

| JUNE 2014 |

Carpe Diem

NEW
pocket
edition



The best properties
at the best prices
in Costa Calida



No.1 CHOICE FOR CAMPOSOL
mercers
30 Years Experience!



Chris Mercer
MNAEA Director

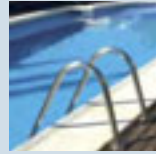
Have a look at our completely new and redesigned website

As you know, at Mercers we do not like to stand still and wait for things to happen. We are always trying to initiate and innovate. Our latest innovation is a brand new completely redesigned website! We have spent considerable time and resources to bring you an improved and more user friendly site.

The property search engine and displays have been improved to give you more pictures and more property information. You can also build your own wish list or comparison list of properties so you can have a quick “snap shot” of your wish list and compare properties quickly and efficiently.

We are also introducing a new blog and news page, which we will keep updated with new and interesting articles, so do be sure to sign up for our regular newsletters and property updates.

Check out the new site at www.spanishproperty.co.uk we hope you like the changes.



3
BEST
PROPERTIES
OF THE
MONTH

4
THE
PROPERTY
MARKET



6
PROPERTY
PRICES:
RISE OR
FALL?

8
PROPERTIES
UNDER
€150,000



10
DELUXE
PROPERTIES
FROM
€150,000+

14
MERCERS
VIEWING
TRIPS



Great detached 2 bed, 1 bath villa with SWIMMING POOL



FOR ONLY
€124,995

Ref: F0D148

PERFECTO! Great detached 2 bed, 1 bath villa. Full length CONSERVATORY. Rooftop solarium with fab views. SWIMMING POOL. Fully furnished. Heating. Garden shed/workshop. Under villa storage. Log burner. Raised garden walls. LEMON, palm & Olive trees.





The Property Market

2013 WAS A GREAT YEAR FOR US

We increased our sales by a whopping 60% in comparison to 2012. Already in 2014 we are up from a monthly average of 7.6 sales (2013) to a fantastic 12.6 sales per month (2014), this is further proof that the Spanish property market in Murcia is really starting to take off again.

We know that at Mercers our sales figures are fairly unique. Not all of our competitors can post such great results. How do Mercers consistently outshine the competition? There are a number of factors

but primarily the main ones are:

- Over 30 years in the business
- Un-rivalled reputation & experience
- Award winning service
- Friendly, honest & professional team
- We have the best properties at the best prices!

No other agent in our area can boast the above. We are unique and it shows.

Whether you are thinking of buying a property in this great location or are thinking of selling, please do come and talk to us first.



MERCERS JOIN THE AIPP

Having been members of the National Association of Estate Agents (NAEA) since 1998, we have now joined the Association of International Property Professionals (AIPP). The AIPP was set up to help protect buyers of international property (incidentally our owner Mr Chris Mercer was asked to join the board when the AIPP was first set up but declined the offer to concentrate on business).

The membership of these 2 trade organisations, shows that at Mercers we uphold and adhere to the strict rules and regulations that have been put in place to protect both buyers and sellers. It also confirms our position as industry leaders.

Should you be talking to an agent that is not a member of one or both of these organisations?

5 BED, 3 BATH (2 en-suite), DETACHED villa with private pool



FOR ONLY
€229,950

Ref: NEA148

Don't miss this AMAZING OPPORTUNITY to purchase on ongoing RENTAL BUSINESS. This 5 BED, 3 BATH (2 en-suite), DETACHED villa, with PRIVATE POOL, within WALKING DISTANCE TO ALL AMENITIES, located in a quiet RESIDENTIAL area.



NEW PROPERTY UPDATES

Many of you who are on our mailing list will have been receiving our weekly property updates. These updates are sent directly to your email inbox and alert you to any changes in properties that match your search criteria. This could be a new property listing, a price reduction, a property coming “under offer” or indeed a property being “sold”. This is a great way to keep up to date with what is happening.



Property Prices

ARE THEY RISING OR FALLING?

Figures recently published by TINSAs – the leading property valuations firm, show that prices on the Mediterranean are continuing to fall and are now around 47% below the highs of 2007. We are slightly sceptical about these figures as they are not necessarily relevant to our area and valuation is also not a “science”.

Other figures recently published show the volume of sales also decreasing but this flies right in the face of our own figures, which completely counters this claim.

As a rule of thumb, prices are dictated by a number of factors but the primary one being, buyers and the demand and assets associated with a particular property. Next

we have the amount of properties on the market. At some point you get to a balance of demand/available properties/prices.

Recently we have noticed that prices do seem to be holding steady. Yes, there are a few sellers in need of a quick sale and these properties are quickly snapped up but in the main we have not witnessed the recent falls in value that the press are reporting.

Interesting figures have been recently published showing that property sales in Murcia have fallen by 35% in February 2014 in comparison to Feb 2013. How can this be if we are showing an increase of 70% for the same period and have almost doubled our monthly sales totals for the 1st three months of 2014?

GREAT villa in an EXCELLENT LOCATION! 3 Beds, 3 baths



FOR ONLY
€159,000

Ref: NEB224

GREAT villa in an EXCELLENT LOCATION and priced to sell! 3 Beds, 3 baths (2 EN-SUITES). Furnished. SWIMMING POOL and large terrace. Citrus fruit trees. Driveway. CONSERVATORY. Massive under villa storage with power & light, LOTS of POTENTIAL. Golf Course VIEWS.





€49,000

Ref: FD34 INVESTORS. Lovely 2 Bed, 1 Bath semi. Nice size corner plot. This is really an opportunity not to be missed. Rooftop SOLARIUM. Furnished. Hot & Cold A/C. JUST LOOK AT THE PRICE.



€49,000

Ref: CLAC129 LOOK a 2 bed villa under €50,000! Furnished and ready to go. Front TERRACE & rear PATIO. Rooftop solarium. Potential to add VALUE. Walk to golf clubhouse. GENUINE BARGAIN.



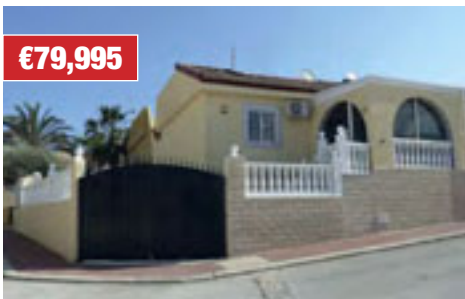
€59,995

Ref: RED113 Perfect low maintenance villa. 2 DOUBLE beds. Bathroom. Full length FRONT TERRACE with pergola. SOLARIUM with wonderful views. Rear PATIO with storage. FURNISHED. Built in wardrobes.



€65,000

Ref: PW14 PENTHOUSE. ROOFTOP TERRACE. SWIMMING POOL, gardens and play area. TENNIS COURTS. 2 Beds, 1 bath. Hot & cold A/C. Front terrace. Jack Nicklaus designed Condado Golf resort. Furnished.



€79,995

Ref: CLAC128 AMAZING! 2 Beds. Bathroom. CORNER PLOT with driveway. CONSERVATORY. Solarium with HOT TUB! Re-tiled walls. HUGE semi-basement with LOADS of POTENTIAL. Furnished. Walk to Clubhouse.



€82,000

Ref: FOD144 PRICED to SELL. 2 bed, 1 bath villa. CONSERVATORY & open terrace for al-fresco dining. FURNISHED. Built-in wardrobes. Tiled driveway. SAT TV. Low maintenance gardens. SNAP UP A BARGAIN.



€87,000

Ref: MCC40 WONDERFUL. 2 Bed (1 double & 1 twin) family shower room. CONSERVATORY. Rear UTILITY and courtyard with storage. COMMUNAL SWIMMING POOL. Furnished to high standard.



€119,000

Ref: NED221 Villa with SWIMMING POOL. 3 beds, 3 baths. Off road parking/driveway. SOLARIUM with mountain views. Under-build with lots of potential. FULLY FURNISHED. Hot & cold A/C. CORNER PLOT.



€128,000

Ref: ROD153 GREAT VILLA with HUGE BASEMENT. Lots of potential to improve this 2 bed, 2 bath villa. SWIMMING POOL. Air-Conditioning. Furnished. Front terrace, raised garden walls. GREAT PRICE!



€129,950

Ref: MH08 SEA VIEWS, massive communal SWIMMING POOL and the PRICE make this apartment a REAL BARGAIN. 2 Beds. Terrace with amazing sea views. Private patio. Amazing location & FURNISHED.



€135,000

Ref: ROD132 HOME from HOME in the SUN! Very nice 2 bed, 2 bath villa. SWIMMING POOL, driveway with gates, open country VIEWS, autoirrigation system, A/C, Rooftop terrace, Large front terrace with pergola.



€145,000

Ref: ROA150 WOW! 2 Bed, 2 bath Villa + GRANNY FLAT. Wrap around terrace. SWIMMING POOL, private BAR! Solarium with study (4th bed, gym), workshop. Corner plot & walk to shops. Furnished. AMAZING!

Ref. NED165

€155,000

IMMACULATE detached villa.
3 BED, 3 BATH. Master with
en-suite and 1st floor double bed
with en-suite. PRIVATE swimming
pool. FULLY tiled pool area.
Glazed porch. Driveway. Low
maintenance GARDEN.

.....



Ref. ROD158

€159,000

AMAZING VILLA. So much to offer.
2 Double master beds 2 EN-
SUITES, 2 further beds & shower
room. SWIMMING POOL.
SUMMER KITCHEN/BBQ. Finished
basement with utility area.
Various terraces and seating
areas. CONSERVATORY. Central
Heating & A/C.

.....



Ref. NED218

€156,500

ECO FRIENDLY villa with 3 beds,
2 bath. SWIMMING POOL.
Massive roof terrace & stunning
views. C/H, A/C. Car port, raised
walls and BBQ. Lovely gardens.
SOLAR panels for hot water &
ELECTRICITY. Ultra low bills.
Storage. BOULE pitch. CON-
SERVATORY. Fully furnished.

.....



Ref. NEB223

€172,950

BEAUTIFUL luxury villa situated in IMMACULATE GARDENS. Large 3 bed, 2 bath (2 EN-SUITE) villa. SWIMMING POOL and lots of terraces. Built in BBQ & al-fresco dining area. Central heating & A/C. Fully landscaped with auto-irrigation. Garage & parking. WONDERFUL HOME.

.....



Ref. NEB214

€179,000

GREAT LOCATION & 4 BEDS!
Detached villa with 4 beds & 3 baths (2 EN-SUITE). Large SWIMMING POOL. Seating areas & BBQ. Covered porch. Solarium with open COUNTRY VIEWS. Panel heaters & A/C. Furnished. Used as rental property but with a little TLC would make amazing family home.

.....

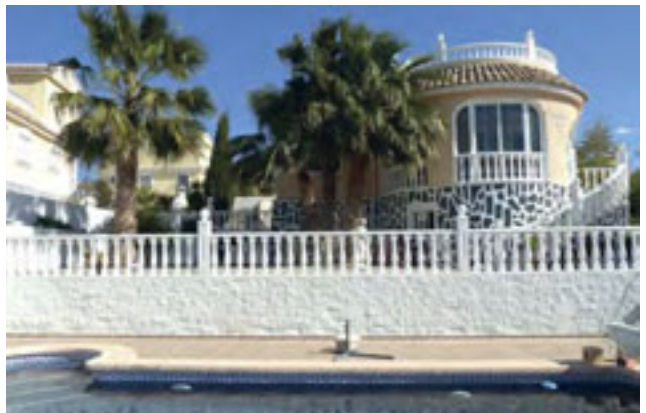


Ref. NED184

€187,500

BEAUTIFUL detached 3 bed, 3 bath villa with 2 EN-SUITE bathrooms. PRIVATE POOL. Amazing views. Tiled driveway and CAR PORT. Landscaped garden. CONSERVATORY. Great potential to enlarge the basement.

.....



Buying in Spain, Use Currencies Direct to Save Thousands

When looking for a property to purchase often the last thing on your mind will be the international transfers required to pay the deposit and the balance of the property price. It's easy to get caught up in the excitement of searching for a property in your favourite location rather than the nuts and bolts of getting funds from your country of residence to Spain. We recommend you use the services of an international payments specialist such as Currencies Direct to guide you through the process. Your high street bank with a huge range of different services on offer simply doesn't have the expertise to make the international transfer happen as smoothly as possible. They are also not able to remove international payment processing fees and receiving fees at Spanish banks.

Choosing to use a specialist provider of international transfer services is the best way to ensure that your money can be moved from one country to another with ease. They will talk you through the process and advise you on the best way to manage any step payments to be made. Well-established foreign exchange payment company Currencies Direct has four offices in Spain so you

can sit down face-to-face with someone who really knows the system while you're over here in Spain looking at properties.

As well as providing expertise and assistance your specialist provider can also save you money on the exchange rate and on fees. Currencies Direct find that many of their clients save as much as 3%+ on the price of a property simply by using their services rather than a high street bank. On a property of €250k that represents a saving of c€7500! Not to mention the additional savings because Currencies Direct don't charge you any fees when you're making your property purchase transfers and they can guarantee no receiving fees at any Spanish bank.

Buying in Spain is a great decision – just make sure you're able to maximise on your home currency by calling on the currency experts.

For more information about the services of Currencies Direct and to receive a free no obligation consultation, please visit one of their offices, or contact them directly, ask for Andrew Brown – Regional Sales Manager and he will be happy to discuss your currency requirements with you.

Contact the Currencies Direct Mojacar office on +34 950 478 914 or email Andrew Brown Currencies Direct Regional Sales Manager in Spain directly at: andrew.b@currenciesdirect.com. Please quote reference number A04425 or Mercers when you call or email, to obtain the Mercers preferential client currency exchange rates or for further information visit: <http://www.currenciesdirect.net/mercers>



0%
Commission
At last, free
banking in
Spain*

*No commission charged when you deposit a Spanish banker's draft.
No fees with transfers from Spain to UK or reverse through Currencies Direct 'la Caixa' account

www.currenciesdirect.com
currencies direct
money without frontiers

Currencies Direct saving you money on your foreign currency exchange and eliminating bank charges

Currencies Direct has been operating in Spain for over a decade. They have assisted thousands of clients who need to transfer funds from the UK to Spain and vice versa. They provide a money saving, jargon-free service. Currencies Direct do not apply charges to transfer funds and they can save around 3% of the property price compared to a High Street bank.

Always looking for new ways to assist their clients, Currencies Direct launched the first national agreement between a foreign exchange broker and a Spanish Bank. A Currencies Direct "la Caixa" Bank Account, gives you access to commission free banking at 5,500 branches.

So they can help whether you are sending funds back to the UK and wish to take advantage of no fees for depositing Spanish bankers' drafts, or if you are purchasing a property or already living in Spain and with four Currencies Direct branches in key locations on the Costas, why not pop in for coffee and hear about all their benefits and services.

Currencies Direct

Avenida del Mediterráneo 359 bis

Mojácar Playa

Tel. +34 950 478 914

mojacar@currenciesdirect.com

www.currenciesdirect.com

Viewing Trips

The first step in buying your dream home in the Spanish sunshine is to take a trip to see what is on offer.



Personalised VIEWING TRIPS



If you are tight for time, then why not spend 2 or 3 days with us on an individual viewing trip. We will tailor the time to maximise what we can show you both property wise and also give you an insider's views of the local area. All we ask is that you book the flights, we will do the rest – pick up from airport, hotel accommodation on a B&B basis (approx €50 per night) and the services of one of our experienced staff to show you the properties of your choice and an in-depth insider's view of the local area and what it has to offer. We are happy to refund the hotel charges, should you purchase a property with us.

GUARANTEED NO PRESSURE

At Mercers we strive to help our buyers in their quest and offer an award winning concept for potential buyers and unlike many of our rivals, we guarantee 100% pressure free service.

OWN STEAMER TRIPS



If time is not of the essence then many of our buyers visit us under their own steam. We can arrange hotel accommodation for a couple of nights, which if you decide to buy, we are happy to reimburse. You will also get the individual attention of one of our experienced staff as above. Or if you happen to be in the area, we would be delighted to book you an appointment to view the properties of your choice. Simply call our friendly team on: **968 199188**

Our motto is **Our Passion is Property** and our Unrivalled Reputation and Award Winning 30 Years Experience is at your disposal.

Contact us now on:

0845 0177805 or
+34 968 199188

Visit our new website

spanishproperty.co.uk



mercers

OUR PASSION IS PROPERTY



www.spanishproperty.co.uk

*Come and talk to us for Expert, Friendly Advice and Help
We look forward to meeting you.*

Opening Times: **Mon - Fri: 9:30am - 6pm**
Sat: 10am - 2pm

Call us Now: **+44 (0) 8450 177 805**

Local Number: **(+34) 968 199 188**

Email: **sales@spanishproperty.co.uk**

Office: **Unit 38, Calle Jara. Commercial
El Saladillo - Camposol 30870
Mazarron, Murcia, Spain**

Visit us on: **Facebook**

Website: **www.spanishproperty.co.uk**



AWARD WINNING
PROPERTY EXPERTS



EXPERTOS GALARDONADOS
EN VENTAS DE VIVIENDAS



EXPERTS RECOMPENSÉS
EN VENTES DE MAISONS



BEKROONDE EXPERT IN
VERKOOP VAN HUIZEN



PREISGEKRÖNTE EXPERTE
IN HAUSVERKAUF



НАГРАДАМИ ЭКСПЕРТЫ
ПО НЕДВИЖИМОСТИ



International
Property Award
Best Spanish
Estate Agency
2012/13



CNBC Award
Best Spanish
Estate Agency
2008/09



Best Estate
Agent 2010 (Spain)
Overseas Property
Professional
Awards



Member of the
Association of
International
Property
Professionals



Member of
the National
Association of
Estate Agents



Affiliated to
the European
Confederation of Real
Estate Agents