

el sueño noticias

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Help with valuation

The search for the "right" price is always an exciting topic. We know that market price results from supply and demand. The time-honoured auction illustrates this course of events. An independent expert's report will confirm the validity of an item, and declare the valuation price. The highest bid acquires the lot. Obviously there are limits set, below which a sale will not proceed, or if so, only just below the reserve-price, because many a person will not sell below a certain pain barrier, preferring to wait

for someone who is ready to pay his asking price.

Valuation reports are a good idea

It is no different in the property business. Here there are also booms and slumps. As constant price-movement is evident, it is best to make use of a major, local bank, who is prepared to finance the acquisition and an independent expert, who knows a lot about market-driven prices. Such a report is a good thing, in order to make sure that you do not buy too expensively.

An interesting topic

Unlike securing an object at auction, however great it may be, the acquisition of a foreign property is, of course, something entirely different, above all, because it tends to change your life, sometimes to an extent that you did not expect. Many new impressions and some surprises, perhaps even a real adventure, await you. There is a lot to learn and experience. Do you already speak Spanish or have you learnt the language in the past? Maybe you will learn to play golf, or perhaps there will even be a open mooring for your boat in one of the harbours in the proximity. You will have plenty time and a number of things to try out! What do your friends and family think? Nobody can tell you which energy source you will tap into with a home in the south, that lies in your hands and is an exciting question.

Time to enjoy your own space

We can only imagine the diverse expectations that will be associated with the acquisition of a home in the south. It seems like many want to give pleasure to their family, and put a long-desired wish into action. Some people may like to summon up the energy to take pleasure in their garden, the sea view and the ambience in the house, to enjoy the life, for which, they have worked hard, while others may wish to indulge in various other activities. Many also want to do something for their health, psychologically as well as physically.

Impending reappraisal

There is, of course, another range of motives. As you belong, however, to an intimate private circle, seldom will they be spoken of openly. Nevertheless, they are of greater significance, it would seem, to us. This includes overcoming the issue of peace and time, the development of new ideas and thinking over what one should do differently in the future and what to let rest. The contemplation of

one's own life from a certain distance, in the truest sense of the word. Many are also preoccupied with the notion of letting go and separating themselves from burdens, so that space for the new can emerge, such as, perhaps, newly discovering love, driving a convertible once again or writing a book.

An intriguing transformation

People seem to have countless reasons for wanting to settle on this coast. We have noticed, over a long period of time, that a not insignificant number are preoccupied with thoughts of a completely new beginning. Some have already set this plan in motion. Experience appears to tell that it is advisable not to disrupt the home camp too abruptly and to allow the change to proceed in a measured fashion.

Of current interest

Also this month, we would again like to refer to some interesting properties whose prices have been lowered. They are as follows:

Ref. 2272 € 780.000

Ref. 2253 € 1.450.000

Ref. 1968 € 1.975.000

Ref. 2048 € 2.350.000

Detailed information about these properties can be found on our website, on the "villas for sale" page, by introduction of the Ref. No.

Hotline Service

You can call our Hotline,(0034) 626 310 568, daily between 09.00 and 18.00 for hot-of-the-press news, and to arrange on-the-spot appointments.

Bazaar mood

An intense price-war is taking place on the coast in which more and more people are participating with great zest. Word has got out

that any price is negotiable, and offers of between 20 and 30% below the asking price are the order of the day. Of particular demand are the gems among the properties available and prime locations accordingly, together with villas displaying just the right build-fabric and condition. The best the market has to offer, in fact, because that is what clearly appears to be the optimum investment for many people.

Bargain hunt

Many people seem to be in a hurry to grab their property at a bargain price, with no hint of anxiety that the market may still see a further downturn. A bustling activity is taking place, whereby the buyer, currently appears to have the upper hand. This instability is having an immensely stimulating effect on the market, with no sign of stagnation, and whoever doesn't want to play a part, insisting on persevering with excessive prices, unfortunately, will not get a look-in and will have to wait. That, perhaps, may turn out not to be such a bad thing.

Negative publicity with positive effects

Others seem to view this entire theatre in a not so resolute way, finding this performance, in which the character appears to be participating in a sporting competition, rather amusing. Many a home-owner allows himself to get carried away with the high-spirits and actually sells "dirt-cheap". Owing to the view spread in the press, that prices in many regions of Spain are excessive, this has led to instability in the up-market property sector. The bears see themselves very well prepared, present sound arguments and obtain, very successfully, worthwhile reductions. It seems that love no longer prevails among men.

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

Dénia: This villa, sunny and sheltered from the well-known fall winds, is situated in a gently sloping position facing the sea, at the end of a quiet cul-de-sac. The view of the harbour and Dénia Castle is unspoilt, and the convenient location is advantageous to all those with their eye on Dénia as an all-year-round residence. The discerning visitor will immediately notice



the outstanding build-quality and excellent condition of the villa. The intelligent ground-plan and the thoughtful formation of the pool on the sheltered southerly side of the house, level with the living-area and summer kitchen, also testify to a clever course of action at the planning stage. More at Ref. 2362

Moraira: A special villa in El Portet. Here you will find yourself in one of the three most favoured locations in Moraira, enjoying one of the most beautiful views in the region, the beach in close proximity, well-cared for surroundings and a refined neighbourhood, while the town of Moraira is 5 minutes away by car. The well-cared for, substantially built villa, quiet and totally secluded, and situated on a south-westerly slope, is on two levels. The view of the Bay of Portet and the mountain panorama is unspoilt, and you will also be sheltered from wintry winds coming in a north-easterly direction. More at Ref. 2366

Jávea: On the southerly slope of the Montgó you will find yourself in the midst of a mild, dry micro-climate, that has helped this region gain its reputation as one of the best winter locations on the entire Costa Blanca. The location, in immediate proximity to the Montgó conservation park, is peaceful, secluded and sheltered from wintry winds. Doctors recommend the healthy climate that is prevalent in this region to all those suffering from cardiovascular and rheumatic conditions. Here, what the World Health Organisation (WHO) already published decades ago, is true, namely, that in this area, the world's best climate prevails. More at Ref. 2377



Benissa: The area of Pedramala and the localities around the town of Benimarco remain undiscovered by many people, even locals, because they are situated a long way from any infrastructure and far away from the coast. That, of course, holds a certain attraction, and is never more true than with this property, located some way from tarmaced roads, in

Campo. As you will be able to gather from the internet images, a phenomenal sea view opens out to you here, as well as, a tremendous landscape-panorama over one of the most beautiful regions in the northern Costa Blanca. The nature-blessed garden and the aged country house would, however, benefit from some renovation. More at Ref. 2374

Jávea: Whoever would define a spacious, brand-new house on a flat, sunny plot, in the middle of an orange-grove, as the essence of their dreams, should take a look at this property. The house stands on a plot of 1.866 sqm and will be offered for sale with the option of acquiring an additional, adjacent 2.750 sqm, fully legitimate as building land. Of particular charm is the unspoilt view of the superb



mountain panorama, combined with possibly the most glorious sunsets, which Jávea, in general, is known for. You are not far from the town here, and in a climatically favourable location, that allows for excellent living all-year-round. More at Ref. 2327