

el sueño noticias

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A matter of trust
The acquisition of a property overseas is, to a certain extent, a matter of trust. The Hanseatische Gesellschaft asserts that opinions in its advertising are credible, and the promises of accountable associates are underwritten by contracts, and are, therefore, binding. For ourselves, honesty and good faith are unconditional prerequisites, in every respect, with careful listening to, and consideration of the clients concerns being of the utmost priority, forming together, as far as we are concerned, good manners and respectful dealings.

The Hanseatic mode of practice

In principle, a collaboration of trust always comes first. We view human decency and the courage for the truth in close context, and the, to some extent, high expectations of the clientele are, for us, a challenge and an incentive, at the same time.

In search of the best

It's no accident that, on the northern Costa Blanca, the Hanseatische Gesellschaft is regarded as a company that occupies a special position within the area of exclusive properties. For more than 35 years, the company has



made its way on the east coast of Spain displaying a standard rarely found, constantly on the search for something special for its clients, and has struck lucky time and again in locating properties in privileged locations, that have given pleasure to its discriminating clientele.

A long-term strategy

A "bugatti" company, therefore, that is committed to unusual one-off pieces rather than the mass-produced, enabling the buyer to find something special. The Hanseatische Gesellschaft is, today, both well-known and favoured by buyers and sellers alike, as well as agents throughout Europe as a trustworthy partner of top-quality properties on the northern Costa Blanca.



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It makes all the difference

Consequently, we have a large, international client base and a sales network developed over many years at our disposal, and are regarded as a company which, itself, has earned an affinity with many people, sellers and buyers alike. Perhaps it is because we hold the business close to our heart, and thereby stand out in a pleasant manner. Why, as a rule, does it say "the fine difference" in our Bellevue advertisements.

Work makes sense

We, therefore, increasingly have the feeling of being needed to fulfil a task of which not everybody gets the opportunity, and which not everybody is capable of bringing to a successful conclusion. That, in itself, brings a lot of satisfaction and gives us, time and again, the impetus to be active all over again; because here it is not just a job that is being done, but the emergence of something lasting, namely a relationship with those people that we deal with. And that motivates us immensely.

Finding compromises

We ask you to consider that properties do not sell themselves. There are always people working behind the scenes. How can it be that, at times, many seriously interested buyers do not find their dream home? It is not exactly child's play to find a property that fully lives up to expectations. It is and remains a compromise, just like the two sides of a coin. Whoever likes one side, must be appreciative of the other.