

Turkey

Buying safely in Turkey

The recent recession has almost brought the UK property market to a standstill; with so little movement and a lack of confidence in the Government investors, first time buyers have struggled to get themselves onto the property ladder.

However, buying property abroad has gradually become more popular as it provides a unique investment opportunity and offers value for money. Increasingly British people are turning to the foreign housing market, especially to countries that are emerging in the European economy. But there has been an increase in buying with little or no preparation, Partner at Turkish Connexions Jayne looks at why it's important to stick with the professionals.

“Turkey provides the perfect investment opportunity and property prices are expected to continually rise over the next few years until they reach the same level of other Mediterranean countries. Key areas in Turkey are gradually becoming more popular as tourist destinations; due to the recent changes in the emerging culture and economy and cash injections from Turkish tourism boards.

“Though Turkey is emerging as a great place to holiday and a hub of investment opportunities, so too is the ‘bar and buy’ culture. A significant number of people are still turning to unprofessional outlets for advice on buying abroad. Taking advice from somebody at the bar on an issue as important as housing seems like a naive choice to make, yet this type of uninformed advice is becoming increasingly noticeable as people strive to cut out ‘the middle man’.

“People are eager to make their own decisions and save money wherever possible and are therefore taking major risks. A wealth of information needs to be digested and considered prior to any sale abroad, if dealt with incorrectly the experience can be extremely negative and buyers wishing to get on the market are left disappointed and out of pocket.

“Undoubtedly when buying abroad it is extremely important to have all the relevant information, and if possible contact experienced professionals to help with all the important legislation. Experienced overseas property specialists are able to advise on all the necessary results and also to offer support both at home and abroad. We aim to ease the transaction and maintain a relationship with clients in order to ensure customers achieve the best service and experience.

It is vital to seek professional advice when trying to buy abroad, there are so many things to consider, mortgages, legal advice, contracts as well as the type of property to name just a few. There's also the possibility that something may go wrong, and if people have chosen to act alone it can be a very difficult experience to deal with. Here at Turkish Connexions we are members of the AIPP (Association of International Property Professionals), and TBCCI (Turkish British Chamber of Commerce and Industry) and have been for many years, we provide an after sales service to ensure all our customers are truly satisfied with their property and their experience.

Turkey

We also offer the opportunity to visit Turkey before you choose to buy; this allows our clients to gain a level of insight into the area and also to become accustomed to the culture before they invest. If people choose to buy alone without professional help these types of services are not available to them and so can hinder their choice and decisions”.

It is easy to see that in an ideal world, the process of buying a property abroad would be a methodical and systematic business, yet in the real world, it too often starts out as an impulse decision, driven by emotional rather than rational considerations. This, coupled with the complicated and lengthy process is why buying from people out there, quite often results in damaging consequences. By all means be price savvy and do your homework, however if you want to liaise with the same specialist in the UK as in Turkey, come and visit the professionals and we'll show you why so many are turning to Turkish Connexions to invest in a lifestyle choice in Turkey.

Jayne Schofield

Jayne is Managing Director of Turkish Connexions. Jayne's background is from the Financial sector, she worked for one of the largest Financial Planning Companies in the UK. Having worked in that industry for over 15 years, her experiences as an administrator included a firm knowledge of Pensions, Life Insurance and Endowments. She also worked in the city, as the North of England Administrator and Controller.