Peter Parfait's Hot Property Alert

THE HOME OF Bargains

OCTOBER 2007

Property World

A Life-Changing Success Story Where Everybody Wins

I receive a great deal of correspondence from readers detailing the success they have achieved with their property investments, many of which have been sourced through this organ. Always good to hear from you and I trust you go from strength to strength. Most of this communication I just keep to myself, but there's one piece of news I wish to share with you, because it's such an amazing project, and one that I've had faith in ever since it was brought to my attention.

Indeed, it isn't often I see a development opportunity that I know immediately is a winner. But, as regular readers may recall, that is exactly what happened back in January 2006, when I heard about a big marina and golf course residential development planned for Long Island in The Bahamas. What attracted me, apart from the development master plan itself, which included a championship golf course, marina, spa and hotel complex, was the integrity of the people behind the project. I rather liked them. Oh, and the unusual way in which they had decided to fund their purchase of the site, by allowing others to get in on the action at ground floor level. I could see that they had something exceptional on their hands, were not greedy, needed external help, and were perfectly willing to share the rewards with all those who assisted in the realisation of the endeavour. And that really is the best attitude to have.

Peter Parfait in Thailand, contemplating buying a beach (negotiations continue). But he has brought back a present – see page 3 – that's crazy-cheap and only 7 months off completion.

In short, the developers, RUFO Investments Limited, exchanged contracts in December 2005 to buy the land for the new development (then called Stella Quays, if you remember, but now re-named Port St George) from a group of German hoteliers who have been on the Island for almost 40 years and were looking to retire. They paid a substantial deposit on the purchase of not an altogether insubstantial 950 acres, which included some 350 building plots, about 330 of which already have the equivalent of outline planning permission for residential development. Although only a small section of the 950 acres, this was a valuable commodity. The developer's plan was, and still is, to finance the purchase of the site for Port St George by selling the residential plots before they have to complete their own purchase in December 2007. Clever stuff, I thought. And so I decided to publicise this opportunity to my readers.

Buy A Bahamas Plot Off-Plan And Get A $160,000 Right-To-Buy For … Free!

The deal on offer to buyers of those plots was an obvious winner. The 330 plots were being offered at *substantial* discounts from their expected value once planning permission for the new development was obtained. But, the real winner was that buyers were offered a "Right to Buy" into the proposed adjoining new development at way below market value, provided permissions were forthcoming. So, the worst case scenario, if planning permission was refused, was that buyers had a very inexpensive plot, with planning permission, on a gorgeous Bahamian island with Atlantic beaches to one side and Caribbean beaches to the other. The pace of life is slow and stress-free there, with smiling friendly locals who genuinely welcome tourists. Crime is virtually unheard of, to the extent that those retiring hoteliers don't even hand out keys to their rooms!

The upside, presuming planning permission *was* granted, was the same piece of land <u>plus</u> an opportunity to buy another plot in the new development at about <u>one third of value</u>. I looked at the comparables at that time and plots on other Bahamian Islands, similar to those being offered under the Right-to-Buy scheme at $320,000, were priced at $950,000 and upwards. I just couldn't see how it was *possible* to lose, and I said so when I first alerted readers in January 2006. And a good many of you bought plots, and I congratulate you on your foresight.

Well guess what? Permission for Port St George *was* granted in June 2007. No announcement has yet been made in The Bahamas because there are, of course, conditions attached to the permission which must be complied with before it can be implemented. But the permission is <u>in place</u>, I know that for sure, because I've seen the paperwork. I've also spoken to the developers and they are already well on the way to complying with the conditions and expect to have them all dealt with in the next few months. The expectation is that the development will be announced with a big splash in The Bahamas in late October.

Those of my readers who bought in the early stages of this project already know that they have made a great investment. One reader I know of bought a plot in April 2006 for $51,000 which is now valued at $130,000, a 155% increase in under 18 months. In addition he has a Right-to-Buy document that entitles him to buy a plot in Port St George at something approaching $700,000 <u>below market value</u>. His Right-to-Buy option, for which he paid absolutely *nothing*, is assignable. So, he can sell it, if he prefers not to invest further. A brokerage has been set up, completely independent of the developers, for the sale of the Right-to-Buy agreements, and these are already changing hands for sums up to $400,000. If he wanted to, this chap could sell his Right-to-Buy, be $349,000 up on the deal and *still* own his $130,000 plot, which would stand him at nothing! All in 18 months and for a stake of only $51,000, which these days, at over $2 to the pound, is little more than twenty-five grand.

So, all of you who did take my advice back in January 2006 and buy in early should be feeling pretty pleased with yourselves. And it only goes to show that taking a bit of a gamble and getting in early really is where the greatest rewards can be had. (Not that this was much of a gamble, actually.) But more than anything, this illustration reminds us that it's not taking risks that counts, it's all about taking *action*. Not just dreaming, but *doing*.

I'm not telling you all of this to marvel at my instincts for a good opportunity. I'm telling you because there is actually still a great chance to get involved at the stage one, ground floor, level. Read on …

A Second Chance To Be An Earlybird

The developers have sold most of the 330 plots they need to sell to fund their land purchase, but there are still 30 or so remaining available and there is *still* a chance for my readers to get one of the very last Right-to-Buy agreements. All of the smaller plots are now sold and everything currently available is a minimum of a third of an acre. The lowest price plot available, as of my recent conversation with the developer, was $137,500 and a typical plot is about $220,000, but all remaining plots have permission for not one, but <u>four</u>, dwellings. But that's as little as £17,500 per building plot unit. I've just paid £150,000 for a third of an acre single-unit plot in Shropshire, and there's no sun-drenched tropical beach locally, or so I've noticed. And I imagine the nearby garden centre sells more leylandii than coconut palm (not that I've been in, obviously).

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In the developer's own words: "There is no doubt that the very best deals went to those who got in early. They got the lowest plot prices and the best Right-to-Buy offers, but that's because they got in when the risk was highest. Our early purchasers bought before we'd even applied for planning permission, much less obtained it.

"It is those early Right-to-Buy agreements that are commanding prices of $400,000. The Right-to-Buy agreements we are offering now are not so generous, although a plot in the Port St George development can still be secured for $320,000, which is the lowest price we've *ever* offered. We understand that the Right-to-Buy agreements we're currently offering, if immediately placed for sale, would be priced at between $120,000 and $160,000, although the brokers do charge a 10% commission for selling them. But you're paying *nothing* for it!

"Of course, we're constantly asked why we'd sell a plot for, say, $200,000 and give away a Right-to-Buy which could be sold for $160,000. For us it's about the bigger picture. We set our stall out 21 months ago to sell just over 300 plots to fund our land purchase and that's what we're still doing. Those sales ensure we can fund our land purchase without recourse to borrowing and that puts us in an incredibly strong position going forward.

"We shall own the land for Port St George free and clear. In addition, the off-plan pre-sales which will be generated by the Right-to-Buy agreements will amount to about $130,000,000. That is comfortably more than the estimated cost of the infrastructure for the whole development. So, the Right-to-Buy sales, even though they are at a very low price, are of real value to us. Once the infrastructure is in and the Right-to-Buy sales complete, we will be left with around 75% of Port St George remaining for retail sale and *nothing* owing to the bank.

"Basically, our original plan of selling 300-odd plots in order to fund our purchase is working, so why should we change it? If our stage-one purchasers make good money along the way, then that's great news as far as we're concerned. We've always believed that they would and we've always believed that they should. In effect, even though what our purchasers are buying is land, they are also our venture capitalists in a way, and we've always considered that they should be rewarded accordingly.

The result of doing it the way we are is that we're getting what we want and we have 300 happy clients out there saying good things about us. Surely that has to be a good thing."

Indeed it is a good thing, and I love their attitude to this project, their respect for clients and the generous way in which they're dividing the spoils of this project. It's not like there's not enough to go round! Other developers I could name, but won't (suffice to say we don't feature them) couldn't give a toss about their customers, only their customers' bank accounts. Bad developers are only interested in the money, talk about "punters" and try to "close" sales by "telling them whatever they want to hear". The kind of people I promote, including RUFO Investment, don't operate like that.

And I think in great part due to their attitude, their plan is really coming together spectacularly well. They're even getting lucky.

When I first heard about it, the developers were buying the local airport as part of the deal and had budgeted for improvements to the facility. Since then, the Bahamas Government has bought the airport, carried out improvements at state expense and promised more to come. Meetings have taken place with the national carrier, Bahamasair, who are committed to commencing direct flights from Florida, which will make the development even *more* attractive to the US market. The Bahamas Water & Sewage Corporation have purchased a site local to Port St George and will be putting in a brand new reverse osmosis plant to supply fresh water to the development, again something the developers had budgeted for doing themselves.

Negotiations are currently underway to ensure that the golf course has top design and a very high profile signature, as well as management by one of the top international companies. Similar standards are being applied to the design and management of the marina and dialogues are ongoing with top-brand hotels as well.

The people behind this project are open, honest and happy to answer any question you care to fire at them. I have found them to be nothing other than sincere and genuine. They send out regular updates to their customers regarding progress with the development and hold 'update meetings' to which all buyers are invited, and at which the guys running the development are happy to take questions from the floor. That degree of openness is very, *very* rare.

I said back in January 2006 that I had looked hard into this project and as far as I could see it was *impossible* to lose. In September 2007 I have looked hard again, and the same still applies. I suggest grabbing one of those last 30 plots while you still can.

(By the way, the developers will even take your original plot back in part exchange against a plot in the new development, and if you buy a plot for more than $250,000 you get two of those Right-to-Buy agreements!)

You don't have to, of course. You can pass by this opportunity again. But don't come complaining to me when in two years' time I update you with news that several dozen readers have made half-a-million-or-so dollars profit from doing … well, pretty much naff-all, really. This is your second bite at the cherry. That is not something usually afforded to us. I don't know how much more proof it is possible to provide before everyone sees this as a risk-free, win/win scenario for all concerned.

More information can be obtained from **Meredith Drynan** by e-mail on **meredith@bahamaspropertyinvestments.com** or by calling **07967 385590**.

But you should be quick, because there are only 30 plots remaining, and they'll go *fast*.

Good luck with your property investment decisions this month. There's a lot to choose from in this issue. And you won't find a more genuine and reliable selection anywhere. My favourite deal of them all? It has to be the villas I visited recently on Koh Samui (see opposite page). £136k for a detached, beautiful, superbly-finished, ready-next-May property in a tropical paradise! £136,000? That's … just …. *crazy*-cheap. I can't buy everything; it's just not possible. But if I could, I'd buy *all* of those. If someone did, this time next year they'd be sitting on retirement money.

Peter Parfait

EDITOR'S CHOICE – Best Finance Deal

I've recently been in correspondence with many of my readers who are seriously interested in buying into our recently-featured Ras al-Khaimah deal (see September's issue), but require mortgage finance, which is not yet available. Well now it is!

Because there's more than one way to skin a cat, if banks in certain countries are not up to speed enough to lend, then developers are. Effectively, the developer borrows money against their assets to lend to you to help you purchase their property. Everyone wins.

Ras al-Khaimah Marjan Island Studios – Now From Only £7,000 Down!

David Bostock writes: "I am very pleased to announce an extraordinarily special purchase package direct from the developer, Mr Frank Khoie. Together with the 3 payment options I brought to you recently, there is now a 4th, which I consider to be the best of the bunch:

- 15% downpayment
- 15% in 6 months
- 70% developer finance on completion over 5 years, or converted to a bank finance scheme for a longer period

This has got to be the investor's package of the century! Remember, these are the features of the development:

- Island Location (like The Palm in Dubai)
- Totally 'tax free' environment
- Direct views of marinas, island bays or beaches
- Studios for as little as £47,000
- Rental potentials of 10% to 15% - a *very* conservative figure
- Capital appreciation of between 15% to 20% - a *very* conservative figure
- Only 30% to pay over the build, and the rest over 5 years or long-term finance
- Oh, and I forgot to mention … all-year sunshine, too!
- Studios: £47,000 to £58,000
- One Beds: £78,000 to £96,000
- Two Beds: £122,000 to £141,000

This gives a 20% reduction on payments over the build time from the previous payment options, until completion, by which time there will be further banks involved offering 10-year or 15-year terms on the 70% payable."

It really does sound like a great deal to me, and makes it much easier for investors.

For much, much more information, site plans, layouts, colour images and graphics of the whole development, contact: **David Bostock** on **00 971 4 3387376** or mobile **00 971 50 8736196,** email: **david@firstoffshoremanagement.com,** website **www.firstoffshoremanagement.com.**

EDITOR'S CHOICE – DEAL OF THE MONTH
Tropical Detached Villa - 32% Discount, Saving Up To £70,000, Ready Next May

I've just come back from a summer's travelling, the last port of call being Koh Samui, Thailand. Naturally, I have brought you back a present. But there are only **5** units, so you have to be quick. And they go up in price by 24.2% very shortly, and even that's a discounted price off the full value, thus actually saving 32%. I don't make these figures up: I research them.

I know it to be true, because I've just come back from stomping around the beautiful properties. You can see the photos of my trip at: http://www.flickr.com/photos/12714958@N04/sets/72157601873456590/detail/

Peter Parfait outside the Bophut Residence showhome at the end of August, stunned by the quality of the build and fantastic value-for-money.

It's called Bophut Residence, on the north (and best) part of the delightful island of Koh Samui, Thailand, in the Gulf of Siam. They are supposed to be sold out, but I was desperate to bring you something back and so we went through all the paperwork, and 5 people have not yet paid their deposits. So they're available.

Then came the negotiation, and you can have one for as little as £136,000. Honestly, this is *staggeringly* good value, compared with *anywhere* in the world, and they're on the jewel in Thailand's crown, and located in the best bit of it. AND they're beautiful and huge. AND they'll be finished by May of next year, ready for the summer season. Here's the detail:

Bophut Residence, Koh Samui, Thailand — Facts:

- Off-plan, 2-bed detached villa for an amazing **£136,000** (rrp £198,500)
- You **save £62,500** (32%)
- Off-plan 3-double-bed detached villa for an unbelievable **£145,000** (rrp £215,000)
- You **save** as much as **£70,000** (32.5%)
- Remember that the rrp's are also off-plan prices!
- The developer will guarantee the exchange rate at 67 baht (Reuters spot 65.3)
- Completion due next May (6 months ahead of schedule!) ready for next summer
- 11.3% yield is expected (based on only 55% occupancy)
- 10 minutes from Samui airport
- Best part of Koh Samui, which is the best part of Thailand
- Only 20% deposit required
- Full use of Asia's unique Themed Destination Resort facilities adjacent
- Absolutely *amazing* value

I LOVE these villas! They're *wonderful*, and beautiful, and the finishing is *superb*. These are all luxury villas with their own pools and landscaped gardens. The development is conveniently located in a tranquil setting close to Fisherman's Village, Bophut, in the north of the island, which is *amazing*.

Koh Samui is Asia's Hot Spot, offering *stunning* investment fundamentals, with a near 52-week season, 70% occupancy rates, and property prices on the island averaging year-on-year growth of 20%. The most favoured area for investors is the northern peninsula. Bophut is the most exclusive beach, due to the famously boutique Fisherman's Village, which boasts an amazing variety of bars, boutique shops and restaurants. This helps to draw in the island's upper-end tourist market, together with the wealthy expatriate population and Hong Kong banker set. There really *isn't* a better location; I've been there twice and explored the whole island.

Bophut Residence comprises 46 detached, luxury 2-bed and 3-bed villas and is due for completion next May. All the properties in this gated community come with private pools and tropically landscaped gardens. It has its own reception area, restaurant, clubhouse, tennis courts, and affords spectacular views, plus the advantage of state-of-the-art management and rental facilities. Similar comparable units in Bophut are being sold for £283,000, many of them situated over 3km from the beach, whereas ours is only 1km.

Very Important Additional Benefit & Added Value: As well as being near to the Fisherman's Village and the beach, owners and guests will also receive a VIP pass entitling them to use all the facilities of the same developer's adjacent Himmapan Beach Resort. Himmapan is a proper 'themed destination resort', and set to become them very best such resort in South-East Asia. I've met with the developer, Andy Moore, and know what's coming, so this bit is *really* exciting. This will be a fully integrated resort of the highest quality that you have full access to; an unashamedly five-star development offering a myriad of entertainment options unrivalled in Asia. Himmapan will feature a 600-metre lake and water garden set within a tropical forest, with beach frontage and an array of bars, 14 restaurants onsite, swimming pools with a 10' wave machine for surfing, a water-sports centre with jet-skis, Scuba and sailing, 3 spas, a professional racquet and tennis club, a bowling alley and cinema, a high-class nightclub and children's activity centre. And this will be on your doorstep! Just think what that will do to property values and rental prices!

Local rental rates for similar villas as Bophut Residence are quoted at £180 per night (and that's reasonable), with occupancy up to 70%. Even at 55% occupancy, owners can expect yields of over 11%. The projected value for completed Bophut Residence properties is £250,000.

Development & Investment Highlights:

- Ideally located within Koh Samui's renowned 'Golden T riangle'
- Spectacular views over the island's glorious mountains
- 10 minutes from Samui airport, with all the island's main attractions and its best beaches on your doorstep
- Koh Samui enjoyed 1.2m visitors last year, with a near 52-week season
- Average occupancy on the island is 70% and rising; a five-star destination
- Detached villas with their own sun terrace, landscaped tropical gardens and pools
- Gated community, communal clubhouse with bar/restaurant
- Villa owners/tenants will have full access to Himmapan's facilities, including the same cutting-edge Opera & Fidelio management and lettings system
- Income yield at 11% based on only 55% occupancy
- Finished value of our villas conservatively estimated at **£250,000**
- Off-plan list price is £198,500-£215,000
- **Our purchase price is only £136,000 and £145,000** – ***crazy cheap!***
- The website address is **www.bophutresidence.com**

If you want one – and you should – then quick-as-you-can, contact **Far East Property Solutions** direct and speak with **Scott** or **Lisa** on **01634 733166**. This has to be handled on a first-come/first-served basis. I suggest you call immediately. Best regards,

Peter Parfait

PS. If you'd like a personal view of the location and the development, then you can always call my friend and colleague **Barry Russell** direct on **07710 368375**.

STOP PRESS! Barry Russell and I shall be travelling out to Koh Samui in October, November and December, to show investors and potential investors around all the development sites. If you would like to accompany us, then email your interest to Barry (B.Russell@Fareps.co.uk) for a full list of dates.

West Coast Apartments, Koh Phangan, Thailand – Mortgages Available! Now From Only £39,000 Down!

From the same trusted and respected company as above, but where this time there is finance available of 50% of the purchase price.

West Coast Apartments has been designed to capitalise on the increasing demand for high-end holiday accommodation on Koh Phangan (the island next to Koh Samui). High investment yields and serious capital growth.

The project is a small boutique complex of 24 apartments located in an absolutely prime position just 500 metres from one of the best beaches on the island and will offer the most luxurious accommodation in the area. Market analysis of current room rates suggests that initial net yields will be in the range of 11%-14%. Visit the website at westcoastapartments.net.

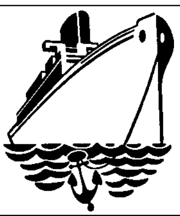
Financials

- One-bed apartments of 72 square metres with a fixed price in sterling of £78,000 (no currency risk)
- Two-bed apartments of 104 square metres, with a fixed price in sterling of £105,000
- Non-status capital & repayment mortgage for a fixed-term of 15 years at a fixed interest rate of 7% for the term with a 50% to loan value

Easy Payment Schedule

£500 non -refundable reservation fee	(ASAP to secure unit)
15% payable at signing of contracts	(4-6 weeks on receipt of the above)
15% payable at foundation level	(Jan/Feb 2008)
20% payable at roof height	(June/July 2008)
Balance on mortgage	(Nov 2008)

For further information, contact **Far East Property Solutions** direct and speak with **Scott** or **Lisa** on **01634 733166**.



Buying Property Abroad. The Highs, The Lows, The Benefits, The Fun & The Profits

The Full Monty In Beautiful Brazil: Off-Plan in Fortaleza: 55% Below Market Value Lakeside Townhouses With Private Beach Over 40% Of Your Investment Returned To You Offshore "Nest Egg" Savings Option

This is one of the most exciting and innovative overseas investment opportunities available anywhere. It's Brazil, which, as I'm sure you know, is a current hotspot.

55% below market value is hard to beat in anybody's book - it's an excellent way of building in the profit at the front end. In addition to the massive discount, this deal is an exceptional total package: spacious lakeside townhouses, an exciting option to double up, nearly half your money back in rental income, high capital appreciation, a unique savings plan, personal usage, superb facilities and returns, an exclusive club, exotictr opical location, and a private beach.

Our initial release of 26 units sold out within 48 hours. However, we have secured the first 20 units on the final phase for *HPA* readers, at the bargain price of only £66,200.

We are absolutely delighted to be able to bring you this exclusive deal. These townhouses are 38% larger than the initial units, have an added bathroom and represent truly exceptional value.

Pre-Off-Plan in Fortaleza: 55% Below Market Value

What kind of overseas property package can £66,000 buy you these days? Well, how's this for starters…

- A complete lifestyle change
- Life membership of a private health club and spa
- Capital growth of 20% per year on your investment
- Guaranteed minimum 41% of your investment returned to you
- 50/50, no upper limit income option
- Offshore "nest egg" savings option
- Three weeks free vacation accommodation every year in an exotic location with a tropical climate
- Discounts at a 5-star Balinese-style international cuisine restaurant
- Comprehensive annual health and wellness check - free of charge
- Lifetime discounts on a full range of health, beauty, holistic and cosmetic surgery treatments
- 10% commission on above as a marketing agent
- Exclusive use of gym, tennis, jogging track, swimming pool
- Full range of on-site water sports including wind and kite surfing, skiing, swimming and fishing
- Pure spring water from a natural local source, free of charge
- Fingertip access to modern communications including satellite TV, VoIP and high speed internet
- Permanent citizenship for yourself and family (if required) in Fortaleza
- Use of brand new "designer" 2-bed, 4-bath townhouse with spectacular views
- And, oh yes, nearly forgot; you get to keep the townhouse. It's yours, freehold!

In addition, yourpr operty has a huge outdoor rooftop terrace. Presumably because the award-winning architect thought you may just want to spend a little time up there overlooking the pristine freshwater lake, private beach and tropically landscaped gardens in which your investment just happens to be located.

Your lakeside townhouse is less than 10 minutes from Morro Branco, one of the best beaches on the entire Ceara coast. The nearest town, Beberibe, is just 5 minutes away and is tipped to become the region's "St.Tropez".

And, last but by no means least; the property is being sold at a remarkable off-plan discount of 55%.

A Thoroughly Comprehensive Investment And Lifestyle Package

Make no mistake; this is not simply another property deal. This is the Full Monty. It is a thoroughly comprehensive investment and lifestyle package. It's unique.

Beberibe is a fishing village where the wealthy locals live. A major 5-star hotel has put down roots here and a golf development is set to follow. Luxury beach homes and up-market lakeside retreats abound.

This exclusive private resort, located in a prime position on the shores of the region's largest lake, offers the very latest concept in luxurious tropical living. Boasting 300 metres of palm-fringed private beach, where azure lake waters gently lap the soft white sands, Nexusworld Resort and Spa totally immerses you in the midst of tropical life. Facilities include spa, fitness, leisure and health care facilities, tennis, swimming pool, water sports, jogging track, alongside a Caribbean style restaurant, grill and beach bars.

Exclusive Offer For *HPA* Readers

This limited release comprises just 20 spacious and stylish lakeside properties which are currently available exclusively to *HPA* readers for a limited period only. And, at the off-plan price of only £66,200 for a 2-bedroom, 4-bathroom, 166sqm townhouse, they're an absolute steal.

A very hot deal in the current hotspot of Brazil starting with a massive 55% below market value.

That's just £399/sqm, compared to the average in the area of £839/sqm - a massive 55% discount to market value. The true value of your investment is therefore £148,404.

Capital appreciation in NE Brazil is running at 25% per annum. So, assuming even a conservative 15% increase per annum, by the time you make your final payment in 2 years time, the property will be worth £203,000. That's an incredible 307% capital growth.

Gains of this size are possible in emerging markets – you just have to make the right choices.

Why This Is Just *Such* A Great Deal

Nexusworld is a well-established and successful private Brazilian company whose main business interests encompass anti-ageing, cosmetic surgery and immigration services. Their clients travel from worldwide locations and they are rapidly running out of accommodation space in Fortaleza to house them. And that's where you come in! Basically, you are being cut in on the deal because your lakeside townhouse investment will help provide the funds to construct a brand new out-of-town resort and spa.

To ensure rapid uptake and success, you get a superb deal at a rock bottom price, Nexusworld get their additional accommodation, whilst their clients get to recuperate in a totally relaxed tranquil, purpose-built environment. Everyone wins!

You couldsell on completion and even after all costs, you could still pocket well over £100,000. Somehow though, we don't think you will, because here's the really amazing part - the final icing on the cake.

Income Option

Nexusworld will contract to lease back the property from you for 6 years and pay you back 41% of your investment - net! There are no overheads or maintenance fees whatsoever to pay for 6 years. With a constant influx of year-round clients, their business is not seasonal.

Offshore Nest Egg Option

All rental income will be accumulated in a high interest offshore personal savings account and repaid to you as a lump sum after 6 years. Again, no maintenance fees are payable.

Double Up And Watch Your Investment Rocket

The purchase of 2 semi-detached units creates a palatial, fully-detached, 4-bed, 8-bath villa. There are endless possibilities - Rent half and keep half, flip half and rent half, flip half and keep half, leaseback both and sell in 5 years, keep both... whatever suits you.

Payment Details

For a deal *half* as good as this, most developers would insist on 100% cash - up front. Nexusworld again break the mould. With stage payments, an escrow facility *and* a refundable deposit, downside protection is excellent, which makes this deal not only fantastic, but also extremely safe.

An initial payment of £3,625 secures your lakeside townhouse (and instant equity of £68,500.)This covers both the arrangement fee and a €1,000 deposit, both of which are refundable. Investors can then choose their plots in the order in which reservation cheques arrive.

The first release of 26 properties flew out in pairs within 2 days. We have secured another 20 but they won't hang about, so please get in touch today.

Stephen Davies

Further Research: To reserve an off-plan, lakeside townhouse (or two) without delay, contact **Stephen Davies** on **01709 889686** or **07917 654411** or via e-mail on **sd@ascl.biz** or visit **www.exoticbrazil.info**.

Greece: Are Investors Missing A Trick?

Why Invest In Greece?

In a recent article by Homes Worldwide, Greece was noted to have received a double boost - first from the increase in the number of flights to the island from the UK, and second from the prestigious Blue Flag Awards where Greece took second place just after Spain.

With a growth of around 4.4% in the last quarter of 2006, compared to the European average of 2.7%, Greece is now one of the fastest-growing economies in Europe. Since joining the EU in 1981, the economy has benefited from EU grants and assistance packages to finance major development projects. Current EU infrastructure grants will see the country receiving more than €20bn. The *Scotland on Sunday* newspaper reported Greece as "the word that ought to be on investors' lips".

"There is an overcrowded summer vacation market argument for France, Italy and Spain. Greece commands a 10% market share of the Mediterranean tourist industry. This by no means translates into a comparable figure for the purchase of summer vacation homes by foreigners. According to the data, Greece has sold just 50,000 homes to foreigners in the last 12 years, compared to 4 million units on the Iberian Peninsula. Some 10 million summer vacation homes have been sold in France, Spain, Italy, Portugal, Turkey and Cyprus. So, Greece's problem is not the lack of demand from northern – and increasingly eastern – Europeans, particularly the Russians. The country's biggest problem is that it does not have enough of the product to satisfy the demand. To be more specific, Greece does not offer enough modern summer vacation houses in organised housing complexes in wonderful areas complete with all the facilities and easy access to nearby hospitals, airports and ports." - Excerpt taken from Kathimerini, the Greek English newspaper.

Why Crete?

Amongst all the islands in Greece, Crete probably attracts the most attention. Property prices on the island of Crete are set to rise steadily over the next few years due to the strong tourist trade and potential for development on the island. There are plans to introduce direct flights to the island throughout the winter season - which will greatly increase the number of visitors during the off-peak season - as well as plans for many new golf courses to be built, which is always a sign of affluence in any area. Historical data shows that Crete has experienced strong capital growth of 15% year on year since 2000. This is expected to continue unabated for the foreseeable future.

Choose Crete As Your Next Investment Location: Nothing To Pay For 3 Years!

Investors Provident are pleased to present you with the opportunity to purchase a luxury apartment or villa on the beautiful island of Crete. The exclusive development consists of 84 apartments and 4 villas and is due to complete in July 2008.

Eleonas is located in a stunning olive-covered hillside with spectacular sea views and within walking distance of the beach. The development is only 10 minutes' drive from the Venetian harbour town of Rethymno – the tourist hub for the region. An excellent investment package is on offer:

- 15% instant equity based on National Bank of Greece valuations
- Costs paid for 3 years, incl. mortgage payments, service charge and utilities
- Full furniture package included
- Solicitor's and notary fees paid
- Purchase tax paid
- Financing of up to 85% available (STS)
- Excellent capital growth potential
- Fully managed rental pool with free use for apartment owners

Extremely Limited Pre-Launch Units Available

A very limited number of units are available pre-launch and are expected to sell out quickly. Prices start from only €109,000 (approx. £74,500) for a fully furnished property. NBOG valuation was 15% higher.

Further Research: For more information, or to reserve your unit, contact **Investors Provident** via e-mail on **info@investorsprovident.com** or on **0870 1999 859**or visit **www.investorsprovident.com**. Please quote *HPA*.

Black Sea, Bulgaria: The Benefits Of Building Your Own Property By Serge Maton Of EU Property Portfolio

The Bulgarian Black Sea coast has recently become afast-gr owingdestination for holiday and property investment thanks to its good location, climate and low cost of living. Bulgaria joined the EU in January 2007 and is set to receive about €10 billion to improve itsinfrastr ucture. Combine the current low property prices, a strong growing economy, a stable currency and the arrival from low cost airlines, and property prices are set to continue to grow at a steady pace.

We believe that land with planning permission in selected areas offers the highest growth and profit potential as there is a wide discrepancy between (i) the cost of land and construction costs (approx. €350-400/sqm / £240-270/sqm)and (ii) selling prices of new-build villas (approx. €800-1,200/sqm / £545-815/sqm) as costs of labour andbuilding materials are still very low.

Buying your own land plot and building your own property can be very lucrative in Bulgaria – these plots are ideally located being only 3 miles from the Black Sea and only 34 miles from the Varna airport.

In addition, thereis a limited supply of land in good locations, and Bulgaria is in the process of implementing a land protection programme to prevent over-development, making it harder and more costly to obtain planning consent in the future.Land is also a hassle-fr ee investment with no maintenance and historically, in Western Europe, land prices have increased faster than house prices.

Freehold Plots For Sale: Starting From £7,350

Wear e currently selling a number ofplots withplanning consent,situated close to three golf courses and a marinawhich is under development in the seaside municipality of Kavarna. The plots are for sale at €16/sqm (approx. £10.80/sqm). Each plot has its own freehold title deed and planning consent to build a detached villa.Plot sizes range fr om 692/sqm to 1,120/sqm (0.17 to 0.28 acre) and prices start from £7,350 per plot.

Three PGA-rated, 18-hole golf courses designed by world-class players Ian Woosnam and Gary Player are currently under development just outside Kavarna and are due to be completed and open in 2008.The marina is being redeveloped and extended with a view to attracting yachts and sailboats. Kavarna is also the venue for concerts by popular bands in the summer.

The plots are located 5kms (3.1 miles) from the Black Sea, in the municipality ofKavarna and 55kms (34.1 miles) north fr om the airport of Varna.

Planning Status Of The Plots

The plotsar e *regulated*, i.e.they haveplanning consent to build a villa/house in accordance with guidelines for the region (40% of the land can be built, maximum height 10mor 30ft.) with swimming pool and garage.

Serge Maton

Further Research: For more information, please contact **Serge Maton** at **EU Property Portfolio** on **020 7435 6910** or via e-mail on **info@eupp.co.uk** – please quote *HPA*.

Regatta Ridge, Great Exuma, The Bahamas: Freehold Plots From £35,200

Regatta Ridge offers you a truly affordable way to achieve capital appreciation *and* a fabulous lifestyle on Great Exuma, The Bahamas.

A very limited number of quarter-acre, freehold building plots are still available on a first come first served basis. All have mains water, electricity and telephone services. These plots have been voted by the Wall Street Journal as "*one of the top five hottest properties in the Caribbean*". Each plot has outline planning permission granted in perpetuity for one family home and can be purchased with a 25% deposit and 60 equal monthly repayments based on 9.9% pa interest. Prices from $71,500 (approx. £35,200) to $149,500 (approx. £73,700).

The Development And Location

A beautifully landscaped entrance will welcome investors to this highly desirable hillside community, set in 20 acres overlooking the magnificent azure blue and emerald green waters of Elizabeth Harbour and the new elite Crab Cay development. Visit www.crabcay.com.

With an independent and stable government, traditional common laws derived from its former status as a British colony and the most sustainable economic expansion in its history, a fact validated by Moody's Investor Services and the International Monetary Fund, the Bahamas is witnessing substantial growth and investment. Much of this growth is focussed on Great Exuma, the jewel of the central Bahamas which has enjoyed unprecedented investment in recent years.

It is the Bahamian island of choice for the recently completed Four Seasons Resort at Emerald Bay and phased construction projects at the luxury gated community of February Point. Both these projects feature world class amenities such as a Greg Norman golf course, a luxury spa, European-style casino, fabulous pools and beaches, tennis courts and marinas. All these facilities are available to Regatta Ridge property owners (so those owners who develop upon their plot).

Whether you're looking to purchase for investment or for your own personal lifestyle, Regatta Ridge represents a truly affordable choice in a stunning location.

Further Research: To make sure you secure the plot of your choice contact **TC** on **01978 710077** / **07974 308743** or via e-mail on **tcbee@btinternet.com**.

DIAMONDS

Property Magnates. Entrepreneurs' Stories, Their Systems & Secrets Of Success

Why Mortgages Matter When Investing Overseas by Jonty Crossick of Ready2invest

In the sophisticated financial world we live in there is all manner of debt – both good and bad.

Those of you who've been following the recent volatility in the world's financial markets will know that the catalyst for this turbulence was America's sub-prime mortgage market. Given the trouble that has flowed from them, many of these loans can safely be labelled 'bad'.

When buying overseas, international mortgages should generally be considered a good thing. This article is designed to teach you how to successfully navigate the world of mortgages and help you decide whether to borrow at all, how much to borrow, and where to borrow from.

Use The Force

Quite simply, mortgages can make you money. Your returns can be much higher if you buy with a combination of cash and mortgage, rather than cash alone.

Buying with a mortgage is called leveraging. When you use a lever the same force will give you a greater output. In property, the mortgage is the lever and it allows you to make a better return on the cash you put in.

Imagine you buy a £100k property and its price rises by 30% to £130k. If you'd bought with cash, your profit when you come to sell would be 30% (£30k/£100k). However, if you'd bought with a £30k deposit and a £70k mortgage, your profit would be 100% (£30k/£30k).

The Power Of Leveraging

100k cash purchase	30k growth

Cash purchase
30% growth = 30% profit
Turning 100k into 130k

30k deposit	70k mortgage	30k growth

Cash purchase with 70% LTV mortgage
30% growth = 100% profit
Turning 30k into 60k

Of course there are costs which we haven't included (transaction costs, servicing the debt etc.) but the huge difference in returns outweighs these. If you want to make more money, leveraging by taking out a mortgage is the way to do it.

Taking The Risk Out Of Currency

Fluctuations in the exchange rate can affect both the principal (the money used to purchase the property) and the payments you make to service the borrowing.

First, let's deal with exchange rate risk and the money used to purchase.

When you come to sell your property you can find that the exchange rate has moved against you and the capital gains profit has been eroded. Taking out a mortgage acts as an insurance policy against this possibility.

If sterling rises against the foreign currency after you've bought, your profit margins will fall; but the effect is much more pronounced when you buy with just cash. Say your capital gain is 30% and sterling rises by 30%. Buy with all cash and your profit is nothing. Buy with 70% mortgage and 30% cash and profit is 54%. (See below for a closer look at the figures).

Sterling Rises After You've Bought

	70% Mortgage	Bought All Cash
Purchase Price in Euros	€150,000	€150,000
Deposit %	30%	100%
Deposit in Euros	€45,000	€150,000
£/€ exchange rate on purchase	1.50	1.50
Deposit in £	£30,000	£100,000
Sale price in Euros	€195,000	€195,000
Less mortgage in Euros	€105,000	€0
Net Proceeds in Euros	€90,000	€195,000
£/€ exchange rate on sale	1.95	1.95
Net proceeds in £	£46,154	£100,000
Profits in £	£16,154	£0
Return on capital	54%	0%

And by the way, if the currency moves in your favour (so if sterling falls after you've bought), a mortgage acts as a wealth accelerator. If your capital gain is 30% and sterling falls by 30% your profit margin increases to 200%, as the below table shows.

Sterling Falls After You've Bought

	70% Mortgage	Bought All Cash
Purchase Price in Euros	€150,000	€150,000
Deposit %	30%	100%
Deposit in Euros	€45,000	€150,000
£/€ exchange rate on purchase	1.50	1.50
Deposit in £	£30,000	£100,000
Sale price in Euros	€195,000	€195,000
Less mortgage in Euros	€105,000	€0
Net Proceeds in Euros	€90,000	€195,000
£/€ exchange rate on sale	1	1
Net proceeds in £	£90,000	£195,000
Profits in £	£60,000	£95,000
Return on capital	200%	95%

So, this moves us onto the question of why you should arrange any mortgage in the currency that you earn. This relates to the second element of exchange rate risk, when movements in currency can affect the amount of money you need to find to service the debt.

If repayments to your foreign denomination mortgage are made out of your sterling earnings and sterling falls, you will have to find more money to service the debt. How much more obviously depends on how much you've borrowed and how much the rate falls, but just say that you were repaying €500 a month and sterling fell 20% against the Euro. In this case you'd have to find an extra £1,000 a year to service the debt. (See below for more detail on how much you could lose or gain if the currency moves).

Foreign Exchange Fluctuation And Mortgage Payments

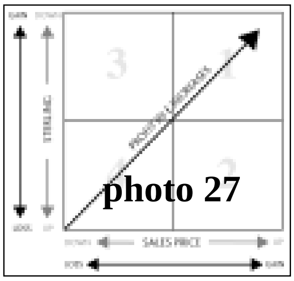
	Value of Sterling	Money to be repaid every month	Sterling needed to make repayment every mth	Difference per month	Difference per year
Sterling is worth €1.50	€1.50	€500.00	£333.33	N/A	N/A
Sterling falls against the Euro (extra cash you'd have to find)	€1.20	€500.00	£416.67	-£83.33	-£1,000.00
Sterling rises against the Euro (money you could bank)	€1.80	€500.00	£277.78	£55.56	£666.67

One way to eliminate currency risk on repayments is to make foreign denomination repayments with foreign denomination rental income. Given that both are in the same currency, movements in the exchange rate effect debt and income in the same way. Overall, when considering the issue of foreign exchange risk, it is worth remembering that property investments are far more sensitive to capital appreciation and the amount you are borrowing than they are to currency fluctuations.

We examined some of the most volatile currencies in the world (on yahoo's excellent currency pages, which can be found at http://finance.yahoo.com/currency). Over a five-year period the Brazilian Real fell, from peak to trough, 41% against the pound. Per year, this amounts to a 7.1% movement. Capital gains, however, are often 10% or more per year. Even in countries with the most volatile currency it is possible to make a profit, no matter how far the currency moves against you, and no matter that you bought and sold at the very worst moments.

The Effects Of Sterling And Price On Profit

The matrix below illustrates the effects of sale price and currency on your profit at the moment of sale. In an ideal world, the sale price would go up and sterling would fall after you buy. The time to worry would be if the sale price falls and sterling rises after you buy.



Box 1 is where you will realise the greatest profit. Usually, box 2 should provide a better return than box 3, while box 4 depicts the circumstances wherein you would lose money.

However, as some of you will have worked out, this matrix does not cover every eventuality. Usually, sale price is more important than currency fluctuations, as capital growth can be so valuable. This means box 2 should provide a better return than box 3. However, if your sale price only increased a little, and sterling fell a lot after you'd bought, it could be that box 3 is more valuable than box 2.

Too Close To Home

There is a further risk to paying for your overseas property in cash if that cash has come from releasing equity in your UK home.

If you intend to service the additional debt in the UK with rental income from your overseas property, ask yourself what would happen if that rental income dried up for any reason. Yes, you've got it - your UK home would be at risk.

No one enters into an investment thinking that they will struggle to make the repayments, but bad things do sometimes happen to good people. Probably best to look at worst-case scenarios before you sign.

Taxing Thoughts

In the UK you can offset mortgage interest payments (but not repayments of principal) against rental income, to lower your tax liability. On most occasions this is also possible overseas. In America, for example, you will only pay income tax on the rental income that remains after your mortgage interest payments have been paid.

Credit To You

If you are likely to need a credit history in the country where you are about to buy, it would be better to take out a mortgage locally. You might, for example, want a credit card in this new country, and a credit history will help you get it.

Incidentally, if you intend to live and work abroad then the issues outlined in this article relating to foreign exchange risk cease to exist.

Rate The Rates

Interest rates are obviously a big factor in your mortgage decision-making process. Cut a couple of percentage points from your interest rate on a £150,000 loan over a 15-year term and you'd save yourself in the region of £28,000. So shop around, and if rates are cheaper abroad, consider them.

If this is the case, however, do look at the history of rates in the country where you are borrowing. Have interest rates been stable over the past five years? The more stable they've been, the less likely it is that nasty surprises will come your way in the future. Remember, volatility equates to risk.

Location, Location, Location

Those who follow the mantra "Borrow where the interest rates are lowest" could generally be said to be doing the right thing. However, when thinking whether to borrow from a lender based in the UK or abroad you should also think about the following.

It is often easier to borrow from a company in the UK. You'll be dealing with people who speak English, who work at the same time you do, and who you can visit in person when you need to sign something. You may even bank with them already.

However, UK lenders tend to finance only those buying in mature markets (France, Spain, USA). There are some perfectly sensible places to buy which are beyond their remit, and you will have to look for finance abroad.

Be warned, however, that in some countries there are restrictions on lending to non-status nationals. On other occasions, lenders will balk at off-plan, requiring that the property is built before they lend against it, or they will only lend you a certain amount (which is insufficient for your needs.) And, of course, it may take longer to complete. Documents sometimes have to be sent back and forth and you will probably have to sign in person.

How Much Is Too Much?

When deciding how much to borrow on any one property, think affordability. If you intend to pay for the loan with rental income there are a couple of tests you can carry out to establish whether there is sufficient headroom between income and the debt you must service.

Interest cover is the way many lenders assess affordability, and it is a quick way to check that the rental income generated by your new property will be sufficient to cover the interest payments on your new mortgage.

This calculation measures the gap between your maximum gross income and your mortgage repayments. You divide what's left of the rent after you've paid interest by the interest (See below for an example.)

Interest Cover

Property Purchase	€150,000
Borrowing	€120,000
Interest rate	5%
Rent per month	€700
Rental per year	€8,400
Interest per year	€6,000
Balance	€2,400
Interest cover	40%

Although lenders often use this measure, we think it is too optimistic. It doesn't include any costs you may have to offset against the rent, and it measures changes in interest, not the level of rent. Rent is likely to be much more volatile than interest rates.

So, our preferred method of checking the affordability of your mortgage is something we call **the safety gap**. This measure is built around net yield, an indispensable weapon in the property investor's armoury. Net yield takes into consideration *all* the costs which will affect your profit.

The safety gap is calculated by taking the following three steps:

1. Work out the net yield:

$$\text{Net yield} = \frac{\text{Total rent – costs}}{\text{Purchase price + transaction costs}}$$

2. Work out the interest percentage:

Interest percentage = Loan to value% x interest rate

3. Use net yield and interest percentage to calculate the safety gap:

$$\text{Safety gap} = \frac{\text{Net yield}}{\text{Interest percentage}}$$

The bigger the gap, the more room there is for manoeuvre if costs increase or interest rates move against you. (See below for a fully-worked example of the safety gap).

The Safety Gap

Property purchase + transaction costs	€160,000
Borrowing	€120,000
Loan to value %	75%
Interest rate	5%
Rent per month less expenses	€600
Rental per year less expenses	€7,200

Net yield: $\frac{€7,200}{€160,000} = 4.5\%$

Interest percentage: 75% x 5% = 3.8%

Safety gap: $\frac{4.5\%}{3.8\%} = 20.0\%$

If you really want to test your assumptions, why not build a sensitivity analysis into your calculations. Would rental income cover interest payments if interest rates were to jump by 2%, for example?

Here are a couple more points to bear in mind. Do not be guided by the lender's criteria. Just because they will lend it doesn't mean you should take it. And be careful with 100% mortgages. You should still apply the above tests, and if you don't get the sufficient margin, walk away.

And Don't Forget

When it comes to mortgages, factors which fall into the 'other' category are worth paying some attention to. Some of them will be familiar to anyone who has taken out a domestic mortgage in the UK, others perhaps less so.

The sort of costs you may have come across before are arrangement fees, redemption fees, and broker charges (brokers are worth paying if you want them to search the entire market for you).

The more unexpected items which you should watch out for are closing costs, hidden annual fees and an ability to apply a second charge or to refinance.

Conclusion

Leveraging is one of the core principles of the Ready2invest method (the others being buying under market value, capital growth and adding value). Anyone considering buying a property overseas should seriously consider following our example by taking out a mortgage.

At the very least, a mortgage will help ameliorate foreign exchange risk while at the same time acting as a wealth accelerator - maximising possible returns.

Jonty and Alise Crossick of Ready2invest

However, as with most things in life, it pays to know what you are doing. If you are thinking of a mortgage, consider how best to offset currency risk on both the principal and the repayments. And make sure that you have checked that the repayments are affordable using the Ready2invest safety gap test in addition to any measures suggested by your lender.

A few simple rules. Follow them, and you should walk away a wealthier investor.

Jonty Crossick

Make Your Money Work By Ready2invest

While it is not a good idea to meet the purchase price of property by drawing down from the equity in your own home, the deposit can happily be found this way. After all, doing so makes your money work harder, and it should be a relatively easy loan to set up, with low servicing costs.

NINJAs Cause Worldwide Financial Panic! By Ready2invest

The recent volatility in the financial markets stems from aggressive US bank lending to NINJAs as the US mortgage market became ever more competitive. NINJAs are "No Income, No Jobs or Assets"… then no problem "We can lend to you".

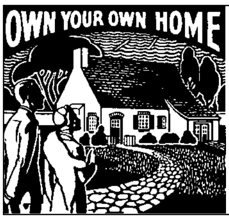
Perhaps not surprisingly, NINJAs have proven to be a bad bet. Defaults were common and the consequences have rippled out across the world.

Sub-prime mortgages, as the NINJA loans are officially known, were repackaged and sold in large bundles to institutional investors using a process known as securitisation (turning a future cash flow, like mortgage repayments, into a tradable loan).

As borrowers default in ever larger numbers, the cash flows which back these securities are seeping away and a crisis of confidence is sweeping across the markets.

Lending has fuelled the growth in financial markets in recent years. If that liquidity dries up, a worldwide economic downturn could be triggered.

However, we believe that the financial contagion will be managed and the world economy will overcome the problem.



Buying Property At A Discount. How To Buy Property For Under Market Value

Don't Fight Your Way Through The UK Property Jungle: Let The Property Tigers Lead The Way

At The Property Tigers, we aim to help you achieve your property investment goals and aspirations by making sound investments in residential and commercial property and land. Very careful selection on our part, which means we do a lot of sifting through deals to find the right ones for you, allows us to present you with deals that work. If we don't feel a deal will work for you, we don't touch it. We know what it feels like to be sold a bad deal. Been there, done that. It hurts and it's expensive and we hated it just as much as you would. So part of our mission is to work only with developers we trust: developers who are looking to forge long-term relationships with us and create win-win situations for you, our investor clients. Otherwise we walk away from them.

But since it's your money you are investing and the buck ultimately stops with you, you need to do your own research and make sure you are happy with what you are investing in.

How Do We Make Our Money?

Like all businesses we have to turn a profit and, for our efforts, we make a very reasonable charge of 2% of the price as a non-refundable arrangement fee. You pay this up-front. By working with sensible margins and creating value for our clients and our developer friends, we are able to help you get the most out of every £ you invest.

Our view is simple, if we help you get the right deal we have every chance of building an enjoyable and mutually rewarding relationship with you and you will come back for more and bring your friends with you. We are nothing if not long-term thinkers.

Financial Solutions

One of the keys to successful property investment is to use the power of Other People's Money (OPM) as effectively as possible. How highly geared your investment will be depends on the level of risk you are comfortable with and what loan-to-value finance you are able to achieve. With our strong connections in the industry we are able to help you with this aspect of investment.

Closed Bridging

Many of our investors follow a policy of investing as little of their own money as possible and the best way to achieve this is to buy a property with cash, or a bridging loan, then refinance it to 85% immediately. If you can achieve a 15% discount it means – using a method known as closed bridging – that you can purchase a property without using any of your own money. You will, however, incur fees.

You will need the services of a specialist broker to facilitate this process and here we can help. After a considerable amount of research and negotiation we have become partners with a specialist broker who provides closed bridging facilities for our clients as inexpensively as it is possible to get in today's market.

15% Discount And Positive Yield In Ellesmere Port

Our latest UK offer is located in the Wirral. Ellesmere Port is a much sought after residential location. Close to Junction 9 of the M53 and A41, Canal Village is just 15 minutes from Chester, 20 minutes from Liverpool and just 45 minutes from Manchester. Moreover, with John Lennon Airport just 'across the water', this is becoming a fantastic location for those needing to commute and travel for business, who still want to live in an area of great beauty offering a fantastic contrast between countryside and coastal towns.

Canal Village, as its name suggests, is an exciting development of luxury apartments located on the banks of the Shropshire Union Canal. We are pleased to announce that we have negotiated a 15% discount on ten contemporary 2-bedroom apartments. With prices from £115,995 these units represent excellent value in a desirable location.

In addition, one of our mortgage brokers is able to provide a 4.99% mortgage, so by utilising 5% of the developer discount the deposit required would be as little as £11,899. This would leave you with a monthly mortgage payment of £456 pcm and rentals for these apartments are predicted to be £600 pcm. Positive yield and a property that well and truly pays for itself!

Further Research: For more information please call **The Property Association** on **0845 060 6677**, quoting *HPA* or log on as a free member at **www.ThePropertyAssociation.co.uk.**

We can also help by putting you in touch with independent financial advisers (IFAs) to help you get the most competitive buy-to-let mortgage products available on the market, including:

- Up to 90% financing
- Portfolio financing
- Chequebook draw-down facilities
- Self-certification mortgages
- No rental cover calculation
- Discount buy-to-let rates

Most mortgage lenders will only lend money on one or other of the purchase price or the value of a property, whichever is lower, and if you are acquiring property at a discount you will only be able to acquire a mortgage based on the purchase price. Then you will have to re-mortgage to the full value several months later. During this time you will have your own money tied up in the property and it is always possible that your circumstances will have changed before completion, making it difficult for you to re-mortgage in order to extract your investment.

However, we know specialist lenders who will allow you to re-mortgage immediately using the closed bridging process. This process is very useful for investors wanting to invest with no money down. Closed bridging enables you to achieve 100% financing for your purchases and basically it enables you to buy the property for cash, then re-mortgage immediately – usually within 24 hours.

Bridging finance is usually expensive, but we have negotiated a deal on behalf of our investor clients that we feel cannot be bettered. Our fees are totally transparent, with no hidden charges. Fees and rates will vary, depending on the product and your circumstances.

Current UK Residential Property Opportunities

Belgrave Heights, Darwin, Lancashire

Darwin is a Lancashire mill town with great character, which is currently enjoying tremendous incoming investment and regeneration. This offer represents a fantastic opportunity to acquire brand new properties currently being completed, with 10% discounts and strong potential for growth in the local area.

Belgrave Heights in Lancashire represents a fantastic opportunity to acquire a brand new property, currently being completed, with a 10% discount and strong potential for growth in the local area.

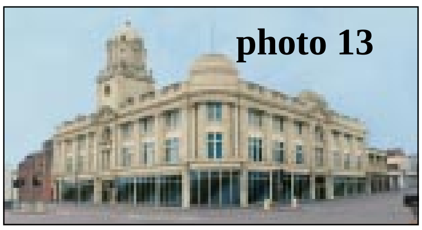
- 12 houses and 9 apartments
- Completing September 2007
- Houses with up to £18,000 instant equity and apartments with up to £13,000 instant equity
- Prices starting from £106,196
- 85% mortgage available @ 4.99%, subject to contract, representing monthly payments of £417
- Rental comparisons in the area taken from Rightmove show £500pcm
- 10% deposit

Hartlepool: Highest Annual Growth In The UK

BBC News In Depth maintains a list on its website of the Top Ten growth towns for property in the UK. It has recently shown Hartlepool as having the highest annual growth rate at 19.7%. The second place town could 'only' manage 14.6%. Despite massive percentage increases over the last few years, Hartlepool is still the home of bargain prices.

Prices From Under £82,000 + 14% Discount + Only 5% Down

Park Tower is a three-storey development of 50 apartments, situated on the corner of Park Road and Stockton Street and is a wonderfully sympathetic renovation of a landmark Grade II listed, former Co-op building. Allocated underground parking is included in the prices, which range from an astoundingly low £81,700 to £119,110 after deducting the 14% RICS-verified discounts. All apartments benefit from fully-fitted kitchen with oven, hob, extractor hood, washer/dryer and fridge/freezer.



Investment highlights include:

- Price per square foot starts from as low as £160
- Discounts up to £19,390
- Yields up to 6.5%
- Excellent continued capital growth forecast
- Just 5% deposit, with the balance on completion
- Prices from as low as £81,700.

Steve Mahony & Lee Harley

Further Research: To see full details and download a comprehensive brochure on this particular deal please visit **www.viceroyinvest.com**. If you have any questions at all then please contact **David, Sarah or Nigel** at **Viceroy Invest** on **0121 609 7095**. But please do it now … these apartments are going fast.

- Positive cashflow
- 2% arrangement fee to The Property Tigers

Saltra – Salford Quays, Manchester

This development is completed and we have 20 x 2-bed apartments available in a new block at the highly popular Saltra development in Salford Quays. This is close to the site identified for the BBC relocation.

- 10% Discount
- Parking included with most units
- Prices from £146,696
- Immediate equity up to £18,900
- Close to waterside bars and restaurants
- 100 metres from Metrolink tram system into Manchester City Centre
- Expected rentals £650 pcm
- 2% arrangement fee to The Property Tigers

The Property Tigers strongly recommend this development – Saltra at Salford Quays in Manchester. The location is excellent and rental demand is expected to be high with the BBC moving in and drawing in the numerous new businesses and the many thousands of new jobs that are expected to be drawn into the area by the creation of Media City.

We strongly recommend this development. The location is excellent and rental demand is expected to be high with the BBC moving in and drawing in the numerous new businesses and the many thousands of new jobs that are expected to be drawn into the area by the creation of Media City.

Cardiff Bay, Cardiff

Completing late 2007, here's a new and unusual opportunity for you. We have a number of very high specification apartments available in this prestigious development in Cardiff and you have the choice of the below mentioned deal, or a straight 15% discount, whichever best suits your circumstances. The Deal:

- 6% per year rental guarantee
- 85% LTV mortgage at 5.25% available subject to contract
- Positive cash flow
- Stamp duty paid; Legal fees paid
- Prices from £170,000
- Values supported by RICS valuations
- Free platinum furniture pack worth £5,000
- 5% deposit required on exchange
- Full hands-free property management service available
- 2% arrangement fee to The Property Tigers

Marina Court, Barrow-in-Furness, Lancashire

Marina Court is a stylishly converted County Court building representing a one-off investment opportunity in a town they call "The Gateway To The Lakes". Currently available are eight 1 and 2-bedroom apartments.

- 10% discount
- Up to £18,000 instant equity
- Prices from below £144,000
- 85% LTV mortgage available at 4.99%, subject to contract
- Positive cash flow
- Values supported by RICS valuations
- Strong rental demand
- Permit parking included for all plots (which is very rare)
- 2% arrangement fee to The Property Tigers

Marina Court is a stylish conversion with a 10% discount and instant equity of up to £18,000 – another great deal from The Property Tigers.

Barrow has just landed a multi-million pound ship-building contract and 16% house price rises have been announced. The development is located close to the soon-to-be-built Marina and Cruise Liner Terminal. The historic County Court building has been converted to a very high standard and is the first apartment development of its kind in Barrow-in-Furness.

Current Commercial Investment Opportunities

Completing during the summer of 2008, fully-serviced luxury office suites in a first-class business park within 5 minutes of Liverpool's John Lennon airport.

- 500 square feet of workspace; Prices starting from £89,995
- Up to 85% gearing available
- Fully-managed hands-free investment
- Estimated completion Summer 2008
- SIPP eligible
- Qualifies for taper tax relief
- Colourful landscaped gardens and water features
- Bespoke integrated service to create almost infinite range of office space
- Fully integrated high tech security systems and CCTV monitoring
- 2% arrangement fee to The Property Tigers.

Malcolm Roscow

Further Research: For further information and to reserve your unit today contact **Malcolm Roscow** of **The Property Tigers** on **07971 204593** or via e-mail on **invest@propertytigers.com** or visit **www.propertytigers.com**

Unlock Your Property Potential: by Jon Ainge of International Property Secrets

It is really exciting for me to write an article for *HPA* as I am an avid reader myself. Why I am excited? Well, first, because I feel that *HPA* shares our passion for property and second, we will have the opportunity to discuss investing in property (our passion) with many more like-minded people over the coming weeks and months.

We, at International Property Secrets are, first and foremost, property investors ourselves and we have put a significant amount of thought and an unrivalled amount of research into where we personally want to invest ourselves over the next ten years. We have set a clear strategy for achieving a multi-million pound portfolio combining City investments with high growth holiday areas and mature countries with up and coming property hotspots. We personally are actively pursuing this strategy together with many of our existing fellow investors who have invested with us because of our experience, wealth of knowledge but, above all, because of our core principles in working with people.

IPS Core Values

- Trust and transparency
- Our commitment to people
- A sustainable customer service
- Focused property offering
- Intimate knowledge of the countries we select
- Due diligence of the highest quality

Through working this way we have been able to negotiate a variety of favourable terms with banks, solicitors, developers, tax advisors etc. all offering discounts, gifted deposits and long-term rental guarantees.

If your answer is yes to any of the following questions, and you find yourself nodding in agreement with the IPS philosophy, then please do contact either myself or Phil Dow to see how we can help you with your property investment future (see contact details below).

- Do you want to invest in a property with as little as <u>£2,000</u> of your own money, with nothing else to pay – not even completion costs?
- Do you want to <u>guarantee your rental income</u>, fully managed for <u>up to 30 years</u> – that's right 30 years?
- Do you want to invest in areas achieving 15% growth and that are likely to continue with double digit growth for the next five years?
- Do you want to purchase property where your mortgage is covered for 2 years and you have absolutely nothing whatsoever to put in?
- Do you want to purchase off-plan property where you are likely to <u>release double your deposit upon completion</u> which you can use to purchase a new property?

Fuerteventura: The Spanish Caribbean

Fuerteventura is a very popular year-round holiday destination catering for UK, Spanish and German holidaymakers. It is known as the island of eternal spring, with sandy beaches, an exceptional year-round climate and a multitude of water, golf and many other leisure activities - a real oasis in the Atlantic.

Prices on the island are 20% cheaper than neighbouring Tenerife and, with low-cost airlines scheduled from October of this year, the island is set for excellent growth over the next five years (estimated at 10% per annum).

Corralejo is to the north of the island and boasts the very best sandy beaches in Fuerteventura and is a rapidly expanding resort. It is only 25 minutes from the airport with a host of amenities. Corralejo is also home to the world surfing championships taking place annually with a large influx of tourists at this time.

IPS Investment Overview - Key Facts

- 100% financed. That's right, no money down other than a £2,000 reservation fee - even your completion costs are covered
- Low entry prices starting from under £95,000
- Prices are 15%-20% under market value with bank valuations in place to verify this
- Low cost mortgages at 4.9% - monthly payments start fromjust £595 per month
- Close to the beaches of Corralejo in a highly desirable location
- Year round rental with rental projections at £350 - £600per week; this means you only need 12-15 weeks rental to cover you mortgage
- Fully managed rental company in place
- Key-ready now with some properties fully-furnished - saving you approximately £7,000
- Properties are built to a very high specification
- Apartments, loft apartments, townhouses and villas available.

Jon Ainge

Further Research: For further information on the Fuerteventura opportunity or if you would like to register your interest with IPS for other international deals then please contact **Jon Ainge** or **Phil Dow** on **01604 705289** or **07792 935236**.

International Living. Emigration Or Holiday Home - Where's Best To Live, The Pros & Cons

Property Pirates Of The Caribbean

Recently 'tasked' with an inspection trip to the Caribbean to view a number of stunning beachfront development projects, I was greeted by a unanimous sea of green-eyed faces whenever I mentioned it. "*Call that work*?!" Indeed, there must be another word to describe making a living from what you love doing. But, what is interesting is that of all the emerging markets I've visited, the Caribbean is the one destination where almost everyone would love a place of their own.

The region is already a brand in its own right, boasting an effective, in-built marketing strategy contained within its own 'brand' name, just like the South of France, the Maldives, Venice or Mauritius. The very mention of the Caribbean instantly conjures up images of rolling aqua seas framed by palm-fringed sandy beaches. For many, there's always that unforgettable vision of Ursula Andress emerging from the clear waters off Jamaica in Dr No (1962) - and naturally, it would be sexist if we overlooked Daniel Craig wading through the sun-kissed Caribbean sea in Casino Royale (2006). The massive blockbuster trilogy, 'Pirates of the Caribbean', filmed on location in St. Vincent and the Grenadines, Dominica, the Bahamas, and the Dominican Republic, has significantly added to this brand value, with the last of the three films, *Dead Man's Chest*, becoming the sixth highest grossing box office smash of all time.

Ursula Andress and Daniel Craig – unforgettable visions in their own right but also both pictured using the unforgettable sun-kissed Caribbean as their backdrop.

Whether or not there is a direct link between the success of movies filmed on location in the Caribbean and a growth in tourism, what's certain is that tourist receipts in the region show that the Caribbean has been a tourist success story since its post-colonial independence in the 1960s, with a significant increase in numbers in recent years. In 2004 the Caribbean Tourism Organisation reported stay-over arrivals of 22 million, a 7% increase over 2003 figures. Regional islands recorded a 13% increase in cruise ship passengers to 20 million and visitors spent $21 billion in 2004 compared to $20 billion in 2003. And the Caribbean's future growth as a popular tourist destination also looks set to continue at a positive rate. The World Travel and Tourism Council forecast increasing demand of around 4% a year up to 2014, with the developing islands of Guadeloupe, St. Lucia, and St. Kitts & Nevis seeing the highest growth rates at over 7%.

There is no question that the Caribbean has become a hugely successful tourist destination, synonymous with glamour, wealth and intrigue - in other words, renowned for its exclusive luxury retreats for the super-rich coupled with the benefits of tax-friendly, off-shore banking. A winning and aspirational combination.

Limited Developable Land

It is therefore surprising that it has only been in the last ten to fifteen years that the Caribbean has become a serious contender for residential property investors. The confluence of rising property prices in developed markets such as the UK and parts of the US, and the growth of fractional ownership and buy-to-let schemes in overseas markets has sparked a new interest in the region because of their convenience for long distance owners.

Other more recent factors that have significantly enhanced the region's investment potential include its burgeoning new infrastructure designed for the Cricket World Cup in 2007, improved accessibility via direct flights into the more popular islands, and the weak US dollar, to which the majority of the Caribbean currencies are pegged. Also of some significant benefit for investors is that the region's legal and regulatory system mirrors those in the US and UK, and English is widely spoken. All good. Plus, the small amount of developable land available creates a situation where demand always outstrips supply and prices should always remain buoyant. The high-end sector particularly is booming. The wealthy around the world are awash with cash and are spending it on real estate in exotic destinations. So the big question is where exactly to invest your hard-earned cash.

Disregarding the Bahamas, there are 115 islands to choose from. Hollingworth & Taylor believe that St. Lucia is the one that investors should turn their attention to.

Disregarding the Bahamas, there are 115 islands to choose from, encompassing many socio-political, economic, and climactic variations, so diversity is the name of the game and prices vary accordingly. Where do you begin? For me, the only way to whittle down the endless exciting possibilities to the truly emerging destinations is by examining what's happened to the Caribbean's development over the past sixty years and what lies on the horizon.

Year Round Rental Yields Give Caribbean All-Glow

Since the islands were freed of their colonial ties, predominantly from the UK, but also from France and the Netherlands at various points throughout the 1960s, '70s and '80s, each of the new independent states recognised they would struggle balancing the budgets as there were considerable commodities that would have to be imported. Capitalising on their abundant natural attractions, tourism was the one sure-fire way of bringing in much-needed foreign exchange. Some of the islands got it just right while others lagged behind. Notably, the Bahamas and Jamaica forged ahead. By 1965, tourism had become Jamaica's biggest export, while in the Bahamas, it was estimated that 50% of employment and 70% of the gross domestic product was involved in tourism by 1986.

Even during global recessions in the 1970s and early '80s, tourist arrivals to the Caribbean rose 52.2% from 1978-1988. The growing affordability of international air travel as well as a string of marketing campaigns, such as Jamaica's 'Come back to Jamaica…your old island home' TV ad campaign in the '80s, were primary growth drivers. Many of the predominantly agricultural nations of the Caribbean, growing either sugar or bananas, meanwhile struggled with adverse economies of scale and general inefficiency compared to other producers such as Brazil and some Central American countries. In addition, the liberalisation of the global commodity trade saw a reduction in European support for their former colonies. This spurred on other islands towards recognising the importance of tourism, including the British Virgin Islands and Antigua & Barbuda, whose economies owe more than 75% to travel and tourism.

As a result of the region's focus and success with tourism, the Caribbean is the most tourism-intensive region in the world. Travel and tourism currently accounts for 14.8% of the total GDP and generates 15.5% of total employment. Tourism also acts as a catalyst for other sectors such as construction, manufacturing, and banking.

However, there were island states that continued to concentrate on their agricultural sectors in the post-independence era, such as the Lesser Antilles, as well as St. Lucia, Grenada, St. Vincent and the Grenadines. At first, it's clear these islands lost out on the higher incomes from tourism, but on the positive side, they also, inadvertently, avoided large-scale, environmentally-damaging developments. These are the islands that have not been ransacked by 'property pirates' (a.k.a. thoughtless developers), and they are certainly the ones to watch: under-developed, with big eco-friendlier plans to capitalise on their unspoiled assets - ideal for the average investor who is more interested in the exclusivity and level of service provision on offer.

The One To Watch

Of all the islands, St. Lucia is predominantly the one that comes out on top. Economically and politically sound, St. Lucia is one of the most beautiful of the Caribbean islands and bizarrely one of the least developed, as a result of its socialist past, which traditionally emphasised self-sufficiency through the agricultural sector over mass-tourism.

Its 158km coastline is considered among the finest in the Caribbean. The physical beauty of the island is crowned by the twin peaks of the Pitons, two volcanic spires rising side by side from the sea and covered in lush, tropical vegetation. UNESCO included the Pitons in the World Heritage List in 2000 along with the surrounding marine area.

The Caribbean spirit lives in the annual St. Lucia Jazz Festival, which is consistently rated the premiere jazz festival in the Caribbean and one of the top five worldwide. While the island is just slightly bigger than the Isle of Man at 616skm (238 square miles), it is large enough for there to be diversity in attractions away from the beach. There are abundant nature reserves inland, eighteenth century forts, sulphur and mineral springs, and the crater of a dormant volcano - just some of the attractions on the island.

The many natural coves along the coastline also make St. Lucia a magnet for sailors. Rodney Bay on the north of the island is one of the Caribbean's premier yachting centres. It has become famous as the finishing line for the world renowned ARC Race, the Atlantic Rally for Cruisers, and is just about to undergo a vast €250 million expansion, which will provide berthing for 30 mega yachts ranging from 80ft to 260ft, and 231 berthing slips from 40ft to 80ft aimed at attracting the increasing number of super and standard yachts that cruise the islands. The marina will also boast around 50,000sq.ft. of world-class shopping, entertainment and restaurants. Completion of this exciting magnet of a development is due by 2008, and associated amenities fully operational by 2009. Currently owned by IGY Marinas, which also owns and operates marinas in Dubai, St Maarten and the British Virgin Islands, Rodney Bay is surrounded by numerous entertainment spots, hotels, and six golf courses both existing and planned within a 10 mile radius. This is definitely one of the areas worth investing in now. It has a buzz and ambitious plans for the future which will take Rodney Bay to a new level.

Significantly, St. Lucia has limited space and cannot afford to build large scale tourist resorts in the style of neighbouring Jamaica or the Dominican Republic, creating an innate exclusivity. The property market in St. Lucia is considered to be relatively undeveloped compared to some other Caribbean tourist hotpots, such as Barbados. While the Barbadian coast is full of high-rise property developments along the coast, St. Lucia is making efforts to preserve its natural beauty. Therefore, the trend for new developments is towards luxury products. The Ritz-Carlton and the Raffles hotel chains are launching hotels on the island between 2009 and 2010, as is the Westin hotel chain. Development of infrastructure in time for the Cricket World Cup, held in the Caribbean from March to May this year, galvanized the property industry with prices rising in the run up to the event. Road and transport improvements along with upgrading of homes have been the major enhancements on the island.

All things considered, according to a number of St. Lucian property developers, prices in the last five years have doubled. In 2006 alone prices rose by an average of 15-20% so it is interesting to note that comparable properties in Barbados are still as much as 65% more expensive. The average price for coastal properties in a high-end area of Barbados were as much as $9,500/sqm (approx. £4,600/sqm) in 2005, while in St. Lucia the average price for houses is $3,900/sqm (approx. £1,900) and condominiums are $2,300/sqm (approx. £1,100).

Rental yields on the island are moderately high with houses located in the coastal areas of Castries, Soufriere, and Gros Islet (St. Lucia's main rental markets) commanding up to 6.8%. The overall average for the country is 5.56%. This is the fourth-highest yield out of the 22 Caribbean nations after Jamaica (8%), Bahamas (6.43%), and Antigua and Barbuda (6.35%).

The St. Lucian government has encouraged development and investment in the real estate industry as a way of diversifying the economy away from tourism and bananas. This has resulted in decreased land taxes for foreigners and significant tax concessions have been given to new hotel developments. Stamp duty is only 2%, and while rental income used to be charged at 30% on revenue generated over $11,000, the Cricket World Cup Incentives Act negates this tax if a property has been built under the conditions qualifying for the Act.

The process of acquiring a property is similar to the UK, as St. Lucia follows the Common English Law System.

Regional Comparisons

As with other Caribbean islands, tourism plays a major role in both the economic and social life of St. Lucia as a large proportion of employment comes from the industry. St. Lucia compares favourably with the tourism statistics of other Caribbean destinations. With a population of 170,000 and annual visitors of over four times that figure, the island compares well with countries such as Jamaica, where the population is 2.6 million and stay-over arrivals 1.6 million. Similarly, in Trinidad and Tobago, the population is 1.3 million and stay-over arrivals just 232,000. Many of the other countries in the same competing bracket as St. Lucia have well-established tourism industries dating back several decades, including the Bahamas and Barbados, so St. Lucia's comparably young background in the tourist industry shows its pull factor is significant.

Travel Infrastructure

Unusually for an island of its size, St. Lucia has two main airports. The Hewanorra International Airport serves jumbo and other wide-bodied aircraft from long-haul markets in North America and Europe and George F. L. Charles Airport (formerly known as Vigie Airport) links the island with other destinations in the Caribbean. Flights to Hewanorra come from Canada, the UK, the US, Germany, Italy, and several Caribbean destinations. George F. L. Charles Airport is only 2km north of Castries, the capital of St. Lucia, and has a pristine beach immediately opposite the departure lounge and airport check-in area.

In Conclusion

In a nutshell, St. Lucia is on the way up and set for a much higher profile on the international stage in coming years. The foundations have been laid, and now is the ideal time to invest in this flourishing emerging property market.

Caroline Hollingworth

Caroline Hollingworth

Further Research: For more information about property investment opportunities in the Caribbean, please contact **Hollingworth & Associates** on **01273 697437** or via e-mail on **info@hollingworthandassociates.com**. You can also visit **www.hollingworthandassociates.com.**

Portfolio Opportunities. The Best & The Most Innovative Concepts In Property Investment

The Promised Investment Land Of Poland: Less Than £9,000 Initial Outlay 85-100% Finance Available Capital Growth Forecast At 20% pa Positive Cashflow

One of our most recent sell-out deals was in one of the places that I consider to be a really hot area to invest in right now in Europe – Wroclaw in Poland.

There is a shortfall of 42,000 houses in Wroclaw and Knight Frank have calculated that it will take 16 years to meet this demand based on the current building rate of just 2,600 units per year. Also, this demand is <u>increasing every day</u> due to the maturation of the baby boom generation in the 70-80s, who are all reaching the age when they want to leave home.

Due to this massive undersupply, capital growth is over 20% a year and some very attractive mortgage terms have been introduced.

Due to the volume of business we have generated, we have managed to negotiate the <u>first interest-only mortgages for foreigners.</u> These can make a massive difference to cashflow. With only 10% deposits, this is your chance to gain a <u>huge return on investment</u> in an emerging market.

Key Points

- Booming economy
- Low capital outlay - apartments from £52,313
- High capital appreciation - forecast at 20%+ per annum
- High-yielding and positive cashflow-producing investment property
- Fully managed by experienced local agent
- Low deposit required
- Massive undersupply of houses
- Typically 85 - 100% finance available

I believe that the development we have selected is the best residential investment opportunity available in Wroclaw today. The design is wonderful. The development is in close proximity to the city centre, local business parks which are expanding rapidly, and all major transport links. I have secured deals in several European cities over the last few months but I consider this to be the best yet!

Why Invest In Poland?

Poland is a leader on the continent in terms of economic transformation. Since joining the European Union in 2004 the country continues to implement bold political and economic changes. The effective absorption of EU funds has meant improved infrastructure which is key for the successful implementation of large scale investments. It is simply the youth, determination and excellent qualifications of the workforce that continue to lure FDI into Poland.

This deal really does offer the best of both worlds - low risk with high reward – a rare but *fantastic* combination.

Why Invest In Wroclaw?

Wroclaw is a dynamic cosmopolitan centre at the forefront of change in the "new" Europe. As the capital of the province of Lower Silesia and Poland's fourth largest city, Wroclaw is a strong economic, scientific and cultural centre and is currently one of the fastest-developing residential markets in Poland.

Although the residential stock in Wroclaw systematically improves, there is still a large gap between the number of households and number of existing residential units.

A key factor that makes Wroclaw a fantastic place to do business is the location. It is situated strategically between Prague, Warsaw and Berlin, and Wroclaw boasts a developed transportation infrastructure that connects the metropolis with the whole of the continent and beyond.

The highly regarded universities and research centres in Wroclaw embrace new ideas and innovation, and the big industrial and commercial names are already starting to flock there, with major shopping malls containing Tesco, Ikea, Obi and many more household names.

So, a booming economy, with GDP growth at over 5% per annum, and prominent in many sectors: a huge force in the automotive, financial, electronics and IT industries.

Demand for residential units on all selected regional residential markets has been affected by the growing availability of mortgage financing. This is characterised by decreasing mortgage interest rates. Moreover, the number of young people born in the "baby boom" of 70s and 80s, who are perceived as the potential first buyers, account for over 26% of the Wroclaw population.

Additionally, Wroclaw and surrounding areas have recently welcomed several foreign investors who plan to create around 100,000 employment opportunities in the next four to five years.

Why This Deal?

- <u>Location</u>: The development we have secured is one of the best residential investment opportunities available today in Wroclaw. Over 70% of the development has already been sold to owner-occupiers, which ensures that there will not be an excess of rented property available on the market within this development. The rental demand for apartments of this standard in Wroclaw is exceptional – with the nearby business parks, educational centres, and technology parks mentioned previously. The development is located in a prime rental area.
- <u>Growth</u>: The apartments are due for completion in 2008 and, with growth in Wroclaw forecast at 20% a year, it is likely that any investor buying now will have built-in equity on completion when mortgage payments will begin –prices on further phases are already increasing.
- <u>Rental Market</u>: The development is a landmark residential scheme for Wroclaw. The rental demand for the development is likely to be very strong. Rental yields are estimated at 6% so very healthy for an emerging market.
- <u>Return on Investment</u>: The most powerful part of this deal is the 90% loan-to-value borrowing, and the huge capital growth Wroclaw is experiencing, alongside the excellent value this deal offers. Based on just 10% deposit and (say) 20% capital growth, you can see up to 200% return on investment per annum! This is all about maximising your returns by using other people's money effectively and cheaply.
- <u>Management</u>: We have lined up an excellent local solicitor, managing agent and finance provider. They are all fluent in English. The company providing the service is probably the most established property services company in Poland, with an excellent reputation. The entire service is all provided under one roof, allowing for reduced fees and greater ease of communication. All legal work will be overseen by us, and investor trips will be organised for those investors wishing to view the apartments and the beautiful city it resides in.

Initial Outlay To Purchase

Reservation fee:	£1,500
10% deposit (based on purchase price of £62,000):	£6,272
Legals:	£500
Finance:	£500
Total initial outlay is only:	**£8,772**

Summary

I believe this deal is very low risk and offers a high reward – a rare but *fantastic* combination. There is no doubt how well the economy is doing if you look at the sheer number of multi-national companies there and the young, ambitious workforce. There is also no doubt that there is a massive shortage of housing in Wroclaw.

Combine this ideal location with a strong and experienced local team already in place, with high rental returns, higher capital growth and low cost of borrowing – so crucial in achieving a high return on investment – this deal ticks every box when looking for the ideal investment!

To be able to put just 10% down for an off-plan property in a booming, established market showing over 20% capital growth per annum, is pretty much unheard of – and means you have the opportunity to enjoy huge return on investment. By spreading your funds across several properties, you can enjoy great returns.

We secured 40 apartments initially and 16 have already been pre-reserved by 6 of our regular investors. We expect this deal to sell out within 2 weeks, so *please* contact us as soon as you can with any further questions and to reserve your apartment.

Alan Forsyth

Alan Forsyth

Further Research: Contact Alan Forsyth of one of his team on **0115 947 4155** or via e-mail on **info@property-investment-deals.com**. See Alan's website at **www.property-investment-deals.com.**

Properties For Sale.
Opportunities
Of Interest
At Home & Abroad

Paris Leaseback:
Only £12,000 Down + 5.09% Net Yield

Just 35 minutes from the heart of Paris, 10 minutes from Disneyland Paris and with a Eurostar terminal that connects directly to London, the up-and-coming, attractive green suburb of Bussy Saint-Georges is easily accessible for businesses and visitors alike. This is why a growing number of multinationals, including Nestlé, Sony and IBM, are relocating there, bringing in wealth – and demand for accommodation.

Best Western Marne la Vallée is an established 120-room hotel that is now being converted into self-contained apart-hotel units, meaning completion of this deal is just around the corner. The refurbishment will start in phases in three months' time, and the units will be leased out from that point, meaning you will enjoy your guaranteed net rental yield from then on.

The figures really stack up on this one. A carefully negotiated discount of 14% to the list prices of a rival French broker selling in the same building, strong 5.09% yield, magnificent leveraging offered by the (up to) 85% loan-to-value financing and low entry deposit will provide great returns. And prices start from just €118,051 (approx. £81,300) – that's including the VAT that you can claim back from the government as part of the leaseback concept.

Contact us on **01273 627900** or via e-mail on **info@ready2invest.co.uk** to find out more.

Slovakia: Get In On The Act In Booming Bratislava

Vienna Gate comprises two towers, one with 24 floors and 162 apartments and the other with 16 floors and 120 apartments. This new development offers a complete range of services and facilities to cater for any type of occupier. From restaurants, fitness and leisure facilities to medical, legal and financial institutions, Vienna Gate resembles a small city in itself. The project offers underground parking, cellar space, 24-hour security, modern construction techniques and contemporary flat layouts. With the lack of supply and high demand in the area, the project is certain to achieve rapid success.

Only 5 minutes away from the city centre, this development is also conveniently situated in proximity of the Austrian and Hungarian motorway networks. The 5th District of Bratislava, well-known for its large residential pool of ex-communist towers, accommodates over 130,000 residents and has been crying out for new properties. This development is in an exceptional location with Petrzalské Korzo, a foot and cycle path completed less than two years ago as part of a massive regeneration drive, connecting the Petrzalka railway station to the Bratislava city centre, passing through the Vienna Gate project.

Investment Overview

- Prices are from SKK 3,044,680 (approx. £63,000)
- Great buy-to-let opportunity, benefiting from the growth of Bratislava and its lack of modern residences
- Rental yields (gross) expectations up to 7.5% resulting in a positive net yield
- Favourable payment structure of 20% at FPC less SKK 50,000 reservation fee (approx. £1,000) and 80% at handover
- Equity requirements starting at 225,000 (approx. £4,650)
- Expected LTVs of up to 80%
- Capital growth anticipated to be 15% per annum
- Good public transport connections to the city centre and regional links
- Excellent infrastructure in terms of services, shops and amenities
- Large pool of residents looking to relocate
- Residential units per capita at 25% below European average

For further information please contact **James Key** at **Ceres Group** on **+420 272 143 513** or via e-mail on **viennagate@ceres-group.com**.

Get On The Property Ladder In Sicily From Only € 12,000

Sicily lies in the Mediterranean Sea and is the largest of the Italian islands and, amazingly, it is still possible to get a foothold on the property ladder on the magical island for a lot less than you might think.

On the south east side, lies a baroque jewel in the province of Ragusa. Overlooking the town and just 6km from the sea, available for total renovation, are some very modest dwellings once inhabited by the local workers for the rich nobility. Many of the streets are cobbled and also pedestrian-only and the properties tend to be single or just 2-storey terraced buildings or boast the characteristic "dammusi": appearing to be almost carved from the rocky ground itself. Also, as they are very modest in size, there is a great opportunity to join properties together. The prices start from just €12,000 (approx. £8,300) for a studio apartment of about 20sqm. The market is now rediscovering this side of town and it's certainly on the up with many properties currently being renovated.

If you are interested in these or buying any other properties in Sicily then please contact me, **Sheila Simmford**, of **FlorencePrimaPiano** on **+39 055 292840** or **+39 340 3431369** or via e-mail on **simmford@hotmail.com** or see **www.FlorencePrimoPiano.com**.

Bulgaria: Single Storey House In Jitnizia Village

This property is located in a small village 45km from Varna, south of Devnja, which is 35k west of Varna with easy access from the main A2 highway. The accommodation can be organised in a variety of ways to suit requirements. There is also adequate room to extend which could be done by incorporating one of the barns if so required.

The ground area is 1,210 sqm, mainly covered in grass at the rear and some formal planting at the front. There are excellent views to the rear, both north and west. This is a pretty village with much agriculture around, mainly farming land and with good access available to all areas. The asking price is €22,500 (approx. £15,500). The additional land available is 1,220 sqm. Price available on request.

For further information contact **Tony Offord** on **01753 889352** (office), or **07799 552288** (mobile) or via e-mail on **tonyofford@btconnect.com.**

No Money Down In Puerta Banus

Large 2-bed, 2-bath apartment with fabulous views of La Quinta valley and out to the sea in the La Quinta/Benahavis area of Marbella. Only 5 mins to Puerto Banus. Expensive kitchen, air-conditioning/heating, open fire, very large terrace/dining area, communal pool. The property was valued in 2006 at €380,000 (approx. £262,000). I will accept €310,000 ono (approx. £214,000). It is possible to buy with no money down.

If you are interested, please contact me, **Lee**, on **07860 946731** or via e-mail on **lee.carlin@hotmail.co.uk.**

Stunning French Hideaway € 175,000 (approx. £120,000)

I have had many enjoyable trips to France, visiting the usual tourist places. However, I wanted to discover the real France and looked for this in the unspoilt centre around the Valencay region. Whilst there, I came across this stunning French hideaway.

Its fantastic features start with its very own orchard with a huge variety of fruit trees. Internally, the property offers a spacious kitchen with a stone fireplace, and a large lounge with patio doors that lead out onto a tiled sunny terrace. Another door in the lounge leads into the master bedroom, with patio doors leading straight out onto the balcony, taking in the stunning views over the valley; views which are shared by the second bedroom.

Another fabulous feature at the centre of the house is the wine cave, capable of housing more bottles than I could drink! It also boasts a large loft with a dormer window which could potentially be converted into further accommodation if required. This house is located in a lovely quiet setting yet is close to the thriving market town of Vatan and is also within easy reach of the motorway: A85 and A71. It has all the ingredients one looks for in a French hideaway - why not visit and see for yourself?

If this sounds like your dream home or investment purchase then please contact me, **Stanley Brown**, on **0161 962 3745**.

Peter Calls An Expert.
Valuable Advice
And Support
From Top Professionals

Trouble In Store:
The Collapse Of The US Housing Market
By Scott Huggins Of Intrepid Investments

Property expert and TV presenter Scott Huggins, who co-presented BBC's *Get a New Life*, examines the reasons behind current problems in the US housing market and wonders what impact they will have on the UK market.

Growing fears emanating from the US property market, with talk about meltdown and black holes, are not misplaced. This is a serious situation that promises only to get worse. How much worse is hard to determine, but there are lessons to be learnt and we are now waiting to see the full impact on the UK market. Investors with money tied up in property need to think even more carefully about the best course of action given the growing uncertainty that is being driven across the Atlantic.

What's Going Wrong?

As is usually the case, a number of factors have combined to worsen a difficult situation. House prices have risen very quickly in the US, making it harder for first-time buyers and people on low incomes to get on the housing ladder. On the mortgage side, people were paying a higher proportion of their income towards buying a property, which has left them vulnerable to changes in the housing market.

Scott Huggins

The response by mortgage lenders was to find new ways to maintain sales levels. They did this with sub-prime mortgages – lending aimed specifically at people on low income and with poor credit histories. These variable, adjustable mortgages sounded a great idea at a time of low interest rates earlier this decade. Now, with interest rates having risen from historical lows of around 1%, borrowers are suffering.

The property market has also been the scene of speculative buying in recent years, with investors anticipating higher returns from property than the stock market. This has helped to fuel the boom in house building and rising property prices. Now, after building to meet demand, things are tailing off, leaving surplus stock and the inevitable drop in house prices.

The banks, happy to lend increasing amounts to people with poor credit ratings, have recognised the problem too late. Consumers trying to offload property they could never afford are simply flooding the market with excess supply of stock, which is speeding the fall in house prices.

US consumers, already short on savings and with little cash, find their money tied up in increasingly expensive mortgages, as defaults and the foreclosure rate begins to climb.

The collapse of the sub-prime market is causing a knock-on effect on the US economy and further afield. Sub-prime lenders are going bankrupt and the experts predict that if the situation in 2007 was bad, then 2008 is going to be worse.

Commentators fear that the US economy could be sliding into recession. The US current account deficit is growing so it needs foreign investment, which isn't happening quickly enough. This increases the likelihood of interest rate rises to attract foreign investment, which will hit borrowers hard.

And piled on top of these problems are tax cuts which, many believe, serve only to benefit the wealthy as well as increasing spending on the military and growing levels of unemployment.

As well as borrowers losing out, investors who favoured vehicles like Real Estate Investment Trusts, rather than company stocks, are also finding themselves out of pocket. The property bubble is well and truly bursting.

The Sub-Prime Problem

While there are a number of factors responsible for the current predicament, sub-prime mortgages can be seen as a prime cause. These mortgages are based on discounted rates giving cheaper payments in the opening years. Then, after a few years, the rate jumps to the standard variable rate. Unfortunately, this isn't always made crystal clear to borrowers at the outset, so poorer households in particular suddenly find themselves struggling to keep up with payments. Many sub-prime mortgages began to bite during 2007.

In July, the US Federal Reserve warned that the losses incurred in the sub-prime mortgage market could hit £50 billion. Defaults and repossessions are expected to worsen. Ratings agencies are lowering their views on mortgage bonds, so they are failing to attract support.

In response to the questionable – and lax – lending practices that are at the heart of the problem, the US Congress has decided to investigate the whole idea of giving money to people who cannot afford to keep up their payments. But the loans already given are now being reset at the variable rates, triggering a wave of defaults. A major shake-up in the US mortgage market is inevitable, but not before a lot of pain and anguish in the housing sector and, as seems increasingly likely, in money markets across the world.

If the US government is keen to stamp out lending practices that have caused all the problems, then we should see the introduction of things like better disclosure requirements and perhaps limits on penalties to ease the situation for hard-pressed homeowners.

Impact On The UK Market

Falling house prices in the US could have a knock-on effect on the UK economy and beyond. But, so far, the UK housing market doesn't appear to have been affected. House prices aren't plunging – yet. However, the Bank of England has been raising interest rates to tackle rising inflation and this is likely to have an impact on house prices. The Office of National Statistics says that house prices have gone up over 200% in the last decade, and some lenders confirm they have risen by 10% in the last year.

There are a number of features of the current UK housing market and economy that suggest we may miss the full ravages of US collapse. For a start, demand for housing in the UK remains high and this will be important in protecting the UK from the fallout of the US collapse. In fact, we don't seem to be building houses quickly enough, especially in the south east.

Mortgage lending requirements in the UK are much freer than in the past, with multiples of income much higher. But this hasn't yet translated into rising levels of mortgage defaults. We haven't seen a targeting of sub-prime market – people with poor credit history – on a large scale as in the US.

UK lenders have probably been more prudent than those in the US, especially with deposits that deter less financially-able borrowers and which protect lenders, to a degree.

Having said all that, the UK may not be protected should events take a turn for the worse. House prices are slowing and, if we have rapid interest rate rises, then the UK could be facing US-style problems. According to credit-rating agency, Fitch, UK house prices are at least 20% overvalued when compared to their long-term average. And looking at 16 countries, Fitch concluded that the UK economy was one of the most sensitive to higher interest rates.

Why Yield Is So Important

Needless to say that falling prices present an exciting investment opportunity to those able to capitalise on the market's re-adjustment. Investors will naturally watch the market with interest, waiting for prices to bottom out so that they can invest at the bottom of the next cycle and watch their money ride a new wave of price hikes. There are, of course, plenty of factors to keep front of mind, however, while the market is in decline.

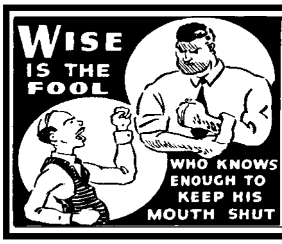
During such a period of uncertainty you need to go back to the basic principles of prudent investment. Where property is concerned, don't let events overtake sound judgement and rational decision-making. In property, you make good returns through careful planning and by doing your homework. Above all, you succeed by deciding what you want from property investment, what kind of yield will satisfy you, and then sticking to your guns. Don't jump in too quickly on great-sounding deals, and don't get caught out when the ground shifts, particularly with interest rate rises.

When you borrow to fund property, the yield you get from your investment must be able to pay for the financing you need to put in place to purchase the asset. Otherwise, you are heading towards negative equity or repayment terms that outstrip your means and lead to repossession.

It's simple to say with the benefit of hindsight, but many of the problems borrowers face in the US, and perhaps will be facing in the UK, wouldn't have happened if they had invested more wisely. The fact that lenders perhaps have been irresponsible doesn't alter the fact that the borrowers create their own problems. If you are investing in property, make sure you can pay for it, whatever happens to the interest rates and the economy – and make sure the yield you generate puts you in profit.

Scott Huggins

Further Research: If you are not already a member of the Intrepid Syndicate Club then it couldn't be easier to join. Please visit the website at **www.intrepidinvestments.co.uk/members/index.asp** to register. If you enter the code **HPA1007,** you'll get a years membership for just **£5 + VAT**. Alternatively you can email us to find out more about membership, at **enquiries@intrepidinvestments.co.uk**.



Top Tax Tips

Making Money Is Only Half Of The Game. Keeping It Is The Rest

Moving To France Needn't Be Taxing

We all know France is a lovely country with a laid-back lifestyle, great weather and if you happen to be a homeowner, wonderfully cheap property. What's more, and what many people fail to realise, is that if you choose to become a resident there it can also be tax efficient too. In fact, with the correct financial planning, you could be better off than if you were in the UK.

Income Tax

Income tax is on a banded system in a similar manner to the UK, and although the top rate is 40%, most households pay less in France than they would in the UK. This is because tax is applied to the whole household and all income is divided equally between the household with allowances and tax rates applied to each part. This has the effect of spreading the tax burden across the number of members in the household. The more parts a household has, the better off it will be for taxation purposes. A married couple would count as 2 parts, and the first 2 children count as 1 half part each – meaning a couple with 2 children are considered as 3 parts, which considerably dilutes their tax burden. It gets even better if you have a large family – subsequent children count as 1 full part each.

The current tax rates are as follows. The first €5,614 of income is tax free, income up to €11,198 attracts tax at a rate of just 5.5%, the next band up to €24,817 attracts a rate of 14% and from €24,872 to €66,679 the rate is 30%; anything over that and you'll pay 40%.

So as you can see, in France it's possible to have a joint income of almost €50,000 (€75,000 if you've got a couple of kids) and the top rate of tax you would pay would be 14%. Compare that to the UK where you would pay 22%.

The household taxation rule and tax allowances can also make it better for retired couples. In the UK, if you are on a reasonable pension of say £15,000 - £20,000 a year you'll pay quite a bit of income tax. In France you would pay less because it's divided between 2 people and you also have an allowance of just under €3,500 or 10% up to the first €34,000. What's more, anyone in receipt of any form of state pension will not pay any of the social charges on that income.

The Cost Of UK Living

We pay our taxes for fear of prosecution, with the reasonable expectation that the state will keep its side of the deal by providing decent public services. Yet we are denied the sort of services that our parents and grandparents considered standard. Today, if you want to get your teeth fixed, be confident of not catching MRSA from a hospital, or even receive a home visit from a doctor, you really have no option but to go private.

The same goes for policing, education and rubbish collection. Some households now shell out more than £500 a year for a uniformed presence in their area. For £90 a year, a private refuse firm in Yorkshire will now do what your council won't: empty your bin once a week. People are putting themselves into hock to educate their children because state schools are so bad. Forget Iraq, this government's true legacy is millions getting themselves into debt to make up for its scandalous incompetence and indifference.

Savings

If you are lucky enough to be moving to France and have enough capital to live on then you'll be pleased to learn that you can generate extremely generous amounts of income and pay very little in the way of tax. The way to do this is to take out what is known as an 'Assurance Vie'. This is a specialised form of insurance policy that allows you to hold your own choice of assets as the investment content of the policy. Holding your assets in the framework of an authorised and approved Assurance Vie vehicle can reduce your tax rate on investment income and gains to between 0%-18%, as opposed to rates of income tax which can be as high as 40%, or 51% including social charges. If you allow the monies to roll up and do not make any withdrawals, you will not need to pay any French income tax or capital gains tax. Where a withdrawal, either as a regular capital or income, is made (other than payment on death) the tax position is highly favourable, as only the growth element of the withdrawal is liable to tax. So if the whole portfolio of assets within the policy has grown by, say, 7%, only 7% of the withdrawal is taxable, 93% of the withdrawal, whatever the amount, is tax-free.

As an example, let's say you had a fund worth €100,000. If you were taking out €7,000 a year from this then the part that would be taxable would not be €7,000, but only the gain and that's only €490. That is just €490 towards your tax free allowable earnings of €5,614 so quite possibly all you may have to pay would be the 11% social charges, in other words, just €54.

Advantages Of Assurance Vie

- There is no French income tax or capital gains tax if the income and gains are accumulated within the policy, and no withdrawals are made.
- There are considerable succession tax savings if the Assurance Vie was established before becoming a French resident with lives assured under the age of 70 - there is no succession tax liability on death. If established afterwards, there is an exemption of €152,500 per beneficiary, after which tax is payable at a flat rate of 20%.
- All purchases and/or sales within the policy are normally transacted at no cost. This benefit alone can offset the cost of establishing the Assurance Vie. Switches do not attract any tax liability on profits made when switching from one internal fund to another.
- Under French law, these investments cannot fall in value, and nor can the provider charge the holder a penalty for making withdrawals.

Inheritance Tax

Another advantage of an Assurance Vie is that it is also efficient regarding inheritance tax too, with an allowance of just over €150,000 tax-free for each beneficiary. And if foreign residents shelter their money into this system before they become resident in France, then they can have an unlimited allowance – in other words no inheritance tax would be payable on the monies held in the Assurance Vie.

Homeowners in France are also set to benefit from a radical shake-up of the country's inheritance tax laws – with the threshold raised by 300%. The current threshold is set to triple from €50,000 to €150,000 per parent to each child. The new president, Nicolas Sarkozy, instigated the move after property price rises dragged more and more homeowners into the inheritance tax net.

British owners of French properties will benefit from the changes whether they are resident or not, as under the country's tax rules any asset in France is taxed in the country even if its owner lives and dies overseas.

It means that a couple with 3 children owning a French property worth €900,000 (£640,000) would be able to pass it on tax-free providing each child was apportioned an equal €150,000 share. In the UK each person has an inheritance tax allowance for assets passed on after their death, whereas in France there is an allowance per parent per child, meaning larger families will be able to pass on more expensive homes without incurring tax. Inheritance tax in France varies depending upon the amount above a threshold inherited and ranges from 5% up to €7,600 to 40% above €1,700,000.

So as you can see, with some careful planning it's possible to structure your finances so that you have a low income tax liability and a limited inheritance tax liability with very few restrictions, other than living in France of course, which is very nice indeed.

Peter Parfait

Further Research: Carl Bayley's tax avoidance titles, *How To Avoid Property Tax*, *How To Avoid Inheritance Tax*, *Using A Property Company To Save Tax* and his *Property Tax Calculator*, together with Lee Hadlum's *Non-Resident & Offshore Planning Guide* and *The World's Best Tax Havens* are all available online from booksender.com or by calling 01686 628661.

Suffering From A Tax Conscience? Take This To Relieve The Symptoms

£70.71 is Transport For London's charge to councils each time it changes a bulb in a set of traffic lights, representing annual revenue of £9m.

£36,000 is the amount that the Home Office spends a year employing holistic therapists for inmates at Peterborough Prison to enjoy aromatherapy and acupuncture.

£226,000 is the cost since 2003 of Ken Livingstone's mission to reduce the number of pigeons in Trafalgar Square, an average of £90 per pigeon removed.

Peter's Postbag. Your Questions & Queries, Tips, Suggestions & Success Stories

Buy-To-Lets In Paris

Dear Peter,
My wife and I are "doing our research" into purchasing our first investment property abroad as we're currently priced out of the UK market – especially in our home town of London.

We both love France and it seems to have become a hotspot since Sarkozy has been elected, so this is currently our favoured destination – especially Paris. We would love to know what your view is of the market over there – especially from the buy-to-let perspective as to whether we should opt for residential or holiday lets? Thank you in advance of your comments.

Neil and Helen Marlborough, London

Dear Neil and Helen,
What a great city –I love Paris too. Well, what can I say, when a studio flat goes for nearly £300,000 in London's Bethnal Green, it's enough to make you reach for a bottle of Chateau Lafitte, kick up your heels and curse into the bottom of your glass about the price of UK property. Whereas across the channel in Paris you *will* find that not only is the wine cheaper, but so too is the property.

However, the attractions of conventional buy-to-lets in Paris are limited: yields are relatively low at 3.5% and tenancies are inflexible. But in the best locations, letting to tourists is making a 6.2% yield, and that is after costs and with occupancy at 80%. Forget the 6th and 7th arrondissements, which overlook the Eiffel Tower, Luxembourg Gardens and Musèe D'Orsay. Instead, consider developing arrondissements where the city's trendy artists, bohemians and 'bobos' (bourgeois bohemians) have settled: the 10th, 18th and 19th arrondissements.

The 18th arrondissement, the area of Montmartre, is on top of a hill overlooking the city and is home to the basilica of Sacrè Coeur and Au Cliron des Chasseurs, where Ernest Hemingway ate when he had the money. It is also one of the most visited areas by tourists to Paris. Property costs about £345 a square foot on the west side of the arrondissement and about £226 a square foot on the east side, which is currently undergoing gentrification.

The 10th and 19th arrondissements do not attract as many tourists, but there's still a lot of property that is under-priced because it is in need of renovation and gentrification. Long-term rentals in these areas are about £165 to £220 a month.

You should also consider a French leaseback opportunity – this is a great way to get onto the French property ladder with the long-term security of knowing that your mortgage is covered for a good number of years.

A number of our featured companies offer some excellent French leaseback deals. Ready2invest have a great opportunity in Bussy St. George – you can contact the Ready2invest team on **01273 627900** or visit **www.ready2invest.co.uk.** You may also like to contact Viceroy Invest on **www.viceroyinvest.com** or you can speak to **David, Sarah or Nigel** on **0121 609 7095** as I know they have some really good leaseback deals. In addition I would recommend that you place your question on our property investors' messageboard at **www.streetwisepublications.co.uk/forum** - this is a free reader service and many questions place on the forum receive pertinent replies from fellow readers. I wish you all the best with your investments.

Best regards
Peter Parfait

Buying Property With Friends?

Dear Peter,
I'm thinking about buying a property with friends – do you have any top tips for me as I really want to get on the property ladder but I don't want to fall out with them! Thanks Peter!

Julie Fordham, Cornwall

Dear Julie,
Thank you for your letter – very forward thinking of you and should stand you in good stead to not only get on the ladder but carry on up!

As a starting point you need legal documents. Although you need to seek the advice of a solicitor, I would recommend that you set out your shares in a declaration of trust or a trust deed and draw up a co-habiting agreement.

Friends or co-buyers should opt to be tenants in common, which means that in the event of one of you (the co-owners) dying, your share isn't automatically handed over to the other owner(s).

And again, still on a morbid note, you should also draw up wills and consider taking out mortgage protection insurance.

Inequality can also lead to friction. Things are simpler if you all contribute equally to the deposit and mortgage, even if one person's borrowing power is bigger than the others'.

Discuss what would happen in the event of a fall-out *before* you invest together.

Also it would be good for you to do your research regarding finding a specialist mortgage company designed for friends buying together.

I hope that's helpful and I wish you all the best on your way up the ladder.

Peter Parfait

Too Good To Be True?

Debunking the myth that if something sounds too good to be true, then it must be so.

(Warning: If you're a cynic, or of a highly sceptical disposition, or someone who suffers from positivity special needs, please do not read the following, as it may cause to annoy and/or shatter the delicate pessimism you have spent so long fostering.)

This Month: The UK's First Property Billionaires

Fergus and Judith Wilson, Britain's buy-to-let king and queen, have just bought their 700th house and could become the sector's first billionaires. The couple, former maths teachers, stumbled into property when they bought their first house in Maidstone for £98,000. "It was the scariest thing I'd ever done," says Judith. "Today I don't bat an eyelid." They brush off fears of a crash, predicting the market will continue to double every seven years.

Stories From The *HPA* Forum

Joanna looks to the forum for advice: My daughter wants to buy a share of my home. As she cannot afford to pay a lump sum, what we have agreed is that she will pay me the money in monthly instalments. I am unable to work and this would provide me with a welcome income but what I want to know is would I be liable to pay tax on the money?

Simon replies: No. Not if you are clear what the arrangement is. Your sale to her of part of the house you live in is exempt from CGT and the money you receive would not be classed as income but instalments of a capital sum.

Peter responds: Your daughter will have a CGT liability from the date of the transfer, as she does not live in the property. If the value of your estate is over the IHT threshold, then care should be taken, as the entire house will be valued inside the IHT calculation. If you accept the payments and arrange a conditional contract with a solicitor then you can transfer the part ownership on completion of the payments thus reducing your daughter's CGT liability. You do need to seek professional advice.

Joanna adds further: The property is worth about £250,000 and my daughter lives with me. She is fully aware this would be a long-term commitment and is happy to proceed, as she does not own any other property. Would she still have a CGT liability?

4Star replies: As your daughter lives in the property then once she acquires from you an interest she will not be exposed to any CGT liability on any sale in the future.

It is not correct to state, as appears to have been stated above, that your estate will include the whole value of the house (after the gift to your daughter) for inheritance tax purposes. Only your share would be included at the date of your death.

My concern however, is that I believe the POA (pre-owned asset) legislation is in point. What this means is that you will be exposed to an income tax charge on a deemed rental income which you will be assumed to be receiving. This may not be significant but in your situation would seem highly undesirable. A sale of the whole of the house (not part) would solve this issue, but this does increase the amount of money your daughter would need to raise.

Joanna adds: The problem with selling her the whole of the house is that I have another child and want to leave them a share of the property on my death.

4Star replies: I think a better and simpler option may simply be to keep the house in your name and, in your will, leave it to your children as appropriate. Instead of your daughter buying a half share during your lifetime she can simply make gifts of cash to you as and when to provide you with a tax-free income. IHT on her part I suspect would be insignificant. This would also resolve the POA issue I mentioned earlier.

To read other stories like this, to pose questions of your own and receive pertinent replies from fellow readers on all conceivable property-related matters, visit the website below. It's totally free and you need only register once. Log on to: **streetwisepublications.co.uk/forum**

Essential Reading
The Editor's Suggestions For Further Research & Additional Information

How to Be a Successful Property Investor by Jonty and Alise Crossick: This book will show you how to turn £300,000 into an equity stake of £3.5 million in under a year. In this guide are the top 45 tips for property investing and in-depth explanations of how you can achieve success. This product is highly recommended as a truly excellent 100-page guide that every property investor should possess. Costs only £4.95. *Only available to order on-line.*

Expert Property Investment Strategies – A Quick Guide: This 23-page guide includes 10 invaluable, real-life, insider secrets to really help you formulate your own investment strategy and have your own eureka moment, as written by property investor experts. The Booksender Quick Guides offer incredible value for money as they start from only £1.99. *Only available to order on-line.*

How To Buy Repossessed Property at 30% below market value and make £9 million in 5 years *without* really trying. Geoff Greenwood will introduce you to a little-known but well-researched method of buying, selling and profiting from property that generates *huge* returns in an amazingly short period of time with *very* low risk. It's a fabulously clever system, previously only passed by word-of-mouth, which a few initiates have been using for decades to create *staggering* wealth for themselves. But absolutely anyone can do it, and now it's available for the first time as a book. From £97 for a digital download.

The A2Z Property Inventory: Another great idea from A2Z, this is an invaluable tool for checking out departing tenants and checking in new tenants. The software maintains inventories for all your properties. There is no limit to the number of properties for which inventories can be recorded. The conditions are entered via a simple drop-down box, saving you a great deal of time. Complete with onboard help and a comprehensive manual in Acrobat PDF format, it costs only £9.95 and is available as an electronic download.

The World's Best Tax Havens by Tax Expert Lee Hadnum LLB ACA CTA. This book provides a fascinating insight into the glamorous world of tax havens, and shows you how to cut your taxes to zero and safeguard your financial freedom. It contains indispensable information on 25 of the world's best tax havens. In addition, it explains how big companies and the rich use tax havens to their financial advantage, and how with proper planning *you too* could legally enjoy some of these sensational benefits - £24.95.

How to Profit from Buying Property Off-Plan by Peter Parfait: Put £10,000 into a bank account today and at 5% per annum you will make the paltry sum of £1,025 in interest over two years. Put £10,000 down as a deposit on a £200,000 property which is discounted by 15%, and you have £30,000 of instant equity from day one. Assuming the same 5% growth for two years, you would profit to the tune of £50,500 on completion. Like to earn returns like this for yourself? Then welcome to the wonderfully profitable world of off-plan property. Only £3.99, and available instantly as an online download.

Automatic Assured Shorthold Tenancy Agreement (AST) - Another great idea from A2Z – the 'A2Z AST Writer'. Landlord, tenant, property and lease terms are entered, and the AST is prepared without the need for any word processing package or I.T. skills. There is absolutely *no limit* to the number of agreements you can produce. With letting agents and solicitors charging up to £120 for each agreement, *enormous* savings can be made by Buy-to-Let landlords. The software comes complete with onboard help and a comprehensive manual in Acrobat PDF format. Costs only £9.95 and is available instantly as an electronic download.

Property Performance Tracker: Amazing Excel spreadsheet by Donald Hunting to provide real-time hands-on monitoring of how changing costs affect profit performance of your property portfolio. All property enthusiasts should have this absolutely *essential* tool in their armoury. Beat the competition hands down. Full details on website - from only £19.95

Property Value Assessor: Amazing Excel spreadsheet by Donald Hunting to help you make the correct buying decisions. Saves hours of time and helps bypass mistakes. Full details on website - from only £9.95

How to Avoid Stamp Duty: By following certain perfectly legal strategies it is possible to significantly reduce or eliminate the cost of stamp duty. In this comprehensive and extremely well-written tax guide, property expert Russell Eaton explains how to use little-known trade secrets to get big 'cash-back' and 'stamp duty paid' deals whenever you buy property - £24.95.

MONEY SAVING TIPS
How To Be Green And Save Money

- Recycle your furniture. Instead of hiring a van or paying your council to remove items such as sofas, the Furniture Re-use Network (frn.org.uk) will remove items for free and give them to low-income families.
- Where possible, buy products that are sold in refillable containers, such as washing detergent.
- Reduce the amount of water used by your lavatory by fitting Interflush (£19.90; interflush.co.uk), a gadget that gives you control over the amount of water you use with each flush.
- If you're able to install a wind turbine - and cover the initial cost, including planning permission, which will run into the thousands - you could cut your electricity bill by up to a third. Visit bwea.com for more details.
- Cut back your usage of mains water by harvesting the rain. Visit rainharvesting.co.uk to see how water falling on your roof can be channelled to your lavatory, washing machine and garden.

Grow Rich with a Property ISA by Nick Braun PhD: This brand new guide shows how you can save thousands in tax and earn 50% more money by investing in a property ISA. Returns have been spectacular in recent years – in the last 12 months alone an investment in Standard Life's property ISA has grown by a mouth-watering 26% … all tax free! £24.95.

An Insider's Guide to Successful Property Investing: surveyor and developer Peter Jones' best-selling comprehensive work concentrating on 'No Money Down' empire-building techniques - from £19.95.

An Insider's Guide to Successful Property Investing – Part II: the sequel, as highly original and thought provoking as Part I, including magical profit systems as used by the most successful property entrepreneurs - from £19.95

63 Common Defects in Investment Property & How To Spot Them by Peter Jones FRICS: a chartered surveyor's essential and thoroughly informative guide to property inspection, guiding you away from no-hope cases and towards bargain-priced gems – on CD-ROM at £24.95.

The Successful Property Investor's Strategy Workshop by Peter Jones FRICS: why pay up to £6,000 for one of those property seminar weekend courses, when all the information provided, and more, is now available in this stunning, comprehensive and hugely educative 180-page volume – from £29.95.

The Successful Property Refurbisher's Workshop by Peter Jones. In his latest product, chartered surveyor, acclaimed author and serial property investor Peter Jones details his strategy on how to start your very own successful property refurbishment business – from £19.95.

No Money Down Property Millions by Harry Hawkins: a wildly successful property investor's 12 closely-guarded secrets to building a property empire from scratch without using any of your own money – from £15.95.

How to Avoid Property Tax by Carl Bayley: This unique, comprehensive and all-encompassing tax guide, full of invaluable money-saving information that you simply won't find *anywhere* else, explains how you can pay significantly less income tax and capital gains tax on your property investments, transactions and dealings - £24.95.

The Successful Landlord's Handbook: essential advice for landlords on how to build and maintain a magnificent, high-income property portfolio - £19.95.

How To Avoid Tax On Your Stock Market Profits: by Lee Hadnum, *the* definitive tax-saving resource for investors in shares, unit trusts, ISAs, corporate bonds or other financial assets - £24.95.

Assured Shorthold Tenancy Agreement - for buy-to-let and residential rental use; can be cut-and-pasted into any computer programme and adapted to requirements – from £3.95.

Property Tax Calculator - Making money from property is only half the game: keeping the profits for yourself is the rest. This powerful yet easy to use computer programme reduces property capital gains tax calculations to seconds. You can also use the *Property Tax Calculator* to perform a variety of 'What If?' calculations - you can find out what the tax bill will be if you sell the property in the future. Developed by Carl Bayley, an Edinburgh-based property tax specialist. Comes with a User's Guide and access to a Free Advice Hotline. £29.95 on CD-ROM.

Using A Property Company To Save Tax - Investing in property is one of the best decisions you'll ever make, but you must decide right from the start whether to invest personally or start your own property company and trade through that. The tax consequences of making the wrong decision can be absolutely enormous, and financially disastrous. In fact, the potential tax savings are so huge that property tax specialist Carl Bayley has decided to devote a whole guide to the subject. Learn how you can earn almost 40% more income by using a company - £24.95.

Incorporate and Save Tax - By running your business through a limited company you stand to save thousands in tax and national insurance. Includes: plain English guide to corporation tax; Summary of company tax advantages and disadvantages; Detailed comparisons of income tax and corporation tax; How company owners can avoid paying any national insurance; Guide to how dividends are taxed; How dividends can be used to cut your tax bill; The mechanics of paying dividends; How to split income with your spouse; How businesses that reinvest their profits can save thousands; How to incorporate an existing business; How to pay zero capital gains tax, VAT, and stamp duty. The author is Lee Hadnum LLB ACA CTA - £24.95.

Non-Resident & Offshore Tax Planning Guide - An invaluable publication designed to help those living or working abroad pay less tax on their income and investments, plus important information for those who live in the UK but who wish to use the offshore tax rules to shelter their income and gains from the taxman. The author is Lee Hadnum LLB ACA ATII - £24.95.

Selling a Business - Careful tax planning is vitally important when selling a business. Take the right steps and you will significantly reduce your capital gains tax and income tax bill. Take the wrong steps and you could end up paying a large chunk of your proceeds to the taxman. Author is Lee Hadnum LLB ACA ATII, a business tax advisor at Ernst & Young - £24.95.

How To Avoid Inheritance Tax – an absolutely invaluable, brand new publication designed to help all UK residents and others completely avoid paying inheritance tax on their worldwide assets. The author is Carl Bayley BSc ACA - £24.95.

Property Profit Manager: A brand new and *essential*, easy-to-use spreadsheet programme created by a professional programmer that's absolutely streets ahead of the competition and presented for a *fraction* of the price. It is quite simply the difference between frantically struggling to evaluate a mountain of daunting figures for a property deal, and being able to juggle them with consummate ease and lightning speed. From £19.95.

Property Auction News Conference – The Video - Relax in the comfort of your armchair and be absolutely gripped to learn *fascinating* insider secrets from top experts in their field – the very best that can be assembled: tax avoidance specialists, buy-to-let serial landlords, seasoned auction professionals and auctioneers, syndicate directors, legal eagles, surveyors … even learn how to turn £10,000 into £15m in 6 years! A full 7 hours of professionally-presented film in a two-video boxed set. All this for less than 12.5% of the cost of actually attending the conference itself. £49.50 (+ VAT).

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Peter's Friends

The Editor's Endorsements - Product & Service Personal Recommendations

PROPERTY OPPORTUNITIES

Vis Unita Fortior - Syndicate Investments - Free Life Membership – Limited Offer - 'United Strength is Stronger': If you are looking for syndicate investments that are exclusively based on equal ownership and equal shared profits, then Vis Unita Fortior Ltd. is the ideal joint venture to invest in. The company has already launched the award winning *GoodbyeWinterBlues.com* and more recently Pub INvestmenTs (PINT) Ltd both of which are innovative, high yield investments buying in emerging markets such as Goa, Panama and Cape Verde. We will also be bringing the traditional British-style pub to some regions of France and Germany! Also in the very near future we will be launching BRIC, Holiday Homes @ Home, A Pit Stop 20 and Property SIPP 4U Ltd, which is an ideal investment for SIPPs. Each of our syndicates offers up to 100 membership places, and all have easy payment options. To receive information on all of these syndicates you will need to become a free member of Vis Unita Fortior Ltd. Please call Freefone 0800 970 8522 or alternatively email us at VUF@btinternet.com or see www.VisUnitaFortior.co.uk, www.GoodbyeWinterBlues.com or www.PubINvestmenTs.co.uk.

Rapid Home Sale - Fabulous Below Market Value Property Business Opportunity: Become a regional affiliate within a national property company for low entry cost. Deals we supply can generate between £15,000 and £50,000 and are often up to 35% below market value with huge wealth potential. You will have your own exclusive area and your 24/7 website handling all the leads for you. Visit www.rapidhomesale.org and then send an e-mail to info@geoffgreenwood.com or telephone 0845 124 9802 for a regional affiliate information pack. Life-changing opportunity but hurry, areas are secured on a first come, first served basis.

Dubai, VIP Service: When considering Dubai for your potential investment, increase in property portfolio, land acquisition, offshore tax-free company formation, private yacht, jet or executive car purchase, please do consider a personal and confidential call to David Bostock of First Offshore Management Dubai. With the fast-paced environment coupled with the somewhat slow-paced need for urgent response, Dubai can be extremely frustrating to those who need that 'something special.' It is with this in mind that David has taken the confusion out of finding the right location, purchase, financial advice and legal assistance. What's more, if you're looking at visiting Dubai and want a really good and personal insight and a thoroughly worthwhile investigatory tour, then do make David your first point of contact. It's free, it's interesting and it will save you time and money. Contact: David Bostock, Managing Director, First Offshore Management Ltd, PO Box 30247, Sheikh Zayed, Dubai, UAE. Tel: 00971 432 11901. Mob: 00971 508 736196. Skype: dave-dubai. E-mail: david@firstoffshoremanagement.com Website: firstoffshoremanagement.com

The Property Association: Over the last nine months a great many *HPA* readers have logged their details with The Property Association, to take advantage of discounted property deals all over the UK. When buying in bulk from developers we achieve a win-win situation. Not only does the vendor benefit from selling a large number of properties in advance, but the investor gains instant equity. In an off-plan situation, with 12 months to completion, we buy at 15%-20% discount. Add to that the growth in property value by completion, and it is possible to achieve a profit of over £50,000 before a brick is laid. Visit our website. We produce an e-brochure for every deal, which registered members can download. This shows full details of the property, along with prices and cash-flow tables. Registering on the site is free of charge and we e-mail our members regularly with new property alerts. For more information visit their website at www.ThePropertyAssociation.co.uk. Highly recommended by *HPA*.

www.property-investment-deals.com: Quickly becoming one of the most popular investment property sourcing companies, they concentrate on good value and good-yielding deals attractive to investors. In the UK they concentrate on high-yielding hotspots in the North of England and Scotland, sourcing around 30 properties a month for investors – all giving a net income – and normally requiring a deposit of under £10,000 per property. These are properties that www.property-investment-deals.com believe will always do well as investments, and indeed are where they invest themselves. They take care of the management and can assist with the finance/legal side as well. Overseas, they again concentrate on areas where they invest themselves, and where they have some excellent contacts – with recent deals in Estonia and Bulgaria selling out very quickly. Sign up at www.property-investment-deals.com for free email alerts as soon as new deals come out, or email enquiries@property-investment-deals.com or call Alan Forsyth on 0115 9474155.

Viceroy Invest: Having spent a lifetime in the construction industry, founders Steve Mahony and Lee Harley are now entirely focused on searching for and negotiating great property investment deals for their members. Buying as a collective allows them to negotiate discounts between 10% and 25% off open market value in the UK, and to arrange innovative financing deals and exclusive developments throughout the world. Discounts are passed on to their investors in their entirety. But their service doesn't end when you agree to purchase a property; that's just the beginning. Viceroy Invest will assist you with legal details, financing, re-sales, lettings and furnishings if required. They associate themselves only with developers who share their commitment to quality, professionalism, courtesy and high levels of service, and they have rigorous due diligence procedures to ensure only the best deals are offered to each one of their members. Lee and Steve offer a variety of property products in a variety of locations, completely unrestricted by geography. Register free by visiting www.viceroyinvest.com. Further information can be gained by calling Viceroy Invest on 0121 609 7095. E-mail info@viceroyinvest.co.uk.

Ready2invest: In one year, Jonty & Alise Crossick turned £300,000 into £3.5m of equity. Share in their success! At Ready2invest, Jonty & Alise believe that customer service is paramount, so they aim to provide a great service to all their clients. Ready2invest is one of the fastest-growing property development companies working in Eastern Europe. We offer investors phenomenal property investment opportunities at stunning coastal developments in the booming markets of Bulgaria, Croatia and Montenegro. Returns estimated at 300% upwards; Share the developer's profits; Buy five-star discounted property in top tourist hotspots; Benefit from innovative property investing solutions; Relax with thorough research and transparent deals; Enjoy regular progress reports, newsletters and magazine; Take advantage of using the world's leading architects, project managers and construction companies. Our portfolio of property has already gone up by 88% in all three countries since January 05. In 18 months, Ready2invest has sold property throughout Europe worth over €100 million. A personal Property Consultant and Investor Relations team will guide you through from start to finish. Don't miss out on this rare window of opportunity to get into a booming marketplace. Tel: 01273 627900. E-mail: info@ready2invest.co.uk. Website: www.ready2invest.co.uk

SIGNS OF THE TIMES: Curiosities From Around The World

Spotted and snapped by the Editor in St. Petersburg last month.

Intrepid Investments: Intrepid Investments is an international property consultancy and private equity firm. It is run by the property guru Scott Huggins, renowned BBC TV presenter and property journalist. Scott set up Intrepid in response to a gap in the market that he witnessed whilst researching for the BBC TV hit programme 'Get a New Life'. He has created a property consultancy based on the tenets of honesty, integrity, trustworthiness, and impartial advice. Intrepid specialises in emerging global property markets and in creating innovative syndicated high-yield investment opportunities. The company has created three key products: An introduction service to trusted partners in key markets such as Argentina, Bulgaria, Brazil, China, Latvia, South Africa, Turkey, Uruguay and a growing number of emerging property markets; A subscription-only syndicate club aimed at sourcing, developing and project managing high-yield property investment syndicates – the entry level is £25,000 and target returns are 20% plus; A quarterly property newsletter designed to deliver all Intrepid Investment's research and commentary to its followers. For an unbiased and innovative approach to property investment, visit www.intrepidinvestments.co.uk to register your details and one of the team will call you to discuss your property investment strategy and how Intrepid may be of service.

The Bahamas, Great Exuma: Lying 320 miles south-east of Miami is the beautiful and unspoiled island of Great Exuma. The Bahamian government is grooming Great Exuma to become the number one resort in the Bahamas. Consequently, this gorgeous, exclusive island is experiencing rapidly-increasing land values offering superb investment and, for those who also wish to build, excellent rental returns. Plots of land will vary in price depending on their proximity to the sea, main highway and views. But nowhere on the island are you more than 1.5 miles from the coast. Land prices are rising and plots are rapidly being sold. Land in certain areas has increased over 100% in the last 3 years, and in some cases in the last year. Quarter-acre freehold plots with planning permission granted in perpetuity can be purchased from £11,500 to £28,500. Title is absolute. You can purchase any of the plots left for 25% down and 36 monthly repayments. With its close proximity to the US, its new international airport, hotels, restaurants and unparalleled natural beauty, Great Exuma has already attracted some of the world's premier operators to the island. There is no income tax, capital gains tax, corporation tax, dividend tax, nor estate duty. For full information on the island and this fantastic investment opportunity call 01978 710077 or 07974 308743 or e-mail tcbee@onetel.com.

Reversionary Property Consortium plc: www.rpc-report.co.uk (2-letter code for website is HP). We are able to buy properties at around 40-50% of their vacant possession value immediately creating at least 100% potential profit! To gain entry into this lucrative market, we've developed an excellent relationship with one of the few agents specialising in sourcing reversionary property deals who will introduce these properties to us. The properties will have been independently valued. By pooling our resources as a Consortium, we can achieve far, far, more than if we tried to purchase these properties as individuals. For more information visit our website at www.rpc-report.co.uk (2-letter code required on website is HP). From there, you'll be able to request and immediately receive a fascinating FREE 10-page report which details, amongst other things, exactly what a reversionary property is, and the very best way to profit from them.

UK INVESTMENT LOANS & FINANCE

Adams Financial Solutions (AFS): AFS can offer assistance in many areas including commercial mortgages, bridging loans and development funding.Whatever you'r e looking for - if it can be done, we will be able todo it foryou. W epr ovide a specialist service, which includesa fr ee and realistic appraisal prior to any formal application on your behalf. Dealing across the whole of the market, we are able to offer the bestpossible interest rate and loan-to-value percentages available. Interest only, self certified, short term, long term, owner-occupied or investment applications, new start or established businesses, portfolio lending and lots more. We work for our clients by working *with* our clients - no unrealistic promises, no speculative claims, just honest and professional help to make your proposition a reality. We can arrange finance for any legal purpose, secured against UK freehold property. Contact me, Bob Adams, on 01279 430095 or on 07837 307313 or via e-mail on afsfinance@hotmail.co.uk.

Portfolio Analysis: BIF will carry out a free analysis of investors' property portfolios to establish what options are available to reduce existing interest costs, unlock cash to buy property abroad and create pre-approved facilities to buy more properties. The report can also look at the ability to balance the portfolio with commercial properties and simplify the administration required with a number of different buy-to-let mortgages. All UK lenders have their own likes and dislikes for the variety of different property investments available and the report will take all these factors into consideration. To have an analysis carried out please call or email Stuart Buchanan to request the review questionnaire, or email your existing portfolio schedule. The minimum portfolio is £1 million and any *HPA* readers proceeding with BIF's recommendations will receive a 25% BIF fee reduction. Contact: Stuart Buchanan on 08454 707073 or email stuart@bifonline.co.uk.

Buy-to-Let Rate Reviews: Existing Buy-to-Let investors can have their current mortgage rates checked to see how competitive the rate is compared with current market rates. This is very important for investors coming to the end of fixed-rate or discount periods: free legals and valuations may be available depending on product. Additional cash release options for buying property abroad or generating deposits can also be checked. Please call or email Stuart Buchanan to request the Rate Check form to carry out a buy-to-let rate review. Contact: Stuart Buchanan on 08454 707073 or email stuart@bifonline.co.uk.

Auction Trading Facility: If you are buying properties at auction with the intention of refurbishing them to sell or hold as a long-term investment, it is difficult to find the right kind of finance. Finding lenders prepared to provide short-term finance, or lend on properties that are not in a lettable condition, can be difficult: the next problem is finding the money to refurbish the property quickly. BIF have negotiated a special product with several lenders, which is pre-approved and is set up for two years, enabling you to carry out numerous property transactions during that period. A client with a £500k facility could carry out £1.5 million of property transactions during the two-year period. Other benefits include using a pre-agreed valuer for all your transactions if you are buying within a specific geographical area. Minimum loan is £400,000 which requires a client contribution of £112,000 from cash or property equity. It can be set up for individuals, partnerships, limited companies or offshore companies. To discuss your requirements call Stuart Buchanan on 08454 707073 or email stuart@bifonline.co.uk

PIF - Chequebook Drawdown Mortgage: This is considered one of the most effective methods of acquiring property quickly and at extremely competitive costs starting from 0.60% + Base Rate. The mortgage is available for both self cert and full status and now is available with free valuation and legal costs for all re-mortgages. This facility enables you to get access to the equity in your property at any time for whatever reason you want to use it for via a chequebook. For further information contact Alasdair Devine. Tel: 01786 832233, E-Mail: Alasdair@pifonline.co.uk, Website: www.pifonline.co.uk. Remember your home is at risk if you fail to keep up repayments on a mortgage secured on it. Property Investment Finance is authorised & regulated by the Financial Services Authority FSA NO 304820.

PIF - 89% Buy-to-Let Mortgages: Property Investment Finance are able to offer clients up to 89% Loan-To-Value (LTV) Buy-to-Let mortgages for purchases and a fees-free/assisted re-mortgage up to 85% LTV at competitive rates with only 100% rent cover required for some of these products. All applications are assessed against projected/actual rental income with no income verification required. The property market capital gains over the last few years has often led to a negative impact on rental yields, particularly in the new-build sector and in areas where capital growth has been particularly strong. Maximising equity has often been restricted by lenders strong covenant requirements of, typically, 125% of interest. PIF can now assist investors maximising use of their equity with these mortgage products. Please contact Alasdair Devine for further information on PIF's bespoke range of buy-to-let mortgages for property investors and to discuss your requirements. Alternatively, please visit our website at www.pifonline.co.uk for up-to-date information on investment property finance solutions. Tel: 01786 832233, E-Mail: Alasdair@pifonline.co.uk, Website: www.pifonline.co.uk. Remember your home is at risk if you fail to keep up repayments on a mortgage secured on it. Property Investment Finance is authorised & regulated by the Financial Services Authority FSA NO 304820.

WHAT ESTATE AGENTS SAY

A recent YouGov poll found that almost 2 out of 3 people do not trust estate agents, and 43% believe they earn too much money for the work that they do. So what things do they say that make people wary and how can you sort the truth from the twaddle?

"There's no point putting in an offer below asking price." An agent once told a friend that his offer of £20,000 below asking price was 'insulting'. A few days later, it was accepted. Estate agents are legally obligated to present any offer you make to the vendor, no matter how low they might think it is. This includes any offer made right up until contracts have been exchanged.

"We give preferential treatment to buyers who use our legal and mortgage services." It is illegal for any estate agent to make it a condition of the sale that you use their services. Similarly, if they discriminate against you because you have declined their services, they are breaking the law.

"Trust me, a similar property on this road sold for £10,000 more last year." These are facts you can find out yourself from the Land Registry. All you need is the postcode of the property and you can look up the actual prices paid, and it's free. Trust no one!

PIF - Bridging Finance: Need to complete a purchase fast to secure a property? Buying development opportunities without planning permission? Bridging finance is an ideal way for investors to finance completions of acquisitions where conventional lenders tend to be thin on the ground and will, in most cases, restrict loans to the lower of either valuation or purchase price – not ideal when a discount has been negotiated. As a commercial finance broker specialising in structuring finance packages, we maintain excellent relationships with the key players within the UK commercial and residential bridging market. We can arrange non-status finance up to 70% Loan-to-Value for most types of property throughout the UK. All types of properties considered: residential – development and investment, land – with/without planning, retail, hotels, nursing homes, offices and industrial units. Please note non-status bridging finance is not for the faint hearted, as interest costs and fees are weighted in accordance with the risk of the proposal and the exit strategy of the investor – minimum deal size £100k. Call Alasdair Devine on 01786 832233 or e-mail alasdair@pifonline.co.uk.

PIF – Fees-Free Asset Finance for Property Investors*: Due to increased demand from our property investors, PIF have grown their asset finance division and can now provide a fast, cost-effective way of obtaining the assets you need. PIF Asset Finance is now able to offer fast and competitive financing solutions for the property investor, and specialise in structuring affordable finance for all types of motor vehicles. We have developed a car funding facility aimed specifically at the property investor. Most finance companies will structure car finance with a residual payment linked to the future value of your vehicle. Whilst most lenders will fund up to 95% of the predicted future value, PIF have negotiated residual payments at 125% of predicted future value. In plain terms, the monthly payments are less than alternative lenders. This allows you to upgrade to a car of your choice or simply enjoy the cashflow saving. PIF have links with over 25 separate lenders and are able to offer special terms for *HPA* readers. These include: 1) Fees free deals* on all Asset Finance transactions. 2) No proof of income normally required. 3) Automated underwriting for quick turnaround. 4) Funding terms up to 5 years on all assets. 5) Minimum borrowing requirement of £5,000. 6) Minimum deposits available from 0%. 7) Competitive rates. 8) Refinancing of existing assets. Please visit our website at www.pifonline.co.uk and then simply complete and return the downloadable asset enquiry form and be assured of a quick turnaround - or why not call Alasdair Devine today to discuss your requirements. Tel: 01786 832233, E-mail: alasdair@pifonline.co.uk. Website: www.pifonline.co.uk. *No brokers fee charged. Lenders fee variable from £50-£200. Option Fee of £10.00 payable to lender on Hire Purchase agreements. Licensed Credit Brokers. Written details available on request. All applications subject to status and only available to UK residents aged between 18 and 75.

DEVELOPMENT FINANCE

Development Finance: BIF specialises in arranging finance for both new build developments and conversions, with facilities available from £500k up to £50 million. Clients will receive advice on how to package a loan application for the development and any facility will be tailored to your specific development. Any planning gain can be used towards the client's contribution for the construction costs and all fees and interest can be rolled up in the loan to be repaid from sales proceeds. For quality developments it is possible to obtain high loan to cost finance up to 90%, or 100% funding using an equity contribution on a shared profit arrangement, for developments of £1.5 million and above. Another way to obtain 100% funding is to use clients' existing property investments as security for the development loan. If you have an offer of finance from a bank, BIF will provide a second opinion and can obtain a better deal if possible. Minimum loan £500k. Contact: Stuart Buchanan on 08454 707073 or email stuart@bifonline.co.uk

Commercial Property Finance: If you are buying a commercial investment property with either a "blue chip" tenant or a local business, the loan options for interest rates and interest only element of the loan vary enormously. BIF are able to obtain rates from 0.8% over base and arrange loan to values from 75-90% depending on the quality of the asset and the tenant. Investors with existing commercial investment properties can also obtain quotes to see if their loans can be improved including cash release if required. If you have an existing portfolio and want to buy a property at auction, a pre-approved facility can be set up to enable you to move quickly. To discuss your requirements call Stuart Buchanan on 08454 707073 or email stuart@bifonline.co.uk

FOREIGN EXCHANGE

No Commission, Hassle-Free Currency Exchange: Sterling Exchange is a commercial broker based in the heart of London's financial district with a dedicated team to assist clients who are purchasing a home overseas. Our range of services includes: Free transfers to all clients anywhere in the world; Excellent exchange rates on all trades; 24-hour Client Services Department; Guaranteed rates for up to 2 years; No commission or account charges. For further details or to receive an information pack, visit www.sterlingexchange.co.uk, or contact John PaulGeor giou on Tel: 020 7329 9977, Fax: 020 7329 9332, or e-mail john@sterlingexchange.co.uk.

FINANCIAL PLANNING

Karl Lavery MSFA - Holistic financial planner. Focusing on your goals and concerns by co-ordinating your financial planning, estate planning and taxation to achieve your aims in the most efficient way. Brigham Brining & Co Ltd, Sceptre house, Hornbeam Park, Harrogate HG2 8PB. Tel: 01423 874287 Mob: 07958 736397 E-mail: karl@bb-co.net

PROPERTY SERVICES

Property Investment Coaching: Your own personal Property Investment Coach skilled in property, psychology and strategic business planning to guide you through the property investment process. Clients coached on a very personal basis towards success. Contact us now on telephone 0700 596 8650, e-mail info@geoffgreenwood.com or via our website at www.geoffgreenwood.com quoting *HPA* for a special service.

Good English Means Good Business! Far too many businesses compromise their professionalism with poorly written text, all because they may not have the time to get it right. We can help! Our aim is to provide clear communication through the written word. We can simply correct your grammar and punctuation, or re-write whole documents in plain English so as to convey the writer's message in a way which enhances their professional standing. Most assignments can be completed and returned to you within 24 hours, and prices start as low as £10. Visit www.QueensEnglish.co.uk or call free 0800 977 4563.

Landlord Law, with Tessa Shepperson: to find information about landlords' rights and obligations, and links to most of the relevant statutes and statutory instruments, visit Tessa's website Landlord-Law Online at website: landlordlaw.co.uk.

CONFERENCES & EVENTS

HomeBuyer Events: The UK's largest advice, information and opportunities events for property investors. Past events have included: The Homebuyer Show: ExCeL, London. The Property Investor Show North: G-Mex Manchester. The Property Investor Show: ExCeL, London. 150-250 exhibitors and a superb programme of seminars. *Highly* recommended by *HPA*. Very, very good – hugely educational and seriously informative. Don't miss this year's. Call 020 8877 3636 to register for tickets. Visit homebuyer.co.uk and propertyinvestor.co.uk.

CONSORTIA, SYNDICATES & ASSOCIATIONS

Giroma Property Development Ltd: Giroma offers you co-operative ways to profit from property. Our Joint Venture Programme, for example, gives you a satisfying return with the interest paid to you in cash every month. The company works principally in the UK adding value to property through sympathetic refurbs, extensions and new builds. If you want to know more about Giroma and how you can participate, visit our website: www.giroma.co.uk. You can register there to receive email updates about new investment opportunities as they arise. Or phone Rob Gorle on 01989 750 306 or email info@giroma.co.uk.

Property Postings

You are a stranger here but once!

Editorial Messages to: **info@peterparfait.com**
Subscription Queries to: **admin@streetwisepublications.co.uk**
To Join *HPA*'s Free Mid-Issue Updates List: **updates@peterparfait.com**

Use this forum as your opportunity to make contact with fellow readers, to advertise any properties you may have for sale or for let, to promote services you wish to provide that could be of benefit, ask for assistance or advice and/or to share pertinent information.

SOUTHERN CYPRUS: 0% DEPOSIT, 20% INSTANT EQUITY, LIMITED SUPPLY

Yes, we've done it again – we've negotiated a 0% deposit, high-yielding property development in Southern Cyprus comprising villas, townhouses and bungalows. This will be the fifth we have successfully completed in the last 6 months. By using a carefully thought out financing method and by removing the burden of sales and marketing from the developers we enable substantial discounts that we gift to investors to form their deposit.

● Our bulk buying allows for a genuine discount (almost 20%); ● Discount in the form of a gifted deposit, meaning the only cost for investors is approx. £6,000 (including closing costs); ● Market increasing by minimum of 12% per annum; ● Euro entry in January 2008 will drive prices further; ● VAT introduced on land in January 2008 at 15% driving prices even harder; ● Land increased in price by 5% in August 2007 alone; ● €640m airport expansion to allow 9m passengers from the current 3m; ● Interest-only Swiss Franc mortgage at 4.36%; ● Extremely strong and flexible rental market in this area; ● Extended tourist season through creation of golf and agro-tourism; ● Project led by the team behind Aphrodite Hills – the benchmark development in Cyprus; ● Prices from £80,000.

To reserve your property today please contact **Mike** on **0845 230 1953** or via e-mail on **info@thomsonopi.com** or visit **www.thomsonopi.com**.

TURKISH LAND PLOT FOR SALE: £22,000

I have a plot of land for sale on a development at Belek in Turkey. The plot has planning permission for a 2-bed, 2-bath villa. The building contract is in place and construction will start in September 2008 with completion due in September 2009. I am looking for oiro £22,000 for the land and building contract only. Construction costs payable to builder by purchaser. For further details please contact me, **Pete Franklin**, on **07717 402594** or via e-mail on **Pete55F@aol.com**.

WEBSITE OF THE MONTH: www.thebuytoletbusiness.com Buy-To-Let Mortgage Specialist

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Continuing with their policy of offering "buy already let" deals in the UK, the Armchair Property Investor can offer a great new deal to *HPA* readers with the advantage of being a completely hands-free investment with a guaranteed rental yield.

Armchair source developments that fit their strict investment criteria and then exclusively reserve the entire development. They will undertake RICS valuations and supply copies to purchasers, so they can be sure they are not paying an over-inflated price, and then create an investor package so that the costs of purchasing and furnishing the property are paid for. Further, the properties will be let and fully managed in-house by Armchair'spar ent company, BraemarGr oup plc. Rent is guaranteed for 2 years, so you don't have to worry about letting fees or void periods.

This latest deal is in an area with little competition from other apartments, a shortage of supply to demand and close to two massive regeneration areas. Consequently, prices are rising well above national averages.

Shipley, Yorkshire

- Investor benefits package worth over £21,000
- 6% per year rental guarantee from a plc (net of management fees)
- Prices: £128,000 - £130,000 for a 2-bed flat with en-suite
- Values supported by RICS valuations
- Stamp duty (where applicable)and legal fees paid
- Exceptionally high demand for rentals and purchases
- Charming commuter town: only 15 minutes by train to Bradford and Leeds
- Comparatively low prices in Shipley to Leeds and Bradford
- Strong capital growth potential
- Completion 2008; No finder's fee; No void periods.

Please contact **Vivienne Cornish** via e-mail on **investments@armchairpropertyinvestor.com** or on **0845 230 5193** for an in-depth investment appraisal including a 10-year cashflow and growth forecast.

FUNNY OLD WORLD

Cary Malchow of Muncie, Indiana, was so upset by his property tax bill he decided to make a scene by paying all $12,656.07 of it with bags of change and $1 bills.

Malchow lugged the cash-filled bags to the Delaware County treasurer's office and plonked them onto the counter. County Treasurer Warren Beebe said cashiers had to work overtime to count the money, guarded by sheriff's deputies. It took all 3 of the office's cashiers 75 minutes to count out all the cash. "I did it so people can physically see what $12,000 is," said Malchow, who has staged other recent protests to draw attention to Indiana's property tax increases.

Beebe said the tax protest also prevented his office from making its daily deposit at a Muncie bank. That cost the county an estimated $1,135.90 in interest that would have otherwise accrued overnight by depositing the property tax payments collected for the day.

Pity we still don't have the half penny!