

el sueño noticias

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Investment climate

Significant interest in the continuing development of the property market, here on the northern Costa Blanca, is combined with many questions, above all, from clients, who would like to know, how well their money can be invested, at already relatively high price levels.

Professional help

It would be tantamount to speculative foolhardiness to predict price growth. What we can do, however, is to make the facts avail-

able, in order to give people the possibility of drawing their own conclusions. We see it as the *raison d'être* of our work, to provide professional help, in doing so.

Price development

Property prices have been rising continuously over several years in this country. The reason was a strong international demand on the part of the english buying community, and historically low mortgage interest rates. The culminating point has, for a considerable time, been exceeded. Prices are generally giving way.

But, take care: really good properties are, as ever, difficult to find and only obtainable with reasonable reductions.

Pay heed to quality

Consequently, quality remains constant. At the time of purchase, we recommend that you consider, not only the price, but also dedicate your attention to the many additional aspects. No property will combine every desirable feature. You should, therefore, define your priorities carefully.

The future will prove itself

Properties on the northern Costa Blanca are, by far, not the most expensive on Spain's coast. On the islands and the Costa del Sol one pays distinctly more. That will certainly change, as the Costa Blanca vigorously redresses the difference. Much is happening here on a grand scale, with significant investment in a region, that the assured international investor will relish.

There are always buying opportunities

It is difficult to conceive that property prices will fall persistently, as many a clairvoyant is forewarning. There are good buying opportunities right now, because the German economy is only showing slow signs of growth, and one person or another intends having to part with their dream property. This is most probably a favourable period in which to acquire a property, here on the coast, that would not be present, were it not for the economic uncertainty in Germany. Therefore, the home-made dilemma in Germany could prove to be an invaluable advantage here, resulting in, with a little luck, a good catch.

Take good advice

In the meantime, property purchase in this country, has indeed become a not entirely uncomplicated undertaking, and contains,

therefore, an element of risk. Anyone not knowing exactly what's what, should seek help. It is not the formal legal concerns alone that are important, but, finding one's way around the extremely complex property market can also present difficulty. We are not suggesting, for that reason, that you should turn to us, but certainly to a specialist, with the necessary long-standing experience, and, not least, some gems among the properties at his disposal.

For improved orientation

The internet is undoubtedly a great help, in this respect, but images and text form only a small part of the information. Few tell you of the infrastructure surrounding the house, the neighbourhood and many other aspects. In order to make orientation of our website easier for you, we would like, in this and future newsletters, to draw your attention to a small selection of properties, that merit recommendation.

Moraira: A villa in one of the most beautiful open-view locations on the northern Costa Blanca. Well-cared for, unspoilt south-westerly location, spacious, bright rooms, few steps, quiet, not overlooked, close to shopping cen-



tre, easily maintained garden, large garage. An all year-round residence of the highest level. 2 bedrooms on the main living-level, a "granny-flat" in the basement. More at Ref. 2324.

Jávea: A gem in one of the finest residential areas of this town. A picture-book house with a superb panorama over the Bay of Jávea. More at Ref. 2361.



Dénia: An entirely renovated finca. We advise Dénia admirers, looking for a finca, to view, without fail. Romantic, quiet, secluded, in a good sunny location, on a flat plot. More at Ref. 2343.



Calpe: An endearing small property, as good as new, well-cared for and exquisitely appointed, that will deliver favourably on a family basis. A buying opportunity for people not requiring a large property, but who place value on quality and style. A sunny, secluded plot with a low-maintenance garden. More at Ref. 2288.

Altea: A superlative property. Unique on the northern Costa Blanca. Anyone seeking



something out-of-the-ordinary, should cast a glance its way. Of all our properties, this represents the concept of the "dream-home" more than anything else. More at Ref. 2038.

Jalón: An architect-designed finca in a very special style, not to be repeated on the coast. An out-of-the-ordinary property, now seeking an admirer, at an interesting price. More at Ref. 2037.

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