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ISSUE 016 Jan | Feb 2017



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ON THE COVER

Emerald Scenery Hua Hin offers buyers a quality house at an affordable price. Not only are residents surrounded by greenery and mountain views, but there is also a Club House, swimming pool and a number of other amenities for those living here to enjoy. For those searching for something to do, Emerald Scenery is a short drive away from several golf courses as well as shopping malls and the beach.

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EDITOR'S NOTE



The start of the New Year is a time for resolutions, new beginnings and all that jazz. In the spirit of the New Year, Thailand Property Magazine and Dot Property Magazine have been merged and revamped for 2017. We're taking the name of the latter and history of the former to create a publication that's not only insightful but one we hope you find to be useful.

With that in mind, let's start with what has changed. The first thing you will notice reading the magazine is a dedicated news section that covers a little bit of everything. Additionally, we will also present an in-depth cover story each month that will highlight one of the region's best properties and the location that surrounds it. To kick this off, we are delighted to present Emerald Scenery in Hua Hin. Not only will you be able to learn more about this wonderful development, but you can also read about what makes Hua Hin such a special place.

One of the most notable changes for our readers in Thailand will be the omission of the property listings section of the magazine. Instead, we have reached out to some of the most trusted agents throughout the country to provide us with exclusive listings for their respective areas of expertise. You will find Hua Hin, Phuket, Pattaya and Bangkok all covered in our exclusive listing section found on page 61.

Looking ahead, this year will see the return of the Dot Property Awards. The initial feedback on last year's awards was extremely positive and we decided to expand them to cover individual countries this time around. Dot Property Awards Philippines will get us underway in March. The awards panel here at Dot Property has already begun our extensive search for the best developers, projects and architecture in the Philippines. Be sure to pick up the next issue of Dot Property Magazine to see the winners.

There were also several successful Property Showcases organised by Dot Property held in 2016. The most recent one took place in November at the renowned Central World and both buyers and developers said it was the best event yet. You can check it out for yourself on page 58-59 and if you're in Singapore on 20 to 26 February, be sure to head to ION Orchard for The International Property Show.

Finally, on behalf of myself and the entire Dot Property team, we hope you have a happy and healthy 2017.

Thanks for reading,

A handwritten signature in black ink, appearing to read 'Ch 2'.

Cheyenne Hollis



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Thai Real Estate Broker Association Joins Forces With Dot Property



Dot Property reached an agreement with Thai Real Estate Broker Association (TREBA) to become their official property portal partner. Agreeing that there is a gap in the market for a standardised platform of all listings, Dot Property's technical expertise combined with amalgamating TREBA's listings will create a streamlined, and much needed platform for the convenience of Thailand's real estate agents.

TREBA, the biggest agent association with 20 years' experience under their belt, are a well-established name in the industry. Promoting ethics to build on, and increase the standards within the industry, TREBA strive to continually improve on their existing services.

"We are delighted to sign the official agreement with Dot Property. This partnership with the region's leading property portal will further enhance our agent experience and support their efforts to market their listings effectively online," Somsak Muneepeerakul, president of TREBA, explained during an official ceremony.

Running In Khon Kaen

While not exactly an athletics hotbed, the Khon Kaen Marathon draws runners from across the region and world to this growing city northeast of Bangkok. The event itself features a full marathon as well as half and mini marathon options plus a fun run. Runners can register up until 28th January and the race takes place on 29th January.

khonkaenmarathon.com

Ananda Ramps Up Plans For 2017



One of Bangkok's premier developers, Ananda Development, will be busy this year after the homebuilder announced it has plans to launch 17 new projects. Keeping in line with Ananda's strategy, all of the new projects will be located near Bangkok's public transport lines, the BTS and MRT. Of the 17 projects, ten will be condominiums and the other seven are detached homes and townhouse projects.

ananda.co.th

Check Us Out At...



... JW Marriott Phuket Resort & Spa. Situated along Mai Khao Beach in the northern end of Phuket, this family-friendly resort offers guests the chance to relax in a tropical wonderland. There are two swimming pools, a children's pool plus direct beach access and all of the amenities you would expect to find from the JW Marriott brand. The resort also has 11 eateries and bars to ensure you never go hungry or thirsty. And while you are lounging by the pool or beach, be sure to pick up a copy of Dot Property Magazine which can be found at the hotel.



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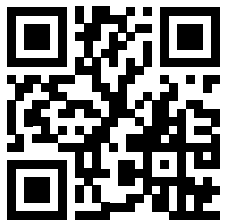


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BEST WESTERN THE BEACHFRONT



As the first ever beachfront condominiums on the Thailand island of Phuket, Best Western The Beachfront makes a worthy addition to the 'Best of the Best Residences in Southeast Asia' Awards for 2016.

Located in a tropical setting of 8,000 square metres of pure luxury, and with 45 metres of absolute waterfront lawns and gardens, The Beachfront is located just 5 km from Phuket town and 45 minutes from the international airport.

That's far enough from town to avoid the noise but close enough for adventure trips, scuba diving and shopping.

Best Western The Beachfront consist of studios, one-bedroom and two-bedroom condominiums with spectacular views over the magnificent Andaman Sea and the nearby islands of Bon Island and Coral Island. Boat facilities will allow residents to visit the famous Phi Phi Islands and Raya Island, which are just a short distance away from the property.

Best Western The Beachfront offers a range of luxury accommodation from rooms and suites to private villas. With a rejuvenating spa, delicious dining venues and superior leisure facilities and services, guests will find all they need for a wonderfully relaxing holiday and stay.

Best Western The Beachfront is divided into six condominium buildings and five oceanfront villas, and boasts three large infinity pools as well as a restaurant and bar and undisturbed ocean views.

Best Western The Beachfront will be managed by Best Western Plus, the world's largest hotel operator.



Project:	The Beachfront Oceanfront Condominiums and Villas
Developer:	Blue Horizon Thailand
Product:	Condominiums and villas
Architect:	Pitta and Partner Co Ltd
Location:	Rawai, Phuket, Thailand
Launch:	2014
Completion:	May 2017
Total land area:	5 rai
Prices:	From THB 2.4 million
Number of units:	231 units
Facilities:	Eight pools, a restaurant, beach club, 100 sqm. fitness centre, 24-hour security, CCTV, indoor parking, Internet and cable TV
Maintenance fees:	THB 55 per sqm./month.
Sales office:	+66 (0) 81 459 0152
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Major Overseas Developers Head To Vietnam



A pair of overseas heavyweights are building new projects in Ho Chi Minh City as the property market in Vietnam continues to take off. Singapore's CapitaLand announced that it bought a site in District 1 of Ho Chi Minh City for USD 51.9 million where they will build a 17-storey residential tower and a 22-storey serviced residence tower.

Meanwhile Japan's Hankyu Realty and Nishi Nippon Railroad recently signed an agreement with a local partner to develop the Kikuyu Residence project located in District 9 of Ho Chi Minh City. The development will have 100 villas and 234 apartments when completed.

Green Is In

What do The Dàlat at 1200 Country Club & Private Estate, Lakeview City and Valora Fuji all have in common? They are all 'Best of the Best Residences' in Southeast Asia 2016 winners. Additionally, they are all embracing one of Vietnam's biggest design trends, green spaces. Projects up and down the country are incorporating nature into their projects, much to the joy of homebuyers. And while these three projects are among the green trendsetters, developers look as if they will keep coming up with new and innovative ways to embrace nature.

Ho Chi Minh City's Office Sector A Shining Star



There are a number of solid real estate investments in Asia, but one in particular is garnering more attention: Ho Chi Minh City's office sector. At least that is what industry experts told Urban Land Institute and accounting firm PwC in the "Emerging Trends in Real Estate Asia Pacific 2017", a regional real estate forecast. So what is so appealing? Ho Chi Minh City's commercial market provides high yields and economic growth on the back of several regional trade deals are among the most notable reasons according to the report.

Check Us Out At...



... R&J Italian Lounge & Restaurant in Ho Chi Minh City. R&J, which stands for Romeo & Juliet, can be found in the basement of The Reverie Saigon. This smart, upscale eatery features nightly musical performances along with a menu full of Italian classics. Highlights include the traditional three-, five- and six-course menus that can also be paired with a wine tasting selection. And be sure to pick up a copy of Dot Property Magazine while you are there.

THE DÀLAT AT 1200 COUNTRY CLUB & PRIVATE ESTATE, VIETNAM



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The Đà Lạt at 1200 Country Club & Private Estate sits at 1,200 metres above sea level, surrounded by natural pine forests and mountains. It is an exclusive private estate that incorporates a resort development, private residential living, country club, two championship golf courses, as well as golf and tennis academies.

The Golf Club House is a luxury of its own, sitting on an 18-hole championship golf course equipped with a tennis academy, equestrian centre, golf academy and driving range. When members take a break from sport, they can choose from two restaurants, a coffee shop, the member's lounge or the sauna, steam and Jacuzzi to relax in. When it comes to time for fun, there is a games room, and also a gymnasium and a conference centre with meeting facilities including a barbecue terrace for business and leisure.

“Overlooking stunning vistas
across the lake and mountains.”

Thirty percent of the first phase of residential units (52 villas and 65 resort residences) have already been acquired by savvy investors. The units occupy pride of place on the hillsides overlooking the stunning vistas across the lake and mountains, where average daytime temperatures range from 18 to 27 degrees Celsius.

The Đà Lạt at 1200 is self-sufficient due to the estate's supply of fresh water from natural spring water, providing quality drinking water and irrigation for the golf course.

This five-star resort and residence is only 30 minutes from Dalat City, 15 minutes from the airport and is maintained to the highest standards as a fully foreign-owned development.

Product	Resort and private estate with golf course
Architect	LWK Hong Kong & Studio Jia Singapore
Location	Lam Dong Province, Dalat, Vietnam
Completion	Q4 2017
Land area	650 ha. & 183 ha. lake
Unit types	52 Villas, 65 Resort Residences (apartments)
Title	Foreign buyers lease hold
Price range	Resort residence from 200,000 USD Villas from 655,000 USD
Golf membership	US\$ 30,000 - US\$ 160,000
Maintenance fees	Management fees 10 years for each property type, there after in line with Vietnam regulations at the time
Sales office	+84 8 3822 11 22 info@dalat1200.com www.dalat1200.com

Foreign Investors Eye The Philippines



As foreign real estate developers search for high yields and profitable opportunities, the Philippines has proven to be an attractive market. However, challenges continue to hamper attempts by developers to enter the market with the recent Emerging Trends in Real Estate Asia Pacific 2017 report noting that the country can be difficult for outside investors to access.

“The reality is that while foreign investors like the Philippines, there aren’t many specific deals they can do or players to work with. Real estate assets are not being actively traded or sold here, and the exit strategy is also unclear—buildings mostly are built and held by developers for income generation,” an unnamed local developer was quoted as saying by the report.

Is The Shaikh Of Qatar Looking To Build A Filipino Hong Kong?



Thanks to an assist from the Middle East, the Philippines could soon be home to an economic centre that would rival Singapore or Hong Kong. Al Nitaq is looking to lease various islands in the archipelago with the intent to set up agroforestry and agro-industrial zones, energy centres and tourist destinations, the Philippine Economic Zone Authority (PEZA) told Gulf News.

While details remain scarce and the plan is only in its infancy, the Shaikh of Qatar is said to be behind the deal. Philippines President Rodrigo Duterte announced he was in favour of such deals that saw islands being leased out as long as the terms would benefit the country.

Manny Pacquiao: The New Face Of Filipino Tourism

Perhaps looking to add some brawn to the brains of the Philippines’ Department of Tourism, boxing icon Manny Pacquiao was named as an official spokesperson for the country’s efforts to entice visitors. Government officials are hoping the fighter can punch up the country’s current tourism campaign: It’s more fun in the Philippines.

Check Us Out At...



...The Bellevue Manila. Situated along the banks of the San Juan River in Manila’s Alabang Business District, the elegant property is an ideal spot for business or pleasure. Fitness fanatics can take advantage of the hotel’s swimming pool and gym while those who prefer a little rest and relaxation can head to the on-site spa. And when it’s time to head out, The Bellevue has that covered as well with a complimentary shuttle that can drop you off anywhere in Alabang. You’ll also find Dot Property there, too.

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DMCI Homes First Filipino Developer

To Join International Property Show At ION Orchard



DMCI Homes signed with Dot Property Philippines to become the first Filipino developer to join The International Property Show in Singapore. The partnership will allow them to reach the growing number of real estate buyers from abroad. International investors are clamouring for real estate in the Philippines and Dot Property Philippines is one of the only companies with the resources to ensure developers are able to connect with buyers both at home and abroad.

"Dot Property Philippines has recorded amazing growth this year and DMCI Homes joining our international property showcase highlights the fact developers trust us to help them succeed both domestically and abroad," Tanya Peralta-Yu, Country Manager at Dot Property Philippines says. "For DMCI Homes, presenting at The International Property Show is an opportunity to get its high-quality projects in front of foreign buyers and speak with them first hand."

DMCI Homes will be one of a select number of home builders from around the world to showcase its projects at the event where an estimated 1.1 million people will have a chance to learn more about the developer's work. The International Property Show is scheduled to take place at ION Orchard, one of Singapore's premier shopping destinations, from 20 to 26 February, 2017.

"We are excited to have this unique platform to present our brand to investors in Singapore," Bernard Umali, Manager for E-Broker and International Sales of DMCI Homes, explains. "Demand from international buyers is strong with Singaporeans being among the most interested. The International Property Show will allow us to have our industry leading projects seen by more than one million potential buyers."

Alva Horgan, Managing Director, International Markets Dot Property

said, "The Show promises to be the signature property event of the year. The participation of so many international developers makes it a great opportunity for Singaporeans and overseas investors to take an exclusive first look at newly-launched and award-winning developments from all over the world. We're confident that there will be something for everyone at this event."

Dot Notes

- International Property Show to be held on 20 to 26 February at ION Orchard
- DMCI Homes one of 14 developers taking part
- Real estate buyers from abroad actively looking to acquire Filipino property

GREENWOODS



NorthPineLand, as one of the leading and most-trusted real estate companies in the Philippines, has a commitment to providing premium communities to middle-income markets. Its mission is to make people's dreams of owning a house become a reality, and it has made this possible with its Greenwood development.

A picturesque lifestyle nestled in more than 80 hectares of prime real estate in Cavite, Greenwood is NorthPineLand's biggest project to date. It boasts of a number of distinctive communities, each with its own character and appeal. These are Greenwood, Wind Crest, Greenwood Heights, Parkview, Rosewood, Norfolk Ridge, Primrose Place and The Prime.

Located in the heart of Dasmariñas, Cavite, Greenwood is a 5km drive from the busy city capital. Malls, hospitals and schools are very accessible to this big community.

It's certain that you will never run out of things to do at Greenwood. It's the only community in Cavite which boasts complete facilities and amenities to cater for recreation and wellness.

Taking its name from the convenience it offers, The Prime is the finest space in the Greenwood neighbourhood, and is the most sellable to date.

What makes this 5.72 hectare sub-community exceptional is its limited but sizeable units and lots. Lined with stylish houses in harmonising neutral hues, and within an unspoiled setting, it pleases the eye and speaks luxury, but without losing the homey vibe.

At the entrance of The Prime is a striking welcome sign and a carefully styled bridge. Residents can enjoy The Prime Spot, a viewing deck that provides an ideal place for leisurely walks and an opportunity to admire the landscape within the community.

With The Prime, Greenwood has become a top-of-the-line horizontal developer that has changed the landscape of the south, specifically in Dasmariñas, Cavite.



Project:	Greenwoods
Developer:	NorthPine Land, Inc.
Product:	Single-detached and single-attached houses
Architect:	NorthPine Land, Inc.
Location:	Dasmariñas, Cavite, Philippines
Launch:	July 1997
Completion:	2018
Total land area:	80 hectares
Prices:	PHP 1.6 million (43 sqm.) to PHP 9.3 million (265 sqm.)
Number of units:	3,427 units and 8 sub-communities
Facilities:	A multi-purpose pavilion, basketball court, children pool, adult pool, children's play area, amphitheatre, fishing area, lapping pool, tennis and badminton courts, picnic grounds and a mini-park
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Airbnb In Malaysia Legal But Some Still Object



While Airbnb boasts millions of satisfied users across the world, it hasn't always received a warm welcome in certain countries. Some have banned it altogether while other cities and countries have placed regulations on the property letting website at the behest of hotels. In Malaysia, the relationship between the country and the website is actually a positive one with the Urban Wellbeing, Housing and Local Government Ministry saying the service was legal.

There is some bad news. The Malaysian Association of Hotels (MAH) President Cheah Swee Hee continues to rail against the service and once again urged authorities to step in and monitor Airbnb in the country. That being said, it looks as if Malaysia will continue to let the company operate free of restrictions for the time being.

Keep An Eye On West Jakarta

Ten years ago West Jakarta was an afterthought among the city's property developers. It lacked the amenities that made people want to live in this area of the city and was viewed as dirty and unorganised. However, the government has been focused on revamping this part of the city during the past ten years and now West Jakarta is growing in popularity.

Lyman Property's Puri Park Residences is one project in West Jakarta that has already turned heads. The low-density, residential community has a number of quality unit types available. The facilities are also superb with three swimming pools, a barbecue area and a children's playground all found on the grounds of the development.

Heart Set On Bali



Valentine's Day is on its way and that means finding that romantic getaway spot is now a priority. While there are arguably no bad spots in Bali for a romantic rendezvous, Banyan Tree Ungasan is a particularly remarkable one. Set on a 70-metre cliff overlooking the Indian Ocean, the hotel's Ju Ma Na restaurant serves fine French and Japanese cuisine with beautiful views. The property also boasts a spa, infinity-edge swimming pool and a number of other touches that will ensure your Valentine's Day is an unforgettable experience.

banyantree.com/en/ap-indonesia-ungasan-bali

Penang Looks To Snuff Out Property Bubble



Penang's state government implemented new rules aimed to clamp down on property speculation. The rules, which will take effect in February, require first-time house buyers in Penang to get state approval if they intend to sell their properties within a specified time frame. The goal of the new housing regulations is to prevent speculators from driving up home prices on the island.

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Surprise! Foreign Buyers Return to Singapore

With so much bad news surrounding Singapore's residential market, it seems as if it has been years since anything positive was said about the market. However, the country received a much needed pick me up after research showed foreigners are once again purchasing residential property.

Transactions by non-residents during the first three quarters of 2016 rose 11.7 percent when compared to the same time last year. Chinese homebuyers led the way with purchasers from Indonesia, Malaysia and the US rounding out the top four.

"The wealth growth of the Chinese and their increasing familiarity with the Singapore residential market led to them being the top foreign buyers after 2010, overtaking the Indonesians," Ong Teck Hui, JLL Singapore's National Director for Research And Consultancy, explained in a recent report.

The Parade That Symbolises An Entire Country



Taking place on 19 and 20 February, the Chingay Parade is a celebration of all things Singapore. The country is undoubtedly known for its unique multicultural personality and nowhere is that more evident than from watching the people and performances at the event which is the largest street performance and float parade in Asia

chingay.org.sg

Cambodia's Newest Province Looks To Establish Itself

Cambodia's Tboung Khmum province remains a bit of a mystery to everyone apart from the most well versed of travellers. Situated along the border of Vietnam in Southeast Cambodia, the province was established in 2013 with Tboung Khmum city named as its capital. The goal for the new area



was to create Cambodia's first model satellite city. Results have been mixed as infrastructure continues to be built up despite no one actually moving into the new city. Despite that, several private firms have kicked the tires on the new province considering building up residential projects hoping that people will eventually come.

Eco-friendly In Laos



With so much natural beauty on display, the government of Laos has made it a priority to take care of the country's protected areas and world heritage sites. The formation of Ecotourism Laos saw a number of tour outfits come together to support Lao PDR's National Ecotourism Strategy and Action Plan. Those looking to get out of the city can easily visit the country's hidden waterfalls and caves all while supporting sustainability in the country.

ecotourismlaos.com

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WeWork Opens Second HK Location As Startup Eyes Global Expansion



While no one knows for certain if WeWork can find success in Asia, the company shows no signs of slowing down its expansion in the region. The firm opened up its second branch in Hong Kong in Wanchai. The massive space in the Asia Orient Tower, Town Place occupies seven floors and has all the bells and whistles one would expect to find from WeWork.

The Hong Kong opening came shortly after the co-working giant unveiled its second branch in Shanghai. WeWork founders and quasi-celebrities Adam Neumann and Miguel McKelvey were even on-hand to celebrate the occasion. A third WeWork location in Shanghai opened in December and the company has plans to open co-working centres in Australia and India in the near future.

Blame Canada For Vancouver's Market Madness



While everyone including the government was quick to blame foreign buyers for driving up home prices in Vancouver, Canada Mortgage and Housing Corporation believes the blame lays squarely on Canada. While the local government decided to implement a tax on foreign homebuyers that caused home sales to fall by 33 percent towards the end of the year, a CMHC report showed non-Canadian buyers own only 2.2 percent of condominium units in Vancouver. According to the CMHC, that shows the impact the tax measures was more psychology than actual reduced demand since foreigners only made up a fraction of the market in the first place.

Does Trump's Victory Mean Americans Will Go Down Under?



In the aftermath of Trump's presidential victory, underwhelmed Americans started searching for what it would take to move to Canada. However, it looks as if disenfranchised US citizens from New York and California are hoping to move even further away.

Century 21 Australasia noted that residents of the two states who resoundingly supported Hillary Clinton during the election began searching for real estate in the outback in the weeks following Trump's victory with web traffic increasing 8.4 percent. The firm said American's looking for property down under were most interested in Sydney's northern beaches as well as some of the country's other suburban locations.



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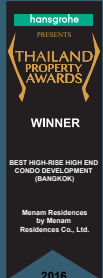
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Australia All The Rage

From the shores of Perth to Sydney's South West, Australian property continues to draw rave reviews from investors and inhabitants. Here are some of the projects to keep an eye on...

The Crest Burswood



Perth manages to blend the feel of a small town with all the entertainment and fun of a bustling metropolis. Mix in some of the world's best beaches, and you have a great place to own real estate. Norup + Wilson is seen as one of Western Australia's leading developers and The Crest Burswood project builds on this reputation.

The development is adjacent to Perth's new Sporting and Entertainment Precinct and all apartments have been designed using Feng Shui principles. Purchasers can also customise their apartment, choosing to move walls, add extra cupboards and install appliances. This is great for end users and investors to ensure the property can be ready to move-in to immediately.

One Central Park

Set near Sydney's famed 64,000 square metre Central Park, One Central Park has become an iconic project despite only being completed less than three years ago. The highlight of the project is a hovering cantilever where you will find the



development's upscale penthouses. One Central Park was built by well-known developers Frasers Property and Sekisui House and features two residential towers along with a massive shopping centre. The project has sold an impressive USD 1 billion worth of apartments to date.

Maison



Boasting what EBG Developments refers to as "limited edition living", the residences at Maison were inspired by the nearby 19th century Stonington Mansion. The project is located in Melbourne's suburbs along Somers Avenue where 100-year old Dutch elms line the streets. Christopher Doyle is the project's architect and described Maison as being sophisticated, poetic and timeless.

There are five different unit types available with each one featuring a unique design inspiration. When not spending time unwinding in the luxurious residences, inhabitants can head to Kooyong Lawn Tennis Club, as well as the stylish boutiques, cafes and restaurants of Glenferrie Road and High Street which are all a short drive away.

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Four Tips For Photographing Your Property

Virginia Ewart-James

A picture says a thousand words so make sure you get it spot on! It doesn't matter if you are listing your property in hopes of selling or renting or simply want to show off your new digs on social media, taking the perfect picture isn't as simple as point and shoot. If you want an image that shows off the best of your property here are a few quick and easy tips to follow.



1 Tidy Up And Clear Personal Belongings

No one wants to see your underwear or a rubbish bin. It's embarrassing and will see friends ridicule you and potential renters move on to the next place. Before taking a photo, imagine your property is a five-star hotel and present it just like this. Make up the beds, smooth out the duvet, line up the cushions, tie back the window dressings and even put the toilet seat down.

2 Focus On Lighting

The one aspect that makes or breaks any photograph is lighting. If a room is too dark, it looks forbidding and unwelcoming. Too much light is also an issue as it can be distracting. It is important to open the curtains, play around with the lighting and be mindful of any unwanted reflections. Be sure to check for shadows as well.

3 Use Proper Equipment

We all love our smartphone cameras and while they are great for selfies or photos out on the go, nothing replaces the use of a proper camera with a wide angled lens. Buying the right equipment is a costly exercise but it is an investment that will go a long way and pays for itself very quickly should you sell or rent your property. Alternatively, paying a professional photographer to shoot your property can be a cost effective alternative and provide you with a slew of great looking photos.

4 Don't Take One And Be Done

Once the property is ready, take test photographs to ensure that it looks good. You may find that bright blue rug in the centre of the room needs rolling up and putting aside for photos as the eye is drawn to it. And even if you have 20 photos, only upload the best ones. Less is undoubtedly more as people get bored quickly. No one wants to trawl through repetitive or substandard images, so pick the best ones and if you aren't happy with an image, don't use it.



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A renter-friendly housing culture, countless entertainment options and a buoyant property market can all be found in Berlin these days. And this trend hasn't gone unnoticed. People continue to flock to the German capital and so too have real estate investors looking to take advantage of one of Europe's most stable markets.

Live

Located in the east part of the Charlottenburg-Wilmersdorf district in Berlin, Uhland 103 has all of the features Germany's rental savvy inhabitants are looking for. The project boasts 55 modern freehold apartments with one-, two- and three-bedroom units available as well as a penthouse with all units featuring a terrace. Uhland 103 also has a green courtyard where residents can relax along with parking spaces.

Play

Undoubtedly the most recognisable place in the Charlottenburg-Wilmersdorf district is Olympiastadion Berlin where the 2006 World Cup Final and 2015 Champions League final were held. The venue also hosts concerts and other sporting events throughout the year. Those looking to do a little shopping can head to KaDeWe, Europe's second largest department store and purveyor of the world's most famous brands. The area is also home to everything from traditional German beer gardens to Sake bars meaning there is never a dull night.

Invest

With a growing reputation as a technology centre, Berlin's population continues to grow with younger professionals leading the charge. More importantly, unlike other countries where emphasis is placed on home ownership, renting is seen as being socially acceptable in Germany meaning demand will continue to be stable.

Speaking of demand, it rose by 20 percent over the last few years with new developments being highly sought after. Despite this, Berlin currently has a shortfall of new construction, especially in the city centre. This has seen rents for these types of projects increase, oftentimes outpacing real estate prices. Berlin city centre rental yields average up to five percent per annum surpassing the 3.5 percent per annum rental yield average currently being recorded in Germany.

Final Thoughts

There's a lot to like about Berlin's housing market at the moment, from both the perspective of a renter and an investor. Investors can enjoy high yields in a market that is both stable and has room for growth. For renters, Berlin's robust economy means jobs are plentiful while there are no shortage of things to do in the German capital. The city centre in particular is a highly desirable address for long time residents as well as those moving to Berlin.

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Hopeful In Ho Chi Minh City

Is Vietnam's housing market finally catching up with the rest of Southeast Asia? After many false dawns, it looks as if everything is coming together, at least in Ho Chi Minh City. Sales are up, people are beginning to borrow money from banks to finance home purchases and even foreigners look to be buying up units in the country. Meanwhile, developers like VinaCapital are delivering award-winning projects that have buyers truly excited to purchase new homes.

It's a story that's been told before. Vietnam's once disappointing housing market is showing signs of life. This won't be the first, nor will it be the last such piece. However, unlike in the past, things really do seem to be looking up. There may be some grumbling about a housing bubble and the market still isn't as stable as say Thailand, but there's hope and it starts in Ho Chi Minh City.

In 2015, developers sold 24,000 units in the city with a further 16,800

units being purchased in the first half of 2016. According to research from JLL, this is 250 percent higher than the sales rate in 2011 to 2014. Two reasons in particular stand out as being the reasons behind the turnaround.

Vietnam's blossoming economy is the primary reason behind the increase in sales since the start of 2015 and as the country's commercial capital, Ho Chi Minh City has benefited immensely. The manufacturing sector has been a real shining light as a number of companies have moved operations from China to Vietnam in an attempt to save money.

A few months after the economy started its upward improvement, the government rolled out regulatory changes that allowed foreigners to buy up to 30 percent of any single condominium building or a maximum of 250 houses in any one administrative ward for up to 100

years. This is seen as a secondary reason behind the residential market's revival, according to JLL.

An Educated Market Learns From The Past

Having learnt what happens when a property bubble bursts the hard way in 2008 and 2012, the government has been keen to avoid past mistakes. In 2013, the country launched a VND 30 trillion stimulus package that ensured middle-income households could afford to buy a home. The stimulus lowered mortgage rates to five percent, which was less than the market rates of 7.5-10 percent.

The stock of apartments relative to Ho Chi Minh City's population is still low, especially when compared to other Southeast Asian cities. JLL notes that residential supply is expected to grow by 74 percent over the next three years, but even after the units launched have been developed, the market will be able to absorb the increase.



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During the next year, CBRE estimates 40,000 new apartments in Ho Chi Minh City will be put up for sale. Unlike in the past, however, developers are going above and beyond with their projects as they look to compete in an evolving marketplace. For example, two of Keppel Land's waterfront residential developments, Palm City and The View at Riviera Point in Ho Chi Minh City, have recorded impressive take up thanks a great location, an outstanding design and top-notch facilities.

"The positive take-up at Palm City and The View, with about 800 units booked across the two projects in the second half of 2016, reflects confidence in Keppel Land's homes in Vietnam," Linson Lim, President (Vietnam), Keppel Land, proclaims. "The developments' value propositions such as prime location, wide array of amenities and thoughtful innovations, are strong draws to genuine homebuyers."

In general, developers have been forced to step up their game to stay competitive and projects in the city continue to improve.

"As buyers become savvier and the condominium market becomes more

competitive, developers must offer new designs, materials and payment methods in order to make their products attractive," Duong Thuy Dung, Director of the Research and Consulting, Vietnam, states.

What's Next For Ho Chi Minh City?

Things genuinely look good for the property market and while history shows that can change quickly in Vietnam, Ho Chi Minh City seems to be on stable footing. Not only has the government restored investors' confidence, but there is better oversight over the entire market to ensure things do not go south.

CBRE is predicting the residential market to continue to perform well in the short term with developers interested in new projects in different segments to those they have traditionally covered.

This willingness from developers to broaden their horizons can be seen in Novaland's Golf Park Residence. Located in Ho Chi Minh City's District 9, the development features trees-lined streets and a large park to ensure residents and families feel relaxed amidst a backdrop of greenery.

Dot Notes

- The Vietnamese government has put measures in place to help prevent the housing market from crashing as it did in 2008 and 2012.
- Homes sales in Ho Chi Minh City during January 2015 to June 2016 are up 250 percent when compared with 2011-2014 totals.
- Foreign buyers continue to take advantage of new government regulations that allows non-residents to purchase property in the country.

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7 Things To Know About Buying Property In Malaysia

Those who closely watch Malaysia's property market are probably well aware of the rumblings about declining prices and other negative factors impacting the real estate market. And while things aren't perfect, it probably isn't as bad as advertised. In fact, developers throughout the country have slashed prices meaning international buyers are able to find discounts that make residential units appealing.

Even if you find a place and price you like, purchasing it isn't as simple as handing over the cash. Buying property in Malaysia can be a complex and time consuming process if you don't know what to look for. Even finding the right unit can prove to be difficult for those who aren't well versed on Malaysian real estate. With that in mind, here are seven things to know about buying property in Malaysia.

1. Don't do it alone

Somewhere along the process, and even at multiple junctions, you are likely to need the help of a professional to get the deal over the line. It's not necessary to enlist an agent to help you find a unit, but if you have very specific requirements in mind, or are looking for the highest rental yields, then it may not hurt. It's also a smart idea to hire a real estate lawyer to get through the legal aspects of a property purchase. It will save you time and headaches.

2. Understand why you're making the purchase

Before looking at potential properties, it's good to know what you want to get from it. Do you want a place that can be rented out immediately? Are you okay with sitting on a unit for a few years waiting for it to appreciate? Do you want a place you and your family can enjoy? While these questions sound simple, a lot of buyers never take the time to understand why they are buying real estate.

If you have a family and want to have a large home, a township can offer the privacy and space you're looking for. UM Land has a well deserved reputation for being one of Malaysia leading township developers, especially in Iskandar, with Imperial Jade and The Apex, Putra Hill Residency being among the homebuilder's standout communities. >



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Isola Villas, a low rise housing development nestled within the Senibong Cove in Permas Jaya, provides residents with the best of both worlds – an abundance of greenery as well as the calm and soothing ambience of waterfront and canal living. The development's simple yet elegant Grecian inspired architecture that blends in with the environment won it the FIABCI Malaysia Awards for the low rise Category of 2016.



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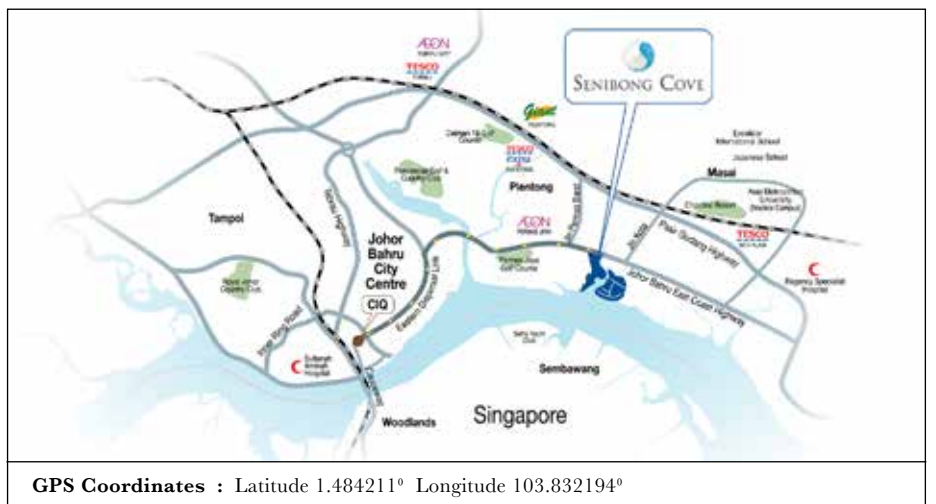
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Isola Grandeur • Developer's Licence No.: 1115-4/11-2017/02903(P) (07/11/2016 – 06/11/2017) • Advertisement & Sales Permit No.: 1115-4/11-2017/02903(P) (07/11/2016 – 06/11/2017) • Selling Price: Type B2-1 – RM2,918,000 (min), Type B2-3 – RM1,947,203 (min), Type B2-3C – RM1,471,053 (min), RM4,491,355 (max), Type B2-3D – RM1,356,179 (min), RM4,505,310 (max), Type B2-3E – RM1,578,999 (min), RM4,802,726 (max), Type B2-3F – RM1,599,954 (min), Type B2-3G – RM3,698,501 (min), RM3,203,688 (max), Type B2-3H – RM4,539,097 (min), RM4,812,444 (max) • Total Units: Type B2-1 – 1, Type B2-3 – 1, Type B2-3C – 6, Type B2-3D – 5, Type B2-3E – 17, Type B2-3F – 1, Type B2-3G – 2, Type B2-3H – 2 • Approving Authority: MBJB • Approved Plan No.: MBJB/U/2013/14(BGN814) • Expected Date Of Completion: December 2016 • Land Tenure: Freehold • Land Encumbrances: Ambank (M) Berhad (8535-D) * 15% discount for bumiputera lot

The Hills Residences • Developer's Licence No.: 14323-1/10-2018/07991(P) (06/10/2016 – 15/10/2018) • Advertisement & Sales Permit No.: 14323-1/10-2018/07991(P) (06/10/2016 – 15/10/2018) • Selling Price: Type A/Ai/Aa – RM2,350,412 (min), RM3,556,565 (max), Type B/Bi/Bai/Bb – RM2,035,294 (min), RM3,333,483 (max), Type C/Ca/Cb/Cc – RM1,976,471 (min), RM2,575,018 (max) • Total Units: Type A/Ai/Aa – 14 units, Type B/Bi/Bai/Bb – 26 units, Type C/Ca/Cb/Cc – 15 units • Approving Authority: MBJB • Approved Plan No.: MBJB/U/2014/14(BGN16013) • Expected Date Of Completion: September 2019 • Land Tenure: Freehold • Land Encumbrances: Ambank (M) Berhad (8535-D) * 15% discount for bumiputera lot

3. Look around the neighbourhood

Sure a project may look great, but it's important to explore the area around it. Are there shopping malls, restaurants and shops nearby? If there are, it is a sign of a vibrant neighbourhood and one that likely won't have lots of construction in the future. On the flipside, a project in the middle of nowhere or surrounded by vacant land is probably a sign that either future building is coming, or the area isn't all that desirable. This is especially true in some suburbs of Kuala Lumpur where international buyers might not know the difference between popular areas and dormant ones.

4. Find a good school

Even if you don't have children, it doesn't hurt to be close to a renowned international school in Malaysia. Demand tends to be higher in these locations since schools prefer local students as opposed to ones who will have a long commute. A good international school can also increase the value of a property when it comes time to sell.

5. Know the developers

While smaller Malaysian developers offer cheaper prices, the quality of these projects can vary. They may also not be experienced in dealing with foreign buyers, which can complicate the entire process. Most large developers have high standards and experience working with international buyers providing you with greater peace of mind.

Mah Sing is one of the leading developers in Malaysia and their projects have earned acclaim from both investors and residents. The KL-based firm has launched a number of upscale projects in exclusive locations with M City along Embassy Row in the capital and Icon Residence, Mont' Kiara offering unmatched luxury. The latter boasts a revolutionary 'sky palace' living experience that has proven to be a hit with all who have experience it.

6. Be aware of the rules and regulations

Malaysia has certain rules in place for foreign buyers. For starters, the minimum purchase price for property in the country for international buyers is MYR 1 million (USD 226,588) with some areas having higher minimums. Be wary if anyone offers you property for under this price as the government will reject the deal.

Furthermore, each state or local government can have special rules and regulations that must also be abided by. For instance, purchasing a property in Selangor and Penang will be two different experiences with each one having unique requirements.

7. Be prepared to hold

International buyers looking to offload their Malaysian property within five years of buying it are subject to paying the Real Property Gains Tax, which is 30 percent of the net profit of the sale. After five years, this total shrinks to five percent. While the tax itself is not entirely prohibitive, in many cases it is better to hold on to your unit for the five years before selling in order to avoid being subject to the 30 percent tax rate.



The Best Is Yet To Come For Hua Hin



Mahar Samudra Country Club – Membership recommended by Century 21 Pro Real Estate Hua Hin

Hua Hin is the type of place that people fall in love within hours of arriving. The city has begun in recent years to offer what Glenn Thomson of Century 21 Hua Hin likes to call a “Club Lifestyle”, or one that offers a home-like feeling with plenty of social opportunities. Equally as importantly, the city is full of potential, with affordable housing prices, improved infrastructure and a growing list of things to do.

“There is a lot of positivity surrounding Hua Hin at the moment and for the past few years. It’s already a great place to live, but there are a number of improvements in the works and completed that are exciting as well,” Thomson explains.

There are also planned improvements regarding transportation for Tourists and Residents that include, ferry connections to Pattaya, construction of a high speed train that will link the city to Bangkok by rail and improvements to the local airport that would see it become capable of handling domestic and possibly regional flights in the coming years.

And while these infrastructure projects

would likely see an influx of people visiting Hua Hin throughout the year and especially on weekends from Bangkokians, it’s unlikely that this will disturb to any great extent the quaint, small town feel that the city is known for. That’s because there is still plenty of land to the west, southwest and northwest of Hua Hin that sits untouched and ready to handle the construction of housing projects to meet future demand. Thomson notes land here can still be developed without negatively impacting the city and whilst land prices have increased from 100-1,000 percent in these areas, affordable, good quality housing can still be achieved.

The Allure of Hua Hin

People visiting Hua Hin for the first time, after hearing to come and check out this fairly unknown jewel of a location, have been known to fall in love with the city in a matter of days, or in some cases hours as mentioned. The feeling in this seaside resort town is unlike anything else found in Thailand. Residents from around the world settle down here and rave that it

feels like they have found home.

“Retirees come to Hua Hin and they settle in really quickly. It’s unlike anything that I’ve ever seen. You will see people move in one day and by the end of the week they are getting around as if they have lived here for years,” Thomson says. “Moving to some place like Thailand from Europe or Australia can be a big change, however, adjustment to life in Hua Hin doesn’t necessarily take as long as it would in other parts of the country.”

Living in Hua Hin also offers residents a “Club Lifestyle” that ensures they aren’t bored or isolated. The city has clubs people can join for golf, tennis or other fitness activities along with beach clubs and even social clubs. This allows new residents to find places where they can meet people with similar interests and hobbies.

Our Property Buyers talk with us about how they will fill their weeks and remain active and social. We have many clients during 2016 that joined several clubs at one time, including Banyan Golf Club who have limited memberships left, Mahar Sumdra



Country Club due to open in late 2017, True Fitness and Tennis Club and Sane Beach Club, total package of less than THB 1 million with a combination of Lifetime and specific years for each club.

There is a bustling community here and whether it is an event at a country club or just a get together at a friend's house, there is always something to do," Thomson reports. "Nearly every one of our clients becomes our friends and we also like to introduce clients to each other. People really enjoy the social scene here."

Finding The Right Place

As Hua Hin has grown in popularity, the quality of the projects has continued to improve. The availability of materials is much better than it has been in the past, and the city now features numerous projects that meet discerning requirements of international buyers at a fraction of the price found in their home countries. There is also countless opportunities to buy older residences in Hua Hin and then have them renovated to meet

custom specifications. In fact, doing this can be cheaper than buying a new property in some cases.

"There are some great new projects that are perfect for those looking for a home in Hua Hin and these are popular with the majority of buyers, but other buyers prefer purchasing an older place, then having it renovated to meet their needs," Thomson says. "Those selling older units are more willing to negotiate price and there are bargains to be had. And with labour being affordable in Thailand, it doesn't cost all that much to have it renovated."

Regardless of if you want to buy a new place or renovate an older one, Thomson emphasises the fact that you should spend time doing research and check everything out for yourself. You can be assured with Century 21 Hua Hin, that we have already done all the checking for you to safely purchase and properties we promote.

"Like any big decision, it is important to be informed. Gather information and take a look at the options. Not just the homes you're interested in, but the clubs and places in Hua Hin that sound

interesting," Thomson states. "When you arrive, we show you around the area. It's amazing to see just how fast people fall in love with Hua Hin once they get here. It's something special."

Having helped countless people find and purchase a home in Hua Hin, Glenn Thomson and his team at Century 21 Hua Hin are experts when it comes to finding the right place. Whether you are looking to purchase a second home in the city or surrounding countryside, an investment home, searching for a retirement residence or want to sell your property, Century 21 Hua Hin is the name to trust with 13 years experience in High Street professional offices next to the Hilton Hotel.

Like any big decision, it is important to be informed. Gather information and take a look at the options. Not just the homes you're interested in, but the clubs and places in Hua Hin that sound interesting," Thomson states. "When you arrive, we show you around the area. It's amazing to see just how fast people fall in love with Hua Hin once they get here. It's something special."



Falcon Hill is highly recommended by Glenn Thomson at Century 21 Pro Real Estate Hua Hin



Emerald Scenery

Hua Hin's Hidden Gem Revealed

Cheyenne Hollis



When you think of an emerald, you think of something beautiful, vibrant and elegant. It's a gem that stands out for its quality and uniqueness. It is those two traits that also make Emerald Scenery Hua Hin standout. Developed by the Emerald Group and run by Loft Property, this Hua Hin development boasts spacious houses built using standard quality materials and a location that is surrounded by greenery and mountain views that are as breath taking as their gemstone namesake.

One look around Emerald Scenery and you will understand that the project live up to its name. There is nothing

but lush landscapes, immaculately maintained gardens and rich greenery as far as the eye can see. And all of this is visible from the project's large infinity swimming pool, fitness room, sun deck and 3,700 square metre Club House.

This allows Emerald Scenery to have the feel of a hotel or resort when using the facilities while still feeling like home once you enter the spacious houses. There are three types of units available at the development, a 400 square metre, three-bedroom, three bathroom house that goes for THB 4.29 million; a THB 3.29 million, three-bedroom, two bathroom unit with 280

square metres; and a three-bedroom, three bathroom 400 square metre house that has two car park spaces and is available for THB 7.79 million.

"Emerald Scenery offers buyers a good quality home and good quality facilities at an affordable price," Natthida Andersson, Sales Manager at Emerald Scenery Hua Hin, says. "You are also surrounded by greenery and mountain views which provides for a relaxing backdrop. However, you are still just a few minutes' drive to all of the amenities and conveniences of Hua Hin."

Lovely Location

Emerald Scenery is in a location where you can get away from the traffic and activity of town. Admittedly, the traffic jams in Hua Hin are minimal and this seaside resort town is not exactly known for its hustle and bustle, but it is still nice to return home and enjoy some peace and quiet.

And while you may feel as if you are in a remote part of town, the houses at Emerald Scenery are just short drive from all conveniences of the city. Restaurants, bars, shopping malls, hospitals, international school and beaches can be reached in mere minutes.

Golfers can head next door to Banyan Country Club to play a round of golf on the renowned course or sharpen their skills at the driving range and putting green. Those looking for some retail therapy can head to the newly opened BluPort shopping Mall, which is an eight-minute drive away. There you will find a movie theatre, a shopping mall, countless restaurants and brand name stores all in one place.

Ten Minutes or Less

Here are just some of the places that are a ten-minute drive or less from Emerald Scenery:

Banyan Golf Course

3 minutes

Tesco Lotus Supermarket

5 minutes

Vana Nava Water Jungle

Theme Park

5 minutes

Floating Market

5 minutes

BluPort Shopping Mall

8 minutes

Hua Hin Beach

10 minutes

Hua Hin Market Village

10 minutes

Closest International School

10 minutes

Closest International Hospital

10 minutes



Real Value

Despite offering superior quality building and materials, the price of the houses at Emerald Scenery remains affordable. Keeping home prices low was a conscious decision made by Emerald Group.

“We value our customer’s feedback and want people who purchase a unit at Emerald Scenery to feel like they are at home. We want to ensure our home prices are affordable so buyers have one less thing to worry about,” Natthida explains. “We became well-known in Hua Hin’s housing business through word of mouth and by building strong relationships with customers. We take pride in the fact our projects offer great value for money.”

Additionally, customers can visit the project at any time and the team at Emerald Scenery and Loft Property are always on hand to respond to your needs. Not only is this a nice touch, but it adds value to your living experience.

Ditch The Fees

One aspect that is easy to overlook when it comes to buying property is reoccurring costs. When you buy a home, you are also committing to paying monthly fees like water and electricity as well as yearly dues for common area maintenance. These can add up over time. However, it is something homeowners at Emerald Scenery won’t have to stress over.

“Our water and electricity supplier is the government where the customer pays according to the bills; no surcharges or hidden fees,” Natthida points out. “It is also important to note that our common fee charge is only THB 4.5 per square metre of land, a price that is very affordable when you consider the quality of facilities available at Emerald Scenery.”





True Gem

Like emeralds or other gemstones, a unit at Emerald Scenery appreciates in value meaning should you decide to sell, you are likely to bring in a tidy profit. This is an ideal scenario for those with a bit of wanderlust or who simply like the knowledge that they own an asset that is increasing in value.

“Our aim and policy is to share and return the profits to our customers,” Natthida says. “At our previous projects, customers could resale their houses quite easily and for substantial profit. Emerald Scenery is not only great for living but can be seen as a sound, profitable investment.”



About Loft Property

Loft Property is the sole agent for Emerald Scenery Hua Hin

Tel. 090 796 24 28

Email: sales@loftproperty.co.th

Website: www.loftproperty.co.th

Project Website: www.loftproperty.co.th/emerald-scenery/

Agent Profile

Natthida Andersson is the Sales Manager at Emerald Scenery Hua Hin. She is Thai/Swedish and speaks Thai, English, Swedish, Norwegian and Danish. Natthida grew up in Sweden and studied there from high school through to master's degree. She thoroughly understands how to assist foreign customers and guide them through the process of buying a home in Hua Hin.

About Emerald Group

Emerald Group is a Hua Hin-based developer specialising in housing developments with Juristic Management according to Thai law. Emerald Scenery Hua Hin is the 4th project by Emerald Group following the sold out Emerald Hills Hua Hin, Emerald Resort Hua Hin and The Emerald Hua Hin.



Unit Types at Emerald Scenery

Emerald Scenery has three types of units available for buyers to choose from. Prices start at THB 3.29 million. Each house type at the project features at least one car park space and all homes have three bedrooms. Fully furnished houses are available as well and some units come equipped with an overflow swimming pool.

There are two phases at Emerald Scenery. The first phase has only 30 land plots remaining. It takes six months to build and complete a house once purchased. All interior photos are from House Type C

House Type A

Bedrooms: 3

Bathrooms: 3

Parking Spaces: 2

Land Size: 400 square metres

Living Area: 162 square metres

Price: THB 4.29 million

House Type B

Bedrooms: 3

Bathrooms: 2

Parking Spaces: 1

Land Size: 280 square metres

Living Area: 120 square metres

Price: THB 3.29 million

House Type C

Bedrooms: 3

Bathrooms: 3

Parking Spaces: 2

Land Size: 400 square metres

Living Area: 221 square metres

Fully Furnished

Private Overflow Swimming Pool

Price: THB 7.79 million



Ace!

4 Reasons Golf Is Tops In Hua Hin

Golf continues to grow in popularity in Southeast Asia and Hua Hin has become the unofficial hub of the sport in Thailand. The city and surrounding area is home to the European Tour's True Thailand Classic, The Centara World Masters Golf Championship and a number of other events held throughout the year.

Some may think this is hyperbole, but Hua Hin has essentially become a golf heaven. The courses around the city are diverse, challenging and stunning and while the weather can be hot at times, the mornings and early evenings are actually quite reasonable. In the morning a person can get a round in at one of the hillside courses and complete a pleasant 36 holes in the evening at a seaside venue.

Die-hard golfers visit Hua Hin on a regular basis and some golf-loving retirees have decided to make the city home. Those over the age of 50 and meeting certain income requirements

are able to apply for a one-year retirement visa in Thailand that can be renewed every year.

And it's not just retirees calling Hua Hin home. A number of expatriates have decided to settle in this quaint city that's roughly a three-hour drive away from Bangkok. Not all of them move here for the golf, but it is a strong selling point. Here are four reasons golf is tops in Hua Hin.

1. Game On All Year Round

It's safe to say golf is a sport that can be played anytime of year in Hua Hin. Like other parts of Thailand, temperatures get hotter between March and May and it does rain more frequently during October and November, but the seaside location often ensures these occurrences are not too extreme.

While most courses have a defined high season (generally November to April) and low season



(May to October), the weather and conditions don't vary greatly. The best times to get 18 holes in are during the morning before 11am and in the late afternoon teeing off around 4pm. And should there not be time for a full round, several driving ranges can be found throughout Hua Hin.

2. Golfing In Hua Hin Is A Thing Of Beauty

Most golfing hot beds not found in Pebble Beach or the UK tend to feature one really nice course, a few decent courses and a bunch of other facilities that do not necessarily live up to the hype. Hua Hin is different. Nearly all of the courses in the region are worth checking out with each one being visually appealing in its own way.

For example, Banyan Golf Club's signature hole is a lush par 3 with views of the ocean and Singto Island serving as the backdrop. Additionally, the course features rolling hills while all of the buildings were built using traditional Thai architecture. On the other hand, Sea Pines Golf Course is nestled right along the Gulf of Thailand

providing for peaceful surroundings next to the sea.

3. History On Display

Many golf courses in Hua Hin are new, but this isn't to say the region is devoid of golfing history. In fact, the sport has a rich tradition in Thailand dating back to the 1920s when the Royal Hua Hin Golf Club was opened in, what was at the time, the centre of town. Designed by O.A. Robins who was working as a Scottish railway engineer, the course helped establish the sport in Thailand.

Another golf course with a bit of history can be found at the Springfield Royal Country Club. Designed by golf legend Jack Nicklaus, the facility is regularly featured on the Asian Golf Tour and is known among locals as being both challenging and fun to play.

4. Play Like A Pro On The Cheap

Those who have played a round of golf in Southeast Asia know prices for green fees to drinks and everything in between is cheaper than in Europe or the US. It comes as no surprise to find out this is the case in Hua Hin as well. Most courses offer inexpensive food

and beverage options.

Additionally, green fees in Thailand include a caddy meaning players get a professional experience without breaking the bank. The caddies have proven to be a hit with golfers as they are for the most part knowledgeable and able to provide useful advice. Golf carts are also available at some courses in Hua Hin for an additional fee.

Golfing in Hua Hin

- More than 10 courses in the region
- Several courses offer sea views
- Best weather occurs from December to February
- Caddies are mandatory in Thailand
- European Tour hosts annual event at Black Mountain Golf Club



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Hua Hin's Gems

Hua Hin's reputation as a charming, seaside resort town remains intact, even if the city has grown by leaps and bounds during the past ten years. It is now home to international schools, world-class shopping centres and recreation opportunities galore. Connectivity to the rest of Thailand is also improving with a ferry to Pattaya now in operation and construction on a high speed train that will connect the city to Bangkok set to begin this year. Here is a special look at some of Hua Hin's newest gems.

BluPort



Developed by Proud Real Estate and operated by The Mall Group, BluPort has immediately become the premier shopping destination in the region. The mall, which is connected to InterContinental Resort Hua Hin, embraces a nautical motif and is home to a wide range of shopping options. There is an international standard supermarket, upscale brands plus an expansive food court and a number of local sellers offering handmade goods. The food options are plentiful as well with Dean & DeLuca and The Coffee Club just a few of the eateries found at BluPort.

True Arena Hua Hin



It had been hard to find international standard fitness facilities outside of Hua Hin's five-star hotels despite a more temperate climate that lends its self to sports. That all changed with the opening of True Arena Hua Hin last year. This highly rated fitness facility has it all and has drawn in athletes from a wide range of sports who wish to take advantage of its world class tennis courts, gym, sports courts and football pitches. There is also a four-story clubhouse that is equipped with a steam room, locker room, event space and a restaurant. Additionally, True Arena hosts tennis tournaments throughout the year with some of the region's best-known players taking part.

Chiva-Som



The art of relaxation and wellness perfected, that is what is on offer at Chiva-Som International Health Resort. While visitors indulge in a multi-day retreat, even residents of Hua Hin opt to stop by the resort for a day or two to take advantage of Chiva-Som's weight management, relaxation and de-stress, general well-being, fitness and anti-aging programmes. The resort has internationally trained wellness experts on hand who can ensure individuals stay on track when it comes to their health and wellbeing or dietary goals on a weekly or monthly basis.



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Developed by **SAMUI LIVING CO. LTD.**



Set on Thailand's most picture postcard island, Koh Samui, Dove Luxury Villas by Samui Living, is a prestigious project of just 15 villas.

Occupying an idyllic and enviable location, its setting is tranquil yet it is also near all the amenities that the area boasts such as international schools, major supermarkets, award winning restaurants and the international airport. This prime location is just minutes from Bo Phut Beach and the charming boutiques of Fisherman's Village.

Every one of these three-to-four-to-five-bedroom Dove Luxury Villas offers incredible stunning views towards the neighbouring islands of Koh Phangan and Koh Tao in the Gulf of Thailand. Designed by award winning architect M-System Architecture in Hong Kong to be contemporary, elegant, and stylish.

Split over three levels, the villas are the epitome of modern living giving an air of exclusivity thanks to the clever layout that provides ultimate privacy. Each villa boasts two terraces, an internal courtyard, mezzanine library or office, maid's quarters plus generous living areas ideal for entertaining that are set around the inviting private pool.

Samui Living set to create something that is indulgent, and this has certainly been achieved. Adding to their portfolio of properties that are suited to a wide range of budgets and needs, it is easy to see why Dove Villas has won a 'Best of the Best in Southeast Asia 2016' Award. Few addresses could beat such a winning formula of isolation and convenience for the height in effortless living.



Project:	Dove Luxury Villas
Developer:	Samui Living Co. Ltd.
Product:	Luxury Villas
Architect:	M-System Architecture
Location:	Koh Samui, Thailand
Launch:	January 2017
Total land area:	15,200 sq m (9.5 Rai)
Prices:	from THB 23.9 million to THB 44.2 million
Number of units:	Phase I - 8 villas Phase II - 7 villas
Title:	Chanote
Facilities:	Private pool, Gym, CCTV, Security, Full maintenance service, Rental service
Maintenance fees:	THB 40 per sq m
Sales office:	+66-93-697-6647
Email:	info@samuiliving.com
Website:	www.samuiliving.com

Developers and Buyers

Love The Dot Property Homebuyer Show At Central World

Virginia Ewart-James





Homebuyers and developers came together at the latest Dot Property Homebuyer Show held at Central World Shopping Mall in late November 2016. The Bangkok mall, one of city's busiest shopping venues, featured 14 developer booths that highlighted some of the very best projects from across Thailand.

Dot Property's shows have been growing in popularity as they allow buyers to meet with developers directly, learn more about the projects being showcased and take advantage of exclusive promotions that were only available at the event.

Dot Property Homebuyer Show at Central World followed successful events held at Siam Paragon and Mega Bangna shopping malls. The most recent event generated a ton of interest from homebuyers and investors alike. Developers and attendees both praised the smooth running of the four-day event and the high quality of everything from the service to the aesthetics of the exhibition.

Adam Sutcliffe, managing director at Dot Property, commented, "We are so excited to have yet another Dot Property Show to be proud of. The precision of the execution showed throughout the event showed and we have proved that we [Dot Property] have maintained our reputation as being the leaders in property exhibitions."

Oasis Pool Villa Hua Hin by Sincere Group was one of the prominent projects on display. The all-villa property was built with those visiting Hua Hin in mind. Since people heading to the seaside town are mainly groups of friends or families, the developer wanted to offer something with privacy and flexibility, according to Khun Chayaphon Hunrungro.

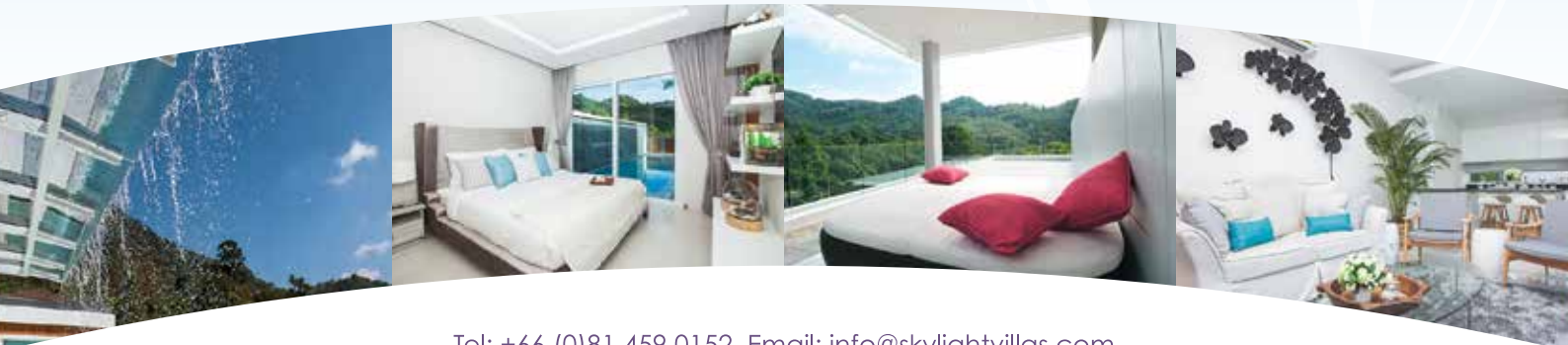
Another project, The Emerald City Life Condo in Patong on Phuket, brought a wow factor to the proceedings. The project features two swimming pools, one for children and one on the roof that resembles a five-star hotel with its slick designs that include modern curves and lighting. Khun Sawit Ketroj, managing director at Emerald Development Group, explained the secret behind his design involves extensive travel across the globe carefully storing ideas and designs from the places he visits.

Show Highlights

- Held At Central World, the 10th largest shopping mall in the world
- 14 developers showed off projects at the four-day event
- Third major property show to held by Dot Property this year



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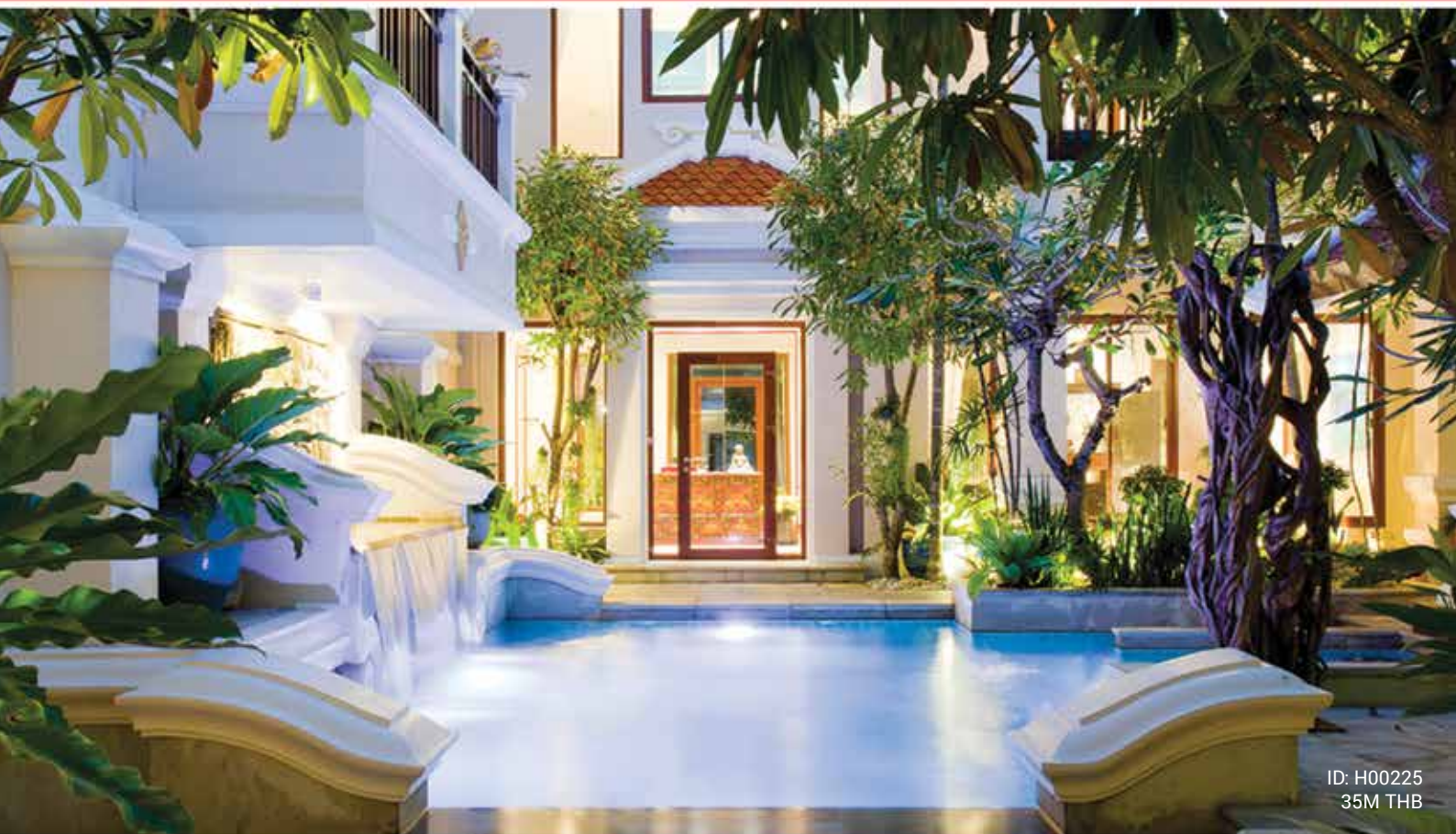


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As the Owner of Hua Hin leading Real Estate Company for 13yrs, I am pleased to see this great City evolve into a place of International quality of lifestyle with Real Estate to match. Our Experience is of great assistance for anyone Buying or Researching Hua Hin and its surrounding areas. We look after over 1,000 existing clients, maintain the most comprehensive and up to date websites and operate a new Specialist Listings Service for Sellers in separate offices close by. Century 21 are the largest Real Estate Organization in the world, with over 8,000 offices and our staff are fully trained, licensed and accountable in every way for our advice, with our offices open 7 days a week, all year round. If you are considering Hua Hin to purchase a property, come whilst it is still a Buyers' market but please understand that once the new Rail, Ferry and Airport transportation is finally approved and foreign exchange rates improve, the market could switch quickly. We offer well priced Villas, Condos, Townhouses, Land, Businesses and Brand new and Off-plan Developments with many Hot Deals available due to Sellers individual reasons and our market valuation advice to them.



Hua Hin Property Listings Agent Owners : Glenn Thomson & Robert Long

Due to high demand from our Sellers, Century 21 Hua Hin has created a new Company to help give focused attention to their sale. Our service is provided by our custom offices that focuses on a limited amount of Villas, Condos, Townhouses, Land and Businesses with each of our Specialist Property Listings Agents only responsible for around 20 – 30 properties in their portfolio. Our Management and Specialist Property Listing Agents work tirelessly, conducting every viewing with Buyers direct or Buyers Agents until the property is sold, using Walk In traffic, own highly ranked websites, Web Portals such as Right Move, Thailand- Property and DD Property, other Real Estate Agents and their websites, windows and signage, Social Media marketing, print and internet advertising and the Century 21 National, Regional and International Network. We will present the property using all the latest techniques with day and night time professional photography, inclusion in our in-house property listings magazine with 5,000 copies distributed, 360 images, Ariel drone pictures of house, the Development and nearby streets, floor plans and PDF property descriptions, individual show case website for each property, high visibility professional for-sale signs at the house and surrounding area and many more techniques. We ensure to the best of our ability and highest service levels to get our Sellers property sold so they can move on to the next chapter in their lives and in many cases buying their next property with us.



Business : Fully Trading 20 Room Hotel, on generous Land Plot with feature lake. There are lakeside villas, family and double rooms pool and garden side, second floor lake view rooms, 3rd floor terrace, gym, spa, freeform pool, meeting and TV room and offices with parking for 10 vehicles. **Amazing Price at 24M BAHT** info@huahinpropertylistingsagent.com
Ref No. BO0510308



Villa : Beautiful, large corner plot Pool Villa with unrestricted views of county side. The Villa features lots of outdoor entertaining areas as well as a large pool to have fun or get some exercise. The Villa has 3 Bedrooms, modern high gloss, soft close Kitchen, lots of storage and built-in wardrobes. **Well Priced at 9.2M BAHT** info@huahinpropertylistingsagent.com
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Condo : Very functional 250 sqm 5 bed / 5 bath Sea View Condo in lovely beach area, South of Hua Hin Centre. The 2nd Floor unit, has high grade wooden floors throughout, spacious balcony overlooking the gardens, pool and out to sea and large rooms throughout well designed for this family unit. **Very Well Priced at 12.95M BAHT** info@huahinpropertylistingsagent.com
Ref No. CS050945



Land : Prime Development Land with Sea Views from 70% of the area of 43 Rai. This cleared Land is perfect for a Developer wishing to offer medium and high Luxury property in an area with Banyan Golf and Mahar Sumudra Country Club very close by and town and beaches within 5 minutes. **Very Well Priced at 140 M BAHT** info@huahinpropertylistingsagent.com
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Development : Modern Smart Houses with high standard finishing and quality fixtures and fittings throughout. The European Developer is offering 50% finance over 5yrs at 4.95% interest. First 2 Projects almost Sold Out with 2 new locations ready to build as planning complete, build time 6 months only. **Great Value at 5.9M BAHT** info@huahinpropertylistingsagent.com
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3/4 Ultra Luxury Duplex at Kata Beach, 334m2, 65m, Ref: HSSV7760



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2 Bed Pool Access Condo at Mai Khao Beach, 89m2, 18.8m, Ref: CSOB8058X



Thai Modern 2 bed Pool Villa at Rawai, 320m2 of land, only 5.9m, REF: HSIL2716



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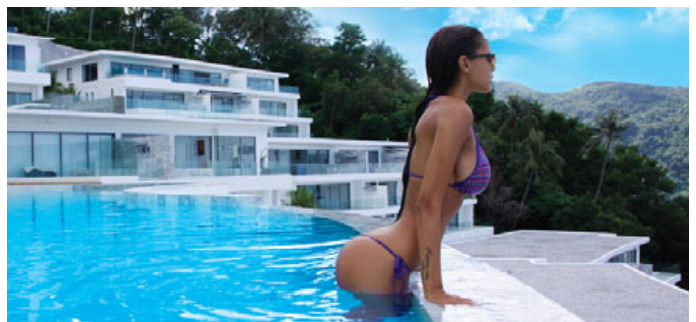
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Location

The View is conveniently located overlooking the beaches of Kata, Kata Noi and Karon on the prestigious western sunset-soaked coastline of Phuket, only about 800m away from Kata Beach, home to high-quality restaurants, coffee shops, spas and banks. The area has a pace of life generally considered to be quiet and relaxed and for those searching for livelier nightlife or shopping, it's good to know that Patong is just a 12-minute drive north and is buzzing most days (and nights) of the year. Chalong Pier, the departure point for Phuket's many nearby islands, is a five-minute drive away.

Concept & architectural style

The View's low-density, low-rise architectural style is in a modern tropical contemporary design with a strong and deliberate emphasis employed to maximize the views, whilst at the same time protecting personal privacy. Careful selection of appropriate materials has helped ensure the practicality and durability of the construction without compromising the aesthetical or functional delivery of the units.

Each block is bright white, allowing excellent natural light, due to the generously proportioned windows and doors, while the cleverly arranged tiers of units and blocks represent the graceful curve of a wave and its continual movement. Facilities include a wellness centre with spa, a fitness gym and sauna, as well as a restaurant and two swimming pools

Options

We offer a wide range of high-quality sea view choices, ranging in size from our generous one-bedroom units at 116sqm to our opulent 674sqm six-bedroom penthouse. Our highly competitive pricing for these condominium units provides you with a chance to invest in high-quality real estate and to secure value for money in Phuket. The units are designed to achieve both significant rental returns and capital growth.

Strength-based development team

Our team is a strength-based structure with each member regarded as a top-tier specialist within their respective functions. DCM, our contractors, has successfully completed a number of high-quality developments that are regularly used as the benchmark of development quality in both Phuket and all around Thailand. Carefully selected consultants, each with key local and international technical knowledge, augment the core team to ensure an excellent finished product.

Contacts

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What our clients say about us



"The team from Dot Property is very engaging and supportive. Whenever we have concerns or we need help in boosting our listings, they are always ready to help and attentive to our needs. We've seen significant increase in our enquiries and 16 percent of the enquiries received were from Dot Property alone. We are expecting more to come with all the active programs and features that they are doing for us. Definitely a great partnership. Cheers to more successful years of doing business together! Can we shout about this everywhere!"

Phoebe Bernardo, Philippines commercial marketing manager



"An essential marketing platform for us - the team really go the extra mile to understand our business and build plans that continue to deliver results and sales leads for our offices."

David K. Dennison, SVP business development



"Being in the industry for nearly 15 years, I have always been dubious about marketing on property portals, especially paid ones. However I have watched Dot Property grow from strength to strength over the recent years, so I decided to take a leap of faith and see if they could deliver the results they promised me, which they have, and I have every faith in them that they will continue to."

Emma Johnson, Managing director



"We have tried many other apparently similar offerings, Dot Property Group which far and away eclipses anything else we have experienced prior... the results speak for themselves"

Kuno Zabell, Managing director



"We have worked with Dot Property since day one and they offer first class lead generation. In an era where we are reliant so heavily online for our business, by using Dot Property, I am assured that they set out what they promised to achieve with a professional attitude to match and continue to deliver a huge proportion of our leads."

David Wood, Managing director



"On behalf of Exotiq Property Koh Samui, Lizette and I would like to thank Dot Property for the most exemplary service we have received from them since day one. Not only have our prestigious properties received the right market exposure they deserve, but our every need has been taken care of by a dedicated and highly motivated team of professionals who we believe know how to put their customer's first. We would not hesitate in recommending Dot Property to anyone looking to advertise in this leading property portal."

Kenny and Lizette Opperman, Managers



"We have been satisfied with their highly efficient and user friendly website. We also appreciate excellent support from their team who do their best to make everything easy for us."

Suphin Mechuchep, Managing director



Coming in the next issue...



Ever want to know who are the best developers in the Philippines? What about the best developments, architecture and golf courses in the country?

In the next issue of Dot Property Magazine, the winners of the Dot Property Philippines Awards will be revealed. The special awards section will showcase the country's leading developers and projects with Metro Manila, Cebu and Davao City among the regions highlighted.

Dot Property Philippines Awards are considered to be the country's premier property awards in the eyes of buyers and investors. If you want to know what's leading the way in Filipino real estate, be sure to pick up a copy of Dot Property Magazine in March.

Last year's winning projects included:

- Valenza Mansions
- Greenwoods
- Horizons 101
- The Leisure Suites

This year's Dot Property Philippines Awards will be bigger and better with more than 50 awards up for grabs. For more information, please visit www.dotpropertyawards.com



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