

# How to Buy Your Own Private Island



by Vladi Private Islands



## Introduction

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## Vladi Private Islands and Tropical Living

Buying an island is an unusual purchase that requires special expertise. With over 30 years in the island brokering business and over 1,800 islands sold to date, Mr. Farhad Vladi, and his company Vladi Private Islands, are without a doubt the most experienced island brokerage company on the planet. Tropical Living is proud to be associated with Vladi Private Islands and we hope you will enjoy this selection of tropical islands for sale. Please contact Tropical Living if you are interested in any of these islands and an island specialist will contact you shortly.

### What Kind Of Person Buys A Private Island?

"A few years ago," says Vladi, "I went through all my old notes and records trying to construct a demographical and psychological profile of island buyers. They seemed to have nothing in common — they were all types, from all age groups and backgrounds except for just one thing: All were very strong individualists, determined to put their own personal stamp on an island." What they were looking for was to catch the spirit of a quiet and untouched island. Island owners tend to be seclusive nature-lovers who seek solitude, tranquility, privacy and a place away from the everyday routine. Even though they sometimes live for only two or three months a year on their island, they have found that an island can be a cure for their soul.

### Why do people buy an island?

Most island owners buy for emotional rather than economic reasons. And most individuals buy islands for their personal retreat and vacation. The demand for islands is ever growing with increasing environmental problems, stress in daily life, frustration in the work place, overpopulation, environmental problems and property prices exceeding the real value in modern cities. All this makes affordable islands even more desirable. Thanks to technology it is much easier to live on an island today than in former days. Nowadays, within approximately three months, a pre-fabricated home, electricity, phone and water (drill or desalination) can all be made available on an island without too much difficulty.

Vladi has found that nearly all island owners have the same experience: the island takes away stress and its tranquility recharges one's batteries.





### How did Vladi's Private Islands start?

Vladi was still a university student, working toward a doctorate in economics, when he made his first deal in 1971. "I'd spotted a newspaper article saying that a tropical island in the Indian Ocean had been bought for just two thousand dollars. Nothing! It was this that changed my life. I knew from that moment on that I had to have an island for myself."

Vladi wrote to the Seychelles Bulletin to say that he was planning a visit to the Indian Ocean in the hope of buying an island. Most of his capital was used just getting to the Seychelles—it was in the days before low-cost air travel, and the Mombasa-to-Bombay steamer was the only way. When he arrived, the cheapest deal he was offered was Cousine Island at an asking price of US\$100,000, far more than he could afford.

Disappointed, he returned home, where, to cut his losses, he approached a prominent Hamburg businessman to see if he had any interest in buying an island. The man bought Cousine Island unseen, paid Vladi a five percent commission, and was forever pulling out picture postcards of his island to show to business associates. It was the best free promotion young Vladi could have had. Soon he was being barraged with requests from other Hamburg businessmen to find islands for them.

### What kinds of islands are for sale?

In the last 35 years, Farhad Vladi has sold well over 1,800 islands. In his office in Hamburg, Germany, he has assembled a database covering over 10,000 islands all over the world—probably the world's greatest archive on privately owned islands. Vladi spends between four and five months each year travelling the world to discover, photograph and evaluate new islands on all four continents. His 30-year experience in the business makes Vladi an expert and widely recognized leader in the sale of private islands. The magazine GEO once referred to him as "Nature's Art Dealer," "the most successful and most capable island broker in the world."

### Five basic requirements for a private island

Because of their rarity, islands are the most attractive type of real estate and are incomparable to anything else on the real estate market. The most marketable islands comply with the following criteria:

- The island should not be too far from the mainland or another populated island.
- Property ownership must be clearly determined and recorded with the Land Registry Office.
- Drinking water must be available on the island and the vegetation must be attractive.
- The island must be suitable for development.
- The host country must be politically stable.

Advances in technology, such as solar energy, prefabricated houses, and desalination plant processes, have ensured that the advantages of a mainland property over an island property have all but disappeared.

### How do you buy an island?

1. The First Step: Contact Tropical Living to request an overview of our selection of Vladi Private Islands. One of our "Leisure in Luxury" Specialists will be there to assist you.
2. Choice: We will carefully evaluate your spectrum of choice and we will then send you an illustrated brochure, including maps and descriptions, for each island that meets your regional and budgetary specifications.
3. Your Final Selection: Once you have narrowed down your choices, let us know which two or three islands you are most interested in.
4. Viewing the properties: It is very important to visit the properties, as this is the only way for you to form a complete picture of an island, its development possibilities, its environs and the people who live in the area. If you wish, an experienced representative of Vladi Private Islands will accompany you on the trip.





5. The Decision to Purchase: When you decide to buy an island, an official Agreement of Purchase and Sale will be drawn up. Islands are legally held to be plots of land and as such must be recorded at a Registry of Deeds. Vladi Private Islands deals ONLY with countries that keep such a Registry and that can guarantee, without prejudice, the unrestricted ownership of land. Their service also includes helping you choose a notary, reviewing the contract with you in German or English and recommending qualified lawyers, should questions of hereditary or civil law arise.



6. Completing the Transaction: Following the execution of the Agreement of Purchase and Sale, the appointed lawyer investigates the ownership in order to establish that the title is free and unencumbered. Once a free and good title to the land can be demonstrated, the lawyer will request that the remainder of the purchase price, excluding the deposit, which was previously paid, be transferred to a trust account. Upon certification of title, the vendor will receive the complete purchase price and the new Warranty Deed will be entered into the Registry of Deeds. You are then the owner of your own private island. And at this point, unlike most agents whose service ends with the receipt of the commission, the services Vladi offers are just beginning.

7. Management: Vladi Private Islands provides management services from their offices in Hamburg or Canada, or they will recommend, according to location and size of the property, an island manager, who would live on or close to the island. They can work out with the owner a comprehensive development plan for the island, including electricity, telephone hook-up, provision of drinking water, etc. They can also check into the possibilities for obtaining building permits, provide contact details of construction companies, boat dealers and lawyers, as well as offer recommendations in the event that you wish to rent your island later to third parties. From this point they will take care of all necessary supervision and paying of bills, if you wish. This gives you one contact who will take care of all your needs and concerns regarding your island property. It is a service that many of their clients take full advantage of.

8. Using your Island: Most private islands are used as vacation homes. Other clients purchase islands without any plans to develop them. Because the demand for islands is steadily increasing and the supply remains naturally constant, islands make excellent investments. In these cases, there are no management costs, except for two yearly property taxes, as nature is truly the best manager.



As Tropical Living's way of saying 'thank you,' whenever you buy an island, rent one of our properties for a week or longer, or buy one of our Home Ware collections, Tropical Living will purchase a livestock animal from Heifer International on your behalf for a family in need.

The time to breathe more deeply into life has arrived. A global movement for a happier, healthier, more balanced life with more Leisure in Luxury has begun.

**Please contact Tropical Living to discuss the purchase of your own private island:**

**In the US or Canada 1-866-757-0363**

**For international calls 1-808-826-4444**

**Or email [properties@TropicalLiving.com](mailto:properties@TropicalLiving.com)**

