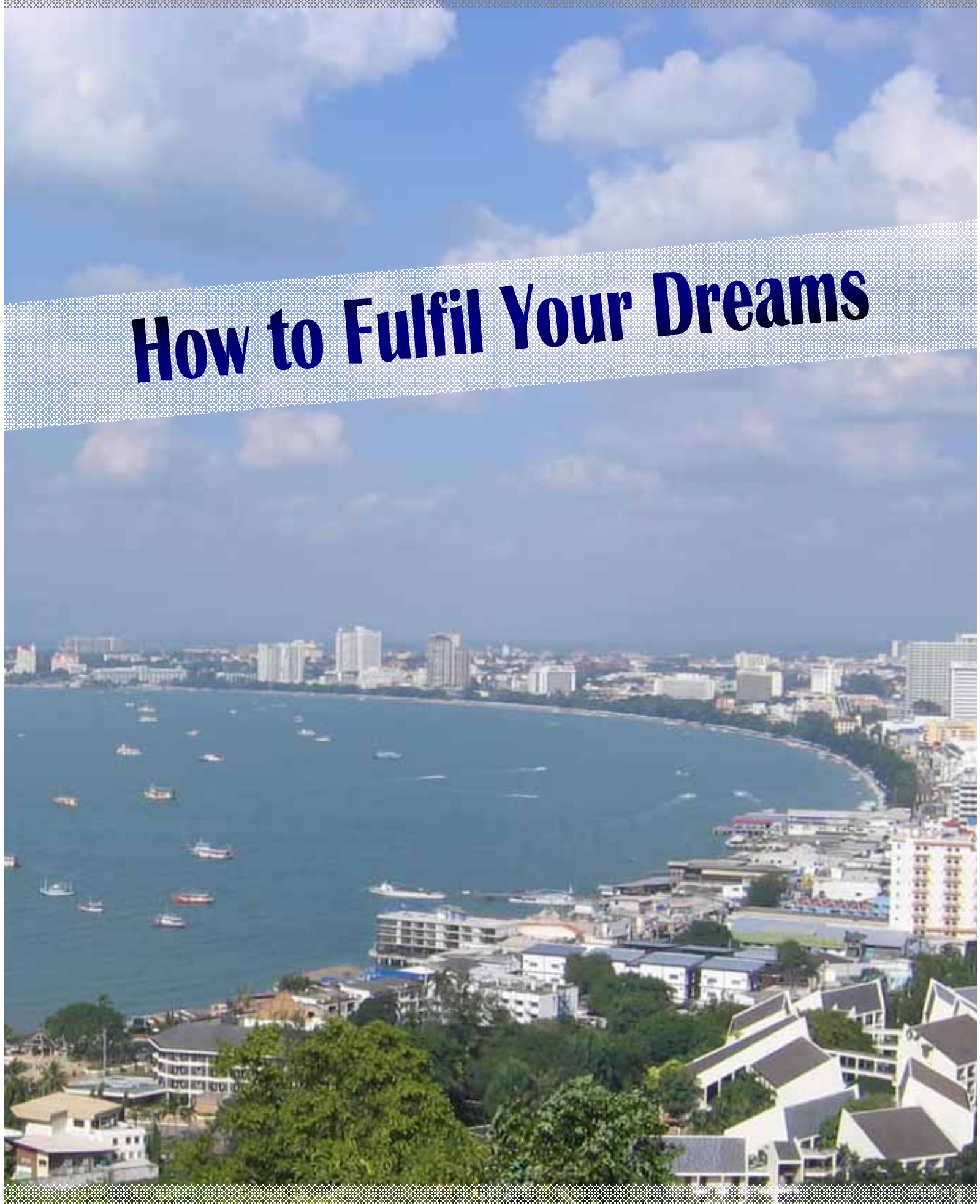


How to Fulfil Your Dreams



Sun, sea and golden beaches are Magnets for holidaymakers.

It is a well known fact that a regular holiday in an exotic sunny climate is the best way to recharge your batteries (so to speak).

Just imagine yourself lying on a warm sandy beach, with crystal blue waters gently lapping the shoreline, as your mind gently unwinds from the stresses of 'modern' living.

It is a truly relaxing feeling, and one which you never want to end.

However, all good things do come to an end! Or do they...?

Do they really have to?

What if I could show you how to make this fabulous, relaxing lifestyle a reality?

There is an old saying "you can't have your cake and eat it" well you can, it is possible; and this simple guide will show you exactly how.



This guide has been written in a simple, straight forward and effective way, without involving too many of the technical issues found in real estate business.

However, that's not to say there isn't any technical know how involved, there is, but that is where we come in.

With my team of fully dedicated professionals, we are here to assist you every step of the way.

We can offer you expert advice on all your real estate requirements; from searching, right through to finalisation of contracts. We are here to help you make your dream come true.

I appreciate that everyone makes decisions based on facts and fundamentals, and not just on the spur of a moment. So that's why I have prepared this informative step-by-step guide especially for you.

Devoted to the buying of new condominiums / apartments in Thailand, this guide will teach you the correct procedures and laws you need to follow in order to complete a transaction successfully.

This guide will also show you how you can use your hard-earned money to make you more money, thereby realising your dream of an extended holiday or living the life of luxury in Thailand.

You are about to discover the simplest and most straight forward way to make some serious financial gains.

So grab a cup of coffee and settle down, as I show you exactly how to make your dreams come true...



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Chapter One: Why is it so Profitable to Own Real Estate in Thailand?

Thailand is a small but prosperous country, with an area of approximately 517,000 square kilometres. The large area in the Northern part is mainly covered in jungle.

As the jungle is degrading fast in the Northern provinces of Thailand, available land is increasing; unfortunately there is still a limit on the amount of land that is available to buy.

The infrastructure in the North of Thailand is not as well developed, and as we know the world over business activities are based around a good infrastructure in well-developed areas.

The new land being created in the North of Thailand does not have the same commercial value as land that is already available in the Eastern Seaboard region, as the capital appreciation is low.

The narrow strip of land from Bangkok to Rayong that encompasses Pattaya and Jomtien (known as The Eastern Seaboard) down to the Southern tip of

Thailand is the hub of all commercial activity; this is where the service industries operate, so there is large scope for prices to appreciate.

The law of supply and demand is very appropriate here.

The advantage of owning real estate is obvious!

Income from Thailand's Service industries form a large part of Thailand's Gross Domestic Product (GDP). Given that the service industries cannot exist without a fast growing and well-developed infrastructure, it is a natural conclusion that real estate prices will soar.

It is clear from the above, that real estate prices in Thailand and particularly Pattaya (as it is also one of the best known tourist spots in the world) has the best chance of capital appreciation.

Therefore, to buy property in Pattaya NOW makes good business sense.

What the following unfolds for you is no great secret, but is not that well known either. It is a sure way of investing your money and getting an excellent return, because property prices will appreciate and you will make a profit that is free of capital gains tax.



Mark Twain once said “There are only two things certain in life; one is death the other is tax”. How very true!

Everyone the world over is trying to reduce the amount of tax they pay.

Remember, what I am talking about here is Tax Reduction NOT Tax Evasion; there is a fine distinction between the two.

Tax Reduction is legal and just by knowing the rules you can use the system to earn money. Tax Evasion is totally illegal and to be avoided at all times.

I want to make it 100% clear that what I am telling you is within the legal framework of your own country and that of Thailand. Be in no doubt that the law of the land are to be followed completely and honestly, with not even an ounce of doubt.

Basic Tax Laws in Thailand are very similar to most countries around the world. It is income tax law that I am explaining at the moment, as it is my aim to assist you in making money legally.

The Tax year in Thailand runs from January 1st to December 31st. Income tax due to be paid is based on income generated in that year.

Tax rates start at 10% on amounts over 100,000 Baht (approx £1,500 GBP or €2,150 EUR at today's rates) to 37% on amounts in excess of 4,000,000 Baht (approx £58,000 GBP or €85,000 EUR).

There are discounts to be taken advantage of, to the extent of 80% on business income, depending on the type of business that has generated the income.

The Tax system seems to favour business activity. A large percentage of Gross Domestic Product income is generated from services. Therefore, if you are already making money from a Thailand operation, it is even more profitable for you to invest in real estate.

Depending on the type of business, the standard rate of deduction for business income tax is considerably lower in Thailand.

One of the major attractions of owning property in Thailand is the taxation on the appreciation value and income generated from it.

A sales tax of 0.01% is imposed on the realization of property. You can't argue that that is a very low rate. You could also pass this payment onto the person buying the property in the contract of sale.

The effect of this is a virtually zero tax for making a profit on your property, pretty good I say.

Thailand wants investment capital!



To summarise, there two ways to buy a condominium in Thailand;

1. Set up a Company and then buy a property. If you already have an existing business you are already one step ahead. (This is freehold)

So maximise your resources and invest in property in Thailand today, for tomorrow it could be too late.

2. The other option is to buy a company freehold in your own name.





Chapter Two: An Introduction To Thailand's Legal System.

We will now consider the next question: How do you buy property in Thailand?

If you think that you can come to Thailand with your hard earned money and just buy a property without any knowledge of how the system here works, you could be making a big mistake.

The reality of buying a condominium in Thailand is not that much different from other countries, however in Thailand you are not allowed to own land in your own name, unless you are a citizen.

It is how you go about it that counts and with the help of this guide I will show you step-by-step how to buy successfully.

The condominium will be legally yours, to own and do with it whatever you want within the law, you can bequeath it to anyone you wish, as you can in most countries.

Remember there is no capital gains tax in Thailand.

You can buy a condo (flat/apartment) in your own name freehold,

Finally, owning a condo in your own name (via a Thai Limited Company). You stay in complete control using this method.

As your property appreciates in value in Thailand, you can make a fortune for yourself when you sell, without paying a ransom in taxes because as I previously stated, there is no capital gains tax in Thailand.



Investments in Thailand are appreciating very quickly, and as it is only a small country, space and time is running out.

A fast upward moving economy of over \$130 billion and profits of \$13 billion every year, the highest growth rates in any of the Asian countries means that land prices are going to soar, especially in Pattaya.

Do not miss out, be part of it before it is too late, invest now...





Chapter Three: The Pro's & Con's of Buying A Condo In Thailand.

Purchasing a condominium is perhaps the quickest and easiest method of owning a property in Thailand.

As a non Thai citizen you can own a condo outright with none of the associated land ownership problems.

Unlike the U.K. and most other countries, you actually own the condos freehold; it is not leased to you.

There is a quota in most condo buildings for how many of the units can be held in foreign names.

There are many financial advantages to buying a condo such as fixed costs for maintenance, security, swimming pool upkeep etc.

Another advantage being the low starting point for initial capital outlay.

You can buy a brand new condo either ready made or with an option to design your own living space.

Whatever type of condo you purchase, the capital returns will be high, as the market for condos is very buoyant and bustling with a very favorable rental market.



The steps that you need to take when buying a condo are very similar to those taken for buying a house, with a few slight differences.

Step 1

Think carefully about what you require then put it down on paper in the form of a Wish List.

Location is very important.

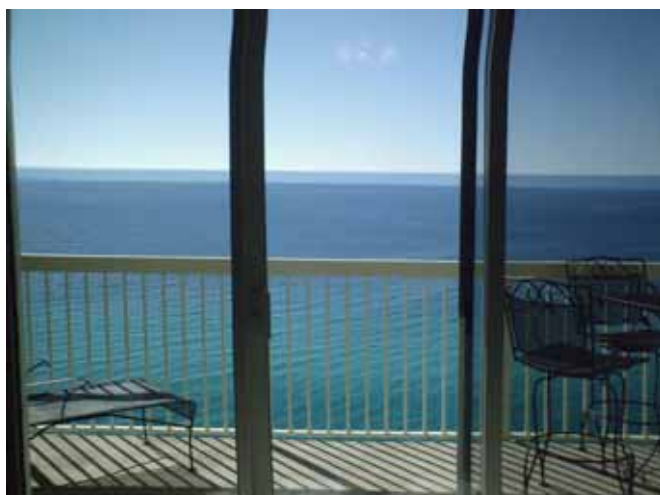
Other important factors include; number of bedrooms, bathrooms, kitchen living space -inside and out, communal swimming pool, landscape gardens, balconies, garaging and parking, security and of course the locality of restaurants, bars and shops.



Step 2

“Money makes the world go around” so you will have to decide on your budget and be prepared to pay an additional 5% of the value of the property to cover additional add on costs and build that into your budget.

Check out how much the service charges are and what they cover. See if there are any annual increases and if so by what percent will they rise.



Step 3

Your location. If your aim is to make money for yourself at a later date, then remember the saying “buying the worst house in the best street is better than buying the best house in the worse street” this is also very true for Condos. In the best condo building, a unit will out perform a unit in a poor building.

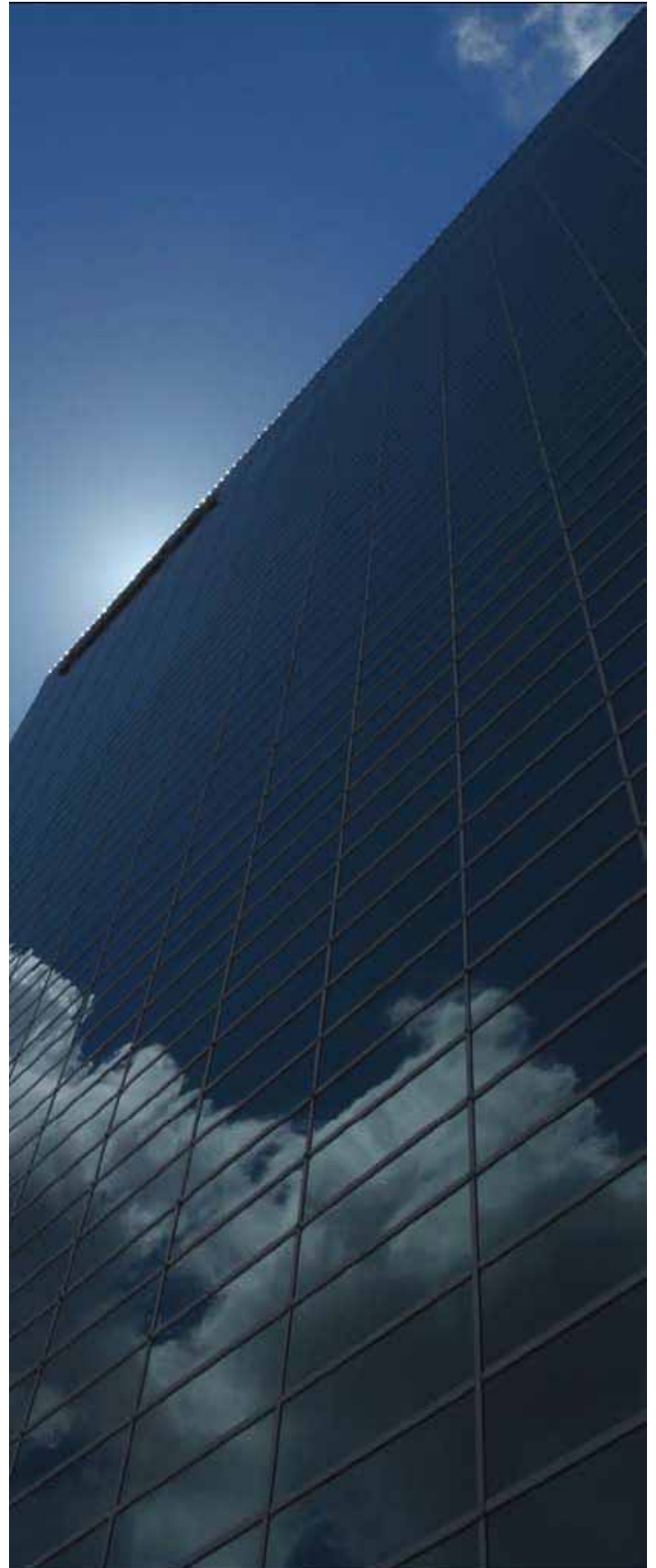
Step 4

Searching for your condo. Take a copy of your wish list and, tick off all the things on your list the property has and add in any additional ones. This will make it easier when you come to make your choice.

Step 5

The paperwork. If this is not done correctly you run the risk of losing your rights to the property and any deposits that may have been paid.

Our dedicated team of staff will deal with all the paperwork, local people,



Step 6

lawyers, land registry, etc. Making sure that the seller has the right to sell and all is correct and legal. All paperwork is then double checked so that there are no mistakes.

Any payment made to the professionals for this work is compensated by knowing that everything has been done correctly and within the law.



Step 7

Making a payment. There are some formalities to be completed prior to you making any payments for the property such as obtaining a Tor Tor 3 certificate from your bank, which confirms that the money you are using for the purchase has come into the country legally.

If you do not comply with these laws you could be in for a surprise. Again our dedicated legal team will guide you through these formalities, making sure you follow all the rules and obtain the correct forms etc.

Step 8

Taking possession of your property. Once all the paperwork is complete and legally approved, and the government fee for transferring the property has been settled, the keys are yours.



Chapter Four: The Advantages of Buying On A New Development.

(A method favoured by many.)

Some of the major advantages of buying a condo on a new development are;

Prior to the development being completed the cost of a condo is normally about 19% less than once the development is finished.

Payment is normally made in stages as the work progresses. The final payment is only paid once the condo is completed and is to your satisfaction.

You may be able to negotiate a substantial discount when buying and paying in full from the plans.

Step 1

Decide on the development you wish to live, remember Location, Location, Location and the reputation and previous developments of the company you are spending your hard earned money with.



Step 2

Take your time looking around the site. A tidy workman normally means a good workman.

You should have in mind roughly what you are looking for so you know what size condo that you require.

Most developers should be able to advise you on the size of Condo you require for the Dream Home you have in mind.

Step 3

Do not rush. Look at the different condo designs that are available to you. A completed Wish List as reference will help you here.

Minor alterations to the design can usually be made and you can normally include your own requirements for the interior design. (Be aware though, this could add to the final price).

Step 4

Discuss costs and a time frame for the completion of the condo. Negotiate the best deal possible for you.

Contracts should be drawn up detailing all of your agreements including any changes and cost associated with them, any penalties clauses for late or incorrect completion.



Step 5

Now watch as your dream unfolds. My advice is for you to make frequent visits to the site, so you can see that all is on schedule and going according to plan.

If you are unable to make the necessary site visits, I can arrange for site visits on your behalf and keep you up to date via email.

Step 6

Once your condo is completed and prior to moving in, please make a complete inspection. Take a friend with you as two sets of eyes will see more than one.

If there is anything you are not happy with make a list and then refer it to the Developer.

Once all is completely to your satisfaction, you can finalise the payment and move into your dream condo.



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The author and publisher hope they have left nothing off this page, if we have, we meant not to have; please include it in ;-)

