

investment guide

- What can you own, and how?
- Building your own home?
- Legal stuff and good to know!

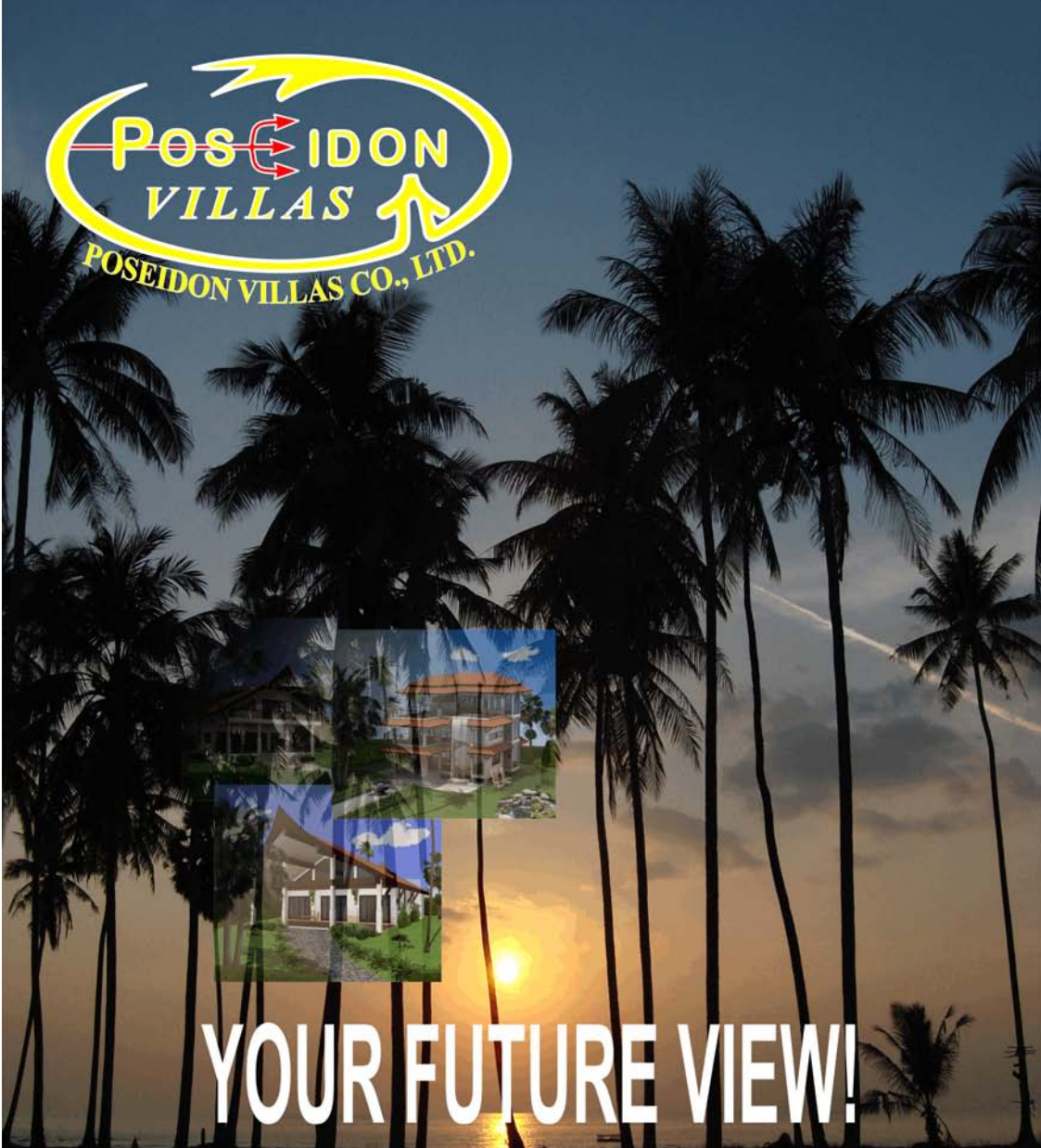
plus

Guide to
off plan investment

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INSIDE

BUILDING REGULATIONS | ZONING LAW
OFF-PLAN INVESTMENT | TITLE DEEDS
PROPERTY & LAND OWNERSHIP RIGHTS



YOUR FUTURE VIEW!

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FEATURES
Foreword

Editor's Note	8
---------------	---

Introduction

Presenting Koh Lanta	10
----------------------	----

Investment Guide

The Processes	14
A Cautious Approach	32
Get Rid of The Pitfalls	40

Koh Lanta

Island Living	18
Map of Koh Lanta	19
Island Infrastructure	20

Off Plan Investment

Pros and Cons	24
---------------	----

Building Concerns

Building Yourself	29
Building Regulations	30
Zoning Regulations	31

Legal Information

Rights of Foreign Ownership	34
Land Title Deeds	35
Land Measurement	36

ADVERTISERS
Developers & Estate Agents

Poseidon Villas	2
Mittrang Co., Ltd.	5
Lanta Panorama	13
Lanta Private Homes	28
Balders	44

Travel Insight Real Estate

Ma Maison Lanta Residence	9
Lanta Residence	12
Lanta Hillside Village	16
Lanta Buri Residence	17
Sunset Villas Nui Bay	38

Projects For Sale

Anucha Beach Villas	11
Lanta Mermaid Boutique Hotel	22
Lanta Mermaid Beachfront Resort	23

Legal Services

Lanta Legal & Accounting	37
--------------------------	----

Other Services & Construction

Jolly Good Computers	21
Lanta Car Rental	21
Handyman at Your Service	28
Lanta Sanuk School	33
Hat Yai Chemical Pools	39
Bambies Home Services	39
Penn's Shop	41
Thailand Publishing	42
Island Furniture	43

Mittrang Co., Ltd.

www.ThaiTradVilla.com



The I-YARADE Club

-Location: Koh Lanta, Krabi, Saladan Rd. Near Phra Ae Beach.

-Concept: Beautiful, luxury apartments, large penthouse with a great view of the ocean, bedrooms with 180 degree views.

-Featuring: Private pool, detailed teak wood interior design, fully furnished.



A MIN TRA Villa

-Location: Koh Lanta, Krabi, Phra Ae Beach (steps from white sand)

-Concept: Tropical, tranquility and peaceful living. The second story private terrace provides wonderful outdoor living.

Featuring: Options to custom design your own villa. Wonderful sea view from each of the 6 villas. A truly stunning area.



RU PROPERTY phase 2

-Location: Koh Lanta, Krabi, Klong Nin Beach

-Concept: Multi purpose commercial building neighboring some of Koh Lanta's most famous resorts.

About the Developer: Mittrang Co., Ltd.

With over 15 years experience in construction this company has built a strong name for them selves and is always dedicated to the quality of each project. Mittrang Co., Ltd. is a family owned business who understands the needs of their clients and is willing to go the extra step to make sure those need are met.

Contact Information

Office: Koh Lanta 305/19 Saladan Rd. I-Yarade Club

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Mittrang_thaitrad@hotmail.com

EDITOR'S NOTE

Welcome to the first edition of the Lanta-Krabi Real Estate Magazine, we hope you will find the information provided herein useful if you consider doing any real estate investment here, now or in the near future.

Within this magazine you will find articles giving unbiased views of things to consider before you make an investment as opposed to the mainly positively biased views that property developers, estate agents and marketers convey to promote the real estate market that they are significantly interested in and involved with.

Whatever you do, and whoever you choose to listen to, you should never, ever make a real estate investment without checking out the destination for yourself first.

Are Koh Lanta and Krabi the next emerging hot investment destinations? We think so, but ultimately, that's a question you have to answer yourself.

The focus of this issue is first and foremost Koh Lanta as this is where we feel the biggest growth will be the next couple of years.

Enjoy the magazine, if you have any comments or questions, you can reach us at: info@thailandpublishing.com.

Sincerely,
Thailand Publishing Co., Ltd. / Lanta-Krabi Real Estate Magazine

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Ma Maison Lanta Residence



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100 m to the beach and
next door to the Swedish School.

More info:

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PRESENTING KOH LANTA

Most people don't know much about Koh Lanta, not even Thais themselves. There's no particular reason why this is so, but it might be that the island is not the most accessible tourist destination in the region where Phuket has dominated for decades as the major hub and best known place for holiday and real estate investments.

Then again, as Phuket is reaching its peak of development, discerning holiday makers, tourists and investors alike have started to look for alternative destinations which represents not only a well run commercial center, but something more special, more authentic so to speak.

And this is definitely Krabi in general and Koh Lanta especially. Being an island, Koh Lanta has several world class beaches, a thriving community and not at least an exceptional potential for growth.

By using just a couple of words, the real estate market both on Koh Lanta and in Krabi can be described as definitely booming. By that we mean they are both some of the most beautiful tourist destinations in the amazing Kingdom of Thailand, but real estate investments have not quite caught up yet. For any investors, that's a good thing

The prices for properties are substantial cheaper here than in Phuket, Pattaya, Bangkok and Koh Samui. And if the market, which is still in it's infancy, just boom comparable to some degree as much as in the aforementioned destinations, the investors which move fast will be very lucky indeed getting great capital returns.



Villa Project

FOR SALE

Quick Facts

Location: Klong Khong Beach.
 Title Deed: Chanote.
 Land-size: 5 Rai, 233 Sq. Wah.
 Type: 6 Traditional Thai Houses.
 Prize: 47.000.000 Thai Baht.

A beautiful designed project consisting of 6 traditional Thai houses with individual infinity edge swimming pools and private beach front 60 meter, Klong Khong Beach, Koh Lanta. Freehold or Leasehold.

Lanta Panorama

www.lantapanorama.com



PROUDLY
PRESENTING

Lanta Residence



Lanta Residence

28 Studios with mountain view, roof top pool and restaurant.
2 minutes walk to Saladan.

Booking and more info.

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Lanta Panorama Villas

45 Seaview Villas with Infinity Edge Pools

The Lanta Panorama Villa project is an exciting and new project on the beautiful island of Koh Lanta in the Andaman Sea.

Koh Lanta itself is largely an undeveloped pearl of an island, but indeed a destination which will grow very fast, which again means it's an excellent place for any kind of investments.

Enter Lanta Panorama Villas, a new project fusing the tropical Thai spirit with modern construction methods enhanced by magnificent seaviews and infinity edge pools.

The project is located about 1 km from Klong Dao Beach, and 500 meter from the main road, making it central yet tranquil.

Quick Facts:

Location: Klong Dao Beach area.
Project Type: Private villas for sale.
Land Size: 18 Rai.
Ownership: Lease (30+30+30).

Contact Information:

Lanta Panorama Co., Ltd.
245 Moo 6, Koh Lanta, Krabi 81150

P. 075 684 663
M. 086 594 8484 (TH, EN, SE)
E. info@lantapanorma.com



www.lantapanorama.com

THE PROCESSES

If you're thinking of investing in a home overseas then don't leave home - or put in an offer on a home for that matter - before you have read, understood and committed to memory (!) the following buying property abroad tips – after all, you'll be spending statistically quite a bit more on a home overseas than a holiday overseas, therefore it follows that you should put statistically more time into your research process as well!

There are certain processes that you have to go through to decide which property is right for you and the processes cannot be rushed.

(1.) Firstly you need to determine the purpose for buying a property – is it going to be for your exclusive use, for the collective use of a group of family and friends, will it be a jet-to-let where you make money from renting it out. Alternatively you may be hoping to buy a property off plan and never even see it completed by reselling it for profit during the final stages of its construction... Others might be contemplating buying a home abroad to live in for a while or to live in for retirement. Each of these reasons can point a potential buyer in a very different direction in terms of the property they choose to match their buyer profile.

So, determine all your reasons for buying property abroad up front.

(2.) Next you need to think about the locations potentially suitable for your purchase. Think carefully about the most suitable type of property for you and your buyer profile.

(3.) Next up you have to marry location and property type with your budget. Your budget should be fixed bearing in mind the cash you have to invest as well as an agreed in principal mortgage. Once you have your finances well established, you shouldn't allow the sun to seduce you into extending your budget! Basically an estate agent or developer will always try and push or pull you in one direction or another to suit them, so fix your budget in mind and stick to it, don't be swayed.

(4.) Now, arrange a visit to the location you're interested in – not a viewing trip – a visit. Don't go with a single developer or estate agent, how will you get a balanced perspective if you do?

THE PROCESSES (continued)

Travel to your location, orientate yourself over a couple of days and then and only then begin looking at real estate. Make sure you're comparing like for like and don't be rushed into making a decision.

(5.) Finally, get local expert legal advice before you even submit an offer – you need to know the lay of the land in terms of the buying process before you commit to anything. Don't be overeager to part with cash - do not sign a contract, pay a deposit or agree to anything until you and your lawyer are happy with everything. Go with your head not your heart – you are after all making a substantial financial commitment when buying property abroad and you want to ensure you have covered all angles of the correct due diligence process before signing on the dotted line.

If you keep all of these points in mind, how to buy real estate in Thailand actually becomes a straightforward, relatively simple and hassle free process.

PROUDLY PRESENTING



Lanta Hillside Village

44 villas on the mountain side of Klong Dow Beach.

300 meter to the beach.



More info:

Travel Insight Real Estate

Phone 075-684 842
Mobile 085-669 1025 & 086-941 4730

Lanta buri

Koh Lanta Krabi Thailand



Lanta Buri Residence
5 villas and 28 Apartments.
300 meters to Long Beach.

Booking and more info.

Travel Insight Real Estate

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Mobile 085-669 1025 & 086-941 4730



ISLAND LIVING

Living on Koh Lanta is different from living in other places of Thailand. The main differences being it's quieter than most places and there are two very distinctive seasons.

High season starts in October when the rain showers become less frequent and ends in April, when the rain becomes more frequent again. This is no different from many other places, the key differences being that quite a few businesses close down for the low season making Koh Lanta more of a seasonal destination for tourists.

As the real estate market gets more mature, Koh Lanta will most likely turn into a whole year holiday destination similar to Phuket and Krabi as the rain season on Koh Lanta is in fact shorter than on both the previous mentioned destinations, effectively turning the rain season into more of a green season than a low season.

Koh Lanta itself is a part of Krabi consisting of an archipelago of 52 smaller islands whereabout only about 15 is inhabited and Koh Lanta Yai is the largest and most developed one.

All facilities and amenities for a high quality lifestyle is available here, and whatever might not be immediately available, can easily be brought from Krabi, Trang or even Phuket.

Of the local population, about 40% is Buddhist and 60% Islamic and there's a great deal of Swedish businesses and people, even 3 Swedish schools permanently here.

MAP OF KOH LANTA



ISLAND INFRASTRUCTURE

Koh Lanta has no airport as the island is not large enough to accommodate one, but it's still easily accessible by boat from Phuket, Koh Phi Phi and Krabi and ferries from the mainland.

The two closest international airports is the excellent Krabi International and Trang International Airport.

There's one hospital on the island and several private clinics, an International Hospital is missing though.

Most Thai banks have branches at least in Saladan, with numerous ATMs spread around the island and high speed internet access is readily available.

Koh Lanta is marketed mostly as the perfect island for families, with none of the sleaziness found in Pattaya especially and Phuket and Koh Samui in general, but there are several bars, restaurants and discos to entertain the night owls.

Koh Lanta

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Incredible Investment Opportunity

Great Deal Defined!

Plot A

Land Size: 6 Rai (9600 Sq.M.)

Title Deed: Chanote

Location: Beach Front Klong Dao Beach

Payment: Within 6 Months

Price: 80.000.000 THB

Currently there are 4 Beach Bungalows, 8 A/C Rooms, 4 Fan Rooms, 8 Staff Rooms, 16 Commercial Units for rent and 2 restaurants and 1 beach bar on the land.

The land is more than large enough for construction of a more exclusive resort and/or to make an upscale residential project.

A third alternative is to run the current business which in itself is a very good investment.

Land with direct beach access in Klong Dao is indeed rare.

All in all, a truly unique opportunity!



Plot B

Land Size: 2 Ngan, 43 Sq. Wah (972 Sq.M.)

Title Deed: Chanote

Location: Road Front, 200 meters from Klong Dao Beach

Payment: Within 6 Months

Price: 35.000.000 THB

Boutique hotel, completed late 2006, with 18 exclusive rooms having unsurpassed finishing and a choice between sea view and mountain view.

There's even room for a swimming pool/restaurant/bar in the large garden, and the owner can provide architectural perspective of a second building.

The hotel was built to a very high standard with extensive use of high quality finishings to provide the guests a great experience of Koh Lanta and Klong Dao.

A safe and sound investment.



Please note that Plot A will only be sold separately if Plot B has been sold first. Both plots have the same owner, being run under the brands "Lanta Mermaid" and "Klong Dao Center Point".

The price for both plots together:

THB 110.000.000.

More information:
Phone: +66 (0)85 8877 259
Email: lantamermaid@gmail.com

OFF PLAN INVESTMENT

Buying a home before a single brick has been laid may sound like a risky business but in recent years the off-plan route has become hugely popular with investors keen to get ahead of the game.

What are the benefits and risks? And what issues should you consider before you commit to a property with a completion date that could be two years down the line? Below is a brief guide to help you decide whether off plan property investment is right for you.

1. Why Do It?

The Pros

- a) By buying a property off plan today you are securing the price of that property at today's prices. By the time the property is completed it may very well have risen in value thus making you a significant return on your investment immediately.
- b) You buy new-build so no maintenance. New-build property also comes with warranties.
- c) If you buy off plan you have more choice in terms of the property unit you purchase and also on the internal fixtures, fittings, specifications and finishings which means all the input you give makes the property feel like home by the time it's completed as though it were a self build, but without having to pay the extra for an architect that you would if you were self building!
- d) By buying off plan you will be able to stagger your payments for the property throughout the build process – in effect you get an interest free payment plan by taking this approach. This means that you don't have to make a large one off payment, you can save to afford each payment, you can budget to afford each payment and you are effectively securing a high value asset for a very low initial capital outlay.
- e) Some investors buy property off plan never intending to pay for it and certainly never intending to live in it! They take full advantage of the stage payments method of funding the build and never make the final payment which is usually the largest; rather they put the property back onto the

OFF PLAN INVESTMENT

market just as it is about to be completed and take out all the profit from the natural increase in value the property has achieved throughout the period it took to build it.

The Cons

- a) Prices fall as well as rise.
If rates rise or rents fall during the build you will pay the price -with long lead-ins this can be a real issue.
Even if prices do rise over the build period, there's no guarantee that it will be easy to sell on the property at completion ('flipping'). If there are lots of investors in the same development it can be difficult.
- b) Many people can't actually accurately read design drawings and plans which can leave some people disappointed with their completed property – what's more, promises of facilities provided by the developer may not come up to your expectations upon the final delivery date.
- c) How secure will your investment be? You need to ensure you have a water tight contract drawn up and employ independent legal representation to protect your rights and money throughout the build process. If anything happens to the builder what do you actually own? Can you get your money back? What guarantees do you have? The market changes and it proves more difficult to let than you imagined.
- d) Off plan property investment has one more down side and that is you will have to wait a long time to move into your dream home. You will be paying out for something for a long time before you actually benefit from it.

2. When Does It Begin? Access To Developments

Officially, off-plan marketing begins when the developer releases the development to estate agents. There's a launch date, maybe a big event to raise the curtain on the scheme, and a certain number of off-plan units up for grabs.

There are, however, also pre-launch sales. Developers use these to test the

OFF PLAN INVESTMENT

water and they can be a good way to get a discount on the property or buy with a lower deposit.

As a general rule of thumb it can be a real advantage with off-plan to get in early. The primer plots and best discounts can be available at this point - hence the queues.

If the launch goes well, later releases will probably be more expensive. Bear in mind, though, that if you buy and the launch doesn't go well, prices may be reduced later on, which will put you on the back foot from the get go.

Remember too, whether you're in there at pre-launch or launch, you can definitely negotiate on the price, on the deposit, and on additional features such as parking spaces.

3. Do The Numbers Stack Up?

If you're buying as an investor - and most off-plan sales are to investors - the first thing you'll need to consider is whether the numbers stack up. Is the price right, and what is the rental potential?

To answer these questions, you'll need to research the market carefully. Check the sale prices in other new-build developments in the area. And check rental prices too - developers give their own estimates, but these are usually on the optimistic side.

4. Should You Buy?

Some questions you'll need to answer before you buy:

Price: Is the property properly priced? Go on current prices in the market and if it looks over the odds, think again.

Yield: What rental yield will it deliver? Don't rely on the developer's estimates.

Area: Is the area on the rise? - ie: new infrastructure or regeneration plans, that will boost values?

OFF PLAN INVESTMENT

Supply: What's the supply situation like? - if there are lots of new-build properties going up the market may be saturated come completion time.

Investors: How many investors are buying in the development? - too many will mean more competition for tenants.

Rental Demand: What's the rental demand like? Is this an area your target tenants will want to live in? Is the infrastructure in place?

The Developer: Is the developer well-established? What's their other work like?

5. The Property

Buying off-plan demands a degree of imagination - you need to visualize the layout of the development, and of the property. It also demands a healthy degree of skepticism. With the property, think about:

- **Layout:** The layout of the development and where the property will be - is it in a secluded part or a busy section? Visit the site if you can.
- **Aspect:** What's the location: Does the property have a lovely view? Does it get good natural light? Surrounding area and neighbours?
- **Services charges:** Service charges can eat into yields so it's important to know what they will be and what you get for them.
- **Specifications:** Are they what you want and will they be appealing to your target tenants?
- **Extras:** Bargain for all your worth to get the best deal - whether that means a furniture package thrown in or stamp duty paid.
- **Rental Guarantees:** There's no such thing as a free lunch - the cost of rental guarantees is often included in the asking price.

Whatever your objectives, careful research is essential to help minimise the risks - and maximise the gains.



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BUILDING YOURSELF

The advantages of building a house for yourself are that you can design and fit-out the house exactly the way you want it, on a land size you want and a location you want (subject to availability), at a cost significantly less than the market value of the finished house.

While building your dream house may sound very appealing, it is not as straightforward as you may think and there are many pitfalls for unsuspecting foreigners. Infrastructure problems may arise in regards to electrical supply, water supply, telephones and roads. The choice of materials to be used in the construction of your house may be well below western standard materials; which may or may not be available, and if available, may be extremely expensive in comparison to local materials.

Finding a qualified local architect and construction manager is difficult, as are finding ones that can speak any language other than Thai, or that have experience working to European or Western standards with Western materials.

The best way to assess builders is by reviewing their work first hand. Ask your short-listed builders to provide you with the addresses of several homes they have recently constructed.

Drive by these houses and observe the style of the developments. When examining the home, your eye should be tuned into the quality of the construction features. Look carefully at the cabinetry, carpeting, tiling, paint etc. Has the builder shown attention to detail? Do you like the overall finish of the house?

Once you have short-listed those builders whom you would like to deal with, ask them to provide you with a full quote on the project. Also request that each builder supply detailed specifications to accompany their quote.

Explain clearly what you want built and provide as much detail as possible to the builder. The more information you provide to the builder regarding your housing requirements, the more likely different builders are to include common features in their specifications.

BUILDING REGULATIONS

Building and development on Koh Lanta

The titles possible to register a sale or lease over and to apply for and obtain approval to build on land are the Nor Sor Sam, Nor Sor Sam Gor and Chanote. A contractor or developer usually takes care of the application of the building and construction permit for the house to be built.

Building permits

The Building Control Act and Ministerial Regulations issued under the Town and City Planning Act cover zone restrictions and building requirement for the whole island. This does not mean you can build everywhere as long as you comply with the Building Control Act and the Ministerial Regulations issued under the Town and City Planning Act. The land must in the first place have a correct and legally issued title deed, without it is not possible to apply for or obtain a building permit. Before issuing a building permit according to the Building Control Act, the official consider whether the land owner's intended use of his land is a permissible use according to the applicable Ministerial Regulations for zone regulations and guidelines for general developments under the City Planning Act. A landowner may only use his land to the extent that the use is not prohibited in the zone or development plan to which his land belongs.

ZONING REGULATIONS

Koh Lanta's Zoning Regulations

There are 4 general zone regulations issued under the Building Control Act, giving standard building requirements depending on its distance from the beach. These restrictions relate to the maximum size, design and the height of the building.

The restrictions and the requirements for utilization of land in each zone is different. The main aim is to set rules for sustainable development of Koh Lanta and protect Koh Lanta's environment.

Zone 1: 15-50 meter inland: Max height 6 meter, minimum 75% open space. Each buildings footprint may not exceed 75 square meter.

* In case buildings with gable or hip roof may have the height not more than 9 meter. While Thai traditional style buildings may have the height not more than 10 meter, but the height from ground floor to the tip of top floor wall must not be more than 6 meter.

* No construction permitted from the high-tide mark to 15 meters inland.

Zone 2: 50-200 meter inland: Max height 12 meter, minimum 50% open space.

Zone 3: 200 meter + (elevation below 40 meters above sea-level): Max height 12 meter, minimum 30% open space.

Zone 4: Any land, where the height above mean sea level exceeds 40 meters, may have buildings with a height of not more than 12 meters with a minimum of 50% open space.

A CAUTIOUS APPROACH

First up, don't leave your brain on the plane!

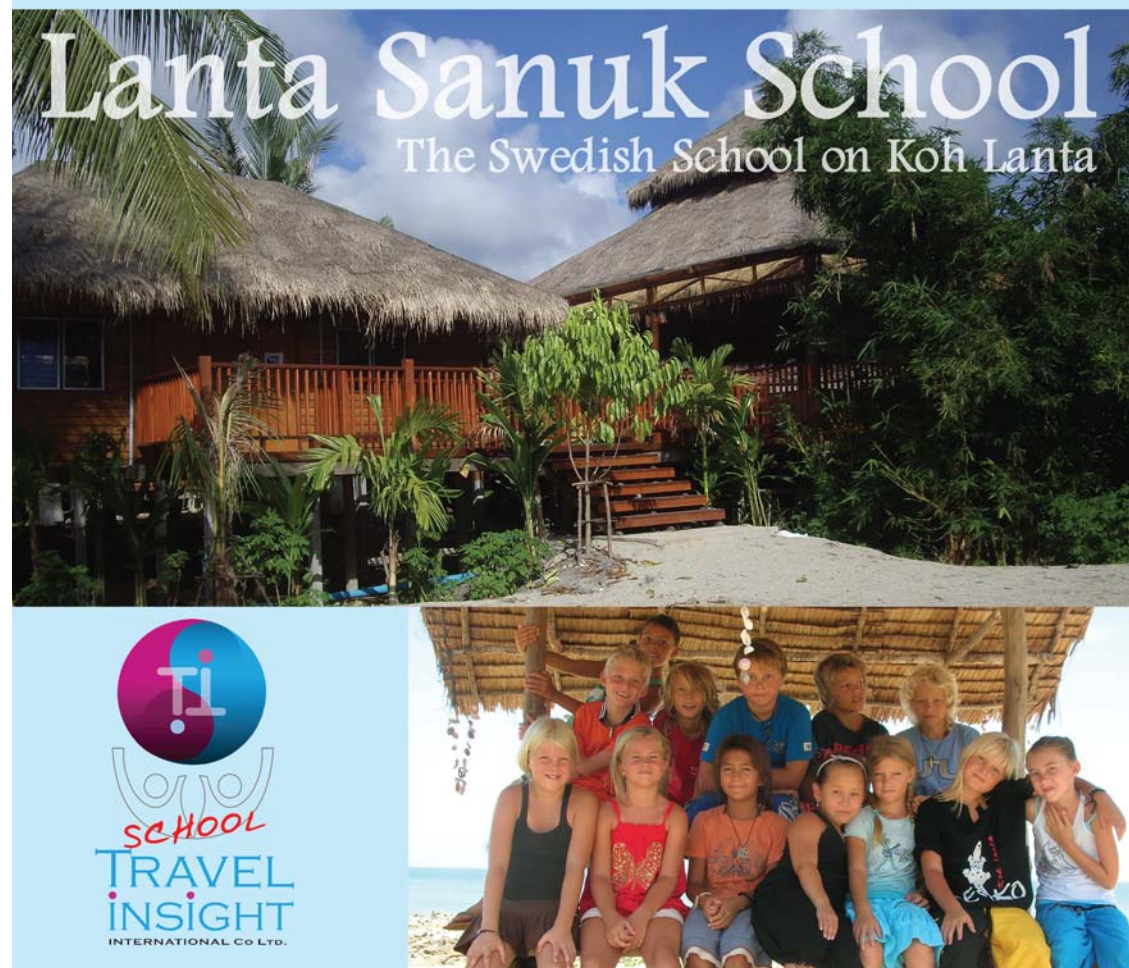
You will no doubt be seduced by the surroundings of your chosen destination into dreaming of the idyllic holiday-like lifestyle you can enjoy all year round when you secure your dream home in the sun, but you have to ensure you tread carefully because there are traps and pitfalls at every stage of the property buying game and these facts do not change just because you change country.

Set yourself a realistic budget based on the research you do into the types of property you're interested in, the area you're interested in and ultimately the country you're interested in.

Know that if something looks like a bargain and is selling at a price that is 'too good to be true,' chances are you should walk away! Employ the same defensive tactics as you would employ if buying 'back home!' We're not suggesting you set out determined to see the bad in everyone and convinced that each person you speak to is trying to rip you off, just keep in mind that not everyone you come across will have your best interests at heart!

Don't be rushed into making a decision or parting with cash. Make sure you employ independent and qualified legal support to ensure your interests are protected. If you are unsure of the meaning of any paper work you are asked to sign make sure you get it translated. Pay attention to detail - make sure boundaries are marked on the contract you sign, make sure your solicitor confirms them with the local land registry office.

Never ever assume anything; never ever accept it when someone assures you of a fact... Get facts and assumptions confirmed by having them written into the legally binding contract.



Lanta Sanuk School is a professional school for students staying on Lanta 1-9 months. Most of our students come from Sweden being in the age of 2-15 years old. In 2007 we also start an international pre-school group (2-5 years old) with teachers who speak thai and english.

The guarantee for high quality is due to small classes, up to a maximum of 12 students, we employ only certified and experienced Swedish teachers and we follow the Swedish curriculum. We work closely with the thai community and the children get experience from the four religions on Koh Lanta.

Our Vision: Lanta Sanuk School would like to contribute to more intercultural respect and understanding and through that a more peaceful world.

RIGHTS OF FOREIGN OWNERSHIP

Under Thai law, foreigners are not allowed to own land. However, foreign nationals do have the right to the ownership of buildings distinct from the land such as condominiums.

Foreign nationals may own:

- A unit in a registered Condominium.
- A building distinct from its land.
- A registered leasehold of up to 30 years for all types of titled land or buildings.

Foreign nationals may not own:

- Freehold land.
- More than 49% of the shares in a Thai company that owns freehold land.

Owning Land

Long-Term Leaseholds

Registered leaseholds are secure and relatively straightforward. Long term leasehold can be structured to be tantamount to freehold ownership. Typically, the land is leased for a period of 30 years, renewable a further two times giving a total of 90 years. Security of the possession of land is assured by the fact that you are the legal owner of the buildings which occupy the land. Therefore, the lessor cannot take possession of the property upon expiration of the lease as the property is separated from the land and will not be a component part under the Civil Law.

Limited Liability Company

If you are not comfortable with the leasehold method, the alternative is to set up a Thai company that you control, and which can legally purchase land. Put simply, as a foreigner you are allowed to own 49% of the shares in a Thai company. The rest of the shares must be held by Thai juristic persons (which your lawyer can arrange), who will sign over control of their shares to you. The land will be owned by the company. However, as managing director of the company, you control the voting of the other shares, and therefore you have control over the ownership of the land.

LAND TITLE DEEDS

As a foreigner buying land in Thailand, you should only consider land that comes with a Chanote, Nor Sor 3 or Nor Sor 3 Gor. These can be sold, leased and used as mortgage collateral and are the only titles over which registerable right of ownership or lease can exist. More importantly, you cannot apply for or obtain approval to build on such land without one of the aforementioned titles. In any event, make sure you have a good lawyer look over the paperwork before you commit to anything.

Chanote

True land title deeds are officially called Nor Sor 4 Jor or more commonly Chanote. This is a certificate for the ownership of land and can be used as evidence confirming the right to government authorities. It is issued by the Provincial Land Office using GPS to accurately plot and survey the boundaries of the land. This is the most secure type of land title.

Nor Sor 3

The Nor Sor 3 is a document certifying the use of land issued and maintained by the District Land Office to the proprietor of the land but is not a possessory title. That is to say the person holding the Nor Sor 3 has the legal right to possess the land in question and can use it as a legal document. Nor Sor 3 is a floating map with no parcel points issued for a specific plot of land and not connected to other land plots, but its boundaries are recorded according to its neighbouring plots. Therefore, it may cause some problems in verifying boundaries due to lack of accurate surveys. Any change in ownership of the land must be publicised for 30 days before it can be registered.

Nor Sor 3 Gor

The Nor Sor 3 Gor has the same legal basis as the Nor Sor 3, with the difference being that in general Nor Sor 3 Gor has parcel points on the map of the land area set by using an aerial survey with a scale of 1:5000. It is a more accurately surveyed title as each plot is crossed referenced to a master survey of the land area and a corresponding aerial photograph. Therefore, it is possible to verify the boundaries of the land. However, it is still less accurately surveyed compared to a Chanote.

LAND MEASUREMENT

Thailand has its very own units of measurements when dealing with land, which can be a little confusing at first. The units you will come across most often are talang wah and rai. Talang means squared, so 1 talang mett is 1 sqm. Metric units are used when dealing with buildings.

Thai to Metric

1 Wah = 2 m
1 Talang Wah = 4 sqm
1 Rai = 1600 sqm
1 Rai = 400 Talang Wah
1 Rai = 0.40 Acre (approx.)
1 Rai = 0.16 Hectare
1 Ngan = 100 Talang Wah

Metric to Thai

1 m = 0.5 Wah
1 sqm = 0.25 Talang Wah
1 Acre = 2.53 Rai
1 Hectare = 6.25 Rai

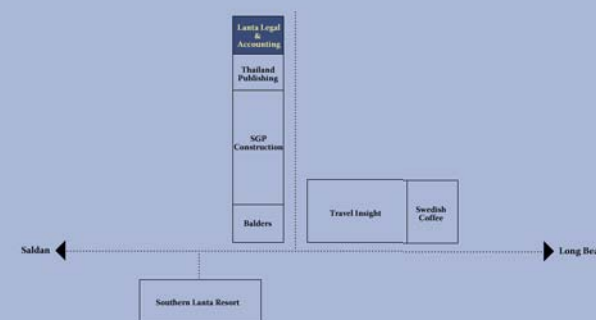


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GET RID OF THE PITFALLS

- 1) Overstretching yourself financially – before you even begin seriously looking for a place to live, holiday or retire abroad you need to sit down and work out exactly how much money you have and are in a position to spend on a property abroad.
- 2) Not using an independent solicitor - not only do you need a lawyer or solicitor representing your interests when you buy abroad but you need one who is independent of the vendor, sales agent or developer and you need one who is experienced in conveyancing.
- 3) Assuming everyone is honest - do not assume that just because someone says they are an estate agent, a lawyer, a surveyor or the rightful owner of a property that they are telling you the truth! Check each and everyone's credentials, qualifications and licenses and insist on seeing proof of a buyer's right to sell or insist that your solicitor researches their right before you part with any cash.
- 4) Buying pretty much sight unseen - some people are happy buying off plan after seeing the location their property will be built and similar examples of a developer's work – fine - but other people buy off the internet reserving a house or apartment without even meeting with the developer or vendor or visiting the country!
- 5) Being overeager to part with cash - do not sign a contract, pay a deposit or agree to anything until you and your lawyer are happy with everything!
- 6) Looking at the price not the quality - if something looks like a bargain you can bet your bottom dollar that there's a catch!
- 7) Forgetting about ongoing accessibility - while you may easily and cheaply have access to a given location today thanks to a single budget airline reaching a remote airstrip near your home, what if that company closes the route or goes bankrupt...have a back up plan and ensure a property is always going to have decent accessibility otherwise you'll never visit it and it will become a millstone around your neck that you cannot enjoy or even resell.



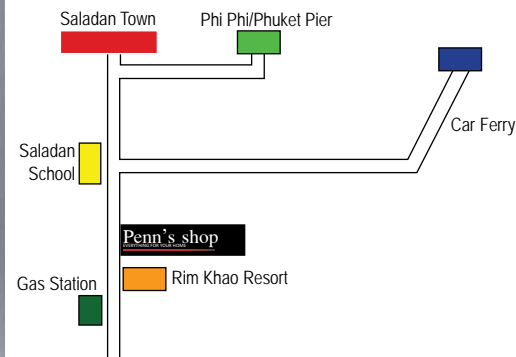
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