



MERCERS
LIMITED

SPANISH PROPERTY SPECIALISTS



Our passion is property

Costa Calida **Buyers Guide**

Basic facts



Costa Calida

Province: **Murcia**

Province Capital: **Murcia**

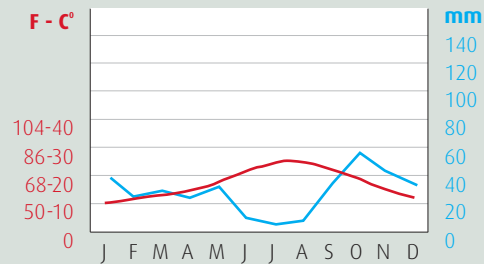
Population (2006): **1,370,206**

Land Area: **11,317km²**

Language: **Spanish**

Currency: **Euro €**

Temperature: **Mediterranean sub-tropical**



The Costa Calida

How to get to there

Two international airports, a third on the way, a superb road network and high-speed rail links under construction

By Air

Murcia-San Javier airport is well served by low-cost airlines from Britain and Ireland.

Alicante airport, only 45 minutes from the Costa Calida, is one of Spain's busiest and has frequent daily flights with all leading UK carriers.

A third airport, at **Corvera** just south of Murcia, is under construction and will further extend the choice of flights into the Costa Calida

By Rail

The rail network runs up and down Spain's Mediterranean coast, with a spur running from Murcia down to Cartagena. Construction of a high-speed AVE link, cutting the journey time between Madrid and Murcia to two hours, is well advanced

By Car

An excellent motorway network links Murcia with Alicante, Valencia and Barcelona and runs south to connect with the Costa del Sol. There's also a motorway linking the province with Madrid and central Spain and roads throughout the area are excellent and well maintained



		Sortides Departures Salidas		Terminal B		
Time Hora	Destination Destinatari	Airline	Class	Gate	Boarding	Platform
12:30	LANZAROTE	AER	9100	46/54	12:00	22
12:30	LANZAROTE	PCR	4100	46/54	12:00	22
12:30	LANZAROTE	KLH	3326	46/54	12:00	22
12:30	LANZAROTE	AFR	4876	46/54	12:00	22
12:30	OSLO	SAS	4686	55/66	12:00	M4
12:45	ATENAS	IBE	4802	24/30	12:25	36
12:50	FRANKFURT	DLH	4453	66/71	12:20	32
12:50	FRANKFURT	JKK	8833	66/71	12:20	32



The transport infrastructure continues to develop, with a new airport on the way and an express rail service being introduced



Tourism & visitors

Coastline and mountains, seaports and elegant cities, an area full of tradition and culture

The Coast

Murcia has more than 170km of coastline: coves and small beaches alternate with rocky shores and sheer, craggy cliffs. And capping it all, the geographical quirk of La Manga, the narrow strip of land which, bar a few connecting channels, completely closes off the Mar Menor lagoon from the Mediterranean



The Countryside

The region of Murcia is one of contrasts: Often called the Garden of Spain, those lush, coastal plains roll up to the beautiful and spectacular Sierra Espuña mountain range with its peaks and gorges

Towns and cities

Murcia is a city of half a million people, though it's easy to stroll through its beautiful centre, taking in the monuments and cobbled streets. Murcia is a sizeable city, though it's small enough to permit an easy stroll through its beautiful centre, full of monuments and cobbled streets, markets and parks. Ancient

Cartagena has the bustle of a major seaport and naval base while towns like Lorca and Mula show off that typical Spanish blend of Mediterranean and North African influences. Mazarron and its port combine the best of both: the elegant town at the foot of the mountains and its coastal counterpart, regenerated by the leisure industry.

History and culture

Carthaginians, Romans and Moors all left indelible marks on the area before the Christian Reconquest, celebrated in the outstanding Baroque architecture of the regional capital, Murcia city. The cultural agenda embraces everything from bullfights to crafts and theatre to casinos



Murcia enjoys a yearly average of 2,800 hours of sunshine in the most privileged of surroundings

Why move to Spain?

An idyllic and healthy lifestyle enjoying all the good things at low cost

Lifestyle

Long lunches and relaxed days are an attractive proposition as life slows to an easier pace. The locals keep their timetable for a reason and adjusting is simple – and rewarding.

Weather

Hot summers tempered by Mediterranean breezes and winters full of sunny days – the climate is perfect.

Cost of living

Not only is property cheaper here than in northern Europe, but being here costs less. Markets are full of wonderful, cheap produce and even the supermarket bills will make you smile.

Diet and health

The Mediterranean diet is full of good, healthy options besides being delicious. Spanish health care is excellent and the system is easy to get into



Good, fresh produce and the outdoor life contribute to a sense of wellbeing for the increasing number of foreigners living on this stunning coast

Life on the Costa Calida

On the beach or the water, exploring the mountains or small towns, this is an authentic Spanish experience

Life on the Costa Calida is as full and varied as your imagination. Everyone is catered for, from the sun-lover to the culture fan and the most extreme sportsman.

There are beautiful beaches all the way along the region's coastline, perfect for safe, family days out but equally good for water sports aficionados. And when hunger beckons, there are Spanish and international restaurants of the highest standards within easy reach of the beaches.

This is serious golf country – the choice seems endless and the courses beautifully maintained. The corridor from Murcia city to the eastern coast is known as 'golfer's paradise' with good reason.

Then there is the new marina at Mazarron to meet the needs of experienced sailors and novices alike.

Inland, the fertile coastal plain gives way to mountain ranges perfect for walking and hiking – especially in the beautiful Sierra de Espuña - and everywhere there are small



villages where you'll find an authentic slice of Spanish life, right down to the wonderful bars and ventas.

The year-round warmth which this region enjoys means that you never have to rush your decision to do anything

Year-round warmth and the beautiful coast and countryside mean you can enjoy life to the full with little effort

Property & the Costa Calida

Organic growth and planning controls mean freedom from over-development of other costas

History

The Costa Calida has been attracting Spanish visitors and second home owners since tourism in the country began to take off more than 50 years ago. In recent years overseas investors and those seeking a new life have discovered the many reasons why the area is so enticing.

Growth

Holidaying Spaniards are continuing to buy property here, and while expatriates are attracted to Murcia province in increasing numbers, building controls mean there is no likelihood of the area being 'concreted over' in the same way that some sections of the Spanish coastline have been.

Demand

Buyers here have a wealth of options and those who want an authentic Spanish



experience are well catered for. The region remains a favourite vacation spot for Spaniards, but at the same time there are areas where higher levels of expatriate settlers can provide a familiar feel.

The Future

Stricter planning controls have put a premium on coastal properties, which will continue to keep the property market stable.

Inland, the 'golf corridor' from Murcia city to the coast is developing organically while other towns such as Lorca and La Mula are welcoming new, overseas buyers. Mazarron and its marina remains the prime location in the south of the province



Golf, sea front or town centre properties are all in demand thanks to interest from domestic and foreign buyers

Guide to off plan properties

Staged payments cut the initial outlay and mean investors can profit as they buy

Advantages

Off-plan purchases are increasing in popularity, partly due to the staged payment process and partly because of the possibility of seeing a home built from scratch and finishing it to suit individual tastes and style.

The payment plan is a bonus for off-plan purchases. The investor makes a smaller initial commitment and can take out a mortgage of up to 80 per cent.

On top of that, properties are likely to appreciate in value over the build period.

Developers are offering excellent deals on developments in Murcia. New deals are being brokered all the time, so contact Mercers and we will provide full, up to date details of what's available.

Process

Stage payment plans vary from builder to builder, but most require a €3,000 deposit to secure an off-plan property, followed by a 10 per cent payment (minus the initial deposit) on signing contracts. After three months, a further 20 per cent payment is made but following that, there is no further payment to be made until the remaining 70 per cent which is handed over on completion of the property.

Mortgages

Spanish mortgages are available, often up to 80 per cent for non-residents. Mercers' standing and long history of property marketing in Spain means that we are able to obtain favourable rates and deals with certain banks on behalf of our clients.

Both repayment and interest only loans are available and there are some very attractive rates and deals on offer. For up to date rates and special offers, please contact our Mazarron office for details



The advantages of a new home with modern design and building techniques are an attractive option

Guide to resale properties

From golf course villa to seaside apartment, the Costa Calida caters for everyone

The Costa Calida has property to suit every budget and taste. Most buyers tend to make their first moves in the market with an urbanización property, the ideal way to dip a toe in the Spanish market.

One of the great benefits of these properties is that all the amenities and facilities you could wish for are on hand. Mercers have an excellent portfolio of properties in the Mazarron area

Process

All buyers need a lawyer to ensure full legal checks on the property are carried out correctly. Mercers sell only fully legal properties and can recommend experienced, bilingual lawyers.

The purchase contract, or compra-venta, sets out the terms for the transaction and includes the agreed price, deposit, intended completion date and declarations from buyer



and seller that they are legally entitled to broker the deal. The completion takes place at a notary's office, where final checks are made before the deed of sale is signed and the balance of payment handed over.

Golf properties, village houses, fincas and beachside apartments at remarkable prices – this is the Costa Calida



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Guide to investment properties

The right place and the right team add up to the right investment

Potential

Quarter of a century of experience in the Spanish market has given Mercers the perfect pedigree when it comes to sourcing sites with potential for investors.

And because Mercers only work in a select few areas, local knowledge means that the exact location of developments and the right team to bring properties to completion are a given.

The emphasis is on quality development in carefully chosen locations and this brings with it excellent long term rental potential.

Mercers have identified the best spots along this beautiful coast and the significance of this is that our clients are getting is the cream of the cream



Experience and local knowledge enable us to help clients realise the best potential and rental yield for carefully selected properties

Guide to Mazarron



Mazarron

Population (2006): **20,841**

Province: **Murcia**

Two towns for the price of one – a bustling inland community and, a few kilometres south, the port with its stunning, modern marina facilities. There’s something for everyone here or on the nearby beaches or golf courses



Much-loved resort where new marina has brought outstanding facilities and infrastructure

The town

For centuries an important mining centre, Mazarron reinvented itself as a tourist destination in the early 20th century. The famous thermal springs are a big attraction here. Renaissance and modernist buildings stand side by side on Mazarron’s elegant streets while in the nearby port, a 200-berth marina has opened along with a wide range of top class restaurants and pleasant cafes and bars

Events

After Holy Week comes the Burial of the Sardine, when a fish is paraded through the streets and symbolically buried in the sand. The Port’s big celebration is the fiesta of its patron, San Jose, in March – parades, fireworks and more parties. Mazarron’s annual shindig comes in September and takes up the best part of a week

Location

Just 30 minutes from San Javier airport and a little over an hour from Alicante airport. Mazarron is within easy reach of the main A7 motorway running from the Costa del Sol northwards and the coastal motorway is due to be extended past the outskirts of the town. The railway station at Cartagena is 20 minutes away



Guide to Balsicas and Mar Menor



Balsicas /Mar Menor

Population (2006): **1,090**

Province: **Murcia**

The perfect location if you love the idea of great golf and the beautiful Mar Menor



A very Spanish community with an atmosphere foreigners love and great facilities on the doorstep

The area

Balsicas may be small but a stroll through its pretty streets will make you want to linger. Further reasons lie just outside the town along the 'golfer's paradise' which runs from Murcia city to the coast, with developments such as Sierra Golf and, of course, La Manga, to the fore. Only 15 minutes from San Javier airport, this is a beautiful, fertile area with abundant citrus groves.

Then there are the beaches of the Mar Menor – some of Spain's finest – renowned for the healing properties of the sands and the water.

Events

Festivals are much in evidence, with Carnival and Easter processions taking up days of revellery. The Moors and Christians festivities here are well known, too, with colourful re-enactment of the Reconquest proving another excuse to party.

Location

Balsicas is a few miles inland from the Mar Menor, sitting on the main road connecting Murcia city with the N332 coastal motorway



Guide to Murcia



Murcia

Population (2006): **180,113**

Province: **Murcia**

History and heritage sit easily alongside modern, commercial interests in this laid-back city



Mix of Moorish and Christian influences makes for a heady cocktail – especially during the many fiestas

The city

A glorious combination of the legacy from its Moorish founders and Christian baroque, Murcia has managed to blend its historic past with a modern feel. The inspiring cathedral and the elegant Casino are among its fine monuments but there's a real pleasure in strolling the streets and enjoying the café society in year-round fine weather.

Events

The spring festival, with its orchard processions and sardine burials, is one of Spain's great celebrations, while there's a summer jazz festival in the area and the city's main fiesta in September.

Location

Murcia lies 20 minutes inland from the Mar Menor and half an hour from Mazarron Bay, with motorway connections passing the city, a mainline railway station and San Javier airport a short drive away. Corvera airport, just south of the city, is due to open next year



About Mercers

Local knowledge and a high degree of customer care are key factors

Over the past quarter of a century Mercers have built up an enviable reputation for fairness, reliability and good value.

We operate only in specially chosen areas of Spain, ones which we know intimately, which means we are in the best position to judge and advise on the market.

All our staff are hand-picked for their familiarity with the area, their customer relations skills and their understanding of Spanish ways.

Our products speak for themselves and our unrivalled, bilingual team ensures our clients receive full attention before, during and after a sale

From top: Mercers Mazarron office, Mercers Jerez office, the bright green cab and some of the team, APITS 2007 exhibition stand



Putting trust and good value at the top of our priorities

Mercers are a forward thinking, client-orientated company. The reason we restrict our operations to specific areas is so that we can concentrate our efforts and resources to supply our clients with the best available properties.

We invest heavily in our after sales department, employing bilingual staff solely in this role. This commitment to our clients and their needs is unusual in this day and age. We have been featured in many publications, both national and international.

Chris Mercer, the company's founder and director, is a frequent contributor to specialist publications and has appeared on panels at some of the property industry's most prestigious events.

We are normally the first to break into new areas and this benefits our clients, who not only get the best choice of properties, but also the lowest prices



Experience and innovation are just part of the blend which has brought Mercers a unique and valued place in the Spanish property industry



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What you say

I take great pride in informing family and friends what a professional company Mercers are and what you have done to assist us throughout the whole process. I know from talking to others that have purchased in Spain that they have not received the same level of service from their agents as we have.

Mr & Mrs Davies

Your staff made our weekend house hunting successful and most of all enjoyable. We were anxious that we would feel pressurised by sales staff, this was not the case at all. The weekend was stress free, relaxed, informative and well planned.

Mrs Morris

Since moving in you have been helpful beyond the call of duty. This is more than normally expected and we really appreciate it

Mr & Mrs Bush



Congratulations... never before have I had vast amounts of money removed from me in such a pleasant manner!

Mr Kelly

Your patience, courtesy and professional manner undoubtedly secured the sale of the property. At no time did I feel rushed or pressured to make a decision and your staff answered all my questions while making me feel at ease. I would highly recommend your company to others.

Mr P Vines

Our trip was made a pleasure by your considerate and helpful staff. Nothing was too much for them, and at no time was pressure put on us to purchase.

Mr & Mrs Vernon

We were recommended to Mercers by friends and similarly we will have no hesitation in recommending Mercers in the future.

Mr Oake



We were very pleased with the assistance and advice from your after sales office. We had not been to the area much during construction and were given excellent advice about essential purchases. Your staff gave us an exemplary service with professionalism and courtesy.

Mr & Mrs Burnell

Come and talk to Mercers. We're sure we can help you realise your dream of owning a property in the Spanish sunshine

Put your trust in our experience

Contact us

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Costa Calida



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Our passion is property

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