



Want to Know how to Increase Your Income by £50,000 Per Annum?

(Part 5 of 12)

The Question:

Are you considering purchasing a property abroad within the next 3 years?

A staggering 1 in 4 Brits either own or are planning to own a home overseas, the majority of those people that are planning to purchase, don't know where to start, although they may have a destination in mind. Most potential overseas property purchasers are frightened by free viewing flight and accommodation offers because of the thought of being given the proverbial 'Hard Sell' which is rife within the 'football ground' overseas property exhibitions.

Purchasing a property abroad can be fraught with problems which are regularly highlighted in the national newspapers and more recently on TV.

The biggest problem surrounds 'buying off plan' and not understanding the legal title issues and whether or not their legal adviser is acting on behalf of 'the purchaser' or the real estate agent or the developer. Unfortunately many purchasers do not get independent advice, they are sold the dream home in the sun from biased self interested parties.

At Options4Brokers.com you, as the clients UK Mortgage Adviser, can give your clients access to a range of overseas properties from well established UK based overseas property agents with representatives based in local overseas offices who will take your clients Des Res particulars and match them to available properties.

Properties are available throughout Europe, and Florida, and with our expertise you can even match clients with relatively small amounts to invest with like minded investors to half, one third or one quarter shared ownership in a property abroad as well as those who wish to outright purchase or mortgage overseas property.

Assuming you carry out 8 fact finds a month; theoretically you should have 2 potential clients aspiring to purchase an overseas property within the next 3 years, that's 24 a year.

Assuming that 3 such clients are considering purchasing within 12 months, that's a potential income of £7,500 on completion of purchase after introducing these clients to one of **Options4Brokers.com** overseas property partners. This is based upon an average property value of £100,000 and an introducer commission of 2.5% (2.5% is our lowest commission level, the highest is 4%). However if you are more pro-active and alert you existing clients to the fact that you can offer this service then with just 100 existing clients you could easily double this to **£15,000 per annum**. How about alerting your BTL portfolio clients to the opportunities of purchasing a distressed or repossessed property in Spain or perhaps your more conservative clients to the opportunity of a shared ownership property which could only involve a £10,000 investment for a quarter share in a property in Turkey or for an additional investment of £40,000 a quarter share in a property in Spain, that's 6 months every year in the sun, 3 months in Turkey, and 3 months in Spain for life, not bad for a £50,000 investment.

Options4Brokers.com have literally thousands of overseas property purchase opportunities including off-plan, new, re-sales and "matched investor shared ownership", and we have recently introduced our service for distressed sale and repossessed property in Spain which is an exiting new service for investors seeking tremendous opportunities if they are able to complete a purchase quickly typically within 4 weeks.

Florida Property- Classic Homes Abroad.

Florida has always been a favourite buying ground for Brits either as holiday homes with very good holiday rental income potential or retirement aspirations.

There has never been a better time to purchase a property in Florida with the USA property market having experienced a tough 15 months with prices dropping and seemingly bottoming, coupled with a very attractive £/\$ exchange rate at over \$2 to £1 means that impressive 3 bed 2 bath houses within half an hour of the theme parks can be snatched up at prices starting at £120,000 pounds.

European Property- Spain, France, Portugal, Cyprus, Greece, Turkey, the Balkans etc

With nearly £20 Billion spent by Brits purchasing property abroad (average purchase price £98,166) in 2006, Spain is still the favoured location for overseas purchases at 31.6%, this is followed by France 18.9%, Bulgaria 7.7%, USA 7.5% and Italy 2.8%.

Source: Association of International Property Professionals

Mintel estimates some 800,000 British households own a second home abroad. Since June 2004, the number of households owning property overseas has increased 45% from 250,000. Mintel's statistics show that 3% of households want to do so in the future and 5% want to sell up in the UK and move abroad. So, Mintel estimates that a further 2 million households could potentially join the market.

Source: Mortgage Strategy

Clearly, the overseas property market is on the up so why not ask your client the question?
Are you considering purchasing a property abroad within the next 3 years?



Register on our web site [here](#) or call our Broker Support Team on 0845 129 5022