

Property abroad. Spanish sellers say go. But Estate Agents say No!

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Property sales on the Costa del Sol have declined dramatically over the last 12 months forcing many agents to close down. Existing agents are fighting back by saying “No” to registration of unrealistic house prices.

One of the main reasons for the down turn in property abroad sales on the Costa del Sol are the inflated property prices compared to other popular areas such as Costa Almeria and Costa Blanca. During the boom time on the Costa del Sol when agents listed properties they didn't pay too much attention to the price. They confirmed what the seller wanted then added their commissions on top. Consequently many Spanish properties have remained unsold.

Finally local agents are realising the true potential of the Costa del Sol resale market.

John Stevens from Essex told www.d2rworldwide.com that he registered his property with a local agent on the Costa del Sol 18 months ago. They said the price he wanted was no problem. John was left feeling confident of a relatively quick sale but found himself still waiting 18 months later. Another local agent contacted John recently and did what so many have been afraid of in the past. They simply said in no uncertain terms that his property would not sell at its current price. He needs to reduce it! John took their advice and sold his property 4 weeks later, not for what he wanted but he still made a healthy profit.

Could this be the kick start that the Costa del Sol needs to get back in the property abroad game?

It appears that many local agents have also adopted this policy. Realising the potential of lead generation, they have started giving sound advice to sellers as apposed to sending an in-experienced person to take photos and register their Spanish property.

www.d2rworldwide.com believe this is good news for both buyer and seller of property abroad on the Costa del Sol. The seller won't be lead under a false sense of security expecting more than the property is worth and the buyer can expect a better deal.

The ball is now in the seller's court to take advantage of the advice given or look for another agent that can blue sky them.

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