

# el sueño noticias

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## **B**usiness is booming

Only immaculate, well-maintained properties in very good locations achieve optimum prices. In comparison with the stock market, price fluctuations in the property market are much less volatile. One has to consider that market valuations, as well as known, are the result of a sensible balance between supply and demand, and that the role played by market psychology should not be underestimated.

## **Realistic prices**

We have to concern ourselves with the basics – a realistic square metre price for the plot, a fair price for the covered square metre living area, not to mention, taking account of build quality, the standard of care and maintenance, decor and the age of the building. Pools, grounds/outer areas and miscellaneous walls must be brought up to the necessary standard. In this instance, it is worth noting that, obviously, a mature garden or a special ambience in and around the house, can only help in securing a contract.

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