox is marketing the Girona apartments in Eixample, a new collection of two, three and four-bedroom flats from €1.3 million, while Cluttons has a two-bedroom penthouse in the district for €599,000. There has been a spike in the number of international buyers purchasing off-plan at new-build developments, Vaughan says. "This is not a new phenomenon for Spain, but it is a fairly new phenomenon for Barcelona, because from 2007-15 there weren't really any developments being built."

THE TIMES

(23/03/18)

 BARCELONA

Lucas Fox adds its voice to an article in *The Times* about why Barcelona continues to attract property investors from all over the world.



PRESS CUTTINGS
www.lucasfox.com

The 'Homes & Property' section of London's leading newspaper the *Evening Standard* features Lucas Fox in an in-depth article about the Spanish capital.

 2018/2019 ARTICLES

 2017 ARTICLES

Evening Standard

Mad for Madrid



Home buyers and tourists have largely overlooked Madrid in their Gaudi-fuelled rush to Barcelona, but now the Spanish capital is fighting back. Property prices there have risen more than 12 per cent year on year according to the Spanish Statistical Office, while hotel super-brands Mandarin Oriental and Four Seasons have significant projects in the pipeline.

"There has never been a better time to invest in Madrid," claims Rod Jamieson of property agents Lucas Fox. "It has always been a significant financial centre and never aimed to attract tourists as Barcelona did. However,

since the 2007 recession Madrid has transformed itself with newly pedestrianised areas and a new business and residential neighbourhood at Chamartin, all furthering Madrid's aim to claim some of London's financial power."

Jamieson lives in Madrid and starts each day with a run in the magnificent Buen Retiro Park, often finishing the day with friends at a bar or restaurant. This is one of Europe's most sociable cities with a vibrant nightlife - just another ingredient of its superb lifestyle, says Jamieson.


THE SUNDAY TIMES

Brexit boltholes, part I: where to buy and where you can still gain residency before we leave the EU

The Brexit negotiations may be suffering the recriminations and regrets of any long-term relationship gone sour, so much so that it can feel as though much of life in the UK is on hold until the final separation. But that hasn't stopped Brits from investing in bricks and mortar in Europe — far from it. Property agents, removal companies, tax advisers and relocation experts all report a spike in interest and deals being done.

There were twice as many inquiries for France in late 2017 than a year earlier, according to Home Hunts, a specialist French buying agency, with many purchasers

motivated to buy before March 2019, when Britain's exit from the EU becomes official.

Meanwhile in Spain, although the number of Brits as a percentage of foreign buyers has fallen from 22% before the EU referendum to about 15% in 2017, they still make up the biggest overseas contingent in many regions, including Andalusia, Valencia, the Balearics and the Canary Islands, according to the Spanish notaries association. Barcelona saw 46% more British buyers in 2017 compared with the previous year, says the Spanish estate agency Lucas Fox.

**THE SUNDAY
TIMES**
(11/02/18)

 BARCELONA

Lucas Fox contributes to an article in *The Sunday Times* on how British buyers are buying in Europe ahead of Brexit.

EXPANSIÓN CASAS Y ESTILO DE VIDA

(26/01/18)

📍 BARCELONA, MADRID

Expansión Casas y Estilo de Vida looks at the current rental market in Barcelona and Madrid, featuring a property for rent with Lucas Fox.

➡ 2018/2019 ARTICLES

➡ 2017 ARTICLES

Expansión

El lujo de alquilar



Por zonas, Cataluña es la única comarca donde el precio del alquiler de incrementa por encima del 10%.

Desde que en 2015 Barcelona arrebató a San Sebastián el pódium del municipio más caro para alquilar una vivienda ha conservado este lugar. En 2017 ha dado un salto cuantitativo, de los diez municipios más caros de España siete pertenecen a Barcelona. La Ciudad Condal alcanza ya los 15,58 €/m² de media

al mes, siendo el precio más alto que se ha registrado en los últimos diez años.

El Born. El barrio medieval del Born y la Ribera es hoy en día el centro de las nuevas tendencias urbanas, con una ubicación perfecta, cerca de las mejores tiendas y restaurantes. El apartamento de la imagen tiene 130 metros cuadrados con dos amplias habitaciones dobles en suite. Gestiona: Lucas Fox. 2.200 euros/mes.

LA VANGUARDIA

Promoción en un enclave único



La promoción de obra nueva Cala S'Alguer está a primera línea de mar, en un enclave único de Palamós

Vivir en pleno corazón de la Costa Brava, a escasos metros de un espacio natural protegido, con el mar a un paso de chanclas y en un piso de nueva construcción es posible. O lo será a partir del verano de 2019, porque esta es la fecha prevista para la entrega de los pisos de la promoción Cala S'Alguer Apartments. Esta promoción, que consta de 48 pisos distribuidos en dos bloques, está ubicada en la carismática playa de La Fosca, en Palamós. Se trata de un enclave

**LA VANGUARDIA
DINERO**
(14/01/18)

COSTA BRAVA

Cala S'Alguer, a stunning New Developement for sale exclusively with Lucas Fox, features in *La Vanguardia Dinero*.

📍 BARCELONA

Lucas Fox's co-founder Alexander Vaughan features in the 'how to spend it' section of the *Financial Times* about New Developments in Barcelona.

📍 2018/2019 ARTICLES

📍 2017 ARTICLES

FINANCIAL TIMES

Five-star homes on glamorous marinas

Nothing broadcasts ultra-high net worth quite as clearly as ownership of a superyacht. It's perhaps unsurprising then that, in a world where the numbers of the very wealthy is on the rise, so is the number of bigger boats.

After a post-crash dip, yacht sales have grown once again. To cater to these new seafarers, a raft of super-size marinas has also recently been launched, with enticing stopping off points across the eastern shores of the Mediterranean (in Croatia, Montenegro, Malta and Turkey), as well as Spain and the farther-flung Caribbean.

Not all yachting enthusiasts, however, want to buy in a destination that only comes alive for a brief butterfly season. The seamless combination of sophisticated city living and holiday pleasures is one of the reasons Barcelona has seen a growing demand for property near its superyacht harbour, OneOcean Port Vell. Originally built for the 1992 Olympics, the marina has recently

undergone a complete makeover to provide it with 148 berths for superyachts up to 190m. "Barcelona has become a transport hub with daily flights from all over the world," says Alexander Vaughan, co-founder of Spanish-based estate agent Lucas Fox, "and it's also seen as a good staging point to explore the Balearics. International buyers here love everything the city has to offer."

OneOcean Port Vell lies in the centre of Barcelona, the briefest of strolls from the city's famed shopping, nightlife, restaurants and cultural attractions, and purchasers here expect the same sophisticated standard of contemporary living they'll find in other major cities. "Until recently, most development was in period buildings reinvented behind an existing façade. Now we've started to see the type of new-build property more commonly found elsewhere," says Vaughan, who is selling a dazzling contemporary home with city and Mediterranean views on Avenida Pearson (off-plan for €9.96m).

LAVANGUARDIA

Turó Park, la joya de la corona



Situado en el distrito barcelonés de Sarrià-Sant Gervasi, Turó Park es un refugio bucólico donde disfrutar de la naturaleza en plena ciudad. Y es que a unos pocos metros del parque discurre la bulliciosa Diagonal. Esta ubicación privilegiada, en una zona exclusiva y tranquila y, a la vez, a un paso de los comercios, ha convertido este parque y las calles adyacentes en una de las zonas residenciales más cotizadas.

“En el caso de Lucas Fox, suele ser el cliente mayoritario, la relación con el nacional sería de 60-40. Aunque, desde hace un año, el comprador local ha empezado a despuntar y la tendencia podría ser la de igualarse”, sostiene Gregori Masó, especialista de la zona alta de esta inmobiliaria.

LA VANGUARDIA DINERO
(27/08/17) **BARCELONA**

La Vanguardia Dinero talks to Lucas Fox about the appeal of the highly sought-after Turó Park area of Barcelona.

INTERNATIONAL PROPERTY & TRAVEL

(August 2017)

📍 GENERAL

Lucas Fox talks to *International Property & Travel* magazine about the recent growth of the equestrian market in Spain.

INTERNATIONAL
PROPERTY
& Travel

Unbridled opportunities



Home of beautiful Andalusian, also known as the Pure Spanish Horse, Spain has a wealth of equestrian properties with fabulous facilities.

Liza Kjellberg, head of equestrian estates for Lucas Fox, finds that the south of Spain such as Andalucia (specifically Sotogrande, Cadiz and Seville) proves popular as do Catalunya and areas around Madrid. “If focusing on breeding, dressage or jumping,” she says, “then the size of land, paddocks, stables, storage for food and equipment, house amenities and room for staff within a self-providing estate are all important for buyers. There are strict regulations about how many horses can be kept on the land and the local authorities check this.”

MANSION GLOBAL

Salamanca: Madrid's Historic Upscale Neighborhood Attracts International Interest

Just two minutes from the Retiro, one of Madrid's largest parks, luxury shopping, and the heart of the capital city, Salamanca is a quiet, but upscale neighborhood offering chic dining options, historic architecture, and prime luxury real estate.

In Salamanca, "the Calle de Serrano, Calle de Goya, and Calle de Velásquez are considered some of the most expensive, most exclusive streets in the entire city of Madrid," said Mari Cruz López, senior sales consultant for Lucas Fox International Properties.

Wide streets lined with ornate façades are steeped in 19th-century opulence, offering

exceptional amenities, great accessibility, and affluent cachet. Ms. López noted that particularly on the west side of Salamanca, in the Recoletos and Castellana barrios, "many buildings have beautiful, delicate façades," and were built during the 19th-century extension of the city of Madrid that was overseen by the Marqués de Salamanca, by whose name the neighborhood is now known. Salamanca has been compared to New York's Upper East Side, and its Calle de Serrano, thanks to its luxury stores, has been dubbed the "Golden Mile."

**MANSION
GLOBAL**
(29/07/17)

 MADRID

Lucas Fox Madrid contributes to *Mansion Global's* 'neighbourhood' series of articles on the upmarket district of Salamanca.

El Periódico features former Barcelona coach Johan Cruyff's former home, for sale with Lucas Fox.

elPeriódico

La casa de Johan Cruyff en Barcelona se vende por 5,3 millones



La vivienda, de casi 600 metros cuadrados en La Bonanova, cuenta con 9 dormitorios y 7 baños. Se trata de una construcción de 1936 reformada completamente.

La vivienda de Barcelona que compró Johan Cruyff en 1991, cuando era entrenador del Barça, está a la venta en el portal inmobiliario de Fotocasa por 5,3 millones de euros. La inmobiliaria de residencias de lujo Lucas Fox también la incluye en su página desde el pasado febrero, cuando Danny, la viuda del entrenador del Dream Team, la puso a la venta.

Se trata de una villa modernista de La Bonanova construida en 1936, y reformada completamente.

El hogar durante 24 años del emblemático entrenador, que falleció en marzo del 2016 a causa de un cáncer de pulmón, cuenta con 594 metros cuadrados repartidos en cuatro plantas. Tiene nueve dormitorios y siete cuartos de baño.

La torre, rodeada de sol, por su buena orientación a cuatro vientos, dispone, además, de bodega, amplias terrazas, un garaje para 6 vehículos y un jardín privado. En su interior, destaca la gran escalinata central.

 2018/2019 ARTICLES

 2017 ARTICLES

LAVANGUARDIA

Aupados por la crisis



Alexander Vaughan llegó en 2004 a Barcelona con la intención de cambiar de vida. Británico, con 30 años y una exitosa carrera de abogado en Freshfields y Farrer & Co, confiesa que no tenía ningún plan. "Quería hacer unos cursos de español, y luego ya vería. Por casualidad conocí a mi socio, Stijn Teeuwen, que estaba en Andalucía en el negocio inmobiliario y que quería bermias a Barcelona con su novia. Y así empezamos Lucas Fox, trabajando con un móvil y un portátil desde nuestro dormitorio".

Lucas Fox ha lanzado ahora una nueva división, Lucas Fox Prime, para viviendas de más de dos millones de euros, y un nuevo servicio, que comercializa viviendas "fuera del mercado", con acceso restringido a sus características, precios y fotos, en una área cerrada de su web, sólo accesible a clientes que la empresa "califique" como serios.

LA VANGUARDIA
(02/07/17)

 **LUCAS FOX PRIME**

La Vanguardia features a full-page spread and interview with Alexander Vaughan, founder of Lucas Fox Prime.

📍 COSTA BRAVA

French newspaper *Le Figaro* talks to Lucas Fox Costa Brava Partner Tom Maidment about some of the beautiful country homes for sale in Girona.

➡ 2018/2019 ARTICLES

➡ 2017 ARTICLES

LE FIGARO

Îles de la Méditerranée. Le retour du beau fixe



Sur Ibiza, l'île la plus mythique des Baléares, les propriétaires de maisons de vacances viennent souvent du nord. La gentry anglaise a été pionnière, et l'image du « gentleman british » des années 1970/1980 reste vivace sur l'île. Les Anglais sont toujours de loin les acquéreurs principaux, mais « le Brexit a eu un effet significatif sur leurs demandes », reconnaît l'agence Lucas Fox. « En même temps, nous observons davantage d'intérêt de la part d'Allemands, de Néerlandais et de Français. »

Au cours des deux premiers mois de l'année, les ventes ont bondi de 17% par rapport à 2016, selon l'institut national de statistiques espagnol. « La crise est derrière nous, mais n'a jamais été virulente sur Ibiza. Le marché a tout juste ralenti parce qu'il possède des particularités, à commencer par son insularité, ses modes de construction et son image à plusieurs facettes, qui remonte aux Phéniciens et va jusqu'à David Guetta », précise Christophe Lainé, négociateur de Lucas Fox.

The Telegraph

From hard-partying clubbing mecca to clean-living capital: How Ibiza reinvented itself



Demand for holiday homes on the White Isle has outperformed sister island Majorca and mainland Spain over the past five years

It may be better known for hedonistic parties than juice bars and yoga studios, but it was Ibiza's laid-back vibe that drew fitness guru Lindsay Jay to the island three years ago.

As a second home destination, it is still cheaper than the South of France. The best homes sell for up to €20 million (£17 million), but most homes go for €400,000 to €1.5 million, says Susana Sánchez of Lucas Fox.

THE TELEGRAPH
(08/06/17)

IBIZA

'How Ibiza re-invented itself' is the headline in *The Telegraph* 'Property' section, featuring Lucas Fox and looking at a 'new' Ibiza, a far cry from its traditional label as the club capital of Europe.

EVENING
STANDARD
(19/05/17)

📍 BARCELONA

More great coverage for
Lucas Fox Barcelona in London's
leading newspaper the *Evening
Standard*.

➡ 2018/2019 ARTICLES

➡ 2017 ARTICLES

Evening Standard

Buying in Barcelona: Londoners love the coastal city for its renovated flats from £200k, which make great holiday homes or investments



Cosmopolitan Barcelona, with its sublime restaurants and winning architectural history, is the perfect holiday home location for so many reasons.

It has a superyacht marina, wonderfully informal beach bars and easy access by air, sea and high-speed rail. More than 27 million travellers passed through the city last year, about a quarter of all visitors to Spain.

"Just under half of our sales last year were new or newly renovated homes," says Joanna Papis of Lucas Fox Barcelona. "Our portfolio of new homes are mainly in the central areas of Eixample, the Old Town and Poblenou, all districts popular with overseas investors who are increasingly attracted by rental yields of up to 5.5 per cent."

**South China Morning Post**

Investors return to spain



Barcelona and the Balearics lead 14 per cent national surge in 2016, writes Peta Tomlinson

Lucas Fox International Properties reported a 31 per cent rise in property sales in 2016 from the previous year, the biggest increase since the company was founded in 2005. Sales transactions in Barcelona increased by 69 per cent, driven by global market–foreign investors represented 65 per cent of all Lucas Fox sales.

An emerging trend was the changing buyer behaviour of Britons and Americans. While Spain was saddled with 10 months of caretaker government following two inconclusive general

elections – finally resolved with the return of the conservative People's Party in October – events overseas began shaping foreign investor behaviour, says Stephen Lahiri, Lucas Fox Marbella partner.

He says the number of visits to the company's websites and inquiries from Americans during 2016 increased from the previous year. Almost 70,000 online visitors (8 per cent of the total interest) came from the US during 2016, up from 5 per cent in 2015, with the most popular locations Madrid and Barcelona.

SOUTH CHINA MORNING POST
(17/05/17)

GENERAL

The *South China Morning Post* asks Lucas Fox why property investors are returning to Spain.

Lucas Fox Maresme Partner Tom Maidment talks to *La Vanguardia Dinero* about the growing appeal of the beautiful Maresme region, just north of Barcelona.

LA VANGUARDIA

El Baix Maresme vende calidad de vida



Los municipios más cercanos a Barcelona atraen a compradores de casas de alto 'standing'

Vivir fuera de la gran ciudad pero sin alejarse muchos kilómetros, entre mar y montaña, en una casa amplia con jardín y piscina. Este deseo de cada vez más familias –locales pero también internacionales– en situación de permitirse una mejora de vivienda se puede hacer realidad a un precio toda-vía razonable

en municipios del Baix Maresme como Alella, Teià, El Masnou o Tiana.

Como explica Tom Maidment, director y socio de la inmobiliaria de lujo Lucas Fox Maresme, “los primeros meses de 2017 hemos notado más interés por las propiedades en esta zona, sobre todo de casas adosadas o semi adosadas en el centro de los pueblos. Las ventas están funcionando bien, y se mueven sobre todo entre los 400.000 y los 650.000 euros. Por encima del millón no hay mucha demanda, pero se van cerrando operaciones y vemos un crecimiento en la demanda de fincas con casas históricas”.

elEconomista.es

Extranjero en busca de casa de lujo en España



La vivienda de lujo ha sido siempre un mercado dominado por compradores internacionales aunque en los últimos meses inversores nacionales empiezan a demandar este tipo de propiedades. Pero si nos centramos en el comprador extranjero, según el Colegio de Registradores acapara el 14 por ciento de las transacciones inmobiliarias que se realizan en España aunque los expertos piensan que el número de extranjeros que compran una vivienda de lujo supone un porcentaje mayor.

Las últimas cifras del Instituto Nacional de Estadísticas (INE) muestran que las ventas de viviendas por más de 900.000 euros en las regiones más codiciadas aumentaron significativamente durante 2016. En todo el conjunto de España, el número de transacciones de viviendas prime subió un 27 por ciento. Valencia registró las subidas más fuertes, aumentando un 104 por ciento. En Madrid y Marbella las ventas de viviendas de lujo aumentaron un 31 por ciento, en Ibiza un

24 por ciento y en la Costa Brava un 37 por ciento.

No se puede hablar de un único tipo de producto o precio de compra para los extranjeros, sino que su interés se ha diversificado enormemente en cuanto a tipología y presupuesto se refiere. Por ejemplo en las regiones de costa, según LucasFox, las propiedades más buscadas son villas con vistas al mar y piscinas privadas en zonas prime de entre 500.000 euros y 1.000.000 euros. El principal reto es encontrar una vivienda de calidad en esta gama de precios, por lo que la demanda supera la oferta. "Lo que hemos observado en los últimos meses es que las viviendas de obra nueva tienen una alta demanda, especialmente en los barrios más deseados de Barcelona y Madrid. Sin embargo la falta de stock de calidad está ejerciendo presión sobre los precios en estas Áreas", explica Joanna Papis, Directora de Nuevas Promociones de LucasFox.

EL ECONOMISTA INMOBILIARIA

(03/05/17)

 GENERAL

Lucas Fox contributes to an article in *El Economista Inmobiliaria* about Spain's appeal to international buyers.

ABC

(27/03/17)

 BARCELONA, VALENCIA

ABC reports on an increasingly healthy rental market in both Barcelona and Valencia, according to the latest statistics released by Lucas Fox.

ABC

Barcelona impulsa el alquiler de lujo en España, que aumentó un 11% en 2016

El alquiler de propiedades de lujo en España aumentó un 11 % en 2016, impulsado sobre todo por la demanda internacional en plazas como Barcelona, en la que el precio medio del alquiler fue de 4.600 euros, según los datos de la agencia inmobiliaria especializada en este mercado Lucas Fox.

En el segmento de lujo, la horquilla de los alquileres gestionados por esta inmobiliaria en la capital catalana se situó entre los 1.800 a los 6.000 euros.

La gran mayoría de los clientes que buscaron piso en Barcelona fueron extranjeros, un 88 % frente a un 12 % nacionales, según un comunicado de esta inmobiliaria.

Alrededor de un 10 % de ellos optaron por alquilar una propiedad en la ciudad con la intención de comprarla más tarde.

La agencia asegura que el tiempo medio para alquilar una propiedad de este tipo en Barcelona es de 20 días.

EjePrime

Stijn Teeuwen (Lucas Fox): “Para el residencial del lujo, todo el mundo es su mercado potencial”



Stijn Teeuwen es, junto a Alexander Vaughan, fundador de la inmobiliaria de lujo Lucas Fox. Teeuwen vive en España desde 2002, donde se trasladó después de emprender con varias empresas en los Países Bajos. Tras fundar Lucas Fox, el ejecutivo se ha especializado en propiedades comerciales y residenciales de alto valor, hasta a convertirse en uno de los principales profesionales del negocio residencial de lujo en España. Para Teeuwen, el futuro de este sector está en manos de la inversión internacional.

EJEPRIME
(24/02/17)

GENERAL

EjePrime talks to Lucas Fox co-founder Stijn Teeuwen about the Spanish luxury residential property market and his predictions for 2017.

THE NEW YORK TIMES

(08/02/17)

📍 BARCELONA

Lucas Fox gives the lowdown to *The New York Times* on house hunting in Europe's favourite property hotspot.

➡ 2018/2019 ARTICLES

➡ 2017 ARTICLES

The New York Times

House Hunting in ... Spain



The global real estate crisis hit Spain in early 2007. In Barcelona, home prices plunged by as much as 40 percent and sales didn't pick up until 2014, said Alexander Vaughan, a partner at Lucas Fox International Properties.

"From 2014, there were a lot of international and institutional investors coming into Spain, and that really brought confidence back into the market," he said. "Only last year prices started going up slightly, but they're not yet close to recovery."

Refurbished apartments of about 100 square meters (or 1,076 square feet) in the city center can be had for about 5,000 euros a square meter, or about \$500 a square foot, Mr. Vaughan said. An unrenovated apartment in the city center could sell for as little as 2,500 euros a square meter, or about \$250 a square foot, while luxury penthouses or villas in prime areas could cost as much as 20,000 euros a square meter, or about \$2,000 a square foot.

THE TIMES

Where to enjoy the sun and the slopes



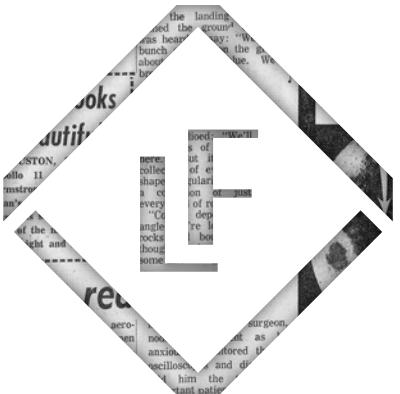
Coastal properties within easy reach of a ski resort are proving popular with adventurous second-home buyers

Another big draw for seaside city lovers is Barcelona. The Catalan capital is two hours from skiing in La Molina — a modest-sized Pyrenees resort sitting at 1,700m, with the highest lift reaching about 2,500m. For a bigger spread of pistes, travel another 45 minutes by car to Soldeu, in Andorra, part of the Grandvalira skiing area, the country's largest.

THE TIMES
(27/01/17)

BARCELONA

The Times 'Bricks and Mortar' section features two of Lucas Fox's spectacular Barcelona properties in an article about where to enjoy the sun and slopes.



**Exceptional Properties.
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