



FRANK SALT

ESTABLISHED 1969

**MORE THAN 50 YEARS OF  
SUCCESS THROUGH INTEGRITY**

  
**FRANK SALT**  
REAL ESTATE SINCE 1969

THE WHISPER

FRANK SALT  
REAL ESTATE  
LTD

**FRANK SALT**  
REAL ESTATE SINCE 1969

FRANK SALT  
REAL ESTATE LTD





# OUR ROOTS

Frank Salt Real Estate was established in 1969 with the sole purpose of selling and letting property in Malta and Gozo, and while doing so giving our clients the very best, effective and professional service.

Over the years we increased our staff from 2 employees to over 200, our office network from 1 to 22 offices and divisions, and have ensured continuation of our company's innovation, efficiency and ethics in our dealing with our clients.

We have always been the leaders in the real estate business in Malta. By using the latest technology and through ongoing training of our staff, we ensure that their work is always of the highest standard.

The interest of our clients have always come first since the company started. Our ethos will never change.

## FRANK SALT CHAIRMAN



*Directors  
From left to right:*

Frank Salt  
Douglas Salt  
Grahame Salt  
Alison Vella



*Directors  
From left to right:*

Joe Lupi  
Darren De Domenico  
Jonathan Sammut  
George Vassallo  
Marie Grech





# 1969

FRANK SALT REAL ESTATE  
FOUNDED

# 22

OFFICES AND  
DIVISIONS ACROSS  
MALTA AND GOZO

# 150+

EMPLOYEES

# 75

INTERNATIONAL  
NETWORKING AGENTS

# 25,000

AVERAGE DAILY PAGEVIEWS  
ON WEBSITE

# 1,000

AVERAGE WEBSITE  
ENQUIRIES PER MONTH

# 50,000

COPIES OF FRANK SALT  
PROPERTY MAGAZINE  
DISTRIBUTED PER ANNUM





# OUR GROUP

Frank Salt Real Estate Ltd has cemented its reputation over **50 years** as the leading real estate agency in Malta and Gozo.

## **Frank Salt Real Estate Sales**

Spread over a network of 16 branches, our multiple award winning sales division covers both islands and has been the dominant market leader for a number of years. The property database consists of over 30,000 properties all updated and marketed individually.

## **Frank Salt Real Estate Letting**

This division consists of an enthusiastic team of consultants dealing with the letting needs of both locals as well as expats based in Malta through corporate enterprises, online betting companies and also individuals. Today the letting division has grown to be an extremely successful part of the Group and a winner of several awards.

## **Frank Salt Real Estate Commercial Property**

A stand-alone office in Portomaso dealing with the largest database of shops, hotels, bars, showrooms, offices and countless other commercial enterprises and activities for sale or lease.

## **Homes Of Quality**

This company based in Sliema was established to facilitate quality homes sales. HOQ has negotiated the sale of the highest-valued and most prestigious residential properties on the island and is the market leader in this segment.

## **Frank Salt Property Management**

Our Property Management division offers a complete range of services including of rental and holiday homes, regular property maintenance inspections and settling of bills, as well as rent management and collection services.

## **Home Interiors Consultancy Service**

Our professional and experienced home interiors consultants are dedicated solely to this field. This division offers furnishing, refurbishing of properties, as well as; turnkey projects, architect and interior design services. Our team is working with reliable suppliers who ensure first-rate quality and delivery of services.

## **Malta Holiday Lets**

Holiday website offering complete vacation solutions for visitors seeking somewhere special and of a guaranteed quality and location from which to explore the Maltese Islands. Focuses primarily on short stays.

## **Private Corporate Clients**

Our dedicated, highly-experienced team is here to offer you the highest level of personal service, proactively anticipating your needs and granting you access to exclusive savings and events in Malta via our well-established network of local and international contacts.

## **Berkeley Investments**

Primarily involved in high yield investment projects, developments in prime locations and project management services.

# OUR NETWORK

The group is represented locally across the islands in 22 offices and divisions as well as in 14 countries with a network of over 75 active international agents.

The Frank Salt Real Estate Group is focused on providing the best of service to both local and international clients with excellent representation on both Malta and Gozo. Our head office is located in St. Julian's while other regional offices are located in St. Paul's Bay, Mellieha, Sliema, Spinola, Marsascala, Cospicua and Gozo.

With our consistent focus on expansion we also opened additional offices in St Julian's, Ibrag, Fgura, and Gozo as well as a stand-alone Commercial Properties Branch that is located in Portomaso. In addition to this, we also have our niche arm of business that deals with noteworthy and exceptional homes, aptly called Homes of Quality which is located in Tower Road, Sliema. Throughout this network of offices Frank Salt Real Estate offers the widest selection of residential and commercial properties on the market which are offered as for sale and to let.

Each office is managed and manned by experienced professionals, with each one of them having qualified at our dedicated in-house training centre first. It is important to note that after completing their orientation, on-boarding and initial training, every new member of our sales and management teams undergo periodic ongoing in-branch training and development for the duration of their tenure with us.

Every regional office has the entire resources of the group at their disposal, which can be accessed instantly utilising the latest IT systems. The detailed local knowledge that is generated by each regional operation serves to optimise the care levels that we offer to our clients. Despite our size and long history of success, being a family-owned business has ensured that our group continues to operate with the utmost integrity and sincerest ethical values which forms part of our core operating principles.

All of our managers have only been considered for appointment in their respective roles after delivering years of successful service as property consultants and negotiators. With their undeniable knowledge and expertise they continue to provide guidance in the areas of selling, valuations, negotiations and in the follow-up of successful sales while simultaneously acting as consultants, mentors and motivators for their particular sales teams.

The group also has international representation in 14 countries through a network of over 75 active agents. Furthermore, local representatives of the company are sent to international property exhibitions on an annual basis. The services offered at these exhibitions are specialised and cater for both local and international buyers, making Frank Salt Real Estate Malta's undeniable market leader when it comes to the foreign clients segment of the country's real estate market.

## INTERNATIONAL NETWORK

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CHINA FRANCE GERMANY HUNGARY IRELAND ITALY NORWAY POLAND CANADA  
RUSSIA S. AFRICA SPAIN SWEDEN SWITZERLAND TURKEY U.A.E. U.K. U.S

# OUR MISSION

**The company has always maintained a very high degree of respectability and honesty in its dealings with the general public. We exist:**

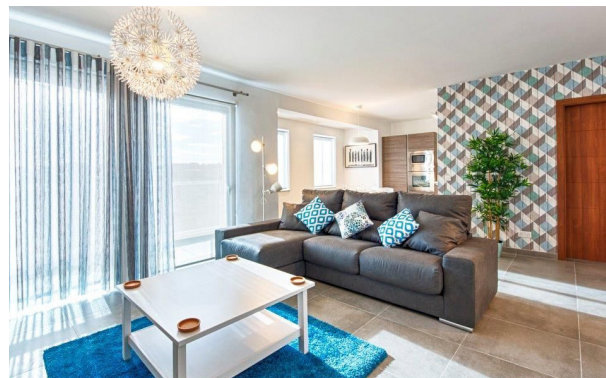
- To conduct a service, selling or letting real estate in the Maltese Islands, in a fair and ethical manner.
- To conduct ourselves in all property transactions, in a manner that would in no way cause bad feeling or disappointment towards our company or staff.
- To attempt to register with our company, all property, whether for sale or to rent, residential or commercial, at a fair market price, and negotiate in a fair and ethical manner the sale or letting of these properties, and to conclude the sale or let in a way acceptable to both owners and tenants/purchasers.
- To conduct ourselves when promoting or advertising property, in a way that will command respect and acceptance from the owners of properties that we are entrusted to promote.
- To do our utmost to promote the properties for sale or rent to the tenant / purchaser in a fair manner and to arrange for all the necessary contracts, and to ensure that both parties have the least inconvenience possible, as they move through the various procedures leading to the eventual conclusion of the sale or let.
- To be leaders in the field of real estate in Malta and Gozo and always strive to be in the forefront in all methods of promoting real estate through any media and in a manner that is effective for our clients.
- To ensure that all our staff, whether administrative, secretarial or sales, are well trained in order to give the very best and most informative service available to our clients.
- To ensure that we have a network of Branch Offices always fully equipped and well-organised in order to give the very best service possible to our clients, in all areas of the Maltese Islands.
- To ensure that our company has the very best relations with all the legal professions and banking institutions that deal with real estate in Malta and Gozo, so that sales and letting transactions carried out through our offices, can be conducted effectively and with complete trust.



# PROPERTY TYPES IN MALTA

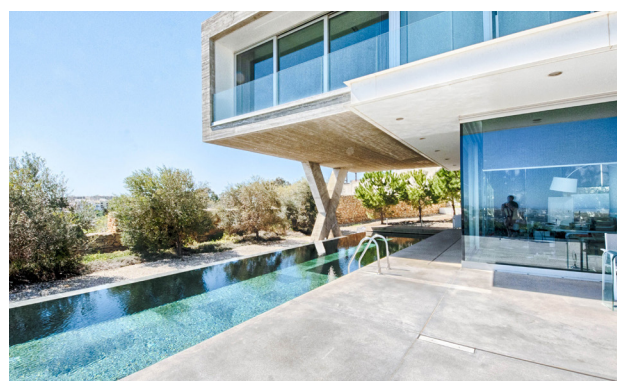
There are many different property types available in Malta, and the market offers a variety of modern and traditional architecture. If you fancy something unique and oozing character, then you can opt for one of the many houses of character or townhouses situated all over the island. Alternatively, if you are looking for practicality or an ideal first home, the number of apartments all over the island is proliferating due to the high demand for these types of properties.

Here is a list of the available property types on the island and we are sure there is something to suit anyone's taste, budget and needs.



## APARTMENTS, MAISONNETTES AND PENTHOUSES

These residencies range from studios or pied-a-terre to large seafront apartments or penthouses with spacious terraces and stunning sea views. One could opt to purchase within a small independent block or a unit that forms part of a large complex which usually offers communal pools and/or gardens. Maisonnettes are an apartment variation which also form part of a block but would have a separate front door, thereby providing more privacy to the owner. Furthermore, these are situated on the ground floor, and usually comprise a back yard or garden while the top floor unit would have its own roof terrace.



## VILLAS AND BUNGALOWS

These would either be detached or semi-detached and usually come with surrounding gardens and a private or communal pool. The difference between a bungalow and a villa is that a bungalow is spread over one floor while a villa is split into two levels. These are considered to be luxury properties and are quite large, usually built on about 1/3 of an acre of land.





### HOUSES OF CHARACTER AND FARMHOUSES

Some of the most charming properties on the island are houses of character and farmhouses, which are available as both unconverted and converted. When converted, these properties include modern finishes required for a contemporary home while still retaining the original features these properties have to offer. These could include wooden beams, mill rooms, wine cellars, central courtyards, stone arches and more. These properties are usually located within villages or in the countryside.



### TERRACED HOUSES

Terraced houses are modern property types built over two floors and usually with at least a 6m-frontage, garage, back and front garden or yard. The prices vary considerably according to the location and standard of finish.

### SPECIAL DESIGNATED AREAS

There are a number of luxury developments in Malta and Gozo which have been earmarked by the local authorities as Special Designated Areas (SDAs). These areas have no restrictions on foreigners who wish to acquire properties here, which make them ideal for those wishing to invest in local real estate. Properties located in SDAs are considered as high-end and usually consist of clusters of apartments, maisonettes and penthouses. Properties in this category are usually all built adhering to specific design guidelines and styles for each development and are almost always located on extensive grounds. Their value is further enhanced due to not only their coveted locations, but also their incredible high standards of finishes. Some SDA developments include:

- Kalkara - The Shoreline Residences
- Sliema - Tigne Point Residences
- St Julian's - Portomaso Development
- Mellieha - Tas-Sellum Residence
- Madliena Village - Madliena
- Marsascala - Ta'Monita Residence
- St Julian's - Pender Gardens
- Sliema - Fort Cambridge
- Vittoriosa - St Angelo Mansions
- Mellieha - Southridge
- St Julian's - Mercury Towers
- St Julian's - Mercury Suites
- St Julian's - Portomaso Laguna
- Gozo - Fort Chambray
- Gozo - Kempinski Residences
- Gozo - Vista Point
- Mriehel - The Quad Business Towers



## OUR OFFICES

Head Office  
+356 2277 0000

Balzan Branch  
+356 2277 0160

Cospicua Branch  
+356 2277 0150

Fgura Branch  
+356 2277 0350

Gozo Republic  
Street Branch  
+356 2277 0590

Gozo Fortunato Mizzi  
Street Branch  
+356 2277 0410

Ibrag Branch  
+356 2277 0380

Marsascala Branch  
+356 2277 0850

Mellieha Branch  
+356 2277 0810

Sliema Branch  
+356 2277 0610

Sliema Letting  
+356 2277 0210

Spinola Branch  
+356 2277 0250

St. Julians Branch  
+356 2277 0110

St. Julians Letting  
+356 2277 0110

St. Paul's Bay Branch  
+356 2277 0310

Property Management  
+356 2277 0183

Commercial Property  
+356 2277 0181

Home Interiors  
+356 2277 0119

Homes of Quality  
+356 2277 0620

Malta Holiday Lets  
+356 2277 0232

Berkeley Investments  
+356 2277 0620

Private and  
Corporate Clients  
+356 7925 2677





## THE MALTESE ISLANDS

Malta is the European Union's most southernly member state. Located in the Mediterranean, Malta has played a pivotal role in Europe's history for many years, commanding the sea-lanes and serving as a trade gateway between North Africa and the European mainland. With a temperate climate enjoying in excess of three hundred days of sunshine per annum, Malta has welcomed visitors, residents and investors for centuries.





# FRANK SALT

REAL ESTATE SINCE 1969



FRANK SALT  
COMMERCIAL



FRANK SALT  
LETTING



FRANK SALT  
PRIVATE AND CORPORATE CLIENTS



Maltaholidaylets.com.mt

HOQ

HOMES OF QUALITY  
A Member of the Frank Salt Real Estate Group



BERKELEY  
INVESTMENTS