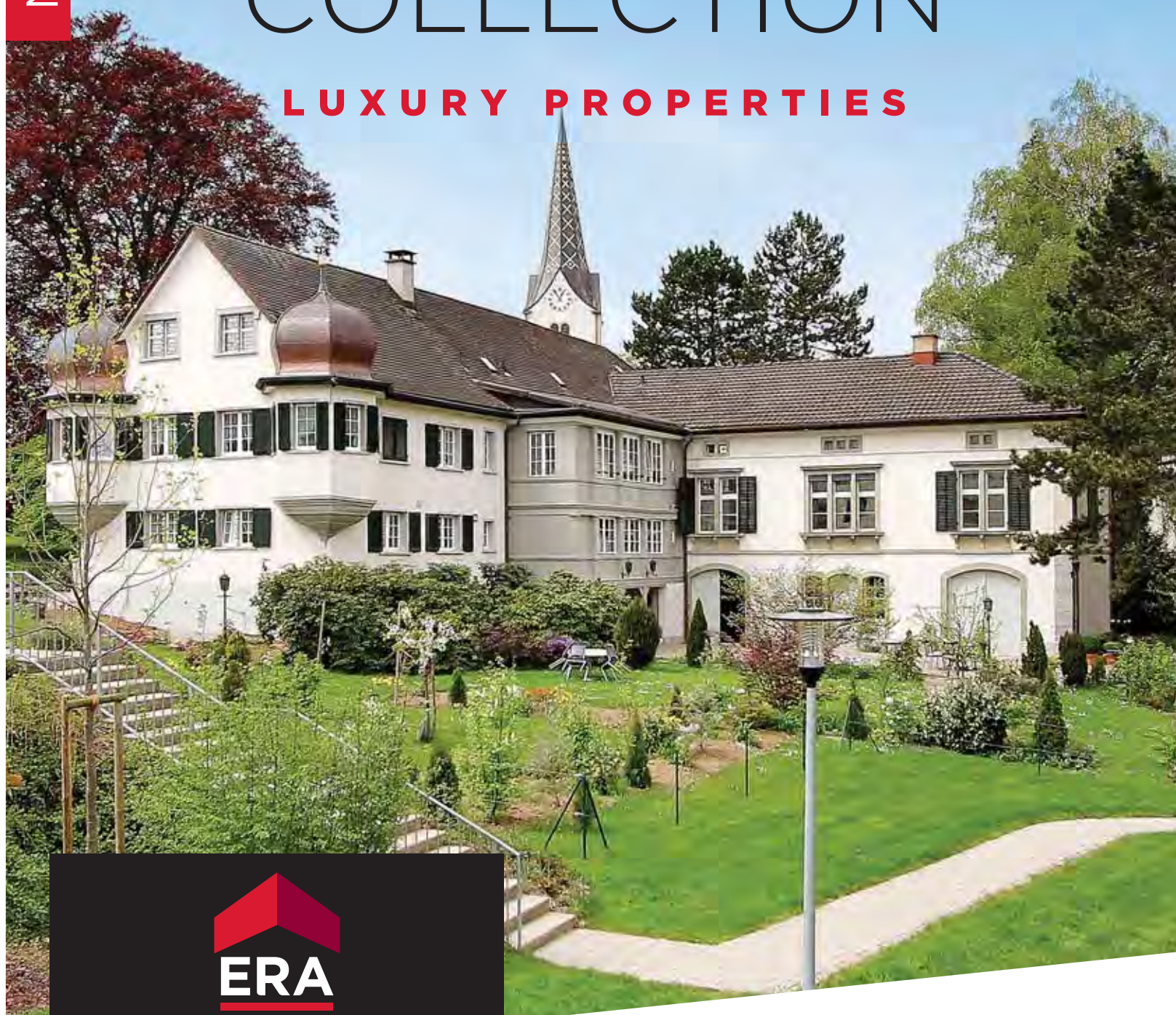


80°N

# INTERNATIONAL COLLECTION

LUXURY PROPERTIES



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## In their own words...

### ERA® BROKER TESTIMONIALS

One thing we know for certain is that change will happen... we also know that change is not synonymous with growth.

As residential real estate experts, ERA Europe management understands the importance of being able to adapt quickly to market changes, to continually be out in front as the drivers of change rather than reacting to it. This type of leadership requires a certain mentality, a certain vision. We bring that vision, the training, the tools and the energy to ensure that when change comes, our brokers are prepared to seize opportunities and manage their business for growth. But don't listen to us... listen to those who live and breathe ERA methods every day.

When visiting [eraeurope.com/Testimonials](http://eraeurope.com/Testimonials) a few special TOP TEN ERA Europe Brokers offer their personal testimony on why they chose ERA and how joining ERA Real Estate has helped their real estate office grow and how they have helped customers realize their dreams. You will see they are passionate about their work and strive for excellence in all they do.



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Welcome to the newly designed ERA® Europe International Collection! This new format highlights the modernized ERA logo and features some of the most sought-after properties listed by our brokers across Europe and other desirable locations worldwide. We hope you find your dream home or a new and exciting investment opportunity within the pages of this portfolio. In the content that follows, you will find a presentation on each of our established countries across Europe, including, but not limited to, details on market dynamics and real estate trends to anticipate in the months to come. The localities across Europe are incredibly diverse; therefore our goal is to familiarize you with elements that may ultimately affect your purchase decision.

We will also highlight a brief history on each of the ERA Europe companies and its respective leadership. ERA Real Estate in Europe is a company of passionate people with great leadership skills, who ensure the finest real estate products and services are crafted for their market and delivered, a benefit our customers have become accustomed to over the many years of operation. We want you to understand more about what makes us tick.

Finally, the possibilities don't end here! Please visit us online at the newly revamped **[www.eraeuropeic.com](http://www.eraeuropeic.com)** to explore even more luxury properties.

Thank you for keeping ERA Real Estate in mind for your next property purchase.

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ERA Fastighetsförmedling Wallin, [www.erasweden.com/kontor/ystad](http://www.erasweden.com/kontor/ystad); Germany,  
ERA W. Leberer Immobilien, [www.immo-leberer.de](http://www.immo-leberer.de)

## HOUSE HUNTING

# with ERA<sup>®</sup> in the Digital and Social Media Age

*Real estate brokers and their clients are connecting more than ever...*



We live in a digital age; a reality that has significantly impacted the home buying and selling process. Today, in fact, the very first step for most potential homebuyers is to start their property search online.

To best understand this phenomenon, we looked first to the USA and its data from the National Association of Realtors (NAR) on the use of digital media in real

estate, as market trends often initiate in the U.S. housing market and then flow to Europe.

A majority (88%) of American homebuyers use the Internet as their primary research source for housing information, and for 43% of buyers, it is the very first step in their home search. What was the most valuable web site feature? Photos! What type of device was most used for the property search? A mobile device!

According to the NAR<sup>®</sup>, 91% of brokers have their own website and 42% currently use social media to connect with their customers, the most popular being Facebook. A recent study in the USA also found that 73% of homeowners were more likely to list with brokers who offer a YouTube video presentation. Finally, while the growing use and reliance on digital/social media is indisputable, the NAR<sup>®</sup> states that in 2014 broker market share in the USA grew to 88% compared to 83% just four years earlier. A fact that should end fears, once and for all, that the internet might gradually replace the need for a real estate broker.

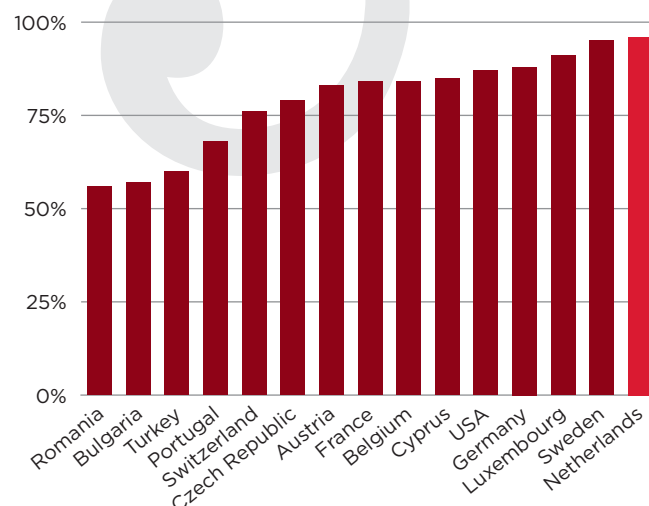
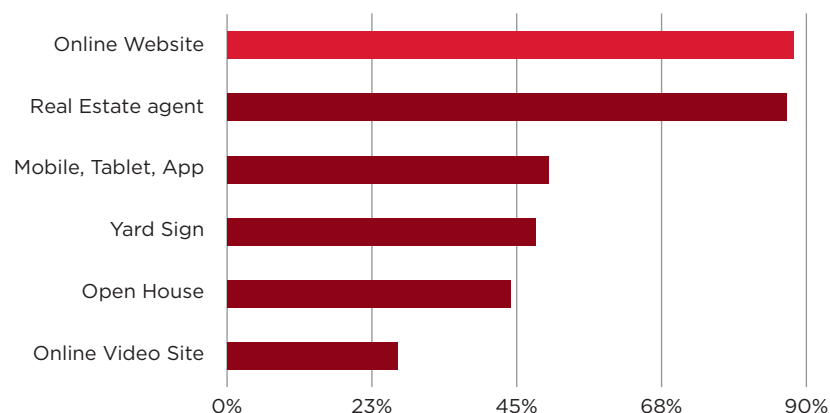


Chart 1 - Internet Market Penetration in the ERA Europe Countries and USA



**Chart 2 – The most widely used information sources in a home search (USA)**  
Source: NAR 2014 Profile of Home Buyers and Sellers

## The world has never been more linked (Chart 1)

The trend toward digital and social media use in the real estate industry in Europe is equally entrenched. Precise statistics are scarce in the European Union (EU), however we know that 78,5% of its 507 million residents use the Internet (73,5% in all of Europe); that's roughly 400 million users representing nearly 19% of global internet usage. The Netherlands and Sweden are the most active ERA countries in terms of Internet penetration with over 95% of the population having access; Romania and Portugal are less active at 56,3% and 67,6% respectively. In terms of the number of users, Germany is the top ERA country with 72 million users, followed by France at 55 million users

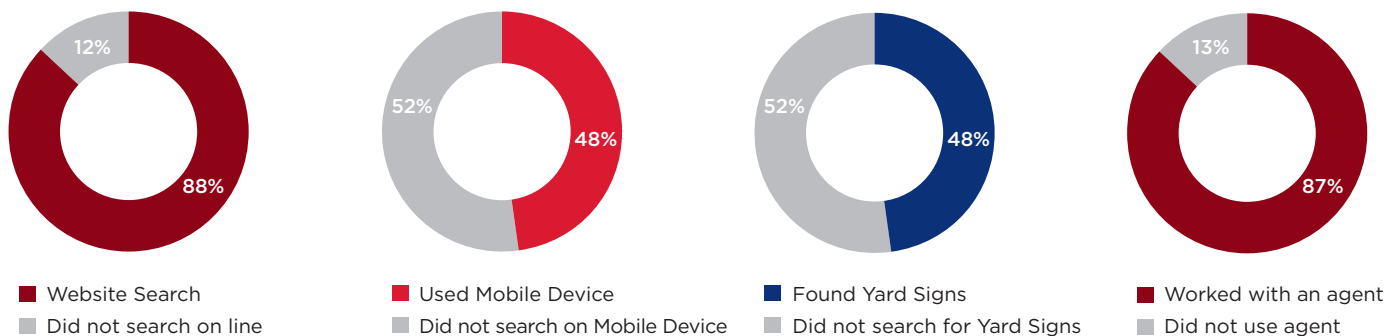
(*Internetworldstats*). Of the 400 million EU internet users, nearly 200 million are also Facebook users. Other popular social media sources in Europe include LinkedIn, YouTube, Twitter, Instagram, and Pinterest.

Statistics show that over 13 million internet users in France visit real estate websites on a monthly basis, and 2 million users search real estate sites each day with an average of 22 page views per person. 63% of visitors are between the ages of 35 and 64 years old. When comparing France and the USA on the percentage of the population using real estate web sites, 29% of the French population visit real estate sites compared to 21% in the USA.

## The age of digital and social media as a driver of communications between the broker and potential buyer and seller has arrived and is fast becoming ubiquitous

An example of the impact this medium has on the industry exists in the Netherlands, where Internet penetration is one of the EU's highest; 52% of users have Facebook accounts, followed by 42% with YouTube accounts (Chart 4). That's nearly 9 million and 7 million users, respectively. It is estimated that of all residential real estate brokers and agents in the country, 80%

are active on one or more of the "big five" digital media forums. The use of social media in the Netherlands is actually higher than what we see in the USA. At ERA Netherlands, 100% of brokers are active on at least three digital media forums. ERA Netherlands brokers also receive special training on social media use to maximize their performance.



**Chart 3 – The frequency of use of different information sources in USA (percentage of distribution)**  
Source: NAR 2014 Profile of Home Buyers and Sellers

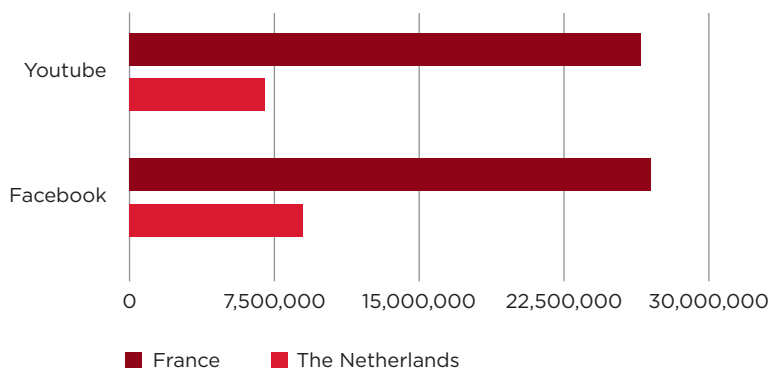
### What role does the use of social media play in this continually evolving home search process and what can buyers and sellers expect to gain from participating in these forums?

ERA customers in Europe have access to both the ERA country website, where all properties are posted, and a country Facebook page, where relevant industry information is found, real estate tools and tips are shared and special events and news are posted. Facebook also serves as a platform for exchanges between the customer and local broker, a forum where questions may be asked and answered. Customers benefit from receiving the latest information quickly and being better informed.

Whether it's via Facebook, YouTube, Instagram, Twitter, or LinkedIn, social media platforms enable the customer

to better connect with their local ERA real estate expert, to build relationships and network, to learn about industry news and take virtual property tours all before stepping out the front door. These benefits make the home sale or purchase more efficient, more informed, more targeted and yes, simpler! The highly interactive nature of these forums is built to help customers truly get to know more about the person and company they choose to engage.

Are you considering a move? We encourage you to visit and 'like' the ERA Europe country Facebook sites!



**Chart 4 – Most popular Social Media Platforms in France and The Netherlands**  
Source: ERA Netherlands, ERA France



# WELCOME ERA Cyprus



North of Cyprus is an investor's haven with highly affordable housing prices. Intensive talks are now underway via the United Nations with the goal to unite the country. Unification talks have spurred a burgeoning property boom to the North, where prices are almost 50% lower than in the South. All indicators are that home prices are poised to increase in the North with the potential reunion of the island. Northern Cyprus clearly offers a great value for the investment. Politics aside, ERA Cyprus intends to focus on the needs of customers seeking either secondary or primary homes in the country.

As investors look deeper, they will learn the Northern Cypriot coast (renown as the birth place of Aphrodite, the goddess of beauty and love!) offers an array of stunning locations from the Golden Beach of Alagadi, home to the famous Caretta turtles, to unique beaches from Bafra to Cıkartma bay in Kyrenia, all enchanting sites that must be discovered. The low cost of living here coupled with a significant growth potential makes investing in this housing market worth serious consideration. The North is primarily a cash market for now, as the mortgage system is not yet well established. Foreign investors are welcomed, though buyers need to be aware of the investment parameters. Access is easy to Cyprus via two international airports and there are no visa requirements.

We encourage investors to learn more about the lucrative investment opportunities!

## Country Profile 2015

Population	1,154 Million
Capital City	Nicosia
GDP Per capita	\$29.673
Unemployment	16,20%
Households (est.)	320.000
Homeownership	74%
Real estate broker comm.	3-5%
Avg. home price Q2 2015	€327.748
Avg. Price Apartment	€100.867

We are pleased to announce the affiliation of our new country master operation in the territory of Cyprus!

ERA Turkey master franchise owner, Can Eskioglu, acquired the license to this stunning island country in July 2015 and in October 2015 the first office location opened in the resort harbor town of Kyrenia, an absolute jewel of the North with a picturesque historic center built by the Venetians. Future development of ERA Cyprus will include offices in the popular cities of Famagusta, Limasol, Larnaca, and Nicosia.

Historically, in this country of 1.2 million inhabitants, there are two regions, the Turkish region to the North, and the Greek region to the South. The Northern and Southern regions of the island possess quite different dynamics. While the south of Cyprus enjoys the advantages of being a member of the European Union and is long established as a popular holiday location, especially for UK tourists, the



**ERA Cyprus**  
Tel Office: +90 216 386 13 71



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1100 agencies

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ERA NETHERLANDS

ERA PORTUGAL

ERA ROMANIA

ERA SWEDEN

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ERA TURKEY



Master Franchise Candidates

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click tab "Join ERA Europe"





## ERA® Europe expansion is in full focus!

Already established in 14 countries, Master Franchise partners are currently being sought in the remaining markets of Europe. The concept of real estate franchising is well developed in Western Europe however it is a relatively new concept in many emerging economies. Master Franchising is a highly successful business strategy, one that requires a mutual commitment, common goals and dedication. Whether it is an emerging market or not, the importance of having an experienced support team to guide the Master business is paramount. There is no better skilled team than ERA Europe's Executive Management Team with decades of on the ground expertise. Four key fundamentals are involved in this business: the brand, the methods, the systems, and the support. When fully developed these elements offer ERA customers the absolute best and highest value, a harmonious delivery of quality services no matter the location; the Master grows to a market leader position and business flourishes. Whether you are a Master Franchise candidate, Broker candidate or ERA customer, we encourage you to explore the many opportunities and services available within ERA Real Estate in Europe.



ROMANIA



BULGARIA



TURKEY



CYPRUS

### ERA Europe Management Team

**François Gagnon**

President

**Hélène Gagnon**

Chief Financial Officer

**Kathy Auclair**

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www.eraaustria.com  
www.facebook.com/ERA.Austria  
www.eraeurope.com

*“Our brokers are among the best in the business with top level education and training. ERA clients appreciate this know-how and above all the special care they receive once they walk through our office doors.”*

GOTTFRIED HACKBARTH



## ERA Austria

### A BRIEF HISTORY

ERA Real Estate has long been established as a quality international network in Austria and a leader in the real estate industry. Under the leadership of Gottfried Hackbarth, Director since 2005, ERA Austria has earned customer trust by delivering enhanced real estate property services; this includes innovative marketing programs, efficient and targeted home searches through its web portal, the popular “Besser Wohnen” real estate and lifestyle magazine, as well as many other unparalleled programs offered by its professionally trained brokers. The real estate agency business is strictly regulated in Austria and to operate an office here one must first secure a broker license, which requires a great deal of education and work experience. ERA Brokers have a significant advantage via access to the ERA Academy where they

can obtain a Bachelor degree in real estate management, a basic requirement to secure a broker license, as well as a variety of other educational courses. Access to ERA Training is highly valued by those in the industry. This, combined with ongoing business coaching on ERA Real Estate result oriented methods, are just a few of the many reasons brokers choose to join the ERA Austria network.

In Austria, one will find not only traditional housing, but also very imaginative and avant-garde architecture rendering its major cities an attractive and eclectic place to live for locals as well as those from around the world who choose to make Austria their home. Vienna, the capital city, is known as a gateway where ‘East and West Europe meet’ and is therefore in a unique geographic position where cultures harmoniously blend. Buyers, apart from Austrians, come from the neighboring Balkan countries, Germany, the Netherlands, Italy and many other international locations. Whether it’s an apartment in Vienna or Salzburg, a lakeside villa in Zell am See or a mountain chalet in Innsbruck, one can be assured of a quality lifestyle and a surrounding of beautiful, scenic views.

### HOUSING MARKET

Prices of residential real estate in Austria have increased in recent years, contrary to those of many other European countries. Real estate prices, since 2007, increased by 31% with an above-average growth rate in areas with a high concentration of luxury properties. This market is characterized by relatively low homeownership (58%) compared to the EU average of 71% and a well-developed, pro-tenant rental sector. Housing in Vienna soared, in particular, as people invested in housing as a safe alternative to stocks. Traditionally conservative lending practices, combined with a limited supply of new and renovated apartments are also factors contributing to the swift





rise in prices. During the last five years in the capital city of Vienna, where about 25% of all home sales occur, property prices increased annually by an average of 9,4% while rentals in the non-subsidized sector rose by 5%.

Signs of modest slowing have been seen in 2015, particularly in Vienna, where price growth has finally flattened out. Influences in this downturn range from the slowing of Russian investors as a result of the country's economic sanctions to uncertain economic prospects in surrounding countries such as Ukraine and Eastern Europe. Vienna is unique in that up to now, 40% of buyers have been foreign, the majority of which were Russian. As these global influences weighed on activity in 2014 national home prices declined by 3%. Indicators on a national level for the first semester of 2015 show housing prices are equivalent to the first semester of 2014. Prices are expected to remain stable going forward with modest increases anticipated in the more active areas of Vienna and other primary cities. Financing conditions for housing remain favorable, and are

expected to remain so in the near future as no dramatic shifts are expected in the ECB lending rate. This is important because Austria is a market where 87% of loans are variable rate loans, and LTV's at 60/40% with a typical maturity of 25 to 30 years (in contrast to its German neighbor where only 15% of loans are variable). Variable rate mortgages can be found at 1,8% whereas a fixed rate loan will be in the 3% range.

Nationally, this housing market is expected to remain reasonably stable in the year to come with a healthy demand to continue in the capital city. The competitive environment in the banking sector should maintain downward pressure on mortgage rates for the time being. Price pressures in the largest housing market of Vienna will continue, however, we expect the pace to abate somewhat with increases on average in the 5% to 6% range, as affordability becomes an issue for many potential buyers, and as new housing stock comes into the market. The perception that prices are overheating may cause some to hesitate.





## Perchtoldsdorf

REF. 2515-3

M<sup>2</sup> 240

€ 1.130.000

Modern luxury at its finest! Only the best, most exclusive materials were used to build this beautiful home. Amenities include a keyless entry and security system, fireplace, jacuzzi on the roof terrace and a guest apartment. Ideal location nearby picturesque vineyards and just 25 minutes away from downtown Vienna.

ERA Donaustadt Immobilien  
Kagraner Platz 6 - 1220 Vienna  
Tel. +43 650 830 36 28  
DS@era.at - www.era.at



## Groß-Enzersdorf

REF. 2515-93

M<sup>2</sup> 202

€ 465.000

Premium home quietly located near Vienna. Beautiful and unique property with an outstanding living area, 6 bedrooms, 2 bathrooms, a large terrace and much more.



ERA Donaustadt Immobilien  
Kagraner Platz 6 - 1220 Vienna  
Tel. +43 650 830 36 28  
DS@era.at - www.era.at







## Lignano, Italy

**REF. 275522**

**M² 431**

**€ 1.320.000**

Charming Tuscan villa, with recent renovations in 2014, just minutes away from the beach, golf course and a marina. Spacious living and perfect for a large family with 4 bedrooms, 4 bathrooms, 2 balconies and a terrace. 480 km from Vienna, 160 km from Venice Airport and 410 km from Milan.

**ERA RLE Estate**  
Stampftal 91 - 2755 Oed  
Tel. +43 660 260 31 60  
office-rle@era.at - www.era.at



#### ERA Belgium

Aartselaar  
Tel: +32 3 227 4185  
www.erabelgium.com  
www.facebook.com/ERAREALESTATE.BE  
www.eraeurope.com

*“We have risen to the top because the business of real estate is something we take very seriously, just as we do our valued clients. Continued innovation to streamline customer services using the latest technology while keeping pulse of the market will keep us moving forward. Pol and I are incredibly proud of the fine reputation ERA Belgium has developed over the years.”*

IAIN COOK

## ERA Belgium

### A BRIEF HISTORY

Iain Cook launched ERA in Belgium in 1994. He was first a co-founder of ERA Netherlands, then transitioned to the Belgian market and became owner and Managing Director of ERA Belgium. A few short months later, in 1995, the first members were active on the real estate market. ERA Housing, based in Antwerp, was the very first broker to affiliate; 20 years later ERA Housing continues to operate a thriving business and is still a member of the ERA network. Now that's commitment!

Pol Vanacker joined Iain in 1999 as a partner on the management team. At present, a dedicated team of 10 staff members continues to drive the business forward. Today, the network is a major player on the market and is considered a trendsetter for introducing new technologies and products for the industry.

Thanks to its leading edge website, [www.era.be](http://www.era.be), potential customers can easily consult ERA listings anywhere online, including use of mobile applications that offer support while on the road. ERA Belgium has also developed unique management software for its agencies called MOVE! This

program offers numerous possibilities for lead generation, direct mailing, agenda management and, among other things, includes a seamless interface to produce marketing material. These innovative technologies allow brokers to maximize efficiency and free up time so they can better serve their customers.

ERA Real Estate in Belgium is a highly regarded, reputable network with a stable collaboration of strong agencies. Currently, it has nearly 116 member offices, about 90 of which are situated in the Dutch speaking North of the country (Flanders), approximately 20 agencies in the French speaking South of the country, and 6 agencies are located in the bilingual area of Brussels.

ERA Belgium is continually screening the real estate market for brokers with the aim to further develop the network with qualified, competent candidates. Network growth is also partially organic, meaning salespersons already within an ERA agency, who wish to boost their career, open their new independently owned ERA office.

### HOUSING MARKET

The Belgian housing market eased through the worldwide economic crises with only modest downward adjustments. This, coupled with ongoing attractive mortgage interest rates, affirms the view today that investing in property is a good financial decision for Belgians. Challenges do exist for buyers however, particularly since recent bank policies impose more rigorous qualifying terms. New requirements make it difficult for some buyers to obtain a loan since a higher personal income base is needed to qualify for a purchase, among other tightened restrictions.

It is said that Belgians are born 'with a brick in the stomach' and buying property is a long tradition in many families for generations: Parents support (sometimes even financially) their children to invest in property to avoid rent payments and as a long-term, secure investment.

◀ Pol Vanacker, Iain Cook







Other factors enhancing a positive view of the real estate market are: a stable and growing private rental sector, views that buying a property is a better alternative to meager rates offered on saving accounts, the wish to avoid the risk and volatility of the stock market and the reality of a continuous fiscal friendly climate.

Recent regionalization of housing fiscal policy has not lessened the financial advantages offered by the government, though it has restricted the number of people with to access benefits. The impact of these changes is somewhat compensated by on-going low interest rates.

In addition, real estate transactions have become more complex. Buyers and sellers are faced with many obligations such as soil attestations, energy check-ups, insulation rules, flooding risk assessments, etc. This is certainly an opportunity for professional real estate agencies to increase their market share since brokers are able to apply their expertise on these subjects and bring added value to the customer.

Overall, 2014 showed an exceptional high volume of property sales because people anticipated the 01/01/2015 legislation change of the fiscal treatment for house loans.

Price evolution for 2015 is expected to be slightly lower than 2014 for the mid-

range residential real estate market. Price evolution in the coming years for median priced homes is expected to be stable (1% to 3% range) or with a potential moderate increase (+5%) since inflation is not expected to substantially increase. Investing in Belgian real estate is therefore with very limited risk. Upscale properties tend to be more vulnerable to price shifts and remain difficult to sell in today's environment. Sellers are in general not yet convinced of the decreased or stabilized value of their property and speculate a revival of the market in order to avoid loss on their investment.

The Belgium market is likely to resist any noteworthy rate increases due to the high solvability of the average Belgian consumer, given their high savings rates and low debt. Though politicians today are discussing tax increases for housing, first properties will most likely not be affected since there is already a substantial tax impact on these transactions. Income from second properties however may be exposed to increased taxes in the future.

Finally the housing rental market is growing. Factors influencing this trend include new bank policy which impedes or delays potential first-time homeowners from securing loans, and secondly the lack of financial resources of those who simply cannot buy.





## Houtem

REF. 415969

M<sup>2</sup> 588

€ 1.390.000

Magnificent property well-suited for your every need with 3 bedrooms, 2 bathrooms, garage, swimming pool with pool house, beautiful garden with pergola and playground.

*Magnifieke villa met 3 slaapkamers, 2 badkamers, garage en carport, zwembad met poolhouse en zuid gerichte tuin met pergola en speelruimte voor kinderen. Een moderne, landelijk gelegen villa voorzien van alle luxe die bij iedereen in de smaak valt !*

**ERA Immo Teye**  
Prinsenstraat 24 - Grimbergen, 1850  
Tel. +322/270.90.75  
immoteye@era.be - [www.era.be/immoteye](http://www.era.be/immoteye)







## Asse-Kobbegem

REF. 443127

M<sup>2</sup> 149

€ 650.000

Charming property located 20 minutes from Brussels, situated in a calm and quiet area, near a picturesque village. Beautiful views from the terrace of the garden.

*Mooie charmante eigendom, 20 minuten van Brussel, gelegen in een kalme en rustige buurt, nabij een pittoresk dorp. Fantastische zichten vanop het terras en de tuin.*

ERA Immo Teye  
Prinsenstraat 24 - Grimbergen, 1850  
Tel. +322/270.90.75  
immoteye@era.be - [www.era.be/immoteye](http://www.era.be/immoteye)





#### ERA Bulgaria

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www.eraeurope.com

*“The opportunities in Bulgaria housing today are truly phenomenal. Our real estate brokers are keen to guide buyers to the best locations and properties. Trained in the ERA methods and service delivery they can be assured of a transparent and smooth process.”*

TEODORA DIMITROVA

## ERA Bulgaria

### A BRIEF HISTORY

ERA Bulgaria was launched in September 2006 under the skilled leadership of Ms. Teodora Dimitrova. She brought her pioneering spirit and years of know-how in the real estate industry to develop one of the very first international residential real estate franchise systems in Bulgaria's burgeoning market. Bulgaria joined the EU just a few months later in 2007. Her vision took determination, passion and lots of fortitude. ERA Better Homes and ERA Mladost Brokers were the very first affiliates of ERA Bulgaria and after 9 years of operation remain dedicated members of the network.

ERA Bulgaria's management team is composed of six enthusiastic staff members who continue to drive the business forward

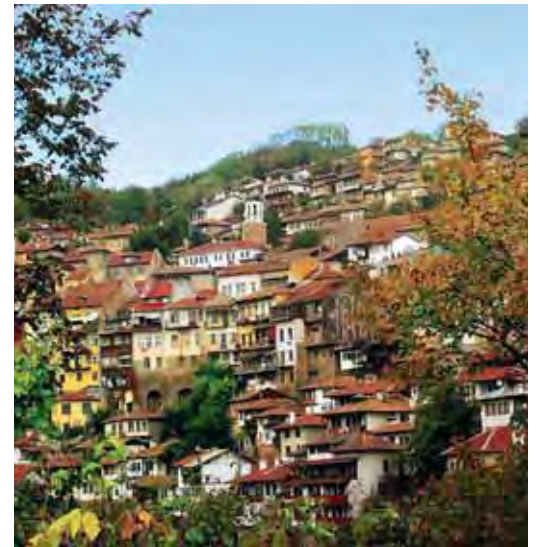
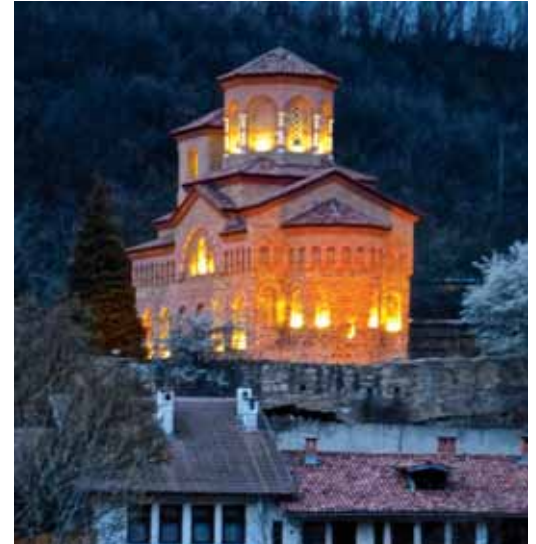
and additional partners have come on board, as their strategy develops to expand the network.

The 18 agencies in the ERA Bulgarian network represent a close-knit team of agents all working in concert. They are situated in the most dynamic residential markets, including the capital city of Sofia, the Black Sea and the Coastal city of Burgas. The network today, includes over 150 sales agents. In the spirit of innovation so closely associated to the ERA brand, ERA Bulgaria has developed entirely new and inventive marketing methods that set its brokers apart: for example, the unique Property Evaluation Service that enhances customer satisfaction and secures sales results.

ERA Bulgaria intends to award a total of 100 franchise agreements to carefully selected candidates in the years to come; development will be bolstered by ERA Real Estate's position as a global leader and ERA Bulgaria's position as one of the most developed international brands in Bulgaria.

### HOUSING MARKET

The housing market in Bulgaria is in full recovery with buyers returning to purchase homes in the major city centers. Renewed confidence in the economy and residential sector resulted in the most buoyant year ever since the Global crises hit in 2008. Greater affordability of property combined with improved mortgage conditions are expected to propel transaction activity upward and increasing home prices are anticipated to continue momentum through year-end 2015. Home prices nonetheless remain about 35-40% off peak, which should be a signal that opportunities are to be found in this home market. One silver lining being that Bulgarian luxury property is more affordable than ever; prices for these homes can range from €1 to €7 million. The Black sea is a popular region that attracts many foreigners seeking seafront property.



These wealthy investors seek gated communities with swimming pools in proximity to the sea.

Home sales have increased by 8% during the first semester of 2015 when compared to the same period in 2014. The most significant market being the capital city of Sofia and immediate surrounding areas where more than 30% of total sales occur, followed by the cities of Varna (5%) then Burgas (3%). In fact, four primary Bulgarian city-markets form 80% of all the sales activity. The foreign investor continues to play an important role in this home market. It is estimated that 30% of foreign buyers are English, with 20% being Russian.

Current demand is for apartments in city centers and houses in the city outskirts, as well as the favored beach and ski resorts.

There is a trend for first time buyers to buy property in the city center solely for investment purposes. As long as interest rates remain favorable and the economy continues to improve, this is a trend that should persist.

Mortgage rates have been moving downward for some time now. Currently a fixed rate, long-term loan can be found in the range of 6%, though this rate is higher than most Western European markets, it is a historically low rate for this market. Loan to value ratios are typically at 70/80%.

As the general economy improves, unemployment is at its lowest in several years now, at about 9,8%, and GDP is up by 2,2% thus far in 2015; the housing sector should continue with a modest but sustained recovery.





## Sofia

REF. BG100

M<sup>2</sup> 170

€ 350.000

Exceptional 3 bedroom apartment in Sofia's city centre with views of the National Palace of Culture. Property is available for residential or commercial use. Charm roams through the air and the surrounding area explores the beauty of city life. The building is close to the metro and bus station. Beautiful walk to Vitosha Street for fantastic shopping and dining.

### ERA Home Point

Hladilnika, 15, Srebarna Str. - Sofia, 1407

Tel. +359 988 342 347

mchaneva@era.bg - [www.era.bg/homepoint](http://www.era.bg/homepoint)



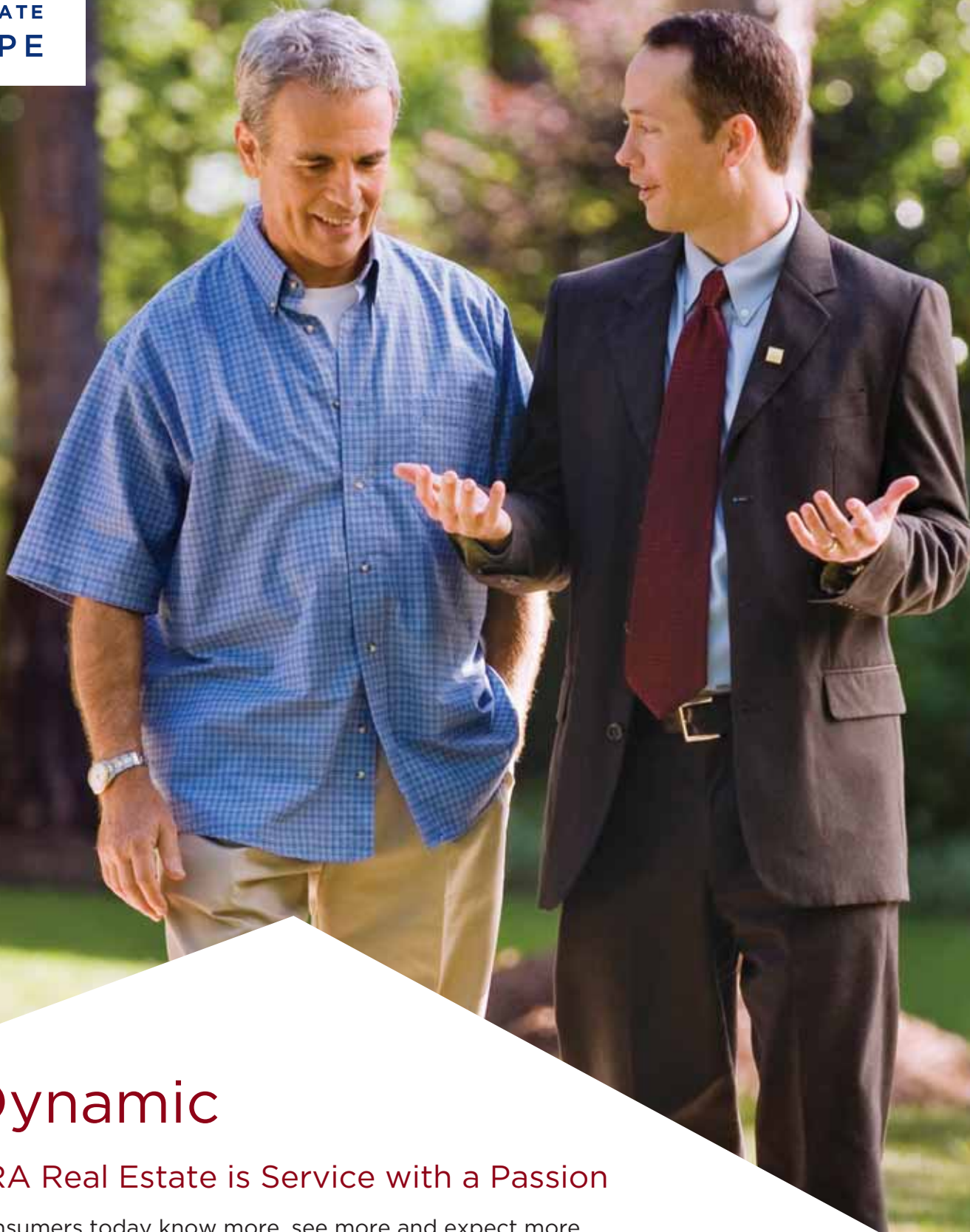
## Do you know what it takes to sell your home?

It's far more complicated than you might imagine. Understanding the market, pricing your home, preparing your home for sale, sophisticated marketing to a targeted buyer, selecting qualified buyers, securing financing, completion of legal documents and so much more. It's time to work with an ERA Real Estate Agent. Let us help!

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







# Dynamic

## ERA Real Estate is Service with a Passion

Consumers today know more, see more and expect more. We strive to go above the call of duty to deliver even more than our customers expect. Count on us to make inspired decisions that are equally deliberate and results oriented.

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

## ERA Czech Republic

Prague

Tel: +420 773 281 922

[www.era-reality.cz](http://www.era-reality.cz)

[www.facebook.com/EraReality](https://www.facebook.com/EraReality)

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

*“I speak on behalf of our team when I say we are driven to deliver both the quality and results our customers seek. To achieve this we continue to select, guide, train, motivate and above all empower our brokers with some of the most valuable real estate tools in the business.”*

MARTIN SEIDL

# ERA Czech Republic

## A BRIEF HISTORY

Positive perception of the franchise concept and intense interest from real estate brokers impelled four talented entrepreneurs to develop ERA Real Estate in the Czech Republic: partners Jiří Šimon, Marek Sklenář, Martin Seidl and Karel Marousek each possess decades of experience in real estate, franchising and financing. During the first year of operations, a total of 17 new agencies were opened. Today, a total of 40 franchise affiliates with over 190 real estate agents are established across the country. Growth during the initial phase of development reflected 100% year-on-year growth, ranking ERA Real Estate as the fastest growing real estate franchise in the Czech Republic. This dynamic team intends to expand into new regions and grow to a total of 120 agencies over

time. The Czech residential real estate market is still quite underdeveloped when compared to Western Europe; this includes services delivered by brokers as well as the general structure of the industry. Many needs existed in the market and had to be addressed to raise levels of broker professionalism to new and better heights. To address these issues, unique educational programs, latest technologies, comprehensive marketing programs, management consulting and career plans have been developed. These are just a few of the array of services offered to brokers. ERA Czech Republic has also created an exclusive, synergistic relationship between the real estate and financial sectors via a strategic alliance with the most important Czech financial advisory company, an institution that also provides mortgage loans. ERA Brokers are therefore able to offer an entirely comprehensive and superior service. All ERA Czech Republic programs and alliances are designed with the customer in mind, to enhance and improve the buying or selling experience.

## HOUSING MARKET

The first six months of 2015 have proven to be the most successful semester for the Czech real estate market since the global financial crisis took hold. Transactions in the commercial and industrial real estate sectors grew by 70% and the residential real estate sector has also experienced its strongest growth in years with the volume of transactions growing by 30%. The most significant markets being Prague, Brno and other major city centers. So it is no surprise that a recent survey showed that 70% of Czechs view property as their investment of choice. It appears the market is poised to enter a sustained recovery period. Mounting interest from buyers is driven by an optimistic outlook of the Czech economy, a fact bolstered by GDP growth that is likely to exceed 4.5% this year, the highest rate since 2007.

◀ Jiří Šimon, Marek Sklenář, Martin Seidl







Other significant motivations that exist today for buying a property include:

- Persistently low mortgage rates. The ratio of a typical mortgage loan payment to an average salary is at historic lows.
- Positive economic developments. Includes an increase in real wages, decreasing unemployment.
- Moderate but stable growth of residential prices.
- Improved and growing rates of return from investment property (apartments) bolstering investor appetite.

Other dynamics playing a role in the transaction surge is the ongoing privatization of cooperative apartments. The simplified ownership structure makes it easier to secure mortgage financing, thus generating greater buyer interest, faster turnover and consequently, creating an upward pressure on prices. Growth is also being driven by developers, who are gradually “dusting off” previously suspended projects. There is cautious optimism among both developers and banks; this is balanced by a desire to learn from the past.

## TRENDS 2015

Buyers are returning to the city centers, a trend that began during the second semes-

ter of 2014 and continues into 2015. Price corrections over the past several years have rendered city centers attractive once again, as homeowners seek to live closer to work, in closer proximity to schools and entertainment and leave larger more cumbersome properties on the city periphery. Prices are more attractive today for larger flats in the most sought after street locations. This trend has translated into faster selling times in city centers, where a well prepared sales strategy will bring desired results for buyer and seller alike. By contrast, townhouses and homes in satellite residential areas can expect longer selling times due to the supply/demand issues, as well as time needed to secure creditworthy buyers.

Home prices are expected to continue to rise during the year, and by year-end could exceed +6%. Residential closings are expected to continue their momentum at a brisk pace. Typically, annual home sales nationally range from a low of 100.000 to 135.000 (peak) in this market.

Particular attention is paid to the German economy since it is their largest trading partner and the health of this economy, for now, is intrinsically linked to that of the Czech Republic.





## Praha 6

REF. 2150

M<sup>2</sup> 972

€ 6.900.000

Recently built villa in the most prestigious district of Orechovka, within a short walking distance to the Prague Castle. Luxurious amenities include an interior swimming pool, elevator, 4 balconies, 2 safe rooms, granite and marble floors, intelligent home system and air conditioning. Each of the 5 bedrooms are fitted with private dressing room and bathroom lined with marble and onyx.

ERA Alka

Terronská 49/947 - Praha 6

Tel. +420 736 487 333

eraalka@era-reality.cz - www.era-reality.cz



## Praha 6

REF. 2122

M<sup>2</sup> 440

€ 1.630.000

Awesome villa originally designed for the famous painter, Václav Špála, in the prestigious, residential area of Orechovka. Functional home with a basement comprised of large cellars, 3 car garage and a separate 2 bedroom flat. The living room with terrace, dining room, atelier and kitchen are situated on the first floor and bedrooms with terrace and bathrooms are on the upstairs floor. Garden full of ornamental trees perfectly shields the surrounding houses for privacy.

ERA Alka

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eraalka@era-reality.cz - www.era-reality.cz







## Dolný Smokovec

REF. Garancia1

M<sup>2</sup> 984

€ 500.000

Semi-detached family home in a beautiful area of the High Tatras mountains in Dolný Smokovec with a view to Gerlach. Property has the option of two separate dwelling units with a private entrance. These apartments are connected by a basement garage for 8 cars and a balcony. Dolný Smokovec is located in the holiday region of the High Tatras, 2 km below the village of Starý Smokovec towards the town of Poprad.

**ERA Garancia**  
Karlovo nám. 89 - Kolín, 28002  
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www.era-reality.cz





#### ERA France

Versailles

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

[www.facebook.com/erafrance](https://www.facebook.com/erafrance)

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

*“The concept of franchising originated in France during the middle ages, it evolved over time throughout Europe then was eventually transported to the USA. Therefore, France is a highly evolved franchise environment and actually the largest franchise market in all of Europe. As one of the première international real estate brands, ERA France over the years has been instrumental in shaping the real estate industry here, bringing new concepts, methods and heightened levels of professionalism. Our family of brokers across the country take sincere personal interest in their clients and strive to keep them for life. Team!”*

FRANÇOIS GAGNON

François Gagnon,  
Eric Allouche ▶

## ERA France

### A BRIEF HISTORY

*ERA Real Estate's pioneering venture into the European housing market began in 1992 with the founding of ERA France in Paris. ERA Europe President, François Gagnon, also President of ERA France together with ERA France Director, Eric Allouche, lead a team of dedicated professionals to cover this vast territory of 65 million. When ERA was launched in France, the Internet at that time was in its nascent stages as a real estate search tool for customers; exclusive listings were virtually nonexistent and*

*broker services were basic. So much has changed in the industry since that time and ERA France has influenced, grown and flourished in tandem with those changing times.*

*The company today is one of the leading international franchises with a network of 380 offices. ERA France is recognized not only for its innovation in marketing, mastery of social media, a highly efficient internet website and mobile tools that seamlessly link the customer and broker, but just as important, it is known for its people passion and dynamic approach to the business. Mr. Gagnon and Team*

*ERA France bring these essential human elements into the business, qualities appreciated by all ERA customers.*

### THE FRENCH MARKET

The French housing market is very diverse with important regional variations and contrasting market trends. Nationally, 2015 is proving to be a more stable period in regards to the number of transactions closed, though home prices persist in a modest downward trend. Mortgage rates are favorable, though qualifying criteria has become more restrictive, and more recently rates have begun to inch upward.

Nationally, transactions in 2015 through May 2015 are estimated at 711.000 and declined over the previous 12-month period by -4%, though the pace of sales in the second trimester picked up some momentum. In 2014 a total of 730.000 resale properties sold, not including new home sales (INSEE). Resale home prices declined on a national level by about 2% through the first half of 2015, and by 2,7% for resale apartments. Prices for homes in the greater Paris region declined about 2% (Notaires de France).







In contrast, the pace of home sales in the city of Paris 'intra-muros', for the 1<sup>st</sup> semester year on year, picked up considerably by +15%; though sales still remain off by 20% from the peak periods seen in 2000-2007 (Notaires de Paris).

Looking at price evolution in Paris, the most densely populated of all French cities, for a 12 month period, again through the 2<sup>nd</sup> quarter of 2015, prices declined by -3,1% to an average of 7.880€/M<sup>2</sup>; the most expensive property being in the 8<sup>th</sup> Arrondissement on the Champs Elysees at €13.990/ M<sup>2</sup> and the least expensive in the 19<sup>th</sup> Arrondissement at €6.000/ M<sup>2</sup> on average. That's a €7.000/ M<sup>2</sup> price variation! Over the past three years the average price per square meter in Paris has dropped by €550/ M<sup>2</sup>. Nevertheless, there is still the Parisian Arrondissements of the 1<sup>st</sup>, 4<sup>th</sup>, 5<sup>th</sup>, 6<sup>th</sup> and 7<sup>th</sup> that secure average prices of over €10.000/ M<sup>2</sup>.

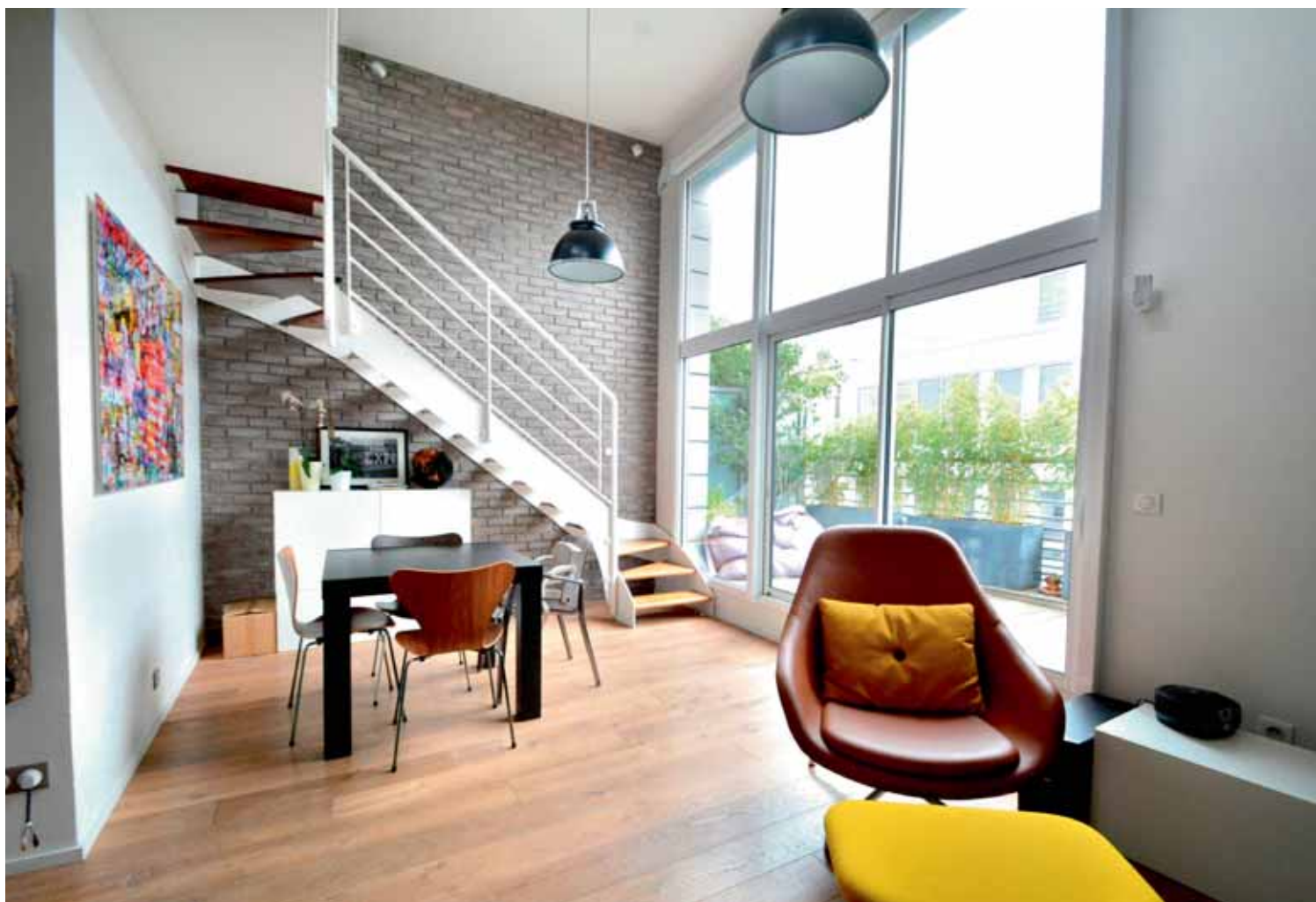
The modest decline in prices across France is anticipated to garner interest from foreign investors who are predicted to return in greater numbers than in previous years, and to also spur undecided buyers to invest now; factors that should build transaction momentum as we approach year end.

Mortgages in France remain highly affordable for qualified buyers. Fixed rate long-term loans can be found for as low as 2,3% as long as one meets bank criteria. Though

interest rates through May 2015 continued on a downward trend, an ever so slight uptick in rates has been observed with some institutions deciding to raise rates, though not all banks have yet followed. Should this trend toward rate increases be confirmed in the months ahead, it should incite buyers to close now.

Finally, there are important evolutions in French real estate laws to be aware of that may affect your purchase; for example the 'ALUR' law implemented in 2014. The complex nature of these new laws destined to improve transparency between buyers and renters, only caused more confusion for brokers and customers alike; it lengthened investor's closing times and compounded the sometimes complex transaction process. Paris is the first city to see the law being enforced and it is likely then to be rolled out in Lyon, Bordeaux, Marseille, Lille, Grenoble and other big cities in the coming months. We encourage buyers to contact your local ERA broker to inquire about any new industry laws that might affect your purchase.

Looking forward, the market will maintain its disparities, with pronounced variations, larger cities being more stable with weaker trends seen in the provinces. It should be a fairly stable period with regard to the number of transactions, but continued downward pressure on prices should be expected in the short term.



## Boulogne Billancourt

REF. 1054

M<sup>2</sup> 80

€ 892.000

Top floor apartment in modern, upscale building with a balcony and 20 m<sup>2</sup> roof terrace. Floor to ceiling windows allow excellent light. Spacious floor plan with 80 m<sup>2</sup> of living space with two bedrooms, one with a dressing room. Fitted kitchen overlooking the balcony and cathedral ceilings in the living room. Two dedicated parking spaces.

*Dans une résidence moderne de 2007, en dernier étage, appartement de 3 pièces aux prestations de qualité. Cet appartement, baigné de lumière, de 80 m<sup>2</sup> environ est composé d'une entrée, d'un séjour cathédral avec un accès terrasse de 20 m<sup>2</sup>.*

**ERA Agence Marcel Sembat**

214, boulevard Jean Jaurès - 92100 Boulogne Billancourt

Tel. +33 1 46 20 01 01

[eralespassages@erafrance.com](mailto:eralespassages@erafrance.com) - [www.erafrance.com/AMS01](http://www.erafrance.com/AMS01)







## Paris, 17<sup>th</sup> Arrondissement

REF. 75017

M<sup>2</sup> 195

€ 1.795.000

Beautiful apartment in Paris, located in the impressive Haussmann building. Spacious living areas, office (can be converted to bedroom) and contemporary kitchen with dining area. Master suite fitted with private bath and dressing room and 2 more bedrooms, each with its own attached bathroom.

*Bel appartement à Paris, situé dans un impressionnant immeuble haussmannien. Vastes espaces de vie, bureau (peut être converti en chambre) et cuisine contemporaine avec coin repas.*

ERA Villiers Paris

55, boulevard des Batignolles - 75008 Paris 8<sup>e</sup>

Tel. +33 1 44 70 16 00

villiers@erafrance.com - [www.erafrance.com/VIL03](http://www.erafrance.com/VIL03)







## Biarritz

REF. 2473A

M<sup>2</sup> 220

€ 1.272.000

Neo Basque styled home in the heart of the Basque coast near the beaches of Biarritz and the popular Parc d'Hiver. This property boasts century-old cypress and oak trees and a heated swimming pool.

*Superbe demeure d'architecte de style Néo Basque des années 1900 avec de beaux espaces de réception. Vous serez séduits par ses volumes, hauteurs sous plafonds et son parc de plus de 1700 m<sup>2</sup> agrémenté de chênes et cyprès centenaires ainsi qu'u piscine chauffée.*

ERA Cap Ocean

98, avenue de Biarritz - 64600 Anglet

Tel. +33 5 59 41 42 30

cap-ocean@erafrance.com - www.erafrance.com/COC01



## Bourg Achard

REF. 2938V

M<sup>2</sup> 400

€ 1.250.000

Eighteenth century chateau located in Bourg Achard. The ground floor boasts 3 living rooms, kitchen and formal dining room with 6 bedrooms upstairs, each with a private bath. Amenities include a heated pool, terrace and barbecue.

*Chateau du 18<sup>e</sup> siècle sur secteur de Bourg Achard. 3 salons, cuisine et salle à manger, à l'étage 4 chambres avec chacune sa salle de bains, au deuxième étage 2 chambres avec salle de bains. Terrasse avec barbecue, piscine chauffée, dépendances.*

ERA Voltaire Immobilier

29, place Voltaire - 76300 Sotteville les Rouen

Tel. +33 2 32 12 14 28

voltaireimmo@erafrance.com

www.era-immobilier-rouen-sotteville.fr







## Antibes

REF. 4013

M<sup>2</sup> 85

€ 460.000

Beautiful top floor, ocean view apartment in quiet and sought-after downtown district. Completely renovated with quality materials. Amenities include a 40 m<sup>2</sup> terrace, cellar and basement.

*Dans un quartier calme et recherché, proche centre ville, magnifique 3 pièces au dernier étage : pièce à vivre, cuisine américaine équipée, 2 chambres avec chacune sa salle de douche, terrasse de 40m<sup>2</sup>, vue sur mer. Box en sous-sol et cave.*

**ERA Mediterranee Immobilier**

26, boulevard Albert 1<sup>er</sup> - 06600 Antibes Juan les Pins

Tel. +33 4 93 74 10 32

mediterranee@erafrance.com

www.immobilierantibes.net



#### ERA Germany

Düsseldorf

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

*“ERA Germany has a continuous focus on the broker training and process optimization ensuring that the highest business standards are met and the best quality real estate services are delivered.”*

ALEXANDRA KOCH

## ERA Germany

### A BRIEF HISTORY

*ERA Germany began operations in 2004 and today it has a network of 30 independently owned agencies operating nationwide; further expansion is planned for other principal city centers in the months to come. Headquarters are situated in Düsseldorf, one of Germany's most important metropolises. ERA Germany's management team ensures that the primary focus of the ERA agent is to consistently deliver result oriented services to buyers and sellers. Unique technologies are applied, such as the 3D property previews, proximity marketing programs and much more. There is a continuous focus on broker training and process optimization ensuring that the highest business standards are met and the best quality real estate services are delivered. This results in improved broker credibility, builds customer trust as well as enhances the industry's reputa-*

*tion. ERA Real Estate's presence across Germany and its neighboring countries enables an easy move for buyers and sellers and offers a real added value to those moving or relocating to new regions.*

### HOUSING MARKET

The German housing market is one of the exceptions in Europe having enjoyed a modest yet steady annual increase in home prices in the 1%-2% range during the past decade. The economy is strong, GDP is positive (projected +1,8% 2015; +1,9% 2016), and household wealth is growing. Thanks to strong government rental laws protecting tenant leases that often have unlimited terms, and homeownership at 52%, one of Europe's lowest rates, this market is highly balanced. These factors contribute to maintaining a highly stable housing sector with only mild fluctuations. The more secure areas for investment into housing remain the German city centers as they tend to be more insulated from cyclical market swings. The highest performing metropolises are Munich, Frankfurt/Main, Hamburg, Düsseldorf, Cologne and Stuttgart but also university cities with sizeable student populations such as Heidelberg, Mannheim, Karlsruhe, Konstanz, Munster and Oldenburg.

Drivers for developments in the residential real estate sector include supply/demand tension, affordable mortgage interest rates, low unemployment, higher wages, and low rates of return for alternative forms of investment.

Many citizens prefer to live in city centers where the number of inhabitants has been steadily increasing over the years. This has created supply challenges and a climb in pricing. Prices for properties in the German hot spots where double-digit increases were seen include Stuttgart, Düsseldorf and Cologne. In other major cities such as Munich, an increase of +9,1% was seen, compared to last year +9,3% (average price/M<sup>2</sup> €5.770); Frankfurt/Main +2,3%

◀ Alexandra Koch





(average price/M<sup>2</sup> €3.990) and Hamburg +6,1% (average price/M<sup>2</sup> €3.790).

It is clear there is a need for new housing to ensure housing affordability in these city centers. Though investment into new construction has increased thus far in 2015, it still may not be enough to meet demand. New construction investments for the first half of 2015 grew by +2,6%, but were still less than 2014 at +9,6%. Land for development is more scarce these days and plot prices are increasing. This will most likely result in housing developments offering smaller living spaces, a feature that would actually align with demographic trends, such as the growth in single-person households. In some city centers as much as 50% of the population lives in a single-person household. Developers may also look to converting commercial space into residential; a project of this kind is currently under way in Düsseldorf.

Currently, demand in the luxury segment is decreasing; with the highest demand being seen in the middle to low price segments.

## OUTLOOK

Home values within the next 12 months are expected to continue to rise into 2016 and will increase again in 2017. Reasons include healthy levels of immigration and a rising demand for residential real estate. The rental sector will be less dynamic as will the rate of return into these types of investments.

Eastern Germany is expected to continue in its upswing; not only in the capital of Berlin but also in the cities of Dresden, Leipzig, Rostock, Jena, Erfurt and Magdeburg, also areas with dropping unemployment rates and an increase in buying power.

It is even being said that Berlin may be close to overheating, a fact many experts reject since Berlin residential real estate prices are still very moderate, not only when compared to other European capital cities but also when compared to other German metropolises.

The German economy is expected to remain healthy, with modest growth in GDP in line with the EU average of +1%-2%.



## Überlingen

REF. LIM02

M<sup>2</sup> 190

€ 565.000

Glass walls line this beautiful home and guarantee a stunning view to the lush garden and natural pond. Light-flooded rooms correspond with nature and make living here a pleasure!

*Verglaste Außenwände des besonderen Architektenhauses nahe Überlingen ermöglichen den Blick in den nicht einsehbaren und wunderschön angelegten Garten. Lichtdurchflutete Innenräume korrespondieren mit der Natur und machen Wohnen zum Genuss.*

ERA W. Leberer Immobilien

Krummebergstr. 13 - 88662 Überlingen

Tel. +49 7551 916 303

info@immo-leberer.de - www.immo-leberer.de



## Überlingen / Lake of Constance

REF. LIM02-01

M<sup>2</sup> 80

€ 569.900

Enjoy surfing, swimming and sailing from this lakefront, 2.5 bedroom penthouse on Lake Constance with stunning views from the loggia over the water up to the Swiss Alps!

*2,5 Zimmer Maisonette Dachgeschoss-ETW mit grandiosem Blick über den See bis zu den Schweizer Alpen; 4-Parteienhaus auf Seeanliegergrundstück mit direktem Seezugang: Schwimmen, surfen, segeln oder einfach entspannen - alles ist möglich.*

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## Hildesheim/Hannover

REF. 4110

M² 430

€ 795.000

Spacious and modern family home on hillside location with luxurious furnishings, fireplace, balcony and a lush, beautiful garden. This house offers a great opportunity for development and freedom in your personal design!

*Großzügiges, modernes EFH in Hanglage mit luxuriöser Ausstattung, Innenkamin, Galerie, B&O HIFI+TV, wunderschönem Garten. Das Haus bietet unglaubliche Entfaltungsmöglichkeiten und Freiräume in Ihrer persönlichen Gestaltung!*

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*“The international outreach of ERA Real Estate adds significant value to our customer base given the make up of our country where over 50% of population comes from outside Luxembourg.”*

FRANÇOISE  
VAN VAERENBERGH



## ERA Luxembourg

### A BRIEF HISTORY

*Ms. Françoise Van Vaerenbergh is the master franchise owner and Managing Director of ERA Luxembourg. Ms. Van Vaerenbergh developed her extensive business know-how as a trainer and business coach initially in the banking sector, and more recently for small to medium business enterprises with a specialization in real estate agency marketing and business organization. With one office affiliated, she plans for another four agencies to join in the months to come. It is her objective to further expand the network to a total of 10 affiliates over the coming three years and to work side by side with these business owners to help them grow and to expand their market share thanks to the ERA System.*

*Ms. Vaerenbergh asserts, “In the near-term period, I want ERA Luxembourg to be the real estate company of reference when it comes to either buying or selling a home. With a network of 10 agencies, we will be in a dominant position, we will be able to address our customers’ needs anywhere and will secure greater notoriety.”*

In Luxembourg, real estate is an essential part of life. Indeed, individuals invest 60% of their assets in their primary residence and almost 30% into real estate as an investment. The Luxembourger is twice as wealthy as its European neighbors thanks to their high quality property assets. In twenty years, the price of the Luxembourg property has quadrupled with an annual increase of 8% to 10%. Prices increased by 9,4% between 2007 and 2011, while in the Eurozone they rose by only 0,9%. The average price per square meter of an apartment is €4.300/M<sup>2</sup>, for new builds the price is €5.300/M<sup>2</sup> on average (2015). The increase in Buyer demand is in tandem with population growth currently at 550.000 inhabitants; there has been a net increase on average of 10.000 inhabitants each year. From July 2013 to June 2014, there were 10.698 sales totaling €4.666.890.343 or an average price of €436.240 in sales. The most active and expensive regions

are the canton of Luxembourg and Esch-sur-Alzette. In the Canton of Luxembourg the average house price was at €815.244 (Q1 2015); average house prices decline appreciably as the distance grows from the capital city center. An interesting anecdote given the small size of the country, is it has one of the largest average home sizes in Europe at 144 M<sup>2</sup> (second only to Cyprus at 156 M<sup>2</sup>) compared to the EU average of about 104 M<sup>2</sup>.

Historically, the applied commission rate for brokers is 3% excluding VAT. The market challenge today is the average period of sale for property: 16 months for an apartment, 18 months for a house. Far longer than other European markets that range from 90 to 180 days. The main reason: the asking price is 15-25% above market. The Luxembourger is wealthy enough to be able to afford to wait (which changes nothing, because prices eventually lower and sell at market value anyway). Real estate agents are not doing their part as they accept these unrealistically high prices. Our ambition within the ERA network will continue the work of the former master, Mr. Guy Hanten, that is to advise our customers as quickly as possible as to the market price of their property and not on an unfounded desired sales price.

One of the advantages of working with the ERA international brand relates to the population make-up of Luxembourg. Since 2015, over 50% of the population in Luxembourg is not originally from Luxembourg. Over 80% of non-Luxembourgers reside in the capital of Luxembourg. This emigration is composed of a diverse cosmopolitan population, including graduates or those with specialized professions who earn good incomes. The Portuguese are the second most represented nation in the Grand Duchy, followed by Italy, France, Belgium and Germany. All these countries know and recognize the ERA brand as the network of reference for international real estate. We expect to use this international card to aid our brokers and clients.





# Smart

## ERA Real Estate is Uniquely Positioned

We are a smarter community of brokers and agents. One that is grounded in collaboration and trust, fueled by knowledge sharing and inspired by innovation. At ERA, our success is powered by a smarter community of real estate brokers and agents.

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

## ERA Netherlands

De Bilt  
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www.eranetherlands.com  
www.facebook.com/ERANederlandNV  
www.eraeurope.com

*“One of the many perks of being a part of an international network is that you gain a wider perspective on the why’s and how’s of any development in the market.”*

PAUL VAN DEN PUTTEN

# ERA Netherlands

## A BRIEF HISTORY

*ERA Netherlands has been a steadfast network in nearly all regions across the country for over twenty years now. It was the very first international franchise to enter the real estate market and has been active since 1994 under the leadership of Paul van den Putten and Sandra Lopulalan. ERA in the Netherlands has a hard earned reputation of being a rigorous company bringing industry innovation in marketing and technology. Thanks to this leadership team, nearly every broker overcame the significant challenges presented by the 2007/2008 global economic crises.*

*“One of the many perks of being a part of an international network is that you gain a wider perspective on the why’s and how’s of any development in the market. That has helped me to advise the network in an early stage that this crisis would take much longer than anyone would have guessed at the beginning in 2008. The US*

*market is always two years ahead of ours, which means we can learn a lot from how that market develops on a national level. A market is continuously evolving. To lead is to anticipate and to act. That being said, it also demands leadership and conviction of our ERA members, when they interact with the sellers. We have developed initiatives to actively modify our listing prices to the public’s demand. That means that today we sell 50% of our listing inventory within 6 months and 30% within 3 months” says CEO, Paul Van den Putten.*

## HOUSING MARKET

The Dutch housing sector is bouncing back after six years of economic stagnation. The recovery has been gradual in the popular home price range, bringing a welcomed stability to the housing sector. The rise of home prices is now at pace with the rise of inflation, which is a sound economic development.



Sandra Lopulalan,  
Paul Van den Putten ►





Yet in certain trendy urban districts demand has swiftly surpassed supply. This could lead to overheated prices in these particular sectors, a situation which the Dutch have become all too familiar with in the years preceding the crisis. An example is the Amsterdam region, an exceptional sought after area where in the second quarter of 2015 30% of listings were sold above their listed price.

On a national level, home prices remain 18% below pre-crisis peak circumstances in 2008.

However; many conditions have changed in comparison to the early years of this century, when the housing market boomed tremendously. The Dutch government has since reduced tax benefits, and increased the loan to value ratios for (prospective) homeowners. Other government policies that made home ownership financially attractive in earlier years have been modified substantially. Banks have tightened their financing conditions severely.

In practice this means that a homebuyer either requires more cash to purchase a home, or must modify aspirations and opt for a smaller, more affordable home than the one originally sought.

With all the optimism about the recovery of the housing market and thus the economy as a whole, there remain a number of disconcerting factors in the housing sector. There are a considerable percentage of overpriced listings. Either the seller is unwilling to lower the asking price, or unable to lower the asking price because of the outstanding debt after the sale.

On the other hand, there are not enough new listings to accommodate the increased demand. Both developments create a risk for these highly sought after markets to overheat.

Despite these challenges, buying a home has never been more enticing as it is today. Home prices are still below pre-crisis level, and are beginning to inch upward. Interest rates have been historically low for an extended period of time, so now is a great moment to lock that interest rate in for a longer term, since it is highly unlikely to drop any lower. Rental prices have been increasing year over year, inciting consumers who can afford to, to consider buying a home.

Many economists warn that buying a home for speculative purposes is not a sound investment. Only if consumers intend to keep their home for at least 5 to 10 years, it will be worth the investment.





## Bussum

REF. PI24

M<sup>2</sup> 234

€ 1.650.000

Exclusive 4 bedroom penthouse in the Wild Rose estate near Amsterdam with stunning views on protected grass-lands. Built in 2009, the apartment building consists of only 4 units and 2 separate houses. The building features a grand entrance, elevator, underground parking and security system. Penthouse boasts a beautiful entrance hall, living room with fire place, 25 m<sup>2</sup> private terrace, fully equipped kitchen, utility room and 2 dedicated parking spaces.

**ERA Siewe Makelaars**  
Albrechtlaan 26 - Bussum, 1404AL  
Tel. +31 035-6990044  
info@siewe.nl - www.siewe.nl







## Soest

REF. SD7

M<sup>2</sup> 354

€ 1.375.000

This lovely mansion was built in the 1950's and located along a picturesque lane in the village of Soest. Life is easily pictured surrounded by a gorgeous landscaped garden and nature reserve. The garden lighting is fully automated, and the lawn sprinklers are powered by a private well. Cameras secure safety indoors and outdoors. The majority of the ground floor is covered in marble, with under floor heating, as is the area around the indoor pool.

ERA Sträter Makelaardij  
Soesterbergsestraat 32a - Soest, 3768EJ  
Tel. +31 035-6016151  
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## ERA Portugal

Lisbon

Tel: +351 213 600150

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

[www.facebook.com/eraimobiliaria](https://www.facebook.com/eraimobiliaria)

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

*“Portugal is a gem of the Iberian Peninsula offering a sought after lifestyle as well as a place where cultures from across Europe and Internationally can easily blend. ERA Portugal Brokers are highly skilled at meeting not only local needs but those of our growing international customer base.”*

ORLANDO GONZALEZ ARIAS

# ERA Portugal

## A BRIEF HISTORY

A team of young aspiring entrepreneurs, Paulo Morgado, Nuno Ramos and Fernando Sapinho, together with Orlando Gonzales Arias a talented lawyer and franchise expert, founded ERA Portugal in March 1998. Each possessed diverse business backgrounds, but all shared the same ethics and drive to succeed. These entrepreneurs exemplify the team spirit that ERA Real Estate is so well known for, the idea that by working together, toward a common vision, we achieve more. They have been operating in the Portuguese market for nearly two decades and have accumulated exceptionally rich knowledge of the economy and have helped shape the housing sector.

Currently, ERA Portugal has affiliated 170 independently owned agencies with approximately 2.200 brokers, managers and sales associates throughout the entire territory and offer nearly 80.000 properties. Foreign customers play an integral role in the home market today, representing nearly 20 percent of all home sales

for ERA Portugal. In a typical year, ERA Portugal brokers close between 8.000 to 10.000 properties; a figure expected to grow as the Portuguese market continues to recover. Core European buyers at present, in order of numbers, are the French, British, Belgians, and customers originating from the Nordic countries.

ERA Portugal addresses genuine needs in this industry, such as improved education for management personnel and sales staff, comprehensive ongoing business consulting and unique and innovative marketing tools to better connect buyers and sellers; these are the programs and methods that have propelled this company to the top position in the residential real estate sector.

## HOUSING MARKET

The property market has gained significant momentum during the past year with an increase in demand for properties, seen particularly in the past 6 months. The growth of inward investment from foreigners has increased consumer confidence,



◀ Fernando Sapinho,  
Orlando Gonzalez  
Arias, Paulo Morgado,  
Nuno Ramos





and the banking industry being better positioned to offer mortgage loans, have both strongly contributed to these results.

The Portuguese government is committed to promoting the real estate sector and has created a number of initiatives to buying here. This includes legislation designed to extend long-term residency visas to non-European Union citizens willing to invest in Portugal referred to as the “Gold Visa” and a campaign to lure retirees to this wonderfully hospitable nation with generous tax breaks. Portugal, has indeed become a top destination for retired European citizens seeking tax benefits.

This trendy destination with temperate weather, fine restaurants and pristine beaches is also an internationally renowned destination for golf and water sports. It is an extremely safe country in which to live, with friendly people known for their congeniality.

Therefore, the current situation allows foreign buyers vast and diverse buying

and investment opportunities whether they seek a beachside community or a vibrant city lifestyle. Top searches and sales are made in the cities of Lisbon (capital city), Estoril, Cascais, and Porto and Algarve (Southern coast).

Unlike some other European countries, the speculative “bubble” in real estate did not strongly impact the market here; though tough economic times did cause a decline in demand that then pushed home prices downward. This year, the first increase in residential prices were seen thanks to an expanding economy, growing consumer confidence and falling unemployment rates. Prices are rising particularly in Lisbon, the Algarve region, and Oporto.

The future points to a continued gentle recovery in prices, with demand growing and sales volumes strengthening on the expectations of sustained price growth. It is our view that 2016 will offer some of the best investment opportunities of the last 10 years.

## PORTUGAL INTERNATIONAL COLLECTION



## Lisbon

REF. 42150217

M<sup>2</sup> 150

€ 549.000

Sleek, 3-bedroom apartment in the prestigious Jardins do Cristo Rei complex near Parque das Nações. Quality finishes and a large balcony off the living room with 2 dedicated parking spaces and a storage room.

*Urbanização Jardins do Cristo Rei, empreendimento de prestígio com acabamentos de elevada qualidade. Fantástico T3 de 150 m<sup>2</sup> com varanda. Salão de 40 m<sup>2</sup>. A/c. Box dupla e arrecadação. Próximo ao Parque das Nações.*

ERA Expo / Portela  
Rua Comandante Cousteau, 22D - 1990-067 Lisboa  
Tel. +351 218 940 900  
expo@era.pt - www.era.pt/expo







## Lisbon, Parque das Nações

REF. 108150122

M² 200

€ 990.000

Duplex apartment with 2 bedrooms and sweeping balcony views of the Tejo river available in the Torre São Gabriel - one of the most emblematic buildings of the Parque das Nações.

*Torre São Gabriel, um dos edifícios mais emblemáticos do Parque das Nações, com segurança 24h. T2+1 duplex com 200 m². Varanda com vista panorâmica para o rio Tejo. Salão de 50 m². Parqueamento duplo. Localização de excelência.*

ERA Expo / Olivais  
Rua Pedro e Inês, 13A - 1990-074 Lisboa  
Tel. +351 211 994 940  
exposul@era.pt - www.era.pt/exposul



## Lisbon, Parque das Nações

REF. 108150079

M² 213

€ 750.000

Exclusive 3 bedroom apartment in Riverplace, a landmark building in prime location with luxurious finishes and excellent panoramic views over the Tejo river. Master en suite bedroom with 23 m². Garage for 3 cars and a storage room.

*Exclusivo apartamento T3 com 213 m². Acabamentos de luxo e excelente exposição solar. Vista panorâmica para o rio Tejo. Salão de 65 m², master suite com 23 m² e suite com 20 m². Box tripla e arrecadação.*

ERA Expo / Olivais  
Rua Pedro e Inês, 13A - 1990-074 Lisboa  
Tel. +351 211 994 940  
exposul@era.pt - www.era.pt/exposul





## PORTUGAL INTERNATIONAL COLLECTION



## Lisbon, Lapa

REF. 257150271

M<sup>2</sup> 347

€ 980.000

Fantastic 3 bedroom apartment, fully renovated with 3 bedrooms and 347 m<sup>2</sup> of living space. Wood floors, high-end finishes, private elevator and 2 dedicated parking spaces.

T3 com 347 m<sup>2</sup>, totalmente renovado. Com chão de tábua corrida e taco de madeira envernizados, tetos trabalhados, acabamentos de qualidade e elevador privativo. Sala de estar com 55 m<sup>2</sup> e sala de jantar com 30 m<sup>2</sup>. Parqueamento duplo.

ERA Chiado/Lapa

Avenida 24 de Julho, nº52 C/D - 1200-868 Lisboa

Tel. +351 215 999 995

chiadolapa@era.pt - www.era.pt/chiadolapa







## Albufeira

REF. PCOS

M<sup>2</sup> 177

€ 795.000

This is the ideal, hassle-free investment! Brand new luxury apartments managed by The Luxury Collection\*, consisting of 2 & 3-bedroom units overlooking the spectacular Algarve coastline and prestigious, beautifully landscaped golf course. A perfect combination of luxury and style of the Portuguese culture and glamour of the Luxury Collection\*. Benefit from a guaranteed rental return of at least 5% per annum in the first five years, including up to 183 days of owner usage.

### ERA Albufeira Nascente

Urb da Corcovada It 30 Loja F - Albufeira, 8200-219

Tel. +351 926 544 123

albufeiranascete@era.pt - www.era.pt/albufeiranascete



## Portimão

REF. 112130234

M<sup>2</sup> 670

€ 1.250.000

Fantastic 4 bedroom villa with high quality specifications and modern architecture, fully equipped kitchen, home automation, alarm, surveillance cameras, swimming pool and beautiful country and mountain views.

*Morada V4 de linhas modernas com 670 m<sup>2</sup> de área bruta, com 5 casas de banho e garagem privativa para 4 carros. Casa com acabamentos de alta qualidade. Piscina exterior com vista panorâmica para a serra e campo.*

### ERA Portimão/Alvor

Rua D. Sancho I, N.18, Loja A, Alvor - Portimão, 8500-013

Tel. +351 916 367 633

lgoncalves.alvor@era.pt - www.era.pt/alvor





## Cascais

**REF. 33140340**

**M² 653**

**€ 3.800.000**

Stunning mansion located in a prime and central area of Cascais. Built on a plot of 1400 m² and features a garden, gym, sauna, swimming pool and game room.

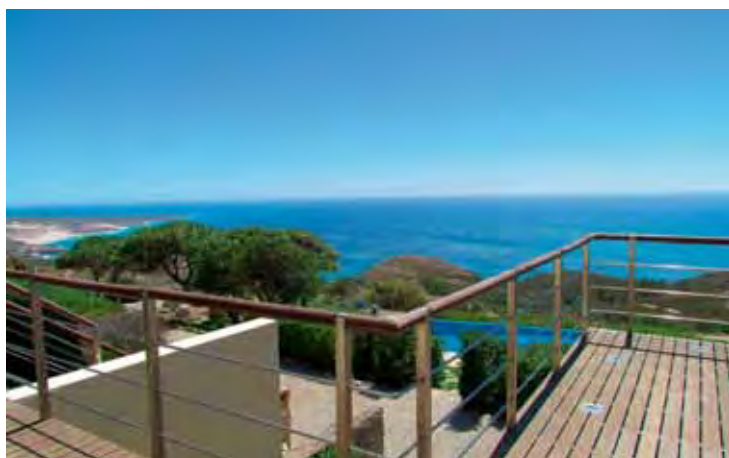
Deslumbrante mansão localizada numa zona nobre e central de Cascais. Construída num terreno de 1400 m², com 6 quartos, 3 salas e jardim. Possui ginásio, sauna, piscina e salão de jogos.

**ERA Cascais**

Av. 25 de Abril nº 261 B - Cascais, 2750-513

Tel. +351 210 9873 87

cascais@era.pt - [www.era.pt/cascais](http://www.era.pt/cascais)



## Cascais, Cabo da Roca

**REF. 33150000**

**M² 300**

**€ 4.000.000**

Fabulous ocean view compound with two independent houses, both with breathtaking and exclusive views. Experience luxury and privacy surrounded by nature, at home.

Fabulosa propriedade com 18.600 m² com uma vista deslumbrante e exclusiva sobre o mar. A propriedade tem 2 moradias independentes. Luxo e privacidade rodeado pela natureza.

**ERA Cascais**

Av. 25 de Abril nº 261 B - Cascais, 2750-513

Tel. +351 210 9873 87

cascais@era.pt - [www.era.pt/cascais](http://www.era.pt/cascais)







## Lisbon

REF. 98150128

M<sup>2</sup> 275

€ 1.950.000

Beautiful apartment facing the Arco do Cego Garden with 5 bedrooms, 275 m<sup>2</sup> of living space and luxury finishes. Enjoy panoramic views on the private terrace. Single car garage. Energy efficiency A.

*T5 de 275 m<sup>2</sup> com acabamentos de luxo, domótica de última geração c/ auto sustentabilidade energética; Terraço privativo com uma área de 203 m<sup>2</sup> e garagem box para 1 viatura. Junto ao Jardim do Arco do Cego.*

ERA Alameda/Av. Roma

Rua Visconde de Santarém, 77-B - 1000 286 Lisboa

Tel. +351 218 435 190

alameda@era.pt - www.era.pt/alameda



## Lisbon

REF. 98150119

M<sup>2</sup> 200

€ 575.000

Charming 5 bedroom apartment in excellent condition located in one of the most glamorous buildings in Saldanha.

*SALDANHA. Apartamento de 8 assoalhadas com 200 m<sup>2</sup> em excelente estado Totalmente intervencionado; Inserido em prédio de charme no centro de Lisboa.*



ERA Alameda/Av. Roma

Rua Visconde de Santarém, 77-B - 1000 286 Lisboa

Tel. +351 218 435 190

alameda@era.pt - www.era.pt/alameda





## Lisbon

REF. 265150018

M<sup>2</sup> 480

€ 1.800.000

Magnificent penthouse boasts one of the best views of Monsanto, in central Lisbon, from your private 186 m<sup>2</sup> terrace. Enjoy the benefits of living in a private condominium with exclusive gym and pool use, a private rooftop and beautiful gardens.

*Magnífica Penthouse para quem procura um novo estilo de vida no centro de Lisboa e desfrutar de uma das melhores vistas sobre Monsanto. O terraço privativo com 186,55 m<sup>2</sup>, com Piscina aquecida. Inserido num condomínio privado com jardim.*

**ERA Alvalade/Campo Grande**  
Largo Frei Heitor Pinto, 6-A - Lisboa, 1700-204  
Tel. +351 211 997 424  
alvalade@era.pt - www.era.pt/alvalade



## Lisbon

REF. 265150040

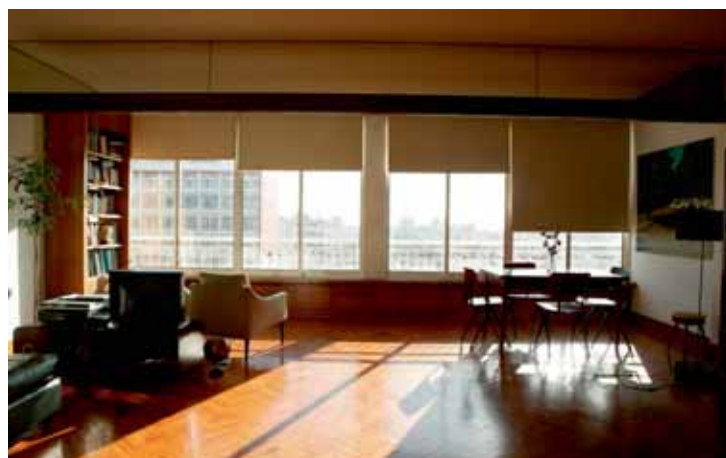
M<sup>2</sup> 230

€ 750.000

Two story, 4 bedroom apartment. First floor complete with lounge and dining area, ensuite bedroom, walk in closet and patio. Second floor holds 3 additional bedrooms, study and 2 balconies. Central heat and air conditioning with 2 car garage.

*T4+1 duplex c/ acabamentos de luxo em prédio novo. 1º piso - sala c/ 46 m<sup>2</sup>; cozinha equipada; suite c/ closet e wc social. 2º piso - 3 quartos, 2 wc's e escritório. Aquecimento central e ar condicionado. Arrecadação e garagem para 2 carros.*

**ERA Alvalade/Campo Grande**  
Largo Frei Heitor Pinto, 6-A - Lisboa, 1700-204  
Tel. +351 211 997 424  
alvalade@era.pt - www.era.pt/alvalade



## Lisbon

REF. 265150034

M<sup>2</sup> 201

€ 500.000

Apartment located in a charming, emblematic building within Lisbon's city centre with 5 rooms, including 3 bedrooms and panoramic city views to allow beautiful sunlight exposure from 3 private balconies.

*Apartamento 5 assoalhadas c/ charme em prédio emblemático. Área útil de 201 m<sup>2</sup>, c/ 2 salas e 3 varandas. Na confluência de duas das principais avenidas de Lisboa. Três vistas panorâmicas e privilegiadas. Luminosidade e exposição solar excelentes.*

**ERA Alvalade/Campo Grande**  
Largo Frei Heitor Pinto, 6-A - Lisboa, 1700-204  
Tel. +351 211 997 424  
alvalade@era.pt - www.era.pt/alvalade







## Carcavelos

REF. 109150124

M<sup>2</sup> 327

€ 630.000

Beautiful villa close to Lisbon, Estoril and acclaimed beaches. Home offers open views of the sea and the hills of Sintra in the background. Thriving private garden with swimming pool and barbecue. Large living room with mezzanine, 4 bedrooms including 2 suites, one of which is on the ground floor. Rooftop terrace. Garage and storage/gym in the basement.

ERA Oeiras

Largo do Avião Lusitânia nº 1 - Oeiras, 2780-203

Tel. +351 21 446 0480

oeiras@era.pt - www.era.pt/oeiras



## Oeiras

REF. 109150109

M<sup>2</sup> 80

€ 250.000

Modern apartment with unique features located in the Oeiras historical district. Ample living space, 45 m<sup>2</sup> terrace and swimming pool. Parking and storage. Great access to local amenities and walking distance to the beaches of Santo Amaro de Oeiras and Carcavelos and bike path. Oeiras is situated between Lisbon and the Estoril Coast, enjoying a temperate maritime climate suitable for outdoor activities.



ERA Oeiras

Largo do Avião Lusitânia nº 1 - Oeiras, 2780-203

Tel. +351 21 446 0480

oeiras@era.pt - www.era.pt/oeiras



#### ERA Romania

Bucharest  
Tel: +40 731 285 536  
www.eraromania.com  
www.eraeurope.com

*“Romania is a very new and complex housing market to navigate. There are significant market needs here and therefore opportunities. ERA’s methods, training and tools combined with the consistency it brings to the daily lives of brokers will have enormous value. Customers will appreciate the transparency and efficiencies we bring to the process of buying and selling property.”*

VALENTIN KRASDEV



## ERA Romania



### A BRIEF HISTORY

*ERA Romania’s Director, Valentin Krastev, is an experienced professional in both franchising and sales development for more than 20 years, of which five were in the real estate industry. Mr. Krastev also has played a role as Marketing Director of the Bulgarian Franchise Association. He is a founder of the Black Sea Franchise Federation and works closely with the Romanian Franchise Association and Turkish Franchise Association (UFRAD).*

*Mr. Krastev insists, “ERA brokers in Romania can benefit from our extensive experience and success in neighboring ERA countries, as well as its training programs, results oriented work methods and unique tools.” There is a need for greater professionalism within the residential brokerage community and for heightened transparency; these are two important long-term objectives for ERA Romania that will engender greater trust from local buyers and foreign investors alike.*

### HOUSING MARKET

A country of 22 million people, this vast region in the Balkans offers an exception-

nal variety of attractions from Black Sea resorts, castles and fortresses, medieval towns, the world-renowned Carpathian Mountains, and numerous World Heritage sites. It is an emerging market with many attributes, and a budding economy that is finding its footing following difficult economic times that ensued following the 2007 global crisis, just one year after its ascension as a EU member in 2006.

Bucharest is the most significant housing market in Romania where well over 30% of residential activity occurs. Following ascension to the EU in 2006 prices grew exponentially and at peak period (2008) were averaging €2.300/M<sup>2</sup> today they hover around €1.000/M<sup>2</sup>. During the first half of 2015 home prices in the city center grew modestly with an increase year on year of 3%, while home prices in the peripheral areas remain under pressure (-4,0%).

The Romanian government has taken certain measures to stimulate this economic sector including a series of incentives to foster home ownership among young people.

Many real estate opportunities exist today with prices at their most attractive and affordable levels. With an improving economy it’s time to consider investing in Romania and benefit from a significant opportunity for future growth.





# Collaborative

ERA Real Estate is Global Networking at its Best

With local knowledge and a global outlook, we deliver true value in every step of the home buying and selling process. ERA brokers offer a world of possibilities and enjoy a clear competitive advantage on the global stage.

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

#### ERA Sweden

Stockholm  
Tel: +46 8 442 88 80  
www.erasweden.com  
www.facebook.com/erasverige  
www.eraeurope.com

*“Benchmarking is critical to the success of the ERA Network in Sweden. Ongoing critical analysis of performance and of our results helps us to understand how our services are being perceived in the market place and to define the parameters needed to remain on the competitive front.”*

PETER YLLMARK

## ERA Sweden

### A BRIEF HISTORY

*ERA Sweden began operations in 2000 and has since grown to 60 agencies and nearly 200 brokers and agents ranging from Ystad in the South to Umeå in the North. The company is under the expert guidance of CEO, Peter Yllmark, who manages day-to-day operations and Director, Jens Broström heading up the marketing and digital endeavors. ERA Sweden is a highly reputable independent voice in the industry, winning consecutive customer satisfaction awards; they are the Swedish buyers and sellers preferred real estate company. ERA Sweden offers innovative on-line platforms that aid the broker to streamline his business for greater efficiency. The ERA principle to continually strive to meet the customers' needs by applying the knowledge of the local ERA real estate experts and drawing on its global and European strength*

*have helped to establish ERA Sweden as an innovative and trusted brand in the Swedish market.*

### HOUSING MARKET

The Swedish home market has been surging consistently for the past several years with prices increasing year on year in double-digit figures. The world financial crisis of 2008 had little effect on the Swedish economy and the home market.

During the past 12 months home prices (national average) have increased by 15,3% (apartments 19,1% and houses 13,2%). The largest increase was seen in the city of Gothenburg with apartment prices soaring by 24% in the past year. The unusually low number of homes available for sale is one of the primary driving forces in the overheated real estate market in Sweden. The average price/M<sup>2</sup> in



Peter Yllmark,  
Jens Broström ▶





parts of Östermalm, Stockholm has now surpassed €10.000/M<sup>2</sup> and in the center of Gothenburg above €6.000/M<sup>2</sup>.

Mortgages span over unusually high periods, many being amortized for 140 years; this combined with “all time” low interest rates, is another dynamics that is fueling residential prices.

As a measure to stabilize the soaring prices, lawmakers are initiating a change in the constitutional law to give the Swedish Financial Service Authority more jurisdiction over banks and lending institutions. First item on the agenda is to strengthen the rules on amortization. Fees will be implemented on properties with LTV's above 50% in order to increase the level of homeowner amortization.

## ABOUT SWEDEN

Sweden is a nature loving country that offers a variety of landscapes from wooded alpine plains in the North, rocky

coastlines in the West, white sandy beaches in the South, and a 24,000-island archipelago in the East. The ultra-trendy capital city of Stockholm lies in the mid east on the coastline of the archipelago. Sweden offers some of the highest standards of living found anywhere in Europe.

Foreign residents represent about 6,3% of households in Sweden, most originating from other Scandinavian counties, Europe, the Middle-East and China. Stockholm is attracting a growing number of high-end foreign buyers thanks to its revisions on wealth and inheritance taxes. There are no restrictions for foreigners buying property in Sweden.

For those seeking luxury lodging in Stockholm, the place to start is Östermalm, the high-end city center district. The district's grandest street is Strandvägen, with views across Stockholm's waterfront to Gamla stan, the old city and location of the Royal Palace. Stockholm offers a stunning array of ultra modern to 19<sup>th</sup> century architectural homes.





## Sundsvall

REF. 588959

M² 275

€ 620.000

Unique villa perfect for someone looking beyond the ordinary! Located in one of Sundsvall's most attractive locations and close to its stone town with a large variety of restaurants, shopping and a marina. This property boasts 8 rooms including large social areas for entertaining, several fireplaces and a spacious kitchen. Beautifully landscaped with a large, leafy garden and paved patio.

**ERA Bomäklarna**

Storgatan 10 - 852 30 Sundsvall

Tel. +46 60 12 12 72

sundsvall@erasweden.com

www.erasweden.com/kontor/sundsvall



## Stockholm Saltjöbaden

REF. Villa

M² 323

SEK 14.800.000

Southeast of Stockholm, in the beautiful archipelago and adjacent to a nature reserve, you will find the beautiful blend of a modern, architecturally designed villa. A complete oasis featuring a guesthouse, swimming pool and garden, finished with quality materials of oak, glass and limestone along with modern features and large windows to overlook the beautiful grounds.

**ERA Mäklargruppen Nacka/Värmdö**

Vinterbrinksvägen 9 A - 133 32 Saltjöbaden

Tel. +46 8 717 70 00

cecilia.hall@erasweden.com

www.erasweden.com/kontor/stockholm/nacka-varmdo







## Visby

REF. CT1336

M<sup>2</sup> 176

SEK 17.500.000

Exclusive 3 bedroom villa with amazing seaviews located on the cliffs of Hogklint on the beautiful Island of Gotland. The Island is located in the middle of the Baltic Sea surrounded by nature and limestone rauks. Gotland is famous for the medieval wall surrounding the old Hansatown of Visby. The property includes garage, carport, storage buildings and three guesthouses, all with breathtaking seaviews.

### ERA Gotland

Norra Hansegatan 18 - 62141 Visby

Tel. +46 498-20 22 88

gotland@erasweden.com

www.erasweden.com/kontor/gotland-visby



## Ystad

REF. 646465

M<sup>2</sup> 195

SEK 10.900.000

This spectacular, architecturally-designed pool villa is in top condition and located near the sandy beaches of Nybrostrand and the charming town of Ystad. Beautiful details and high-end finishes create an atmosphere of class and elegance and show that nothing in this stylish home is left to chance.

*En liten bit av Monacos lyx i Nybrostrand. Exklusiv arkitektritad enplans poolvilla i absolut toppskick för den som söker något utöver det vanliga.*

### ERA Fastighetsförmedling Wallin

St. Östergatan 37 - 271 34 Ystad

Tel. +46 411 24 12 00

ystad@erasweden.com

www.erasweden.com/kontor/ystad



# ERA Switzerland

## ERA Switzerland

Dübendorf  
Tel: +41 44 8821004  
www.eraswitzerland.com  
www.facebook.com/ERASuisseAG  
www.eraeurope.com

*“The idea behind the ERA Real Estate’s franchise system is as simple as it is impressive. It unites people who have an affinity for being an entrepreneur, who have a passion for real estate and enjoy helping people, and links them together in a strategically sophisticated partner network. We intend to expand even further in the years to come and at the same time continue to aid our existing affiliates to grow their businesses.”*

ANDRÉ HARDMEIER



## A BRIEF HISTORY

*Under the guidance of CEO, André Hardmeier, ERA Switzerland has developed into a tight-knit network of sixty independently owned real estate agencies across the country. André brings endless passion and team spirit when he works with both new and existing entrepreneurs to build and grow their ERA franchise business. ERA Switzerland also has the coveted ISO certification, a distinction that enhances ERA Real Estate’s competitive advantage even further. ERA Switzerland offers customers the latest technologies and marketing programs while brokers enjoy expert management support, training and global networking possibilities. This is important when you*

*consider on average 80,000 immigrants come to Switzerland from across Europe and globally every year! A total of 27% of Switzerland’s population is foreign born. Customers who choose ERA Switzerland for the sale or purchase of their next home are assured of obtaining the highest levels of service, with caring and competent people.*

## HOUSING MARKET

The Swiss economy has enjoyed five years of solid economic growth offering a healthy backdrop for real estate investment. The housing sector today is driven in part by immigration and its appeal as a safe haven for financial investors.

At the start of 2015, mortgage interest rates were more favorable than at any time within living memory and are expected to remain at historically low levels for the remainder of the year. Though interest rates are extremely attractive, the constant rise in prices of Swiss housing has created both affordability issues for many potential buyers and generated excess demand for property as an investment. USB states that the already robust housing sector was further exacerbated in January 2015 by the removal of the franc-euro exchange peg, which triggered prices to climb even further. The most sought after regions, and also those exposed to more inflated prices, include Zurich, Lucerne and Lake Geneva.

As year 2015 evolved and the economy showed signs of calming in the second semester, the existing disparities in market segments were even further accentuated. For example, the luxury-housing sector already exposed to persistently weak demand, was further underscored. The average price of a condominium in Switzerland today is about CHF 800.000 (€732.000). At this price, a home is no longer affordable for the average Swiss household.





The Swiss housing market is already highly regulated. During the past several years the central bank, government and mortgage lenders have come up with a variety of measures to combat rising property prices resulting in even more regulation and often self-regulation. Specifically, Swiss banks imposed new maximum repayment periods for mortgage loans (typically 66,66% LTV's), reduced from 20 years in 2012 to only 15 years in 2014. The affects were an abrupt increase in annual repayments.

The outcome of these growing prices and affordability challenges cause a tendency for demand to switch to less expensive regions or if a buyer does not want to give up their dream home in a top city, opt for a smaller size residence or make concessions on features.

The slowing demand or ability to buy has affected the number of transactions closed over the past several years. Most recent figures (2014) show there has been a decrease in the number

of transactions; 11.8% in the case of condominiums and 16.8% in the case of single-family dwellings. It is important to note that of all sales, new homes represent over 20% of transactions closed.

The longer-term vision is new measures will ultimately cause a softening of demand that should bring prices back to more affordable levels. Historically low mortgage rates will have a sideways trending movement in the near term and will not play an important role in supply and demand issues for the foreseeable future. Going forward other shifts in the Swiss housing market are in the area of new construction. More buildings are being constructed for rental versus owner occupation. This is in anticipation of falling demand for owner occupied housing and will be a factor that should eventually tighten supply. It is also anticipated for vacancies in owner-occupied housing to rise, particularly in higher priced regions where demand will remain weak while housing in outlying regions sustain higher demand and rising prices.



## Horgen

**REF. 5**

**M² 200**

**CHF 2.320.000**

Well-designed modern and spacious maisonette with 4.5 rooms located in Horgen. The 11 unit, multi-family building was built in 2002 with beautiful belt parquet floors, porcelain stoneware and large windows to allow bright, natural light throughout.

**ERA Rodrigo & Abegg Immo-Page**

Dorfplatz 7 - 8810 Horgen

Tel. +41 44 244 65 65

bruengger@immo-page.ch - www.eraimmobilien.ch



## Wädenswil

**REF. 2**

**M² 204**

**CHF 2.290.000**

This detached family home with 6.5 rooms invites for dreamy moments to enjoy in an exclusive and unobstructed residential area. The soft light of the morning sun brings high quality of life in the rooms. Enjoy the incomparable lake views and a beautiful garden at home.

**ERA Rodrigo & Abegg Immo-Page**

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## Tägerwilen

**REF. 811832**

**M<sup>2</sup> 590**

**CHF 3.800.000**

Come discover this historically significant property and one of the most impressive buildings in Thurgau! This 350 year old mansion signifies the remembrance of an eventful past, which is closely related to the history of Tägerwilen and the canton of Thurgau. Celebrities, as well as high-ranking officers of the army were once in friendly relations with this home and they stayed often. Transport your own visions to life in this magnificent home!

**ERA Immobilien Kreuzlingen**  
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#### ERA Turkey

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www.facebook.com/ERATürkiye  
www.eraeurope.com

*“ERA Turkey is thriving in an incredibly diverse, competitive and rapidly evolving environment. To maintain our competitive edge requires enormous energy, creativity and know-how, essentials I am proud to say, our team is capable of delivering day in and day out.”*

CAN EKŞİOĞLU

## ERA Turkey

### A BRIEF HISTORY

ERA Turkey Chairman, Can Ekşioğlu, is a well-known, successful businessman in the country with a particular focus on the real estate sector. Mr. Ekşioğlu founded ERA Turkey in 2012 and launched operations in 2013. ERA Turkey has already affiliated a total of 35 franchise offices in only 2 years time with the goal to reach 75 offices by the year-end of 2016. At present, development has been concentrated in Istanbul, the world's 5<sup>th</sup> most densely populated city of over 14 million inhabitants and one of the most dynamic real estate markets in Europe. Since European and Middle Eastern tourists, in particular, consider the South of Turkey a top travel destination, ERA Turkey development will include opening offices in this area as well. “Whether for business or pleasure, every real estate investor should contact ERA Turkey to learn about the vast opportunities in this country; we have the connections and listings for every budget.” Says Mustafa Baygan, Managing Director of ERA Turkey. Mr Baygan, manages the day to day business and has significant business expertise beginning in the 1960s, and during the last five years in the real estate sector.

ERA Turkey is the only international real estate company in the country with its own Real Estate Academy, and notably also recognized by the government, to grant official certificates. This not only places ERA Turkey a giant step ahead in Turkey's crowded real estate franchise sector, it personifies the forward thinking philosophy for which ERA Real Estate is so widely renowned.

### OVERALL POSITION OF THE REAL ESTATE SECTOR IN TURKEY

Property sales in Turkey climbed modestly in 2014, by 0,7% over the previous year (Turkish Statistical Institute) resulting in a total of 1.165.381 properties changing ownership countrywide. Istanbul has the highest share of property sales in 2014 with 225.454 closings (19,3%). Property development and real estate activities are leading sectors of the Turkish economy having realized the development of 6 million houses, 8 million M<sup>2</sup> of rentable shopping malls and 4 million M<sup>2</sup> of office space. While supply and demand in the residential sector stabilized in 2014 and ownership changes for over 1 million residences on average per year, there remains demand for 600.000 homes on an annual

Can Ekşioğlu,  
Mustafa Baygan ▶





basis. There is a persistent need in particular for middle and lower middle priced property. Demand of upper and luxurious class properties are stable.

Although in recent times there have been some disruptive economic and political events within the country and surrounding region, momentum in the real estate sector that began in 2013 has endured, and housing is considered a safe haven investment. Particular drivers include major urban renovation projects, and the increase in foreign investors. January and February of 2015 show a continued growth trend, as sales realized were higher when compared to the same months of the previous year.

#### ATTRACTIVE INVESTMENT AREAS

**Istanbul** – Istanbul takes first place in terms of real estate sales activity; followed by Ankara and İzmir. Istanbul city suburbs, particularly Tuzla-Pendik, Beylikdüzü-Esenyurt and Bahçeşehir are among the areas of high demand for investors, due to commute times, quality of projects completed and attractive prices. Public transport services such as the subway train that now reaches the city center has increased the attraction to buying in this area. Moreover, North Marmara Highway and the third Bosphorus Bridge parallel to the recent airport project increase the

attraction of new cities to settle in the outskirts that will supply an additional variety of properties and lifestyles.

**İzmir** – Demand for property in this city is very strong and significantly outstrips supply. Both new and renovated properties are in demand. The skewed supply/demand ratio has resulted skyrocketing prices. Average prices grew from TL 800/M<sup>2</sup> to TL 1,700/M<sup>2</sup>, soaring by 120%. The inner city areas of Çiğli and Narlıdere are now competing with the traditionally popular neighborhood of Bayraklı.

#### OPPORTUNITIES FOR THE REAL ESTATE ENTREPRENEUR

The real estate sector has been a major driver of the Turkish economy for many years now. This industry is supported by government legislation via urban transformation laws; the law of reciprocity that allows foreign investors to buy in Turkey under certain conditions, and new real estate legislation being formed to further strengthen this growing sector. Professional real estate offices and advisors are exceedingly important in this continually evolving environment. The principles engaged by the international brands and their productive methods render real estate an alluring business. Real estate presents the possibility of a high return with a minimum investment.



## Kas, Antalya

REF. 2167

M<sup>2</sup> 600

€ 615.000

Beautiful, fully-furnished, triplex villa in Antalya Kalkan with spectacular sea views from every bedroom. Modern design with luxury amenities. Private pool, hot tub, garden, terrace and within walking distance to the beach. 24/7 security, indoor and outdoor parking, private entrance to a guest suite and geothermal heated areas.

**ERA Meksa**

Caddebostan Mah. Köşk Sok. Bagdat Apt. No:5/9

Kadıköy / İstanbul-Anadolu

Tel. +90 216 3560 066

meksa@eraturkiye.com.tr - www.eraturkiye.com.tr/meksa



## Maltepe/İstanbul

REF. 3531

M<sup>2</sup> 340

\$ 1.400.000

Luxury 5 bedroom apartment in the Asian part of İstanbul located near the Marmara Sea. Amenities include 24h security, exclusive use to a fitness center, Turkish bath, kids' playroom, tennis courts and swimming pool all at an arms reach!

**ERA Fil**

Bagdat Caddesi Ömür Apt. No:240 / A

Kadıköy / İstanbul-Anadolu

fil@eraturkiye.com.tr - www.eraturkiye.com.tr/fil







## Maltepe / Istanbul

**REF. 1234**

**M² 850**

**\$ 5.500.000**

Modern pool home designed with clean lines and high end finishes in the Istanbul city centre with beautiful sea views accessible on a 100 m² terrace. Spacious, comfortable living with 850 m² and 7 bedrooms.

**ERA Fil**

Bagdat Caddesi Ömür Apt. No:240 / A

Kadiköy / Istanbul-Anadolu

Tel. +90 216 4071 372

fil@eraturkiye.com.tr - www.eraturkiye.com.tr/fil



## Istanbul-Avrupa

**REF. 3647**

**M² 650**

**\$ 1.200.000**

Unique, 4-storied home with classical Turkish architecture located in Istanbul. Built in 2005 with 11 bedrooms and 6 bathrooms, including a Turkish bath on the first floor and sea views from the second. Swimming pool and play area for children in the garden. Beautiful property is awaiting its new, stylish owner!

**ERA Vizyon**

Güzelyurt Mh. 1038. Sok Istanbul

Residence Kat : 3 D.406 Haramidere

Beylikdüzü / Istanbul-Avrupa

Tel. +90 212 8526 489

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# ERA<sup>®</sup> Real Estate's Global Presence



## A WORLDWIDE RESIDENTIAL NETWORK WITH A DISTINCT CULTURE ALL ITS OWN.

The word 'culture' brings to mind thoughts of refined customs and distinctive people. Culture is a way of life defined by shared behaviors, beliefs, values, and symbols that are passed along by communication from one generation to the next.

ERA Real Estate has its own distinct culture; a culture of people spanning the globe with a common vision and value of ethics on how to best conduct the business of real estate. Since its inception, the body of knowledge in real estate brokerage has grown, evolved and transitioned with the fast moving times. Today, ERA Real Estate has developed into an international powerhouse while maintaining the highly valued ERA culture of caring and shared human values.

Founded in the United States in 1971, ERA Real Estate has since expanded into 46 US states and an additional 34 countries spanning across Asia, Europe, Africa, the Middle East and the Caribbean. The bold ERA logo of red, white and blue is our shared symbol representing a trustworthy organization that promises to utilize all its resources, local and global, to deliver the best results possible for our customers. Our broker culture of networking, knowledge sharing, outreach, continual innovation and improvement of whatever we do, can be observed in every single country in which we operate. The home-buying process can be complex and sometimes daunting so we strive to keep it simple and focused, a theme you will find throughout the global websites you can search, beginning with [eraeurope.com](http://eraeurope.com) and [eraeuropeic.com](http://eraeuropeic.com).

*The bold ERA logo of red, white and blue is our shared symbol representing a trustworthy organization that promises to utilize all its resources, local and global, to deliver the best results possible for our customers.*





As one of the first American real estate franchises to expand outside the USA, ERA Real Estate's pioneering spirit is unwavering. Our management team's relentless drive to push forward with new ideas, concepts and methods to maintain a competitive position in the industry globally, continues as much today as it did back in 1971.

Whether the language is in Portuguese, French, Dutch, Swedish, Mandarin, Japanese or Arabic... marketing, technology, tools and training used by your local ERA brokerage community will be familiar and our quality of service will exceed expectations. Each ERA country operation adapts its real estate tools to the needs of the local market and sometimes those market differences can be significant. We take pride in being aware of these cultural variances and adjusting when needed. Our global expertise tells us, however, what does not differ is the customers need for a fast, hassle-free home sale at the best price possible. This is a universal desire, no matter the country, no matter the culture. With ERA Real Estate and the ERA culture, you can be

assured that no matter where you are, you will be working with a highly trained professional that simply wishes to guide you through the home buying or selling process and keep you as a customer for life. The culture of ERA Real Estate is Always there for you.

#### LOCATIONS:

ERA Real Estate has offices in 35 countries, including 46 US states, and territories in: Aruba, Austria, Bahamas, Belgium, Bulgaria, China, Cyprus, Czech Republic, Guadeloupe, Egypt, France, Germany, Grenada, Indonesia, Japan, Kuwait, Luxembourg, Malaysia, Netherlands, Oman, Portugal, Romania, Saudi Arabia, Singapore, South Africa, South Korea, St. Lucia, Sweden, Switzerland, Taiwan, Thailand, Turkey, Turks and Caicos Islands and United Arab Emirates.





**DISTINCTIVE  
PROPERTIES**

[www.eradistinctiveproperties.com](http://www.eradistinctiveproperties.com)  
[www.era.com](http://www.era.com)

## ERA® Real Estate - USA

### ERA REAL ESTATE DISTINCTIVE PROPERTIES

ERA Distinctive Properties is a collection of elegant and unique homes nestled in some of the most stunning locations in the United States.

From established East Coast estates stretching from New York to Florida, to



mountain retreats in Colorado, Montana and Wyoming, to the ultimate California dream homes, ERA Distinctive Properties specialists are uniquely equipped to meet the expectations of today's luxury property buyer.

An expanding pool of high-end buyers in the United States and beyond is no longer solely focused on price point when it comes to defining luxury. Today's discerning luxury buyer is also looking for a home to provide a backdrop to a luxurious lifestyle from waterfront properties, to ranches to chalets with ski-in access. Many of under-the-radar luxury markets offer high end homes that are defined by personality and lifestyle rather than price point - unexpected venues that bring a new perspective to upscale living. Discover for yourself: [www.eradistinctiveproperties.com](http://www.eradistinctiveproperties.com)



## Marvin, North Carolina

**Sq. Ft. 8,200**

**\$ 2,177,000**

Custom-built haven located in a gated community searching for new owners who enjoy entertaining in style and relaxing in serene living spaces. On a pastoral, 2.8-acre lot in Marvin, North Carolina, this European-infused property mirrors its location by feeling at once both welcoming, yet private. The palatial home boasts a plethora of entertaining spaces, including a media room with surround sound and a wet bar, an outdoor kitchen, salt-water pool, a multi-room cabana and a spacious, high-ceilinged kitchen outfitted with gourmet chef-style appliances and a 10-by-10-foot, single slab granite island with bar seating.

**Bob Bunzey, Wilkinson ERA Real Estate**  
North Carolina - USA  
Tel. +1 704 907 4131  
[www.bobbunzey.com](http://www.bobbunzey.com)







## Clarence, New York

Sq. Ft. 7,450

\$ 1,995,000



From the moment you pass through the iron gate entry, it's evident that you have arrived at one of the most significant properties in Western New York.

Encircled by evergreens on 10 acres with rolling lawns and the forest as a backdrop, the home offers privacy and year-round amenities, including tennis, fishing, canoeing and cross country skiing.

A true hidden gem is the property's own Adirondack Camp cabin, a rustic escape.

**Barbara Baker, HUNT Real Estate ERA**

New York - USA

Tel. +1 716 633 5350

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



## Canton, Georgia

Sq. Ft. 7,480

\$ 1,650,000



This lakefront property is a short drive from downtown Atlanta, yet a world apart.

A sprawling great room greets you with soaring timbered ceilings, a stone fireplace and expansive water views.

Generous outdoor spaces include a boat dock, stone fire pit, rambling deck with lake views, and a vast covered terrace whose own bar and fireplace make it ideal for alfresco dining.

**Becky Babcock, ERA Sunrise Realty**

Georgia - USA

Tel. +1 770 720 4663

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







## Colorado Springs, Colorado

**\$ 995,000**

This luxurious Mediterranean estate on 2.5 acres is in the foothills of the Rockies with unparalleled views of downtown and Cheyenne Mountain. Find a dramatic 2-story foyer, formal living and dining rooms, a large gourmet kitchen, elegant study and 6 bedrooms. Quality features include hardwood floors, crown molding, 5 fireplaces and many patios, terraces and verandas. Enjoy rare privacy with hiking/biking trails, The Broadmoor and the mountain-access highway.

**Gayle Caldwell & Tammy Cockrell**

**ERA Shields Real Estate**

Colorado - USA

Tel. +1 719 576 3600

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



## Cedar City, Utah

**\$ 1,850,000**

This builder's personal executive home has been upgraded and features crown molding, hand-carved solid-core doors, walnut flooring, granite and a built-in office. The chef's kitchen boasts an island, Sub-Zero appliances and a nook with a bronze-leaf ceiling. An exquisite master bath includes a steam shower and a spa tub. Also enjoy multiple balconies, a game room, theater room and a 1,500-square-foot, heated garage.

The yard boasts a built-in barbecue, pool, a spa with a waterfall, a fire pit and a full-length, covered patio across the back of the home.

**Jennifer Davis, ERA Realty Center**

Utah - USA

Tel. +1 435 586 9775

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







## Crystal River, Florida

**Sq. Ft. 7,700**

**\$ 1,425,000**

Enjoy luxurious living with spectacular views of the Crystal River and King's Bay, just minutes to the Gulf of Mexico, in this Mediterranean-style, custom home. The fabulous gourmet kitchen, elegant dining room, spacious living room, grand master suite and enclosed balcony complete the main level. Water lovers will enjoy the private dock and boathouse with priceless moments of manatees, wildlife and sunsets. Benefit from multiple lifestyle opportunities with championship golf communities, elegant equine estates and prestigious waterfront homes featuring unspoiled natural surroundings.

**Kelly Tedrick & Lou Miele,**  
**The Miele Group, ERA American Realty**  
 Florida - USA  
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[www.TheMieleGroup.com](http://www.TheMieleGroup.com)



## Bozeman, Montana

**\$ 1,750,000**

This Craftsman-style bungalow in Bridger Canyon was designed by Larry Pearson and featured in Ralph Kyleo's "Cabin in the Woods," Victoria Bliss 2014 Holiday issue and the newly acclaimed book "American Rustic."



## Lebanon, Tennessee

**Sq. Ft. 7,300**

**\$ 1,200,000**

Just minutes to Nashville, Tennessee, this country music artist's home is an elegant, custom-built residence, which includes a landscaped backyard with a pool and boat dock. With over 7,300 square feet, it includes high ceilings, fireplaces, a music room and a media room.

**ERA Landmark Real Estate**  
 Montana - USA  
 Tel. +1 406 556 5043  
[www.eralandmark.com](http://www.eralandmark.com)



**Bonnie Coleman,**  
**Reliant Realty, ERA Powered**  
 Tennessee - USA  
 Tel. +1 615 859 7150  
[www.bonniepcoleman.com](http://www.bonniepcoleman.com)







## Paradise Island

**REF. 1**

**Sq. Ft. 10,735**

**BSD 8,200,000**



Gull Cottage was built to the highest specifications and is located in the exclusive, gated golf course community of Ocean Club Estates, Paradise Island. Gull Cottage has many exquisite features such as double engraved teak doors, beautiful travertine and hardwood floors, a fantastic basement with a huge wine cellar and all the extras such as a pool, pool house, generator, garage, porches and balconies so you can enjoy the Bahamian sun all year round!

**ERA Dupuch Real Estate**

East Bay St. - Nassau, N.P., Bahamas

Tel. +242 393 1811

info@erabahamas.com - www.dupuchrealestate.com



## Providenciales

**REF. 1400485**

**Sq. Ft. 2,168**

**\$ 1,300,000**



The Somerset Resort is located on Turks and Caicos famous Grace Bay Beach. This lovely 2nd floor unit enjoys sweeping views of the ocean, pools and grounds. Spacious 2 bedroom, 2.5 baths and beautifully decorated with a state of the art kitchen. The deck from living room is perfectly situated for dining while enjoying the lovely ocean view and incredible sunsets. This truly is elegance in a lovely Caribbean setting.

**ERA Coralie Properties Ltd.**

Units 7 & 8, The Saltmills, Grace Bay Road

Providenciales, Turks and Caicos Islands

Tel. +1 649 941 5756

era@tciway.tc - www.eraturksandcaicos.com







## Robertson

REF. Wederom

M<sup>2</sup> 300

\$ 1.112.342

Majestic farm steeped in history and once home to Italian prisoners of war captured in Ethiopia in the early 1940's. Paintings in the wine cellar and home were done by Salvadori which have been restored by a professional artists in order to maintain the rich history. Property is fitted with a main house and 13 beautifully restored guest units. Wine cellar and hiking trails with spectacular views of the mountains and valley. A must see!

ERA South Africa

Jigsaw Park, 7 Einstein Street - Highveld Techno Park  
Centurion, 0169

Tel. +27 12 682 9610

info@erasa.com - www.era.co.za



## Cape Town

REF. ERA438

M<sup>2</sup> 269

\$ 1.494.274

This unique penthouse apartment is near the Atlantic Seaboard, also known as Cape Town's Riviera. The property is a sectional title development completed in May 2004. It is situated in a secure block which consists of 4 private parking bays including 2 lock up garages and direct access to the penthouse by an elevator. You will enjoy a 180 degree view of Robben Island in the distance and the beautiful Atlantic Ocean.

ERA South Africa

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# Innovative

## ERA Real Estate is Forward Thinking

Every innovation we conceive of must enhance the quality and delivery of our services while strengthening the bond with our customers. Our change is continual, leading-edge and puts our customer first. We are the future of real estate and our voice is unique.

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



# MAXIMUM EXPOSURE



Optimizing exposure of your home is the key to a faster sale at the best price possible. The ERA Europe International Collection is just one of many tools we use to gain greater exposure for your home. By connecting with ERA Real Estate, you are not only teaming up with top professionals in the business, you are accessing a global network of experts with shared knowledge, and the most skilled to deliver the service you deserve.

**WHEN YOU WORK WITH ONE OF US, YOU REALLY ARE WORKING WITH ALL OF US. LET US HELP!**

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







14 countries  
1100 agencies



THE EUROPEAN  
REAL ESTATE COMPANY  
THAT DELIVERS RESULTS

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