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Theme Park inspires Hamiltons to double their Spanish property investment

17th July 2011

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When the Hamiltons purchased their holiday home in Camposol Golf on the Costa Cálida six years ago, they had no aspirations for amassing a property portfolio. However, a combination of Barry's upcoming retirement and news of a Paramount-branded Theme Park encouraged them to take advantage of the current buyers' market and purchase an additional home in Camposol Golf.

Barry (51), from County Antrim in Northern Ireland, picks up the story, "Spain was an obvious choice for us as it's just a couple of hours by direct flight from Belfast, has excellent infrastructure, a welcoming population and is culturally not too dissimilar from the UK. We didn't, however, want to make the mistake of buying in a built-up Torrevieja or a saturated Costa del Sol so instead went for the up-and-coming area of Mazarron for its golf, countryside and attractive coastline. After six years holidaying at our home in Camposol Golf we've had no regrets."

"I'm due to retire this year from my role in Health Care Management and we're keen to spend up to nine months a year in Spain." Barry continues, "Our youngest, Lewis, 14, absolutely loves the Spanish life so could feasibly attend one of the excellent local schools and gain the asset of being fluent in a foreign language. When news came of a Paramount-branded Theme Park for 2014 alongside the opening of Corvera International Airport in 2012 – both less than half an hour's drive from Camposol Golf – it became clear that we should invest in another home. Current prices are excellent and we're aiming to pick up lucrative Paramount-fuelled rental income in the long-term."

The Hamiltons now own a three bedroom 'Rebecca' style home purchased in 2005 for 68,000 pounds (around 98,000 euros back then) and a two bedroom detached 'Fortuna' style home with conservatory and swimming pool purchased this year for 108,000 euros (around 96,000 pounds). But they were careful not to part with any money without first doing extensive research into the Spanish property market and indeed the estate agent with whom they chose to do business. In the Hamiltons' case, Mazarron-based Mercers on both occasions.

Barry continues, "Buyer beware, there are lots of real estate companies out there flaunting their wares on the internet but I found plenty to be showing overpriced homes of inferior quality in undesirable areas. With Mercers, homes were valued correctly, based on the fact they have 28 years experience selling Spanish property, and we found the buying and legal process to be smooth and straightforward – they were nothing but precise. Finally, don't part with significant sums of money to a company you meet once in a hotel room and then sends you on a pressured viewing trip. Mercers has a permanent office in Camposol Golf, allowed the property to sell itself and our only regret is we didn't buy our slice of Spanish sunshine sooner."

Epilogue...

In fact Barry was so impressed by the way that Mercers conducted themselves that he has approached the Company to be their Northern Ireland representative upon his retirement.

Chris Mercer, Director, comments, "I have always tried to build a team based on real people who have also bought property through us. This shows a level of trust and integrity that most agents overlook and is something that has earned us numerous awards. If the team member has actually bought a property through Mercers, been through the whole Spanish purchase procedure and is happy to represent us going forward, then potential buyers will know that they're in safe trustworthy hands. With Barry leading the team in Northern Ireland, not only are potential buyers talking to someone who has bought two properties but they're also dealing with someone who has amassed six years of Spanish property ownership experience. Barry is very knowledgeable about the area and can advise based on genuine understanding."

Chris will be joining Barry in Northern Ireland this autumn to attend a number of exhibitions highlighting the amazing low-price property opportunities on the Costa Cálida. If you're in Northern Ireland contact Barry on barry@spanishproperty.co.uk and for all other enquiries, visit spanishproperty.co.uk.

On the Market for Just 59,950 euros:

Ref RED77 - 'Rebecca', Camposol Golf, Mazarron, Murcia

A lovely home in excellent condition to include a spacious lounge, dining area, kitchen fully fitted with white goods, two bedrooms with fitted wardrobes and a family bathroom. The property benefits from air conditioning, ceiling fans, fly screens and security grills. Beautiful views of the mountains and countryside

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