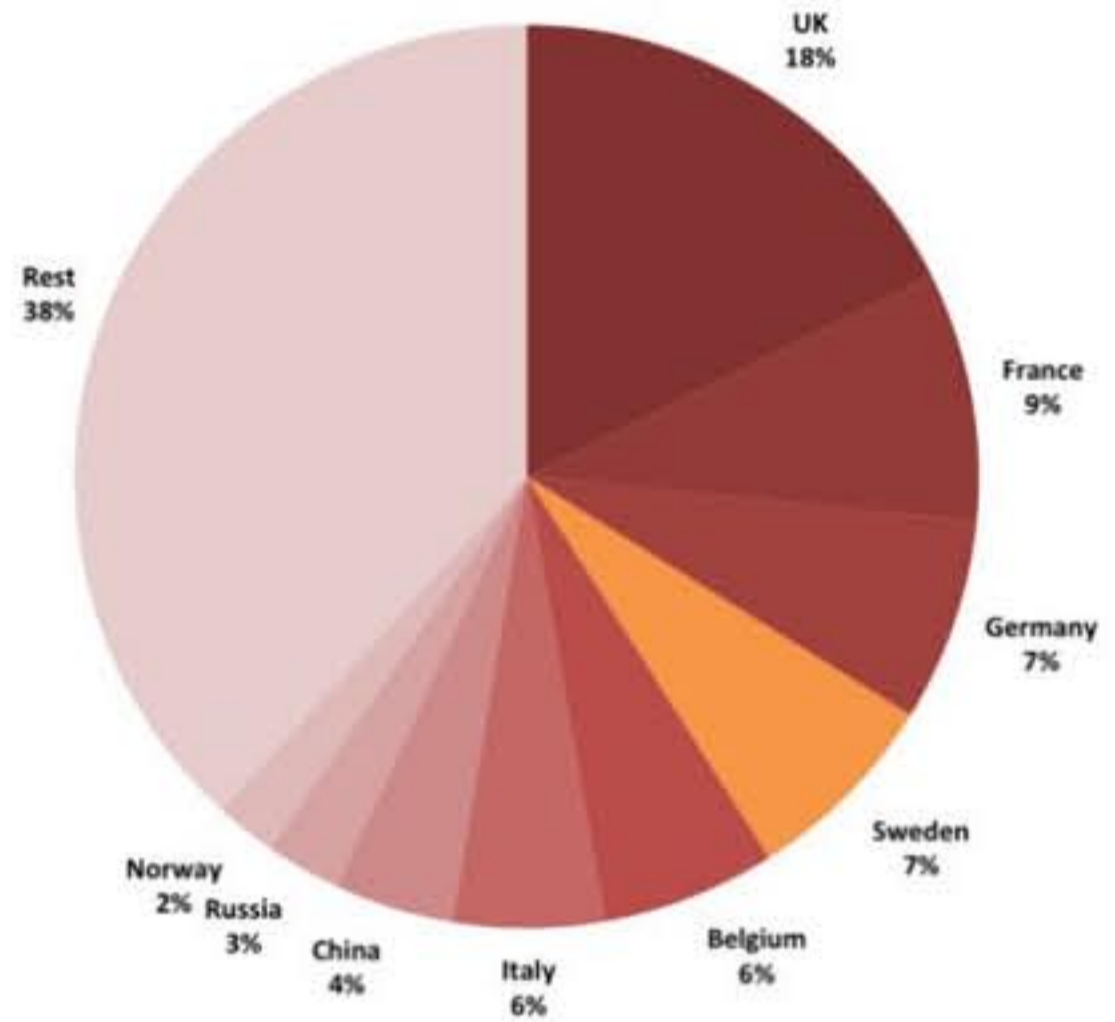




Second-Home & Resort Industry Observatory

**FOREIGN SALES BY NATIONALITY Q3 2016**  
% of Foreign Demand  
Shario.org Source: Registradores.org



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## Why Swedish demand for Spanish property is rising

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0 COMMENTS

Britons have long dominated overseas property sales in Spain, but demand from Swedish buyers is steadily rising.

In summer 2016, demand was up 59.8% year-on-year in Quarter 2, according to data from leading Spanish second home specialist, Shario, and the Property Registrars Registradores.

Swedish sales rose 22.7% in Quarter 3 2016, while UK sales in Spain fell 16.3%.

Shario co-founder, Mark Stücklin, tells OPP.Today, "Swedish demand is important in Alicante and the Costa del Sol, where they are the second biggest group of foreign buyers behind the British. I expect they will become even more important after Brexit, which has reduced the number of British buyers."

Spanish sales from Swedish buyers in 2016 has reached 2,797 homes, already overtaking 2015's total of 2,755, with home purchases in the last two quarters each reaching around 1,000.

As a percentage of foreign sales, Swedish purchases made up 7.2% in

Quarter 3, 2016, and has risen in the last four quarters, the Registradores figures state.

Swedish sales were concentrated on Alicante at 1,178 and 958 in Malaga.

Daniel Nilsson, Chief Executive Officer, of Fastighetsbyrå Overseas, the international division of Sweden's biggest estate agency, told Shario, "Pricewise, our average price this year is €209,000, where Quarter 1 is at €110,000, median at €155,000, and Quarter 3 at €245,000.

"Ninety per cent our buyers are Swedish and with more than 700 sales so far this year I wouldn't think that differs from what our competitors see. The main bulk is concentrated on the peninsula, 54% on Costa Blanca and 29% on Costa del Sol this year. We also see increasing demand for big cities like Barcelona, Alicante and Málaga, not only the traditional destinations."

Most buyers are looking for two-bed apartments (70%) or small townhouses (20%), within an hour from nearest airport and close to the beach and amenities.

Swedish buyers are loyal and less impulsive than British or Norwegian buyers. Most speak good English but prefer to use Swedish when buyers.

A lot of purchasers remortgage their property in Sweden, although that is likely to fall, as mortgage regulations changed recently in Sweden.

Traditionally, most have found properties at exhibitions, but online searches are growing. "With cheap and frequent flights to Spain the need to meet somebody (exhibitions, collaborators) on Swedish ground decreases."

### Size of the market

