

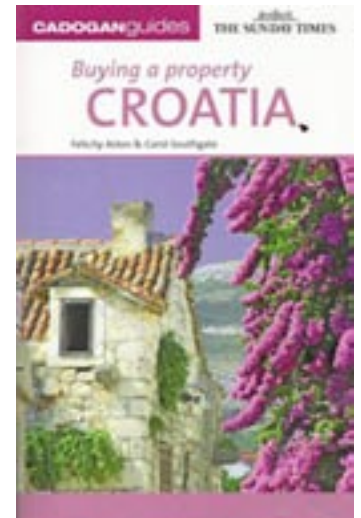
## Case study:

„It is all about having the right person in place to help you“, says Simon Champ, a lesson he learned from experience after his first attempts to buy property in southern Dalmatia ended in disappointment. „I found the restoration project I was looking for, a villa right on the coast, and agreed a price with the seller. I didn't know what I was doing and in the six weeks it took me to organise surveys, lawyers and contracts the seller decided he wanted more money“. Simon returned to the UK thoroughly disillusioned.

Luckily a friend in Croatia was still scouting on his behalf and introduced him to **Andreas Dussmann**, a property developer based in Istria. Simon flew out to meet Andreas and was blown away not only by the Tuscanesque scenery but also by the professionalism of his Istrian contact. „I was taken to see five or six plots of raw land and then to some of the other villas that Andreas had already built. I was impressed with the quality of the build and the ease of the process. Andreas spoke English, knew the rules and regulations, recommended local lawyers and even sourced the Italian furniture. All I had to do was to sit down and pick the kitchen“. The week after Simon's visit the sale of the land was agreed and the building started the following month. Simon visited the site a couple of times during the subsequent year and was once again impressed with the quality of the work being done.

Just a little over a year after his very first visit, Simon now has his own Tuscanesque villa 5km north of Motovun. Set in two acres of land on a valley hillside, the villa features five bedrooms, three bathrooms, a 50ft swimming pool, a (newly planted) mature olive grove and a working vineyard. „It is nicer than I ever thought it would be“, enthuses Simon, „so I am likely to use it a lot more than expected“. The contrast between his two experiences could not be greater. „Andreas made money on the villa“, reflects Simon, „but I am happy for him to have the profit to insulate myself from the risk. The rules, regulations and the layers of bureaucracy can be daunting at first, but once somebody points you in the right direction they are not too bad“.

Buoyed by his good experience, Simon has already bought a second Istrian villa with a friend and has plans to start a small property business. „Once you have done it the first time, you might as well do it again!“



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