

el sueño noticias

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Stay cool
The search for a suitable property overseas is for many people an exciting matter, as much afterwards as before. For some even an adventure. The pleasure is obviously great when everything goes well, but until then, it is often a long journey. If you listen to your inner voice and have a good feeling, at the same time, then much has already been achieved. We strongly advise you against committing yourself to a property that you have previously only seen on the internet. Keep an open mind.

Comparisons pay off
Your search will work in the best way possible, by comparing several properties that correspond approximately to your requirements, at the same time. In that way you will get a feeling for the different locations and prices. A confidential, as detailed as possible discussion with the agent, about your wishes will guarantee that you will be shown, from currently available properties, exclusively those that correspond, at least, partly to your own ideas. This procedure assumes that the agent has a correspon-

dingly large choice of suitable properties at his disposal.

Cultivate contacts

Sooner or later, this is the point at which many encounter the first difficulty, namely the realization that many agents do not have even one single comparatively suitable property at their disposal, let alone several more, that, under similar pretexts, you could make comparisons with. That is why, you are well advised, should you already be on the verge of seeking out a firm, to ensure that it is "at home" in the sector in which you are hoping to strike lucky. That is undoubtedly not easy, but feasible.

Get references

Related publishing companies, for example, BELLEVUE, Europes largest property magazine, provide information, as do local banks, architects and notaries, but also building contractors and, above all, people, of course, who have already lived on the coast for some time and know their way around. Many a firm, ourselves included, will gladly refer you to one or another clients, who would be prepared to share information with you regarding their experiences, gathered through the years.

Professionals know more

Notable lawyers, among them, Dr. Burckhardt Löber, Frankfurt or Prof. Dr. Peter Gantzer, Munich, whose addresses you may call us for, will also provide information or advise you on literature relevant to the purchase of property in Spain. The German and Swiss Consumer Protection Association for Overseas Land/Property Owners (registered society) in Waldshut will be happy to answer one or another of your questions. You won't get any recommendations from there, though, but most probably, some advice about any "black sheep". This institution has very carefully observed and studied the overseas property

market for more than 3 decades, and is respected as a critical authority. You can also call us for these addresses.

Fairness will be valued

Although you may not be familiar with the firm that is negotiating the sale of the house that you want to buy, the reputation of the company with which you become involved in the preliminary stages, is certainly of undoubted importance. We would like, at this point,



to make a stand for the many truly reputable agents, a lot of whom we know personally. It is true that the standing of the business has suffered tremendously over the course of time, due to the tactics of many a firm and still suffers, in part, because of the demanding conduct of the seller.

The advantage of cooperation

Nevertheless, an improvement is looming on the horizon. Meanwhile, the market is extremely complex, the clientele very much more demanding than even 10 years ago and

the competition has become quite aggressive, so that less well-prepared agents will find it difficult to survive. One sees it happening to the many who give up, because they are no longer able to meet the demands, and even the really efficient among the professionals are constantly seeking out strong and responsible partners, that have an attractive property range as well as, sound knowledge and experience at their disposal.

Competition is stimulating the market

In other words, it is getting more difficult, and whoever wants to keep pace must prepare themselves. An icy wind is blowing in the sunny south. Honour will always win through successfully among thieves, and increasingly the contest will be fought with no holds barred, a clear sign for more troubled times ahead. Obviously, such increased competition has many advantages for clients, but the market in general will also profit in diverse ways.

Prospects are good

We consider this strengthening to be not only healthy, but also exceptionally important. Prices are stabilizing, and first-class, skilled work has become, in the meantime, a strong, integral part of the scenario. Many old houses shine with renewed splendour. The service being offered, currently, in many places is, notable and rarely to be surpassed.

Confidence in the future

The constantly improving infrastructure,

which means, not only streets and open spaces, but also the water quality, electricity supply, refuse collection, mail delivery, banking and the many new restaurants and busi-



nesses, bear testimony to the high level of confidence people have in this region. The quality of life on this coast has seen a remarkable improvement and there is no end in sight. One can predict, we believe, without exaggeration, a great future for this region.

Your home in the south

The growing interest in property all along the Spanish Mediterranean Sea coast, slowly but surely over a very long period of time, has led to a boom, particularly in this area, the likes of which even the Spanish would not have thought possible. The ever friendly attitude of the Spanish to their European neighbours has brought with it an astonishing development, that has evolved naturally over many decades. The idea of xenophobia is unknown to the Spanish. Any Northern or Mediterranean European can truly feel at home here.



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