

COME AND FIND YOUR PLACE IN THE SUN SAY MALTA PROPERTY SPECIALISTS - WWW.MALTABUYPROPERTY.CO.UK

Submitted by: Marathana Marketing and PR Ltd
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The UK and Ireland's largest residential and commercial property show 'A Place In the Sun Live' opens on Friday 30th March at Earls Court in London - and with over 6,000 visitors expected, it is some of the smaller expat destinations like Malta that seem to be growing in popularity – which is attributed to the triumph of quality over quantity.

Visitors to the exhibition will also have the chance to hear expert speakers and to win a free holiday to Malta courtesy of Excel Currencies and www.maltabuyproperty.co.uk.

Ray Woods from UK based www.maltabuyproperty.co.uk says,
"We are delighted that Malta was chosen by a Place In The Sun magazine recently as one of the top ten destinations for UK and Irish buyers. We have noticed that in recent years, potential buyers have rightly become more discerning, with issues such as long term growth potential, taxation, language considerations and travelling time becoming more important. This has benefitted some of the less well known ex-pat destinations such as Malta.

We are seeing a growing interest not just from individuals, but from Companies wishing to base themselves in Malta where both the Company and their employees can benefit from generous tax regimes, good location and transport links - and of course the absence of a language barrier for English speakers. March has been Malta month at nearby Harrods and we hope that this will have stimulated interest in this exhibition.

Shows like this present potential buyers with a great opportunity to do their research. Of course the numbers of potential buyers has declined in recent years for reasons we all know, but the changes do seem to represent the triumph of quality over quantity. At Earls Court last year, there were many more cash buyers than previously.

We will be offering a range of advice and materials to assist both companies and individuals. Together with our currency associates, Excel Currencies, we are offering the chance for visitors to enter a free draw for a holiday in Malta.* We can also help clients with introductions to local banks and through our insurance associates Intasure, we will be offering comprehensive policies for second home owners. Materials will also be available from the Malta Tourist Authority.

We also have free entrance tickets for visitors wishing to meet with us.

Buying a property overseas either as a holiday home or as a permanent home is not like buying a property in the UK nor is it the same as being on holiday. It needs to be treated with the same rigour as investing in a business.

We encourage potential buyers to make several property finding visits and see as many properties as possible so that they get a sense of comparative value from one property to another. It may seem obvious, but the most expensive properties do not always represent the best value.

Shows like a Place In the Sun and the seminars that they hold at the exhibition, do a good job in getting buyers to think about the long term and take the rose coloured spectacles off!

We often get approached by potential buyers looking at a number of countries, but bemused by the choice on offer at exhibitions like this. We provide them with a check list similar to the one that my wife and I used to buy our holiday home 10 years ago. Often it emerges that couples have different views on the best spot for them –and this needs to be resolved before they plunge into a home search in a serious way.

We also encourage clients to have a Plan B from the outset – as personal circumstances can change. The health of loved ones, financial circumstances or even just having the feeling that you don't fit in – all can mean that an overseas property ceases to be the priority. At this point, it becomes evident that a property is only worth what you can sell it for – or at the least, rent out! Buying cheaply may seem a good idea until the client wants to get their capital back out.

There are some clients who can over –research of course, spending years looking at properties on the internet, but never really committing themselves to buying, so a property of their own remains a distant dream. If a client is not prepared to come and look at property, I would question whether they really have a plan or just a dream. The internet is useful for getting an overview, but it is no substitute for viewing – and at different times of the day!"

www.maltabuyproperty can be found at Stand D25 at the exhibition which takes place from Friday 30th March – Sunday 1st April at Earls Court, London. To book a consultation and receive free tickets call 00 44 121 373 2440

ENDS

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* Terms and Conditions Apply

Notes to Editors:

Familiarisation visits are available for bona fide journalists for agreed features.

www.maltabuyproperty.co.uk was founded in 2004 by husband and wife team Ray and Elaine Woods - who after a love affair with the island that began nearly 40 years ago, purchased their own holiday home on the site of Fort Pembroke a large colonial garrison. They work in association with Frank Salt Real Estate, the largest agency on the island and both sell and rent residential and commercial property.

A Place In The Sun Live – Earls Court London Friday 30th March – Sunday 1st April

Over 6,000 visitors are expected to attend the UK's premier property exhibition.

Malta Enterprise

Malta Enterprise is the agency responsible for the promotion of foreign investment and industrial development in Malta. Its mission is to sustain Malta's overall competitiveness to create the right environment for successful enterprise in Malta. It offers assistance and advice to those who seek to learn more about the multitude of business and investment opportunities available on the island. Likewise, Malta Enterprise offers investors the best possible service before, during and after they decide to invest. Malta offers a highly competitive investment location for niche manufacturing as well as the services sectors

Further information can also be obtained by e-mail at info.bd@maltaenterprise.com

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