

# el sueño noticias

www.hg-hamburg.de

Ref. 2190



## November 2005

**A** **mark of quality**  
There is scarcely a name in the northern Costa Blanca property sector that is held in the same esteem as **el sueño**. Originally the title of our in-house magazine, it today represents the byword for prime properties in this region. To clients it serves as a form of introduction and, at the same time, gives assurance that, within this brand-name, exclusive gems can be found.

### **Trust is everything**

Beyond that, the **el sueño** mark of quality

stands as a logo for fairness among associates. In every respect. Here, you will find that you are not only linked to a community of experts, but also that you will be met with a large measure of decency and honesty. **El sueño** has, consequently, become a seal of quality and wants to be understood as a mark of distinction, with which we want to create the impression that, we see our overriding duty to you as being a trustworthy partner. This motto has been the principle of our company philosophy for decades, and shall remain so.

### **There has to be some pleasure**

We believe this sentiment to be one of many reasons why it makes sense to acquire your property through Hanseatische Gesellschaft. It is quite clear that you must, above all, agree on quality and price, not to mention, the view, sun-position, build-fabric, garden, room distribution and year of construction etc. We know that only too well ! However, from our point of view, there is still something else to be considered, something lasting; namely your happiness and expectations. In addition to bringing you a little luck and satisfaction, we would hope to, perhaps, exceed your expectations, because we have the means to do so.

### **Work makes sense**

Obviously, we are aware that the question of money must also be addressed. However, we definitely would not have been actively engaged in this profession for 35 years, as we have been, were it not for other factors of merit, for which we continue to strive. Like, for example, the feeling that the job has a deeper significance. We know from experience that, many a client, to whom we attended in the past, but who may have purchased elsewhere, remembers our way of working and returns to us, when wishing to resell, or recommends us. Why? Because trust has been created, combined with an intuition for engagement and competence. That pleases us and gives us the energy to proceed in a composed manner.

### **Of current interest**

In order to do justice to the notion of "the Newsletter", and, therefore, keeping clients up to date with worthwhile information, we would like, in this section, to refer to the following properties.

### **They are as follows:**

Ref. 2190 € 695.000

Ref. 2220 € 1.750.000

Ref. 2057 € 2.750.000

Ref. 2038 € 3.500.000

Full details of these properties are available on our website by introduction of the reference number on the "villas for sale" page.



### **Hotline Service**

You can keep abreast of all the "Hot of the press" news by calling our Hotline (0034) 626 310 568, daily between 9 and 18.00 hours (also at weekends, if you're lucky). At this number you may also arrange on-the-spot appointments with us, at short notice.

### **Prices are tumbling**

We are experiencing a buyers market. Although we thoroughly discuss the matter of price with each owner before the incorporation of a sales instruction, renegotiations are, for the most part, still possible. There are exceptions to the rule, because many house owners are displaying common-sense and rectifying their price expectations in a timely manner, in order to be on the market at an accurate level.

### **Keep your cool**

To "go for it" or not, is it worth it? That is the question posed as the time draws near. A definite uncertainty is obvious in the market. The majority of people believe that a price-

revision is on the way, and that's true. But is it really true? We advise you to keep your cool and draw your own conclusions. It is worth it and is extremely interesting at the moment, because something is happening; the question is, what exactly? It is accurate to say that there is immense movement in the market, and that people are on-the-ball. And that is not without reason. Once again, it is not price alone that is the decisive factor, the property must also be "just right". Take your time comparing, only go so far, and try to avoid those who are practiced in the art of profit-maximization, because there are also people who have built up a good reputation- some even over the course of decades- who would never dream of putting it at risk.

### **Growing interest from outside Europe**

As we know, many problems in Europe transcend boundaries. The bear, however, dances on other continents. Regions such as the northern Costa Blanca are in the sight of international investors, with interest from typical "boom" countries, as well as, countries like, the Czech Republic, the Middle East, South Africa and Singapore, which should not be underestimated. That is an interesting observation, we think, because it also implies certainty, in the sense of stable, crisis-proof investments in this area.

### **Errors excepted**

Beware of making any more mistakes! 6 or 7 years ago, many buyers were of the opinion that, with regard to the acquisition of a property in this area, they should wait, because they believed that prices were too high and were, in all probability, on the verge of falling. And what happened? They have doubled. Obviously, that cannot be predicted, but, due to such a serious mistake, many have missed the boat, once and for all, because prices then became, literally, beyond their reach. It is

unfortunate, because, by doing so, many a well-intentioned client, has been left standing.

### **The following are some properties we would like to bring to your attention:**

**Dénia:** A finca straight out of a picture-book. The original masonry is approximately 200 years old, and although much of it has been restored, a lot has'nt. This property is, however, a classic, seeking its equal, not in perfect order, but full of charm. Ideal for someone who would take pleasure in reinstating such a gem according to his own taste. The essentials are certainly just right, above all, the location



and the extremely typical spanish ground-plan. We would think it unfortunate to totally modernize this house, but it affords someone the opportunity to complete a stylish restoration, in keeping with early examples. That's what we would suggest. More at Ref. Nr. 2316

**Moraira:** Front-line, sea-facing properties are always something special, and this is no exception, because from here at night, it is not a "black hole" that you see before your eyes, but the fascinating twinkling panorama of the Calpe skyline in the distance. Moreover, you can walk directly into the sea, by means of a stairway, and since the plot is situated on a westerly slope, you will witness sunsets straight out of a picture book, and be sheltered from wintry winds that, coming in a north-

easterly current, can cause discomfort. If you are favourably disposed to a sloping, terraced plot, this could be your dream property. More at Ref. Nr. 2179

**Jávea:** Since the time when it was still a dominating town residence of a renowned spanish architect from this locality, it has been transformed by a skillful hand into a wonderful dwelling-house. Today it could serve a company as a training centre or be converted into a superb estate. Situated on a glorious peak, reigning over Jávea, in a dominating position with a view over Jávea town and the sea in the distance, it is a magnificent building, not to be missed, that is seeking its equal on this coast. It is not only the aesthetic architecture, but also the truly imposing rooms that casts a spell on every visitor. More at Ref. Nr. 2036

**Benissa:** The demand for townhouses is definitely still sluggish. We believe, however, that this will change within a reasonable space of time, due to a string of reasons. The charm of this townhouse lies in the absolute tranquility, despite the central location, and the exceptionally superior inner life; that you have, at home, a picture gallery with anybody who's anybody, speaks for itself. Although an expensive renovation took place several years ago, there is still sufficient for a buyer to do, rein-

stating the house, in order to satisfy northern european demands. We would suggest the modernization of the central-heating system and the installation of a lift. More at Ref. Nr. 1742

**Calpe:** It is rare to find a real finca so close to the sea. As a rule, one discovers them in the valleys of the hinterland, far from any infrastructure. Not so here. This lovingly planned, horticultural plot, in an unspoilt, southerly



location, adjoining a well-maintained green zone, can be found only 10 or 15 minutes walk from a small, idyllically situated harbour. From here you will enjoy a wonderful, unspoilt view of the sea, and as befits a classic finca, the plot is flat and sunny. A further advantage is that the plot is virtually secluded, the neighbours on distant hills would need the help of binoculars. More at Ref. Nr. 1909