



# IMPG

REAL ESTATE GUIDE

LIVING IN PARADISE  
NOW YOUR REALITY!

Muna Habash:  
Let's talk  
Real Estate!

EXCLUSIVE **ARUBA** LISTINGS:

**TOP DREAM  
RESIDENCES**

**2017**



ASSOCIATION OF ARUBAN REALTORS



# Muna Habash

Owner of MPG Real Estate Aruba.

## Welcome to MPG Real Estate

If you're considering an Investment in Aruba Real Estate, now is a great time to invest!

### It's a Buyer's Market on Aruba!

If you are in the market for a vacation retreat or a second home, there is no better time to invest in the real estate market on Aruba than right now. On average, Aruba's price per square foot of island paradise is roughly half that of other similar luxury Caribbean destinations, according to a recent New York Times article published in December of 2016.

Affordable real estate prices combined with Aruba's solid infrastructure and close ties to the Netherlands, more days of sunshine than most other Caribbean islands, its proximity outside of the hurricane belt, and low crime rate position the island as the premier location for your dream home.

There to assist you in every step towards your real estate purchase is the team at MPG, led by Muna Habash, a top real estate professional on the island. Ms. Habash has been featured in three real estate features in the New York Times, providing valuable insight and knowledge of the local real estate market.

Shares Ms. Habash, "Whether you are interested in buying or selling a house, condo, villa, commercial property, or land we can help. Our many years of experience in Aruba's real estate market, as well as our financing and professional networking, afford us the expertise and ability to give you the best professional advice—from financing to all legal paperwork and documentation—to successfully purchase your dream island home!"



MPG Publisher & Sales Department

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## A Bid in Paradise



Before an auction at the notary can take place there is a specific process in which a number of steps, as dictated by law, have to be completed. The notary can auction on behalf of mortgagor (in most cases a bank), a creditor with a repossession order or on behalf of the owner (voluntary auction). When the notary is instructed to hold an auction, a date is set. By law, the owner of the object must be informed (if the auction isn't voluntary), the items to be auctioned and special auction conditions must be published and usually there is an option for a direct bid. To go to auctions means extra costs, so it is favorable for all parties, the client, the owner of the auctioned property and the potential buyer, to find a solution before an item goes to auction. Usually, it is possible to make a (private) bid within a time limit set by law. Note that a private bid is not possible at an auction based on repossession. Though it seems an easy score at first glance, an auction can result in a less than the hoped-for result. Namely, there is no opportunity to inspect the property / object; in most cases only an appraisal report is made available to the buyer, there are several candidates who all want the best price and the client reserves the right to withdraw. If you are interested to bid at the auction, it is advised to do research or to enlist the help of an experienced professional, like a broker, to avoid disappointment. When making a (private) bid a valid ID and a banker's guarantee are required.

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### Step 1: Opening of the auction

The style of the auction in Aruba is "bidding and junction". This way of auctioning is so typically Dutch that the term "Dutch Auction" is used in English. Customary the notary opens the auction as the auctioneer. He explains how the auction works, and that the course of events will be documented in detail per item in a deed, reads the special auction conditions and tries to warm the public for the first part of the auction, the bidding war.

Notariskantoor Yarzagaray & Partners

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Opening hours on businessdays: 08:00 - 12:00 & 13:30 - 17:00

### Step 2: Let's start bidding.

Of each object, the notary gives a brief explanation and an overview of the cost and minimal bid. The auctioneer asks the audience to bid above the starting bid. Anyone can bid or make a higher bid by raising their hand. The person with the highest bid is called the bettor. His or her bid is referred to as the 'opening bid'. After the release of the highest bid (adopted after the usual "once, twice, we have a bettor" and a stroke of the hammer of the auctioneer), the notary, will add the information of the bettor to the deed.

*"Most people associate the word auction with an auctioneer and hammer calling the final bid on antiques or a garage sale to the highest bidder:*

*An invaluable collector's item for a true bargain.*

*A notary can also hold auctions. Usually these are registered properties such as houses, land or ships."*

### Step 3: The Dutch auction

During the second round, the notary will name an amount (well) above the starting bid. The notary reduces the amount gradually until it reaches the starting bid. The final bid is reached if someone in the audience calls "mijn" (mine in Dutch). It is entirely possible that someone other than the bettor calls this round; it all depends on how much

someone is willing to pay. If no one calls this round, the property is ceded to the bettor.

### Step 4: After the auction

After the auction the creditor reserves the right during the first business day until 17.00 to not accept the bid. When the bid is too low the creditor may decide to keep the object anyway to sell it in a different way. Hence the person making the bid (bettor or miner) isn't automatically the new owner.

If there are no concerns the notary draws up a deed transferring the property to the new owner.



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

**Cumana 77H, Santa Cruz**



**Cozy Home!**  
Well situated and maintained. Nice open layout of kitchen, living/dining. Laundry room, fully air-conditioned, fenced with open car garage.  
**Bedrooms: 3 / Bathrooms: 2**  
**Apartment: 1 with separate entrance.**  
**Lot Size: 546 m<sup>2</sup> / 5,875 sq.ft**  
**Build Up Size: 167 m<sup>2</sup> / 1,797 sq.ft (property land)**  
**\$ 239,000. Afl. 425,420**

**Noord 98K**



**New Home!**  
Close to the high rise hotels and beaches. Open lay out of kitchen, living/dining. Covered patio in the back and laundry room  
**Bedrooms: 3**  
**Bathrooms: 2**  
**Lot Size: 400 m<sup>2</sup> / 4,304 sq.ft**  
**Build Up Size: 152 m<sup>2</sup> / 1,636 sq.ft (Long Lease Land)**  
**\$250,000 Afl. 450,340**

**Boegeroi 36K**



**Spacious Home!**  
This home has a great potential and plenty of space in the back to build a large swimming pool or apartments. Close to the high rise hotels and beaches. Laundry room and fully fenced.  
**Bedrooms: 3**  
**Bathrooms: 2**  
**Lot Size: 800 m<sup>2</sup> / 8,608 sq.ft**  
**Build Up Size: 142 m<sup>2</sup> / 1,528 sq.ft (property land)**  
**\$250,000 Afl. 450,340**

**Wayaca 133**



**Nice Property!**  
Spacious home with a nice covered patio. The home has a great potential when upgraded. Fully fenced in good residential area.  
**Bedrooms: 3 / Bathrooms: 3**  
**Apartment: 1**  
**Lot Size: 944 m<sup>2</sup> / 10,157 sq.ft**  
**Build Up Size: 543 m<sup>2</sup> / 5,843 sq.ft (long lease land)**  
**\$285,000. Afl. 507,300**

**Tumba 54, Eagle Beach**



**Nice home A walk to the beach!**  
Spacious home with a European kitchen with granite counter top. Fully air-conditioned and fenced with alarm system Maids room, closed automatic car garage, BBQ and bar area.  
**Bedrooms: 3 / Bathrooms: 2½**  
**Apartment: 1 / Maids rooms: 1**  
**Lot Size: 812 m<sup>2</sup> / 8,737 sq.ft**  
**Build Up Size: 426 m<sup>2</sup> / 4,584 sq.ft (Long Lease Land)**  
**\$295,000 Afl 525,100**


**Beatrix Straat 12, Oranjestad**



**A walk to the beach!**  
Six apartments of one bed room. Fully furnished and equipped, balconies, land scape garden, fully fenced and well maintained. Excellent investment.  
**Bedrooms: 6**  
**Bathrooms: 6**  
**Lot Size: 550 m<sup>2</sup> / 5,198 sq.ft**  
**Build Up Size: 360 m<sup>2</sup> / 3,874 sq.ft (property land)**  
**\$640,000 Afl. 1,139.200**


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**Villa Opal 132, Salina Cerca**



**Luxury Living!**  
Two story with partial ocean view. This villa is located on one of the most prestigious estates, minutes away from the beaches and hotels European Kitchen, large living area, landscaped garden and sweeping drive way, covered patio area, and a pool. Fully furnished.  
**Bedrooms: 4 / Bathrooms: 4**  
**Lot Size: 600 m<sup>2</sup> / 6,458 sq.ft**  
**Build Up Size: 270 m<sup>2</sup> / 2,906 sq.ft**  
**Swimming pool. (property land)**  
**\$ 680,000 Afl. 1,210.400**

**Villa Esmeralda 103**



**Brand New modern!**  
Complete attention to detail is apparent throughout with the solid wood entrance door to the generous pool with Led system outside, with the home's open floor plan and volume ceilings inside with Porcelain tiles. Modern Kitchen and open layout. A must see!  
**Bedrooms: 4 / Bathrooms: 5**  
**Lot Size: 704 m<sup>2</sup> / 7,575 sq.ft**  
**Build Up Size: 226 m<sup>2</sup> / 2,432 sq.ft**  
**Swimming pool. (long lease land)**  
**\$ 682,000 Afl. 1,213.960**



Beautiful solutions for a better  
comfort and quality living



**Villa West Punt 25**



**Magnificent!**  
 Very spacious with open lay out of European Kitchen, large size of living/dining area. Covered patio, BBQ area, fully air-conditioned and fenced with maid's quarters.  
**Bedrooms: 5 / Bathrooms: 5**  
**Apartment: 1**  
**Lot Size: 840 m<sup>2</sup> / 9,083 sq.ft**  
**Build Up Size: 603 m<sup>2</sup> / 6,488 sq.ft**  
**Swimming pool. (long lease land)**  
**\$ 750,000 Afñ. 1,335,000**

**De La Sallestraat 31**



**Great for bed & Breakfast!**  
 Two houses and one apartment with extra lot to build 6 apartments. Very well situated and can be entered from the front on the main road or the back of the property. Fully fenced with alarm system.  
**Bedrooms: 5 / Bathrooms: 4½**  
**Apartment: 1**  
**Swimming pool.**  
**Lot Size: 1,683 m<sup>2</sup> / 18,109 sq.ft**  
**(property land)**  
**\$ 780,000 Afñ. 1,388,400**

**Villa Mesa Vista #3, Tierra del Sol**



**Golf Course Tranquil Villa!**  
 One story villa enjoy the full landscaped garden with lovely outdoor dining and sitting area. European kitchen with granite counter top and office room.  
**Bedrooms: 3 / Bathrooms: 2**  
**Swimming pool.**  
**Lot Size: 900 m<sup>2</sup> / 9,684 sq.ft**  
**Build Up Size: 300 m<sup>2</sup> / 3,228 sq.ft**  
**(long lease)**  
**\$ 740,000 Afñ. 1,415,100**

**Villa Koyari 36E, Noord**



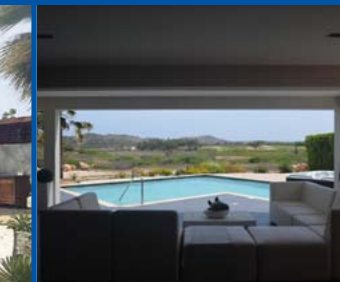
**Modern Living!**  
 2 story villa Perfect for bed & Breakfast Very spacious and modern with 2 living rooms and Ocean sunset view. European kitchen, covered patio. It is in the rental program for short term.  
**Bedrooms: 6 / Bathrooms: 6**  
**Apartment: 1, Swimming pool.**  
**Lot Size: 642 m<sup>2</sup> / 6,908 sq.ft**  
**Build Up Size: 299 m<sup>2</sup> / 3,217 sq.ft (Long Lease Land)**  
**\$ 950,000 Afñ. 1,691,000**

**Sabana Libre 28, Noord**



**Great Business Opportunity!**  
 minutes' drive to the high rise hotels and beaches. Excellent investment for bread and breakfast, small hotel or short term or long term rental. The main house consists of 3 bedrooms, 2.5 bathrooms, living, dining, kitchen and a large covered patio, Gazebo and a BBQ area. 2 apartments of 2 bedrooms, one bathroom, living/dining and a kitchen with a separate entrance.  
**Bedrooms: 7 / Bathrooms: 7 / Apartments: 5**  
**Lot Size: 3,454 m<sup>2</sup> / 37,165 sq.ft**  
**Build Up size: 600 m<sup>2</sup> / 6,456 sq.ft (property land)**  
**\$ 975,000 Afñ 1,735,500.**

**Mesa Vista 52, Tierra del Sol**



**Luxury Villa on the Golf Course!**  
 Very modern and tastefully decorated. European kitchen with open lay out of Living/dining area. Covered patio with BBQ area. Floor to ceiling glass windows.  
**Bedrooms: 3 / Bathrooms: 3½**  
**Swimming pool.**  
**Lot Size: 869 m<sup>2</sup> / 9,350 sq.ft**  
**Build Up Size: 297 m<sup>2</sup> / 3,196 sq.ft**  
**(long lease land)**  
**\$ 1,300,000 Afñ. 2,314,000.**

**Villa Malmok 35**



**A Walk to the Beach!**  
 Modern Villa recently renovated. Spacious kitchen, living/ dining are. Alarm system with cameras. Covered patio with granite top bar.  
 Plenty of space to build more apartments.  
**Bedrooms: 5 / Bathrooms: 4**  
**Swimming Pool.**  
**Lot Size: 1,643 m<sup>2</sup> / 17,679 sq.ft**  
**Build Up Size: 342 m<sup>2</sup> / 3,680 sq.ft**  
**(long lease Land)**  
**\$ 1,300,000 Afñ. 2,492,000**

**Villa Salina Cerca 25**



**Exquisite Living!**  
 Marble flooring, finishing touches, solar panels, intelligent lighting system. Outdoor kitchen and patio. Landscape garden with a drip system. 2 automatic closed car garage, laundry room. Walk in closets, spacious garden. Fully fenced.  
**Bedrooms: 4 / Bathrooms: 5 / Apartment: 1**  
**Maids room / Swimming pool.**  
**Lot Size: 1378 m<sup>2</sup> / 14,827 sq.ft**  
**Build Up Size: 551 m<sup>2</sup> / 5,929 sq.ft (long Lease land)**  
**\$ 1,500,000 Afñ. 2,670,000**

COMMERCIAL  
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**Guayaba Str. 22, Dakota**



**Spacious ware house!**  
 with one apartment.  
**Lot Size: 472 m<sup>2</sup> / 5,057 Sq.ft.**  
**(Long Lease Land)**  
**\$ 225,000 Afñ 400,500**

**Amandel straat 3, Dakota.**



**Ware House!**  
 Six ware houses with parking space, and 2 bath rooms in.  
**Lot Size: 650 m<sup>2</sup> / 6,994 Sq.ft.**  
**(Long Lease Land)**  
**\$ 365,000 Afñ 649,700**

**Juliana Str. 14, Oranjestad**



**Ocean View 2 story Boutique Hotel.**  
 A walk to the beach and down town Oranjestad.  
**Bedrooms 7 / Bathrooms 7**  
**Fully furnished.**  
**Lot Size: 400 m<sup>2</sup> / 4,304 sq.ft**  
**Build Up Size: 550 m<sup>2</sup> / 5,918 sq.ft**  
**(long LeaseLand)**  
**\$ 1,400,000 Afñ. 2,492,000**

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**Ocean View Boutique Hotel**  
Consisting of 13 luxurious rooms was designed by Venezuelan architect, Oscar Enrique Bracho Malpica. Each room of the hotel has its own territorial spirit, highlighted by its simplicity and elegance. Housekeeping, Mini Bar, Personal Safe, Air conditioning, Hot water, LCD flat Smart TV 48", Bose alarm clock with bluetooth, Customized Robes and slippers, Luxurious Bathroom, Showers with private outdoor deck, Deluxe SPA Bvlgari Toiletries, Buscaglione Espresso Machine, Personalized attention, Breakfast is included with your stay and Elegant tote bags for pool. It is an ongoing business with excellent reviews and nothing like it on the island.

**Bedrooms: 13 / Full Baths: 13  
Partial Baths: 4  
Lot Size: 1,400 m<sup>2</sup> / 15,387. Sq.ft  
Build Up Size: 1,430 m<sup>2</sup> / 15,387 sq.ft  
(long lease land)**

**\$ 9,500,000 Af. 16,910,000**

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Coral Pyramid Building, Oranjestad



**One of a Kind Luxury Two Story Ocean View Penthouse!**

luxurious quality finishing and design lay out. High ceiling are among the characteristic of lavish penthouse accompanied with open roof top and a private outdoor terrace and infinity edge swimming pool. Open layout out of spacious living/ dining and European kitchen, family room. On the second floor a studio apartment with fully equipped kitchen, bath room, laundry room and a terrace. Dazzling views from every room with double glass windows, UV and heat repellent, marble floors. Exterior design: Coral stone, two private elevators, armored doors Italian technology and design. Fully air-conditioned, three private parking... JUST MAGNIFICENT!

**Bedrooms: 4 / Bathrooms: 5  
Build Up Size: 694 m<sup>2</sup> / 7,467 sq.ft**

**\$ 3,800,000 Af. 6,764,000**

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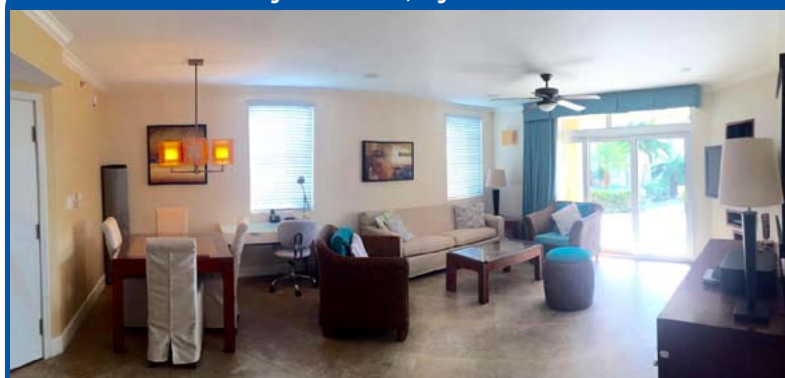
Wacamaya Residence, Rooi Santo



**Private Residence with a pool!**  
Second floor condo of 1 bedroom and 1 bathroom fully furnished with a balcony. Close to the high rise hotels and beaches.

**Bedroom 1  
Bathroom 1  
fully furnished  
Size: 80 m<sup>2</sup> / 861 sq.ft  
\$ 219,000 Afl. 398,820**

The Residences at Divi Village & Golf Course, Eagle Beach



**Luxury condo!**  
Ground floor, Fully furnished and equipped, offering a full range of amenities and swimming pools with private parking, restaurants, fitness center, security and much more.

**Bedrooms 2  
Bathrooms 3  
Size: 127 m<sup>2</sup> / 1,367 sq.ft  
\$ 645,000 Afl. 1,148,100**

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The Residences at Divi Village & Golf Course, Eagle Beach



**Resort Living!**  
Second floor condo fully furnished and offering a full range of amenities and swimming pools.

**Bedrooms: 2  
Bathrooms: 2  
Size: 122 m<sup>2</sup> / 1,313 Sq.ft.  
\$ 690,000 Afl. 1,228,200**

The Residences at Divi Village & Golf Course, Eagle Beach



**Spectacular condo!**  
Fully furnished and equipped on the ground floor, with 2 private patios. This resort offers a full range of amenities including three freshwater swimming pools, three restaurants, spa, modern oceanfront fitness center, activities desk, water sports, and more. Dining options include Mulligans—a casual semi-open air restaurant with an eclectic menu and views to the golf course; and Windows on Aruba, a fine dining restaurant rated among the best on the island.

**Bedroom 2  
Bathroom 3  
Size: 147 m<sup>2</sup> / 1,582 sq.ft  
\$ 748,000 Afl. 1,331,440**

Oceania Residence 224, Eagle Beach



**Ocean View Luxury Condo.**  
This luxurious condo has 3 balconies with spectacular views of the Eagle Beach. The Oceania Residences have 24/7 security, secured parking area, fitness center, sauna, children playroom, tennis, 3 swimming pools, a social club and fine dining nearby.

**Bedroom 3 / Bathroom 3  
Size: 195 m<sup>2</sup> / 2,098 sq.ft  
\$ 825,000 Afl. 1,468,500**

Blue Residences, Palm Beach



**Ocean View Condo with balcony.**  
Fully furnished with all the luxury facilities.

**Bedrooms: 3  
Bathrooms: 3  
Size: 150 m<sup>2</sup> / 1,614 Sq.ft.  
\$ 879,000**

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The 7 Seater Hyundai Santa Fe

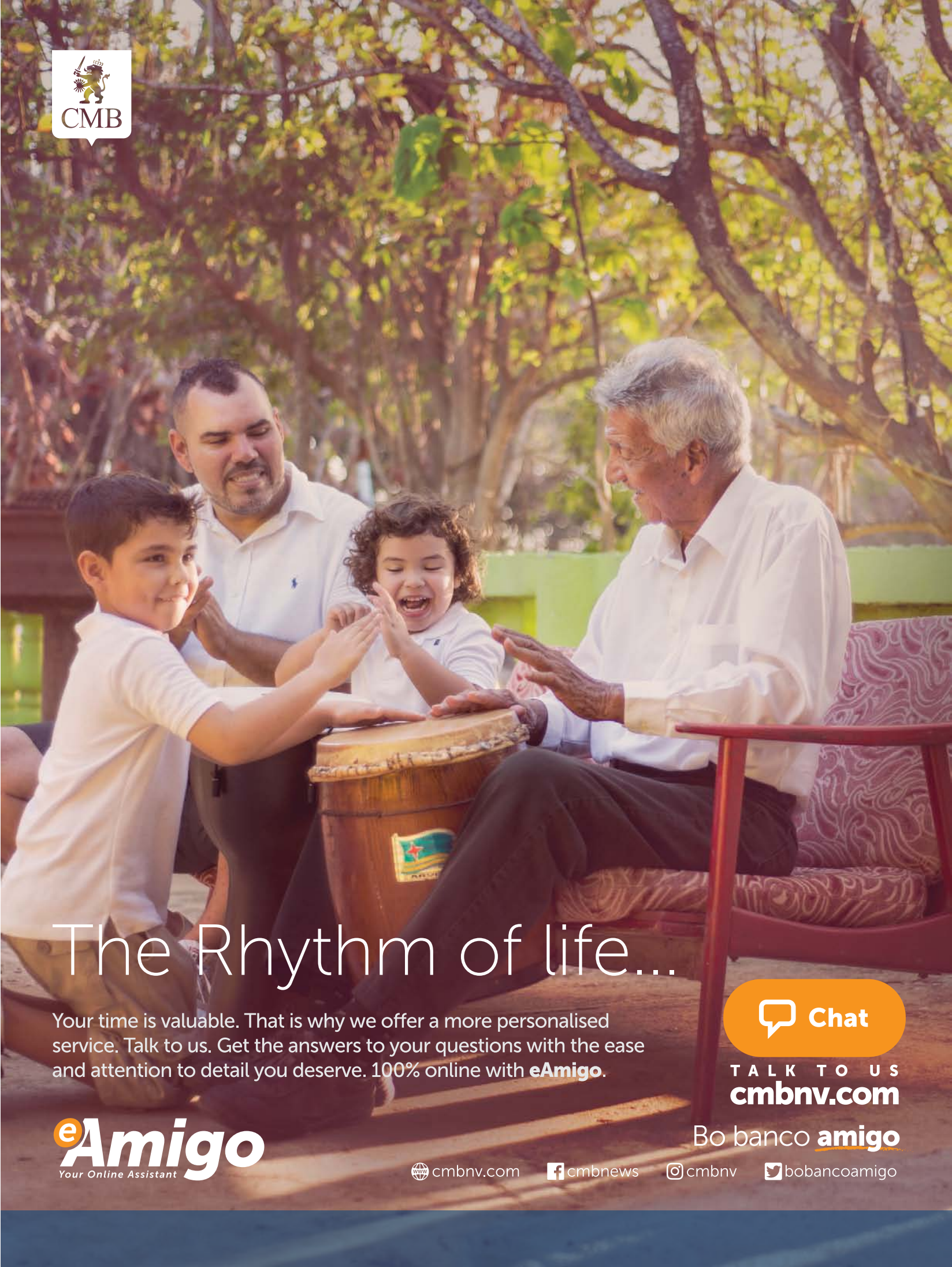
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