

# SCOUTING BRIEF



PREPARED FOR: SURNAME, NAME

•••  
NOVEMBER 2020

# CONTENT



1. survey and interview results
2. recommended zones based on results
3. property examples on the market
4. profitability indexes of same type of properties on the selected areas
5. profitability scenarios of each property example
6. our support services to make your investment a success

# 1. RESULTS CUSTOMER SURVEY & INTERVIEW



## Location Preferences

- local presence mostly
- max 10 min walk to beach
- nearby restaurants / market

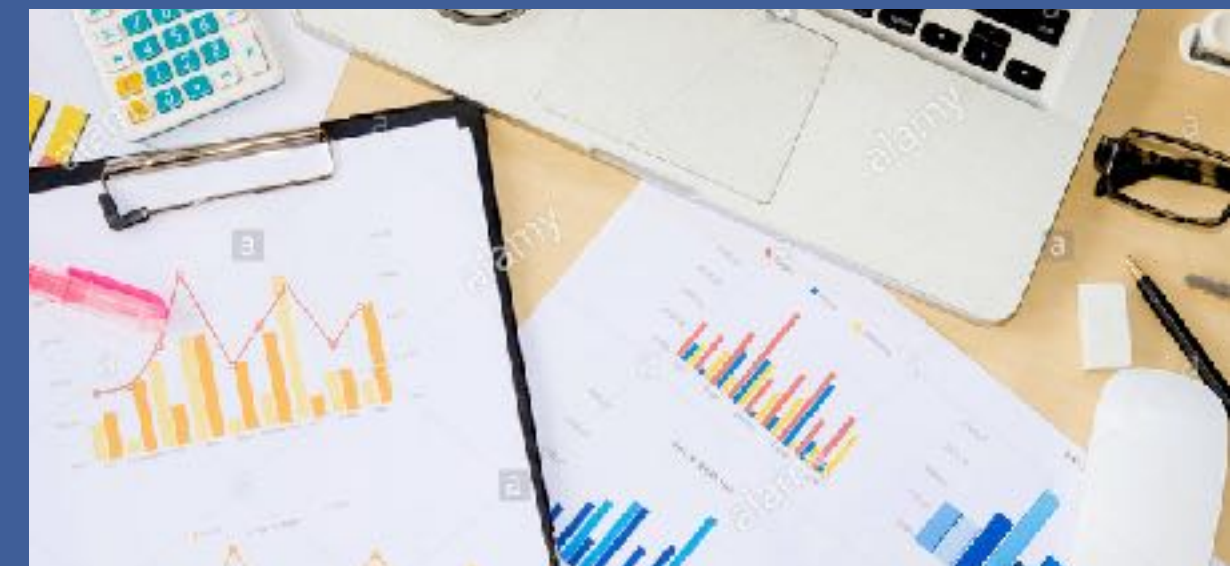
**SAMPLE**



## Property Preferences

- villa, bungalow
- sea-view
- balcony/terrace
- 2-3 bedrooms
- pool/gym

**SAMPLE**



## Investment Preferences

- price between €250-€350k
- initial investment max €135K
- 80% financed by F+ bank
- preferred KPIs: CCR, ROE

**SAMPLE**

# 2. ISLAND / ZONE RECOMMENDATIONS

Combining a truly local experience and year-round warm temperatures is not simple, but it does narrow the search to Santa Cruz (Tenerife), Las Palmas (Gran Canaria), and Arrecife (Lanzarote).

While all have city beaches with similar temperatures, only Las Palmas (Las Palmas) and Arrecife (Lanzarote) combine quality conditions, and a lively local city environment.

**SAMPLE**



## LAS CANTERAS (GRAN CANARIA)

- check weather [YEAR AVERAGES](#)
- visit virtually [STREET VIEW](#)
- get more facts [WIKIPEDIA](#)
- read opinions [TRIPADVISOR](#)
- check amenities [YELP](#)
- check events [FACEBOOK](#)



## SAN AGUSTIN (GRAN CANARIA)

- check weather [YEAR AVERAGES](#)
- visit virtually [STREET VIEW](#)
- get more facts [WIKIPEDIA](#)
- read opinions [TRIPADVISOR](#)
- check amenities [YELP](#)
- check events [FACEBOOK](#)



## ARRECIFE (LANZAROTE)

- check weather [YEAR AVERAGES](#)
- visit virtually [STREET VIEW](#)
- get more facts [WIKIPEDIA](#)
- read opinions [TRIPADVISOR](#)
- check amenities [YELP](#)
- check events [FACEBOOK](#)



## PLAYA BLANCA (LANZAROTE)

- check weather [YEAR AVERAGES](#)
- visit virtually [STREET VIEW](#)
- get more facts [WIKIPEDIA](#)
- read opinions [TRIPADVISOR](#)
- check amenities [YELP](#)
- check events [FACEBOOK](#)

# PLAYA DE LAS CANTERAS

(GRAN CANARIA)



# 3A. PLAYA DE LAS CANTERAS

Located on the north-east of Gran Canaria, inside the city of Las Palmas, it ensures a local experience and all the benefits of a city. It is a high value area with the highest demand for rentals in the city.



## Property Example 1 (more info)

- type: new 1-floor apartment
- price: €275 000; HOAS €?
- space: 127 m2, 4th floor exterior
- rooms: 3 bedrooms, 2 bath
- location: Carretera de... (street view)
- views: sea, neighborhood
- amenities: balcony, garage, lift, pool
- distance to beach: 10 minute walk
- distance to center: 12 minute walk

**SAMPLE**



## Property Example 2 (more info)

- type: new 2-floor apartment
- price: €355 000; HOAS €?
- space: 102 m2, 6th floor exterior
- rooms: 3 bedrooms, 2 bath
- location: Baquin Co... (street view)
- views: neighborhood, street
- amenities: balcony, lift, terrace
- distance to beach: 5 minute walk
- distance to center: 7 minute walk

**SAMPLE**

# PLAYA DE SAN AGUSTIN

(GRAN CANARIA)



# 3B. PLAYA DE SAN AGUSTIN (GRAN CANARIA)

Located on the south of Gran Canaria, it ensures the warmest weather all year long. It is a high value area with a strong nordic activity.



## Property Example 5 *(more info)*

- type: 2-floor apartment
- price: €299 000; HOAS €140/month (incl. utilities)
- space: 200 m<sup>2</sup>
- rooms: 3 bedrooms, 2 bath
- location: [c/ Bonsai, San Agustín \(street view\)](#)
- view: neighborhood view
- amenities: terrace, AC, shared pool, street parking
- distance to beach: 10 minute walk
- distance to San Fernando: 8 minute drive

**SAMPLE**



## Property Example 6 *(more info)*

- type: 1-floor detached bungalow
- price: €299 000; HOAS €135/month
- space: 72 m<sup>2</sup>
- rooms: 2 bedrooms, 1 bath
- location: [c/ Margarita, La Roja \(street view\)](#)
- view: sea view, neighborhood
- amenities: terrace, AC, shared pool, parking
- distance to beach: 6 minute walk
- distance to San Fernando: 8 minute drive

**SAMPLE**



# ARRECIFE

(LANZAROTE)



# 3C. ARRECIFE (LANZAROTE)

Located on the east of Lanzarote, it ensures the highest presence of local culture in the island, and all the benefits of the island's main town. While the prices are high and properties are less attractive than in other areas, investing within the island's main town is a safe choice.



## Property Example 1 (more info)

- type: 1-floor apartment
- price: €345 000; HOAS €?
- space: 130 m2, 3rd floor
- rooms: 3 bedrooms, 2 bathrooms
- location: Playa del Rincón (sea view)
- view: sea view
- amenities: balcony, garage, lift
- distance to beach: 0 minute walk
- distance to center: 5 minute walk

**SAMPLE**



## Property Example 2 (more info)

- type: 2-floor semi-attached bungalow
- price: €220 000,00, HOAS €?
- space: 100 m2
- rooms: 3 bedrooms, 2 bathrooms
- location: Playa de la Roca (sea view)
- view: sea view and neighbourhood view
- amenities: balcony, garage, pool, bbq
- distance to beach: 2 minute walk
- distance to center: 10 minute bike ride

**SAMPLE**



# PLAYA BLANCA

(LANZAROTE)

# 3B. PLAYA BLANCA (LANZAROTE)

Located on the south-east of Lanzarote, it ensures the warmest weather, fresh local food, and unbelievable sunsets all year long. Within the tourist areas, this is the second safest choice when factoring risk on the property's investment.



## Property Example 3 (more info)

- type: 2-floor detached bungalow
- price: €290 000; HOAS €?
- space: 100 m2 built / 200 m2 plot
- rooms: 3 bedrooms, 2 bathrooms
- location: Playa de la ... (sea view)
- view: sea view
- amenities: balcony, garage, lift
- distance to beach: 2 minute walk
- distance to center: 15 minute bike ride

**SAMPLE**



## Property Example 4 (more info)

- type: 1-floor detached bungalow
- price: €285 000,00, HOAS €70/month
- space: 126 m2 built / 200 m2 plot
- rooms: 3 bedrooms, 2 bathrooms
- location: Costa Tegu ...
- view: street view
- amenities: garage, shared pool, terrace, tennis/padel
- distance to beach: 10 minute walk
- distance to Arrecife: 10 minute car ride

**SAMPLE**

# 4. PROFITABILITY INDEXES

The profitability scenarios look at historical data of similar properties in the same zones, to provide average yearly occupation and rent price for short-term vacation rentals. This data serves as the basis to calculate for profitability. Source: [AirDNA](#)

	MARKET GRADE *	AV. DAILY PRICE RATE **	OCCUPANCY RATE **	REVENUE **
<b>LAS PALMAS (GC)</b> 75th percentile	B+	124 €	26 days / month	38 688 €
<b>SAN AGUSTIN (GC)</b> 75th / 50th average	B	153 €	29 days / month	44 064 €
<b>ARRECIFE (LZ)</b> 75th percentile	B	85 €	24 days / month	24 480 €
<b>PLAYA BLANCA (LZ)</b> 75th / 50th average	B+	165 €	24 days / month	47 520 €



\* MARKET GRADE combined average of (1) rental demand, (2) revenue growth, (3) seasonality, and (4) regulation. Suource: AirDNA

\*\* Yearly average between 02.2019 - 02.2020.

# 5. PROFITABILITY SCENARIOS

The profitability scenarios look at historical data of similar properties in the same zones, to provide average yearly occupation and rent price for short-term vacation rentals. This data serves as the basis to calculate for profitability. Source: [AirDNA](#)

		1-10 YEARS				1-25 YEARS			
		CAP RATE	CCR	ROI	ROE	CAP RATE	CCR	ROI	ROE
GC	LAS PALMAS 1	8.56%	18.94%	42.94%	34.90%	9.25%	20.62%	45.96%	22.57%
	LAS PALMAS 2	6.73%	12.76%	34.24%	27.83%	7.27%	13.95%	36.78%	17.99%
	SAN AGUSTIN 1	10.64%	21.41%	40.91%	40.29%	11.49%	23.26%	43.88%	25.98%
	SAN AGUSTIN 2	10.51%	25.59%	49.31%	39.83%	11.35%	26.70%	52.88%	25.74%
LZ	ARRECIFE 1	4.72%	5.47%	27.91%	21.36%	5.10%	6.07%	29.77%	15.69%
	ARRECIFE 2	7.12%	12.31%	30.86%	28.43%	7.69%	13.45%	33.19%	18.40%
	PLAYA BLANCA 1	5.61%	7.64%	26.73%	25.09%	6.06%	8.39%	28.65%	16.21%
	PLAYA BLANCA 2	11.13%	25.14%	45.91%	40.88%	12.02%	27.30%	49.31%	26.43%



Calculations in detail → access spreadsheet

# 6. SERVICES TO MAKE YOUR INVESTMENT A SUCCESS



## Terms Negotiation & Purchase Support

Active assistance supported by real estate lawyer for a trouble-free experience.



## Home Improvement Projects

Using industry data, our designers focus on fixes to increase market value, and daily rental price.



## Long / short-term Rental Management

Get the full potential from Airbnb-type of rentals, or switch to seasonal rents. We'll take care of it.



## Utilities, Insurances & Taxation

Our local team will negotiate the best deals on utilities and insurances, and make sure you are up-to-date with taxation and the authorities.



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