

Turkey “The country with something for everyone”

Why Turkey?

This is a perfect time to invest in Turkey as the overseas property market is opening up as never before. On Channel 4, the TV programme “20 Best Places To Buy In The Sun”, Amanda Lamb chose her 20 recommended property destinations. **Turkey was deservedly ranked as the third best country to buy property in the world.**

This third place in the rank is based on a number of facts listed below. As you read along you will start to have a good feeling for the area and will definitely agree with Ms Lamb!

Turkey has seen explosive growth in foreign property investment over the last 3 years. This has led property and land prices to rise, especially in the coastal regions, where prices are rising up to 200% (and some areas even more than this). Many investors compare Turkey with the way Spain was 20 years ago, and we all know about Spanish property prices now!

According to the World Tourism Organization, Turkey will be the fastest growing country in tourism demands with an annual rate of 10%. At present Turkey is ranked in the top fifteen holiday destinations in the world, with over 14 million visitors a year.

There are several reasons for this influx of foreign buyers, which explain why Turkey is the ideal place for you to invest:

- **Prices** - even with the large increases in prices over the last few years, Turkey still has some of the lowest property prices in Europe. You can still purchase a detached villa with a pool below £90,000 or an apartment for just £40,000.
- **Climate** – the coast of Turkey offers an excellent year round climate. Mild winters, gorgeous springs and autumns and hot summers allow you to enjoy your holidays in Turkey the whole year round.
- **E.U.** - Turkey has applied to become a full member of the EU. If membership is granted it is expected that, property prices will rise significantly. This will be a key factor in attracting more foreign investors.
- **Infrastructure** - Turkey is investing heavily in transport links and communications.

- **Economy** – Over the last few years the economy has stabilized steadily. According to the WTO, Turkey is now one of the 20 most dynamic countries in the world trade. In 2005 Turkey's economy grew by 9.6%
- **Local prices** – Prices for food and local services are very low compared to the rest of Europe. Eating out is inexpensive and the food is superb. You will realize that your pounds go for much more in Turkey than in the UK or any other place in Europe.
- **Crime** - One of the lowest crime rates in the World.
- **The People** – Turkish people are the friendliest and most hospitable people in the world. You will feel very comfortable when interacting with them. Due to a change in the Turkish law in 2003, foreigners are given the status of legal bodies in order to buy and sell properties and lands as they please. When it is time to sell, the funds can be transferred out of Turkey without any problems.
- **Turkish property - Excellent Value for Money** - Turkey is one of the most attractive emerging markets in Europe. Properties for sale in Turkey offer a good opportunity of an excellent value for money type of investment without compromising quality, climate or cost of living.
- **Emerging market** - Turkey is already a NATO member and as everyone knows, there is a possibility of Turkey joining the EU. It all means that the prices for the property in Turkey will be going up until they are levelled out with the other Mediterranean countries, already members of EU. If Turkey is successful in their bid to join the EU, it seems unlikely that it would happen before 2015, although it is more realistic to be 2020. This timescale offers longer prospects of capital growth for property buyers in Turkey. Properties for sale in Turkey are attracting the attention of many Northern European nationals.
- **Holiday Destination / Rental potential** - Turkey is now a major European holiday destination, which gives an excellent opportunity to obtain very good rental returns on properties, most of the year. Holiday resorts attract tourists as well as people seeking sun in the winter. The holiday season is very long in Turkey from April until November. Although the rental market in Turkey is in its early stages, the low prices of properties allow you to get very high returns. Location of the property (villa or apartment) is extremely important. The cheapest properties for sale in Turkey do not always represent the best investment, as everywhere else; you would have to pay slightly more for prime locations and better built properties to assure you get the most out of your Turkish property.

	<ul style="list-style-type: none"> Turkish property Capital Growth The property market in Turkey is very buoyant and in the past few years has seen a steady growth of 15-20% or even more in some parts of Turkey. Any property owned by a non resident for 4 years is C.G.T. exempt when sold. The UK and Turkey have enjoy a double taxation agreement. British Community You will not feel being cut off from the life back in the UK - 52 channels are available through the local service provider, including BBC World service and Eurosport. There is a National Turkish newspaper also available in English. Social events are organised regularly by British local residents, as well as other Europeans living in Turkey.
<p>Country Profile</p> <p>Background</p>	<p>Turkey</p> <ul style="list-style-type: none"> A spectacular country surrounded by sea on three sides, with more than 300 natural and 130 artificial lakes. Almost 35% of its lands are covered by forests and mountains. Several rivers cutting the beaches to reach the sea make the country even more attractive. Turkey enjoys a variety of climates, ranging from the temperate climate of the Black Sea region, to the continental climate of the interior, then, to the Mediterranean climate of the Aegean and Mediterranean coastal regions. The coastline of the four seas of Turkey is more than 8,333 km long.
<p>Language</p>	<p>What is the language / Do the Turkish people speak English? The first language is Turkish, however the majority of Turks speak English as their second language and they welcome the British tourists with open arms.</p>
<p>Currency</p>	<p>What is the currency? The national currency of Turkey is the New Turkish Lira. However most transactions nowadays can be done in either Lira or Euros.</p>

Climate

- **Warm Climate**

The warm climate is undoubtedly one of the main attractions for sun starved Northern Europeans in general, and British people in particular, looking to buy a property in Turkey. Like Greece and Cyprus, Mediterranean Turkey has over 300 days of sunshine a year with over 1,500 kilometres of coastline on the Mediterranean. In Mediterranean and Aegean Sea areas, the average temperature in the summer is around 86 -105F (30 - 40C), in the winter it is normally above 50F (10C). Winters are normally short and mild. It can rain between November and February. Imagine swimming or sailing 9 months a year in the clear waters of the Mediterranean Sea?

ALANYA	Daily temperatures	Night temperatures	Sunshine hours	Rainy days	Water temperatures
JANUARY	15	6	5	14	16
FEBRUARY	16	7	6	11	16
MARCH	18	8	7	8	16
APRIL	21	11	8	6	17
MAY	25	15	10	5	20
JUNE	30	19	12	2	23
JULY	34	23	12	1	25
AUGUST	34	23	12	1	27
SEPTEMBER	31	19	10	1	26
OCTOBER	26	15	8	6	23
NOVEMBER	21	11	7	8	20
DECEMBER	17	8	5	13	18

Cost of Living

- **Cost of Living is another reason to buy a property in Turkey**

You will not find a better place in the sun to buy a house as a holiday home or a more permanent move when it comes to value for money. More and more British people choose Turkey to buy a property and live permanently as the cost of living is only a fraction of the UK. For example, gas would cost you around £10.00 per month (depending on usage), electricity is about £0.05p per kilowatt, and water varies from £0.40p to £3.00 per ton, depending on if you use the main supplies or not.

Costs of electricity, water and telephone

Registration of a new connection (once only) 100€

Transfer of an existing connection (once only) 30€

Costs per kWh up to 150kWh / starting from 150 kWh 0,11€ / 0,17€

Monthly contribution 0,00 €

Water

Registration of a new connection (only once) 62€

Transfer of an existing connection (once only) 93€

Costs per m³ up to 20: 0,31€ - starting from 21 up to 40m³: 0,47€ - from 41m³ on: 0,87€

Monthly contribution 0,87€

Telephone

Registration of a telephone connection 7,75€

Cost per telephone unit 0,04€

Monthly contribution 8,88 €

Eating Out

Pint of Larger	£1:00p
Tea or Coffee	£0.50p
2 Course Meal	£10.00
Ice Cream	£0.20
Sandwich	£0.50
Bottle of Wine	£2.00

Travel

Alanya is easily accessible for most major airports:

Belfast – Mon & Sun

Birmingham – Mon & Sun

Bristol – Mon & Wed & Sun

Cardiff – Mon & Wed & Sun

East Mids – Mon & Sat

Edinburgh – Mon

Exeter – Sun

Glasgow – Mon & Wed & Sun

Humberside - Mon

London Gatwick – Mon & Fri & Sat & Sun

London Luton – Sat & Sun

London Stansted – Daily

Manchester – Mon & Fri & Sat & Sun

Newcastle – Mon & Thurs & Sun

Hotspots

- Alanya Region

Alanya is one of the main resort cities on the South Coast of Turkey. It is a modern city with a large cultural heritage. There is a large harbour visited by Mediterranean Cruise ships as well as a Marina for smaller boats. The visitors can take a boat trip, go sailing, diving, paragliding, Jet skiing or racing along on a Banana Boat or simply eating at one of Alanya's harbour restaurants. Alanya offers a choice of simple authentic Turkish Restaurants, 5* dining at some of the best hotels in Turkey as well as McDonalds and Burger King.

There is a choice of Water Parks as well as cultural delights including a Castle dating back more than 2000 years. Alanya is a city which offers things for people of all ages and interests, from cinema and bowling, to shopping and partying at all times, and let's not forget about the fabulous sandy beaches and the wonderful scenery. Alanya has modern medical facilities and is a great starting point for trips and days out.

One of the comments that we repeatedly hear is how Turkey suits the whole family, there is something for everyone, the hustle and bustle of the main resort towns, the peace and quiet of the countryside and the unforgettable natural beauty. Besides this, the most striking impression of the country is made by the people, with their incredible hospitality and charm, great love for children, great national pride and a great joy in welcoming you to their country.

Alanya is definitely one of the most popular investment areas in Turkey when it comes to holiday homes. There are many reasons for this. Alanya has the charm of a small Mediterranean town but offers some of the many advantages of a larger city - good flight connections throughout the year, excellent shopping opportunities and a large and varied selection of restaurants.

The locals show great kindness and hospitality and give a friendly welcome to the new comers. When you also take into account the good weather with

more than 300 days of sunshine a year and the warm Mediterranean – there can be no doubts left.

Properties for sale in Alanya are very popular with both retired people and families looking to buy a holiday villa or apartment under the sun. Property prices in Alanya have risen in the last year by 25% and this trend is expected to continue, due to the general low prices in this area.

Buying a property in Alanya would give you proximity to the two sandy beaches. There are good bus connections to Antalya and the local towns. English and German are widely spoken almost everywhere.

Why investing in Alanya makes excellent sense?

Alanya is certainly an attractive place to buy a property, for its:

- Unique micro climate with over 300 days of sunshine a year.
- Unspoiled nature especially along the coast of The Turkish Riviera.
- Potential long term rental returns from holidaymakers.
- Relaxed, Mediterranean lifestyle.
- Easy accessibility to anywhere in the world through Antalya International Airport.
- Lower cost of living than the entire Europe.
- Property prices are much lower and have more growing potential compared to Western Europe and other Mediterranean Countries.
- Steadily rising annual property values all along The Turkish Riviera.
- New restrictions on building density and quality enforcements on the constructions.
- Ten year building guarantees.
- Constant improvements to infrastructure (Airports, golf courses, amenities, roads, etc).
- Untouched sandy beaches.
- Sophisticated shopping, nightlife, and international restaurants.

- Bodrum

Bodrum is not a city, but Bodrum today can pass for the smallest, but cutest city of Turkey. With a winter population of about 35.000, Bodrum has all that a city of this size can offer. Due to the increase of permanent residents, almost all of the facilities, once only available during the summer time, are now available all year round.

Although tourism is the leading industry for most of the Aegean and the Mediterranean towns, Bodrum is situated at the heart of fertile West Aegean Turkey. It is no wonder that nearby towns such as Mumcular are considered to be the centre of cattle herding, honey and olive oil

production. Fish farming is also a blossoming industry around the Bodrum peninsula.

Bodrum is a natural destination for tourists with its beautiful resorts, comfortable hotels and motels, cozy guesthouses, impressive ruins of past civilizations and magnificent landscapes.

The reputation of Bodrum's boatyards dates back to ancient times, and today craftsmen still build the traditional yachts: the tirhandil with a pointed bow and stern, and the gulet with a broad beam and rounded stern. The latter, especially, are used on excursions and pleasure trips and in the annual Wooden Yacht Regatta.

The yearly throng of visitors has encouraged small entrepreneurs to make shopping in Bodrum a delight. Leather goods of all kinds, natural sponges and the local blue glass beads are among the bargains to be found in the friendly little shops along the narrow, white-walled streets. Charming boutiques offer kilims, carpets, sandals and embroidery as well as original fashions in soft cotton. If you feel like going to a shopping mall, Oasis is there for you with various stores selling all sorts of goods, restaurants and cinemas.

Bodrum has gained the reputation as the centre of the Turkish art community with its lively, friendly and Bohemian atmosphere and many small galleries. This community has encouraged an informal daytime life style and night time of excitement.

The night life of Bodrum is something very special. Even Turks will rank Bodrum after Istanbul as number 2. Bodrum probably has more bars per area than other places in Turkey, appealing to all tastes. Among them are intimate seaside cafes with magnificent views of the illuminated castle. Today Bodrum is as lively in winter as it is during summer.

Average House Sale Prices £

Hotspot	Studio	1 Bed	2 Bed	3 Bed
Alanya	20,000	30,000	40,000	55,000

The Turkish Property Market

Turkey is a beautiful, divine, exciting country full of opportunities. This has gradually been discovered by the many visiting tourists whose numbers have been increasing by 10-15% each year. In the last few years more and more northern Europeans have also chosen to invest in real estate in Turkey.

A few years ago the rules governing foreigners buying property in Turkey were relaxed and since then interest has increased dramatically. The reason for this is simple: the prices are very attractive especially when compared to similar properties in France, Italy or Spain.

Buying a property in Turkey now will give you the advantage of enjoying good growth of your investment and ensures that you get good value for your money with your place in the sun. It will also provide you a better quality of life for less money. It has never been a better time to buy a property in Turkey.

You will be spoilt for choice when it comes to find your ideal Turkish villa or apartment. However the quality of construction varies significantly depending upon the developers you choose. We carefully select the developers in Turkey with whom to work. It is the quality of construction and security of your investment we have in mind, not the cheapest property. As we all know, quality and peace of mind comes at a cost, but proves to be an excellent investment.

Price increase

In conjunction with the increasing interest for properties, the prices have also increased and for most properties this has been by 20-40% per year. This may sound unbelievable but it is nonetheless true and all the signs are that it will not stop there. The interest of foreign media in Turkey has never been greater. The papers write almost daily about the Turkish property market and several larger nationwide TV-stations have programmes about buying property in Turkey.

The fact that Turkey has received a date for starting negotiations for membership of the European Union also affects the ever increasing interest in property investment in the country.

Quality and construction requirements

In 2001 Turkey introduced strict legislation for new constructions. The requirements are fully comparable with European standards and ensure that both materials and building methods are improved. Constructions are built earthquake-safe although Alanya is situated in one of the areas in

Rental Market:

Rents vary greatly, and depend on many factors, most of which should be obvious: location, size, view, amenities. The standard of finish and the condition of the property can also determine your market quite radically. To appeal to west Europeans, and to command the highest rents, your property must be well finished and appointed, and be in tip-top condition. If it is not, you still have a market for east Europeans, who tolerate less salubrious surroundings because they pay much less, usually about half of the west European rates.

Good rental returns – Dependent upon location and type of property, rental returns of 10% or more are easily achievable. Turkey's merging buy-to-let market offers the canny investor low-cost properties, relatively high rental incomes, and good rates of returns.

The buy-to-let market in Turkey is in its infancy; just a couple of years ago it was virtually unheard of for foreigners to purchase properties for this purpose. But things are changing, and they're changing fast. As an emerging market, there are great opportunities to pick up properties for a fraction of the price of more established holiday destinations, yet you can still make a very decent return on your investment.

More than one million British tourists visit Turkey each year, however the vast majority are the package holiday crowd; people used to buying through tour operators and not in the habit of booking accommodation and flights separately.

Although the holiday rental market is very immature, all the indications are that it will grow over time and, with so many people visiting Turkey, there is much potential for the buy-to-let investor who gets it right.

Many people are attracted to buying in Turkey because of the relatively low prices. But don't expect to buy a remote rural hideaway up in the hills and get much rental interest. The cheapest properties are not necessarily going to rent well, if at all. It can be a false economy and it is far better to pay a premium for a better-designed, built and positioned property. It is important to objectively assess each potential property and ask yourself what would attract a holiday-maker to rent this particular property?

A prime location is of paramount importance. Naturally, this does cost more, but if your main reason for purchasing a property is to rent it out then it's essential and will make for a much more rapid return on your investment.

For villas, things to look for are privacy, proximity to the sea, good ocean views, access to a swimming pool, and a preferably detached property. Just as important is an attractive interior; when deciding to rent holiday properties, people pay attention to how a property looks inside because they will be spending some considerable time there.

When looking at a buy-to-let property, be realistic. Actually it pays to be pessimistic. Remember, you are competing with the tour operators. Look at brochures to estimate the cost of accommodation. Say, for example, that you are looking at a two-bedroom, self-catering apartment that sleeps four, advertised for £300 per person for seven nights. Take out the flight element, approximately £150 per person. This leaves an accommodation cost of £150 per person, equalling a total of £600 for one week. One other thing to take into account is that the package holiday price includes transfers to and from the airport. Also, during low season the operators will probably offer major discounts.

If you can significantly undercut the tour operator price with a property of a similar (or higher) standard and still attain a good rental yield, then you are onto a winner.

The season doesn't really kick off until June, and is all over by early October. Out of the 16 to 18 - week season, you can probably only expect rental income for 12 to 14 weeks. However, this is balanced by the fact that the properties are relatively inexpensive, and rental income is proportionately high.

You can buy a villa with three double bedrooms, a communal pool, and a sea view that can accommodate six to eight persons for around £100,000 to £120,000. In the high season, you could expect it to rent for £600 per week (minus letting agency fees). Average yield will be around 5 to 7% per annum. So, you can reasonably expect a £100,000 property to return between £5,000 to £7,000 per year. However, it could well take time to attain this level.

Turkey in relation to rental income, or profit generated on the sale of a property, can be offset against your UK tax bill. In other words you will not be paying tax twice.

Average Weekly Rentals £

Hotspot	2-bed	3-bed	4-bed	Villas ^{3/4} Bed
Alanya	£295	£345	£400	£1000
Bodrum	£295	£345	£400	£1000

Management Costs:

For apartments within **managed developments**, charges will vary according to the level of services and facilities provided. As a guideline however, an annual charge of around £350 per annum can be expected.

If you deal with a **Rental Management Company** up to 20% of the total

	<p>amount made from the rental goes to the management company. They will deal with the cleaning of the apartment, airing of the property, making of beds, delivering laundered towels, linen and toilet paper, midweek and prior to departure check up to ensure tenants are respecting property, full inventory check before and after each let, cleaning of apartment after each departure.</p>
<p>The Buying Process</p>	<p>Buying property in Turkey is a lot simpler now than it used to be. In fact the procedure is often far simpler than in most other European countries. This is because foreigners may purchase land and property in Turkey under their own names and when the time comes to sell, the proceeds of the sale may be transferred out of Turkey. A lawyer/solicitor is not needed in Turkey although it makes sense to consult one for your own peace of mind which costs 1% of the property value. Interlink is able to introduce you to an English speaking lawyer and would recommend the use of his services.</p> <ul style="list-style-type: none"> • When you have shown an interest to buy a property we will arrange a photocopy of the property deeds for you. The lawyer will also undertake the necessary checks to make sure the parcel numbers and area map match your property. All you have to give us at this point is a copy of your passport • Interlink and the seller will organise all of the paperwork to start the buying process. You will receive a copy of this draft agreement at this stage. • In the case of a resale at this moment you will be asked to pay a figurative deposit of the purchase price. You will also have to pay expenses and legal taxes. For this it is advisable that you should budget around 5-6% of the purchase price. For a new built up to 30% will be required at this stage. • The relevant literature to the authorities will include a prepared letter, a copy of the legal papers and a copy of your passport. • We advise that you open a bank account before leaving Turkey, which will enable you to transfer the remaining money. We will contact you as soon as the necessary paperwork has been received back from the authorities. • When all the relevant checks have been sent and your papers returned to us, we will contact your lawyer in Turkey in order for him to arrange everything else for you. • On the final day of transfer, the Buyer's lawyer, Seller and Estate Agent will go to the Title Deeds Office and complete the paperwork. The paperwork consists of all the legal issues (title deeds, land registry, etc.) and financial issues. Financial affairs are concluded, signatures exchanged and the title deed of your property is registered under your name. <p>In the above text we have tried to simplify the buying process, but when you have made a decision to buy, we will talk you through each step in</p>

	<p>detail. When we are working together and have full knowledge of what is right for you, we can give you information regarding a solicitor, property survey (if required), insurance, annual property tax, etc.</p> <ul style="list-style-type: none"> • Properties for sale in Turkey - from UK property agent or developers directly? <p>When it comes to buy a property in Turkey do not fall for the promise that it is cheaper to buy from the developers directly. It is absolutely not true. Instead of the agent, the developer will keep the commission and you will not benefit from such dealings. The main advantage of buying a property through an agent is that you will see many developers and will have many options plus you will be benefited from all the extra services we offer before, during and after the purchasing process, without paying for them. Another good thing to take into account is that we are here for you anytime you need to know anything about your property progress.</p>
<p>Legalities</p>	<p>The lawyer's fees are approximately 1.6% of the purchase price, which has to be paid at the time of signing the contract</p> <p>What is a Title Deed?</p> <p>A title deed ("Tapu Senedi" in Turkish) is an official document which shows you have ownership rights over the real estate. The owner's full name, photograph and detailed information on the asset is shown on this document.</p> <p>Furthermore, you may request any restriction to be placed on the real estate while it belongs to you. In that case, the restriction is also shown on the document.</p>
<p>The Costs involved</p>	<p>What are the costs involved in buying a property?</p> <p>When you are buying a property in Turkey, you have to consider these costs that are incurred in every property purchase:</p> <ul style="list-style-type: none"> • 1% property purchase tax (only once) • 1% lawyer fee • €60 - £40 registration of title deed on your name (only once) • €100 - £60 for Power of Attorney and contract translation (only once)

Annual and one off costs of owning a property

The residential taxes of a property are 4% of the value on the *tapu* document and 3% for plots only. These taxes have to be paid every year before May 31st.

Fees for housing parks (only if you buy a shared property) are between €20.00 and €45.00 (this is spent on maintaining the shared property).

A rubbish fee of €8.00 a year must be paid also before the May 31st every year.

The application cost for electricity is €75.00 (one off), €18.00 for registering a new owner (one off) and a charge of €0.08 to €0.12 / KWh.

The application cost for water is €55.00 (one off), €29.00 for registering a new owner (one off), and a charge of €0.22 to €0.60 / m3.

The application cost for land line telephone is €6.80 for the application, €3.00 for each unit thereafter.

Residency in Turkey

If you wish to reside in Turkey longer than the normal period allowed to tourists or set up a business with or without a Turkish partner, you will need a residence visa.

All documents for residence visa must be **submitted** to the Consulate General **at least eight weeks** before the intended date of departure.

Please note that applications must be referred to the relevant Turkish authorities for their approval. Therefore, applicants are advised to contact the Consulate General to find out the outcome in due course.

After obtaining the visa, you are required to register with the local police within a month following the arrival in Turkey in order to obtain a residence permit. If you wish to extend your permit for a further period, you should apply to the same police headquarters before the permit expires.

Household items may be taken into Turkey through a system called "temporary import" provided that the validity of the residence permit is not

less than one year. For details of the relevant regulation please contact with the Office of the Finance and Customs Counselor at Turkish Embassy in London which can also provide information on the regulation concerning the temporary import of a car into Turkey. Information on Turkish Customs Regulation is available at the official website of Turkish Customs Administration on <http://www.gumruk.gov.tr>

Consulate General for the Republic of Turkey:

Rutland Lodge, Rutland Gardens, Knightsbridge, London SW7 1BW

Tel: 020 7591 6900

Fax: 0207 591 6911

E-mail: turkishconsulate@btconnect.com

Visa Information Line : 09068 347 348

Visa Application Hours: Monday - Friday 09.00 - 12.30

<http://www.turkishconsulate.org.uk/en>

Turkish Embassy

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