

HOME ADVANTAGE

*BARCELONA-BASED PARTNERS FINCAS EVA AND PEACE OF MIND
OFFER AN INCLUSIVE PROPERTY BUYING AND MANAGEMENT SERVICE
TO OVERSEAS CLIENTS KEEN TO INVEST IN THE CATALAN CAPITAL*



When establishing a company, it's crucial to choose the right name. For Daniela Gnecci, whose background lies in branding, this was a top priority when joining forces with Fincas Eva, a real estate company in Barcelona. As such, Daniela's new venture, offering pre- and post-sale services and property management to international clients, was aptly entitled Peace of Mind.

The companies' collaboration combines the experience of an established firm with the verve of a start-up. Fincas Eva was founded by Eva Lopez in 1984, and Daniela came on board in December 2012 to build its international division. A key aspect of this new venture, Peace of Mind oversees property searches and management for foreign clients with homes in Barcelona.

QUALITY SERVICE

"Eva and I are a good combination," says Daniela. "We both believe in quality service, and that's just what we provide." Originally from Milan, Daniela spent 20 years in customer services, branding and marketing in Milan, Berlin and London. Eva, on the other hand, has 30 years experience in real estate in Barcelona and is an expert in Catalonian property law – a strictly regulated sector that differs from the system in the rest of Spain.

"I love Barcelona," Daniela says. "There is such a high quality of life. We have the sea, good weather and friendly people. I know how appealing Barcelona is and how good the real estate market is here." Indeed, clients come

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from all over the world, including Europe, China, North America and the Middle East. "With our help, they can buy property here without having to arrange a thing," Daniela adds.

These responsibilities are exactly the kind that Peace of Mind takes care of, thereby removing the stress of maintaining an overseas property. "I bought a place in Barcelona while in London a few years ago, so I know how hard it is to manage the process from abroad," says Daniela. "You aren't on hand to arrange the Wi-Fi or to let someone in to do repairs, so you need someone you can trust to do that. And from a domestic point of view, it's wonderful to have the cleaning and shopping done before arrival."

Peace of Mind's services have quickly expanded to include full refurbishment and redecoration, as well as support in acquiring a Golden Visa.

PROFESSIONAL ADVICE

As part of a wide real estate network, Fincas Eva has access to over 90 local agencies. This enables the company to offer a range of properties from buy-to-let investments and historical buildings, to luxury villas and apartments, as well as hotels, farms and holiday resorts – all of which are available to view on the Fincas Eva website, along with the firm's extensive advice and information.

A separate branch of the collaboration's services provides professional business advice to clients. Stephane Gresoviac, who has worked at director level managing mergers and acquisitions at several international companies, supplies Peace of Mind's clients with business plans, investments and professional support for start-ups.

"It's one thing selling a property, but another understanding its potential. We make sure clients get the best advice, either from us or specialists, including lawyers and financial advisors," says Daniela. "We are a sole point of contact, but have an extended network of experts."

It's a reassuring approach that makes the traditionally difficult process of foreign property acquisition and management much smoother. Proving it's all in the name, Fincas Eva and its partner company, Peace of Mind, really do provide a stress-free, all-inclusive service. www.barcelonaowners.com

