

el sueño noticias

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Choice matters

This still remains so, as has always been the case. From a total of 10 inspected properties, only one, or at the most two, will truly stand a real chance of passing the critical eye of the Hanseatische Gesellschaft. The rest, more or less, will all have serious defects. Buyers rely on such quality control.

An interesting finding

In principle, a responsible agent will examine the properties documents on insourcing of the

sales contract. How thorough this inspection turns out to be varies from individual to individual. A final, comprehensive check will follow, at the latest, within the framework of the preparation of the sales contract. Remarkably, we are finding that a higher percentage of properties on offer are still problematic. There are various reasons for this which cannot be clarified within the scope of this newsletter. In any case, clients of the Hanseatische Gesellschaft benefit from a professional examination of all relevant documents concerning their property.

The seven year itch

There are properties that remain in the same ownership for several years, sometimes even decades, while others, seem to change owners frequently. We are repeatedly asked, why it is that some properties, on occasion, change owners, while others, seemingly completely untouched by the passing of time, and for unusually long periods under spanish circumstances, only have one owner.

The changing times

The majority of properties are known holiday-homes, from which people will part without much fuss, and frequently with considerable profit. Some may have acquired themselves an apartment, that is inexpensive to maintain and only requires locking-up when they are away. For others it may well, in fact, be the case that they are turning their backs on the coast, because the children have, in the meantime, become independent and are going their own way, or they seldom use the house.

High demands

Likewise, another group of home-owners frequently to be encountered, are those inspired by the desire for a better location, a larger amount of space and an up-to-date build-quality and fittings, above all, because they intend living here in the winter, or even all year round. Consequently the old house has to be sold and a new one found. There is also the fact that, despite advanced years, many still enjoy good health and would like to achieve something "better". It can, therefore, be explained that a higher percentage of sales involve people who already had a house in this region. It is also of interest that the majority would like to remain in the area which they have become fond of throughout the course of the years.

Coherent price-effectiveness

The general assumption is that properties with

various previous-owners are more expensive than those with only one or two, because the price of the property is increased by notary and registration costs, land-acquisition and capital gains tax, commission, as well as renovation and conversion work, not forgetting the



profit-gain of the previous-owner. That sounds logical but is not always entirely the case. It should not be left out of consideration, however, that the modernization of the house and improvements to the garden-areas etc, also justify the price and often spare the buyer irksome renovation works. It is also correct that properties with a considerable backlog of overdue renovation works are far more difficult to sell than those where the owners have kept up-to-date with their maintenance and have done, not infrequently, excellent work.

Good opportunities

For investors with a little imagination and a certain feel for "properties with potential", it has been shown to be here, a field of activity on a still far-reaching, unheard-of scale. We

are thinking of the acquisition of houses in very good locations, for renovation, in which to put an attractive interior-architecture and first-class fittings, with a view to reselling.



Obviously such an undertaking is not entirely risk-free, but can, with good advice and some patience, and equipped with the necessary entrepreneurial spirit, result in highly interesting prospects for the clever investor. One should, however, bear in mind with regard to this topic, that such properties do not grow on trees. We advise that you consult an experienced expert for the conversion works, in order to receive the most accurate estimate possible of the anticipated costs.

The southern slope of the Montgó

The southern slope of the Montgó is, undoubtedly, a classic among property locations in Jávea. From high above on the mountain it presents a phenomenal view, and the sunsets are especially impressive. The healthiest climate on the Costa Blanca prevails in this area. It is a dry micro-climate with summerly winds blowing from a south-westerly direction, that will feel very pleasant. In winter, the Montgó protects the region against the unpleasant north-easterly winds and the less desirable dampness, that afflicts many places close to the sea. As much as people value sunny locations in winter, some, however, have misgivings about the summer heat.

A microclimate par excellence

Moreover, it should be taken into account that the considerable treestock, the ever-green pine forests and the lush mediterranean vegetation of this area, offer protection against the extreme summer sun. The shady, covered terrace, the so-called naya, proves itself to be a genial place to linger, not only in late autumn and spring when, in any case, the climate here is among the best on the european mainland, but also, above all, in summer. Of further interest is that, despite the low summer rainfall, there is never, to the best of our knowledge, a water-shortage here.