



Exhibition special!

Welcome to our monthly newsletter covering the property market and relevant news from Croatia and Montenegro. This special edition is released to coincide with our participation at the 'A Place In The Sun Live!' exhibition at the Excel Centre, London, and the 'House Hunters in the Sun', Dublin.

We are delighted to play a major part in the exhibitions and proud of our sponsorship of the 'Emerging Markets' at the RDS Dublin Exhibition. We are convinced that no other exhibitor has the selection of property that we can offer, from the top of the Adriatic coast in Northern Croatia to the South Montenegrin coast. All this, combined with our own offices in London and Dublin, gives you peace of mind that your purchase is being managed by the largest international real estate firm in the region.

We are delighted to use the exhibitions to launch our new offers in Istria, Northern Croatia as well as launch our Autumn range of fabulous off-plan and resale properties up and down the coast.

Again this year we will be running a series of seminars on 'How to Buy in Croatia / Montenegro' in regional centres in the UK and Ireland. To register, please logon to the websites.

So, welcome again, and if you would like to subscribe to our monthly newsletter please advise a staff member or register through our websites www.dreamcroatia.com or www.dreammontenegro.com.

DPC announce launch of Istrian office



On September 15th, DPC announced the opening of their 6th office in the region with the launch of the Porec office in Istria. Kieran Kelleher, Managing Director of DPC commented 'Opening our office in Istria was an evolutionary process in response from our clients who wanted a view of the entire coast when making their purchase decisions. We have launched a fantastic range of apartments and villas with pools in the region, and are confident in saying that no other company covers the entire Adriatic coast'.



Currency Exchange - How to save money?

If you need to convert a large amount of sterling into euros to buy your dream property, it makes sense to get the best rate and service available. Our preferred supplier guarantees the best rate, will cover all bank charges, will advise on when to trade and transactions are seamless. To compare, if you used a high street bank to transfer £100,000 to Croatia, your Euro bank account in Croatia would be credited with €141,500. On the same day, if you used our currency exchange firm to transfer the same amount, your account would be credited with €148,000. Your saving could be enough to furnish the property! Please ask us for more details or contact any office.

Croatian Headlines



A day in Dubrovnik

The best way to spend a day in Dubrovnik for under € 50 – spend the day on a Three Island trip with local Carmello who will show you the sights of Sipan, Lopud and Koločep and bring you to his home for lunch where his wife will cook the freshest seafood ever washed down with lashings of Carmello's home made wine.

In the evening as the sun sets, walk the walls of the Old Town before visiting Dubrovnik's best kept secret, Restaurant Kaminice, in the heart of the Old Town. For details of how to contact Carmello, please contact our Dubrovnik office on info@dreamcroatia.com

Record breaking tourist season



In July, the Dalmatian region received 11% more tourists than last year. Official analysis has recorded the best tourist season in the last 15 years. In Split it was noted that the largest group of tourists were the Czechs (74,000 to date). The volume of Italians holidaying in Dalmatia increased by 15%, Germans by 10%, and the French by a staggering 74%. Hungarians were 20% more than last year. In Dubrovnik, July saw more than 30,000 French tourists (50% more than last year) and 20% more British tourists.



SIPP's tax breaks for buying in Croatia

From April 2006, it will be possible for a British person to buy property overseas as part of their self-invested pension. For higher tax payers, this effectively means 40% tax relief on a property. Croatia and Montenegro are attractive for a number of reasons: High capital appreciation but also no capital gains tax in Montenegro, and none in Croatia after 3 years. Any rental income would be reinvested in the SIPP. Investing in offplan property that will be paid for in full after the April deadline can qualify to be included in a SIPP. Please speak to Andrea for more details. (You must seek independent financial advice before investing).

Autumn Collection now launched...

On the following 2 pages you will find details of 16 new developments / individual offers which coincide with the exhibitions.

We have a great selection in each of the 4 regions we cover, from Northern Croatia to Southern Montenegro, ranging from the first ever off plan development to be launched in Montenegro to 2 new exclusive releases in Dubrovnik and some great properties in Split and Istria. If you require any further information on any property listed please let us know. Otherwise, we hope to see you at one of the forthcoming exhibitions!

Concorde Travel Specials announced



We are please to announce the following October travel deals by our travel partner in Ireland, Concorde travel. To avail of the offers, please contact us or Concorde Travel directly quoting 'Dream Property Croatia Exhibition Special' to receive the offers.

Brac 8th October from Dublin

Hotel Pastura (4*) 7 Nights B&B €450
Including Flights, Accomodation and Transfers.

Hvar 8th October from Dublin

Hotel Slavija (2*) 7 Nights B&B €375
Including Flights, Accomodation and Transfers.

Dubrovnik 1st or 2nd October from Cork or Dublin

Hotel Adriatic (2*) 7 Nights B&B €450
Including Flights, Accomodation and Transfers.

Dubrovnik 7th or 8th October from Cork or Dublin

Hotel Splendid (3*) 7 Nights B&B €450
Including Flights, Accomodation and Transfers.

Montenegro 1st, 2nd, 7th or 8th October from Cork or Dublin

Hotel Mediterran (3*) 7 Nights B&B €360
Including Flights, Accomodation and Transfers.

Dubrovnik Specials

15th & 22nd October from Cork for one week

Hotel Splendid (3*) €499 Per person
Including Flights, Accomodation and Transfers.

16th & 23nd October from Dublin for one week

Hotel Splendid (3*) €499 Per person
Including Flights, Accomodation and Transfers.

Prices do not include €25 Airport Tax.
Pricing and availability is subject to change.



Montenegro Headlines



New Montenegro Golf

A British investment firm have recently announced the launch of a golf resort in Montenegro which will feature a 36 hole golf course and residential village. Set in over 350 acres, the Lake Skadar Golf and Country Club provides an exclusive residential development around a 36 hole golf course complex being the first in Montenegro and built to a championship standard. The resort is located in Inland Montenegro and approximately 15 minutes from the coastal resorts. For more information, please contact www.dreammontenegro.com.



Case study – Jo Sharp bought an apartment in Muo

“Having heard that Montenegro was the “new hotspot”, I wanted to buy a property that would be primarily an investment but also somewhere I could occasionally use. I booked a long weekend to Montenegro in June, and shortlisted a number of properties to view. I had very clear criteria – minimum 2 bedrooms, an older character property, with a great view and some outside space. My budget was €100,000. The day before I left the UK, Dream Property Montenegro (DPM) advised that 3 of my shortlisted properties were sold that week – I was heartbroken! I met with Ivana from DPM on the first day and was shown around 10 apartments in the Kotor area and although they were obviously good buys, they weren't quite right! Ivana assured me tomorrow was a new day and some new ones that I would like had just been added to the DPM books – but I was losing interest. I hadn't seen anything that I thought was a waste of time and knew I was being a difficult customer, but I just wanted to make sure it was right! I saw a fantastic house in Orahovac but with the needed renovation, it was just out of reach. Then, weary, at the end of a hot day, Ivana took me to Muo, just a short drive from Kotor. We walked into a stunning apartment. High ceilings, original features, 3 bedrooms and a sea view. I knew it was perfect - who cares if the bathroom and the kitchen were in need of TLC – that can be fixed! A little terrace out the back was ideal for those balmy summer evenings. It was perfect, under budget and I knew that if I didn't start proceedings now, somebody else would discover it tomorrow. I took Ivana's advice and arranged to meet with the seller and my lawyer the next morning. The seller brought the deeds and the lawyer drew up a pre-contract. On DPM's advice I'd brought a cash deposit so I was able to sign the pre-contract and tie in the seller there and then. I also signed a POA so that my lawyer could complete without me coming back over. I then spent the rest of the weekend sunning on a beach feeling very smug!

On my return to the UK, I liaised with Andrea in the UK office. I used a currency exchange firm that she recommended who were very helpful and we completed only 3 weeks later. I couldn't believe how much easier it was than buying in the UK, but to be fair, this was down to using a professional company who helped me every step of the way. And the best bit...since June, according to my research, my apartment has appreciated by more than 20%!”

To contact Jo and to discuss her buying experience, please ask any member of staff or contact any office and we will be happy to put you in touch.

Istria



Price From € 85,000 / From £ 57,000 **Location** Pineta

Pineta Apartments: A small development of one and two bed apartments (8 in total) is situated in the small fishing village of Novigrad on an elevated site in Saini (the newest part of Novigrad). Included will be a swimming pool and a parking space, and a management company will be put in place upon completion. Just 700m from the new marina in Novigrad and 10 minutes walk to the town centre, this development will appeal to both holiday makers and investors alike.



Price From € 111,000 / From £ 75,000 **Location** Porec

Istrian View Apartments: Only 3 apartments remain for sale in this commercial development (1 one bed and 2 two beds) - this development incorporates underground car parking with offices and shops on the lower floor with the apartments located on the top two floors. Built to a very high specification with wheelchair access and a lift to all floors these apartments are 100m from the sea and 200m from the old town of Porec. A great investment!



Price € 215,000 / £ 145,000 **Location** Kolombera

Villa Kolombera: Kolombera is a small quiet village situated near Visnjan, famous for its astro-nomic research and just 10km from Porec, the second most visited holiday resort in Croatia. An ideal place for those who want to live in a semi-rural environment but who also require access to a vibrant town close to the sea. Three stylish villas, (each site c 500m2) will have their own garden, BBQ and swimming pool and will be built to a very high standard. Consideration will be given by the developer to internal changes/suggestions of potential clients.



Price € 425,000 / £ 286,500 **Location** Vrsar

Villa Vrsar: A mediterranean stone-built house (approx.150 m2) in a beautiful location in Vrsar, Is-tria, situated on a hill facing south with a view of the harbour, and just two minutes from the beach and promenade. It has been completely renovated, using old beams and natural stone walls. There is an additional terrace at the back of the house for dining / barbeques which also affords a sea view. The property is for sale inclusive of all furniture and fittings. Price of € 425,000 includes a Limited Liability Company (a 'd.o.o.') which makes the initial purchase of this property tax free i.e. no RETT (real estate transfer tax).

Split Riviera



Price From € 87,840 / From £ 59,200 **Location** Okrug Gornji, Ciovo

Tudor Lane Apartments: This off-plan development, consisting of 8 superb apartments, is located just one minutes walk from the main beach on Ciovo, and a mere 3 minutes walk from the village of Okrug Gornji, with its many restaurants, cafe bars and shops. Just 15 minutes drive from Split airport, in a well established and busy tourist area, these will undoubtedly be one of the best investments as well as making great holiday homes. Expected completion date is September 2006.



Price From € 130,400 / From £ 87,900 **Location** Jelsa, Hvar

The Lavanda Resort: This amazing new off-plan development is located in the beautiful harbour town of Jelsa, on the world famous island of Hvar. Complete with swimming pool and landscaped gardens, these will make ideal holiday homes as well as sound buy-to-let investments. Hvar is said to be one of the most beautiful islands in the world, and is the perfect getaway for those wishing to sample the true Croatian lifestyle. Expected completion date is November 2006.



Price From € 118,500 / From £ 80,000 **Location** Businci, Ciovo

Businci Apartments: These modern apartments in the quiet and secluded area of Okrug Gornji are built to the highest standards using materials and fittings imported from Germany, and have amazing views looking out over the islands of Solta and Drvenik. Only 100 metres from the sea, 8 minutes drive from the town of Trogir and 10km from Split airport, this development focuses on quality and convenience. These 4 re-sale apartments come fully furnished to the highest standard. All apartments have a basement storeroom, and either external parking space or internal garage.




Price € 200,000 / £ 135,000 **Location** Split Old Town


The Riva Apartment: This amazing house is situated right in the centre of the old town of Split. As well as being a great chance for someone to enjoy the convenience and charm of living in the UNESCO protected old town, it's also a perfect property for rental, with a proven track record for rentability. Fully furnished, on 4 levels, it totals approximately 64m2 of living space. Just a short walk to the sea, and all local amenities, this is an opportunity not to be missed.

Dubrovnik

	Price From € 80,000 / From £ 54,000	Location Dubrovnik
<p>The Nuncijata Apartments: Exclusive pre-launch release. Exceptional prices! A chance to get into the most exclusive market in Croatia for just 80,000 Euro. The Nuncijata apartments have breathtaking views across the bay of Dubrovnik. Located 200 m from the sea and adjacent to the international passenger ferry port, the area is confirmed to receive a 200M euro revamp to include Parisian style boulevards and entertainment areas including casino and hotel complex. The development features a range of 1, 2 & 3 bedroom apartments with parking. Completion June 2007.</p>		


	Price From € 135,000 / From £ 91,000	Location Cavtat
<p>The Cavtat Bayview Apartments: Exclusive pre-launch release! 11 superior apartments in the most sought after area of Dubrovnik. Just 10 mins from Dubrovnik airport and 20 mins from Dubrovnik's UNESCO protected Old Town, these are the only apartments of this quality in this area. Being developed by a large international developer, they come with world class views, parking, and a pool. 5 min walk to the best beaches, hotels and restaurants. 1 and 2 bedroom apartments, 1 bedroom prices starting at 135,000 Euro. Completion date Autumn 2006.</p>		


	Price € 215 000 / £ 145,000	Location Old Town Dubrovnik
<p>Old Town – Apartment Ragusa: This fantastic apartment consists of 2 bedrooms, a living room, kitchen, bathroom and large hallway. Everything is well maintained and only requires a minimum amount of work to bring it up to date. Comprising of a total living space of 57m2, this is the perfect opportunity to own a property in one of the world's most famous cities, as well as being a great investment!</p>		


	Price € 120,000 / £ 81,000	Location Korcula
<p>The Garden Villa: This beautiful villa on the island of Korcula is only 160m from sea, with amazing sea views. Built on a plot of 414m2, with a parking place of 80m2. It has 4 separate apartments, 2 with terraces of 30m2 each. Surrounded by a traditional garden with fruit trees and flowers. Built in 1990 in an old stone style. Priced for a quick sale, this is an amazing buy on one of the most beautiful islands in the Adriatic.</p>		


JUST IN! FULLY SERVICED VILLAGE HOUSE SITES WITHIN 5 STAR RESORT €90,000 (£60,000)

Montenegro

	Price From € 68,000 / From £ 45,800	Location Prcanj
<p>The Katica Apartments: The first release in Montenegro by a European developer of 18 executive 1 and 2 bedroom apartments with panoramic views across the second largest fjord in Europe. Situated just 7km from the UNESCO protected Old Town of Kotor and close to cafes and restaurants, the apartments are just 50m from the sea and swimming area. The apartments are designed to European standards with large terraces, underground parking and pool. On site management will provide peace of mind that your investment is protected and the Katica Apartments are expected to provide significant appreciation and yields in the fastest growing tourism economy in the world.</p>		

	Price From € 65,000 / From £ 43,800	Location Orahovac
<p>The Olive Grove Resort: The resort is conveniently located mid way between Kotor Old Town and Perast, both superbly preserved UNESCO world heritage centres and just 40 minutes from Dubrovnik airport. Famed for the nearby 2nd century Roman mosaics, the nearby town of Risan offers a wonderful mix of culture, old and new. This modern development consists of a selection of studios, 1 & 2 bedroom apartments in resort type surrounds and finished beautifully in traditional stone facades and modern landscaping. The sea is less than 200m away. The resort consists of 2 pools, 1 for adults & 1 for children, and superb views (you won't be disappointed!).</p>		

	Price € 45,000 / £ 30,300	Location Kamenari
<p>Kamenari Lodge: Stone house in need of renovation, located in Kamenari, 300 metres from the sea, with fantastic views over the bay. 129 m2 of living space over three levels in a stone house. One third of the house is for sale. On the ground floor there are two large rooms, three bedrooms are on the first floor and an open plan attic. There is 70 m2 of garden that belongs to this property. It is structurally sound, needing only internal renovation/decoration.</p>		

	Price € 85,000 / £ 57,300	Location Prcanj
<p>Kotor View Apartment: Deal of the year. This fantastic large one bedroom 55m2 apartment has the best view imaginable from your own balcony. Located just 7km from Kotor Old Town. Complete with swimming platform outside the door. 1 bedroom, living area, kitchen and bathroom. Great price at 85,000 Euro. Needs renovation.</p>		