

# Land Services.



# Is trusted by...



## Developers

Leveraged by an unrivalled track record, our specialists provide consultancy and marketing services across many of Spain's largest residential development projects. Knight Frank works closely with the top Spanish developers, including those currently active in Madrid.

Drawing on the strength and depth of experience of our residential development teams operating in key hubs internationally, we consistently maximise returns on investment, cut costs, create and add value while implementing robust marketing strategies, which expedite sales and occupier take up.

Our services include:

- Valuations
- Planning
- National and International marketing
- Project management
- Building consultancy and architecture
- Legal and financial advice
- Due diligence
- Interior planning/space planning and design
- Post-sales after-care services
- Saving solutions

## Family Offices

The Knight Frank Private Office is a market-leading residential and commercial real estate advisory service focused on execution and delivery for private clients, family offices and wealth advisors, allowing clients to benefit from a long term trusted advisor relationship. This service is now available globally, connecting the collective knowledge, experience and network of 15,000 Knight Frank property experts globally.

In addition, this unique access allows Knight Frank to provide market leading research based upon face-to-face interviews and targeted surveys, such as the Knight Frank Family Office Investment Trends Survey.

Knight Frank has regular meetings with the main family offices that are currently active in Spain. Our team presents offers and opportunities adjusted to their specific investment profiles.

## Funds

Knight Frank is actively working with a number of small and medium size funds, focusing on transactions with interesting margins. The large-scale funds investing in Spain have their own management platforms. Our teams are in permanent conversations with all of these major players.

Through our global network, our experts are actively advising international funds interested in Spain as a place to invest in Private Rented Sector (PRS) projects.

Knight Frank is also actively advising international funds looking for local partners with which to develop residential projects in Spain.

## Large-Scale Companies

Knight Frank has established strong relationships with large-scale Spanish companies involved in big real estate transactions due to their size.

Our teams provide an advisory service to these companies and work with them in selling and buying transactions.

## Private Individuals

Knight Frank's international reputation means that private individuals seek our real estate advisory services for selling and investment opportunities.

## Banks

Knight Frank works with the private banking platforms and portfolios of Spanish banks including Santander, BBVA, CaixaBank, Bankia and Sabadell. We combine our expertise in property with our specialism in banking, finance and global capital markets to produce innovative funding solutions and strong ROI.



# Adding value



## Land Advisors

Knight Frank provides an end-to-end service for its investors, providing solid advice at every step of a transaction. Our teams have a deep knowledge of the land market in Spain, with a proven track record in both sales and acquisition.

## Core & Prime Buildings Advisors

Knight Frank advises in the brokerage of residential buildings, from refurbishment projects to portfolios of final units. Our track record is solid proof of the team's expertise and experience in these transactions.

## PRS

Our specialism is providing professional consultancy advice tailored to driving performance in the PRS market. We work closely with a number of departments within Knight Frank drawing on our collective expertise to ensure a holistic approach is adopted in our advice.

This approach ensures the best possible long term performance of assets. In particular expertise is drawn from the following departments:

- Residential Capital Markets
- Residential Capital Markets Valuations
- Knight Frank Residential Research

We consult on individual blocks to master plans on behalf of investors and developers alike. Our long term goal is to ensure that through our specialised market leading advice bespoke PRS blocks are designed to maximum returns over the long term.

Our core areas of expertise include:

Market Assessment  
Viability Assessment and Scenario Modelling  
Scheme Analysis  
Financial Modelling  
Specification Input  
Cost/benefit analysis  
Management Mobilisation

## Mandates

Knight Frank provides a customised service to all its clients. Our commitment to investors means we are always willing to meet any particular need they may have. Through specific mandates we build up tailored teams to succeed in these requests and provide our clients with the best service and advice. Our competitive bidding process ensures that we deliver the best price for our clients and a full marketing campaign, including one to one presentations to potential investors.

## Advisory

With a multidisciplinary and experienced team, Knight Frank offers the best advisory service in the market. We build specific teams for each project and its particular requirements. We analyze and study a wide range of transactions in the real estate market, providing valuable insights to investors.

## Research

Combining our strong database and deep knowledge of the real estate market in Spain, Knight Frank develops market research studies on demand and for in-house use. This permanent market tracking allows us to provide our clients with highly valuable research reports about any real estate market issue or area.





# Track record

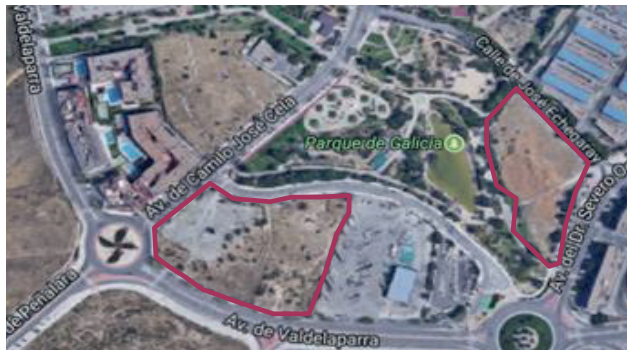


## LAND



### PASEO DE LAS ACACIAS 51, MADRID

BUILDABLE AREA: 8.735 m<sup>2</sup>  
BUYER: Confidential  
SELLER: Prosegur



### OPERACIÓN SOL. ALCOBENDAS-S.S. DE LOS REYES

BUILDABLE AREA: 60.000 m<sup>2</sup>  
BUYER: Neinor  
SELLER: Grupo Delta



### EMBAJADORES 312

BUILDABLE AREA: 3.343 m<sup>2</sup>  
BUYER: Confidential  
SELLER: Caoba Directorship

## BUILDINGS



### PASEO DE LAS ACACIAS 51, MADRID

CONSTRUCTED AREA: 1.903 m<sup>2</sup>  
BUYER: BK Partners + Zaphir  
SELLER: Confidential



### HERMOSILLA 67, SALAMANCA, MADRID

CONSTRUCTED AREA: 3.206 m<sup>2</sup>  
BUYER: Dazia Capital  
SELLER: Levante Capital



### ALFONSO X, CHAMBERÍ, MADRID

CONSTRUCTED AREA: 1.507 m<sup>2</sup>  
BUYER: Berkshire  
SELLER: British Council



# Why invest in Spain?

“The land market in Spain is experiencing a moment of great interest. While the most consolidated areas such as Madrid, Barcelona and the Costa del Sol are experiencing strong activity due to the lack of opportunities, more recently interesting assets for investment have emerged in secondary cities due to the general recovery of those markets and the attractive prices for which investors can enter into them.”

Carlos Zamora, Partner, Knight Frank Spain

## Strong Spanish economy

Spain's economy is strong. The unemployment rate has dropped by 10 percentage points from its peak in 2013, GDP surpassed it's pre-crisis level in Q1 2017 and from 2016 is growing over 3% each year - nearly twice as fast as the euro area average.

“Recently, the Economy of Spain has grown tremendously and it has become one of the most dynamic economies in the European Union. The Spanish government has adopted ambitious economic plans to make Spain a global economic power house and attract foreign investment. Today, Spain has a huge GDP (Gross Domestic Product) that represents over €980 billion (approx) and a per capita GDP of \$27,914, which is higher than several European Countries. The Spanish economy is fast catching up to the traditional super powers such as UK, US, Germany and Japan.

Over the past few years the economy of Spain has been growing consistently at about 4% per year. The growth rate is a substantial figure as compared to other economies in the European Union. Being a part of the Eurozone Spain has a very stable international currency; it is one of the first countries that adopted use of Euros. The inflation rate in Spain remains as low as 3%, it has the lowest inflation rates in the European Union. All these factors represent one of the most fertile environments for attracting foreign investors.” *Source: [investineu.com/content/invest-spain-0](https://investineu.com/content/invest-spain-0)*

## New and existing prices by province

2018 Q4  
CAPITAL VALUE IN SPAIN WERE:

New Housing:

**1,830** €/sqm

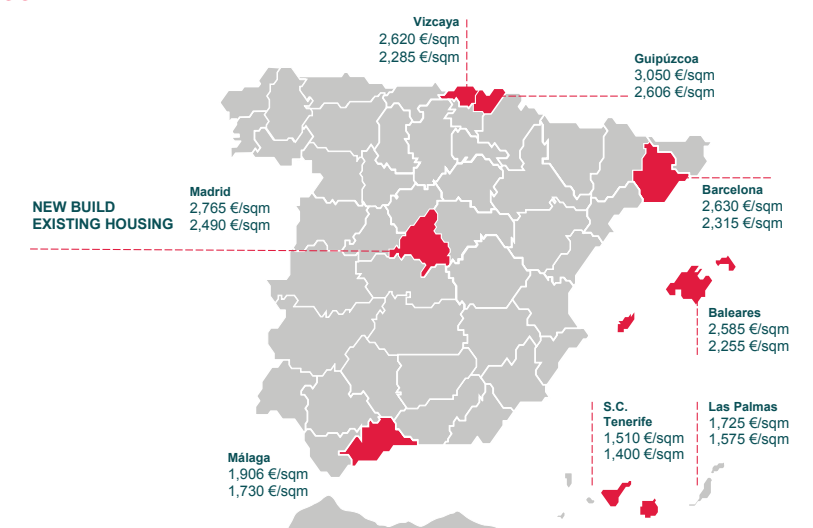
New build (<5 years from construction)

Existing Housing:

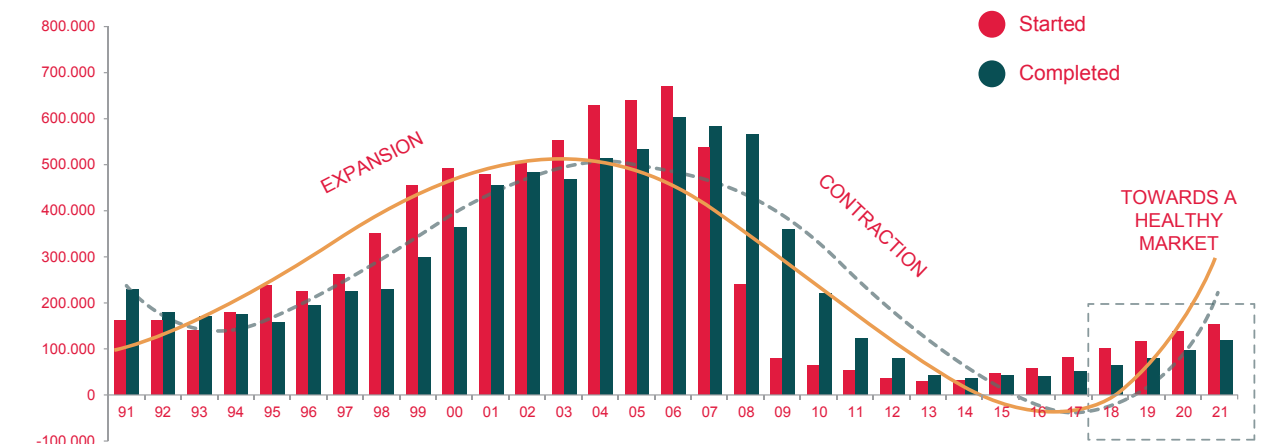
**1,582** €/sqm

Existing housing (<5 years from construction)

Source: Ministry of Public Works



## Real estate cycle - Housing projects and completed houses in Spain



Source: Ministry of Public Works and own elaboration. \*Estimated based on latest data available

Note: Ministry of Public Works has published incomplete statistics, data for some provinces has been estimated.

## Healthy market

The real estate market in Spain initiated its recovery from the 2008 global crisis some years ago.

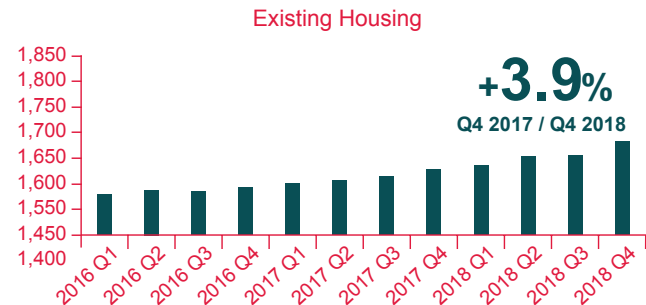
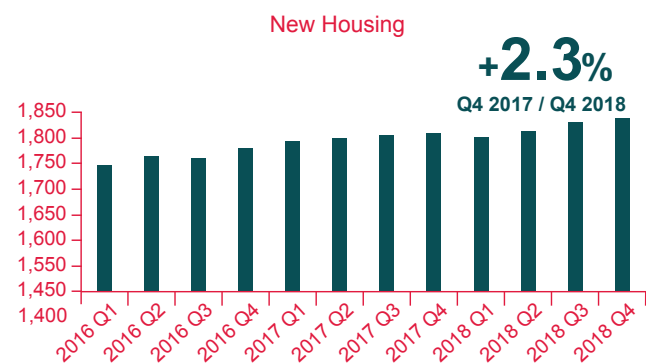
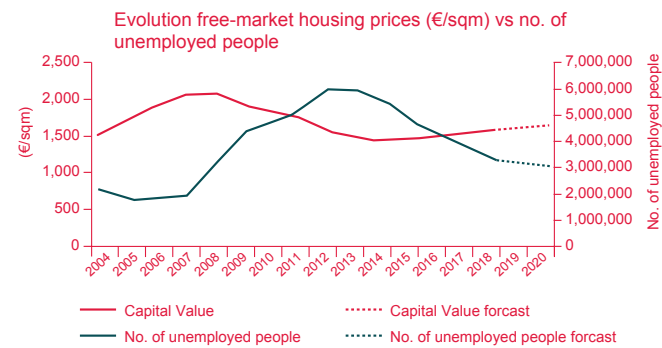
The result is a variety of new investors, a more professional sector and highly diversified demand. Another key element in this market transformation is the emergence of a wide range of attractive products in addition to residential opportunities.

## Economic expansion

All macro and micro indicators show the beginning of a new expansion process. This started in 2015, with a more clear trend emerging in 2016. We are now in the fourth year of this recognisable trend but far away from the numbers of the previous cycle.

## Banks

All indicators show the Banks are playing a major role in the transformation of the Spanish real estate market. After absorbing a huge number of properties due to unpaid mortgages and loans, banks are now offering good opportunities to relocate those assets in the market.



Source: Ministry of Public Works and own elaboration. \*Estimated based on latest data available



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