

Heritage for Sale

Have you always dreamed of living in a windmill? Are you looking for a church to live in or to set up office in? Or would you rather have a castle with a moat?

If this is what you are looking for, then 'heritage realtor' Jan-Willem Andriessen is the one to turn to. He is the only one in the Netherlands who specializes in the sales of 'monumental' - both in terms of size and in terms of historical value - and other unique objects.

Andriessen became interested in what he calls 'heritage real estate' when he became involved in the restoration of the

They seldom find it in their portfolio and, understandably, are more focused on selling 'standard' houses. Furthermore, most realtors only work locally, while this is a national - and even international - market." This is also evident from his clientele; Andriessen's company Redres is often discovered by Dutch expats while they are still abroad - in faraway places, such as Jakarta or Siberia, for instance. But of course, also people who already live in the Netherlands.

Groot Poelgeest, an outdoor estate in Koudekerk aan den Rijn, is one example of the more than 150 estates that Andriessen has on offer on his website. The prices vary from € 375,000 for a small church in Enschede, Overijssel, to a penthouse in a fort - Fort Steurgat in Werkendam - to almost € 4,000,000 for the most spectacular country estate in the

Netherlands: Het Reigersnest (The Heron's Nest) in Oostvoorne, a unique estate in the style of the Amsterdam School (an expressionist style of architecture that enjoyed a relatively brief, but nonetheless very productive - particularly in Amsterdam - period of popularity in the early 20th century).

These past months, Andriessen has sold a number of very special objects. The uniqueness of the buildings he gets to sell never ceases to amaze him. And this is what motivates Andriessen most: "I sometimes visit monumental estates in which the very elderly owner still uses a wood stove for cooking." It certainly is not a market for 'quick deals', he assures: "Both the sellers and the buyers are impassioned, assertive people. The buyers who approach me are often extremely successful business people whose career has provided them with the means to realize their dreams - such as buying an estate."

An added bonus for Andriessen is that his knowledge of special places makes him popular among location scouts working in the television and film industry: "Say, they're looking for a spooky castle, or a gloomy dungeon. They know where to find me! And for me it's a piece of cake; I know plenty!"

For more information on castles, forts, county estates and more, visit www.redres.nl.



19th-century house while studying building engineering at the Technical University of Delft. After he graduated, he worked as developer, among others for a company that focused on the redevelopment of industrial heritage. During this period, he found out that the buildings' owners often had a hard time finding buyers. At the same time, people who were interested in buying this type of real estate didn't know who to turn to. Andriessen saw a market niche: "Regular real estate agents generally don't know what to do with this type of property.