

el sueño noticias

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Demand on the upturn once again
Following a period of revival, the quarters end clearly shows an active increase in the market. In accordance with expectations, demand for well-maintained properties in, primarily, good to very good locations, has improved, with, in addition, potential Spanish buyers contributing to the market revival once again. We are detecting keen interest in front-line to the sea locations, or elevated positions with corresponding views. All things considered, high-quality properties are, once again, at centre-stage. But not in all ranges, the same can be said. In the middle price segment the demand still leaves to be desired.

Advantage of the climate

Quick and decisive buyers, who frequently have quite specific wishes and demands, are also coming into view again. Should a suitable property not be found within the time-frame of a weekend, the client will leave empty-handed, returning whenever a property that meets his requirements becomes available. Often, it is a question of people who wish to betake themselves to the coast for health reasons in order to benefit from the climate that prevails in this region. Obviously, the north Costa Blanca enjoys a climate of its own, with all of the 4 seasons, but a lot milder as most of the north-europeans are used to.

Sunny locations preferred

Above all, properties in totally sunny locations, in a dry microclimate and sheltered from the, at times, harsh, wintry, north and north-easterly winds are sought-after. As, quite frequently, the potential buyers are not so young; the desire for as few steps as possible and a well-maintained infrastructure also has to be taken into account. In addition, many clients are averse to old, dark houses and locations in which there is only the faintest sound of traffic in the distance. Understandably, the reaction to possible renovation works, that cannot always be accurately estimated, is critical.



Clarification is necessary

Moreover, it should be said that potential buyers are well-advised to view such properties for themselves. Experience shows that very frequently old houses are to be found in the best locations, and we understand exactly the restoration of such houses, inkeeping with their character, or the utilization of the plot for a new building, according to your requirements. We believe that a potential client, for whom it

is merely a question of a truly good location, should carefully consider this, sometimes only on the second viewing, interesting, alternative, and not pass it over. Because, as is often the case, many prime locations are found to have already been in private ownership for decades. Nowadays, in many of these locations, no approval will be granted for any further new-builds. You will, however, within the scope of a "reforma" get a new house, so to speak, on a valuable plot. We would, therefore, point out that this can be an advantage of an older property that should not be underestimated.

The price is important

Obviously, the purchase price has to be right and the refurbishment or renovation works carefully costed. You should only trust experienced builders, with evidence of quality work with this, not always so simple, task, because the risk that the works turn out more expensive than thought, is high. Estimates from each builder, that can show you proof of comparable works that they have carried out to the satisfaction of their clients, should be taken into consideration. In this respect we can certainly recommend you one or other reputable companies.

Too much stress

Anyone seeking to spare themselves all this exertion, should be on the lookout for a property that is being offered already refurbished and renovated, and requiring only small, personal alterations to be carried out. The advantage of such properties is that they are very often to be found in entirely open surroundings and you do not have to wait years for your garden to reach full maturity and for the neighbouring plots to be built on.

New-builds in vogue

Many people, however, cannot discount a new-build, because the compromise of a refurbished, old house does not entirely convince them. Obviously, we understand that only too well. In order to be able to serve such a discern-

ing clientele group, we aim to have a small selection of prime building-plots constantly available. As the majority of these plots originate from building developers, clients must accept that construction should also be undertaken by



that selfsame developer. There are, however, exceptions whereby plots from the portfolios of site development companies are approved for independent construction, and we can also offer you such plots. Nevertheless, the “new-build” theme is, and remains, a category of its own and is not everyone’s cup of tea.

Worry-free construction

We know that there are many more opponents of new-builds than there are supporters, people who have had more bad than good experiences, and do not wish to ever repeat the stress. It should, though, be noted that such disappointments are not only confined to Spain, but are also frequently experienced in other regions and, sometimes even in the homeland.

Experience shows construction in Spain to be much less problematic than many would assume, and that is, not least, due to the fact that new-builds have made remarkable progress in the last 10 to 15 years. If your building project is in the right hands, you can relax in the hammock and watch events unfold in total peace. Casting an eye here and there is entirely fine, but fear of the building process is no longer necessary, we can vouch for that. It is par for the course that there are exceptions, but we try to protect you from those.

Jávea on the upturn

As we have already reported within the scope of our Newsletter, Jávea has experienced, primarily in the last few years, an unimaginable building boom. The town is growing at an unbelievable rate. Many new streets are emerging, with countless businesses, shops, restaurants, bungalows and – not forgetting – apartments. By-pass roads allow the town some relief and lead to something approaching smooth-flowing traffic. Underground garaging throughout the town should help create space for parking.