

el sueño noticias

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House owners have many questions

In conversations with house owners, who entrust us with the sale of their property, on a sole contract basis, one of the most frequently posed questions is, after the handling of the sale, how long will the transaction take to complete? There is, of course, no simple answer, as a number of factors all play a part.

A question of well-cared for property

In principle, we would suggest an estimated time-span of one year, for the completion of a sale. Our contracts offer the option of a further 6 to 12 months extension. Well-cared for properties in good locations, that can be offered to the market at an attractive price, obviously stand a better chance of quickly endearing themselves to a prospective buyer, than the less attractive. However, the general surroundings, the view, the level of seclusion from neighbours and the condition of the garden also play a considerable role. It appears that many buyers are well informed when it comes to commencing the search for a house, and make quite a number of comparisons between what is on offer, where as, in contrast, owners mainly know everything about their own property. It is for this very reason that a comprehensive, advice-giving discussion is of importance, in which all fundamental points of the sale will be considered and the procedure fully explained. In the interest of handling the sale as smoothly as possible, the contract

should be put into writing. It is pleasing that many house owners take up this advice, resulting in few disagreements later.

Communication never forgotten

As in all business activities, communication should be a vital component of working together. We make every effort to keep you informed of our activities and their results by means of our monthly Newsletter and prompt reporting after every visit to clients in their houses. Despite this, in time, further questions can arise. Some can be answered over the telephone, while others will be more satisfactorily explained within the context of a personal meeting. We recommend you take advantage of this suggestion.

Importance of land register extract

Please take into consideration that we need to obtain from you a current land register extract (Nota Simple), copies of your Escritura Publica and statement of new construction (Obra Nueva). In addition, the "Fitness for Habitation" certificate (Cedula de Habitabilidad) and property tax information are also important. A prompt as possible response will spare us complications later. We would urge all of those still to supply us with these documents or who have faxes on 0034/96 647 06 34, to give his matter their best attention.

More information necessary

A ground lay-out plan of the house is also helpful. Further important information that we require in order to effectively market your property, is a survey-plan of your residential area, available from your "Oficina Tecnica". In addition, copies of your electricity and water accounts are of benefit to us, as they include important data and figures. No one knows your house better than you. We, therefore, ask you to put as much information as possible at our disposal. Think, also, about technical aspects and extras. All this information forms an integral part, not only of our Exposs "El Sueo Particular", but also the Particulars of your home shown on the Internet, and of course, our in-house magazine "El Sueo".

Key management

We manage the keys of quite a number of houses, if owners are out of the country. Please let us know, if you are going away or guests are in the house, in order that we can come to an agreement with them, to enable us, if your house advertised, to show it.

Competition stimulates business

The ever clearer trend demonstrating itself during the summer months, is that for many property buyers the northern Costa Blanca is an increasingly attractive alternative to the islands. Better still: Lovers of Majorca are, with greater frequency, cutting ties with their homes and interests there, and seeking an ideal and safer world among us. There are also, however, many few, well-advised house owners on the Costa Blanca on the look out for a change.



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