



We are a family-run business where you, whether buyer or seller, are not just a number. The personal contact is important to us and benefits both you and us. We have decades of local knowledge and are highly trained in all aspects of your property. In order to guarantee our full service constantly and comprehensively, we have limited ourselves for the time being to a specific region in the south of Sardinia. Our main coverage, includes the entire coastal area between the capital Cagliari to the Costa Rei. As well as the surrounding countryside.

Our core team:

**Marco Hansekowski introduces himself:**



About 25 years ago I came to this beautiful island of Sardinia as a German on business. Since then, my life has changed rapidly. I was lucky enough to find not only my new home, but also my Sardinian wife. After it was clear to us that we wanted to live together here in Sardinia, we turned our first common passion into a profession. We founded a diving school that is still running successfully today. We soon realised that we also had to offer accommodation for our guests. That's how we got in touch with the Italian real estate market for the first time. In the course of time, we were approached again and again by guests who were looking for their dream house on the island. Most of the time, lack of language skills and the complicated bureaucracy were an insurmountable hurdle. Very often we helped our guests, who are now happy and grateful homeowners on this sunny island of Sardinia. We were also increasingly approached by homeowners who were looking for buyers for their properties. It was always nice to see the sparkle in the eyes of the new proud owners. And thus the next passion was born.

The logical consequence to make this a profession was now obvious. In order to mediate in Italy apartments whether renting or sales mediation is a broker training with subsequent examinations before the Chamber of Crafts mandatory. So you can be sure that licensed and state-approved brokers know what they are talking about. Now nothing stood in the way of founding a company.

We soon realised that this alone was not enough. Prospective homeowners often feared that they would not be able to manage everything else even after the purchase. Bureaucracy and renovations were only two points that were considered difficult. Through further training and experience, we were able to quickly expand our field of activity in the area of property management.

**Antonia Angela Nieddu introduces herself:**



With Sardinian roots, I was born and raised in Switzerland. Already since my childhood I spent every summer in my homeland Sardinia to which it pulled me in the end completely. Besides being a trained interpreter and accountant, I mainly take care of the bureaucratic part in our company and I am available as a sworn interpreter.



#### ATTESTATO DI FREQUENZA

Visti gli atti di questo ufficio si attesta che il/la Sig/ra Hansekowski Marco nato/a a Rathenow (Germania)

Il 21.09.1973 ha regolarmente frequentato il Corso di Formazione Professionale tipo propedeutico per:

*Agenti d'Affari in Mediazione settore immobili e aziende*

Organizzato dalla Confesercenti Provinciale di Cagliari, ai sensi della Legge 3 Febbraio 1989 n° 39, così come modificata dall'art. 18 della Legge 5 marzo 2001 n° 57, in armonia con i principi stabiliti dalla Legge 21 Dicembre 1978, n. 845 e riconosciuto con nota n. 53013 del 30 novembre 2018 della Regione Autonoma della Sardegna, Assessorato del Lavoro, Formazione Professionale, Cooperazione e Sicurezza Sociale. Il suddetto corso è della durata di n. 120 ore, secondo quanto previsto dalla determinazione n. 5796 F.P. RAS del 30 novembre 2018

Prot. n. 44 del 18 APR. 2019





# Seaside Sardinia International

Seaside Sardinia International Real Estate Agency

Owner Marco Hansekowski

Via Sirio

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Especially in Italy, it is advisable or necessary to call on the skills of various professionals when purchasing your dream property.

The most important person here is of course the notary. Roughly speaking, the notary checks the ownership of the property at the land registry office and concludes the purchase contract with both parties.

In addition to the notary, the so-called “geometra” (surveyor/architect) plays an important role. He checks whether the property corresponds with the documents deposited in the land registry and the municipality. He surveys land and buildings to match the actual condition of the property. Unlike the notary, this is not mandatory, but highly recommended. Usually on behalf of the buyer.

The real estate agent is not only an important link between the different parties and the above mentioned persons but also an important control authority. He is also the only one who evaluates a property impartially. He takes care of the stress-free process from the viewing to the signing of the contract and, if desired, beyond. In Italy, real estate agents are specially trained and certified to do this.

In recent years, there is another new figure, the property manager (PM). Here one should urgently distinguish between PM with a real estate agent's licence and PM without this training/approval. Both can assist in the organisation, for example, purchase of a property. But in contrast to the pure PM, the real estate agent, as mentioned above, has undergone training and passed an examination at the Chamber of Commerce, has liability insurance and is allowed by law to take on several tasks that the PM without a real estate agent's licence cannot take on. For example, a pure PM is not allowed to mediate between two parties (e.g. when renting).

### **Why should you use a recognised and registered estate agent when buying a property in Italy?**

There are more and more people who would like to fulfil their dream of buying a property in Sardinia. To avoid this becoming a nightmare, we explain here some of the advantages of buying through an estate agent.

First of all, we would like to point out that most of the following information on the advantages only applies if you choose an estate agent with Italian training and a branch office. Why is this so? Unlike most other European countries, real estate agents in Italy must undergo training and then pass several examinations before the Chamber of Commerce. The training includes, among other things, property evaluation, contract law and building law. This might not be mandatory in other countries where, a simple registration without any training and examination is sufficient. Italian real estate law with all its aspects (land registry, cadastral office, contract law, etc.) is different from that of other countries. Here it is absolutely essential to have precise expertise. It should be noted that in Italy, licensed real estate agents are subject to numerous obligations during a transaction, which benefits the safety of both seller and buyer. In addition, all licensed estate agents in Italy are required to have professional indemnity insurance. Always ask to see the estate agent's licence. If you have already bought your property through an unlicensed agent, you are exempt from paying the commission, but you have no protection in case of mistakes or misuse. Unfortunately, there are also many unregistered estate agents in this area. Ask to see the licence and insist on the mandatory entry in the purchase contract that the purchase was made

through the estate agent who served you!

We would also like to address the aspect of costs. Many of our clients who are still undecided ask themselves whether the commission is an additional cost that can be waived. We can unequivocally deny this. On the contrary, the costs are usually higher without a reputable estate agent.

### **Here are the advantages of buying with the help of our real estate agency:**

- As an international agency, we speak your language. This way you avoid the interpreter and save the costs. It is obvious that especially when buying a property in a foreign country it is important to eliminate all misunderstandings.
- Uncomplicated purchase: We are already there for you before the purchase and take care of all the necessary administrative procedures required for a purchase: e.g. issuing the Italian tax number, possibly opening an Italian bank account, link between buyer/seller and notary. You avoid constant travelling back and forth. You save a lot of time and money.
- You buy your dream property at a fair price. Through our experience and training we are able to determine the actual market value of a property. Not only because we are committed to impartiality, we will not deprive this price from you, but because you deserve to be treated fairly. There are sellers who do not want to work with estate agents to achieve above market value prices. Your trust in us, saves you money.
- The building laws in Sardinia are complex. We inform you in advance whether you can carry out any alterations. We experience again and again cases that buyers have to realize after the purchase that they cannot reach their goal because the desired changes are not permitted.
- If you wish, we will also be happy to assist you after the purchase has been completed. A network of trustworthy, professional companies is at our disposal; whether it concerns the design of your garden or interior or exterior fittings. We are also happy to include your home in our holiday home brokerage. See Property Manager





Our agency has specialised in offering a wide range of services around your property, even after it has been purchased. It is irrelevant whether you bought the property through us or not. We speak your language and are always on site.

Property management is a broad field which we would like to explain here. To put it simply, we take care of your property as if it were our own, at your request and as defined by you. Especially in your absence this is an advantage. Possible language barriers, lack of local knowledge or contacts can be avoided in this way. Here are some examples of what property management can involve.

- Obtaining cost estimates for all conceivable work on your property. Whether renovation work or gardeners. We have a wide portfolio of trusted local companies or specialists with whom we have worked for years.
- Planning and supervising the work on your property. Through our years of building expertise and local knowledge, we have, at your request, a daily view of

the work to be carried out. We are in constant contact with you and document the work with photos or video. In this way, you have a continuous overview of the work even during your absence and you can intervene if necessary.

- Necessary official procedures can be carried out by us. Especially at the beginning there are a lot of things to consider. We are there at your side.
- House Sitting. We regularly visit your property and look after it. This way you will not experience any unpleasant surprises when you return to your dream house after a longer absence.
- House rental: As we are accredited as estate agents, we can extend our service to include acting as intermediaries between you and tenants. We have been renting out holiday homes to tourists for decades and are active in the tourism sector. So if you want to rent out your property, you have come to the right place.



Selling your property

If you decide to sell your property, we would be happy to be your partner in this process. It is in the nature of such a transaction that the sale of a property is not an everyday occurrence for everyone. In order to achieve the best possible price, to be on the right track legally and not to lose a lot of time unnecessarily, this is a good reason to involve a professional.

PDF Button

## **What are the advantages of offering your property through our agency?**

- Through an international network, there is a higher probability of finding faster a buyer for your property. Our agency is international. Besides the Italian market, we are mainly active in the German and English speaking countries.
- The sale of a property is usually very time consuming. Many viewing appointments can turn the sale into a marathon without a professional. We will gladly take care of this for you.
- Selling through a real estate agent is safer. We know the buyer in advance. We can provide you with information on the creditworthiness of the buyer and filter only really interested buyers. This is also done by asking potential buyers exactly what they are looking for.
- We evaluate their property free of charge and professionally.
- We organize the entire process to make the sale of your property as stress-free as possible for you and the buyer.
- Optimal presentation of your property. It is important to place a house correctly on the market and to present your property in a correct way at viewings. Our experience is your advantage.
- You have only costs at the conclusion of the contract which are quickly amortized by time gained and without effort, as well as optimal price.

Contact us today so that we can arrange an appointment tailored to your needs!

Information according to § 5 TMG

Sea Side Sardinia International Real Estate Agency

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Responsible for the content according to § 55 Abs. 2 RStV: Marco Hansekowski



Sardinia is always worth a trip. The right place to unwind and relax. Fantastic beaches, breathtaking mountain scenery and plenty of activities are just some of the reasons why you should come to Sardinia.

All you need now is accommodation. And you will find a large number of holiday flats on this dream island. But you should consider a few things. Book with a registered professional. Book with us. Unfortunately, there are also black sheep here. Holiday properties have to be registered separately. Agents in Sardinia must have a broker's licence and the associated liability. Don't risk anything, for a relaxed holiday. You can read more about this under the heading "Useful information".

We are always on site and therefore you have a contact person for all your needs during your stay!

We are currently renting out a number of interesting holiday homes in Kala é Moru (Germeas, southern Sardinia).

Available holiday home sizes are:

Bilo 2, Bilo 4, Trilo 5, Trilo 6, Quadri 6

The complex is located directly on the sea on one of the most beautiful coasts of Sardinia. The houses are 100-600m away from the beach or the diving school. The flats are functional and furnished according to the personal taste of each owner. All have an independent entrance and veranda, they are on ground level or on the 1st floor, some with garden. All accommodations have TV,. The distance to the beach (fine sand) is 100-600m. You can also book a diving course or a diving trip at the local diving school:

[Oceanblue Diving](#)















Please enable JavaScript in your browser to complete this form.

Name \*

Email \*

Phone \*

Street \*

Postcode/City \*

Country/Region \*

For which number of persons or beds? \*

- ☐ 2 Persons
- ☐ 4 Persons
- ☐ 5 Persons
- ☐ 6 Persons



Which additional services would you like to book? \*

- ☐ Bed linen
- ☐ Towels
- ☐ Child's bed

Which period? Further remarks? \*

Submit

Remark:

Arrival/departure – Saturday 17:00-21:00 /Saturday 10:00 ( other days by arrangement only). Arrival after 21:00 until 01.00 at the latest € 30,00 surcharge.

#### **Obligatory additional costs**

**Final cleaning:** Bilo 2/4 € 60,00 – Trilo 5/6 € 70,00 – Quadri 6 € 80,00. The kitchenette must be cleaned by the tenant, otherwise surcharge of € 50,00 .

**Booking fee:** € 50

**Weekly service charges:** Bilo2 € 50,00 – Bilo 4 € 70,00 – Trilo5/6 € 90,00 – Quadri 6 € 100,00 . Prices are per accommodation and include electricity, water and gas.

**Deposit:** € 150,00 will be refunded before departure, after handing over the accommodation, in case of departure outside the normal reception hours the deposit will be transferred.

(Please indicate when booking, as availability cannot be guaranteed on site).

**Linen:** Bed linen € 10,00 per person / set, towels € 10,00 per person / set (weekly change obligatory).

**Cot / extra bed:** € 40 per week

**Pets:** allowed, additional cleaning fee € 35,00

**Air conditioning:** air conditioning € 50 per week

**Parking:** available free of charge

This is just a small selection of the properties available to us. Please contact us if you have other ideas. We will be happy to help you find the property of your dreams. Please click on the image



Your dream property is not listed?

Then contact us and we will find the perfect dream house for you!



idealista



Villa mit 18.000 m2 Land

Maracalagonis /  
Cireddu

130 m2 + 375.000 € [Link idealista](#)  
45 m2



Villa con vista mare  
Villa with sea view  
Villa mit Meerblick

Torre Delle Stelle

91m2 380.000 € [Link idealista](#)



Grande villa a soli 300 metri dalla  
spiaggia  
Große Villa nur 300 m vom Strand  
Large villa just 300 metres from  
the beach

Torre Delle Stelle

170m2 460.000 € [Link idealista](#)



idealista



Palazzina nel cuore della Sardegna  
Haus (zwei Wohnungen) im Herzen  
von Sardinien  
House in the heart of Sardinia

120m<sup>2</sup>

137.000 € [Link idealista](#)



Villa con Piscina al Mare e Giardino  
enorme  
Villa mit Pool direkt am Meer und  
großen Garten  
Villa with pool right by the sea and  
large garden

213m<sup>2</sup>

750.000 € [Link idealista](#)

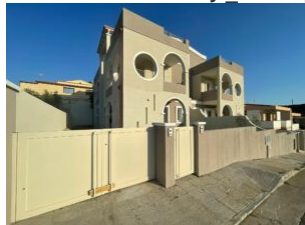


Casa indipendente con grande  
giardino  
Freistehendes Haus mit großen  
Garten  
Detached house with large garden

Quartu S.E. Flumini 124m<sup>2</sup>

190.000 € [Link idealista](#)

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Villa a schiera arredato nuova  
costruzione  
Traum Doppelhaushälfte  
geschmackvoll eingerichtet  
Beautiful semi-detached house

Villasimius

130m<sup>2</sup>

520.000 € [Link idealista](#)



Appartamento al Centro con due  
Abitazioni seperati  
Appartment im Zentrum mit zwei  
Wohnungen  
Apartment in the centre with two  
flats

Villasimius

90m<sup>2</sup>

330.000 € [Link idealista](#)



Villa a schiera con due  
appartamenti seperati e piscina  
Reihenendhaus mit zwei  
Appartments und Pool  
End-of-terrace house with two  
apartments and pool

Budoni

130m<sup>2</sup>

650.000 € [Link idealista](#)



idealista



Villa a schiera 300m dal mare  
"nuova costruzione"  
Reihenhaus 300m vom Meer  
entfernt „Neubau“  
Terraced villa 300m from the sea  
'new construction'

Solanas

42m2

325.000 € [Link idealista](#)

Please note our information in the section "useful information"

Here you will find everything you need for your dream property...

From purchase, to maintenance and rental, to restoration. And, we speak your language!

Our company offers this service mainly for the whole south of Sardinia. We will be happy to provide you with a personalised offer.

### Our offer includes the following areas:

- Organisation and inspection during the purchase or sale (also for third party properties)
- House sitting, control of your property during your absence
- Mediation of trustworthy companies, from gardeners to building contractors
- Building supervision by our own building experts
- Constant contact via all modern media guaranteed

### Why should you choose us? What distinguishes us from our competitors?

Buying a property abroad is always something special and raises legitimate concerns for many of our clients. On the one hand, we have made exactly these experiences ourselves and know where the stumbling blocks are and how to remove them.

Furthermore, after more than twenty years of living and working in this sector, we have

the best local knowledge. We know the differences in the international market.

**No abuse!**  
**Please be careful!**

**Persons who are not registered in the  
are not real estate agents in Italy  
real estate agents in Italy, are not entitled to  
commission. If you use persons or agencies  
who are not licensed and authorised, you may  
also  
you may also be subject to severe sanctions.**

