THAILAND · ANDAMAN COAST ADVISORY BRIEF

Phuket, Thailand.

Phuket Real Estate & Cross-Border Buyer's Guide

An executive orientation to Thailand's premier tropical luxury island market—covering signature Andaman Coast enclaves, statutory foreign ownership pathways, due diligence protocols, and how The Legacy Group® | Winhill Advisors guides U.S. buyers from Houston to Phuket.

PRIMARY CORRIDORS
Kamala · Bang Tao · Layan · Marinas

OWNERSHIP PATHWAYS
Foreign Condo Freehold & Villa Leasehold

HOUSTON ADVISORY DESK
The Legacy Group® | Winhill Advisors

WHY PHUKET, THAILAND

Asia's Premier Tropical Island Sanctuary & Resort Corridor

Positioned along southern Thailand's Andaman Sea coastline, Phuket pairs direct international aviation connectivity and five-star hospitality brands with compelling architectural value per square foot relative to Hawaii, the Caribbean, and Mediterranean resort islands.

GLOBAL CONNECTIVITY

14M+

Annual international passenger arrivals through Phuket International Airport (HKT) with private FBO aviation access.

CONDOMINIUM ACT

100% Freehold

Direct Chanote foreign freehold title available to U.S. buyers within a building's statutory 49% foreign quota.

LAND OFFICE REGISTERED

30-Year Lease

Standard statutory villa land lease registered on the official Chanote deed alongside freehold structure ownership.

HOSPITALITY DEMAND

Nov – Apr

Peak dry-season global tourism driving premium short-term resort yields from European, Asian, Middle Eastern & U.S. guests.

LIFESTYLE & INSTITUTIONAL INFRASTRUCTURE

Built for Year-Round Living, Second Homes & Resort Yield

- **International Healthcare:** JCI-accredited Bangkok Hospital Phuket and Bumrungrad-affiliated wellness clinics deliver Western-grade private care.
- **International Schools:** British International School Phuket (BISP), UWC Thailand, and HeadStart anchor year-round global expatriate families.
- **World-Class Yachting & Golf:** Four protected east-coast superyacht marinas (Royal Phuket Marina, Boat Lagoon, Ao Po Grand Marina, Yacht Haven) plus Laguna Golf & Blue Canyon championship courses.
- **Balanced Portfolio Role:** Complements high-velocity urban capital markets like Dubai with low-density coastal resort lifestyle and tropical land scarcity.

HOW WE DO REAL ESTATE IN THAILAND

Our Four-Stage Houston-to-Phuket Acquisition Model

Purchasing real estate in Thailand is straightforward when executed with local brokerage accountability and strict legal discipline. We act as your Houston-anchored advisor—screening enclaves and developers while coordinating directly with independent Thai legal counsel before any deposit is wired.

01

HOUSTON BRIEFING & MANDATE ALIGNMENT

Strategy, Budget & Market Orientation

Meet with Dr. Charles Lehnhoff, Realtor® in Houston or via Zoom to clarify lifestyle usage, rental yield goals, budget tier, and ownership structure—including side-by-side comparisons against our Dubai (DAMAC Properties) portfolio.

02

CURATED SHORTLIST & SITE INSPECTION

Developer Track Record & Enclave Vetting

We curate vetted new-release and resale opportunities across Kamala, Bang Tao/Laguna, Layan, and East Coast marinas—filtering strictly for established delivery records, audited HOA sinking funds, and proven on-site hospitality teams.

03

INDEPENDENT THAI COUNSEL & FET BANKING

Title Search, Contract Review & Remittance Setup

Before closing, we introduce independent licensed Thai real estate attorneys to perform a Phuket Land Office Chanote title search, EIA/building permit verification, and Foreign Exchange Transaction (FET) inward wire compliance.

04

TRANSFER, HANDOVER & REMOTE STEWARDSHIP

Phuket Land Office Registration & Management

Complete registration in person in Phuket or via notarized Power of Attorney (POA), followed by defect/snagging inspection, furnishing coordination, and turnkey enrollment in vetted resort rental or villa care programs.

SIGNATURE PHUKET SUBMARKETS · PART I

Kamala Millionaire's Mile & Bang Tao / Laguna



WEST COAST HEADLAND · CLIFFSIDE ANDAMAN PANORAMAS

Ultra-Private Oceanfront Trophy Estates

Commanding dramatic 180°–270° west-facing sunset vistas across the Andaman Sea, Kamala's headland is home to Phuket's most exclusive gated cliffside pool villas and five-star hospitality clubs—favored by family offices seeking irreplaceable oceanfront land scarcity.

Asset Focus: Cliffside Pool Villas & Branded Estates

HKT Airport: 35–40 Mins



CENTRAL WEST COAST · 8 KM BEACH CRESCENT

Integrated Resort Living & Deepest Rental Liquidity

Uniting an 8-kilometer white-sand bay, Laguna Phuket's championship golf and lagoons, Boat Avenue & Porto de Phuket dining, and top beach clubs, Bang Tao represents Phuket's most liquid market for foreign-freehold condominiums and managed resort villas.

Asset Focus: Freehold Condos & Lagoon Pool Villas

HKT Airport: 25 Mins

SIGNATURE PHUKET SUBMARKETS · PART II

Layan & Surin Coast · East Coast Yachting Marinas



NORTHWEST COAST · SIRINAT NATIONAL PARK BORDER

Quiet Luxury Pavilions & Boutique Sanctuaries

Bordered by protected national parkland and calm turquoise coves just north of Bang Tao, Layan and Surin attract second-home buyers seeking contemporary limestone-and-teak single-story villas, serenity, and rapid 20-minute private aviation airport transfers.

Asset Focus: Architectural Pool Villas & Sanctuaries

HKT Airport: 20–25 Mins



ROYAL PHUKET MARINA & AO PO CORRIDOR · PHANG NGA BAY

Year-Round Protected Deep-Water Cruising

Sheltered from southwest monsoon swells, Phuket's eastern coastline delivers year-round calm superyacht berthing with immediate access to Phang Nga Bay's limestone islands, private-berth residences, and proximity to British International School Phuket (BISP).

Asset Focus: Private-Berth Villas & Marina Residences

HKT Airport: 25–30 Mins

LEGAL OWNERSHIP PATHWAYS

How U.S. & Foreign Buyers Hold Title in Thailand

Thailand provides clear, well-established legal pathways for foreign nationals acquiring residential property. Selecting the right structure depends on whether you are purchasing a condominium, a standalone pool villa, or a hotel-managed branded residence.

PATHWAY	FOREIGN ELIGIBILITY	REGISTRATION & TITLE MECHANICS	IDEAL BUYER FIT
Foreign Freehold Condominium THAILAND CONDOMINIUM ACT	100% direct personal freehold (within building's 49% foreign ownership quota).	Registered directly in buyer's name on the Chanote title deed at Phuket Land Office using an inward Foreign Exchange Transaction (FET) bank certificate.	Turnkey second homes, passive lifestyle ownership & strongest foreign-to-foreign resale liquidity.
Registered Villa Leasehold 30-YEAR LAND OFFICE TERM	Open to foreign individuals & international holding entities.	Direct freehold ownership of the physical villa structure paired with a Land Office-registered 30-year land lease and lawyer-vetted renewal/succession covenants.	Private land-plot infinity pool villas, cliffside estates & luxury gated villa communities.
Branded Resort Residence MANAGED RENTAL POOL	Foreign Freehold Quota or Registered Leasehold (project specific).	Operated under international hotel brand standards with centralized maintenance, marketing, transparent owner-stay weeks & revenue sharing.	Remote U.S. investors prioritizing hands-off operation and seasonal hospitality income.

NON-NEGOTIABLE DUE DILIGENCE STANDARD

Why Chanote (Nor Sor 4 Jor) Verification Comes First

Thailand recognizes multiple historical land title tiers. Our cross-border protocol strictly prioritizes properties backed by a full **Chanote (Nor Sor 4 Jor)**—the highest GPS-surveyed land title deed issued by the Department of Lands—or verified Nor Sor 3 Gor pending upgrade, audited by your independent Thai attorney prior to contract execution.

CAPITAL TRANSFERS & CLOSING MECHANICS

FET Remittance, Transaction Costs & Buyer Checklist

Understanding cross-border wire compliance and closing taxes upfront prevents delays at the Phuket Land Office and preserves seamless repatriation of proceeds upon future resale.

BANKING COMPLIANCE

Foreign Exchange Transaction (FET)

- Funds for foreign-freehold condos must be wired into Thailand in foreign currency (e.g., USD) and converted to THB by the receiving Thai bank.
- Wire instructions must explicitly specify: *"To purchase Condominium Unit [X] in [Project Name]"* matching the buyer's passport name.
- Receiving bank issues the official FET certificate (for transfers ≥ USD $50,000) required for Land Office deed registration and future tax-free capital repatriation.

CLOSING BUDGET

Typical Phuket Land Office Fees

- **Freehold Transfer Fee:** ~2% of appraised value (commonly split 50/50 between buyer and seller/developer).
- **Leasehold Registration:** ~1.1% total (1% registration fee + 0.1% stamp duty) on total registered lease value.
- **Sinking Fund & CAM:** One-time capital reserve contribution at handover plus monthly common-area maintenance (typically THB 60–120/sq m).

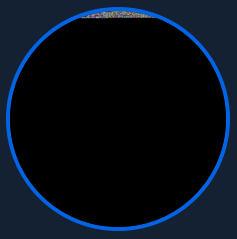
PRE-CLOSING VERIFICATION ITEM	WHAT INDEPENDENT THAI COUNSEL AUDITS
1. Title & Encumbrance Search	Confirms clean Chanote ownership, zero undisclosed mortgages, liens, or servitudes, and legal public road access to the land parcel.
2. EIA & Construction Permits	Verifies Environmental Impact Assessment (EIA) approval for multi-unit developments and full municipal building permits before off-plan milestones.
3. Foreign Quota Certificate	Confirms written Juristic Person verification that foreign-owned space remains within the 49% statutory threshold for Freehold title.
4. Management & Exit Covenants	Reviews HOA bylaws, rental-pool fee structures, developer defect liability warranties, and clear resale assignment rights.

PRIVATE CROSS-BORDER ADVISORY

Find your global legacy.

Schedule Your Private Phuket & International Strategy Briefing

Whether you are evaluating a Phuket coastal villa, a turnkey foreign-freehold condominium in Bang Tao, or comparing Thailand alongside Dubai's DAMAC Properties portfolio, connect directly with our Houston brokerage desk for vetted inventory and legal introductions.



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SCHEDULE PHUKET BRIEFING →

EXPLORE DUBAI · DAMAC PROPERTIES

DUAL-MARKET PORTFOLIO ACCESS

Explore both flagship international corridors online at **findlegacies.com/international**, including our December 5th Houston DAMAC Property Showcase at Market Square Tower (**findlegacies.com/international/dubai-showcase**) and Thailand real estate guide (**findlegacies.com/international/thailand**).

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