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*We scrutinize the projects we take in down to the last detail on the title deed.*

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and properties that first meet with our strict compliance and legal requirements.”

“We provide the developer or resale owner with a check list regarding title deed ownership; company registration showing paid up capital, details of who the directors are etc. so when a client comes in we can check it and show them,” explains Bruce and continues: “We are very much being critical of new developers by saying: ‘If you want us to market something, you’ve got to be in a position that when a client comes in we can correctly show them that this is the title deed that matches the owners etc.’. In the years gone by there’s been some fraudulent company somewhere where company structures and work permits have not been in place.”

In addition, E&V have two qualified in-house valuers responsible for providing market analysis, formal

property valuations, market tracking, & feasibility studies, and also their own qualified Thai lawyer to assist clients.

“If a project comes to us - firstly we try to ensure that the properties that we do list match the requirements of the customers that we have. Part of E&V’s global success is sub market specialisation. So, we specialise in specific markets and hence that target has a specific consumer. We don’t list everything, ‘cause we have policies in place where we limit the number of properties that each of our consultants handle.”

Their philosophy is to ensure the buyer and seller gain maximum value.

For prospective buyers they don’t spare any time in going the extra mile in understanding their needs and

dreams.

Says Bruce: “We very much take a lot of time to understand what the buyer really wants and then match them to specific projects or properties. We don’t want to simply push them towards a specific project or property. The first stage for us is to fully understand what the client’s needs and demands are – we listen to the client. And we have very strict, open corporate governance here where we examine closely what they are looking for.”

If – after fine-tuning and presenting a couple of exposes – something fits in on the requirements; then a viewing is arranged.

The key to business success for E&V is getting all the issues regarding best practices right for both buyers and sellers.

Foreign ownership law, foreigners as developers in the markets in Thailand, buying off plan versus financial strength of the developer, the quality of the end product and capability to deliver on time - each of these are exceptionally important, says Bruce.

“If we have a customer who comes in and would like to buy a landed property and asks for assistance in setting up a nominee company, our immediate response will be: ‘sorry we don’t do that.’ There has been a past practice where developers who are also their own broker have assisted buyers in setting up nominee companies. We, from day one, have not entered into that, and we advise our clients on the dangers of doing that and tell them clearly of the pitfalls.”

“I think it is a very clear law; there are very clear ownership abilities within Thailand. If you wish to have a land and property and you don’t

