

Monday 22 July 2013

Ibiza - Half Year Market Review

In the Company's 2013 preview revealed in January, [Ibiza Sotheby's International Realty](#) said that Ibiza had its recovery year in 2012, light years ahead of faltering markets on Spanish mainland, and was already 'booming out' again. Managing Director Daniel Chavarria Waschke believed that Ibiza was a safe haven for real estate investment - is this still the case?

"Certainly activity is very high in Ibiza this year," says Daniel, "Many buyers are now coming in for the 'kill' having put in the groundwork last year. In 2012 there was plenty of "we've found the home we like, in the right location, at the right price, but we'll just wait and see what the Spanish economy does". Many had advisers who told them to wait, or be very careful, making them too apprehensive to place a deposit – even on their dream home. But this year they've come back and bought, mostly with little hesitation or negotiation. The fact that the prices they saw last year have remained stable, or even increased, has helped to cement the argument."

In a similar fashion to Mallorca, excellent leisure facilities, infrastructure, a high level of privacy and security and a tranquil vibe have helped to keep [Ibiza](#) in vogue. Airline connectivity has also, if anything, improved with new direct year-round British Airways CityFlyer flights from London City Airport with humane departure times - unlike the low costs that tend to touch down and take off at Ibiza Airport between midnight and 3am.

Also, like Mallorca, a mix of nationalities has helped to keep the property market buoyant. Daniel continues, "The increase in British buyers in [Ibiza](#) is nothing short of incredible. The Brits have most certainly returned and lead the nationality rankings for enquiries at 40% with a big gap to the next nationalities – Italians at 8%, Dutch 6% and Germany 6% - a slight dip since 2012. We then have Swiss, Russians and a handful of American, Lebanese or other Middle Eastern nationals living and working in either the UK or Switzerland. And it's not just holiday homes, the superb International College and buzz of design and media activity on the Island attract many clients who buy for permanent residence."

For [Ibiza Sotheby's International Realty](#)'s sales this year, the British are the lead nationality, often pulling in their friends to buy a similar product nearby. This has been the case in [Cala Conta](#), a gated condominium resort on Ibiza's western coastline within walking distance of fantastic beaches. The

Company has sold off-plan villas to two British buyers here in 2013. Both are hardworking family-orientated couples who lead busy lives and value the five star concierge service which means they can lock up and leave and enjoy worry-free holidays. Each home has a private pool and sea views whilst the small community has a wellness centre with gymnasium and Spa. They know they'll have a neighbourhood of likeminded people whilst still having ultimate privacy. Cala Conta is a star resort for 2013 with more than half the development sold and nearly complete, a 15% price rise in late spring and another due later in 2013.

In 2012, the [Ibiza Sotheby's International Realty](#) office also concentrated its marketing efforts on high end property, villas above two million euros and apartments above 500,000 euros. And the strategy has again worked.

Daniel finishes, "Since January we have listed almost ten villas priced between six and eight million euros and several more in the region of five million euros. Clients in this ballpark look for the highest qualities, the finest locations, good floorplans, large volumes and architecture to suit outdoor leisure. The [south and west coastlines](#) remain the most coveted, within 20 minutes of Ibiza Town, which is also where you'll find the best gated developments, gorgeous beaches and most popular beach clubs. Alternatively, the northern countryside continues to be in demand for those seeking a peaceful retreat and original Ibizan finca architecture."

Contact Ibiza Sotheby's International Realty on email ibiza@ibizasir.com telephone 00 34 971 310 799 or visit www.ibiza-sothebysrealty.com.

On the Market in Ibiza:

[Ref 6266, Villa, San Carlos, Ibiza](#)

This home offers true understated elegance in the most beautiful park setting on the top of Atzaro mountain with unobstructed countryside and sea views. Old Ibiza charm of the 70s and 80s has been transformed through extensive renovations to become a tranquil and charming luxury finca of the highest standards available in the Balearic Islands. Set in the north of the island, between San Carlos and Santa Eularia, only 10 minutes away from city life and amenities, the main house has an open-plan kitchen, dining room with fireplace, living room leading to spacious chill out terraces, the master en suite bedroom, an ample study with fireplace and an additional guest bathroom with freestanding bathtub. Additionally, there are three independent villas with three guest suites, a further guest cottage and a separate fully equipped staff house. The mature gardens are impeccable

with tall palms, fruit trees, aromatic plants, fish ponds, an outdoor Jacuzzi, BBQ area, a Balinese meditation temple, an enclosed donkey forest and a spectacular swimming pool built into the landscape. The property has been decorated with exquisite taste and an endless array of antique and designer furniture, rugs and art is included. A four car garage and ample parking for additional cars complete this peaceful heaven.

Six Bedrooms, Seven Bathrooms

Built area 547m², Plot size 17,000m²

Price 6 million euros (approx 5.16 million GBP)

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for further press information or photography please contact Sarah Drane on
sarah@purplecakefactory.com or call 00 34 607 564 726