



Vino Tinto, Villas and Sailing: Spanish Tales and Villa Sales

Eugenie C Smith

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Vino Tinto, Villas and Sailing is the continued account of Eugenie and Brian's lighthearted adventures afloat along the coast of Spain. During their travels, Eugenie reflects on a career in the overseas property industry of the 1980's and 1990's - the business that made these nautical adventures possible. Starting out in Florida, the entry into this market is short lived and she sets out to find new contacts in the fledgling industry. Soon, she takes up the challenge to market property in and around the town of Nerja in the beautiful Costa Tropical area of Spain. During the early formation of the company, Brian and Eugenie combine sailing in the Mediterranean with showing villas to clients in the beautiful countryside. Soon, however, the demands of the competitive Spanish property market take over Eugenie's life; with Brian working full time as an engineer, she struggles to keep pace. Eugenie deals with a diverse and often bizarre clientele whom she accompanies to Spain on trips to inspect villas. Alcoholics, spinsters, misers, and time-wasters all demand her attention in the heat of the sultry Spanish summers. Eventually, it becomes too much - Brian quits his job and joins Eugenie to do battle in the sun. There are many fond tales, and affable people too, in these cheery recollections. A treasure for lovers of travel and Spanish life, Vino Tinto, Villas and Sailing is a delightful glimpse of the early days of Spain's property boom, uncovering the Andalucían magic that motivated so many people to seek a new life abroad.

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