

# MARKET REPORTS

# 2017



**LUCAS FOX**  
INTERNATIONAL PROPERTIES



**LUCAS FOX**  
INTERNATIONAL PROPERTIES

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**MARKET  
REPORTS  
2017**

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EXCEPTIONAL PROPERTIES,  
EXCLUSIVE LOCATIONS

SPAIN • PORTUGAL • ANDORRA

[WWW.LUCASFOX.COM](http://WWW.LUCASFOX.COM)



**SPAIN**

**3**



**BARCELONA**

**8**



**MARESME**

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**SITGES**

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**MADRID**

**25**



**VALENCIA**

**33**



**COSTA BRAVA  
& GIRONA**

**41**



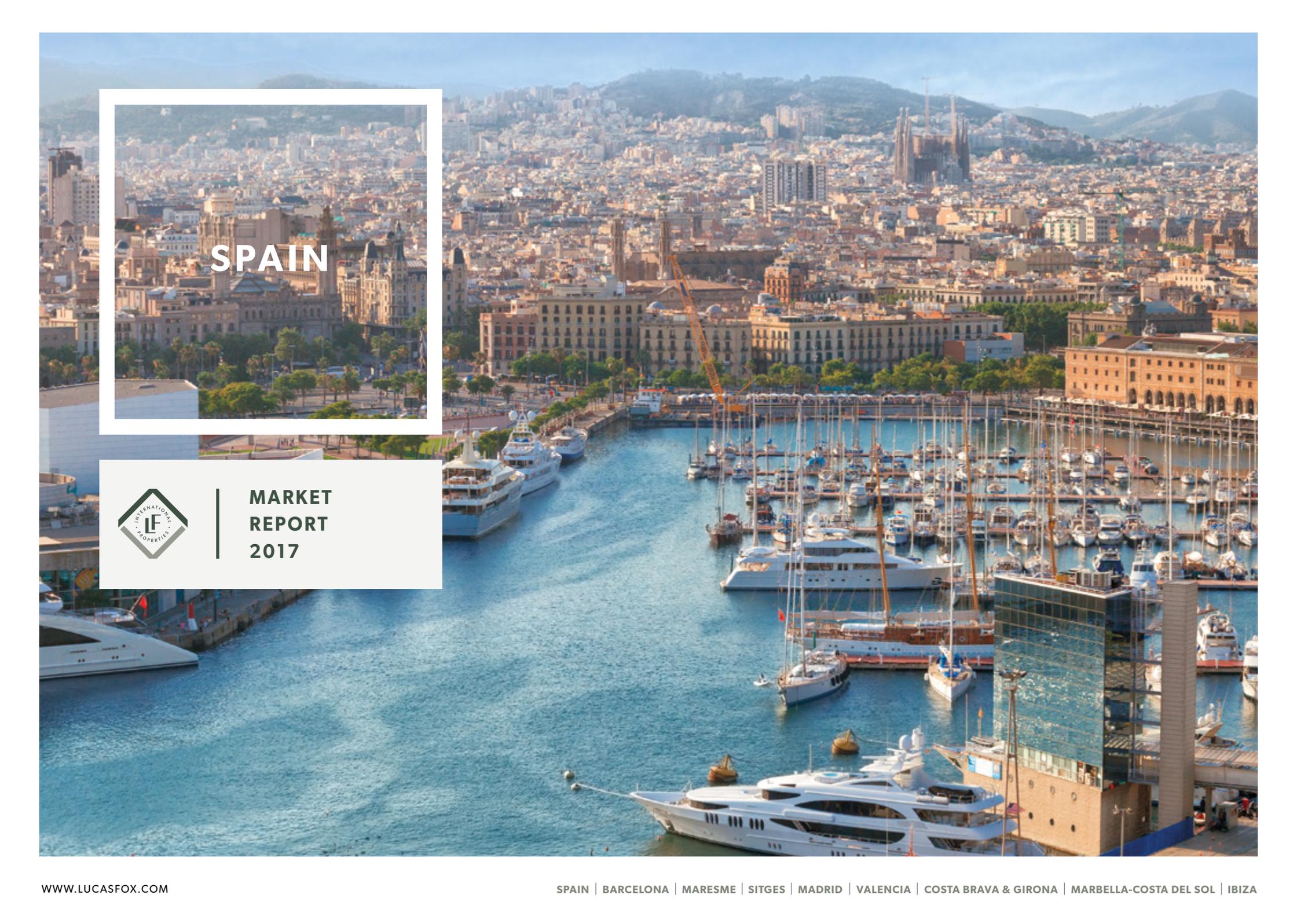
**MARBELLA-  
COSTA DEL SOL**

**46**



**IBIZA**

**53**



SPAIN



MARKET  
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2017



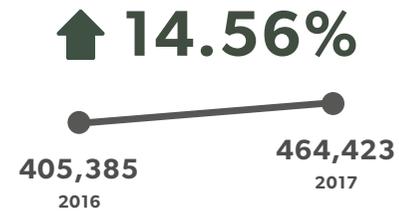
### LUCAS FOX VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### VOLUME OF SALES TRANSACTIONS

Source: National Institute of Statistics



### LUCAS FOX VALUE OF SALES TRANSACTIONS

Source: Lucas Fox sales data



**€ 830,000**

LUCAS FOX  
AVERAGE PROPERTY PRICE  
2017



**38,702**

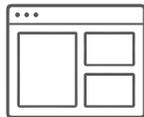
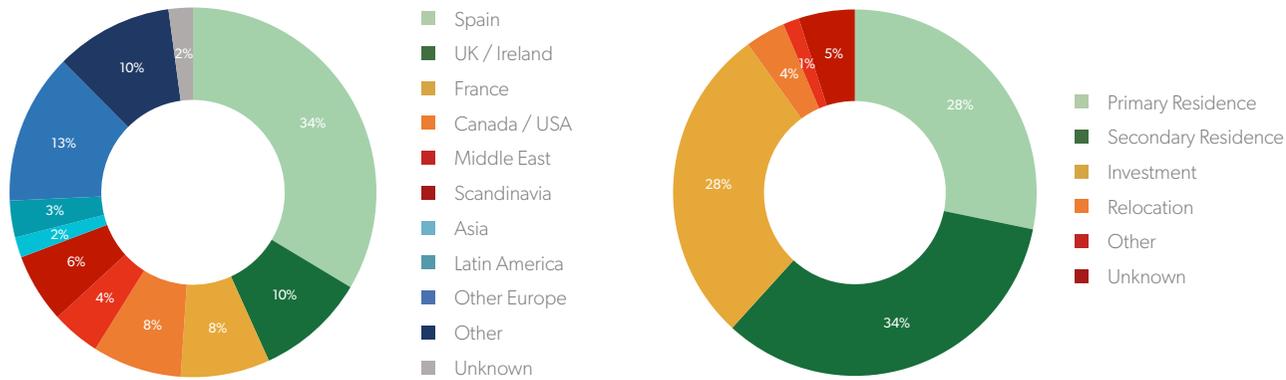
AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017

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



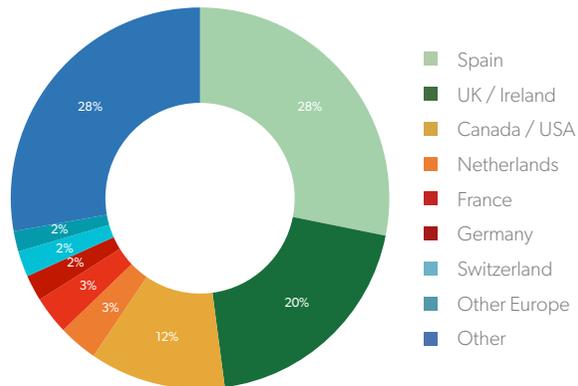
### LUCAS FOX BUYER (ALL REGIONS) COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

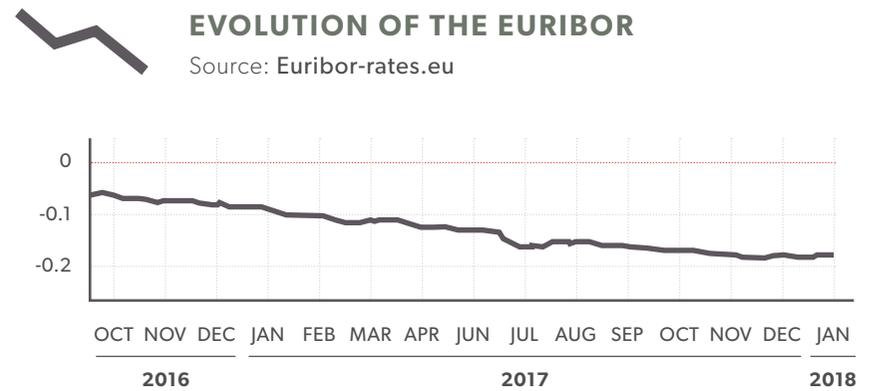
Source: Lucas Fox sales data



### LUCASFOX.COM WEBSITE INTEREST

Source: Lucas Fox website data

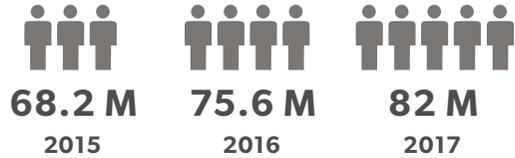






### NUMBER OF TOURISTS VISITING SPAIN

Source: United Nations World Tourism Organization

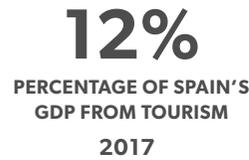


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### TOURISM

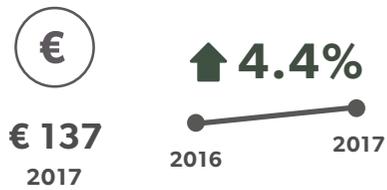
Source: Spanish Government



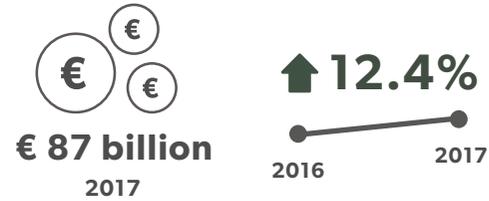
### TOURIST SPEND

Source: Frontur

#### AVERAGE DAILY SPEND



#### TOTAL SPEND





# BARCELONA



**MARKET  
REPORT  
2017**



# BARCELONA

*“Lucas Fox Barcelona had another exceptional year for sales in 2017 with a 24% rise in transactions compared to 2016. The average sales price was also up significantly – from €726,000 in 2016 to €805,000 in 2017. This shows that, despite the political uncertainty from October to December, the demand for homes in Spain’s second city has continued to show steady growth.*

*Demand from international investors has been growing year-on year with foreign buyers – mainly from Northern Europe and the United States – now representing more than two thirds of Lucas Fox Barcelona sales. Half of all Lucas Fox Barcelona sales are now for new homes, which is in line with our forecasts, and interest in these turnkey products continues to grow from both national and international investors.*

*Numerous exciting New Developments are coming onto the market in 2018, which is expected to satiate at least some of this demand. The exponential growth in the Catalan capital has also presented alluring yield opportunities for investors compared to other regions in Spain.”*

*“2017 started very strongly. Rent values continued to increase but as the political situation deteriorated sharply towards September we started noticing a change in the rental values and amount of transactions from international clients.*

*The most popular areas continue to be Eixample Left and Right. At the start of the school year, demand for homes in the Zona Alta always picks up due to the location of international schools.”*



**SHIRLEY RHODES**  
Lucas Fox  
Head of Rentals



**ROD JAMIESON**  
Lucas Fox  
Head of Operations



### LUCAS FOX BARCELONA VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### LUCAS FOX BARCELONA VALUE OF SALES TRANSACTIONS

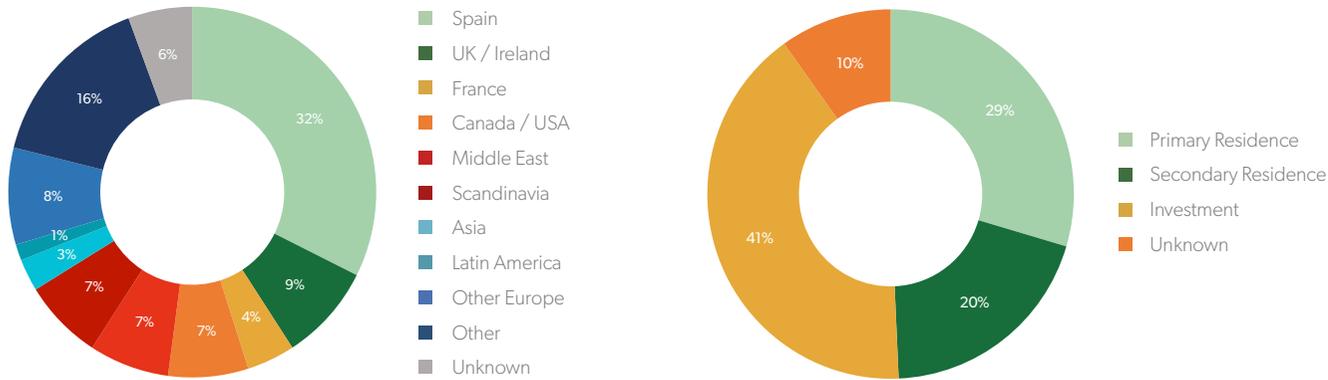
Source: Lucas Fox sales data





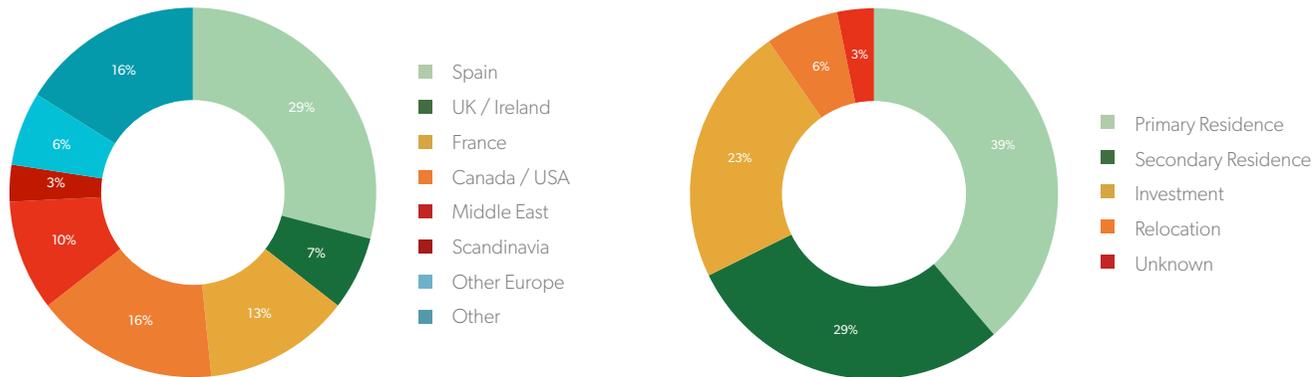
### LUCAS FOX BARCELONA MID-MARKET BUYER (BETWEEN €450,000 AND €900,000) COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

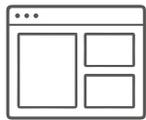
Source: Lucas Fox sales data



### LUCAS FOX BARCELONA PRIME MARKET BUYER (OVER €900,000) COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

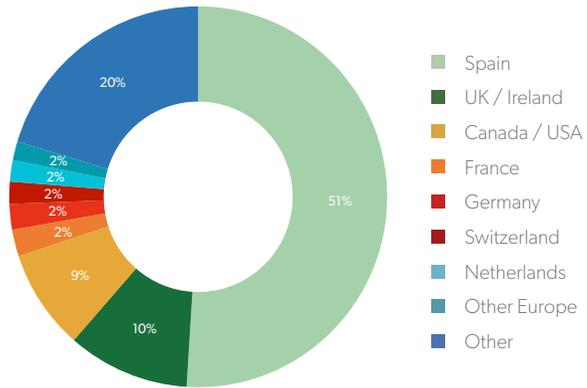
Source: Lucas Fox sales data





### LUCASFOX.COM BARCELONA WEBSITE INTEREST

Source: Lucas Fox website data





### LUCAS FOX BARCELONA VOLUME OF RENTAL TRANSACTIONS

Source: Lucas Fox rental data



### LUCAS FOX BARCELONA AVERAGE RENTAL PRICE

Source: Lucas Fox rental data



#### AVERAGE RENTAL PRICE PER LOCATION

 EL BORN €1,824	 GOTHIC QUARTER €2,219
 EIXAMPLE €2,289	 SARRIÀ-SANT GERVASI €3,309





### VOLUME OF SALES TRANSACTIONS BARCELONA AND SPAIN

Source: National Institute of Statistics

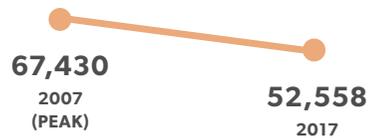


BARCELONA

**↑ 12.96%**



**↓ -22.06%**



**4,380**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017



SPAIN

**↑ 14.56%**



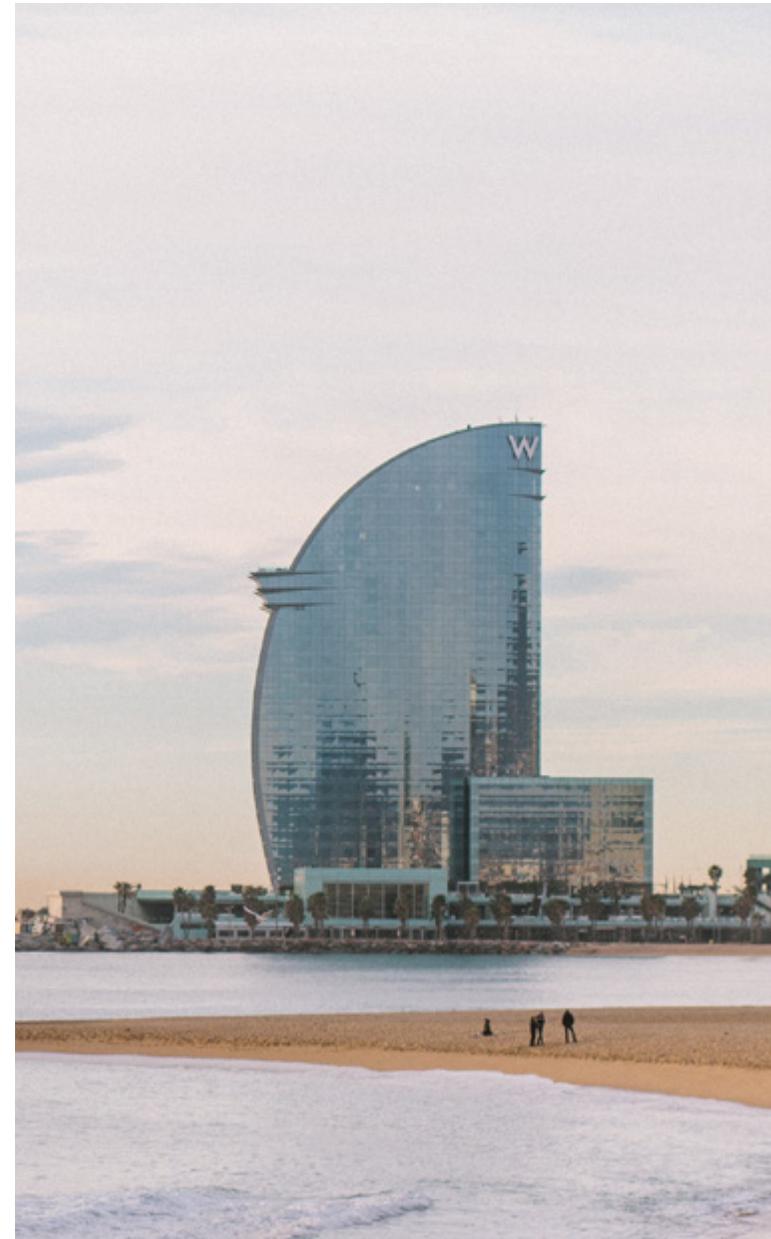
**↓ -40.10%**



**38,702**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017

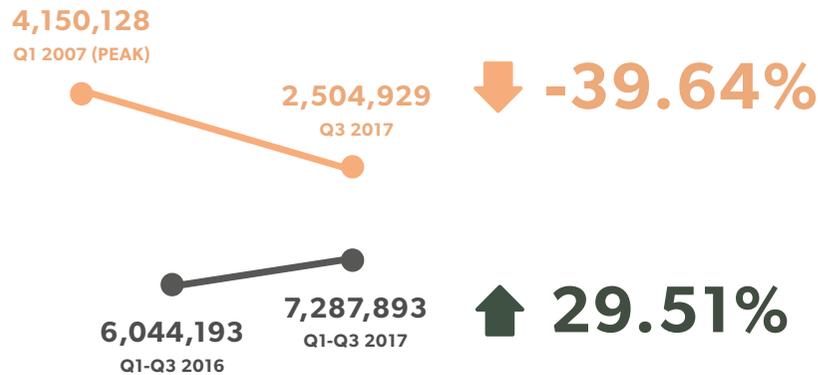
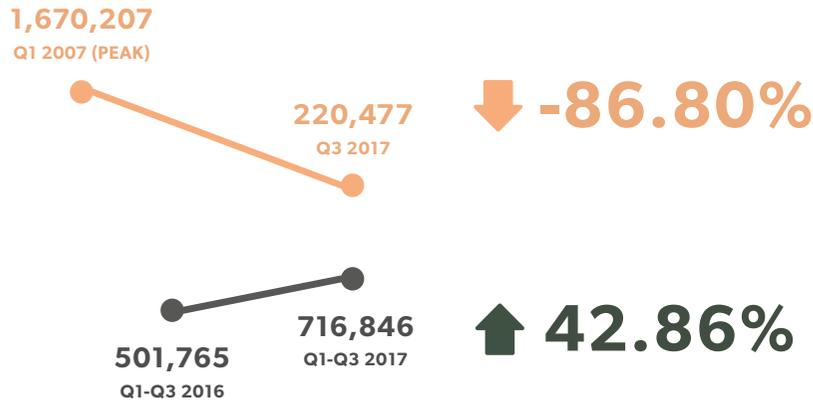
The figures for 2017 are provisional and may be subject to change.





### TOTAL VALUE OF SALES TRANSACTIONS BARCELONA ('000 €)

Source: Spanish Department of Development



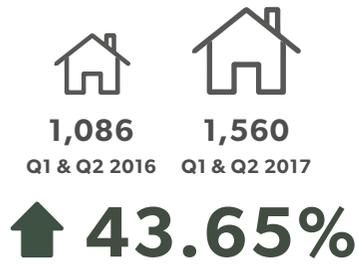
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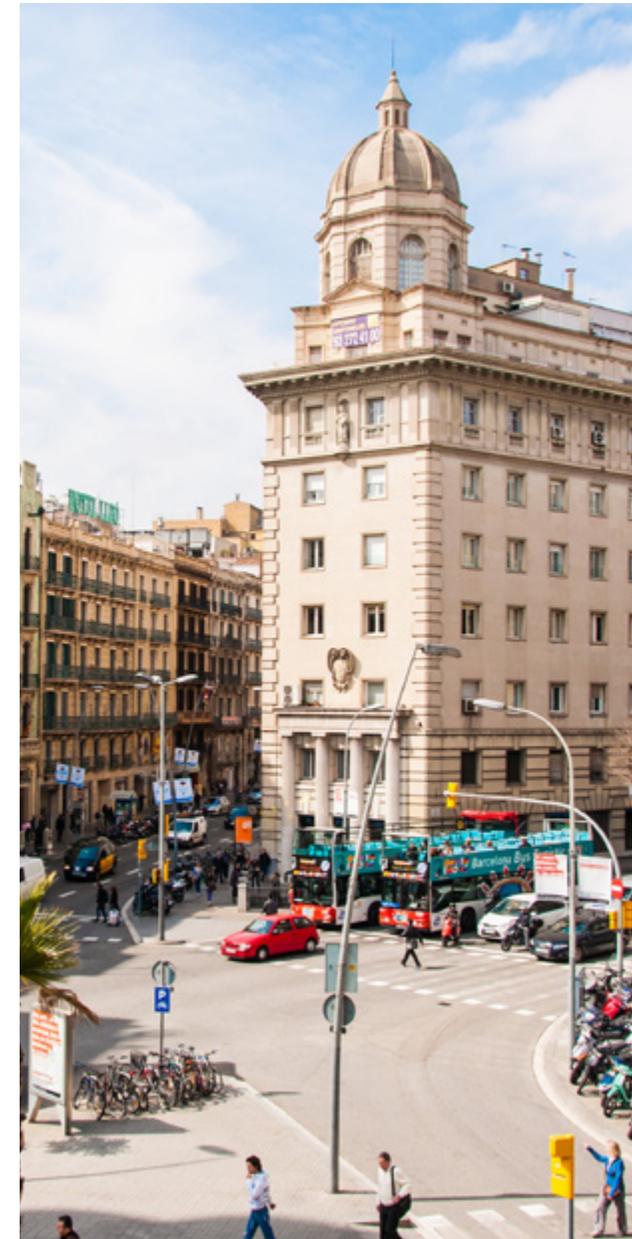
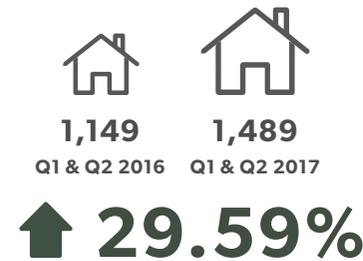
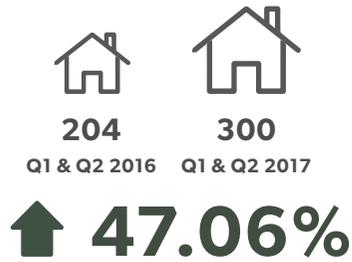
### MID-MARKET VOLUME OF SALES TRANSACTIONS (BETWEEN €450,001 AND €900,000) BARCELONA AND SPAIN

Source: Spanish Department of Development



### PRIME MARKET VOLUME OF SALES TRANSACTIONS (OVER €900,000) BARCELONA AND SPAIN

Source: Spanish Department of Development





### FOREIGN BUYERS % OF TOTAL SALES

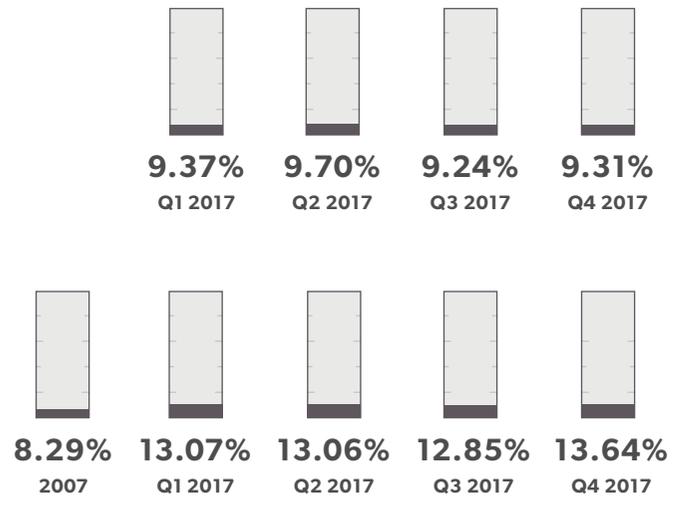
Source: Registradores



BARCELONA



SPAIN





### NEW HOMES VOLUME OF SALES TRANSACTIONS BARCELONA AND SPAIN

Source: National Institute of Statistics

# 50%

(Including Arras and Reserved Properties)

### LUCAS FOX BARCELONA NEW HOMES VOLUME OF SALES TRANSACTIONS % OF TOTAL SALES

Source: Lucas Fox sales data



BARCELONA



SPAIN

26,290  
2007 (PEAK)



**-74.52%**



**↑  
18.61%**

% OF TOTAL SALES



**38.99%**  
2007



**12.14%**  
2016



**12.74%**  
2017

326,382  
2007 (PEAK)



**-74.49%**



**↑  
10.82%**

% OF TOTAL SALES



**42.10%**  
2007



**18.53%**  
2016



**17.93%**  
2017

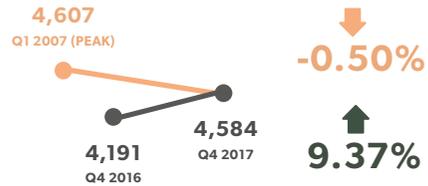
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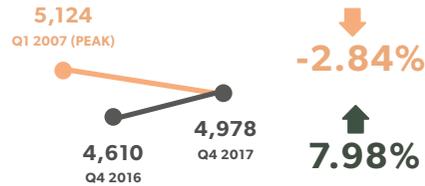
### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

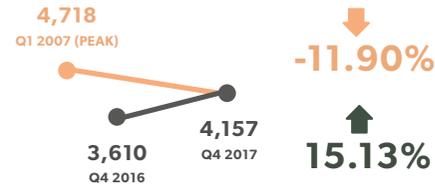
#### CIUTAT VELLA



#### EIXAMPLE



#### GRÀCIA



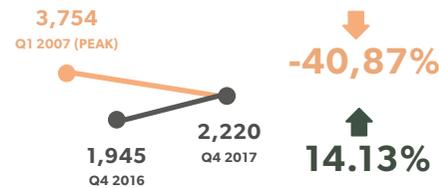
#### HORTA GUINARDÓ



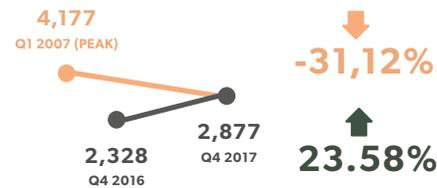
#### LES CORTS



#### NOU BARRIS



#### SANT ANDREU



#### SANT MARTÍ



#### SANTS-MONTJUÏC



#### SARRIÀ-SANT GERVASI



#### BARCELONA CITY AVERAGE





### AVERAGE RENTAL PRICES (€/m<sup>2</sup>)

Source: Idealista

CIUTAT VELLA



EIXAMPLE



GRÀCIA



HORTA GUINARDÓ



LES CORTS



NOU BARRIS



SANT ANDREU



SANT MARTÍ



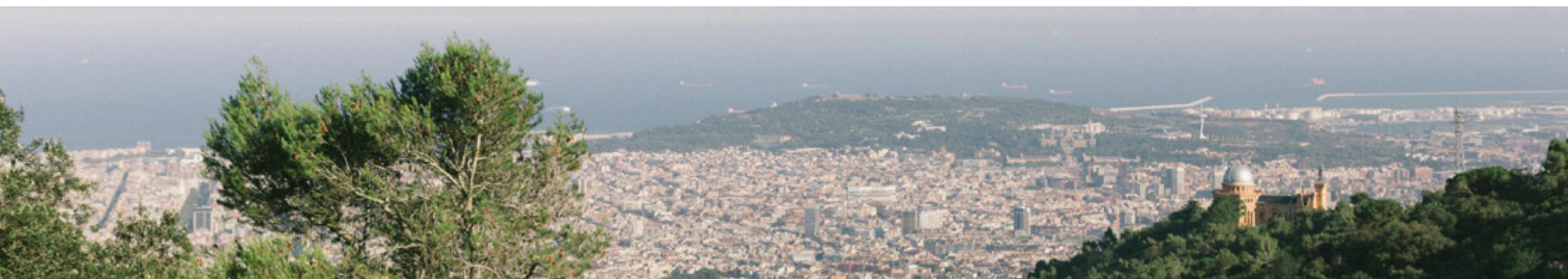
SANTS-MONTJUÏC



SARRIÀ-SANT GERVASI



BARCELONA CITY AVERAGE





### PASSENGER ARRIVALS AT BARCELONA AIRPORT

Source: Aena



### TOURISTS WITH A PRIMARY TRAVEL DESTINATION IN CATALONIA

Source: National Institute of Statistics



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





# BARCELONA PROPERTY HOTSPOTS

## Barcelona Coast

*"Barcelona's coastal and beachfront areas have seen growing development in recent months, particularly in areas such as Diagonal Mar and further to the north, Badalona. These districts are expanding and are gaining interest from buyers, particularly foreigners. Diagonal Mar offers an urban vibe with a beach lifestyle. Located just 5 minutes by car or tram to the centre of the city, residents can stroll to its long sandy beaches, excellent restaurants and popular shopping mall within minutes."*



**ROD JAMIESON**

Lucas Fox  
Head of Operations

# MARESME



**MARKET  
REPORT  
2017**

# MARESME

*"This has been a standout year for the Maresme residential property market with Lucas Fox sales activity up over 25% on 2016 figures. Movement has been strongest in the €450,000 to €700,000 price range and on prime market properties priced between €1.1 million and €2.8 million. Demand has focused predominantly on towns to the south of Mataró with Alella continuing to be the region's most sought-after location.*

*The market continues to attract a diverse cross section of buyers with around a third coming from Spain, around 40% coming from Europe and the remainder from non-EU countries – predominantly the United States and China. We anticipate the market to continue on this upward trend into 2018 with marginal price increases in the prime areas of the southern end of the Maresme region."*



**TOM MAIDMENT**

Partner  
Lucas Fox Maresme,  
Costa Brava & Girona



### LUCAS FOX MARESME VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### LUCAS FOX MARESME VALUE OF SALES TRANSACTIONS

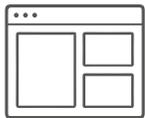
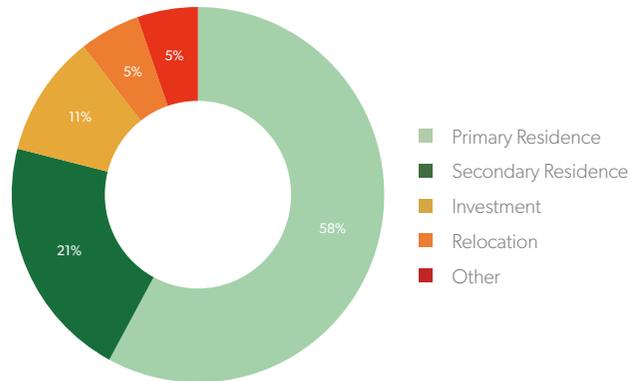
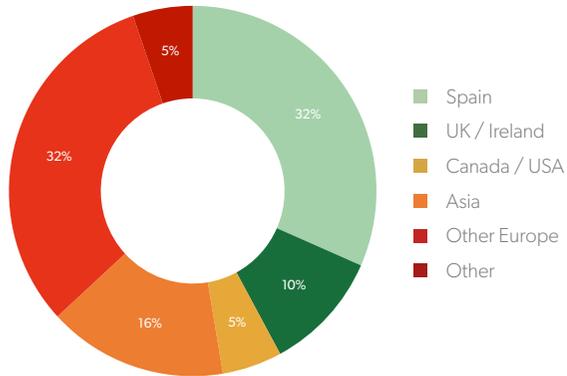
Source: Lucas Fox sales data





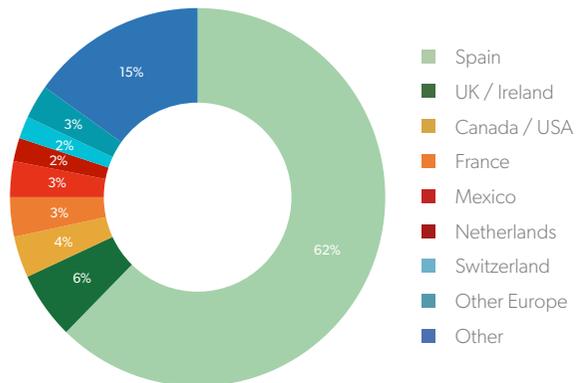
### LUCAS FOX MARESME BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

Source: Lucas Fox sales data



### LUCASFOX.COM MARESME WEBSITE INTEREST

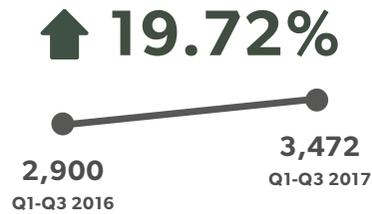
Source: Lucas Fox website data





### VOLUME OF SALES TRANSACTIONS MARESME

Source: Generalitat de Catalunya



### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

#### ARENYS DE MAR



#### ARENYS DE MUNT



#### EL MASNOU



#### MATARÓ



#### PREMIÀ DE MAR



#### SANT ANDREU DE LLAVANERES



#### VILASSAR DE MAR



#### BARCELONA CITY AVERAGE



# MARESME PROPERTY HOTSPOTS

## Sant Andreu de Llaneres & Sant Vicenç de Montalt

*"Increasing numbers of buyers are looking in the areas just north of Mataró such as Sant Andreu de Llaneres, Sant Vicenç de Montalt and along the coast up to Sant Pol de Mar. These areas offer unrivalled lifestyle benefits such as beautiful golf courses, charming inland villages, wide sandy beaches, excellent gastronomy, hiking, mountain biking and watersports. These areas are yet to be discovered by international tourism and appeal to discerning buyers who want tranquility, activity and sophistication – all within easy striking distance of Barcelona city."*



**TOM MAIDMENT**

Partner  
Lucas Fox Maresme,  
Costa Brava & Girona



# SITGES



**MARKET  
REPORT  
2017**



# SITGES

*"The Sitges office had an extremely successful 2017 with the great momentum at the start of the year continuing with significant sales at both ends of the market.*

*The most popular enquiries still tend to be for properties within walking distance of all amenities whether that be in Sitges itself or the nearby town of Sant Pere de Ribes. Detached villas in the hills overlooking Sitges with fabulous sea views are still in demand.*

*Buyers continue to be of a wide range of nationalities. British and French buyers tend to prefer second homes in the hills that they could also rent out to tourists in high season or if they are settling in Sitges, they prefer a property in the town and close to international schools and public transport. Our higher budget clients tend to be Northern European and our national clients (which are increasing) are enquiring about properties across the board but are generally looking for investment properties. We have seen increased demand from both national and international clients buying New Developments."*



**RACHEL HASLAM**

Director  
Lucas Fox Sitges



### LUCAS FOX SITGES VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



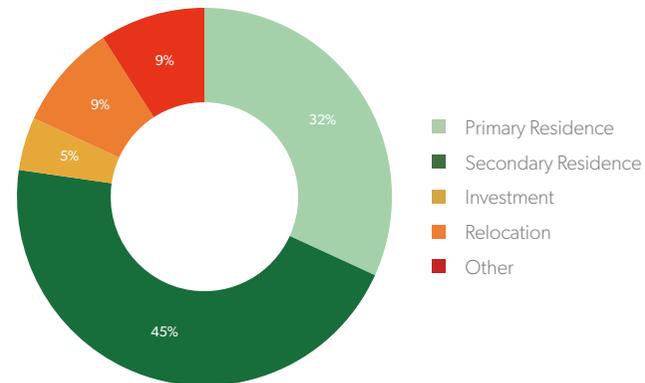
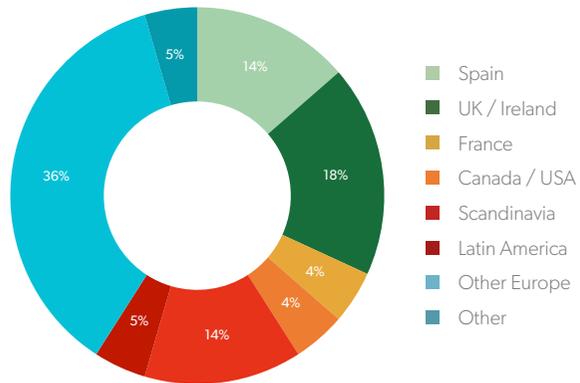
### LUCAS FOX SITGES VALUE OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### LUCAS FOX SITGES BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

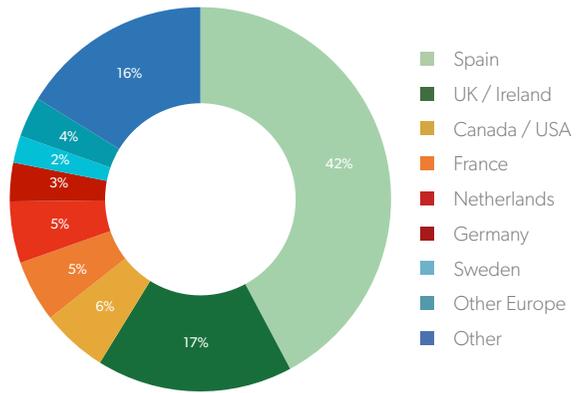
Source: Lucas Fox sales data





### LUCASFOX.COM SITGES WEBSITE INTEREST

Source: Lucas Fox website data





## AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

SITGES



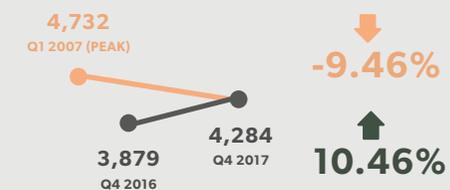
CASTELLDEFELS



GAVÀ



BARCELONA CITY AVERAGE



## AVERAGE RENTAL PRICES (€/m<sup>2</sup>)

Source: Idealista

SITGES



CASTELLDEFELS



GAVÀ



BARCELONA CITY AVERAGE



# SITGES PROPERTY HOTSPOTS

## Sant Pere de Ribes

*“Located 5 kilometres inland from Sitges, Sant Pere de Ribes has a vibrant centre and an excellent infrastructure. Property prices are more affordable than in Sitges itself and the town has good access to local and international schools. Families who live there say that Sant Pere de Ribes feels like it is a ‘real’ village and somewhere to put down roots. Within the village itself the particularly interesting areas are Los Viñedos and the historic parts of Palou Alt and Sota Ribes.”*



**RACHEL HASLAM**

Director  
Lucas Fox Sitges



# MADRID



**MARKET  
REPORT  
2017**



# MADRID

*"This year has seen much progress in the development of the property market in Madrid. With international demand growing from a diverse base of investors, whether Latin American, Middle Eastern, Asian or Northern European, all are looking to take advantage of the opportunities available in the third largest European capital.*

*Prime central locations such as Justicia, Salamanca and Chamberí continue to be most popular. In 2018 we expect to see increased availability of luxury new build projects offering apartments between €1.5 million and €3 million, which should help satisfy both domestic and international demand.*

*National demand has grown significantly in Madrid in 2017, thanks to positive economic conditions and the ready availability of financing. During the last quarter of the year Madrid also benefited from the increase in the flow of capital exiting Catalonia due the political and economic crisis."*



**ROD JAMIESON**

Lucas Fox  
Head of Operations



### LUCAS FOX MADRID VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



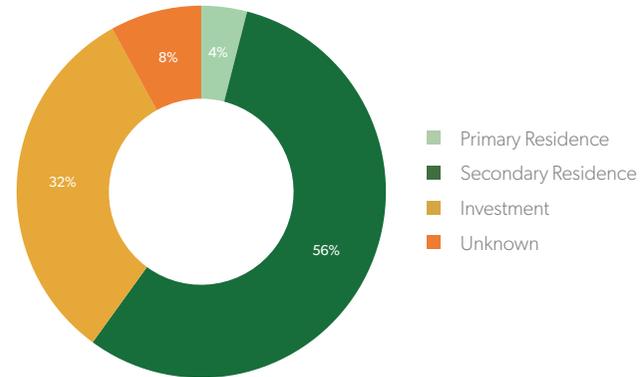
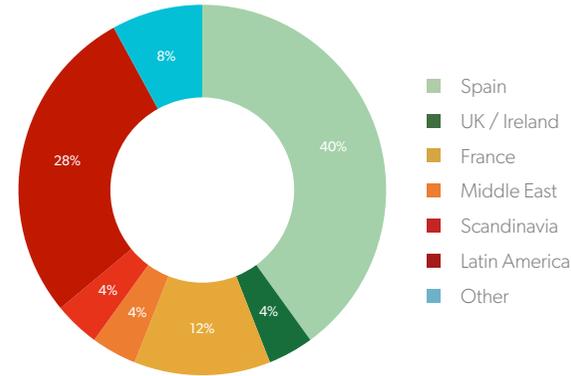
### LUCAS FOX MADRID VALUE OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### LUCAS FOX MADRID BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

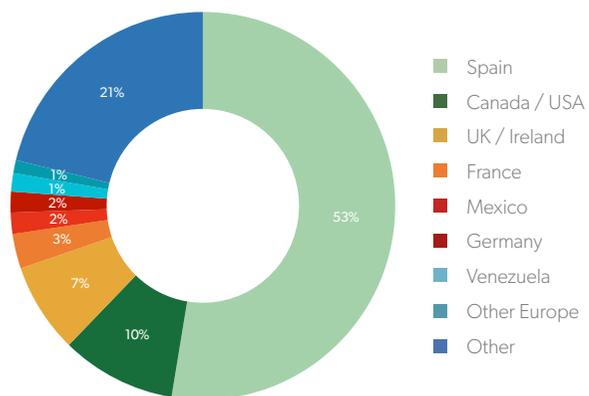
Source: Lucas Fox sales data





## LUCASFOX.COM MADRID WEBSITE INTEREST

Source: Lucas Fox website data



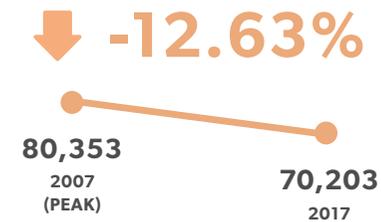
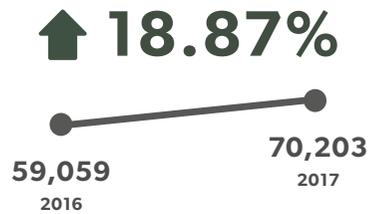


### VOLUME OF SALES TRANSACTIONS COMMUNITY OF MADRID AND SPAIN

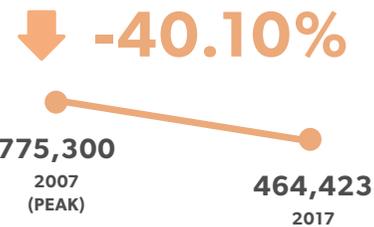
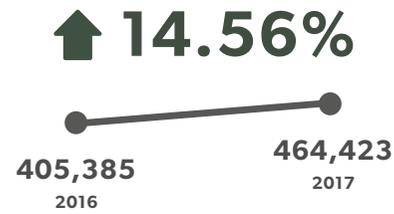
Source: National Institute of Statistics



#### COMMUNITY OF MADRID



#### SPAIN



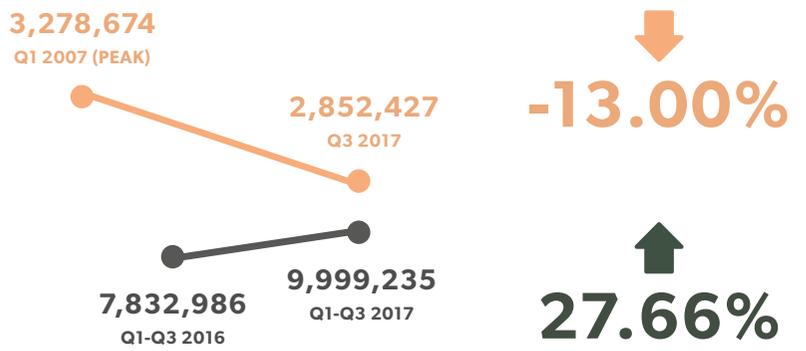
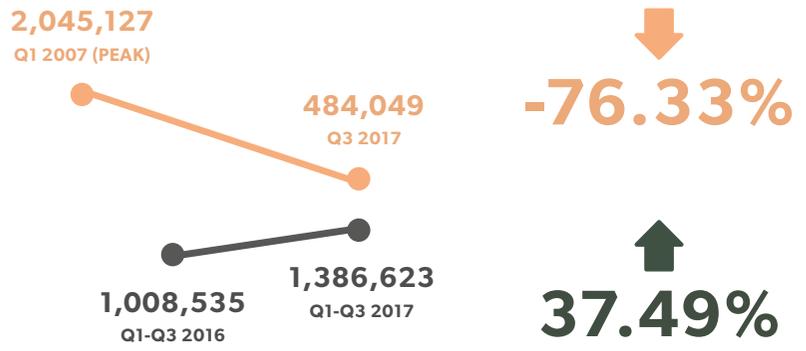
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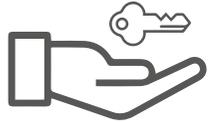
### TOTAL VALUE OF SALES TRANSACTIONS COMMUNITY OF MADRID ('000 €)

Source: Spanish Department of Development



The figures for Q3 2017 are provisional and may be subject to change.





### PRIME MARKET VOLUME OF SALES TRANSACTIONS (OVER €900,000) MADRID AND SPAIN

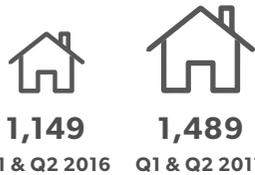
Source: Spanish Department of Development

MADRID



↑ 30.92%

SPAIN



↑ 29.59%





### FOREIGN BUYERS % OF TOTAL SALES

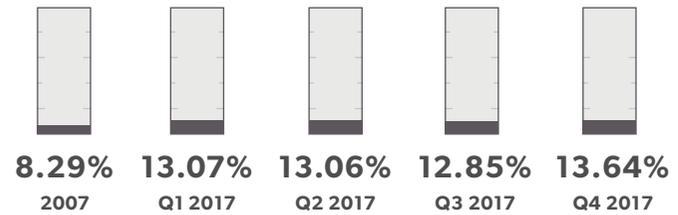
Source: Registradores



COMMUNITY  
OF MADRID



SPAIN





### NEW HOMES VOLUME OF SALES TRANSACTIONS COMMUNITY OF MADRID AND SPAIN

Source: National Institute of Statistics

# 50%

(Including Arras and Reserved Properties)

### LUCAS FOX MADRID NEW HOMES VOLUME OF SALES TRANSACTIONS % OF TOTAL SALES

Source: Lucas Fox sales data

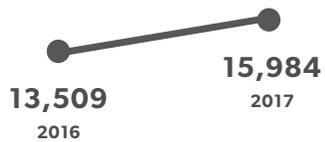


#### COMMUNITY OF MADRID

29,477  
2007 (PEAK)

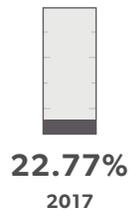
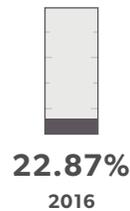
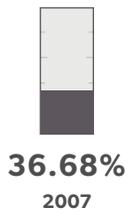


**-45.77%**



**18.32%**

% OF TOTAL SALES

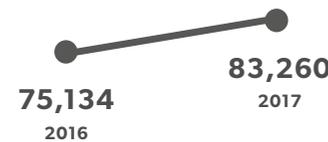


#### SPAIN

326,382  
2007 (PEAK)

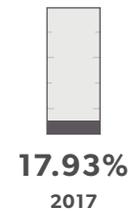
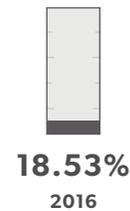
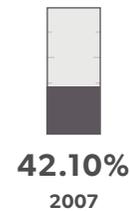


**-74.49%**



**10.82%**

% OF TOTAL SALES



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



### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

CENTRE



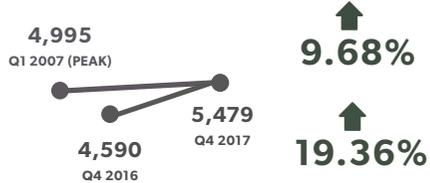
CHAMARTÍN



CHAMBERÍ



SALAMANCA



MADRID CITY AVERAGE



### AVERAGE RENTAL PRICES (€/m<sup>2</sup>)

Source: Idealista

CENTRE



CHAMARTÍN



CHAMBERÍ



SALAMANCA



MADRID CITY AVERAGE





### PASSENGER ARRIVALS AT MADRID AIRPORT

Source: Aena



### TOURISTS WITH A PRIMARY TRAVEL DESTINATION IN THE COMMUNITY OF MADRID

Source: National Institute of Statistics



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



# MADRID PROPERTY HOTSPOTS

## Tetuán

*"On the periphery of Madrid's central core, Tetuán has long been associated with being the city's epicentre of international immigration, which has earned it a reputation for being one of the more 'exotic' barrios of Spain's capital. Whilst traditionally being regarded as a working-class neighbourhood, Tetuán has recently benefited from the upswing of gentrification and garnered curiosity from buyers and investors alike, drawn to the area by the enticing combination of its centrality and comparatively reasonable prices."*



**ROD JAMIESON**  
Lucas Fox  
Head of Operations

# VALENCIA



## MARKET REPORT 2017





# VALENCIA

*"The Valencia property market is continuing to recover well as it has done since midway through 2014, and this is particularly the case for resale properties. It has been a fairly dramatic recovery overall – in 2017 around 10,000 properties were sold in Valencia.*

*The outlook for the Spanish economy during 2018 is looking good and so we can expect continued confidence within the property market. There will be more movement within the New Developments market both in Valencia and the outskirts.*

*We expect demand from international clients to continue particularly in areas such as Eixample, Ciutat Vella, Alameda, Ciencias and Patacona.*

*Prices for resale homes are recovering well thanks to the strong demand. This growth may be affected as more new homes come onto the market, which are being promoted at attractive prices. Price rises are most notable in prime areas of the city, which is forcing some buyers to look at other districts such as Extramurs, Cuatre Carreres and Cabañal."*



**JUAN LUIS HERRERO**

Partner  
Lucas Fox Valencia



### LUCAS FOX VALENCIA VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



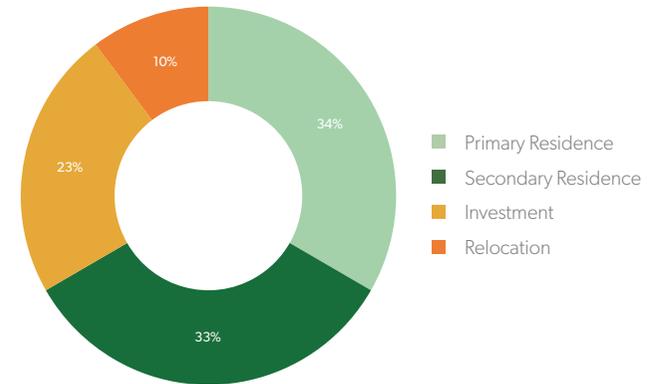
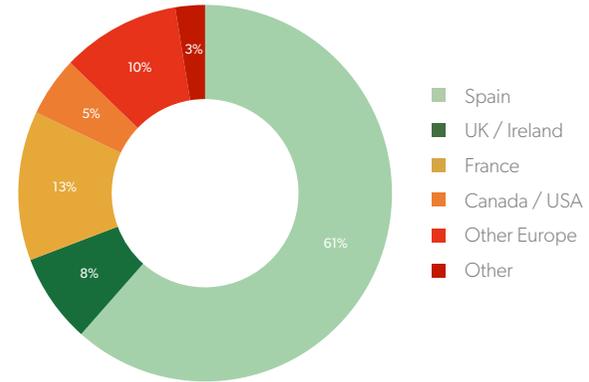
### LUCAS FOX VALENCIA VALUE OF SALES TRANSACTIONS

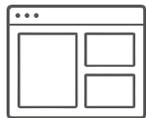
Source: Lucas Fox sales data



### LUCAS FOX VALENCIA BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

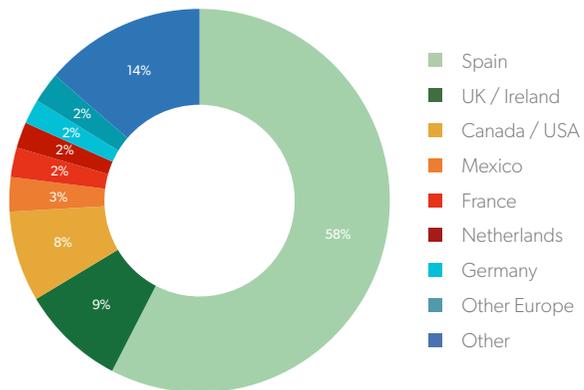
Source: Lucas Fox sales data





### LUCASFOX.COM VALENCIA WEBSITE INTEREST

Source: Lucas Fox website data





### LUCAS FOX VALENCIA VOLUME OF RENTAL TRANSACTIONS

Source: Lucas Fox rental data



### LUCAS FOX VALENCIA AVERAGE RENTAL PRICE

Source: Lucas Fox rental data



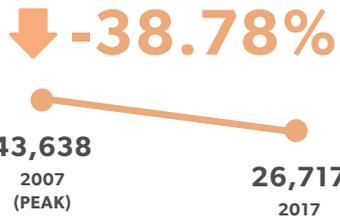
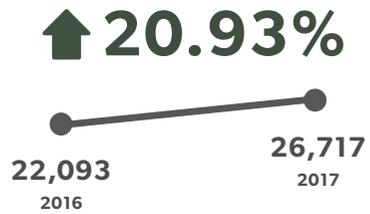


### VOLUME OF SALES TRANSACTIONS VALENCIA AND SPAIN

Source: National Institute of Statistics



VALENCIA

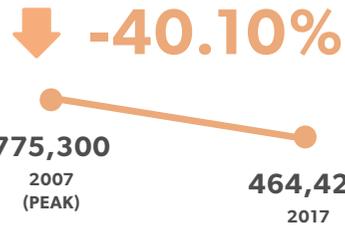
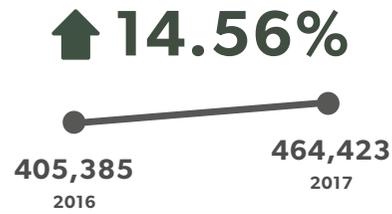


## 2,226

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017



SPAIN



## 38,702

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017

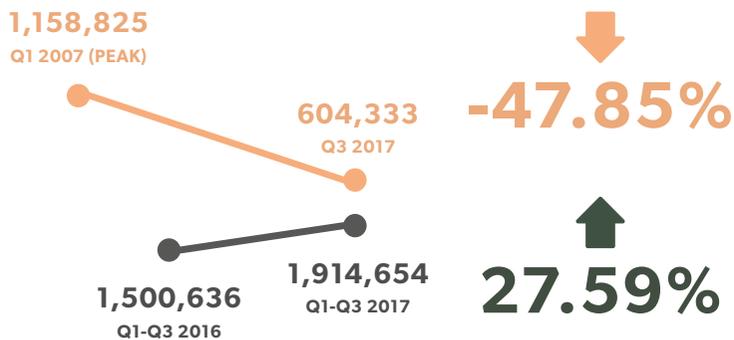
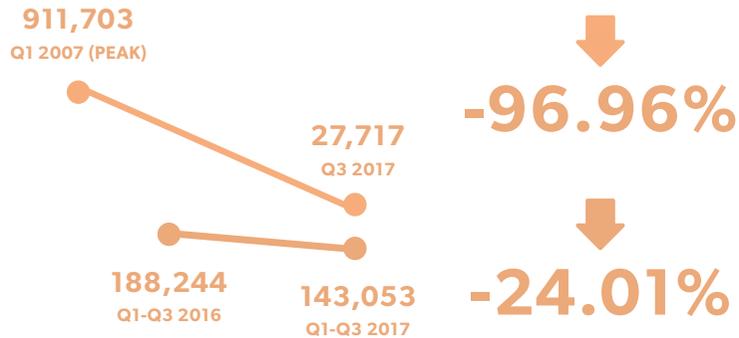
The figures for 2017 are provisional and may be subject to change.





### TOTAL VALUE OF SALES TRANSACTIONS VALENCIA ('000 €)

Source: Spanish Department of Development

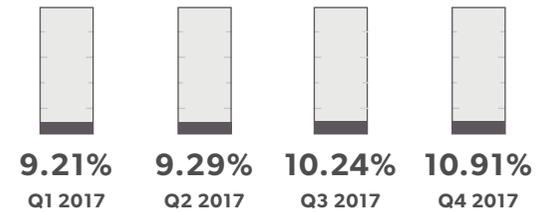


### FOREIGN BUYERS % OF TOTAL SALES

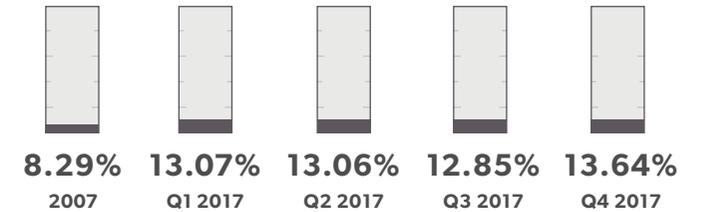
Source: Registradores



VALENCIA



SPAIN



The figures for Q3 2017 are provisional and may be subject to change.



### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

#### CIUTAT VELLA



#### VALENCIA CITY AVERAGE



### AVERAGE RENTAL PRICES (€/m<sup>2</sup>)

Source: Idealista

#### ALICANTE



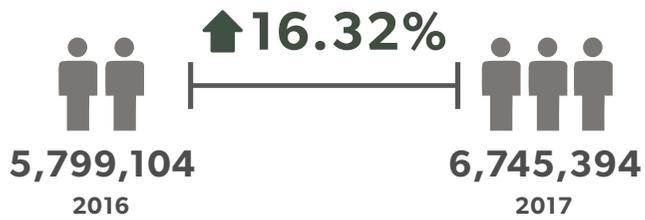
#### VALENCIA





### PASSENGER ARRIVALS AT VALENCIA AIRPORT

Source: Aena



### TOURISTS WITH A PRIMARY TRAVEL DESTINATION IN THE VALENCIAN COMMUNITY

Source: National Institute of Statistics



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



# VALENCIA PROPERTY HOTSPOTS

## El Pla del Remei

*"There are districts within El Pla del Remei where you can still buy property at reasonable prices, especially around Calle Felix Pizcueta and Calle Colón, where prices start from around €2,500 per square metre to €2,750 per square metre for homes to renovate. There are rumours that Calle Colón – the most important commercial thoroughfare in Valencia – will be pedestrianised, which will mean that property will be highly sought-after in the area."*



**JUAN LUIS HERRERO**

Partner  
Lucas Fox Valencia

# COSTA BRAVA & GIRONA



**MARKET  
REPORT  
2017**

## COSTA BRAVA & GIRONA

*"Following another strong year in 2017, we predict a positive outlook for the market in Girona and the Costa Brava during 2018. The standout trends this past year have been the increased activity in the rustic sector and greater movement at the higher end of the market in prime coastal areas. The fall in the Pound as a result of ongoing Brexit negotiations has reduced the purchasing power of British clients and whilst there is still significant interest from UK buyers, the number of transactions has dropped off substantially on previous years.*

*Sales of country properties have increased significantly on previous years. We expect this trend to continue into 2018 as prime market demand from local buyers continues to grow – accounting for over 50% of Lucas Fox sales in the region in 2017 – and demand from international buyers (predominantly European) remains strong."*



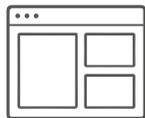
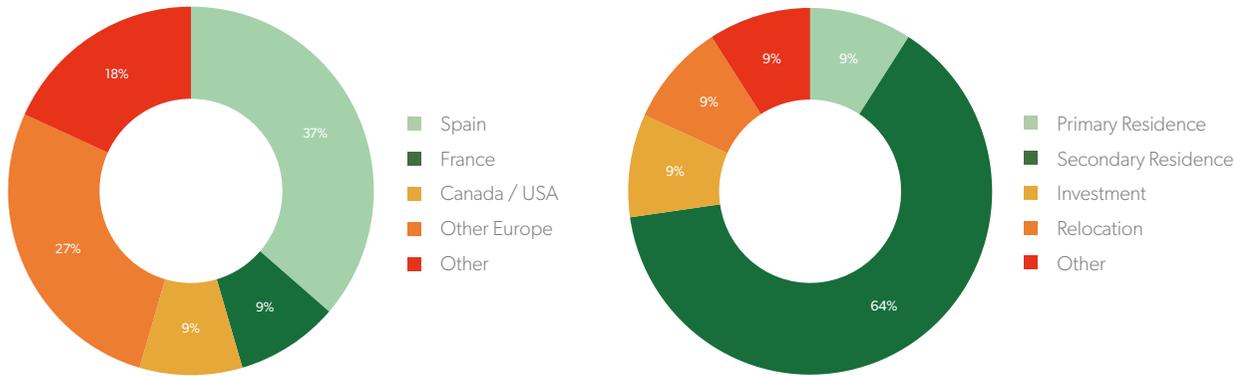
**TOM MAIDMENT**

Partner  
Lucas Fox Maresme,  
Costa Brava & Girona



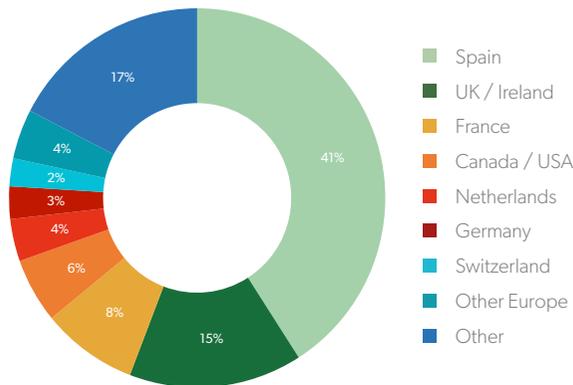
### LUCAS FOX COSTA BRAVA & GIRONA BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

Source: Lucas Fox sales data



### LUCASFOX.COM COSTA BRAVA & GIRONA WEBSITE INTEREST

Source: Lucas Fox website data





### VOLUME OF SALES TRANSACTIONS GIRONA AND SPAIN

Source: National Institute of Statistics

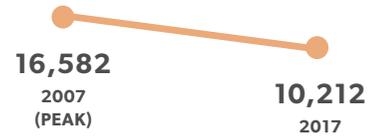


GIRONA

↑ **13.32%**



↓ **-38.42%**



**851**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017



SPAIN

↑ **14.56%**



↓ **-40.10%**



**38,702**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH  
2017



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

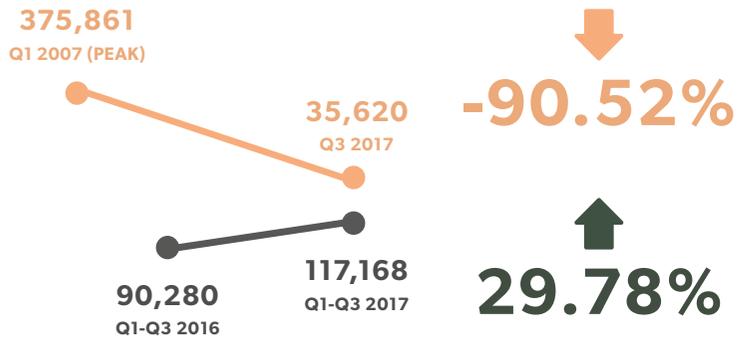


### TOTAL VALUE OF SALES TRANSACTIONS GIRONA ('000 €)

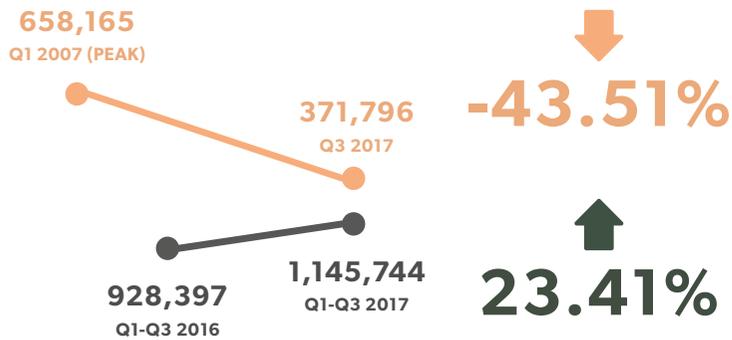
Source: Spanish Department of Development



NEW  
PROPERTIES



RESALE  
PROPERTIES



The figures for Q3 2017 are provisional and may be subject to change.



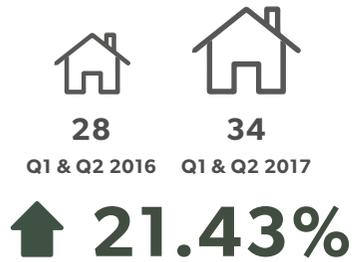


### PRIME MARKET VOLUME OF SALES TRANSACTIONS (OVER €900,000) GIRONA AND SPAIN

Source: Spanish Department of Development



GIRONA



SPAIN

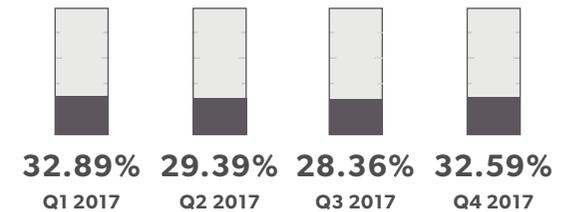


### FOREIGN BUYERS % OF TOTAL SALES

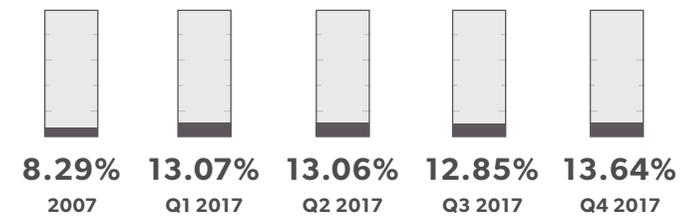
Source: Registradores



GIRONA



SPAIN





### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

#### FIGUERES



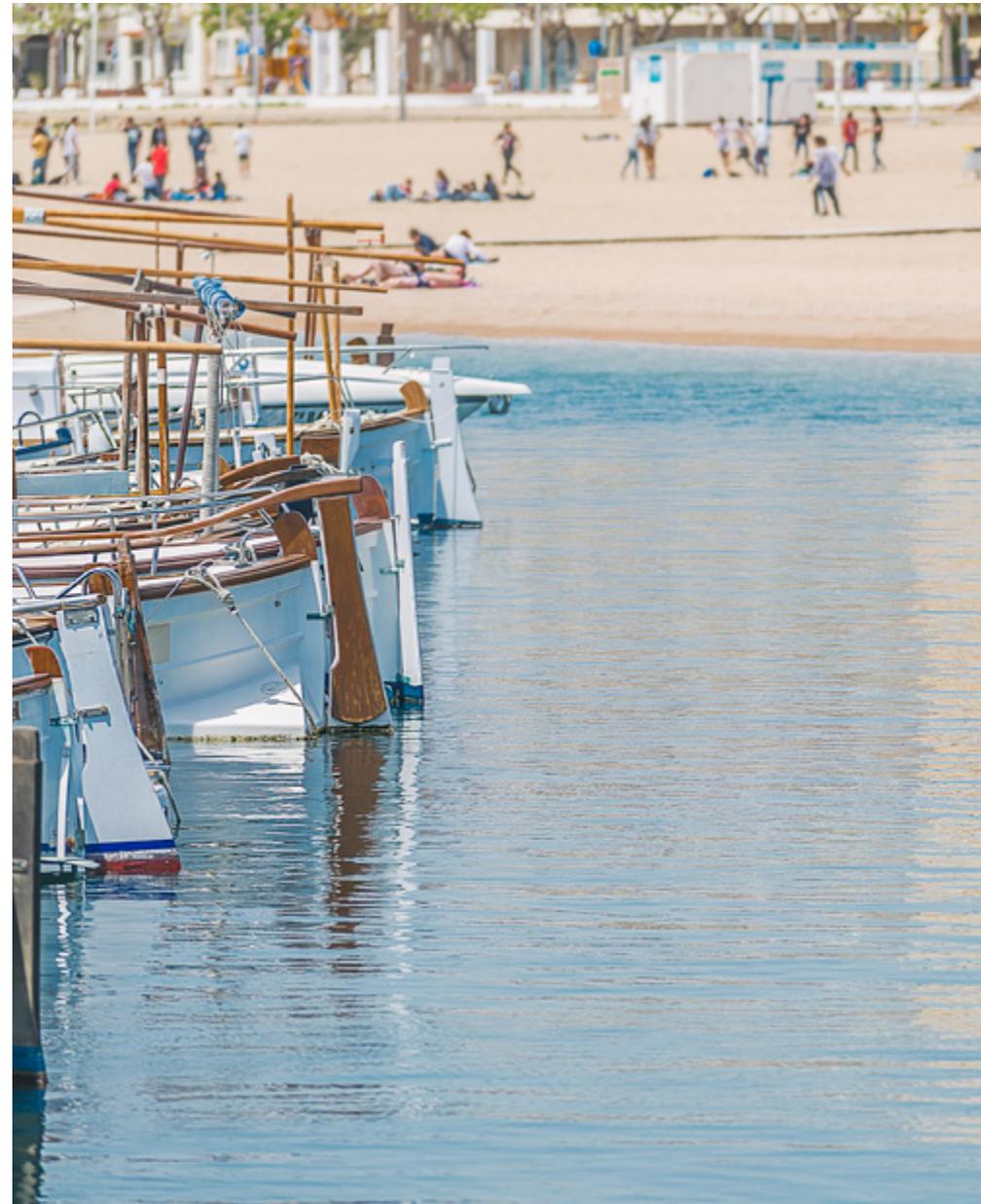
#### PALAMÓS



#### GIRONA



#### LLORET DE MAR



# COSTA BRAVA & GIRONA

## PROPERTY HOTSPOTS

### Pla de l'Estany

*"The Pla de l'Estany has become a Mecca for athletes, cyclists, rowers and swimmers and the town of Banyoles, with its beautiful lake, is the main attraction. This is an area popular with buyers looking to set up athlete training centres, yoga retreats, cycling centres and B&Bs, and is beginning to rival neighbouring Empordà for demand, particularly from international buyers."*



**TOM MAIDMENT**

Partner  
Lucas Fox Maresme,  
Costa Brava & Girona

# MARBELLA- COSTA DEL SOL



**MARKET  
REPORT  
2017**



## MARBELLA-COSTA DEL SOL

*"British clients are starting to buy again and if Brexit ends up being a 'soft Brexit', that is likely to have a positive impact on the property market on the Costa del Sol. Scandinavians continue to be the most predominant buyers and are increasingly looking to relocate. There has also been a big increase in the numbers of off-plan projects available on the Costa del Sol and most seem to be selling well.*

*Prices seem to be competitive compared with resale properties particularly when factoring in new build quality and design. Increased competition is leading to some more aggressive sales techniques and in some cases homes are selling well before a licence has been granted, so it is now increasingly important to use the services of an unbiased and independent broker to identify the best projects and also protect buyers from unscrupulous developers."*



**STEPHEN LAHIRI**

Partner  
Lucas Fox Marbella



### LUCAS FOX MARBELLA-COSTA DEL SOL VOLUME OF SALES TRANSACTIONS

Source: Lucas Fox sales data



### LUCAS FOX MARBELLA-COSTA DEL SOL VALUE OF SALES TRANSACTIONS

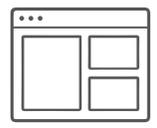
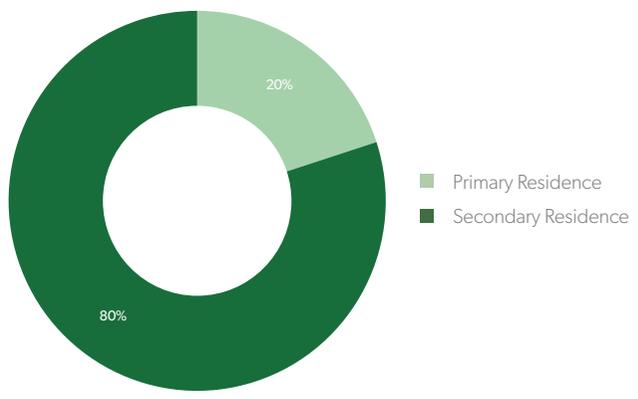
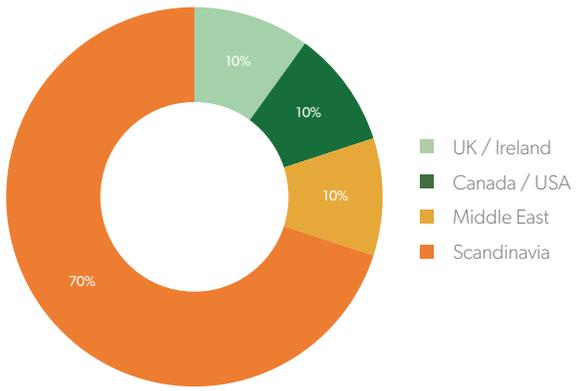
Source: Lucas Fox sales data





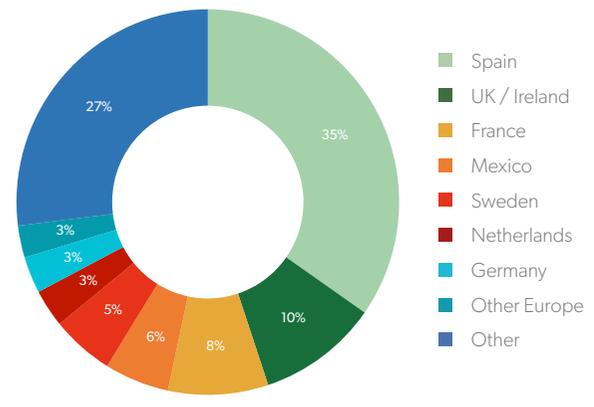
### LUCAS FOX MARBELLA-COSTA DEL SOL BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

Source: Lucas Fox sales data



### LUCASFOX.COM MARBELLA-COSTA DEL SOL WEBSITE INTEREST

Source: Lucas Fox website data





## VOLUME OF SALES TRANSACTIONS MÁLAGA AND SPAIN

Source: National Institute of Statistics



MÁLAGA

↑ **12.82%**



↓ **-29.07%**



**2,505**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH

2017



SPAIN

↑ **14.56%**



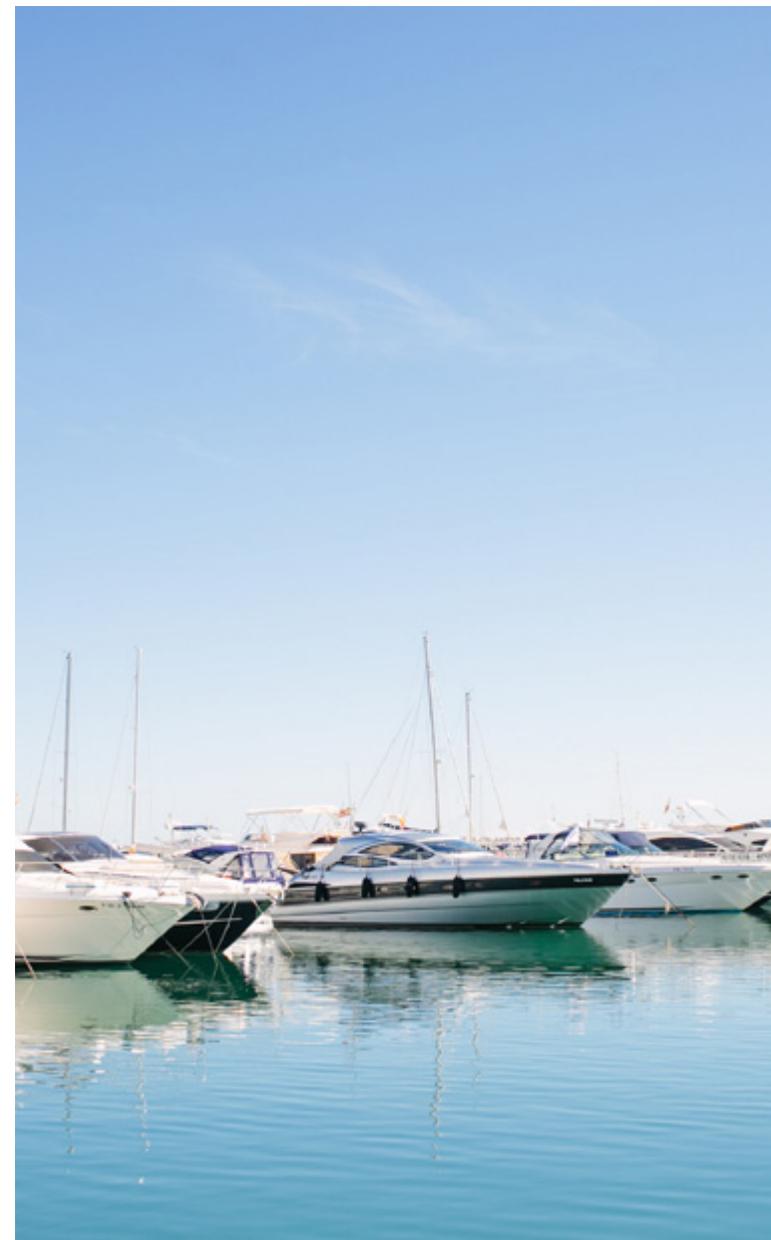
↓ **-40.10%**



**38,702**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH

2017



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

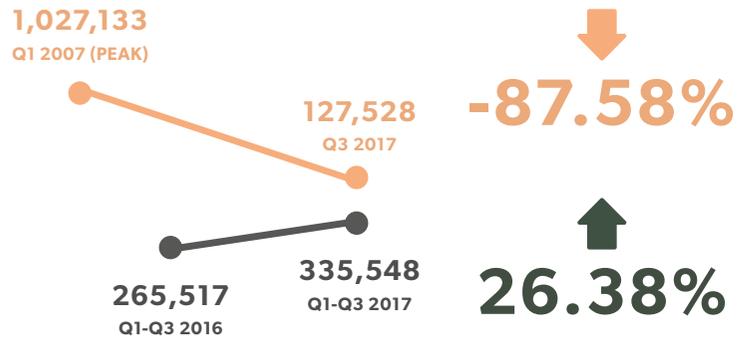


### TOTAL VALUE OF SALES TRANSACTIONS MÁLAGA ('000 €)

Source: Spanish Department of Development



**NEW  
PROPERTIES**



**RESALE  
PROPERTIES**



The figures for Q3 2017 are provisional and may be subject to change.





### PRIME MARKET VOLUME OF SALES TRANSACTIONS (OVER €900,000) MÁLAGA AND SPAIN

Source: Spanish Department of Development



MÁLAGA



**↑ 28.00%**



SPAIN



**↑ 29.59%**

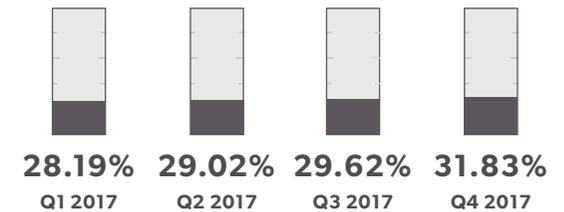


### FOREIGN BUYERS % OF TOTAL SALES

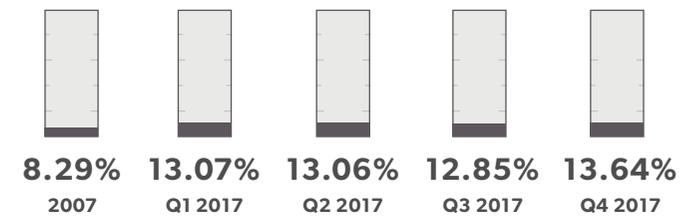
Source: Registradores



MÁLAGA



SPAIN

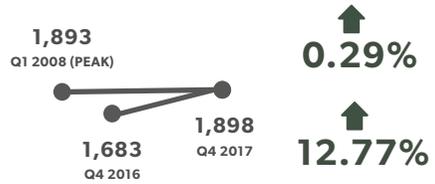




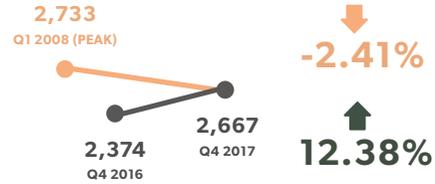
### AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

ESTEPONA



MARBELLA



### PASSENGER ARRIVALS AT MÁLAGA-COSTA DEL SOL AIRPORT

Source: Aena



### AVERAGE RENTAL PRICES (€/m<sup>2</sup>)

Source: Idealista

MÁLAGA





# MARBELLA- COSTA DEL SOL PROPERTY HOTSPOTS

## Estepona & Mijas Costa

*"Estepona and Mijas Costa are the areas to watch in 2018 as they are seeing the most new construction. They have no planning licence issues and are keen to attract investment. Estepona, in particular, has benefited from new construction and has become increasingly desirable, offering beautiful beaches and a vibrant Old Town as well as excellent facilities and amenities such as great gastronomy and brand new hospitals. These areas are also more family-orientated, upmarket and residential, ideal for those who want to avoid the party scene. Certain parts of Estepona are also now seeing some prime luxury properties being developed."*



**STEPHEN LAHIRI**

Partner  
Lucas Fox Marbella

# IBIZA



## MARKET REPORT 2017



# IBIZA

*"Ibiza continues to be a highly sought-after destination in the Mediterranean, with luxury property in short supply compared to the level of demand.*

*During 2018, various important decisions will be made by the local Ibizan government that could positively affect the property market. March is the deadline for the planning department of Ibiza Town to decide about the urban planning rules and regulations that could open up many development opportunities. Rustic land, however, remains very restricted, and so we can expect the usual illegality issues to deal with when buying a resale home.*

*There are several New Development projects in the pipeline set to hit the market in 2018, in both the mid and upper end of the market. This should satisfy some of the demand for homes in luxury gated communities with concierge services.*

*The acquirement of rental licences that was blocked earlier this year should also have a newly established protocol by the summer of 2018. This should also influence property investment in an upward direction, as the rules become clearer."*



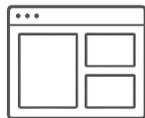
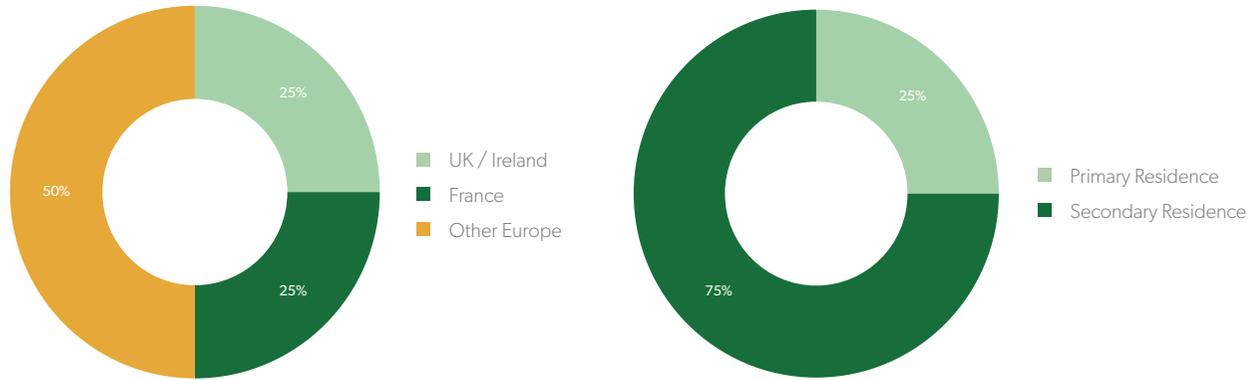
**ROD JAMIESON**

Lucas Fox  
Head of Operations



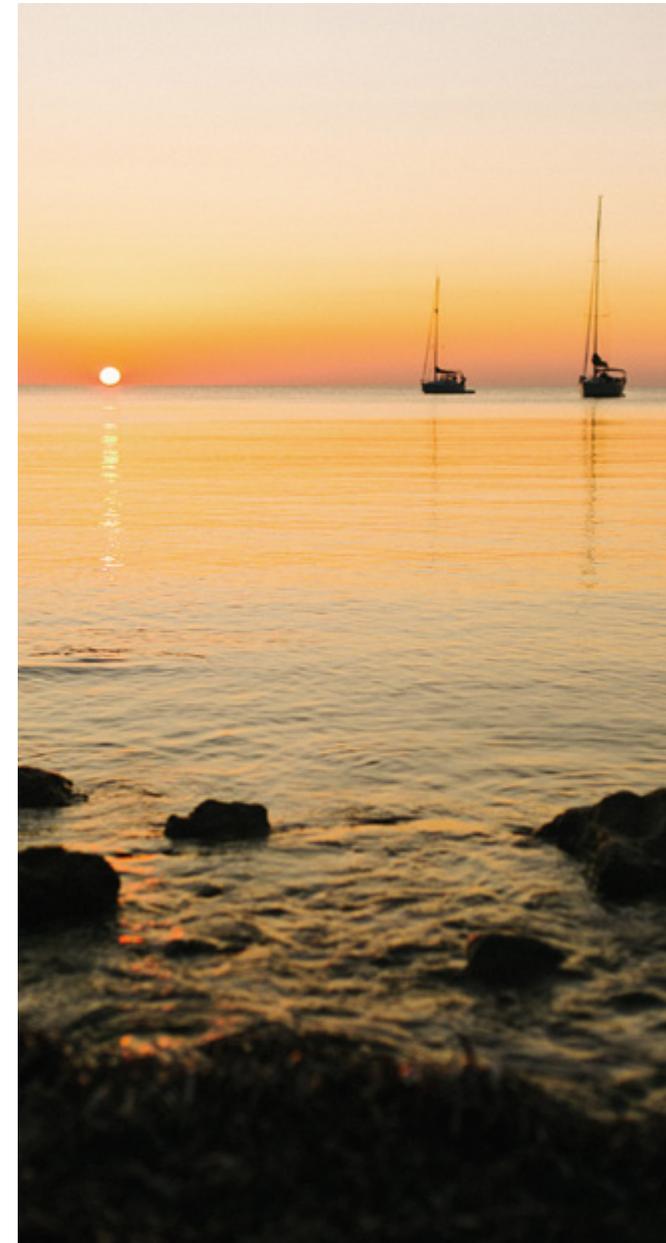
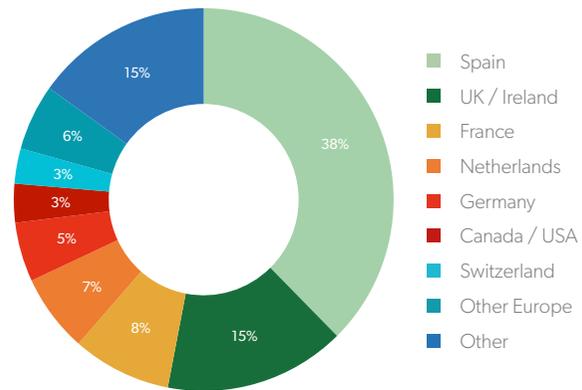
### LUCAS FOX IBIZA BUYER COUNTRY OF ORIGIN & MOTIVATION FOR PURCHASE

Source: Lucas Fox sales data



### LUCASFOX.COM IBIZA WEBSITE INTEREST

Source: Lucas Fox website data



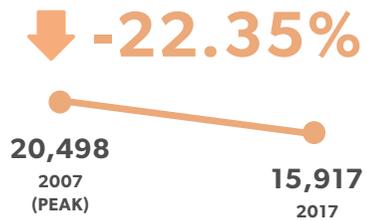
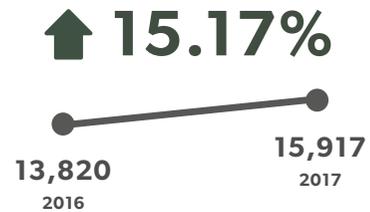


## VOLUME OF SALES TRANSACTIONS BALEARIC ISLANDS AND SPAIN

Source: National Institute of Statistics



### BALEARIC ISLANDS



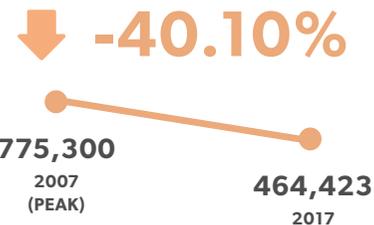
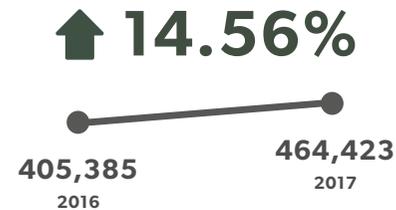
**1,326**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH

2017



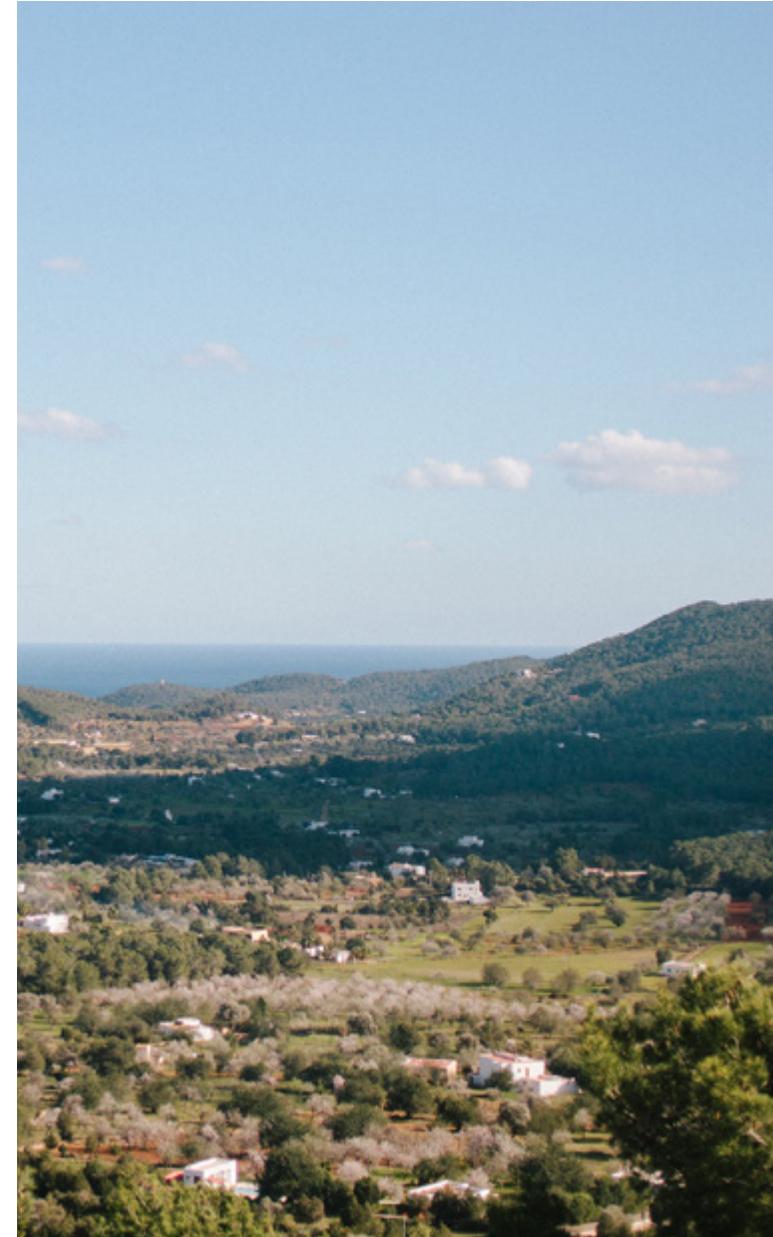
### SPAIN



**38,702**

AVERAGE NUMBER OF  
TRANSACTIONS PER MONTH

2017



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

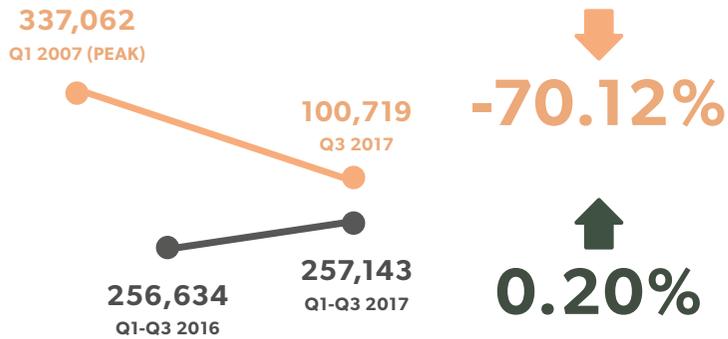


### TOTAL VALUE OF SALES TRANSACTIONS BALEARIC ISLANDS ('000 €)

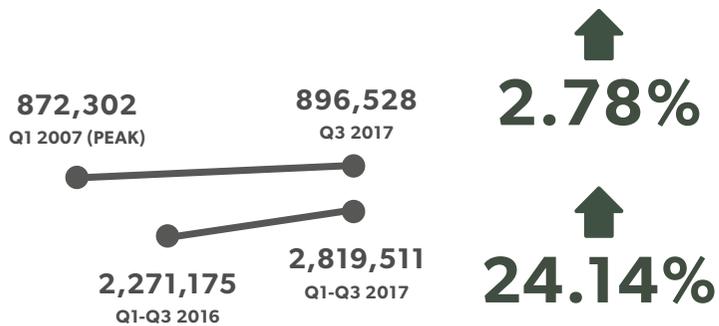
Source: Spanish Department of Development



NEW  
PROPERTIES



RESALE  
PROPERTIES



The figures for Q3 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



195

Q1 & Q2 2016

215

Q1 & Q2 2017

**↑ 10.26%**



1,149

Q1 & Q2 2016

1,489

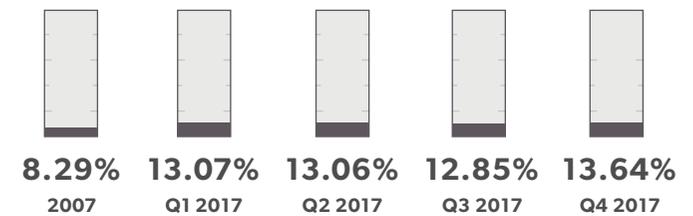
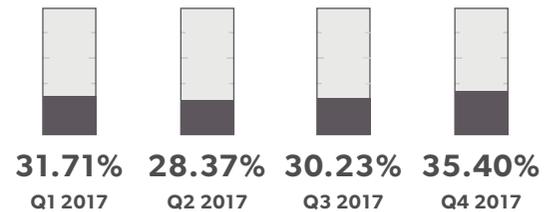
Q1 & Q2 2017

**↑ 29.59%**



### FOREIGN BUYERS % OF TOTAL SALES

Source: Registradores





## AVERAGE PROPERTY SALES PRICES (€/m<sup>2</sup>)

Source: Idealista

📍 EIVISSA

↑ 51.12%



📍 SANT JOSEP DE SA TALAIA

↑ 10.61%



📍 SANTA EULÀRIA DES RIU

↑ 17.87%



## PASSENGER ARRIVALS AT IBIZA AIRPORT

Source: Aena





# IBIZA PROPERTY HOTSPOTS

## Santa Gertrudis

*"This inland area of Ibiza with its quaint white houses ensures 'love at first sight' for many international buyers. The picturesque village is both buzzing and bohemian thanks to its hippy roots and cosmopolitan mix of residents. It is a magnet for artists and writers, many of whom believe it emanates a powerful energy. The location is perfect for year-round living – busy 365 days a year and 2 minutes from Morna International College and plenty of good local schools. In a nutshell it has everything one needs for that simple, yet glamorous Ibiza village life."*



**ROD JAMIESON**

Lucas Fox  
Head of Operations



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