

el sueño noticias

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Welcome News
Our popular in-house magazine, el sueño, will soon be gladdening the hearts of lovers of beautiful spanish properties once more. Differing from before, however, it will in the future be bilingual, and contain exclusively, “hot of the press” properties with “hot of the press” prices. It is the innovation of developing technology that we have to thank for this, that now allows us to produce the magazine, not – like previously in offset – in thousands of copies, but ourselves, on an ultra-modern, digital colour printer in-house,

in small runs from “A to Z”. With such a step-forward we are fulfilling the wishes of many clients, who have repeatedly asked us, to let it continue alongside our website.

Progress is called for

Anyone who has followed our development, will remember that earlier issues of the magazine’s price-list enclosures would give information relating to current properties and those that had already been sold. There were even times when an issue of the magazine would contain more sold than currently available

properties. That is now all in the past. In the future, when a property is sold it will be replaced by a new one, and the client will find out instantly.

A look back

For us, the year 2005 has seen a predictable development. The trend, of which we have kept you informed on a monthly basis since August, has continued. To put it in a nutshell : prices in 2005 have, without question, clearly fallen. Bargain hunters have, however, been disappointed, while top prices have only been achieved for prime properties in first-class condition. It has been difficult for speculators, and many people have miscalculated, buyers and sellers alike. We know of many who were hoping for a low price but did not get a look-in, and of owners who could not part with their property below their price expectations.

It has been an eventful year

The market has been alive and full of excitement. Anyone with a reasonably clear objective in mind, who had embarked on the journey well-prepared, could score, was successful and had reason to celebrate. In the past year, the Germans were also unable to hold on to the glorious old days. The optimism which ensured they were usually always on the ball was missing, and, with only a few exceptions, they appeared to be weak and inactive. The enthusiastic buyer community was once again international and the Germans could only shine like a tail-light. There is, however, light at the end of the tunnel.

A good choice

The positive side with regard to the northern Costa Blanca is that, in spite of falling prices, owners have still always achieved reasonable profits, and, in comparison to other capital investments, have, on the whole, made a good choice. Although future developments are dif-

ficult to assess, it would appear that, taking a long term view, the acquisition of a property on the northern Costa Blanca, remains as solid an investment now, as it ever was. It all depends on expectations. Great yields are rather unlikely at a relatively high price-level. Price increases, nevertheless, cannot be ruled out, if everything was just right at the time of purchase.

Give it some thought

It cannot be said often enough: Not only price alone, but many other aspects play an important role, including, above all, location, not to mention build fabric, condition, infrastructure and locality, all of which should not be underestimated. At the time of resale it is helpful if the location is predominantly quiet, sunny and secluded. In addition, it is important to many buyers, that not too many steps hinder inspection of the plot and house. And last but not least the view! And the garden!

It can be difficult for perfectionist

Obviously it is not always possible to get everything you had hoped for. As you know, life just doesn't work like that. From our, for now, 35 years of experience, we can tell you that every purchase proceeds on the basis of some form of compromise. And that is quite right. If the most important things are just right, and the love for the country, the sea and the good weather still turn out fine, then returns will follow suit, perhaps not in coin of the realm but in a guaranteed better quality of life.

Make use of real opportunities

We believe that, in spite of all practical and economic considerations, there still arises a further, very important point, namely the "timing" with which you make the decision. Anyone who waits too long, may miss a good opportunity.

Of current interest

Also this month we would again like to point out interesting properties.

Ref. 1940 Jávea € 745.000,-

Ref. 2213 Jávea € 1.585.000,-

Ref. 2365 Dénia € 1.550.000,-

Ref. 2036 Jávea € 3.5 Mil.

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.

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



Jávea: This villa, wonderfully protected from wintry winds and orientated in a south-westerly direction with a majestic view of the Bay of Granadella, enjoys a front-line position high above the sea. The location is completely secluded and, except for the roar of the sea, totally peaceful. The nightly view of the sea here is no black hole, and above all, there is no dampness which is often said to be the case with locations right by the sea. See for yourself. Originally the villa belonged, as a guest-

house, to the main-house situated above it. Later the plot was divided and the houses



were sold separately. In Jávea, this villa is an unmistakably rare buying opportunity. More at Ref. 2393

Jávea: Anyone wishing to live here mainly in winter, or even all year round, could take a liking to this villa. The location is peaceful, sunny and not overlooked, and only a few minutes by car to the town. Thanks to an ever so gently sloping position, the main living area and the pool can be found on one level, an important prerequisite for many buyers. The easterly orientated summer side of the house offers a beautiful sea view, while the south-facing winter area is sunny and sheltered from the wind. A clever style of construction, providing you with all the advantages of year-round living, as well as space for a tennis court or guest-house. More at Ref. 2333

Jávea: A magnificent finca is the dream of many a lover of Spain. Here you have one. Being the epitome of the classical, spanish country house of this region, it is close to the town, yet quietly situated, with a flat, fertile plot, and secluded with a beautiful south-facing view. At the time of the extensive renovation and modernization of the old building, the original character was, with much love and expertise, largely preserved, and authentic materials, such as terracotta

and sand-stone lend the house a typically distinctive atmosphere. We are pleased to be able to offer such a finca for sale again, after a considerable amount of time. More at Ref. 2370



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