



MALTA GUIDES

Helping facilitate your dream property in in Malta



I've lived in Malta with 2 children for 10 years, during which time I've been a property renter and owner, developed a luxury villa and even bought a boat - this gives me insider knowledge of Malta's secrets, locations and gotchas.



**If you're thinking of buying or
renting in Malta or Gozo let me be
your guide...**



What you should know

Things to be aware of when buying or renting in Malta

Provincial

Business is quite different from Northern Europe and the USA - this will likely require some adjustment and understanding of small island mentality.

Buyer Beware

Unfamiliar regulations, cultural differences, unscrupulous developers, agents and owners are there to catch the unaware.

Foreign

The rules of your home market likely don't apply and it's sad to say, foreigners are often seen as a ready source of quick money.

Invisible Properties

The best properties won't be advertised online and believe it or not - many owners won't allow their properties to be listed or a for sale sign to be displayed...

Phantom Listings

Many of the properties you'll find online have already been rented or sold. This is common practice even amongst well known international Estate Agents.

What I'll Do

1 Highlight pitfalls and save you money

2 Identify the best locations for you

3 Help find the best properties for you

4 Act for you with impartiality *

* Usually I am not paid any finders fees by agents - on the occasions where I am offered commission, I'll let you know and you will receive the benefit.



Money Saving

Just some of the ways
I've helped other
clients save money

*"Thanks Alice - that advice saved us
€3,000!"* **Scott and Den, Florida**

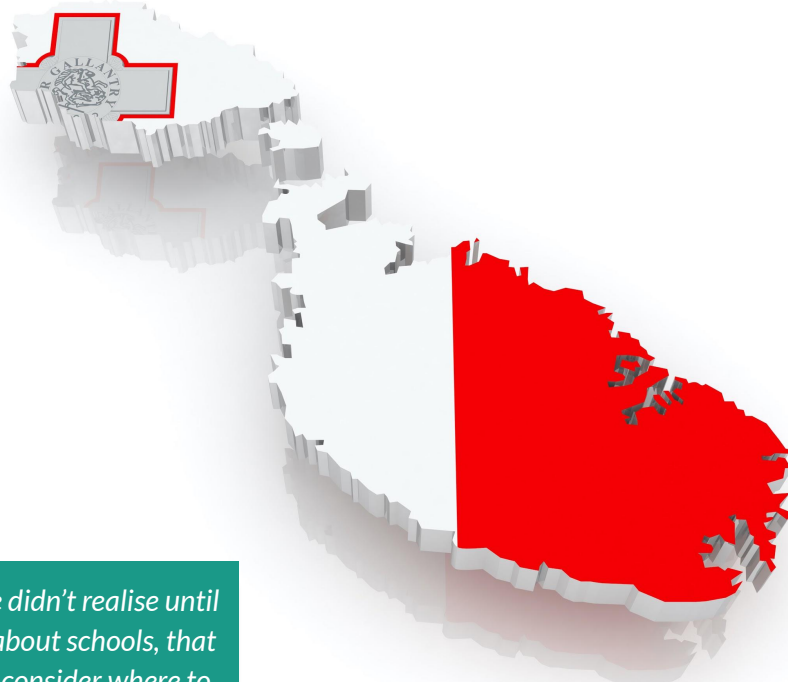
*"The landlord tried to overcharge me for
electricity until Alice stepped in to explain
there's a different price for locals..."* **Paul,
UK**

*"Alice advised we'd need
to install a drinking water filtration system -
which we would never have known about,
and which allowed us to negotiate a better
rate"* **Jacob and Mary, USA**

Location

How do you like to live - beach time, city buzz, nightlife or quiet life. Schools (and the school run), work place - I'll take everything into account and suggest the best locations.

I'll guide you on the best location for you - not where your agent may make the most commission.



"Malta is so small, we didn't realise until we spoke with Alice about schools, that we need to carefully consider where to live to avoid a long school run every day." Anita, Denmark

Finding Suitable Properties

Having figured out the best locations for you and your lifestyle, I'll search for suitable properties which meet your criteria.

I'll put you in contact with agents who will send you properties directly.

I'll always be there to sanity check their offers and once you've narrowed down your favourites we'll go through them together and I'll point out any pitfalls and downsides.



Acting for you

I am not offering estate agency services. Instead, I use my experience and insider knowledge to act for you, looking out for your best interests, highlighting drawbacks, downsides and what's going to cost you money or affect your quality of life.

As a foreign woman in a Southern European, male dominated society, I have been exposed to every possible aspect of the Maltese property market and I am able to use these hard lessons to help you.

I am not usually offered finders fees or commissions - if I am, I'll reduce my fee accordingly. That way, you can be confident my advice will be impartial. My main objective is to ensure you are treated fairly and get the property which is right for you and your family.



About me

I moved to Malta with my daughters & established a business over 10 years ago.

Malta has a thriving economy & is a wonderful, safe place to raise a family with plenty of sun, culture & fun things to do.

I've been a renter, an owner and a property developer here in Malta and I've experienced all that these lovely islands have to offer, both positive and sometimes negative.

I condense all of this knowledge and experience to save you time, money and hassle!



2 Options

Save money, time and hassle by leveraging my years of hard won experience.

An impartial service - my objective is to help you get a fair deal for a property which is right for you and your family.

If I am offered introduction fees I will reduce the fee I charge you accordingly. Please note you will be responsible for paying all agent fees.

If you're renting

€775 /plus VAT

If you're buying

€2,500 /plus VAT

- Discovery - getting to know you and your requirements
- Location recommendations
- Agent briefing - requesting property details on your behalf
- Introductions to the agents - they send you details directly
- Short list reviews and critiques (also of properties you may have found independently)
- Reviewing your final choice and sanity checking your decision
- Availability by email for questions and support

Let me help you get a fair deal on
the property which is best for
you...

Alice Wilton
alice@maltaguides.co
