

**SERVIHABITAT SURVEY AT THE BARCELONA MEETING POINT 2018****Purchasing consolidates as the first option when looking for a home**

- *In a survey conducted by Servihabitat among the visitors, 73% of them chooses to purchase a home.*
- *Around 42% of the respondents think that the prices will continue to increase in the next few years.*
- *Even though the Internet is the first option when looking for a home, 60% of the visitors want the help of a real estate agent during the purchasing process.*
- *The main concerns when purchasing a home are the difficulty of finding a product that fits the needs of the buyer and not being able to afford the initial costs.*

**Barcelona, 30 October 2018.-** During the Barcelona Meeting Point (BMP), Servihabitat has conducted a survey for the fifth consecutive year; 412 visitors took part in it. The results obtained show the interests of the public that has attended the real estate event.

One of the most significant conclusions of the survey is the fact that purchasing consolidates as the first option when looking for a home: 73% of the visitors looking for a home prefer this option over rental housing. The percentage of respondents for which renting is the first choice was 16%, nine percentage points less in comparison to the 2017 survey.

According to the survey, 59% of the respondents came to the event to purchase or rent their first home, while 22% were looking for a new home to replace their current one, better suited to their current needs. While these percentages keep the same line observed in 2017, it must be noted that the amount of visitors to the BMP looking for investment opportunities has gone down to 8%, twelve percentage points less in comparison to 2017.

Regarding the type of home, the percentages obtained in the previous edition are very similar to the current ones: 49% of the respondents choose the product with no clear preference between new

construction or second-hand homes, while 29% prefers new construction and 22% prefers second-hand homes.

As regards the perception of current real estate market trends, 42% of the respondents think that the prices will keep increasing in the next few years, in contrast with the percentage of people who think the prices are going to decrease, 13%. On the other hand, 24% of the respondents think that great deals are not an option anymore.

Even though the Internet is the first option when looking for a home, 60% of the respondents want the help of a real estate agent during the purchasing process.

Regarding the biggest obstacles for purchasing a home, 42% of the respondents mentioned the difficulty of finding a property that fits their personal needs; 28% of them were concerned about not being able to afford the initial expenses. According to the survey, the two major concerns when purchasing a home were the feeling of paying more than the actual value of the product (21%) and the possibility of unexpected issues or flaws after the purchase (19%).

In the rental market, the increase in prices is certainly the most significant problem among the respondents, who complain about high prices not only in the heart of the cities (52%) but also in metropolitan areas (20%).

### **About Servihabitat**

Servihabitat is one of the major servicers for comprehensive management of mortgage and property development loan portfolios as well as property assets. Its experience of over 25 years in the market and the high volume of assets being managed consolidate the position of the company as an industry leader.

A highly qualified professional team and a first-party technology platform provide Servihabitat with an independent and differentiated operational methodology capable of meeting all demands in the financial and property asset management cycle.

### **More information:**

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