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N° 5 WINTER 2008/2009



INTERNATIONAL  
COLLECTION  
LUXURY PROPERTIES  
— EUROPEAN EDITION —



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# MAXIMUM EXPOSURE

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**T**imes change. This is all the more reason to carefully reflect on the seriousness of your next decision to buy or sell. Who is best equipped to meet your needs and be a true partner in the process? Who can offer you the most informed investment decision? Who has the most knowledge, experience and foresight?

Within this issue of the ERA Europe International Collection Magazine, we highlight some spectacular home buying opportunities, and present listings from top ERA Brokers who are thriving and wish to offer some of the finest homes at current market values. Continued collaboration with our ERA International colleagues in Aruba, South Africa and Turks and Caicos Islands brings even further depth, variety and an exotic touch to this most recent selection of exquisite homes. Also inside, ERA Brokers offer some useful home selling hints to help expedite the sale of your property.

With this latest edition of the ERA Europe International Collection Magazine, and its revamped Website [www.eraeuropeic.com](http://www.eraeuropeic.com), we continue to demonstrate our ongoing philosophy to put you, our customers, at the forefront of all we do. ERA Europe is established in 20 countries and enjoys over 15 years of experience in the European market.

Take the opportunity now to explore these fabulous homes both in our Magazine and on our Website and benefit from our expertise!

**Team ERA Europe**

“Our experience and profound understanding that people are at the center of what we do and that it’s not just about brick and mortar, is the reason you should call an ERA Broker today”

**François Gagnon, *President ERA Europe***



# ERA Europe

## Twenty countries, one customer at a time

Although ERA franchises have been present in the United States since 1972, the European network expansion only began in 1993 with the opening of the first ERA franchise in France. This, as result of a shared vision between the ERA Real Estate Team and ERA Europe Co-Chairman, Mr. Bill Heavener. Today, ERA Europe comprises over 1 300 agencies in 20 countries with more than 6 500 managers, owners and salespeople.

**An entrepreneur with years of experience in this sector**, Mr. Heavener fully understood real estate was a business about people. It is people who buy and sell. It is people who help buyers and sellers attain their goals. Understanding and appreciating the human side of real estate is an underlying philosophy still very present today and it guides all of our decisions at ERA Europe.

At ERA Real Estate, we are very focused on customer service and responsiveness. Our work is not about moving a product off the shelves, but about dealing with a family's home, a place where one has lived and grown and eventually moves from in order to transition to the next horizon. It is about a first home purchase, often made with the mixed feelings of exhilaration, nervousness and sometimes confusion about the process.

## TEAM ERA EUROPE

### Always There For You®



#### ERA EUROPE TEAM LEADERSHIP FRANÇOIS GAGNON

Within our team there is an individual who has that highly unique gift to inspire, to motivate and to lead diverse groups to achieve more than they could have ever imagined. He keeps the dream and the vision moving forward in a common, united direction. François Gagnon, President of ERA Europe, is our team's leader. Our customer first philosophy, offering the best services possible, our focus on the basics and our goal to achieve the greatest

*"... to exist for over 30 years as ERA Real Estate has, one must do the right thing for each and every customer, every day."*

*François Gagnon,  
ERA Europe President  
fgagnon@eraeurope.com*

results for our customers, are thanks to the unique training and management programs delivered by Mr. Gagnon. François' leadership has inspired ERA team members across Europe for well over a decade now. No matter the country, the language or the culture, his unrelenting conveyance of our fundamental principles has left its mark on ERA Brokers and ERA Agents alike and all those he has mentored throughout Europe over the years. He is our 'Leader without Borders'!



The 8<sup>th</sup> European Leadership Conference, Prague 2007

It is about guiding a customer through life change because a family is growing or altering in some way. No matter what the motivation may be, we understand that there is more to a real estate transaction than simply the right price and the right marketing. We are touching a very special part of the lives of our customers.

Likewise, brokers who are granted an ERA franchise, understand and agree with our customer focused philosophy; otherwise they would not be accepted into the network. ERA Real Estate offers brokers a large

range of high quality, time tested marketing tools to help sell the homes of those who wish to sell. ERA Real Estate also offers numerous training programs in a classroom setting or via the internet and in multiple languages to ensure brokers and sales people are fully prepared regardless of market conditions. ERA Real Estate has state of the art internet capabilities throughout Europe, in what is probably the largest database of residential properties on a European-wide basis. But besides the marketing, the training and the internet, it is the right attitude

towards our customers that is most important and comes first. We realize that to exist for over 30 years as ERA Real Estate has, one must do the right thing for each and every customer, every day.

Many benefits come from these years of experience: the wisdom gained from being part of a group in the residential real estate sector for over three decades and in over 50 countries worldwide; the know-how acquired from dispersing a deep and wide range of knowledge continuously to ERA brokers and salespersons with diverse



## ERA EUROPE TEAM LEADERSHIP KATHY AUCLAIR

Growth is paramount; one must forage into new countries equipped with inspiration and an open mind to expand market coverage. This requires engagement with new quality partners from all cultures and backgrounds, identifying those who share our principles, those individuals who have the courage and skill to become true pioneers in their local markets together with ERA Europe. Kathy Auclair has worked tenaciously since the inception of ERA Europe's founding over 15 years ago to bring ERA Europe's vision to potential Master Franchise members. This means by offering high-quality services, introducing business integrity, transparency and innovation to the marketplace we can build a lead market position. Kathy's focus on master franchise expansion is one reason why today we are 20 countries strong, and growing. [kaclair@eraeurope.com](mailto:kaclair@eraeurope.com)



### ERA EUROPE TEAM LEADERSHIP PAUL VAN DEN PUTTEN

Successful teams require complementary talents. Within the ERA Europe Team, Paul van den Putten, Development Director of ERA Europe, possesses many talents that contribute to make this team successful: an amazing level of drive, focus, expertise and passion. Paul’s passion for real estate dates back to his very first work experience as young entrepreneur. He led ERA Netherlands to the premier market position nationally and has managed to consistently maintain that lead over the years. This is a testament to the hard work and focus required by a true leader. His drive to continually seek innovative ways to improve and empower brokers to meet their customers’ needs and to be the best they can be, is unparalleled. He shares his passion with new ERA partners in our various European markets and so drives franchisee network growth and further recognition of the ERA System. ERA Brokers and their clients have Paul to thank for always keeping that ERA ‘bar-of-standards’ as high as possible, and by his hard earned example, he inspires us to maintain that same competitive edge.

cultural practices. We have experienced market up swings and down turns. Recessions and expansions have been seen on all continents at various times since the company’s creation and we have learned what works and what does not in any given market condition. The collective knowledge of ERA Brokers is probably one of the richest in residential real estate history. Our country managers and partners have an unparalleled level of experience as well. They work unrelentingly everyday to share

We like real estate,  
we love people.

ERA Real Estate is  
“Always There For You®”.

this body of knowledge with ERA real estate brokers and salespeople throughout Europe, to the benefit of our customers, to produce the right results, for the right clients, the right way.

This experience and profound understanding that people are at the center of what we do and that it’s not just about brick and mortar, is the reason you should call an ERA Broker for your next real estate transaction or to discuss the possibility of joining the ERA Team.



### ERA EUROPE TEAM LEADERSHIP H EL ENE GAGNON

Certain colleagues merit special attention because they have singular skills that add great value to the team and to the successful functioning of overall operations. In our team, H el ene Gagnon, Chief Financial Officer of ERA Europe is that person. Smooth cross-cultural operations do not come easy. She is a true partner in ensuring that the coherence of Team ERA Europe’s vision is securely anchored and that coordination of the procedures necessary to run a first class operation like ERA Europe unfolds effortless. Whether one is a home buyer, a home seller or an esteemed ERA broker, you can be assured that the values of professionalism, honesty and ethics are firmly in place, thanks to Ms. Gagnon.

**EFFECTIVE TEAMS** are a result of both superior leadership and a myriad of indispensable individuals all working together towards a common goal. Within our team there are dozens of such people, working hard every day to ensure the ERA spirit and the search for excellence translate into a successful home sale or purchase, a business well managed, a dream come true.

# Introducing ERA Italy

ERA Italy was constituted in February 2008 on the initiative of Europa Risorse, one of Italy's leading companies in Integrated Real Estate Services. Europa Risorse's motto is "We make it happen" and their philosophy is based on 5 precise principles: rigor, transparency, reliability, motivation, and corporate governance.



Pictured from left to right: Carlo Walder, Marco Colasuonno, Vanessa Piccolo



Pictured from left to right: Marco Colasuonno, Fabrizio Antonini, Mr. Gianfranco Ferrari (ERA Investire), Carlo Walder, Daniela Napoleone, Vanessa Piccolo



**Inheriting this outlook on how to do business,** ERA Italy foresees the opening of over 200 agencies throughout the nation in the next 5 years. The selection of the "founding members" is currently underway in the greater Milan area, where the head offices are located, as well as in other major cities in northern Italy.

While there are numerous local real estate networks in Italy, none equals the depth of experience and resources ERA Italy will offer to the marketplace.

The ERA Italy management team intends to bring international standards of practice to the Italian market place specifically in regards to professionalism, ethics and transparency; as there is a clear need for a greater level of trust demanded by buyers and sellers of real estate in the current market. A significant number of foreigners have invested in the Italian market and these customers seek credible and authentic advice from their local real estate advisor. The ERA system in Italy will be adapted to meet the needs of both local and international customers by bringing better trained professionals into the industry, enhancing marketing and prospecting techniques and by introducing cutting edge technology to facilitate the interaction of buyers and sellers across Europe.

# Introducing ERA Romania

Romania has dramatic mountain panoramas, a 200 km pristine coastline on the Black Sea and is the largest of the Balkan countries, with a population of 22 million. In addition to its geographic attractions, the country is experiencing a great deal of investor attention. As one of the newest additions to the European Union in 2007, it is clearly benefiting from the stability and growth this membership brings.



Teodora Dimitrova, ERA Romania

**Residential real estate opportunity** is derived from its underdeveloped infrastructure and housing market. Despite a large number of homeowners, one of the highest in Europe at +90%, there is great demand for more and better quality housing, with the latest amenities. This, combined with a growing upwardly mobile middle-class, is driving the new home construction market, home renovations and investment in rental housing. A specialized residential real estate brokerage market is just now emerging. Currently the majority of companies dealing in residential transactions also handle other types of real estate business including commercial, retail, warehouse, and property development. Small-sized residential agencies do exist but most lack the proper training and are ill-equipped to compete in this fast developing market.

This lack of focus on the specific needs of home buyers and sellers, and the limited regulations currently in place to oversee the industry, present a real and immediate opportunity for a well structured, proven system to thrive. ERA Romania expects to

fill this gap and build the leading residential real estate network in the country. Specifically, ERA training courses, prospecting techniques and marketing programs will bring great added-value to its member brokers.

Leadership of the ERA Romania team is headed by current Master owner of ERA Bulgaria, Ms. Teodora Dimitrova, who skillfully and successfully launched its expansion. Together with her local Romanian management team, she intends to introduce a rigorous implementation of the ERA System. The ERA System's new and

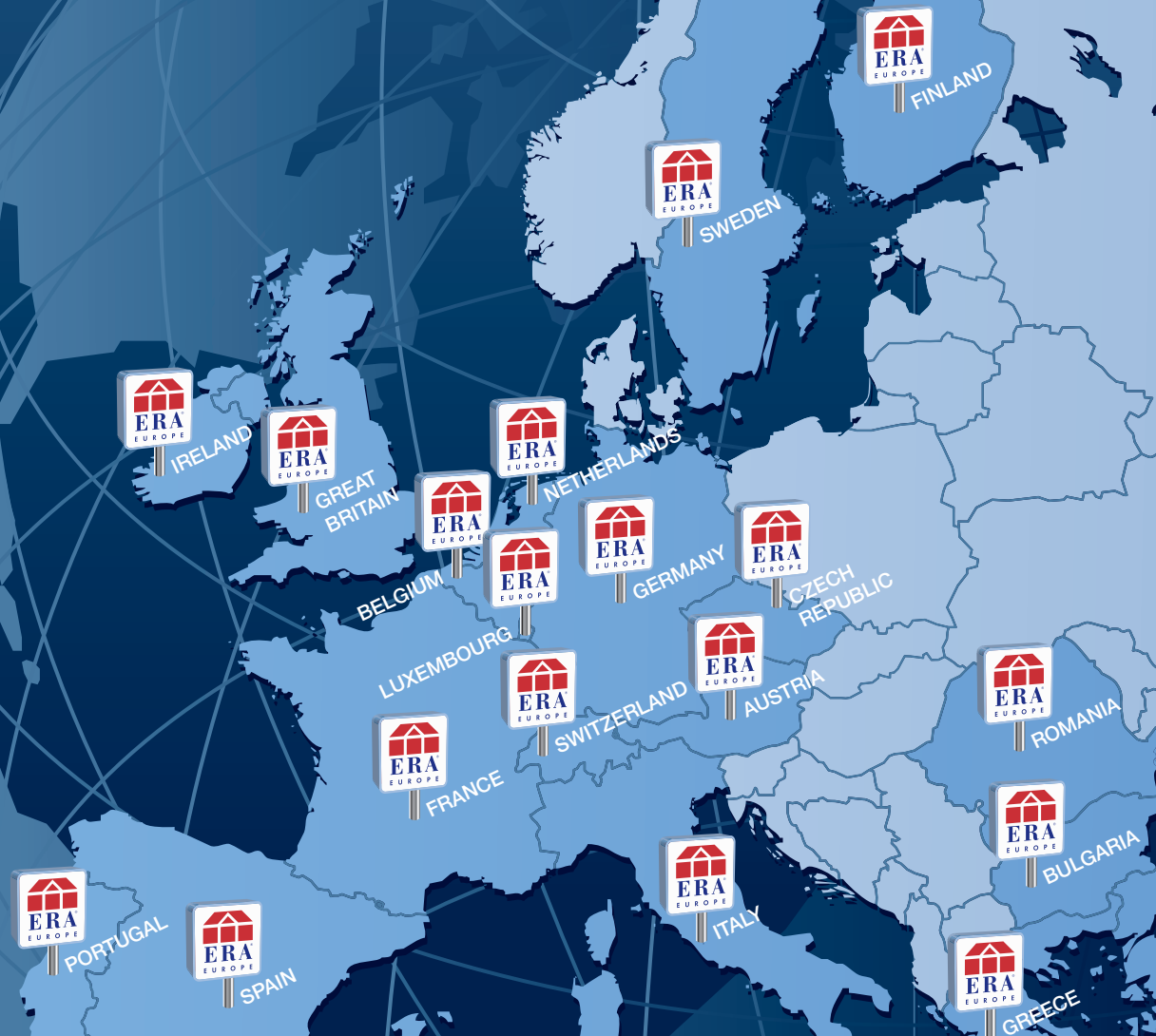


proactive approach is expected to have great impact. ERA Romania's headquarters are based in the bustling capital city of Bucharest where the bulk of property investment is focused today. Development of the network will begin in the capital city and then spiral outward into secondary cities, and popular coastal areas.



# THE COMPANY OF CHOICE FOR BU

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- ERA IRELAND
- ERA ITALY
- ERA LUXEMBOURG
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## MASTER FRANCHISE OPPORTUNITIES :

ALBANIA ANDORRA BOSNIA-HERZEGOVINA CROATIA DENMARK ESTONIA GIBRALTAR HUNGARY LATVIA LIECHTENSTEIN LITHUANIA MACEDONIA MALTA MONACO MONTENEGRO NORWAY POLAND SAN MARINO SERBIA SLOVAKIA SLOVENIA

# BUYERS AND SELLERS OF REAL ESTATE



ERA Europe Master Franchisor owners are true pioneers, extraordinary leaders, entrepreneurs of the highest caliber. A few special opportunities remain in Europe to found a national business, or to add significant strategic value to an existing one. The vision of owning and operating a superior global residential real estate brand in Europe is a unique opportunity. Please contact Kathy Auclair to determine if you qualify and if this business is right for you: [kauclair@eraeurope.com](mailto:kauclair@eraeurope.com)



TURKEY



CYPRUS

**20 countries**

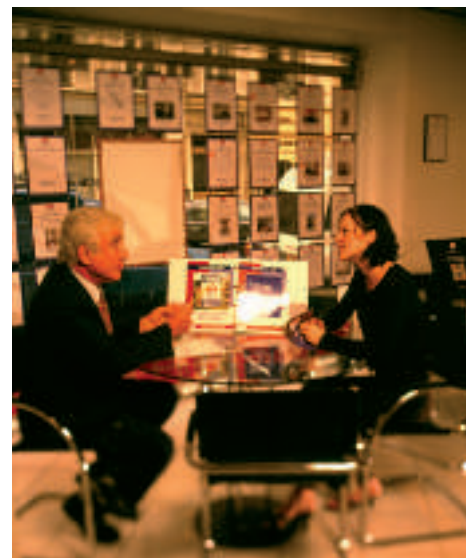
**1300 agencies**

**6500 brokers & agents**



# Working with an ERA<sup>®</sup> Real Estate Professional

Working with a real estate professional is more important today than ever. Real estate by nature is in constant change and metamorphosis. Today that change is accelerating. The size, experience and depth of the ERA network give assurance that you are in trusted, well informed and capable hands. In the following pages we will offer just a small glimpse of some guidance your ERA Real Estate professional can offer and why, when considering the sale of your home, you should be working with an ERA Broker.



**Comfort:** The importance of being comfortable with your sales professional cannot be overstated. You are going to be dealing with this partner on a regular basis, maybe for a few months, during a time that can be emotionally trying for you and your family. It takes a unique combination of these two characteristics – competence and comfort – to inspire the confidence a homeowner needs to maintain peace of mind through the process of selling a house. It is something for which every ERA sales professional strives. Always There For You<sup>®</sup> is more than a motto. It is our way of doing business.

## WHY LIST MY HOUSE WITH AN ERA<sup>®</sup> BROKER?

Exclusive services that can make selling your house faster and easier, along with an unparalleled expertise in local and national markets – these are two of the most important reasons why no one can sell your house more effectively than an ERA professional. Beyond that, we are sincerely interested in assisting to make the experience of selling your home as smooth and hassle-free as possible. So even if you are not ready to list your home and simply have questions about the market in your area, price or mortgage trends, or want to know anything else about real estate as it relates to you – just pick up your phone and call the nearest ERA office in your area.

ERA brokers and sales professionals are  
Always There For You<sup>®</sup>.

## WHAT MAKES A SALES PROFESSIONAL EFFECTIVE?

We believe expert training and experience make the best sales professionals. This is why ERA training is focused so intently on understanding the real needs of both buyers and sellers. Our focus on ‘people first’ establishes the proper foundation for a considerate implementation of the selling process. This, combined with our knowledge and understanding of all the dynamics involved in selling a home ensure our sales professionals have the best tools as well as the proper mindset to realize their customers’ goals.

## COMPETENCE + COMFORT = TRUST

**Competence:** When you meet an ERA real estate professional you can expect to see an informed and competent individual. A person who is up-to-date on latest property trends, knows about market values in your neighborhood, is able to properly value your home and most importantly, is provided the required tools to accomplish these tasks. There are many factors that play into the proper and timely sale of a home. Because of this, working with a capable partner in this process is an essential move. A partner who takes your best interest to heart and will work closely with you from beginning to end, until the very last detail is taken care of and finalized.

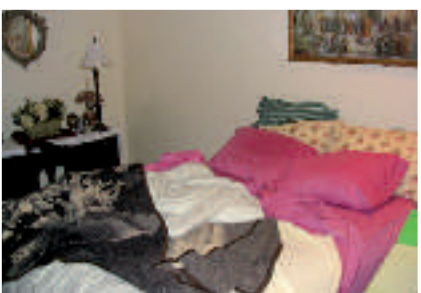


## ERA Europe Broker Advisory Corner

# Staging your Home to Sell

## What is staging and why it matters

Preparing a home for sale can vary greatly from one European country, to another. Some homes and apartments are presented completely vacant, without even a kitchen in place, while other properties might be fully remodeled. Between these two extremes, there is a concept called 'staging'.

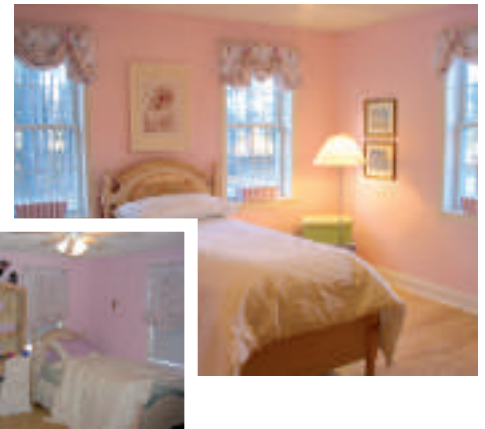


Imagine you are searching for your dream home, your aspirations and expectations are high. You are prepared to pay at least market price for the right property. A list of promising properties has been offered and you select the home that appears to meet most of your criteria. However, at the time of viewing it looks unkempt, cramped, the furniture gives the impression of being

oversized and well... it is no longer the home you envisioned living in. This is why staging matters.

Once the decision is made to sell, staging will transition your property from being 'your home' to becoming 'a model home'. Staging emphasizes the positive attributes of your home; eliminating possible detractors and presenting it in the absolute best

light possible. Staging involves far more than cleaning and minor repairs required to put your home on the market. It is preparing your home for the next owner and demonstrating its potential to buyers. It should be inviting and become a platform to inspire by setting the right mood for prospective buyers - why your home can and should become theirs. Staging distinguishes your home from other property listings on the market. This can apply to every home, in every price range, especially



luxury homes. And it is important because studies prove that a well presented or 'staged' property helps your home sell faster and for a greater profit.

This process entails many factors. First and foremost, is considering and understanding the psychology of your potential buyer. Home searching is an exhausting process, the more a home projects calm, simplicity, luxury and a comforting feeling, the more inclined the buyer is to make an offer. Not everyone has the imagination, desire or time it takes to make these transformations of space. The purpose is to help the buyers view your property with the utmost clarity, in its fullest potential and to visualize themselves in your home. You must emotionally connect with that buyer.

### OTHER TIPS TO CONSIDER

**Organize and de-clutter:** Homes are well lived in, but reduce that lived-in effect to create a more appealing simplicity. Put books and knick-knacks away, instead, create focal points to simulate a buyer's perception of the ideal living space.

**Pristine clean:** Make your home sparkle, paint and steam clean where necessary. Be especially careful to eliminate all pet odors.

**Neutralize the environment:** Eliminate items of personal taste that the buyer may not be able to relate to; make sure your home is

generic enough to appeal to the maximum number of potential buyers.

**Sensory touches:** Bake a cake before visits, place bouquets of aromatic fresh flowers in strategic locations, eliminate any unsavory odors in the home.

**First impressions:** Spend money where it matters, that means especially on creating a good first impression. Hence, the garden and entryway must be in immaculate condition.

**Modernize:** No matter the price, age or period of your property, make sure your home projects fashion tendencies. This just means being aware of current styles and trends that could inspire potential buyers. You may consider borrowing a painting or sculpture from your local art gallery and accenting with different decorative colors in the touches of your home, including walls, throw pillows, rugs and so on.

**Create space:** People often move because they want more room, so make your house feel as spacious as possible. Do not let furniture dominate the rooms, eliminate unnecessary furniture and rearrange the setting of furniture in the different rooms. Lighter, more neutral colors create a sense of increased space and tranquility. Mirrors also help make the living area seem larger.

**Group of threes:** Things go better in threes. Group three candles on a table, arrange three baskets on a shelf or place three pillows on a couch. This creates focal points, and helps move visitors more fluidly through the rooms.

**Light:** Make the rooms brighter and when showing the house, keep the curtains and shades open. More light adds to a sense of space and projects an uplifting, positive feeling.

Home staging is all about presenting an ideal way of life. Especially in a buyer's market, staging may be one of the most important steps in reducing your property's days on the market and selling it at the right price.

**"The way you live  
in your home and the way  
you sell your house are  
two different things!"**

We suggest you speak with your local ERA broker who is trained in guidelines on how to best present your property and can direct and advise you on how to maximize its value.

# A Picture Is Worth a Thousand Words (or Clicks!)

## Drive more potential buyers to view your property

It is abundantly clear today that the majority of property buyers will view a listing on the internet prior to physically visiting a property. Some studies confirm that as many as 83% of buyers have viewed the property online prior to contacting the real estate broker.



Property photos on the broker's website are thus the very first 'viewing' potential buyers will have of a home. If those photos are not up to par, it may be the last time the buyer will ever look at the property. Over and over again we hear home buyers saying that poor property pictures actually turn them away from ever viewing a home. Ask yourself, would you spend more time looking at a property that has one photo displayed, or one that has twelve quality shots presented? Quality photos of your home, and many

of them, are essential to driving and attracting as many potential buyers as possible. This is important because more buyers visiting your home increase the chances of selling your property faster. Develop the story of your home with pictures and save buyers time by displaying quality photos that highlight the important features of your property. You do not need to be a professional photographer to accomplish this. ERA brokers have the knowledge on what types of photos are needed and how to best take them as to emphasize the property's strengths. Here we offer a few important tips:

**Stage:** Make sure the room is properly staged before shooting. Remove all personal items within range of your shot. Arrange furniture, fluff pillows, and so on. For the broker, this means preparing the homeowner in advance of the photo shooting.

**Lighting:** It is all about the light! For exterior shots, shoot in the middle of the day when the sun is shining and the sky is blue. Be careful about not capturing shadows. For interior shots, turn the lights on and use a flash. Shiny or glass surfaces need to be free of smudges and dust. Night shots, for certain properties can also be quite dramatic.



A picture perfect home : ERA Realty Pros, Athens Greece - Ref. : RPR01-2008

**More is better:** Take multiple shots of the exterior, interior, and of every key room. Each home has a special feature, architectural detail, or distinctive niche that projects the uniqueness of the property. Capture these to help better create the home story.

**The Angle:** Be creative! Property pictures can quickly appear very boring. Make sure to take numerous shots of the outside and of the various interior rooms from varying angles so you have the largest selection possible. Emphasize linear aspects, shoot both vertical and horizontal shots, jump on a chair or get on your knees to be sure your shots are properly aligned. Taking the shot at more appealing angles will emphasize space and highlight unique features, while keeping your photos interesting.

**Edit:** Even the best digital photos normally require some sort of editing. Take time to properly crop, lighten shadows, color correct and touch up your shots – it is well worth the extra effort. Make sure to take high-definition photos for maximum flexibility. A high pixel shot is needed for quality prints and can always be saved in a lower resolution for uploading on the web, but the reverse is not possible.

#### ABSOLUTELY AVOID

**Mobile camera shots.** These often distort the image. Quality digital cameras are an absolute must and there are many affordable models on the market.

**Blurry photos.** They are simply not tolerable.

**Furniture photos.** A common error with photos taken is when they intend to feature

a room, but all that can be viewed in the shot is a piece of (un)interesting furniture.

We suggest you speak with your local ERA broker who is trained in guidelines on how to best present your property and can direct and advise you on how to maximize its value.

#### SEASONAL TIPS

If your home is located in a country with seasons, having a few photos on hand of your home exterior at these various times of year is a smart thing. Spring and autumn can offer some of the most vibrant, dramatic property shots. In the autumn season, consider the drama of contrasting red, oranges and green as a backdrop to your beautiful home. Shoot in the late afternoon when the sun is low, or just after rainfall when the ground is still glistening wet, to add to the intensity of these seasonal pictures. Now you are prepared to list your property at any time of the year and with appropriate, quality photos!



# Austria

Considering a luxury home or chalet in Austria? In this amazing country, there are many extraordinarily beautiful regions to choose from. As a European citizen one is allowed to buy property as a primary home or as an investment property. Foreign buyers frequently focus on the Austrian Alps and the excellent ski resorts areas; both ideal locations to purchase a property. The availability of year round outdoor activities is a great attraction, particularly now that increasing numbers of visitors are discovering that Austria is also an ideal summer holiday destination.



Highly popular skiing areas, such as Styria and Salzburger Land, are prime locations for luxury Chalet properties. Salzburger Land, Styria and the Salzkammergut, long since trendy with German buyers, have now become very fashionable estates for home buyers from the United Kingdom, the Netherlands and the Scandinavian countries in particular. This is partly due to the well established and

increased presence of the low-cost airlines flying into Salzburg airport and also because of the good value properties available in these provinces.

There are also stunning scenic venues away from the Alps which deserve a lot more attention from foreign buyers. For example, Styria, a state understandably well known as a fantastic skiing area in the Dachstein Tauern Region of the Alps near Schladming, also is a wonderful wine producing region that is so attractive it is likened to Tuscany in Italy.

Nearly 10% of all homes are owned by foreigners. This figure is anticipated to increase, partly due to recent expansion of the European Union. As the purchase process is highly regulated in Austria, we recommend you to consult a local ERA professional to secure accurate advice for your next home purchase.



“Stunning scenic Alpine views and fantastic skiing, Austria is an ideal investment location for sport and nature enthusiasts!”



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[www.eraaustria.com](http://www.eraaustria.com)





## St. Gilgen

This unique Penthouse is located at Wolfgangsee. From the living area you can enjoy an incredible view over the lake, almost giving you the feeling that you are sitting at the waterside. With spacious floor plans, a modern design and architecture, a garden with a sun terrace and a bathing platform - this property provides any comfort desired by its owner. A definite top-location at Wolfgangsee !

Ref. : 244882

PRICE € 1 500 000

M<sup>2</sup> 230 LAND M<sup>2</sup> 195 YEAR CONSTRUCTION 2006 N<sup>o</sup> OF BEDROOMS 2



### ERA SALZKAMMERGUT

Esplanade 12 - 4820 Bad Ischl - AUSTRIA  
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c.ossberger@era.at - www.era-salzkammergut.at



## Seewalchen

This 260 m<sup>2</sup> apartment designed in Mediterranean style is located at Seewalchen/Attersee. As the property is very close to the beach, you are only a minute away from your own beach and, what is very important for yachtsmen, your anchorage. From the bedrooms you can enjoy a very nice view over Attersee. A garage with 5 parking spaces completes the full service offer. Seewalchen is only a 1 hour drive from the Linz/Salzburg airport.

Ref. : 244881

PRICE € 1 800 000

M<sup>2</sup> 260 LAND M<sup>2</sup> 350 YEAR CONSTRUCTION 1995 N<sup>o</sup> OF BEDROOMS 4



### ERA SALZKAMMERGUT

Esplanade 12 - 4820 Bad Ischl - AUSTRIA  
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## Kirchberg am Wechsel

Luxury mansion on 13 340 m<sup>2</sup> land with 320 m<sup>2</sup> living area. Features stone house of 260 m<sup>2</sup> and wellness area of 198 m<sup>2</sup>. Has breathtaking view to the surrounding nature and unique landscape.

*Herrschaftlicher Landsitz in absoluter Alleinlage mit unverbaubarem atemberaubendem Fernblick. Als neuer Eigentümer verfügen Sie über das Landhaus mit ca 320 m<sup>2</sup>, historisches Steinhaus mit ca 260 m<sup>2</sup> und Wellnesshaus mit ca 198 m<sup>2</sup>. Grundstücksgröße ca 13 340 m<sup>2</sup>. Luxuriöse Ausstattung mit vielen Extras.*

Ref. : 2483474

PRICE € 880 000

M<sup>2</sup> 855 LAND M<sup>2</sup> 13340 YEAR CONSTRUCTION 2006 N<sup>o</sup> OF BEDROOMS 16



### ERA 4M IMMOBILIEN CONSULTING

Wiedner Hauptstraße 146/L3 - A-1050 Wien - AUSTRIA  
Tel. +43 1 961986113 - Fax. +43 1 961986161  
kris@era.at - www.eraaustria.com





## Sistrans

In this house you will notice the owner's sense of perfection everywhere. Feng Shui principles were considered. Gorgeous garden, huge winter garden, nice terrace and good vibrations guaranteed.

*In diesem Haus merkt man an allen Orten die Liebe zum Detail. Feng Shui Grundsätze flossen in die Bauausführung ein. Wunderschöne Gartenanlage, riesiger Wintergarten, große Terrasse und gute Energie garantiert.*

Ref. : 17561084

PRICE € 798 000

M<sup>2</sup> 196 LAND M<sup>2</sup> 575 YEAR CONSTRUCTION 1998 N° OF BEDROOMS 5



**ERA RAUZI IMMOBILIEN GMBH**  
Amraser Straße 23 a - 6020 Innsbruck - AUSTRIA  
Tel. +43 664 9641282 - Fax. +43 512 908077  
rauzi@era.at - www.era.at



## Telfs

The property is situated on a big piece of land of 2 711 m<sup>2</sup>. Classy furniture, a spa area with steam bath and sauna, the beach volleyball court, and a party pavilion clearly distinguish this object from others.

*Das Haus steht auf einem riesigen Grundstück mit 2 711 m<sup>2</sup>. Stilvolle Einrichtung, ein eigener Wellness Bereich mit Dampfbad und Sauna, Beach Volleyball Platz, und ein Party Pavillion unterscheiden diese Immobilie von anderen.*

PRICE € 1 500 000

M<sup>2</sup> 321 LAND M<sup>2</sup> 2711 YEAR CONSTRUCTION 1996 N° OF BEDROOMS 7



**ERA RAUZI IMMOBILIEN GMBH**  
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# Belgium

Belgium's medieval towns, lively coastal regions and bucolic country side are wonderfully contrasted by the beautiful country's multilingual environment and bustling cosmopolitan capital, Brussels, also known as the home of the European Community. ERA real estate has earned a reputation of being the premier brand in the Belgian market and this was proven by an unparalleled growth of the network in 2007, with healthy network expansion continuing into 2008. The expansion was strongest in the French speaking regions. This brought the distribution of the network more in line with the distribution of the population in the various parts of the country. Customers seeking to buy or sell a home in Belgium can now be assured of locating an ERA broker in nearly every residential sector across the country.

This real estate market is currently one of the most stable home markets in Europe. House price increases have been constant, without the dramatic leaps that have been experienced in the Southern European markets. Belgians have a tendency to stay put and move only when life circumstances dictate a 'must' move situation. Growth in the home market comes from the rising tendency toward more single family households and in the secondary home market located in the coastal regions popular with the Dutch, German and French clientele.



"World renown for its gastronomy, fine arts, painters and architecture, its rich culture is reflected in the everyday lifestyle of the Belgian family."



## ERA BELGIUM

Antwerpsesteenweg 68-2  
2630 Aartselaar, BELGIUM  
Tel: +32 3 227 4185  
[www.erabelgium.com](http://www.erabelgium.com)





## Oosterzele

The property is situated on a plot of more than 12 000 m<sup>2</sup> in a rural area and includes a beautiful pond. This spacious villa has a living area of over 1 000 m<sup>2</sup> and offers all sorts of arrangement possibilities. It was built in 1997 and has 8 bedrooms, multiple bathrooms, a spacious kitchen, 10 pitches, a spacious garage for 3 cars and a large cellar. The villa also features a guesthouse. It is located 20 minutes from Brussels and Ghent and 1 hour away from the Belgian coast.

Ref. : 176739

PRICE Upon Request

M<sup>2</sup> 570 LAND M<sup>2</sup> 12000 N<sup>o</sup> OF BEDROOMS 8



**ERA WIM VANDER CRUYSSSEN**

Markt 10 - 9230 Wetteren - BELGIUM

Tel. +32 (0)9 368 23 22 - Fax. +32 (0)9 366 69 93  
vandercruyssen@era.be - www.era.be/vandercruyssen





### Houtem (Vilvoorde)

Renovated traditional square farmhouse with authentic character and a splendid enclosed courtyard with ornamental pond. The farm is set in 3.19 acres (1ha 29a) and located in a quiet village near Vilvoorde. A very spacious home, full of rural charm and easily accessible at only 15 km from Brussels.

Ref. : 157983

PRICE € 1 650 000

M<sup>2</sup> 1963 LAND M<sup>2</sup> 12900 N° OF BEDROOMS 7

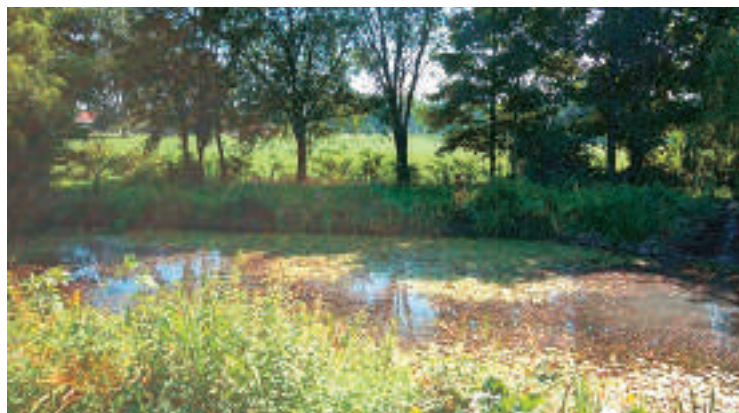


**ERA VASTGOEDBURO VAN EYKEN**

Brusselsesteenweg 180 - 1980 Zemst - BELGIUM

Tel. +32 15 621142 - Fax. +32 15 621742

vaneyken@era.be - www.era.be



### Londerzeel

Property is located in a green area of 7 770 m<sup>2</sup>. It features a swimming pool, pond and tennis court. This modern house was built in the seventies and is characterized by a lot of open space. Brussels and Antwerp are only 20 minutes away.

Ref. : 196399

PRICE € 650 000

M<sup>2</sup> 375 LAND M<sup>2</sup> 7770 YEAR CONSTRUCTION 1970 N° OF BEDROOMS 2



**ERA IMMO TOYE**

Prinsenstraat 24 - 1850 Grimbergen - BELGIUM

Tel. +32 (02) 270.90.75 - Fax. +32 (02) 270.80.74

immotoye@era.be - www.era.be





## Brasschaat

Beautiful villa in a residential area close to city center and within easy access to highway E19. This property was completely renovated in 2004 and now features the latest luxury equipment. All materials used are of the highest quality and give a total atmosphere of luxury. With an indoor pool, full basement with 2-car garage, fitness and family room there is ample space. Watch the virtual tour !

Ref. : 201286

PRICE € 1 750 000

M<sup>2</sup> 640 LAND M<sup>2</sup> 6320 YEAR CONSTRUCTION 2004 N° OF BEDROOMS 5



### ERA ARPIMO NV

Brasschaatsteenweg 253 - 2920 Kalmthout - BELGIUM  
Tel. +32 (0)3 666 85 50 - Fax. +32 (0)3 666 33 50  
arpimo@era.be - www.era.be/arpimo



## Kapellen

Spacious property with a beautifully landscaped garden of 6 700 m<sup>2</sup> with pond and completely fenced for total privacy. The property's living areas are sunny and its masterbedroom with ensuite bathroom and dressing are on the ground floor. Family room and fitness are located on the first floor with 2 guest bedrooms and baths. All security equipment is installed.

Ref. : 195214

PRICE € 1 100 000

M<sup>2</sup> 550 LAND M<sup>2</sup> 6700 YEAR CONSTRUCTION 1992 N° OF BEDROOMS 5



### ERA ARPIMO NV

Brasschaatsteenweg 253 - 2920 Kalmthout - BELGIUM  
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arpimo@era.be - www.era.be/arpimo



## Brasschaat

This spacious Manoirstyle villa in quiet residential area comes with heated pool and landscaped garden. Beautiful materials are used in a classic layout. Kitchen is professionally equipped with lots of space. Features 75 m<sup>2</sup> living room with open fire and a dining area with large doors opening to the south terraces. Masterbedroom has dressing and private bathroom. Villa has total of 3 bedrooms with bathrooms. Second floor has large family or fitness room. Ready to move in !

Ref. : 180643

PRICE € 1 200 000

M<sup>2</sup> 435 LAND M<sup>2</sup> 2328 YEAR CONSTRUCTION 2003 N° OF BEDROOMS 4



### ERA ARPIMO NV

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arpimo@era.be - www.era.be/arpimo



## Brasschaat

With views on Brasschaat Golf Course this apartment offers spacious living with lots of comfort and luxury. A separate dining, living area and a fully fitted and equipped kitchen are some of the benefits of this apartment. It also has a wide terrace with nice view and with ample room for sunbathing and/or dining. A double garage and direct access from elevator into the apartment make it convenient. You can walk to the golf course and enjoy this nice country club atmosphere !

Ref. : 190281

PRICE € 680 000

M<sup>2</sup> 180 YEAR CONSTRUCTION 1998 N° OF BEDROOMS 3



### ERA ARPIMO NV

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arpimo@era.be - www.era.be/arpimo



## Brussels

Near the famous avenue Louise, you will find this magnificent luxury residence, with a facade of close to 11,85 meters made of natural stone. The garden of this property faces the south.

*A proximité de l'avenue Louise, un magnifique hôtel de maître de +/- 800 m<sup>2</sup>. Avec façade de près de 11,85 m en pierre naturelle, jardin orienté sud, élégantes réceptions (luxueux parachèvement d'époque), vaste cuisine, garage pour 4 voitures, grande cave et possibilité d'installer un ascenseur.*

Ref. : 168715

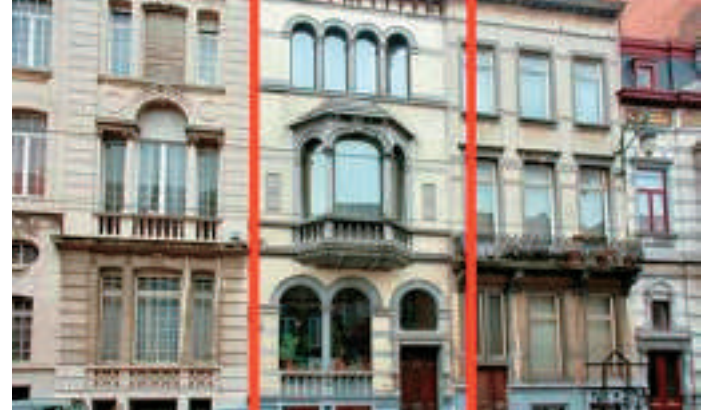
PRICE € 3 800 000

M<sup>2</sup> 800 LAND M<sup>2</sup> 508 YEAR CONSTRUCTION 1914 N° OF BEDROOMS 7



### ERA PROFIDI

Rue d'Archimède 17 - 1000 Bruxelles - BELGIUM  
Tel. +32 (0)2 230 24 24 - Fax. +32 (0)2 234 37 19  
profidi@era.be - www.era.be/profidi



## Saint Gilles

A fantastic host house in the area of «Ma Campagne», located near the famous «Place du Chatelain». This property has kept its epoch character over the years, with high ceilings, fire places, woodwork and moldings. The property is divided in 3 apartments and has 7 student rooms.

*Epoustouflante Maison de Maître de 560 m<sup>2</sup> sur un terrain de 2 ares 60. Eléments d'époque conservés ; hauts plafonds, plancher, cheminées, moulures et boiseries.*

Ref. : 192084

PRICE € 1 195 000

M<sup>2</sup> 560 LAND M<sup>2</sup> 260 YEAR CONSTRUCTION 1908 N° OF BEDROOMS 11



### ERA PROGRESA

Rue de l'Aqueduc, 117 - 1050, Ixelles - BELGIUM  
Tel. +32 (02) 535 98 98 - Fax. +32 (02) 535 98 99  
progres@era.be - www.era.be



## Venushof in Alveringem

This uniquely situated farm lies in a green area in the countryside. It has a main building (30 m x10 m) with authentically renovated areas, a studio, a small bar and a spacious attic. There is also a concierge-house and a building ideal for stables. It is surrounded with trees, has a private ramp and a natural pond. This farm of 1,33ha is only 10 km from the west coast. The farm was formerly known as Venushof, a famous farm for pigeons but also a great location for horses !

Ref. : 204304

PRICE € 850 000

M<sup>2</sup> 315 LAND M<sup>2</sup> 13373 N° OF BEDROOMS 5



### ERA VASTGOED VANDENBUSSCHE

Houtmarkt 4 - 8630 Veurne - BELGIUM  
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# Bulgaria

Investing in Bulgarian real estate is something worth considering. Luxurious properties are increasingly being sold for prices topping €4 000/m<sup>2</sup>. This new peak represents an important jump over prior years, yet current prices remain well below those found in other major European cities. Generally, high-end properties fluctuate from median prices of €1 250 000 to €2 600 000.

The largest cluster of upscale, luxury properties offered for sale are found in the capital city of Sofia; they represent nearly 60% of all homes on the market here. Prices range from €500 000 to €5 000 000, with the average price per m<sup>2</sup> at €2 400. Referred to as Bulgaria's 'Sea Capital', the city of Varna is also a highly popular area of property investment with luxury home prices ranging from €300 000 to €2 500 000. Most of these properties are located in resorts and in surrounding cities including Euxinograd, Trakata, Alen mak and Journalist. About 40% of properties for sale in these regions reach selling

prices well above the national average.

In 2008, 28% of property transactions were closed by foreigners, and prices increased by 30% on average. This thriving market is expected to continue to flourish in the years ahead.

ERA Bulgaria is implementing entirely new and modern management and training methods to meet the needs of its Bulgarian and international customer base. These new methods will build trust, increase customer satisfaction and bring real value added services to buyers and sellers of real estate.



“Thirteen centuries of history,  
a link between east and  
west Europe, with pristine  
beaches to soaring mountains,  
Bulgaria is simply astounding.”



**ERA BULGARIA**

37 Yan Hunyadi blvd  
9027 Varna, BULGARIA  
Tel: + 359 52 744074  
www.erabulgaria.com





## Sofia

«Este Home And Spa» is situated in the Iztok quarter, one of the most prestigious and elite neighborhoods in the capital of Bulgaria, Sofia. The complex has a modern architectural solution completed with up-to-date materials. It comprises 7 residential buildings with luxury homes, an office building, a large foods market, smaller shopping areas, underground garages, yard spaces and an imposing Spa center.

Ref. : PC01 PRICE € from 118 000

M<sup>2</sup> 54 LAND M<sup>2</sup> 9 YEAR CONSTRUCTION 2009 N° OF BEDROOMS 1



### ERA LYULIN PROPERTIES

70 Tsaritsa Yoanna str. - Sofia, 1366 - BULGARIA

Tel. +359 2 9251019

imotilyulin@era.bg - www.era.bg



## Stoykite Village

Stoykite village is situated only 5 km from Pamporovo resort. Pamporovo is one of the top 3 winter resorts in the country and offers a variety of ski slopes, good accommodations and local hospitality. The complex is designed and constructed in the spirit of the traditional Rhodopean style. It is divided in 3 5-floor sections, and consists of 31 apartments : from 56,45 to 82,44 m<sup>2</sup>. All of the apartments have mountain view. One of the nearby sky slopes is illuminated for night skiing.

Ref. : MVC02 PRICE € from 58 144

M<sup>2</sup> 56 LAND M<sup>2</sup> 1658 YEAR CONSTRUCTION 2006 N° OF BEDROOMS 2



### ERA ROTONDA

10 Duhovno Vazrajdanje - Rousse, 7000 - BULGARIA

Tel. +359 82 820753 - Fax. +359 82 820754

rotonda@era.bg - www.era.bg



## Veliko Tarnovo

This gorgeous house is located in a beautiful mountain village at only 18 km from Veliko Tarnovo. It comprises 2 large storeys with total area of 280 m<sup>2</sup>. The property includes a large living room, 3 bedrooms, 2 basements, a kitchen with dining room, a bathroom and 3 large terraces with southern exposure and wonderful view. The property is air-conditioned and has a local heating system. The 1 000 m<sup>2</sup> large garden is perfectly decorated and is surrounded by a wonderful stonewall.

Ref. : 1726 PRICE € 153 000

M<sup>2</sup> 280 LAND M<sup>2</sup> 1000 N° OF BEDROOMS 3



### ERA BALKAN ESTATE

67 Stefan Stambolov str. - Veliko Tarnovo, 5000 - BULGARIA

Tel. +359 62 606064 - Fax. +359 606064

balkanestate@era.bg - www.era.bg/balkan



## Golden Sands

Majestically set right in front of the Black Sea, this gated enclave represents an extraordinary opportunity for those seeking the ultimate summer resort lifestyle! Capturing both local and international recognition, Zlatna Kotva brings an exciting new dimension of luxury living to Golden Sands.

Ref. : ZLKOTVA PRICE € from 127 000

M<sup>2</sup> 69 YEAR CONSTRUCTION 2008 N° OF BEDROOMS 1



### ERA BETTER HOMES

47 Knyaz Boris Blvd. - Varna, 9000 - BULGARIA

Tel. +359 52 619999 - Fax. +35952685969

projects@era.bg - www.era.bg

# Cyprus

The Island of Aphrodite, as Cyprus is known, has recently been classified as the most beneficial retirement location for residents from the United Kingdom. The reasons for this were cited as being the low crime rate, the excellent climate, the high quality diet, the low cost yet high standard of living and the reciprocal pension arrangements that allow residents of Cyprus to pay tax on income at Cyprus rates rather than paying tax using the rates in their "home" country. Is this not the goal of all Europeans? Cyprus offers property buyers an unsurpassed choice of accommodation, from low cost apartments to luxury villas, commanding magnificent views over the Mediterranean. This robust market now enjoys the benefits of entry into the European monetary system. Now buyers can make a direct value for money comparison in a currency they are familiar with. With the approval of new golf courses and marinas and with the entry of low cost airlines into the market, Cyprus, and its lifestyle, is far more accessible and desirable than ever before.

Entry into the European Union (EU) eliminated existing purchasing restrictions on buyers from EU countries and enabled buyers to benefit from prevailing market strengths. Entry into the Euro Currency zone has meant that transactions for most EU citizens have become even easier than before. This also helps the buyer to more easily judge the value for money factor in a purchase. In addition, price transparency has allowed for simpler comparisons with home country pricing; local taxes, services and commodities can now be better assessed because of the equal products and service charges. ERA Cyprus is the leading network in Cyprus and offers incomparable, highly valued services to buyers and sellers of many diverse nationalities.



"Offering an unsurpassed choice of accommodation from modestly priced apartments to luxury villas with commanding, magnificent views over the Mediterranean."



## ERA CYPRUS

113 1st Apriliou Avenue  
5280 Paralimni  
Famagusta, CYPRUS  
Tel: + 357 23 816 444  
[www.era Cyprus.com](http://www.era Cyprus.com)





## Larnaca

A prestige detached villa in the village of Pervolia located 17 km from Larnaca. The village has an attractive, remote beach where you can enjoy the warm hospitality of the Cypriot people and sample the delights of the local taverns. This Cypriot styled villa with breath taking views of the sea and mountains has 6 bedrooms, 4 bathrooms, swimming pool, central air conditioning and heating, fully fitted kitchen, double garage and private entrance.

Ref. : PRY4689

PRICE € 6 000 000

M<sup>2</sup> 650 LAND M<sup>2</sup> 9437 YEAR CONSTRUCTION 2007 N<sup>o</sup> OF BEDROOMS 6



### ERA CYPRUS

113, 1st Apriliou Avenue - 5280 Paralimni - CYPRUS  
Tel. +357 23 816444 - Fax. +357 23 730552  
info@eracyprus.com - www.eracyprus.com



## Famagusta

This is a uniquely built 5 bedroom villa with the ground floor being an open plan design. Ideally located in a tranquil area, it is within easy access to the lively resort of Ayia Napa where you could take advantage of the beautiful beaches, great restaurants and night life. The villa benefits from magnificent sea views which contribute to a relaxing atmosphere.

Ref. : PRY2356

PRICE € 835 507

M<sup>2</sup> 300 LAND M<sup>2</sup> 1500 YEAR CONSTRUCTION 2008 N<sup>o</sup> OF BEDROOMS 5



### ERA CYPRUS

113, 1st Apriliou Avenue - 5280 Paralimni - CYPRUS  
Tel. +357 23 816444 - Fax. +357 23 730552  
info@eracyprus.com - www.eracyprus.com



## Paphos

A truly breathtaking luxury villa nestled in the exclusive area of the Sea Caves, with magnificent panoramic coastal and mountain views. The property consists of a long sweeping driveway, beautifully landscaped gardens and a swimming pool. The villa is uniquely designed and has 3 extra large bedrooms which are separated between the master wing and guest wing and joined by a picturesque mezzanine. The villa is being sold fully furnished, therefore immediately habitable.

Ref. : PRY6540

PRICE € 1 500 000

M<sup>2</sup> 300 LAND M<sup>2</sup> 3000 YEAR CONSTRUCTION 2003 N<sup>o</sup> OF BEDROOMS 3



### ERA CYPRUS

113, 1st Apriliou Avenue - 5280 Paralimni - CYPRUS  
Tel. +357 23 816444 - Fax. +357 23 730552  
info@eracyprus.com - www.eracyprus.com



## Limassol

This magnificent 4 bedroom detached villa is located in the heart of Foinikaria village in the Limassol region. The villa is fully air conditioned and centrally heated. With mountain views all around, the quiet sleepiness of this village would make you feel as if you were miles away from anywhere, yet it's only a few minutes drive to the centre of Limassol. The property has a beautiful, well maintained, landscaped garden where you could sit and enjoy the spectacular views.

Ref. : PRY5112

PRICE € 1 982 000

M<sup>2</sup> 400 LAND M<sup>2</sup> 2050 YEAR CONSTRUCTION 2000 N<sup>o</sup> OF BEDROOMS 4



### ERA CYPRUS

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Tel. +357 23 816444 - Fax. +357 23 730552  
info@eracyprus.com - www.eracyprus.com

# Czech Republic

Endowed with many spectacular cultural treasures, beautifully preserved city centers such as Prague, and a scenic country side, the Czech Republic is one of Central Europe's most enchanting places. The country is comprised of three historical territories of Bohemia, Moravia and Silesia.

The Czech Republic is perhaps the most stable and prosperous of the post-Communist states of Central and Eastern Europe. Although the economy is seen as maturing, real GDP still grew at a blistering pace of 6.5% in 2007. This growth is forecasted at 4.7% in 2008 and is expected to accelerate to 5.4% in 2009. Furthermore, the Czech crown has been the fastest growing currency in the world. These factors undermine both the perception and reality of housing and other goods in the Czech Republic of being considered "inexpensive". The differences between the Czech Republic and Western Europe in terms of quality of life and prices are rapidly diminishing.

The Czech Republic has experienced several years of spectacular real estate price appreciation and there are certainly indicators that the growth (at least in the long term) is not over. Historically, the capital city of Prague has outperformed the rest of Czech Republic when it comes to price appreciation. This trend, however is changing as regional capitals, like Brno, Ostrava, and Plzen, are leading the current growth.

ERA Reality anticipates three primary trends in 2008: luxury real estate in tertiary markets will remain in high demand, real estate developments along the Vltava River will become successful ventures and yields on property investment will either stabilize or increase.



"From gothic castles and spa towns to great literary authors and a rich culture, this is a country with beautifully blended historic attributes and future promise."



**ERA CZECH REPUBLIC**

IBC - Pobřežní 3  
18600 Prague 8, CZECH REPUBLIC  
Tel: +420 224 83 59 51  
[www.era-reality.com](http://www.era-reality.com)





## Prague

This superb city apartment consists of 3 bedrooms, a study, kitchen and balcony situated in the historic area of the capital city, Prague. It is positioned on the 3rd floor without elevator. The building has been entirely renovated and comprises 5 apartments on 4 floors. It is adorned with high ceilings, wooden floors, and wooden framed windows. Ideally located moments from a splendid range of boutiques, cafes and bars on Francouzská st. and Old Town Square, it offers an exclusive view on St. Nicholas church. Contact: Martin Sítár.

Ref. : 790501193

PRICE € 596 000

M<sup>2</sup> 105 N° OF BEDROOMS 3



### ERA MAJER

Husovo náměstí 38 - 266 01 Beroun - CZECH REPUBLIC

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[martin.sitar@era-reality.com](mailto:martin.sitar@era-reality.com) - [www.era-reality.com](http://www.era-reality.com)

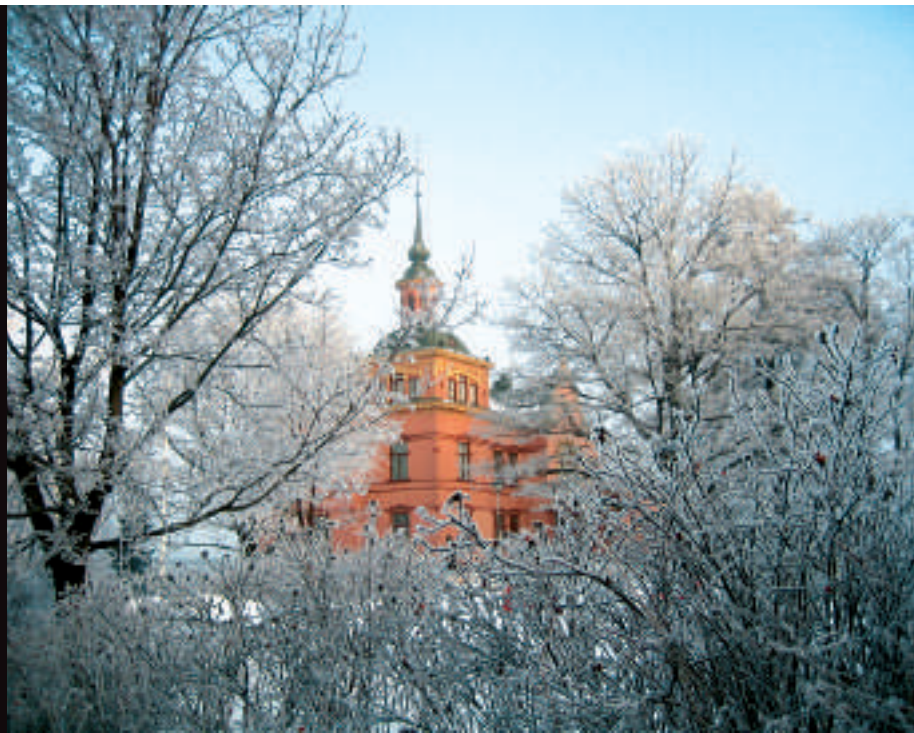


# Finland

Considered to be one of Europe's last wildernesses and known for its warm and genuine people, its sauna rituals and for having one of the most innovative high tech industries, Finland is a country of great contrasts and extraordinary natural beauty. Although surprising to some, there is a very active vacation home market in Finland, located along the coastal areas, the lakeside district of Finland and in the Finnish Lapland. A very large number of Finns have a holiday apartment or villa, which they generally use for private purposes, but at times also for vacation letting or a combination of both. There are 469 400 "cottages" in a land of just 5,2 million inhabitants. Properties in this market are popular both as an investment and as vacation homes.

The average price of dwellings in Finland rose 4.5% to €2 052 per sq. m. in the second quarter of 2008, compared to a year earlier. In Helsinki, the average price of dwellings was €3 110 per sq. m. in the second quarter of 2008, up 4.68% from a year earlier. From 2001 to 2007 real home prices have increased by 43%. ERA Europe currently seeks new leadership and partners in this solid home market.

Companies or investors interested in developing the ERA System in Finland should contact Kathy Auclair at [kaclair@eraeurope.com](mailto:kaclair@eraeurope.com).



"A land for lovers of the outdoors; Finland offers the perfect balance of abundant nature, a high standard of living and a technologically advanced modern economy."



## ERA FINLAND

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# France

France's housing market remains stable. In 2007 the first signs of modest price deceleration were recorded nationally, and the general trend continued into 2008.

An important constituent of homeownership in France is coming from foreign buyers. Today, 1 in 20 transactions closed nationally involves a foreigner. This figure is 1 in 35 in both Paris and the southern France regions. Foreigners are attracted by lifestyle dynamics and better

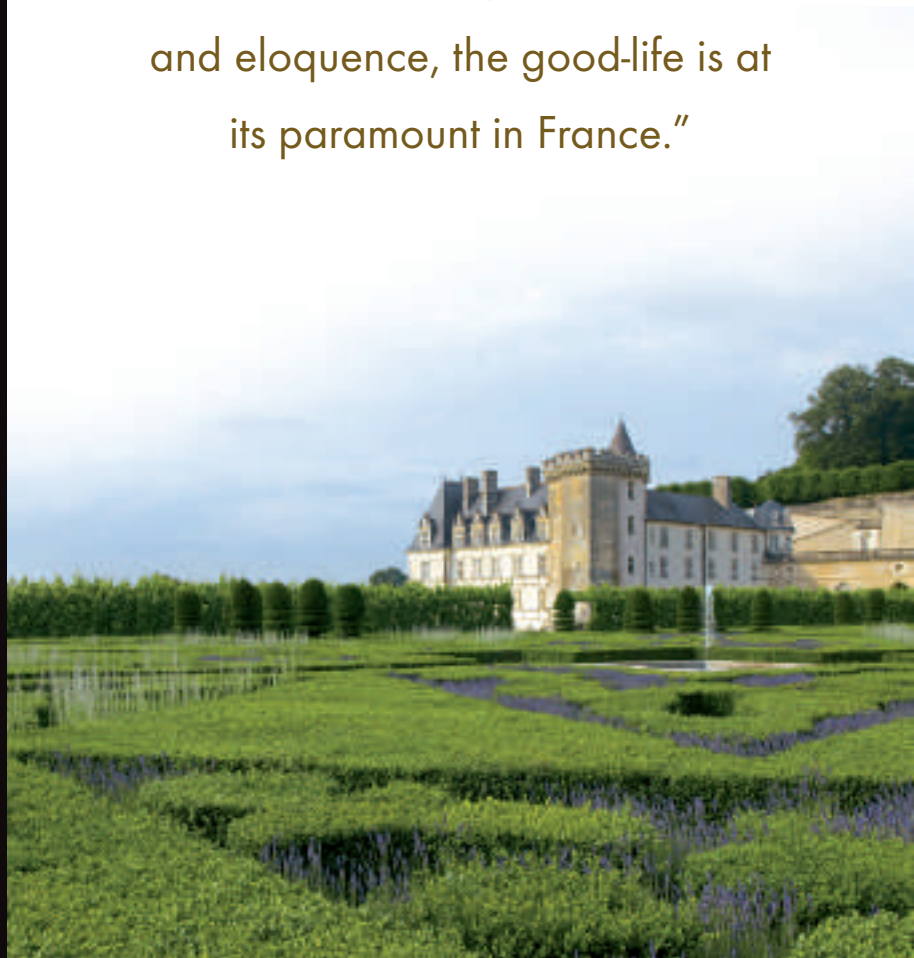
price for value considerations in comparison to their country of origin. The British are among the largest group of foreign homeowners in France.

Currently, there are about 3 million secondary residences, representing approximately 10% of the total French housing stock. This market has been a dynamic one driven by strong infrastructure development such as high speed trains (TGV), low cost airlines to serve outlying communities, and technologies which permit people to work from home. The French real estate market, is following the same

tendencies as the primary home market in the region: slowing price growth, longer selling periods, and buyers who are taking their time to fully consider their purchase. Nevertheless, the sector remains healthy being sustained by interest rates favoring secondary home purchases, and by the strong desire of urban populations to escape for a breath of fresh air during long weekends and holiday periods, a well entrenched French tradition. Soaring prices in the French coastal regions however, have pushed buyers inland to more inconspicuous and affordable cities. Nevertheless, the French secondary home market remains very attractive to foreign buyers. Investment in property is viewed as being secure and homeownership remains one of the most important investment objectives for the French.



"A country of deep-rooted traditions, renowned cuisine, haute-couture and eloquence, the good-life is at its paramount in France."



**ERA FRANCE**

42 bis, rue Berthier  
78000 Versailles, FRANCE  
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## Marseille

This magnificent property is situated in the heart of the Chaîne de L'Etoile, with a dominant sight on Marseille and the ocean with truly beautiful surroundings. Once you discover its magical environment, it will be a guaranteed favorite.

*Au cœur de la Chaîne de L'Etoile, avec une vue dominante sur Marseille et la mer, magnifique propriété à découvrir ainsi que son environnement magique. Coup de cœur garanti.*

Ref. : VP001930

PRICE € 1 680 000

M<sup>2</sup> 280 LAND M<sup>2</sup> 2000 YEAR CONSTRUCTION 2000 N<sup>o</sup> OF BEDROOMS 5



**ERA AGENCE DE LA BASTIDE**  
29, Grand' Rue - La Croix Rouge - 13013 Marseille - FRANCE  
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bastide@erafrance.com - www.erafrance.com/Bastide





## Noisy le Grand

Luxury residence composed of 3 lounges, dining room, 7 bedrooms, garage and heated indoor pool. Located in large wooded park of more than 1 hectare with tennis court. Positioned along the Marne with unobstructed view.

*Hôtel particulier comprenant 3 salons, salle à manger, 7 chambres, garages, piscine intérieure chauffée. Cette demeure est située dans un grand parc privé de plus d'un hectare arboré, avec terrain de tennis, sans aucun vis-à-vis. Cadre privilégié en bord de Marne.*

Ref. : 1

PRICE € 3 400 000

M<sup>2</sup> 500 LAND M<sup>2</sup> 11450 N° OF BEDROOMS 7



### ERA IMMOTEAAM

91, Avenue Médéric - 93160 Noisy le Grand - FRANCE

Tel. +33 (0)1 43 03 07 45 - Fax. +33 (0)1 43 05 61 08

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## Paris

House has 5 rooms on ground and 1st floor and sits on beautiful paved garden. Includes large living, equipped open plan kitchen, sitting room/ library, interior terrace, 3 bedrooms, bathroom and storage area.

*Comme une maison ! 5 pièces en rez-de-chaussée et 1er étage sur belle cour pavée et arborée comprenant vaste séjour avec cuisine ouverte équipée, un salon/bibliothèque, une terrasse intérieure (verrière), 3 chambres, une très belle salle de bains et de nombreux rangements.*

Ref. : 28652

PRICE € 1 270 000

M<sup>2</sup> 154 YEAR CONSTRUCTION 1900 N° OF BEDROOMS 3



### ERA C.T.I. PHILIPPE AUGUSTE 2

96, avenue Philippe Auguste - 75011 Paris 11e - FRANCE

Tel. +33 (0)1 53 27 64 10 - Fax. +33 (0)1 53 27 64 11

cti1@erafrance.com - www.erafrance.com/CTI01



## Paris

Recently built 5 room duplex with a 77 m<sup>2</sup> terrace on the top floor of the residence with exceptional view of Paris. Includes double living room, dining room, office and parking. Come and discover it !

*5 pièces duplex d'exception au dernier étage d'une résidence récente avec 77 m<sup>2</sup> de terrasse avec vue imprenable sur PARIS et comprenant double séjour, salle à manger, bureau et parking. A découvrir !*

Ref. : 29875

PRICE € 2 700 000

M<sup>2</sup> 210 N° OF BEDROOMS 3



### ERA C.T.I. PHILIPPE AUGUSTE 2

96, avenue Philippe Auguste - 75011 Paris 11e - FRANCE

Tel. +33 (0)1 53 27 64 10 - Fax. +33 (0)1 53 27 64 11

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## Haute Savoie

Located in residential area 15 minutes from the Lake of Annecy, near schools, shops and other services. Property of 218 m<sup>2</sup> enjoys calm environment with a view of the surrounding mountains. Set in landscaped, wooded and enclosed grounds of 2 670 m<sup>2</sup>.

*En secteur résidentiel, à 15 minutes du Lac d'Annecy, proche toutes commodités, écoles et commerces. Propriété de 218 m<sup>2</sup>, jouit d'un environnement calme et d'une vue sur les montagnes. Parc arboré, paysager et clos de 2 670 m<sup>2</sup>.*

Ref. : 08012

PRICE € 598 000

M<sup>2</sup> 218 LAND M<sup>2</sup> 2672 YEAR CONSTRUCTION 1984 N° OF BEDROOMS 4



### ERA LES ADRETS

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adrets@erafrance.com - www.erafrance.com



## Haute Savoie

At 30 minutes from Annecy and near well-known winter sports resorts, this chalet offers not only charm and warmth of traditional wood but also a comfortable lifestyle. Unhindered view of the mountains on enclosed and wooded grounds. Well cared for.

*A 30 minutes d'Annecy et proche des stations internationales de sports d'hiver, ce chalet conjugue le charme et la chaleur du bois offrant un grand confort de vie. Vue dégagée sur les montagnes, parc clos et aboré. Prestations soignées.*

Ref. : 08047

PRICE € 472 000

M<sup>2</sup> 161 LAND M<sup>2</sup> 1008 N° OF BEDROOMS 3



### ERA LES ADRETS

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## Levallois Perret

A 5 room, 4 bedroom family apartment of high class on elevated floor, with elevator. The apartment is located in popular district and has an unobstructed view from the window.

*Appartement familial de 5 pièces et 4 chambres de haut standing en étage élevé avec ascenseur. Quartier recherché et vue dégagée.*

Ref. : 25

PRICE € 890 000

M<sup>2</sup> 110 YEAR CONSTRUCTION 1993 N° OF BEDROOMS 4



### ERA IMMOBILIER LEVALLOISPERRET

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## Levallois Perret

Family apartment of high class with total of 5 rooms including 3 bedrooms. It offers a clear view.

*Appartement familial de haut standing, 5 pièces 3 chambres avec vue dégagée.*

Ref. : 110

PRICE € 890 000

M<sup>2</sup> 110 YEAR CONSTRUCTION 1986 N° OF BEDROOMS 3



### ERA IMMOBILIER LEVALLOISPERRET

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# Germany

Germany has one of the ten most competitive economies of the world. The modern and innovative German companies play a big role in making this economy strong. In contrast, residential real estate prices have remained basically static during the last 30 years. One reason for this stagnation in price growth is the nation's low increase in per capita income compared to other industrial countries. Other factors include the decline in population as well as the high urbanization. On the other side, stagnating real estate prices can also have a stabilizing and positive effect, in particular on inflation.

When considering a home purchase one should be aware that there are considerable regional differences in residential prices. A closer look at recent market developments indicates that half of the federal states had small price increases, compared to the other eight federal states where prices actually decreased. Even more important are the strong price variations for real

estate in the 13 top-selling regions. In the area of Munich, median Neckar (Stuttgart / Böblingen / Esslingen), Hamburg and the metropolitan region of Düsseldorf, maximum prices were reached for single homes and condominiums.

Reasons for these price developments can be attributed to the shortage of real estate being offered for sale in certain areas. In addition to this, the number of newly constructed homes continued to decline in 2007 and into 2008. General trends on a national level include downward pressure on prices observed in the rural areas and house price increases in the urban areas and economic centers. Interest rates and unemployment in certain regions continue to impact transaction levels, which are generally weakening.

ERA Germany began operations in 2004 and is a leading real estate brokerage franchisor today with over 60 independently owned offices operating nationwide. ERA Germany is situated in Düsseldorf, one of Germany's metropolises.

## ERA GERMANY

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[www.eragermany.com](http://www.eragermany.com)



“From the black forest and beer festivals, to its big city allure and picturesque villages, Germany has enduring appeal and enchantment.”





## Oberursel (Frankfurt/Main)

The modern Villa in Bauhaus style conforms to nature. It is characterized by a stretched out living area and timeless aesthetics. The openly arranged living, the dining and kitchen area, the open fire place and natural stone floors are part of the diffident elegance.

*Die Villa im Bauhaus Stil steht im Einklang mit der Natur. Sie besticht durch großzügige Flächen in schöner Ästhetik. Der offen gestaltete Wohn-/Ess-/Küchenbereich und Kamin sind nur ein Teil der zeitlosen Eleganz.*

Ref. : 9002125489

PRICE € 1 395 000

M<sup>2</sup> 285 LAND M<sup>2</sup> 650 YEAR CONSTRUCTION 2009 N° OF BEDROOMS 4



### ERA BRENNINGER IMMOBILIEN

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## Wetzlar

The living space extends on 2 levels of parquet/high quality stone floor. The panorama window with view to the near-by woods highlights the 27 m<sup>2</sup> living room. The large south/south-east patio invites you to sit back and enjoy it.

*Die Wohnfläche erstreckt sich auf 2 Ebenen (Parkettböden/hochwertiger Stein). Highlight ist das riesige Panoramafenster im Wohnzimmer (27 m<sup>2</sup>) mit Blick in den angrenzenden Wald. Die große, Süd-/Südost-Terrasse lädt zum Genießen ein.*

Ref. : ERA 9061

PRICE € 395 000

M<sup>2</sup> 163 LAND M<sup>2</sup> 829 YEAR CONSTRUCTION 2002 N<sup>o</sup> OF BEDROOMS 4



**ERA IMMOBILIENBÜRO H.-J. MÜLLER E.K.**

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## Neumünster

The stylish character is combined with a modern pattern. The gem is completely redecorated. The baths are equipped with marble, elegant wooden floors and stucco ceilings. Beautiful details in all rooms make you feel home. Relax at the pavilion and enjoy the peaceful view to Lake Einfelder.

*Stilvoller Charakter und moderne Ausstattung paaren sich : Die Bäder sind mit Marmor ausgestattet, wunderschöne Holzfußböden, Stuck-Decken und liebevolle Details findet man in allen Bereichen.*

Ref. : 1

PRICE € 585 000

M<sup>2</sup> 380 LAND M<sup>2</sup> 1126 YEAR CONSTRUCTION 1897 N<sup>o</sup> OF BEDROOMS 10



**ERA CLAUSEN IMMOBILIEN GMBH**

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## Hamburg Bergedorf

The charming flat is located in the 2nd floor of an art nouveau building in the best villa area of Hamburg. Exclusive features are included: sunny southward facing balcony, fabulous garden and a common area pier with direct access to the river Bille.

*Charmante Wohnung im 2. OG eines Jugendstil-Hauses in beliebter Villenlage Hamburgs. Zur Wohnung gehören ein sonniger Südbalkon, ein verträumter Garten und ein gemeinschaftlich nutzbarer Bootsanleger mit direktem Zugang zur Bille!*

Ref. : 19289

PRICE € 293 000

M<sup>2</sup> 109 LAND M<sup>2</sup> 150 YEAR CONSTRUCTION 1911 N<sup>o</sup> OF BEDROOMS 3



### ERA KERSTIN TELGE IMMOBILIEN

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## Hamburg

The Walmdachbungalow is situated in a green environment, offering a high living quality in an excellent and calm area. Enjoy the winter season in front of the tiled stove, and in the summer time, relax on the generous loggia viewing the south.

*Der Walmdachbungalow liegt in grüner Umgebung, bietet eine sehr hohe Wohnqualität in exzellenter, ruhiger Lage. Genießen Sie die kältere Jahreszeit vor dem gemütlichen Kachelofen - den Sommer auf der großzügigen Südloggia.*

Ref. : 0-1158

PRICE € 415 000

M<sup>2</sup> 187 LAND M<sup>2</sup> 878 YEAR CONSTRUCTION 1990 N<sup>o</sup> OF BEDROOMS 6



### ERA HABU IMMOBILIEN GMBH

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# Great Britain

*H*omeownership remains stable at 70.3% reflecting slight growth over the previous year. 83% of the British population lives in England, 8.4% in Scotland and 4.9% in Wales.

Today, and for the near future, stricter lending practices and lagging incomes will remain key factors affecting the possibility of homeownership. This is true especially in the medium to low income sectors and for home buyers hoping to enter the market for the first time.

This home market is experiencing significant weakening. Experts are stating that 'residential property sales are at their lowest level in 30 years'. The persistent problem of mortgage liquidity is a key factor preventing the housing market from showing any real signs of recovery for now.

The Government has taken certain measures to help alleviate the lending crisis by temporarily lifting the stamp duty threshold to £175 000. Many observers, however, do not believe

this is enough to kick start transactions and is more likely to assist investors with better access to finance than first time buyers. Furthermore this initiative's impact will only be seen in mid to late 2009.

The general softening of the market is expected to continue through year-end 2008 and into 2009, with the London region weathering the downturn better than outlying areas. Though the market is contracting for now, opportunities do exist with proper and prudent research and with the professional support of your local expert broker.



"The successful fusion of old and new, the very names of England, Scotland and Wales conjure up images of both tradition and innovation."



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# Greece

Greece and its many islands have been providing its numerous visitors with a myriad of experiences for thousands of years. Recent times have indicated that these visitors are predominantly peaceful tourists seeking rest and relaxation amidst the history, culture and charms of this fascinating part of the world. Property development in Greece and its islands is experiencing major growth to accommodate the rising demand for holiday and permanent residences. The affordable luxury properties available now are expected to experience a dramatic capital growth.

The opportunity has been recognized by established Cyprus developers entering this market and the outlook has never been brighter for investors. Having experienced a capital growth averaging 12% year on year in Cyprus, these key players see Greece and the Greek islands as the next booming market. The "smart" buyer will act promptly to benefit from this equity surge.

Predictions are that the outlook of the housing market in Greece will remain positive. There are a number of contributing factors to this optimistic forecast. For one, stability; all things that are considered basic fundamentals of the Greek economy remain healthy, with GDP expected to grow by about 4% in 2008. Adding to the stability is the fact that the unemployment rate is being held in check at the 8% mark, mainly due to recent reforms imposing more order to Greece's labor market. This employment trend is expected to continue. Ongoing improvements in infrastructure are also expected to go on, adding an additional boost to the country's real estate market.



"The birthplace of democracy, philosophy and the mythological goddess Europa, from where the name Europe originates!"



**ERA GREECE**

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[www.eraeurope.com](http://www.eraeurope.com)



## Athens

This contemporary 6 bedroom penthouse apartment is in an exclusive area of Glyfada in the suburbs of Athens. The apartment is situated on both the 3rd and 4th floor giving fabulous views of the sea and surrounding areas. On the 4th floor there is the en-suite master bedroom, a large balcony with a swimming pool and pergola where you can sit in the shade and admire the superb views. A luxuriant property for modern day living.

Ref. : EPR01-4005

PRICE € 1 800 000

M<sup>2</sup> 300 LAND M<sup>2</sup> 300 YEAR CONSTRUCTION 2008 N° OF BEDROOMS 5



### ERA ERGONIKO PROPERTIES

Vakchou 3, Vari - Athens 16672 - GREECE

Tel. +30 210 8976 175 - Fax. +30 210 8976 175

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## Santorini

This stylish 4 bedroom detached villa is located on the magical Island of Santorini, situated just a 5 minute drive from the capital town of Fira. It is surrounded by a magnificently landscaped garden which includes an olive grove with approximately 80 trees. It boasts unobstructed, 360 degree views of the sea, Caldera Mountain and its neighboring islands. There is a fabulous marbled driveway with a spacious forecourt, ideal for outdoor entertaining in the summer months.

Ref. : LPR01-7001

PRICE € 1 800 000

M<sup>2</sup> 450 LAND M<sup>2</sup> 5000 YEAR CONSTRUCTION 2002 N° OF BEDROOMS 4



### ERA LUXURY PROPERTIES

Earos 2, Agia Paraskevi - Athens 15342 - GREECE

Tel. +30 210 600 9196 - Fax. +30 210 600 9771

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## Porto Heli

These 2 exclusive 4 bedroom villas are separated by a stone wall and have their own private landscaped gardens. Located right on the beach overlooking the Argosaronic sea, characterised by the open view blue waters of the Petrothalassa region, the villas are of a traditional Greek architectural design with modern finishes. Stone and marble are the primary materials that cover a large part of both the internal and external of these properties. Price listed is per property.

Ref. : PHE01-8001

PRICE € 1 300 000

M<sup>2</sup> 300 LAND M<sup>2</sup> 2000 YEAR CONSTRUCTION 2006 N° OF BEDROOMS 4



### ERA PORTO HELI

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## Athens

This very attractive 6 bedroom residential detached villa is situated in a privileged area of Vouliagmeni, a very popular and exclusive suburb of Athens. It features a wonderfully landscaped garden and a large swimming pool. The property consists of 3 levels, including a basement which has a complete gym, sauna and steam room, a cellar and a garage large enough to house 5 cars.

Ref. : RAF01-3006

PRICE € 4 000 000

M<sup>2</sup> 600 LAND M<sup>2</sup> 610 YEAR CONSTRUCTION 2008 N° OF BEDROOMS 6



### ERA REAL AFFAIR

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# Ireland

*I*rish residential real estate has always posed an attractive option to European investors and to those individuals who desire a high-end rural retreat as a second home or holiday property.

In recent years historic homes have proved very popular with European buyers. At the upper end of the market demand is strong from international buyers for sporting estates with good on-site shooting and fishing facilities. As in the past, this market is driven more by the individual property and its locality than by the property's geographical location.

Historic country estate properties located within commuting distance of Dublin Airport are in strong demand, however, supply has been low. With greatly improved local infrastructure, more modest properties in the traditional locations along the western and southern seaboard have proved very popular with Europeans. Many are attracted by the stunning landscape and the "country" pace of life.

After 10 years of double digit price growth and record housing production the Irish property market has taken a breather with price reductions reported between 10 and 20% across the complete range of Irish properties. As the Irish economy slows down to negligible growth through 2008 and modest growth expected beyond, buyers will enjoy a position of negotiating strength; a situation that has not been seen in the Irish market for over a decade. There are approximately 200 million Irish people worldwide and as many as 70 million in the US alone. In recent years an increase in interest for real estate properties has been noticed from returning emigrants and those wanting to have a toehold in the old homeland.

ERA Ireland brokers pride themselves in providing superior local knowledge and service whilst utilizing their international real estate network presence to service buyers from across the world.

## ERA IRELAND

Swords Technology Centre, Suite 3C  
Swords Business Park, Swords  
Co Dublin, IRELAND  
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[www.eraireland.com](http://www.eraireland.com)



"Its verdant pastoral countryside makes for an ideal high-end rural retreat, secondary home or holiday residence."





## Co. Cavan

Once in a lifetime opportunity to acquire this truly stunning 4 bedroom solid log residence on the shores of Lough Sillan. This is a one off unique property on this prestigious private gated development with its own marina. Superbly located within an hour of Dublin via the M1 Motorway, approximately one mile from Shercock town. Excellent interior finish by design with outstanding features throughout. Virtual tour available of this property at [www.eraireland.ie](http://www.eraireland.ie).

Ref. : SILLAN

PRICE € 750 000

Sq. Ft. 2400 N° OF BEDROOMS 4



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## Co Clare

Dramatic detached residence extending to over 3 000 sq. ft. Accommodation comprises of entrance hall, lounge, family room with mini bar/office off, sun room, kitchen/breakfast, utility, 6 bedrooms all en-suite; master with Jacuzzi bath and walk in wardrobe. Property enjoys OFCH, woodgrain DG PVC windows and is standing on a mature acre site. This home offers the opportunity to enjoy a private contemporary lifestyle with easy access to Limerick, Shannon, and Ennis.

Ref. : O910

PRICE € 1 200 000

Sq. Ft. 3000 LAND ACRES 1 YEAR CONSTRUCTION 2002 N° OF BEDROOMS 6



### ERA JOHN STAPLETON

Palmerstown House, Mungret Street - Limerick - IRELAND

Tel. +353 61 319066

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## Dromalga Park Athlone

A rare opportunity to acquire a historic 17th Century residence. On 31 acres and with extensive road frontage, the main house comprises of 5 bedrooms, 1 of which has an en-suite, along with 3 bathrooms. Located to the rear of the house are extensive outside buildings consisting of stables, menage and open storage units. This home offers the opportunity to enjoy a private contemporary lifestyle.

Ref. : C010

PRICE Upon Request

Sq. Ft. 2000 LAND ACRES 31 YEAR CONSTRUCTION 1772 N° OF BEDROOMS 5



### ERA OATES AUCTIONEERS

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# Italy

Italians are great savers and strongly believe in investing in a property for its certainty and concreteness as an asset. The rate of homeownership in Italy is relatively high at 81% on a national level. Italians traditionally have thought property as a more secure investment than stocks or bonds. Real property is also considered to be a valuable inheritance. In addition, parents will often assist their children in the purchase of their first home.

Today Italy's home market can be characterized as a very steady one. No major changes in prices have been recorded over the last 6 months, demonstrating further stability in the market. In the more dynamic city markets the difference between minimum and maximum prices has diminished, mainly due to an increase in the minimum price levels per square meter.

In addition to this, prices of homes in the periphery of large urban cities have slowly increased, thereby reducing the difference between the asking price and the final sale price. However, the

span of time a property listing remains on the market has slightly lengthened.

In the central and more prestigious areas of the large cities, the number of days a property stands on the market has also lengthened. Slight increases in sales prices have also been noticed in Rome, Florence, Milan and Naples in particular, with sellers preferring to wait for buyers that are willing to pay the seller's desired and requested amount.



"The scenic diversity and beauty of Italy is staggering; from Como, Venice, Florence, Rome to the famous islands of Sicily, Capri and Sardinia.

What really makes it all come alive is the natural charm of the Italian people."



ERA ITALY

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## Lake Garda

Prestigious villa, Toscolano Maderno, Lombardy. Uniquely positioned, the villa is 200 m from the shores of the lake and is situated in a secular park which is adjacent to the historic center of the village. A project that offers great flexibility for personalization has already been approved. The villa can be renovated into 4 luxury apartments and there is the possibility of adding underground parking and a pool. The total buildable surface area allowed is approx. 640 m<sup>2</sup>.

Ref. : AL08-0011

PRICE € 1 750 000

M<sup>2</sup> 526 LAND M<sup>2</sup> 2200



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info@investire.it - www.eraitaly.com



## Brescia

Office space in Brescia, Lombardy. In «Brescia Due», the commercial area of Brescia where many international enterprises have their headquarters, we propose for sale a prestigious office of 180 m<sup>2</sup> with private parking and storage space in the exclusive skyscraper «Crystal Palace». The area is well served by major highways and arteries and has an abundance of parking and green spaces. More prime office space for sale and for rent available in several major Italian cities.

Ref. : AL07-47

PRICE € 780 000

M<sup>2</sup> 180 YEAR CONSTRUCTION 1990



### ERA INVESTIRE

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## Franciacorta

Vineyard, Monticelli Brusati, Lombardy. In the heart of Franciacorta, a location internationally renowned for its wine production, we offer for sale a 15 hectare vineyard with D.O.C. quality grapes. This exclusive opportunity foresees the construction of a 3 000 m<sup>2</sup> winery and a 280 sq. m. villa (building permits already approved). There is also the possibility to be granted regional financial funding at zero interest.

Ref. : AL08-013

PRICE € 2 200 000

LAND M<sup>2</sup> 150 000



### ERA INVESTIRE

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Tel. (+39) 030 242 8700 - Fax. (+39) 030 245 0372  
info@investire.it - www.eraitaly.com



## Lake Garda

Beautiful villa, Soiano del Lago, Lombardy. The Villa, which offers panoramic views of the lake, is 280 m<sup>2</sup> and features a private pool as well as approx. 2 500 m<sup>2</sup> of lush gardens full of cypress, olive and palm trees. Built in the early 1980s, it is situated in an area rich with vineyards that boasts many prestigious properties. Located nearby is The Garda Golf & Country Club, one of the finest golf courses built in the last 20 years.

Ref. : AL08-0012

PRICE € 1 250 000

M<sup>2</sup> 280 LAND M<sup>2</sup> 2500 YEAR CONSTRUCTION 1980 N° OF BEDROOMS 3



### ERA INVESTIRE

Via Bettinzoli, 34 - 25124 BRESCIA - ITALY  
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# Luxembourg

Luxembourg remains one of the wealthiest of all the European (and global) markets. The country serves as the European Union's capital for financial and monetary policy. Investors here prefer spending on real estate and believe it is a healthier alternative to bank or fund market savings. Real estate maintains its reputation as a stable investment opportunity.

The large majority of buyers use a mortgage to purchase their home, however, in the months ahead it is probable that they will encounter greater difficulties to obtain such loans. Additionally, global market conditions like the tightening of credit, stricter lending practices and other economic strains, have created concern over downward pressure on prices for the remainder of 2008 and 2009. Retail banks have traditionally embraced conservative lending practices in Luxembourg. They have generally been very careful to only finance buyers with higher down payments (average 20-25%), and those that have

the capability of paying back the loan in 2-3 years time at an increased interest rate of an estimated 2%.

Interest rates aside, there are some good signs for the local economy, as unemployment remains the lowest in the European Union, with a slight but constant decreasing tendency.

In analyzing real estate prices in the 30 most dynamic local markets we note important variations between houses offered in the immediate vicinity of the capital city (within 7 to 10 kilometers from city centre); the capital city itself; and important towns in more rural areas. A 3/4 bedroom home with a nice plot in a smaller city in close proximity to the capital will cost €770 000 on average, while a similar property would cost about €689 000 in Luxembourg-city.

ERA Luxembourg is the local real estate leader who is reputed, among other things, for its comprehensive CMA (Comparative Market Analysis) for home sellers. A tool that aids in the establishment of accurate home market values.

**ERA LUXEMBOURG**

149, rue de Hollerich

L-1741 LUXEMBOURG

Tel: +352 40 38 981

[www.eraluxembourg.com](http://www.eraluxembourg.com)



“Small city charms, pastoral country side and financial powerhouse; these contrasts bring a dynamic verve to this country nestled in the heart of Europe.”





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We like real estate, we love people.

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# The Netherlands

owning or renting a home, both have been equally popular behaviors for years in the Netherlands. The economic boom of the nineties made the scales tip in the direction of homebuyers and today, nearly 57% of all homes are owned. The Dutch market consists of almost 7 million homes in total, and is predominantly a primary homeowner market. Since the Netherlands is not a big country, large subdivisions are scarce in the urban western area because of lack of space; and in the rural areas because of the environmental protection measures restricting housing development. It is common that older city areas are demolished to make room for new and smaller apartment blocks.

Currently, changing market conditions have resulted in a miss-match between listing prices and their affordability for buyers. Though there are important regional variations, the average amount of time a home is on the market has generally increased. Therefore, there exists a growing importance of (re)assessing proper home values and of matching motivated buyers with motivated sellers. The best strategy for any seller is to hire a pro-active broker who knows his market well and who offers the best marketing strategy for this environment characterized by increased home supply. It is important to recognize that the best broker is not the broker with the lowest commission, but the one who has access to the largest supply of buyers.

ERA Netherlands was founded in the city of Utrecht in 1994. It was the very first international residential real estate franchise brand in the Dutch market. Today, ERA Netherlands has grown to about 170 professional real estate offices covering nearly every major and medium size town. They are the dominant residential real estate brand in this very competitive market.

## ERA NETHERLANDS

Zwarte Woud 2, Postbus 24050  
3502 MB Utrecht, THE NETHERLANDS  
Tel: +31 30 289 99 00  
[www.eranetherlands.com](http://www.eranetherlands.com)



“The Dutch masterworks of Vermeer, Van Gogh and Rembrandt, are evocative of the Dutch way of life today in its originality, diversity and quality...”





## De Kwakel

This villa of exceptional architectural beauty is situated on a lot of 10 000 m<sup>2</sup> in an oasis of nature, space and water, with a lot of privacy. It offers a lasting free view on meadows and small canals. The villa is very comfortable, light and spacious. It has a beautiful garden with secluded spaces, several wooden terraces and a great marble terrace. The property is near the town-centre and 20 km from Amsterdam and Schiphol Airport.

Ref. : 1424 PS

PRICE € 1 995 000

M<sup>2</sup> 325 LAND M<sup>2</sup> 10829 YEAR CONSTRUCTION 1993 N° OF BEDROOMS 4



### ERA MANTEL MAKELAARS

Stommeerweg 1 - 1431 ES Aalsmeer - NETHERLANDS

Tel. +31 (0) 297-327145 - Fax. +31 (0) 297-341436

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# Portugal

*R*eal estate housing stock is on the rise while construction of new housing developments is declining. These conditions present favorable opportunities for buyers in the market today. The most important housing sectors are expected to be in the residential tourism property sector, renovated city-center property sector, and prime residential projects located in the key coastal areas.

There is a very high propensity in Portuguese households, at virtually all income levels, to own second homes. Many second homes are also owned by other European nationals, in particular from Germany, Ireland, the Netherlands and the United Kingdom. After a widespread increase in prices between 2002 and 2004, prices stagnated in 2006 and continued to suffer modest declines throughout 2007 and 2008. Prices on a national scale decreased from €1 250 per m<sup>2</sup> to €1 220 per m<sup>2</sup>. In the capital city center, Lisbon, prices varied between €2 370

per m<sup>2</sup> for a 1 bedroom and €2 315 per m<sup>2</sup> for a 4 bedroom. Prime, luxury homes maintained their values ranging from and average of €2 500 per m<sup>2</sup> to €3 100 per m<sup>2</sup> and even achieving top values of €6 000 per m<sup>2</sup>.

A more professional and modernized residential real estate sector has resulted in a gain in market share over the non-professional operators who held a relatively strong market position in the past. Recent difficulties in this sector have been a contributing factor in customers turning to professionals for assistance. ERA has nearly 200 operating agencies in Portugal and successfully maintains a leadership position in an extremely aggressive market.



“Miles of pristine beaches on continental Europe, sunny and cloudless skies, a Mediterranean lifestyle and friendly hospitable people, continue to drive foreigners to invest in this holiday home market.”



## ERA PORTUGAL

Rua Fradesso da Silveira, 4-3A  
1300-609 Lisboa, PORTUGAL  
Tel: +351 213 600 150  
[www.eraportugal.com](http://www.eraportugal.com)





## Praia do Pintadinho/ Ferragudo

With spectacular views over the Atlantic and the bay of Portimão, this 6 bedroom villa is a blend of traditional rustic Portuguese and modern architecture. The hallway entrance with mosaic floor leads into the spacious living area. Stylishly furnished, this room looks out onto the garden and the ocean beyond. This unique villa is located near the traditional fishing village of Ferragudo, where you can find one of the most beautiful beaches in the Algarve, Praia do Pintadinho.

Ref. : V6-1435

PRICE € 3 300 000

M<sup>2</sup> 400 LAND M<sup>2</sup> 1040 N° OF BEDROOMS 6



### ERA LAGOA

Rua 25 de Abril, nº1 loja A - 8400-343 Lagoa - PORTUGAL  
Tel. +351 282 380 380 - Fax. +351 282 380 389  
lagoa@era.pt - www.era.pt/lagoa



## Boavista dos Pinheiros

Sudoeste Alentejano. Herdade das Arrifoiças is located in Odemira, a vast region of plains in southwest Portugal. Here one can be envelopped by natural landscape and biodiversity. A short distance away are some of the finest beaches and the villages of Odemira and São Teotónio. Connections with the main routes are within easy reach. It is subdivided in 18 parcels and each owner can choose from one of the 5 pre-designed properties, developed with the use of traditional materials and typology.

Ref. : TER1345

PRICE € from 135 000

M<sup>2</sup> up to 360 LAND M<sup>2</sup> from 72000 to 89000



### ERA SÃO TEOTÓNIO

Rua Gomes Freire, nº1 A, loja 2 - 7630-624 S. TEOTÓNIO - PORTUGAL  
Tel. +351 283 959 174 - Fax. +351 283 959 176  
saoteotonio@era.pt - www.era.pt/saoteotonio



## Albufeira

Magnificent 4 room villa located in the creek with spectacular views over the Atlantic. Property lies in Albufeira, Algarve, near the best white sand beaches of Portugal, in the area of greatest exposure in Europe. Placed in a 3 520 m<sup>2</sup> lot with video security and integrated power management system.

*Magnífica vivenda com 4 quartos em suite localizada na Falésia com vista espectacular sobre o Atlântico. Situada em Albufeira, Algarve, perto das melhores praias de areia branca.*

Ref. : V4B-014

PRICE Upon Request

M<sup>2</sup> 449 LAND M<sup>2</sup> 3520 YEAR CONSTRUCTION 2000 N° OF BEDROOMS 4



### ERA ALBUFEIRA / CENTRO

Rua Pedro Álvares Cabral, Lote 6 - Lj C - 8200-169 - PORTUGAL  
Tel. +351 289 590150 - Fax. +351 289 590 159  
albufeiracentro@era.pt - www.era.pt/albufeiracentro



## Nazaré

At less than an hour from Lisbon, the Silver Coast is the privileged place to live ! The investment location is one of the key elements to its attraction. The Nautical Building is located near Nazaré's harbor. While you take advantage of the beach/country interface, you will enjoy all the traditional, historical and cultural aspects which characterize this village. Placed in natural beauty, you will appreciate the proximity to one of the biggest golf developments in the area.

Ref. : 0341

PRICE € from 217 500

M<sup>2</sup> 127 N° OF BEDROOMS 3



### ERA NAZARÉ

Av<sup>a</sup> Manuel Remígio - Edifício Solmar, Loja 5 - Nazaré 2450-106 - PORTUGAL  
Tel. +351 262 568432 - Fax. +351 262 568 434  
nazare@era.pt - www.era.pt/nazare



## Algoz

Silves is located at the centre of Algarve, minutes away from the best beaches of Portugal. The countryside, characterized by the rural areas and the harmony of colours, has excellent conditions for peaceful vacations. Ideal for those who consider tranquillity and comfort a life style. A luxurious farm, with a total area of 50 000 m<sup>2</sup>, fully renewed. House has luxurious finish and features 4 bedrooms, 2 suites, 43 m<sup>2</sup> hall, garden, pool, sauna, tennis court and staff house.

Ref. : 425

PRICE € 1 500 000

M<sup>2</sup> 354 LAND M<sup>2</sup> 50000 N<sup>o</sup> OF BEDROOMS 6



### ERA SILVES / MONCHIQUE

Rua do Mercado, 4 - 8300 - 165 SILVES - PORTUGAL  
Tel. +351 282 441 061 - Fax. +351 282 441 062  
silves.monchique@era.pt - www.era.pt/silves.monchique



## Junqueira - Castro Marim

Eastern Algarve offers their visitors a rich and highly diversified landscape where mountain green combines with sandy white and ocean blue. Renowned by the excellent weather and warm water, this region is the perfect destination if you want quiet vacations on the beach or love playing golf. Whether you choose sea or river view, these luxurious houses next to the beach and close to the golf courses will surely fascinate you. From 350.000 € to 800.000 €.

Ref. : 219

PRICE € 400 000

M<sup>2</sup> 400 LAND M<sup>2</sup> 556 N<sup>o</sup> OF BEDROOMS 4



### ERA VILA REAL SANTO ANTÓNIO

Rua Ministro Duarte Pacheco, 25 loja C  
8900-211 VILA REAL SANTO ANTÓNIO - PORTUGAL  
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vrsa@era.pt - www.era.pt/vrsa

## European Perspective

ERA<sup>®</sup> Europe invites you to download your free copy of the  
**ERA Europe Market Survey Report 2007/2008**

For the past 7 years ERA Europe has been developing its annual Market Survey report, with information compiled by our local ERA real estate experts. In this detailed report you will find important real estate trends and historic data on each country ERA Europe is present in.

Knowledge is power, and ERA Europe hopes to empower you with information about your market of interest.

**No other residential real estate network in Europe has the years of experience, the ability, or the foresight to coordinate such a pan-European effort.**

Download your free report at:  
**[www.eraeurope.com](http://www.eraeurope.com)**



# Spain

The Spanish housing boom of the early 2000's has raised enormous attention on an international level. To better understand what is happening in the housing market, the current Spanish market situation needs to be put into context.

The rise in housing demand, the engine behind the boom, was triggered by population growth, employment generation, increase of per capita income, and favorable financial conditions. Supply reacted in a very flexible manner and in 2006 residential construction projects witnessed record levels. Yet this boom has come to an end in 2007, mainly because of mortgage rate increases. This phenomenon falls in to the normal cyclical nature of the property market. This particular situation becomes painful now that the soaring heights of the boom period are followed by a devastating market correction.

The Spanish real estate market is expected to continue to contract in the coming years. Demand will continue to decline in response to higher interest rates and tightening of the mortgage requirements enforced by financial institutions. However, this buyer's market presents innumerable investment opportunities which should be considered carefully. The current housing surplus is expected to be slowly absorbed by the market in the coming months and years as new construction projects are halted.



“With sun, sea and great temperatures all year round; Spain remains one of Europe’s most important secondary home markets.”



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[www.eraeurope.com](http://www.eraeurope.com)

# Sweden

The Swedish market has experienced several years of strong economic growth and a big inflow of capital. Up to 50 per cent of the capital invested comes from international investors. Sweden is known to be a fairly easy country to invest in, its transparency and high degree of liquidity makes it easy to buy and sell frequently. Stockholm is number three in terms of liquidity in the property market, following London and Paris.

After years of rising prices, Sweden is beginning to show signs of a slow down. Swedish brokers have begun to notice some changes in the real estate market during the first half of 2008. Now, for example, it generally takes longer for a property to be sold. This, as a consequence of higher mortgage rates and rising prices. In spite of this, the house market is still facing price increases, believed by many to be triggered by the reduction in annual property tax.

ERA Sweden is launching a number of new initiatives such as a mortgage and insurance service unique to the market place and a brand new website. By applying the latest technologies they are aiding buyers and sellers in the home buying process with the goal of making it as efficient and care-free as possible.



“Chic, cosmopolitan lifestyle as well as dream landscapes of striking natural beauty; it can boast Stockholm as one of the world’s most beautiful capitals, spread out over 14 small islands...”

**ERA SWEDEN**

Grev Turegatan 20  
114 46 Stockholm, SWEDEN  
Tel: +46 8 442 88 80  
[www.erasweden.com](http://www.erasweden.com)





## Sjöbo - South of Sweden

Now you have the opportunity to buy a house on the country side in the south of Sweden. With 37 000 m<sup>2</sup> land and nice surroundings with remarkable nature. Perfect for breeding horses. The location is calm yet less than one hour away by car from larger cities like Lund and Malmö.

*Nu har ni chansen att förvärva ett hus på landet i södra Sverige. Drygt 3,7 hektar mark och fina vyer med anmärkningsvärd natur. Perfekt för hästuppfödning. Lugnt läge nära Lund och Malmö.*

Ref. : IO272

PRICE € 455 000

M<sup>2</sup> 152 LAND M<sup>2</sup> 37100 YEAR CONSTRUCTION 2004 N° OF BEDROOMS 4



**ERA KUST & LAND MÄKLARE**

Storgatan 30 - 824 12 Hudiksvall - SWEDEN

Tel. +46 771-33 60 60 - Fax. +46 650-333 91

irene.ojemark@erasweden.com - www.erasweden.com



## Bäck - Middle of Sweden

Culture history of Sweden. House is made of timber with one room featuring old wall paintings from 1805. Nice surroundings.

*«Perses på hörné» Kulturhistoriskt välbevarad fastighet i Bäcks by utanför Gävle. Byggnaderna på gården utgörs av två i vinkel friliggande timmerlängor varav den ena inrymmer en bostad om 4 rum o kök med bl a den vackra välbevarade salen med målningar från 1805. Den andra längan inrymmer 2 lgh, 3 resp 2 rum o kök. Insynsskyddad gård med vackert lusthus.*

Ref. : IO248

PRICE € 415 000

M<sup>2</sup> 130 LAND M<sup>2</sup> 1900 YEAR CONSTRUCTION 1644 N° OF BEDROOMS 6



**ERA KUST & LAND MÄKLARE**

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## Graninge - North of Sweden

Graninge Bruk, an old ironworks from 1682, with production buildings and residential buildings. On the property there is also a house built in 1930. Unique nature with waterfront location by the lake.

*Graninge Bruks välbevarade produktions byggnader, med smedja, tråddrageri, vågbod, kvarn, konferensloka, café och bryggstuga. 5 st bostadslängor från brukets tid och en villa byggd 1930. Vackert läge med sjötomt och ren frisk natur.*

Ref. : IO295

PRICE € 250 000

M<sup>2</sup> 1253 LAND M<sup>2</sup> 129653 YEAR CONSTRUCTION 1682 N<sup>o</sup> OF BEDROOMS 25



### ERA KUST & LAND MÄKLARE

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## Lassekrog - Middle of Sweden

Lassekrog is a destination for nature and culture loving people from around the world. One comes here to experience an inspiring historic setting, exceptionally good food and, last but not least, for the numerous recreational possibilities in Hälsinglands' endless forests. Lassekrog has gained a good reputation as a professional conference hotel as well as a historic inn with a dash of adventure.

*Lassekrog är ett gästgiveri med 300 åriga anor. Vackert i skogen vid älven.*

Ref. : IO128

PRICE € 455 000

M<sup>2</sup> 1217 LAND M<sup>2</sup> 20108 YEAR CONSTRUCTION 1920 N<sup>o</sup> OF BEDROOMS 25



### ERA KUST & LAND MÄKLARE

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Tel. +46 771-33 60 60 - Fax. +46 650-333 91

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## Sundsvall

Farm property perfectly located near Sundsvall city. Mansion has fantastic open spaces, an outdoor pool and a garage for 4 cars. Property also includes byre with stables and a guest house with up to 4 rooms. Included in the price is also about 40 000 m<sup>2</sup> productive forest land.

*Jordbruksfastighet med ypperligt läge ca 7 km från centrala Sundsvall. Stort bostadshus med mäktig entré, 4-bilsgarage samt pool. Inkluderat i priset är även ett skogsskifte med ca 40 ha skog.*

Ref. : TI956

PRICE 5 000 000 SEK

M<sup>2</sup> 304 LAND M<sup>2</sup> 648700 YEAR CONSTRUCTION 1909 N<sup>o</sup> OF BEDROOMS 6



**ERA BRITT-MARIE FASTIGHETSFÖRM**

Storgatan 10 - 852 30 Sundsvall - SWEDEN

Tel. +46 60121272 - Fax. +46 4660151542

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## Sundsvall

One of the most charming properties of Spikarna, located on tenant's land right by the sea. Both the interior and exterior of the house have been tastefully restored in 2007. It features plenty open spaces with a glass veranda and a guest house with fireplace.

*Ett av Spikarnas charmigaste fritidshus belägen på arrendetomt vid havet. Huset har mycket smakfullt renoverats både interiört och exteriört. Öppen planlösning. Glasveranda. Gäststuga om ca 24 kvm med murad öppen spis.*

Ref. : BM01149

PRICE 3 350 000 SEK

M<sup>2</sup> 98 LAND M<sup>2</sup> 1700 YEAR CONSTRUCTION 1918 N<sup>o</sup> OF BEDROOMS 2



**ERA BRITT-MARIE FASTIGHETSFÖRM**

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## Uppsala

Walking into this well-preserved home is like travelling into the past. The home is painted using the traditional palette of colors, and the interior can only be described as picturesque. Every detail in the home, from the furniture to the tiled stoves, fireplaces, paintings and wall hangings, captures the style of the 1600-1700s.

Ref. : DS9307 PRICE 25 000 000 SEK  
 M<sup>2</sup> 670 LAND M<sup>2</sup> 315270 YEAR CONSTRUCTION 1650 N<sup>o</sup> OF BEDROOMS 8



**ERA BOSTAD UPPSALA**  
 Drottninggatan 3 - 753 10 Uppsala - SWEDEN  
 Tel. +46 18 66 00 50 - Fax. +46 18 66 00 59  
 dan.sanglof@erasweden.com - www.erasweden.com



## Sigtuna

Exclusive residence conveniently located in Sigtuna, the oldest town of Sweden, just 15 minutes away from Arlanda airport and at commuting distance from Stockholm and Uppsala near lake Mälaren. A boat dock is included with seaview from the poolside of the garden. Property has open plan setting with a beautiful central fireplace, high quality interior finishings, exclusive kitchen and tastefully decorated bathrooms. 190 wellplanned m<sup>2</sup> with 4-6 bedrooms and double carport.

Ref. : AO2608 PRICE 7 000 000 SEK  
 M<sup>2</sup> 190 LAND M<sup>2</sup> 1516 YEAR CONSTRUCTION 1982 N<sup>o</sup> OF BEDROOMS 4



**ERA ÖFVERHOLMS FASTIGHETSBYRÅ**  
 Stora Gatan 47 - 193 30 Sigtuna - SWEDEN  
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 agneta@ofverholm.nu - www.erasweden.com



# Switzerland

Switzerland is divided into three major geographical regions: the Swiss Alps, the hilly center that stretches from Lake Constance to Lake Geneva and the rough area of the long fold Jura Mountains.

Switzerland's GDP per capita lies at around €40 000. This ranks the 'Confoederatio Helvetica' among the wealthiest countries in the world. The average yearly gross income for a Swiss household (2.2 individuals)

is approximately €65 000. For 37% of the households more than one person generates income and 72.5% of employed citizens work in the services sector. The unemployment rate is one of the lowest in Europe at 2.8%, while 25.5% of the labor force is non-Swiss. The Swiss spend 16% of their income on their housing. Construction contributes an average of 13 to 15% to the GDP. It is expected that the European Union harmonization laws which already had a significant effect in 2007, will again benefit the Swiss home market in 2008. Favorable tax laws continue to attract wealthy immigrants who have disposable funds to fuel demand in the most desirable areas that offer the rare investment 'pearls' along the pristine Swiss lakes or areas with expansive mountain views.

ERA Switzerland expects the continued development of international metropolitan centers in the Geneva and Basel area as well in the Tri-State lake area of Lake Constance and in the South of Ticino, adjacent to Metro Milano. ERA Switzerland brokers offer trustworthy, transparent, efficient and effective quality services to customers from all over the world.

## ERA SWITZERLAND

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[www.eraeurope.com](http://www.eraeurope.com)



"A paradise for winter sports enthusiasts where ornate chalets adorn flawless landscapes of soaring mountains and crystal clear lakes, add in the lively year-round festivals and lifestyle here is a dream come true."





## Vésenaz

The house has approx. 250 m<sup>2</sup> living space (with possibility of enlargement) on area of over 2 000 m<sup>2</sup>. The property includes : kitchen, living room with fireplace, dining room, 3 bedrooms, 3 bathrooms and an office. It also features a pool and garages.

*Cette propriété offre env. 250 m<sup>2</sup> habitables (avec possibilité d'agrandir) sur une parcelle de plus de 2 000 m<sup>2</sup>. La maison comprend : cuisine, séjour avec cheminée, salle à manger, 3 chambres, bureau et 3 salles d'eau. Une piscine et garages.*

Ref. : 7673

PRICE Upon Request

M<sup>2</sup> 250 LAND M<sup>2</sup> 2000 N<sup>o</sup> OF BEDROOMS 3



**ERA GÉROFINANCE-DUNAND**

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gerofinance@erasuisse.ch - <http://www.gerofinance.ch>





## Davos Platz

Davos - the highest situated town in Europe - is the perfect example for sport, nature, culture, business and congresses. The holiday city and alpine metropolis is within only two hours from Zurich airport. A nice and exclusive 3,5 room apartment in a very central, quiet and unobstructed hillside setting that can be perceived by you. You will enjoy the dreamlike mountain panorama as well as the many bright and sunny hours in this uniquely elevated town.



Ref. : ALTAMIRA

PRICE Upon Request

M<sup>2</sup> 120 YEAR CONSTRUCTION 2004 N° OF BEDROOMS 2



### ERA DAVOS-KLOSTERS

Promenade 60 - 7270 Davos Platz - SWITZERLAND  
Tel. +41(0)81 420 00 88 - Fax. +41 (0)81 420 00 87  
davos-klostere@erasuisse.ch - <http://www.fross.ch>





## Lipperswil

In an enchanting area on the lake, with an unobstructed view of the golf course and of the Alps, 32 dream residences ranging from 2,5 to 3,5 rooms and from 109 m<sup>2</sup> to 172 m<sup>2</sup> are being built. The residences persuade with their large terraces, high-quality equipment as well as a fantastic panoramic view. A 5-star Hotel with a restaurant and a great spa-wellness-oasis are also included in this extraordinary offer. Availability in spring-time 2009 !

Ref. : 2008

PRICE CHF 420 000

M<sup>2</sup> 172 YEAR CONSTRUCTION 2009 N° OF BEDROOMS 2



**ERA IMMO-SPACE**

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# Turkey

Turkey is geographically situated on the two continents Asia and Europe. Today, as in former years, it is considered a strategic gem in all aspects of life. With a population of 70 million and a land area of 815 km<sup>2</sup>, Turkey is one of the largest markets in Europe. Turkey also has one of the youngest populations in Europe, with 50% of its inhabitants being under the age of 28.

Its capital, Istanbul, has been called the “Rising Star” of the decade, and the Turkish market has been declared the ‘tiger’ market of the future, with one of the highest potentials for economic growth. Istanbul also acts as a major tourist destination due to its unique geography; a city built on two continents divided by the beautiful blue Bosphorus. With coastlines to the Mediterranean, Aegean and Black Sea and a very rich cultural heritage, the country as a whole provides a haven for tourists. This can also be seen in the increasing number of foreigners buying second homes and, in cases, even retiring from

their country of origin to take advantage of the high living standards and low living costs Turkey has to offer. Nearly 1 million foreigners are recorded to have chosen Turkey as their primary living quarters.

The real estate industry is going through a major development phase providing a great deal of potential. The future of the real estate market in Turkey indicates vast opportunities to grow as a network. It also promises to be a high income generating industry with lofty profit margins.



“A strategic gem, a blend of Asian and European history declared the ‘tiger’ market of the future with Istanbul having one of the highest potentials for economic growth.”



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# ERA Worldwide

*“Always There For You”* » is not just a slogan, it is a commitment ERA® members live by. It is the reason why the ERA network has had

more success with worldwide expansion than any other real estate group. ERA Franchise Systems LLC was founded in the USA in 1972 and began its international development program in 1981 – a world first! Today, it is one of the world’s leading residential franchise brokerage networks, with more than 38,000 brokers and sales associates across the globe. The ERA brand is owned by Realogy Corporation, the world’s largest residential real estate franchise company.

For most people, buying or selling a home is one of the biggest financial commitments they will make in their lifetime. That is why ERA professionals worldwide are committed to guiding customers through each step of the transaction and going beyond the basic responsibilities of a real estate broker or sales associate.

By choosing to go through the process of buying or selling a home with a member of the ERA family, customers benefit from a variety of programs, services and methods created specifically to meet the demands and needs of people in every corner of the world.

In the next section, we are proud to present a few ERA International countries and their exclusive property listings.



“Fulfilling the dream of home ownership since its founding in 1972, the ERA® System developed into 51 countries and territories worldwide, and continues to further expand internationally...”



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## Santa Cruz

This 2 storey residence features a living, dining room, kitchen and laundry on the ground floor. There is also a separate bedroom with private bath that can be used as a guest room. The master bedroom on the upper floor has its private bathroom, walk-in closet and balcony viewing the nature surrounding the residence. There is also an entertainment room, 2 bedrooms and 1 bathroom on the upper floor. The property is completely fenced, located in very pleasant residential area.

Ref. : H-235

PRICE \$ 423 730

M<sup>2</sup> 550 LAND M<sup>2</sup> 868 YEAR CONSTRUCTION 2004 N<sup>o</sup> OF BEDROOMS 4



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## Paradera

This brand new luxurious 2 bedroom and 2,5 bathroom house, with separate guestroom and private bath, is built in a quiet upscale residential area. It features a European-style equipped kitchen adjacent to the dining area, a living room, a study room, pool, gazebo, and garage with automatic door. The landscaping of the house is gorgeous and the house is completely fenced. Property is constructed with quality material and is located within a 10 minute drive from downtown.

Ref. : H-268

PRICE \$ 550 000

M<sup>2</sup> 200 LAND M<sup>2</sup> 730 YEAR CONSTRUCTION 2008 N<sup>o</sup> OF BEDROOMS 3



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Surrounded by clear turquoise waters of the Caribbean Sea just 20 kilometers off the South American continent, you will find the island of ARUBA. A true Caribbean island with the influence of its European heritage ever present.

The 185 m<sup>2</sup> island is most known for its white sandy beaches, clear waters and hospitable people. Although autonomous since 1986, ARUBA forms parts of the Kingdom of the Netherlands. The island has a strong economy, supported by a multi-cultural population of about 120 thousand people. Papiamentu (the native language), English, Spanish and Dutch are widely spoken. ARUBA enjoys a sunny climate averaging 28°C, making it a year-round paradise.

*At ERA Solito Real Estate, we have built a strong reputation based on our reliability and professionalism. Our motto "What makes us different, makes us better" drives the company's success. We are committed to offer exceptional service and personal attention to our customers. Our great relationship with supporting businesses, along with our expertise in the field provides significant assets to our operations. Allow us to make finding a (second) home in ARUBA a very relaxing and breathtaking experience for you.*



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## “THERE’S A COUNTRY WHERE KINGS DON’T LIVE IN CASTLES...”

This is also the host COUNTRY  
of the 2010 Soccer World Cup!”

### South African property fundamentals strong

The South African property market has arguably weathered current global conditions and the sub-prime mortgage crisis better than most.

With little exposure to the “toxic credit” as it has been described, of the American housing market, South African banks stand solidly as an example of conservative management, aided and abetted by government with its strict credit control policies, notably the National Credit Act. The latter has placed demanding restrictions on the advancement of credit of all kinds, inclusive of mortgage credit.

This “pre-emptive strike” by the Government avoided the worst of the fallout that other housing markets have experienced.

This is not to say there hasn't been some impact. The latest figures from the largest banking group in the country show only small nominal growth (and slight drops in real, after inflation growth) in housing prices across the spectrum.

This however compares favourably with the likes of the U.K. and U.S. and the local market has clearly stood up well to the economic headwinds.



Always There For You<sup>SM</sup>

The foundations are in place for a recovery possibly sooner than other parts of the world. There are numerous positives on the horizon including massive infrastructure expenditure, partly in preparation for the 2010 Soccer World Cup, rapid growth in fixed investment, continued demand for the country's minerals and metals and an edge in international manufacturing and export markets thanks to a soft Rand which gives the country's goods and services a distinct pricing advantage.

There are admittedly problems as well including labour unrest, political developments, shortage of electricity and above all, crime.

Notwithstanding these issues however, South African property, in hard currency terms, offers outstanding value and there has been interest of late in the likes of game farms, wine estates, B&B establishments and prime luxury property in beautiful coastal sites.

The direct impact of the 2010 Soccer World Cup on the property market is expected to be limited, as indeed Germany found in the wake of hosting the previous Soccer World Cup.

Rather, an upturn in global conditions and South Africa's own economic growth will continue to drive property growth as such.

The influx of foreign visitors to attend the World Cup however, will provide a huge promotional opportunity for the country which is expected to generate in its aftermath demand for the outstanding residential real estate available in the country.



## Mossel Bay, Garden Route

When style defines your way of living! Situated on the cliffs overlooking Mossel Bay, this magnificent Guest House is built on 6 levels and has uninterrupted ocean, harbour and mountain views. The 6 exquisitely decorated bedrooms each have main-en-suites and private verandas. Other luxuries include: conference and internet facilities, jacuzzi, bar facilities and big screen satellite TV. Mossel Bay is well-known for its golf courses, white beaches, seal island boat trips and game farms.

Ref. : ERA SA 002

PRICE € 1 056 000

M<sup>2</sup> 600 LAND M<sup>2</sup> 860 YEAR CONSTRUCTION 2001 N<sup>o</sup> OF BEDROOMS 6



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## Hillcrest, Kwazulu Natal

A world class retirement village set amongst award winning indigenous gardens teaming with birds. State of the art security, Club House par excellence with restaurant, movies, travel agency, gym, libraries, wellness centre, hairdresser, 24 hour internet connection as well as 150 weekly activities on offer. Four star guest lodge and amazing care centre for respite or assisted care and Alzheimer patients. To own one of these exclusive units contact us today.

Ref. : ERA SA 003

PRICE € 225 000

M<sup>2</sup> 225 YEAR CONSTRUCTION 2008



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## Melkbosstrand, Western Cape

This property is situated in the famous Atlantic Beach Golf Estate within a 20 minute drive from the V & A Waterfront. The house consists of 3 bedrooms, 2 bathrooms, a guest toilet, large modern open plan kitchen, open plan bar, swimming pool and barbeque area. There is also a gas fireplace in the dining room, a study with a built-in bookcase and a large double garage with a ± 50 m<sup>2</sup> flat upstairs. The flat consists of a bathroom, kitchenette, open plan bedroom and a lounge.

Ref. : ERA SA 004

PRICE € 350 500

M<sup>2</sup> 450 LAND M<sup>2</sup> 733 YEAR CONSTRUCTION 2005 N<sup>o</sup> OF BEDROOMS 3



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## Vryburg, North West Province

This 2 040 hectare five star game lodge is situated in the North West Province of South Africa, not far from the famous Kalahari Desert. The main feature is hunting. The lodge includes luxury chalets and conference facilities in distinctive African sleeper furniture finishes. A wide variety of game can be found in the beautiful kopje surroundings. All inclusive as a running concern.

Ref. : ERA SA 001

PRICE € 2 550 000

M<sup>2</sup> 500 LAND ACRES 5040 N<sup>o</sup> OF BEDROOMS 12



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# ERA CORALIE PROPERTIES, LTD

*The leading real estate company  
of the Turks and Caicos Islands*

Turks and Caicos Islands, one of the finest vacation destinations in the Caribbean, enjoys 320 days of sunshine and temperatures ranging from 35° to 43°C (80-95°F) year round. Turquoise waters lap pristine white beaches, extended over a total of 8 islands and 40 cays. The resident population is about 30 000 while the overnight visitor count is close to 200 000 per year. In addition to this, another 20 000 visitors are on the island on weekly cruise ships to Grand Turk.

Idyllic surroundings and world class dining are just some of the draws to this dream island. Sports enthusiasts have access to every possible leisure activity including golf, tennis, fishing, boating, diving and snorkeling. Many direct flights exist from the US, Canada and the UK. In 2008/2009 airport runway extensions will allow for even more worldwide direct flights.

Property investors benefit from not only from the natural beauty of this Island but an array of economic advantages, some of the benefits are:

- A tax free environment
- A government that guarantees ownership of property under personal name, local Corporation or Trust
- No restrictions on property purchases; which may include land, private homes, rental villas or condominiums
- A property may be sold and original capital expended plus profit can be repatriated at anytime
- A stable government as a British Dependent Territory
- A growing economy and property market
- Ease in transactions as the currency used is the US Dollar



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*Whatever your specific needs are, ERA Coralie Properties' experienced agents will efficiently and professionally guide you through a successful conclusion of your property purchase.*

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## Providenciales

Once in a great while you will find a perfect home like Villa Rosa. With 190 feet of canal frontage and an ocean view, this fenced and gated property lies on a large lot and features a lap pool, beautifully maintained gardens and is centrally located close to amenities. A skywalk joins the main living quarters to the master suite: unique and very private. With 2 separate living quarters plus a separate bedroom / bath, the property is suitable for a family, with ample room for guests; or as a possible short term rental property.

Ref. : **MLS 064965**

PRICE \$ **1 950 000**

Sq. Ft. **3000** LAND ACRES **1** YEAR CONSTRUCTION **1998** N° OF BEDROOMS **6**



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## Providenciales

This Mediterranean style villa is located on Sunset Bay, a short walk to beach and tennis courts. Relax on one of the many patios or the rooftop deck that takes star watching to another dimension. Features large pool, outdoor dining, 3-car garage and housekeeper quarters. Western exposure provides stunning daytime view of the Atlantic Ocean and gorgeous Caribbean sunsets. The elevated living area maximizes the ocean views. Perfect family home, currently used as vacation rental.

Ref. : **MLS 064823**

PRICE \$ **2 190 000**

Sq. Ft. **5000** LAND ACRES **1** YEAR CONSTRUCTION **1998** N° OF BEDROOMS **4**



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## Providenciales

Turtle Watch consists of a main, guest and carriage house. The guest house, located across the pool and garden, allows for privacy. It has its own kitchen, living area and enclosed deck. The carriage house is a studio with access to pool deck. The main house has a beautifully furnished decor and gourmet kitchen. Master suite on 3rd floor, living quarters on 2nd, 2 bedrooms with bath on 1st. Property is fenced, gated and is fronted with boat deck on canal. Room for expansion.

Ref. : **MLS 077723**

PRICE \$ **3 200 000**

Sq. Ft. **4300** LAND ACRES **1** YEAR CONSTRUCTION **2000** N° OF BEDROOMS **5**



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## Providenciales

Five Turtles Villa is fronted with 200 lineal feet of sandy beach leading into the Caribbean Ocean and is located in a quiet residential area. Mature gardens surround the house that provides 3 000 sq. ft. living space. It has 4 bedrooms, 4 bathrooms, living area with open plan and modern conveniences to make for easy living. The master suite includes an open air shower and a private walled patio. The main patio is designed for entertaining with a pool, built in alcove and covered deck.

Ref. : **MLS 077714**

PRICE \$ **3 850 000**

Sq. Ft. **3000** LAND ACRES **1** YEAR CONSTRUCTION **2003** N° OF BEDROOMS **4**



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To maintain the competitive edge necessary to meet our clients' ever-changing needs ERA® Brokers participate in the ERA Europe, invitation only, Leadership Conference focused on latest industry trends, skill enhancement courses, and leadership training. ERA Brokers across Europe are committed to placing the needs of their customers first; and they are empowered with time-tested, proven ERA tools to obtain the desired results. This is why ERA Brokers are the preferred choice when it comes to either the buying or selling of a cherished home. ERA Europe's resolve to remain at forefront of the industry ensures our long term vision of maintaining superior leadership within our industry.

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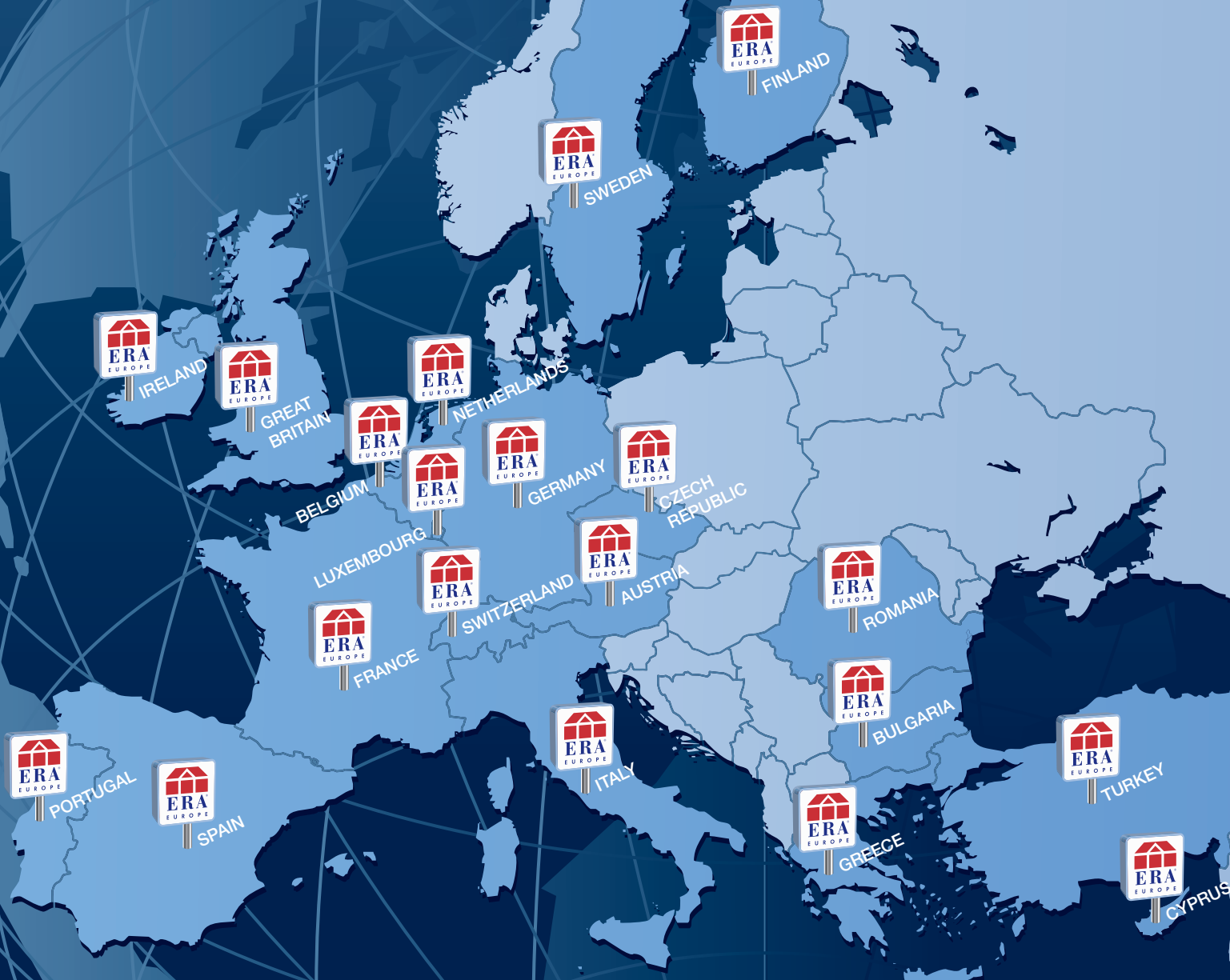
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