



"I'd like a place on Turkey's Aegean coast where I can relax with family"

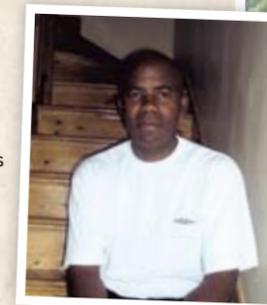
For Romain De-Lisle from Surrey it was love at first sight when he went to Turkey this year. Now he's keen to find a pad there where he and his family can soak up the friendly atmosphere...

WORDS **VERITY WILLCOCKS** PICTURES **ISTOCK**

## THE BRIEF

### ? WHO

Romain De-Lisle, 44, from Surrey, works in retail management. He is in a relationship, and has two teenage sons.



### 🏠 WHAT HE WANTS

A three-bedroom, two-bathroom penthouse or villa (depending on the price) on a new-build or off-plan development. He'd like it to have a sea view and be close to the beach. As he'd like to rent it out when he's not there, good facilities, amenities and a communal pool are also important. He'd also like the property to be walking distance from bars, restaurants and shops if possible.

### ✖ WHERE

Altinkum. The Aegean coastline reminds him of the Caribbean where he comes from, and he likes the relaxed lifestyle and the emphasis placed on family and the quality of life.

### ☀ REASON FOR BUYING

He's looking for a holiday home where he can spend time with his girlfriend and his sons, as well as close friends.

### £ BUDGET

He'd like to spend between £60,000-£65,000, and will finance some of the purchase with a mortgage, which is already in place.



# THE EXPERTS

When he got in touch with us Romain had a long list of questions about buying in Turkey for our experts – and they were only too happy to offer a few words of wisdom...



**RICHARD HATTAM**  
TURKEY PROPERTY EXPERT

Richard is Director of Landmark Properties International, which specialises in Turkish properties ([www.landmarkpi.com](http://www.landmarkpi.com))

Romain asked some questions about deposits and other buying costs. Developers we work with offer a one- to two-week cooling-down period after paying the deposit, during which time it can be refunded.

Legal fees will be approximately £1,000, which includes the relevant searches, military clearance and title transfer. There is also a purchase tax of three per cent of the purchase price, paid to the Turkish government, which is usually split 50/50 between the buyer and seller. In most cases the money would be paid into the developer's local bank account in Turkey, but can be made in sterling, which avoids commission charges.

As far as maintenance charges go, most three-bed apartments will cost from £40-£60 a month.

In most cases the developer owns the land, but sometimes he will have a private agreement with the landowner to build property on the land, and on completion the landowner will take one of the completed properties as payment.

It is standard law in Turkey that all new properties have a minimum five-year structural warranty, and some developers offer 10, 15 or 20 years. Most offer a one- or two-year guarantee for internal fixtures and fittings, too. In a lot of key-ready and off-plan properties white goods and furniture are not included. However, all of our developers will offer to take buyers to local furniture retailers. There is also an Ikea, which ships across Turkey.



**BURCU ORHAN**  
LEGAL EXPERT

Burcu is Attorney at Law and Founding Partner at London Legal International, which specialises in Turkish property law ([www.londonlegalint.co.uk](http://www.londonlegalint.co.uk))

Although buying off-plan can have its advantages (especially with cost), it can lead to problems as to whether the developer's brochure matches the final product. Developers provide a workmanship guarantee for off-plan properties, however, if the developer goes bankrupt after the sale, these guarantees become almost impossible to claim. Resale properties are safer to buy and you can complete the whole process within four months instead of a few years for off-plan properties. The original developer's guarantees should cover the resale property and buyers should ask to see the property's initial building license, habitation license and the builder's guarantee letters.

Romain is looking at the Didim area, which, unfortunately, is known for its bankrupt developers. If he wants to buy off-plan then it is crucial to run a check on the financial stability of the developer as well as to obtain securities for each instalment. I would recommend he look at resale property in Didim. I also recommend that he only puts a refundable deposit on the property and pays the remaining amount upon receipt of military clearance. Most developers may not accept this offer – in which case, he should pay a refundable deposit, 10-15 per cent down payment (which needs to be secured against the land or with a performance bond) and the rest of the payment can be done simultaneously on the title deed transfer date.



**AMANDA LAMB**  
OVERSEAS PROPERTY EXPERT

Amanda is presenter of Channel 4's hit TV series *A Place in the Sun*. She also appears at all of our *A Place in the Sun Live* exhibitions

Altinkum is an excellent place to invest and to enjoy a great holiday, therefore it fits the criteria for someone wanting to purchase a holiday home for their own use as well as those who want to achieve rental income. The area has not experienced rapid capital growth over the last five years like other areas of Turkey; instead it has seen very stable growth. This offers buyers peace of mind that they are still buying at very competitive prices, and also the knowledge that capital growth is going to be rising at a stable rate.

Altinkum is accessed from two international airports. Bodrum airport is just over one hour's transfer time and has regular flights from the UK for eight/nine months of the year. However, Izmir International airport is also just one hour, 15 minutes' transfer time and offers year-round flights from the UK. This means that the property can be used and/or rented out all year round.

A lot of British people have bought in Altinkum over the last few years so it is particularly popular with the British. However, it is also used a lot by Turks who buy a second home in the area to enjoy the weekends and holidays. In addition to these, it is also becoming popular with other European countries so it offers a cosmopolitan mix of nationalities and a good mix of international cuisine.

temperatures routinely reach the early thirties.

**GETTING THERE** EasyJet flies from London Gatwick to Bodrum, Dalaman, Hurghada and Istanbul; from Luton to Istanbul; and from Manchester to Dalaman. Thomsonfly flies to Antalya, Bodrum, Dalaman and Izmir from several UK airports. Pegasus Airlines flies to Ankara, Antalya, Bodrum, Dalaman, Istanbul and Izmir from London Stansted. Thomas Cook flies to Antalya, Bodrum, Dalaman and Izmir from multiple UK destinations. Flights take around four hours.

# ESSENTIAL GUIDE

## TURKEY

**THE PLACE** Set to topple Spain as our No.1 for holidays (and homes), visitor numbers to Turkey have shot up in the last year or two, in part due to the lack of euro. As a result the secret's now out about Turkey's picture-perfect beaches, coastline and lively resorts, and plenty of holiday-home buyers have now got Turkey in their sights.

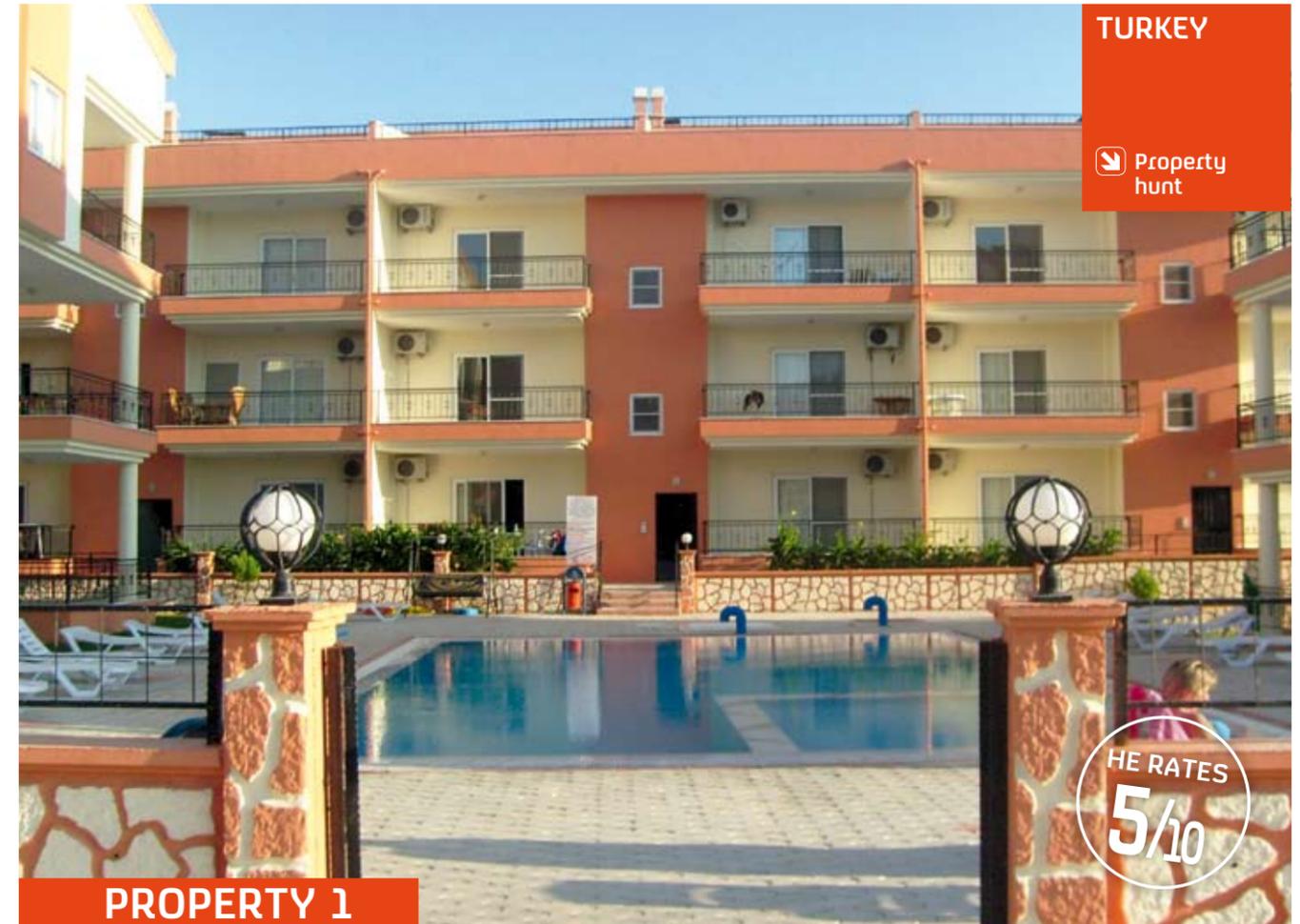
**WHERE TO GO** For a holiday, Istanbul, where east meets west, is a magnet for tourists who flock to the Topkapi Palace and the cruise boats on the Bosphorus. And beach lovers are spoiled for choice

with tempting options including Altinkum, Alanya, Bodrum, Dalaman, Kusadasi, Marmaris and not forgetting Olü Deniz, home to Turkey's famous 'blue lagoon'. These resorts are also the favourite search areas for holiday-home buyers. For those who can't sit still for long, Turkey's coasts are the place for active sports including paragliding and water sports, and the Lycian Way in the south is prime walking country.

**CLIMATE** The summer season in Turkey is long, from May to the end of October, when

## TURKEY

Property hunt



### PROPERTY 1

**Off-plan penthouse from £43,040**

Where: Apollon Holiday Village, Altinkum

**Property details:**

- three bedrooms
- three bathrooms
- terrace
- sea, pool or garden views
- air conditioning
- two communal pools, gym, Turkish bath
- 2 kilometres from the beach and shops

**For more details:**

Contact Landmark Properties International: 01483 243633; [www.landmarkpi.com](http://www.landmarkpi.com).

As Romain is interested in off-plan properties, this complex could suit him. Phase one and phase two (pictured) are already built, but phase three is off-plan, with part of it set for completion by the end of 2009, and the remainder in summer 2010. Where this development excels are the number of facilities on site – a large bar with Sky TV, two communal swimming pools, a gymnasium, Turkish bath, a sauna and crazy golf are sure to keep Romain and his family entertained.

HE RATES  
**5/10**

A three-bed penthouse at Apollon Holiday Village comes with a host of facilities, plus it's well under Romain's budget. Will he go for it?

**HE LOVES:**

- Romain likes the sandy beaches, the sea views and the marina in Altinkum. It's a stunning location that made him fall in love with the Aegean on his first visit.
- The property reflects the sales price and obviously the complex seems to have built up a very good reputation with impressive testimonials.
- Romain is impressed by the facilities and aftersales care service.

**HE HATES:**

- While he thinks the pictures probably do not do the complex justice, unfortunately it does not have that holiday feel or look he's after. It reminds him of blocks of flats and seems very ordinary and uninspiring.
- He thinks the rooms do not have that wow factor, and he can't see himself there or getting his friends and family excited about staying there.





HE RATES  
4/10

**PROPERTY 2**

**Three-bed apartment from £69,000**

Where: Sun 4 apartments, central Altinkum

**Property details:**

- three bedrooms
- one bathroom
- 110 sqm, unfurnished
- 35sqm terrace
- communal pool and gym
- 400 metres from the beach

**For more details:**  
Contact Spot Blue:  
020 8339 6036;  
www.spotblue.co.uk.

If Romain wants to make a rental income from his property then he needs to buy somewhere central – and as these apartments are right in the heart of Altinkum, close to the beach, bars and shops, on paper they should make a good rental investment. They offer spacious, open-plan, air-conditioned accommodation, with large terraces for soaking up the sunset. They've also got the on-site essentials too, including a communal swimming pool, barbecue area and gym.

Romain wants a place he can enjoy with his family, and rent out to make a tidy income when he's not there. Could this central apartment tick both boxes?

**HE LOVES:**

- Romain thinks the location for the beach is ideal with great local facilities and entertainment nearby.

**HE HATES:**

- He thinks the second bedroom is far too small, and he would have preferred a second bathroom.
- In the bathroom the toilet is right up against the bath – which Romain does not like.
- Romain thinks the sale price for the three-bedroom apartment is good but it is lacking an all-important second bathroom.
- The apartments remind him of a block of flats and Romain thinks they look very ordinary, although they are described as luxury apartments.
- As with property one, he feels it does not have that wow factor and he cannot picture himself or his friends staying there.



HE RATES  
8/10

**PROPERTY 3**

**Three-bed with sea views £60,000**

Where: Aegean House, Altinkum

**Property details:**

- three bedrooms
- two bathrooms
- kitchen/living room
- balconies
- roof terrace with barbecue
- sea views
- communal pool

**For more details:**  
Contact Turkish Connexions:  
01772 735151;  
www.turkishconnexions.co.uk.

Located in a quiet side road, just round the corner from the main road in central Altinkum, these apartments have the best of both worlds, offering both peace and quiet as well as proximity to bars, restaurants and facilities. A three-bed apartment comes with the two bathrooms Romain is keen on, plus balconies, access to a roof terrace with barbecue, a communal pool, and sea views into the bargain!

With three bedrooms, two bathrooms, plenty of communal facilities and even a sea view, this apartment seems to have everything Romain is looking for...

**HE LOVES:**

- Romain thinks the location of this development is fantastic, within easy distance of all local facilities and entertainment.
- He loves the appearance of the property; it really has that relaxed holiday feel he is looking for.
- The open-plan kitchen and living room has a natural colourway which makes it feel very spacious and airy.
- From what he can see, the bedroom shown looks as if it is a good size.
- He thinks the sale price is very good.

**HE HATES:**

- Romain's only dislike is the size of the pool. From the images it looks very small and cramped in at the back of the apartments.
- He would have liked to see more images of the property, especially of the other two bedrooms and second bathroom.



# AFTERTHOUGHTS...



**Our three properties in Altinkum gave Romain plenty of food for thought – so what's his next move?**

**Romain:** After viewing the properties, I feel they were not quite right for me. However, I did have a good look through Turkish Connexions' vast property portfolio. There were nine properties that caught my eye and I have managed to narrow them down to four. I will be getting in touch with Turkish Connexions to find out more about these properties. I am now more open-minded about the property location I would like to purchase in. I also want to go to Turkey and have a look round all the different places. I know that photographs can give a

different perception of a place so it's important to me to see something in the flesh. I'd like to find somewhere in a complex where we can meet other families and become friends with them. I also want to rent it to friends so it needs to be somewhere they'll like and want to go back to more than once. What the lawyer said about buying off-plan and the amount of developers going into liquidation took me by surprise, and it's good to know this kind of thing. I'm very grateful for the information and advice you've given me.

**BUYING GUIDE**

## Turkish delights for under £50K

If, like Romain, you've set your heart on a Turkish retreat at a reasonable price, then feast your eyes on this selection of properties from some of Turkey's other fantastic resorts. One is a two-bed apartment in Bodrum, just 100 metres from the beach and golf course, while another is not far from Turkey's most beautiful beach at Olü Deniz – and these three are all under £50K!



**Turquoise Bay, Tuzla, Bodrum**  
Price: £48,000

Just 100 metres from the beach and five minutes from bars, restaurants, shops and the golf course, this two-bed, one-bath apartment on the Bodrum peninsula could make the ideal rental investment or holiday retreat – and it's a great price, too! It comes with either pool, sea or mountain views, a 12-square-metre terrace and white goods included. Communal facilities include a pool and off-street parking.  
[www.landmarkpi.com](http://www.landmarkpi.com)

**Ovacik, near Olü Deniz**  
Price: from £39,000

The Olivia complex in Ovacik offers quality accommodation ranging from studios to two- and three-bedroom apartments – plus there are views of the Babadag mountains, and a large communal swimming pool. And if the beach is more your thing, Turkey's most photographed beach at Olü Deniz is not far away. You're also well placed for restaurants and bars, with Hisaronu within a five-minute walk, and the traditional harbour town of Fethiye only a short taxi ride.  
[www.orkahomes.com](http://www.orkahomes.com)

**Akbuk**  
Price: from £47,500

This complex of two-bed apartments in peaceful Akbuk on the south-west Aegean coast is 600 metres from the beach and enjoys mountain views. There are plenty of on-site facilities including an outdoor swimming pool for adults and a children's pool, a gym, an entertainment area with pool table, PlayStations and TV, and a shop. Altinkum is 20 minutes away.  
[www.nirvanainternational.com](http://www.nirvanainternational.com)

### WE NEED YOU!

If you need some help finding your place in the sun, e-mail the editor Richard Way at [richardw@apitsltd.com](mailto:richardw@apitsltd.com), with details of where, your budget and the type of property you want. Please include a phone number and recent photo. Successful applicants will be contacted.