

**Global property searches spark Fine & Country to host international webinar series**

According to research conducted by data analysts at Rightmove, searches for overseas property reached its highest point for the year in May, up 33% compared to May 2019. This follows on from the increased international property searches in April, which were 50% higher than the searches in March. It seems the lockdown got many UK home-hunters contemplating buying homes in other parts of the world.

“With the pandemic disrupting the international markets we have been pleasantly surprised by the recent demand from our international clients whether relocating for work or purchasing a place in the sun after months of lockdown wherever they were in the world,” says Daniel Harrington, Head of International Growth at Fine & Country. “The research shows that more and more people are thinking about either purchasing a holiday home in another location or planning to permanently relocate to another country. However, how many people actually know the process of purchasing a property in another country and what’s involved? Each country has its own set of laws or processes that need to be adhered to, so it’s best to seek expert advice from property professionals in those regions.”

He adds that with countries reacting in different ways to the virus there is no ‘one-size-fits-all’ update but what Fine & Country are seeing is the fast forwarding of the way businesses and high-net-worth individuals interact. “Virtual technology is allowing many business owners and senior executives to work from anywhere and we are finding that we are also able to transact with our clients from the other side of the world,” says Harrington.

According to the Rightmove data, the countries seeing the biggest uplift are Spain, France and Portugal. “As an international brand with a presence in all of these top searched for countries we want to help people navigate the process of buying a property in another region. To do so, Fine & Country will be launching a new international webinar series both celebrating and educating people on the breadth and beauty of the brand’s global network,” says Harrington.

Called the Worldwide Wanderlust series, Harrington says that the first webinar will happen this July focusing on the South of France and each month will move from location to location around the world throughout the year. The first webinar will be hosted by Alice Watson-Smith, who has premium property experience in the UK, South Africa, and currently operates in the glamorous French Riviera. Alice works with some of the most exclusive and expensive properties the French Riviera has to offer.

“We will host two webinars on each country. The first, which will be on the 9th July, will be targeted at Fine & Country agents who are interested in referring buyers to the featured location. In this webinar the expert in that country will discuss an overview of the property market, how estate agency works and the process of buying in that country, the benefits of being a citizen, how to refer to an agent in the region, possible pitfalls, commission structure and potential referral income available by working with their international counterparts,” he adds.

“The second webinar, on the 23rd July, is for the public, helping them to understand how they can make their international dream home a reality. This webinar will look at the market, from value to cultural nuances, as well as the practicalities of buying overseas, like viewings, tax implications, pitfalls to lookout for, mortgages, and the moving process.”

To find out more or to register for either of the international webinars on the 9th or 23rd July [click here](https://www.fineandcountry.com/career/international-webinars).

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**Editors Notes:**

Fine & Country specialises in the sale and rental of prime residential properties. The company has offices in 300 locations around the world including in the UK, Cyprus, Ireland, Germany, Mauritius, The Channel Islands, France, Namibia, Portugal, Spain, South Africa, West Africa, Russia, Australia and Hungary. Fine & Country has won Best Estate Agency Marketing and Best International Estate Agency Marketing seven times in the past 10 years at the International Property Awards.