



PROPERTY SELLING REPORT

1H 2025

Selling a property in Barcelona or Sant Cugat del Vallès in the first half of 2025 means navigating one of the strongest markets in recent years. Prices are rising at double-digit rates, sales volumes are high, and international demand remains robust. For owners, this creates favourable conditions — but legislation, taxation, and the condition of the property all play a role in determining whether it's better to sell now or hold for further appreciation.

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KEY FIGURES – Q1 & Q2 2025

Sant Cugat del Vallès

Neighbourhood breakdown:

- High-end: Centre (€5,721/m²), Can Mates–Volpelleres (€5,435/m²), Arxius (€5,406/m²).
- Mid-tier: Coll Favà–Can Magí (€4,458/m²), L'Eixample–Torreblanca (€4,417/m²), Parc Central (€4,100/m²).
- More affordable: Mira-Sol (€3,870/m²), Valldoreix (€3,755/m²), La Floresta–Les Planes (€3,670/m²), Golf–Can Trabal (€3,444/m²).
- **Average price:** €4,462/m² (range €3,444–5,721).
- **Dynamics:** Prices rising steadily but still ~10% below Barcelona's premium levels.
- **Buyer base:** Mainly families seeking space and gardens. Properties in Valldoreix, Mirasol, and Golf–Can Trabal regularly achieve €1M–2M+.

Barcelona

Average sale price: €4,920/m² (+11.1% YoY).

- Eixample: €6,212/m² (+13.4%).
- Sarrià–Sant Gervasi: €6,464/m² (+10.6%).
- Les Corts (Pedralbes): €5,941/m² (+10.2%).
- Gràcia: €5,185/m² (+6.7%).

Transactions: 17,665 in Q2 (+23.1% YoY). New builds surged +45.8%, resale +18.2%.



TRENDS & MACRO ENVIROMENT

Barcelona

- **Market cycle:** After Madrid overtook Barcelona in €/m² in 2024, Barcelona has regained momentum thanks to expats, tech-sector growth, and tourism recovery.
- **District momentum:** Double-digit YoY growth in most districts; Eixample and Sarrià–Sant Gervasi remain hotspots.
- **Foreign buyers:** Around 15% of purchases; U.S. buyers in particular are growing, often seeking premium, turn-key apartments.

Sant Cugat

- **Family migration:** Strong inflows from Barcelona, with families prioritising gardens, pools, and quieter environments.
- **Premium positioning:** Although €/m² is lower than the city, larger property sizes mean total ticket prices often exceed those of central flats.
- **Supply constraint:** Very few new developments mean family homes will likely continue appreciating in value.

Macro Environment

- **Spain GDP growth:** +2.8% YoY in Q2 2025.
- **Employment:** Strong job market supports buyer confidence.
- **ECB policy:** Rate cuts in mid-2025 lowered Euribor (~4% → ~2.1%).
- **Mortgage boom:** In May 2025, 42,274 mortgages were signed nationwide (+54.4% YoY), the strongest growth since before the pandemic. Catalonia saw +30.9%.
 - Average loan size: €158,153 (+12.7% YoY, highest since 2020).
 - Rates: 2.91% (lowest since early 2023).
 - Fixed-rate contracts: 70% of new loans, giving buyers long-term stability.
- **Foreign demand:** 93,000 homes purchased by foreigners in 2024 (14.6% of sales), near record levels.
- **Bubble check:** Mortgage levels (~42k/month) are far below the 100k+/month at the 2006–2007 peak → expansion, not overheating.

Implication for sellers: Easier financing and strong foreign appetite create one of the most liquid markets of the past decade.



OPPORTUNITIES & OUTLOOK

Legislation & Taxation

- Large property owners: Holding 5+ residential properties triggers stricter rent caps and regulatory oversight. Some investors may consider selling part of their portfolio to remain below this threshold.
- Older properties: Homes built more than 40 years ago without renovations risk faster depreciation and weaker resale demand. Renovations are often necessary to preserve value.
- Capital gains tax: Between 19–28%, though exemptions and reinvestment options exist. Professional advice can help optimise outcomes.

Practical Selling Advice

Value-boosting upgrades

- Minor renovations (kitchens, bathrooms, flooring) can lift value by 5–7%.
- Energy upgrades (windows, solar panels, efficient HVAC) can deliver 10% higher resale prices, aligning with EU green requirements.
- Home staging (decluttering, fresh décor) often reduces selling time by 30–40%.

Market preparation

- Barcelona: Buyers pay a premium for move-in-ready apartments with modern finishes and smart-home features.
- Sant Cugat: Emphasise gardens, terraces, proximity to schools, and family-friendly amenities — especially for 3–4 bedroom detached houses.



AREAS OF OPPORTUNITY

The current market creates opportunities for both immediate sales and long-term holding.

- **Barcelona:** Up-and-coming districts like Sant Andreu, Horta-Guinardó, and Nou Barris are showing double-digit growth, driven by urban regeneration and families priced out of traditional premium zones. These areas offer potential for further appreciation and quicker sales.
- **Sant Cugat & surroundings:** Premium neighbourhoods within Sant Cugat (Centre, Volpelleres, Arxius) are nearing Barcelona city price levels. Meanwhile, neighbouring Sabadell and Cerdanyola are gaining traction as more affordable alternatives, with strong potential as spillover markets.
- **For sellers:** Double-digit price growth and easier mortgage access make this an excellent window to sell, especially if your property is older, under-rented, or in need of upgrades.
- **For holders:** With supply structurally tight and international demand steady, well-located and renovated homes are likely to continue appreciating. Think of holding onto such properties as keeping a reliable long-term investment.
- **Our tip:** Review your portfolio carefully — sell if you need liquidity or if the property requires significant work, hold if it is recently upgraded and positioned in a growing neighbourhood.



HOW WE HELP SELLERS

- **Valuation:** We go far beyond the standard figures provided by tools like MVI (Registradores de España). Our valuations consider neighbourhood dynamics, buyer demand, and property condition — ensuring you price for the market today, not just for the averages on paper.
- **Positioning:** We understand diminishing returns — not every renovation pays off. Our goal is to help you make the right improvements that maximise income, rather than upgrades for the sake of upgrades.
- **Buyer reach:** As expats ourselves, we know how expats think, what they value, and how to speak their language. We connect your property directly with the international audience most likely to pay a premium.
- **Risk management:** Your interests come first. We structure the process for zero risk — from documentation checks to contract negotiation — so you can sell with complete confidence.
- **Step-by-step support:** From preparing paperwork to targeted marketing and final negotiations, we handle the details while you focus on your next move.

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