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When Anchan Hills claims to be the best, the project has the credentials to back it up. It was named Best Luxury Villa Development at the Dot Property Southeast Asia Awards 2018 in addition to being honoured with several other awards. The location and luxurious villas means Anchan Hills is an exciting investment opportunity. And by joining the rental programme, owners can stay at Anchan Hills for up to 30 nights each year. This option is ideal for those who want a luxurious residence in Phuket that is sure to bring in passive income.

Phuket's best investment is one to enjoy p.36



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EDITOR'S NOTE



There really are no restrictions when it comes to real estate these days. Borders, price and other hurdles are no longer the insurmountable obstacles they had been in the past. And this issue of Dot Property Magazine highlights that fact.

Remember when timeshares were a big deal? You aren't missing much if you don't. It was the only way most people could afford a holiday property, although they could only use it for a week or so each year. A few poor saps would even buy extra weeks at these properties in hopes of renting them out. The end result was a lot of unhappy people stuck with something they didn't want.

These days, people can buy investment properties in amazing holiday locations at competitive prices. In most cases, they can stay here for up to 30 days each year and then let it out when they're away. Our cover story features Anchan Hills, a luxurious villa development that serves as an amazing holiday home and an outstanding investment.

Of course, real estate investment opportunities come in all shapes and sizes. BitOfProperty is one firm thinking big by going small. The company is offering fractional property investment where many people can own a piece of one unit. BitOfProperty has already had some success in Europe and is now looking to make a move into Southeast Asia.

They aren't alone. Many investors targeted the Bangkok condo market in the past few years drawn to the promise of strong capital appreciation and rental returns. The latter is dependant upon finding a renter. To shed some light on this topic, Dot Property is proud to release our first research project taking a look at the Bangkok condo rental market in 2018.

Our latest issue is packed with a lot more information. You'll find market insights from around Southeast Asia along with a deep dive into Seoul. The only obstacle in your way from reading more is the turning of this page.

Thanks for reading,

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Cheyenne Hollis



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CEBUPROPERTY MARKET CELEBRATES HISTORIC 2018

The results from 2018 are in and it looks like the Cebu property market had a banner year. Local buyers, OFWs and international investors were all active, scooping up residential real estate of all shapes and sizes last year.

In fact, Cebu property sales surpassed the expectations of many developers in the country.

"The year 2018 is the best year for us compared to previous years. Our sales registered the highest since we entered the real estate business in Cebu," AppleOne Properties' President Ray Go Manigsaca told Philstar.

Tourism has been a key driver of the Cebu property market. The opening of Terminal 2 at Mactan-Cebu International Airport helped bring even more visitors to the island. The airport is located on Mactan Island and this is one area of Cebu now targeted by overseas buyers. "Mactan is a great weekend spot. It's a short flight from many cities in Japan and South Korea as well as Hong Kong. The airport is right there and the beaches are 20-minutes away. And Cebu is easily accessible too," Ryan Bernard Go, Grand Land President, told Dot Property.

The developer's Amani Grand Mactan project has been an extremely popular choice among international investors thanks to its location and value for money. Buyers are able to benefit from Cebu's impressive tourism growth and demand for units on Mactan Island while also being able to take advantage of the company's outstanding property management.

Another reason for the outstanding performance of the Cebu property market? The economy continues to power along. The region's rapidly growing BPO industry has brought with it more jobs. Additionally, multinational companies continue to expand their reach in Cebu.

Cebu property market not limited to small condo units

Unlike other cities in Southeast Asia, which are dominated by studio condo units, the Cebu property market has a diverse range of residential types available to buyers. Local developer PrimaryHomes has been at the forefront of this movement, creating lowdensity projects that reimagine condo living.

An example of this is the strategically located Almond Drive. The project can be found in the emerging South Road Properties district of Cebu. Almond Drive contains 182 walk-up condo units and 72 townhouses with each one featuring a modern, sleek and elegant Asian Contemporary vibe.

What's more, all units, including the townhouse, have condominium titles. This means OFWs and international clients, as well as local residents, can legally purchase these. This is a rarity in the Philippines and has helped PrimaryHomes become one of Cebu's leading developers.



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Hua Hin condo market starts to recover, villas stay popular



Despite a great location, the Hua Hin condo market hasn't performed as well as other parts of Thailand during the past few years. However, the situation began to turn around in 2018 with Knight Frank Thailand reporting that some positive signs were seen during the first three quarters of last year.

A total of 1,041 new condominium units came online during this time, skyrocketing 164 percent when compared to the same period in 2017. The new supply is situated in central Hua Hin as opposed to more suburban locations. This highlights how developers have learned from prior mistakes.

One of the reasons for the Hua Hin condo market slowdown was due to product types and styles that didn't resonate with buyers. According to Knight Frank, homebuilders are now focused on finding ways to blend functionality with the ambiance of the resort destination in order to create properties that appeal to buyers.

The Hua Hin condo market also benefited from commercial flights arriving to the city for the very first time. Air Asia now operates regular air service between Hua Hin and Kuala Lumpur which brought more people to the seaside town in 2018.

Knight Frank noted that Thais buyers searching for vacation homes or investment units to let out still make up the majority buyers with expat retirees and overseas investors also active in Hua Hin.

HUA HIN VILLAS IMPRESS

The Hua Hin condo market is recovering, but villas around the city have remained popular with buyers. By offering more space and peaceful surroundings, Hua Hin villas are ideal for families wanting a place to get away from everyday life.

Red Mountain, winner of Best Villa Development Hua Hin at the Dot Property Thailand Awards 2018, is one of the many projects catering to those who want a break from city life. The development boasts modern-designed homes with quality finishes, fabulous mountain views, a lake and water features.

One popular characteristic of Red Mountain is the large, old trees that have been kept in the land to maintain the natural environment and beauty of the area. This ensures residents feel close to the natural surroundings that Hua Hin is known for.

Another villa development popular with buyers is Sivana HideAway. The estate is one of a small number Hua Hin villa developments near the sea making it very unique. In addition to being an ideal residence where residents can enjoy style and comfort, the project is a short drive from the Hua Hin city centre adding a desirable level of convenience.

For investors, there is a chance for both lucrative returns as well as personal usage during the year. The developer is offering a six percent rental guarantee for five years for those who opt into the rental management programme along with 30 days of personal use annually.

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WHEREARE THEBESTPLACES FOR ASIAN EXPATS TO LIVE IN SOUTHEAST ASIA?

Many East Asian expats call Southeast Asia home. A significant number of companies from China, Japan, South Korea and Hong Kong have set up shop in the region bringing with them local staff to help with operations. However, not all locations for these expats are equal in terms of liveability.

A recent survey from ECA International, an international knowledge, information and technology provider, ranked 480 locations around the world based on the quality of living conditions for East Asian expats. Some of the factors used for the survey include climate, availability of health services, infrastructure, personal safety and political tensions.

In a surprise to no one who follows these types of surveys, Singapore was named the best place in the world for Asian expats to live. This was the 14th year in a row the city-state finished on top of ECA's list.

"Unsurprisingly for many, Singapore once again remains the most liveable location in the world for expats relocating from elsewhere in East Asia," Lee Quane, Regional Director - Asia at ECA International, explained in a press release. "A number of factors make Singapore the ideal location; such as access to great facilities, low crime rates, good quality healthcare and education, as well as a large expat population already living in Singapore. Although many cities in Asia offer similar benefits to overseas workers, Singapore remains the top location and doesn't look like dropping in the rankings any time soon."

Asian expats enjoy better conditions in Malaysia and Thailand

They may not dislodge Singapore anytime soon, but cities in Malaysia and Thailand were becoming more liveable for Asian expats.

The survey noted that most cities in the two countries improved last year with Bangkok being ranked in 89th place. In Malaysia, both Georgetown and Kuala Lumpur broke into the top 100, rising to 97th and 98th place respectively.

"Both Thailand and Malaysia continue to develop and improve their infrastructure which has seen their liveability scores steadily improve over recent years," Quane pointed out. "In particular, advances in road and transport infrastructure have improved access to areas in these countries that were once considered far more remote."

The one thing Thai and Malaysian cities have going for them is lower cost of living. While Singapore may have been voted as the best place for Asian expats to live, it is also the 18th most expensive location in the world for expats, according to ECA.

This pales in comparison to Bangkok, which finished 90th, and Kuala Lumpur, which placed 188th in the same rankings.

"Over the past five years Bangkok has climbed over 80 places and the Thai capital now sits in 90th place in our cost of living rankings," Quane reported. "The Thai baht has strengthened in recent years as the economy has expanded and the political landscape has stabilised."

He continued, "Although the Malaysian cities in our survey have all seen significant rises of over 20 places each, Malaysia remains one of the cheapest locations in Asia for overseas workers."

London Heights International names Dot Property as principle marketing partner in Thailand



Respected UK-based property consultancy London Heights International has named Dot Property, a LIFULL CONNECT company, as its principle marketing partner in Thailand. The move is another milestone for London Heights International in the Kingdom after it recently opened a permanent Bangkok office.

The agreement will see Dot Property organise a series of events throughout Thailand in 2019 including the first UK property seminars in Phuket and Pattaya designed exclusively for agents. This is in addition to several other marketing opportunities. As Southeast Asia's leading real estate marketplace, Dot Property is uniquely positioned to assist London Heights International in reaching a bespoke audience of both investors and real estate agents.

"Apart from the exceptional service that we receive, Dot Property is already a very successful international service provider who furnished us with the customised platform we essentially required in order to meet our targeted audience here in Bangkok," Khan, London Heights International Global Head, Sales & Marketing, explained. "Apart from their own growing strength in Southeast Asia, they have recently joined an expanded global network that has collectively become the largest online real estate aggregator in the world, LIFULL CONNECT."

The next London Heights International event being organised by Dot Property is a UK property seminar exclusively for agents in May in Bangkok. Real estate agents will have a chance to gain a much better understanding of the UK market as well as learn more about the current benefits of representing UK properties.

"For starters, we give you valuable information and credible forecasts on the UK property markets, which is followed by a detailed presentation of our carefully structured, affordable yet highly rewarding modes of investments," Khan stated. "With our vast experience, we are flexible to your needs, which is why dealing with us is sincerely enjoyable. We are also very generous in giving extensive training to local agents and we offer the most attractive commissions to agents as well as the highest returns for investors in this market as a UK developer. We understand the local investor's needs for diversification and have a wide ranging portfolio to reflect that."

London Heights International has a proven track record in Thailand having sold properties in the country for several years. Due to strong demand and positive feedback from existing clients, the company wanted to have a permanent presence in the country.

These efforts included the opening of an office and sales gallery in Bangkok as well as reaching an agreement with Dot Property to be its principle marketing partner in Thailand.

"We have 65 percent repeat business in Thailand. Which is why we are based permanently here with a very welcoming sales gallery, to service everyone better. I believe local property agents should attend our upcoming nationwide agent seminars or look us up right away through Dot Property and this includes real estate investors too. We have the highest yielding yet most secured investment opportunities ranging anywhere from THB1 million to THB100 million Baht, just book an appointment via Dot Property," Khan noted.

As a Southeast Asia's leading real estate marketplace, Dot Property provides a full suite of marketing tools that will be customised to assist London Heights International's goals in Thailand. In addition to the UK property seminars, London Heights International and Dot Property will collaborate on several other projects in 2019. These are set to be announced in the near future.

"Dot Property is delighted to be London Heights International's principle marketing partner in Thailand. This exciting arrangement allows us to leverage our breadth of marketing capabilities and expanded reach as a LIFULL CONNECT company to help London Heights International fulfil its ambitions in Thailand," Adam Sutcliffe, Director of Events and International Markets at Dot Property, said.

Going to green: 7 of the best parks in Southeast Asia





The best parks in Southeast Asia are all worth checking out. Developers try to incorporate green spaces into their developments, but there is no substitute for the real thing. This is why parks throughout the region's biggest cities are busy every weekend.

People love to get out of their condos and enjoy nature, even if it's only for a couple of hours. But parks can offer so much more than this. Some provide recreational opportunities while others provide an immersive cultural experience.

With that in mind, here are a few of the best parks in Southeast Asia.

Bangkok Lumphini Park

While Bangkok grows around it, Lumphini Park has remained relatively unchanged since the 1940s. Originally on the outskirts of the Thai capital, the 142-acre public park now sits next to the central business district in the heart of the city. Generations of Bangkokians have made use of Lumphini Park's jogging trails, lake and fitness areas. **Tip:** There is no smoking in Lumphini Park and pets aren't allowed. However, a number of monitor lizards call the park home. They look scary, but are relatively harmless as long as you keep your distance.

Singapore East Coast Park

Singapore is home to several of the best parks in Southeast Asia, but we chose East Coast Park for this list. While it may not be as well known as some of the city-state's other green spaces to non-residents, East Coast Park features a 15-kilometre stretch of coastline and attracts more than seven million people per year. The beach is even more impressive when you realise it sits on reclaimed land and was entirely man made.

Tip: East Coast Park boasts "Recreation for All" and offers a dedicated area for just about every type of sporting activity imaginable. This includes more extreme options like cable skiing and skateboarding along with volleyball, bicycling and other classics.

Ho Chi Minh City Van Thanh Park

Tao Dan Park is the most recognisable park in Ho Chi Minh City, but Van Thanh Park allows you to truly get away from the chaos of the city. It has everything you would expect from a green space as well as some public facilities including a swimming pool.

Tip: There is a restaurant along the park's lake with huts over the water where you can dine. It's a cool experience if you're into that sort of thing.

Metro Manila La Mesa Nature Reserve

La Mesa Nature Reserve, not to be confused with the nearby La Mesa Eco Park, is a sprawling forest ideal for hiking or mountain biking in Quezon City. A massive conservation and reforestation effort over the past 20 years has brought this rainforest back to life. Numerous trails catering to all skill levels and ages can be found here making it perfect for the entire family.

Tip: The location of La Mesa Nature Reserve is a bit out there, so you'll likely need to drive or catch a Grab to get to this wonderful green retreat.

Yangon Bogyoke Park

Yangon is home to a number of parks all of which have a unique charm. Bogyoke Park is located alongside the north shore of Kandawgyi Lake and offers visitors ample room to explore. You'll also find plenty of views of Karaweik Restaurant and its Burmese royal barge exterior design.

Tip: There are plenty of food options in and around Bogyoke Park with a few even offering lakeside dining.

Penang Penang Botanic Gardens

The Penang Botanic Gardens can be found just outside Georgetown. The park was established more than 130 years ago and is best known for cascading waterfalls.



The parks itself features a variety of indigenous and exotic plant species as well as monkeys and macaques both of which you should definitely not touch.

Tip: You can explore the Penang Botanic Gardens on your own or take a guided tour conducted by park staff.

Bali Garuda Wisnu Kencana Cultural Park

If you're in Bali, chances are you can head to your resort along the beach or in Ubud and be surrounded by nature. That's why Garuda Wisnu Kencana Cultural Park makes this list. The park is home to a number of impressive pieces of art. The biggest, or should we say tallest, highlight is the recently completed Garuda Wisnu Kencana statue. It took almost 30 years to finish the statue that is as tall as a 21-storey building.

Tip: In addition to seeing the statues, Garuda Wisnu Kencana Cultural Park hosts a number of dance shows and other cultural events throughout the day.





When someone is searching for a job, salary and title are obviously the driving factors of their decision. But the workplace itself is something more people are taking into consideration. A new survey from Nielsen Thailand, in collaboration with The PARQ by TCC Assets and managed by Frasers Property, delved deep to understand Bangkok workplace preferences.

Like all things real estate related, location matters most. It was voted as the most important factor in regards to future Bangkok office satisfaction by those surveyed. A staggering 92 percent of respondents said the location of a Bangkok workplace was either extremely important or important.

As far as the exact location was concerned, being close to public transport is paramount with 72 percent of survey participants stating they don't want their Bangkok office to be more than 500 metres from the nearest BTS or MRT station.

The changing face of the Bangkok workplace

Another key takeaway from the Nielsen Thailand/The PARQ by TCC Assets survey was the fact that many people expect their Bangkok workplace to offer more than just a desk, chair and computer.

There were three major factors that increased workplace satisfaction. These are comprehensive services on-site, cuttingedge safety and security features and greenery and public areas for relaxation.

Health and wellbeing was a strong consideration with 92 percent of respondents claiming healthy food options on-site would help them eat better. And 93 percent of people asked believed fitness facilities in their office building and being nearby a public park would see them exercise more frequently.

"By understanding the evolving expectations of office workers, the growing awareness of convenience and quality of life, executives can improve their ability to attract and retain talents by creating a work space that integrates wellness, smart technology, and natural spaces," Viraj Juntani, Executive Director, Consumer Insights, Nielsen Thailand, explained. "The uncovering of important measures in modern Bangkok office (features, location and facilities) and the ability to leverage the understanding of those measures is one of the keys towards increasing employee satisfaction."

NEW SURVEY SHOWS LOCATION AND LIFESTYLE DRIVE BANGKOK WORKPLACE PREFERENCES



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Thailand real estate market

offers opportunities despite uncertainties in 2019

This promises to be an interesting year for the Thailand real estate market with both opportunity and uncertainty present. This was the main takeaway from the Thailand Real Estate Market Outlook 2019 from CBRE Thailand.

The Bank of Thailand enacted regulations that require higher down payments for home loans that took effect in April. CBRE noted this is likely to cool the residential market with demand from speculative buyers and buy-to-rent investors falling.

Looking towards the horizon, further challenges in the form of the new Bangkok City Plan and the new Land and Property Tax. Both of these will likely be finalised and activated in 2020 and could end up raising taxes, especially in areas where mass transit lines intersect, according to CBRE Thailand's Managing Director Aliwassa Pathnadabutr.



Buyers can benefit from the shift to luxury

The majority of developers in Bangkok have shifted their focus to building upscale condominiums at or around the THB250,000 per square metre price point. CBRE found there are slow sales in many projects and developers with completed projects are now offering discounted prices to clear unsold inventory.

And this is only half the story. In order to differentiate their condominiums, developers have had to think outside the box to create unique selling points in order to attract buyers. A few examples of this are home automation, rental management schemes and mixed-use developments.

CBRE Thailand believes these factors have created a buyer's market for end users and long-term investors in 2019. Those looking for a new condo in the first half of this year will be able to choose from a long list of quality developments, many of which will have units available at a discounted rate.

Foreign buyers remain vital for Thailand real estate market

The Thailand real estate market continues to be dependant on overseas buyers. This reliance may be even more evident in 2019 when the new mortgage policy kicks in. If domestic demand falls as expected, many homebuilders will step their efforts to woo foreign buyers who can pay for units outright.

According to Aliwassa, there are uncertainties in the sustainability of this strategy. Overseas buyers may not transfer their unit upon project completion and there are questions as to who will be living in these units. Additionally, foreign demand is sensitive to the buyer's local economy. Demand from Chinese buyers rose by almost 40 percent from the previous year and they were the most active buyers by a wide margin, CBRE reported. Hong Kong buyers registered the second most demand with the consultancy, but this was down from 2017. There was also a noticeable drop in demand from European buyers in 2018.

properties from Chinese companies picked up significantly last year and the trend will likely carry over into 2019 as they look to move manufacturing outside of mainland China to avoid tariffs.

CBRE found that demand for various industrial

Retail and office sectors must adapt

Another Thailand real estate market trend is the changing office and retail sectors. Offices have been forced to adapt to the desire of agile workplaces and co-working firms gobbling up large amounts of space across Bangkok. Meanwhile, older office buildings are going to need to renovate and upgrade in order to remain competitive.

CBRE Thailand research noted that more than two million square metres of office space from under construction and planned projects will enter the market during the coming years.

As for the retail segment, competition from both e-commerce and a wave of new shopping centres will put pressure on malls in poor locations or with no drawing power to attract people.

"Bricks-and-mortar retailers are strategising to offer something that cannot be offered online, introducing the experience-rich shopping centres or the 'retailtainment' destinations," James Pitchon, CBRE Thailand Executive Director, explained.

The presence of e-commerce looms large over the retail sector, but it has also opened up a new area of the Thailand real estate market, logistics. Once related to talk of sheds, the threat of a US-China trade war has made logistics sexy.



James Pitchon Executive Director, CBRE Thailand



Aliwassa Pathnadabutr Managing Director, CBRE Thailand

ARE PEOPLE BUYING RESALE BANGKOK CONDOS? THE ANSWER MIGHT SURPRISE YOU



Are people buying resale Bangkok condos? There is perhaps no bigger question for property investors holding assets in the Thai capital. New research from CBRE Thailand found many buyers are now looking towards resale units instead of new condos due to skyrocketing prices in the city centre.

While most of the talk about the condo market has been centred on a predicted downturn due to new Bank of Thailand lending regulations, demand for resale Bangkok condos picked up in the fourth quarter of last year.

That is due to the fact these units are proving to be more affordable than newly-launched projects, especially in prime locations where rising land prices have forced developers to bring more high-end projects to the market.

"Since the price difference between new launches and older, completed properties is now becoming so great that buyers who want a unit to live in are looking increasingly at existing developments as new developments are priced beyond most Thai buyers' budgets," Pornpimol Phuengkhuankhan, Head of Advisory & Transaction – Residential Sales Ad Hoc, CBRE Thailand, explains. "Buyers are increasingly willing to give up the prejudice against previously occupied condominium units in return for the ability to buy a larger unit for their money."

What are buyers looking for in resale Bangkok condos?

Of course, the newfound demand for resale Bangkok condos isn't an across-the-board increase.

Buyers are selective when it comes to older units and will only consider properties that don't require them to sacrifice on quality.

"There is a wide range of quality among existing developments with some old projects

being as good as new properties while others were poorly built originally and/or have been poorly maintained," Pornpimol states. "Buyers looking at existing buildings should do due diligence on the construction quality and condition of maintenance as well as gain understanding of the financial situation of the juristic office of the building in order to gain an insight into the probability that the building will be well maintained and appreciate in value in the future."

According to CBRE Thailand, the financial status of the building's condominium juristic office is another factor for people buying resale Bangkok condos. All co-owners jointly contract this office and it provides building maintenance as well as managing the common areas of the property.

A condominium juristic office in good financial standing has the ability to make repairs and improvements as needed without needing to raise extra funds.



Phóng khoáng. Sang trọng đỉnh cao

Sailing Club Villas Phu Quoc là "một miền nhiệt đới" vừa quen, vừa lạ, tinh tế mở ra trên nền những sắc màu nhẹ nhàng. Tại dự án biệt thự nghỉ dưỡng 5* này, mọi góc cạnh đều đạt tới sự cân bằng đáng ngỡ ngàng, nơi khoảng cách giữa không gian bên trong phòng nghỉ và thiên nhiên bên ngoài được xóa nhòa, nơi tiện ích cận kề, sôi động bao lấy một khoảng lặng đầy chủ ý của khuôn viên biệt thự.

Dự án thuộc khu phức hợp du lịch Phu Quoc Marina, nơi bờ biển đẹp bậc nhất Phú Quốc – Bãi Trường, phóng khoáng tận hưởng các dịch vụ quốc tế của tổ hợp vui chơi giải trí nổi tiếng Sailing Club Phu Quoc.



www.sailingclubvillasphuquoc.vn







Malaysia property market still trying to find its way

The past few years haven't been great for the property market in Malaysia. A glut of unsold units, foreign ownership regulation uncertainty and a slow overall market have all contributed to less than ideal conditions. However, there may be some hope on the horizon.

The country is predicting positive GDP growth forecasts of 4.8 percent in 2019 and 4.9 percent in 2020. This should help improve purchasing power.

Additionally, Knight Frank revealed that it expects the Kuala Lumpur luxury condo market to trend upward this year in a recent report.

That is the market segment of interest to most international real estate investors who can only acquire Malaysian properties priced at MYR1 million (USD256,500) or above. Should the country's property market be on the road to recovery, shrewd property investors should act now.

"Not many countries in the region or around the world allow foreigners to own freehold properties. Secondly, price per square feet for Malaysian properties is still one of the lowest in the region," former Malaysia Property Incorporated Vice President David Shieh told the Malay Mail last year.

Chinese real estate investors began returning to Malaysia late in 2018 after staying on the sidelines in the aftermath of last year's election. Malaysian Prime Minister Mahathir Mohamad spoke out against foreign real estate ownership, but no new regulations have been enacted. "Prime Minister Mahathir's comments discouraged all overseas buyers, not just Chinese, by injecting a shot of uncertainty into the market. What our data suggests is that the decline in buyers has not been so great as sometimes believed and that a recovery is very much underway," Carrie Law, CEO and Director of Juwai.com, explained.

Penang property market remains solid despite glut

A glut of unsold units sitting on the market hasn't impacted the Penang real estate market, according to the local government. The island's real estate scene remains solid with the government committed to affordable housing.

"The market is very strong despite reports of (unsold) units throughout the whole country," Jagdeep Singh Deo, Penang Housing, Town, Country Planning and Local Government Committee Chairman, said during a press conference. "We hope that in 2019, we will see more federal-initiated affordable housing programmes and measures for first-time homebuyers."

In other Penang property news, the local government raised the real estate price floor for foreigners purchasing a home. The minimum purchase price on the island is now set at MYR3 million (USD742,000) for landed property and MYR1 million (USD257,550) for stratified unit.

EXPERTS REMAIN UPBEAT ABOUT VIETNAM PROPERTY MARKET PROSPECTS



Many experts hailed 2018 as a landmark year for Vietnam's residential property sector. The Vietnam real estate market recorded a record number of foreign purchases and this, along with the strong economy, should power the country's continued performance.

"The momentum in Vietnam's residential market continued to be driven by the golden demographics, the positive economic outlook and the completion of new infrastructure projects," Neil MacGregor, Managing Director Savills Vietnam, explained in a press release.

He added, "Ho Chi Minh City and Hanoi are undergoing rapid transformations, continuing to catch regional peers. Meanwhile, Ho Chi Minh City's apartment market is underwritten by strong occupier demand, whilst the high-end segment in both cities is appealing to both local HNWIs and international purchasers."

The latter group in particular was surprisingly active with the vast majority of high-end projects hitting their 30 percent foreign quota at launch, according to research from Savills.

Demand for investment properties has increased significantly since 2015 with the Vietnam real estate market now seeing the full benefits of this policy shift.

"Apartment prices in Ho Chi Minh City and Hanoi are generally still lower than regional peers such as Kuala Lumpur and Bangkok, despite much stronger growth rates (here) when compared with these markets," MacGregor said. "The average price across the broader market is expected to continue to increase, albeit at a somewhat slower pace, with price increases linked to higher development standards and continued strong residential demand driven by urbanisation, the rapid growth of the middle class, as well as new infrastructure."

Another reason the Vietnam real estate market has performed well recently is due to lower taxation rates. MacGregor noted that taxes and stamp duties in places like Hong Kong and Singapore makes Vietnam property more interesting to both international and domestic buyers.

"Although there is still a long way to go for the Vietnam property market to reach the dizzying heights of Hong Kong and Singapore, Vietnam is well on the way to becoming Asia's next tiger, with strong economic growth, a rapidly growing middle class and, for the time being at least, relatively affordable pricing," MacGregor pointed out.

At the moment, there remains a distinct shortage of prime property in Vietnam's key cities. Real estate investors can see the potential for significant capital gains over the long term while rental yields remain in excess of five percent.

MacGregor concluded that buyers look set to benefit from potential capital appreciation as Vietnam real estate market continues its upward trajectory.

3 THINGS TO KNOW ABOUT THE METRO MANILA CONDO MARKET

There are a number of reports about what's in store for the Metro Manila condo market in 2019. These range from the classic consultancy speak of "cautiously optimistic" to gloomier predictions. Decoding fact from fiction can be a painstaking task.

Ultimately, it's still too early to make any predictions about the Metro Manila condo market in 2019. However, we can take a look at what real estate investors should be aware of as we carry on into mid-2019 and beyond.

High interest rates sting

In order to combat dangerous inflation, the Bangko Sentral ng Pilipinas (BSP) raised interest rates a staggering five times last year. This was done to control money flows in the economy but most banks ended up passing on the buck to consumers looking for a loan. According to Rappler, economists predict that the BSP will keep interest rates at the current levels for the foreseeable future in order to bring down the country's inflation rate to below four percent. This could lead to more people holding off on making condo purchasing decisions until after interest rates come down.

Bay Area keeps growing

The Bay Area overtook Ortigas Center to become Metro Manila's third largest submarket in terms of condo stock late last year. And Colliers International believes the area is only going to keep growing this year and beyond.

"(We) see the completion of more than 6,000 new condo units in the Bay Area out of the projected 15,000 new units. We also expect the Bay Area to overtake other submarkets such as Makati central business district by 2021," a Colliers International report explained.

The China factor

An influx of Chinese buyers and renters boosted the Metro Manila condo market last year and they will continue to be a major player in 2019, according to Pinnacle Real Estate Consulting Services. The firm told the Business Inquirer that a growing number of offshore gaming workers from the mainland helped the rental market in places like Makati and the Bay Area.

Chinese real estate investors have taken notice of this and are now more active in Metro Manila. And importantly for developers, foreign buyers, along with OFWs, have taken advantage of the inflation spike in the Philippines that has made the US dollar and other currencies stronger against the peso. Overseas property investors will continue to eye Metro Manila condos in 2019 as long as the peso remains weak.



Singapore mortgage growth continues to shrink as cool 2019 predicted

Fewer people in Singapore are taking out home loans and this could see residential prices in the city-state fall after a brief resurgence. Singapore mortgage growth dropped to 1.9 percent in first 11 months of 2018, according to information from the Monetary Authority of Singapore.

This is down from 4.2 percent last year and only the second time in the past 25 years that Singapore mortgage growth dropped below two percent. Diksha Gera, an analyst at Bloomberg Intelligence, predicted that mortgage growth would most likely stay below two percent in 2019.

One reason for the falling Singapore mortgage growth was the rise of home loan interest rates. These increased by 0.3 percent following hikes made by the US Federal Reserve. Additionally, the government's latest round of property curbs, which were unveiled in July of 2018, brought the Singapore property market to a halt once again.

Home prices declined during the final three months of 2018 ending a six-quarter streak of increases. Now many experts believe that property values and transactions could shrink in 2019 due to a number of factors.

"I expect the overall property market outlook to be weaker in 2019. Insecurity and bearish sentiment will result in potential buyers holding back purchases and adopting a wait-and-see approach," independent property analyst Royston Foo told Bloomberg. Developers aren't holding out much hope for 2019 either. In addition to the shrinking Singapore mortgage growth, the latest Real Estate Sentiment Index (RESI) found that homebuilders held low expectations because of global economic uncertainty and increased competition among other issues.

Nice while it lasted

Last year saw the government increase the Additional Buyer's Stamp Duty and decrease loan-to-value limits. The biggest changes saw the tax on foreigners buying property increase from 15 to 20 percent and a five percent tax increase on anyone not buying a home for the first time.

The move ended a short-lived turnaround where property prices experienced their first prolong growth cycle in nearly four years. In the first quarter of 2018, Singapore property prices recorded the biggest price increase in eight years, rising 3.1 percent, according to stats from the Urban Redevelopment Authority.

The price turnaround led to a rush of en bloc sales as developers looked for new sites. An en bloc sale is when at least 80 percent of unit owners in a single building agree to sell together.

MoneySmart found that there were more than 30 en bloc sales in the first half of 2018 alone, which drove Singapore home prices higher. Less than a month later, the government had rolled out their latest cooling measures which have now created a bleak outlook for 2019.



INVESTINTHEUK PROPERTY MARKET'S RECESSION PROOF SEGMENT WITH EXPERIENCE INVESTCONDO MARKET

Investors based in Southeast Asia have traditionally shown a strong interest in the British property market. In many cases, the interest stems from the UK's higher education system with many either having attended university in Great Britain or opting to have their children study there.

"Understanding this market trend, and the cost of accommodation for students, has enabled Southeast Asian investors to achieve rental returns through investing in student housing. This segment is widely considered as the UK's best performing asset class," Jerald Solis, Experience Invest Business Development and Acquisitions Director, explains.

Experience Invest has a proven track record of success and has consistently provided clients with innovative opportunities. For example, it was one of the first property consultancies to offer individual investors the ability to enter the lucrative student property sector in 2011. According to research from Knight Frank, the level of investment in the UK's student property sector surpassed GBP4 billion in each of the past two years. In fact, the consultancy points out that the entire student housing sector in the UK could be worth up to GBP50 billion to the UK economy by the end of this year.

The booming sector has drawn the attention of some of the world's largest institutional investors. GIC, Singapore's sovereign wealth fund; the Canada Pension Plan Investment Board; PGGM, a Dutch pension fund; and Gingko Tree Investment, a Chinese stateowned fund, are just a few of the players scooping up UK student housing.

"It is no surprise that the student sector has attracted the attention of heavyweights. Individual investors have every reason to be confident in the student market and as its popularity grows, this asset class will move from a niche option to a mainstream addition to property portfolios," Solis says. He adds, "The UK's purpose-built student property market offers investors encouraging prospects, largely because of the imbalance between supply and demand. Student numbers are increasing across the UK, with the latest UCAS data reflecting a record number of 18-year olds applying for a place at university in 2018. As a result, higher education providers across the country are unable to meet the growing demand for student property."

The student market is seen by many as one of the safest options for property investors in the UK. That is due in part to the segment's proven resilience in times of economic uncertainty. Mentioned previously, demand is far greater than supply and could even grow in the short term.

Solis points out that the dip in the value of sterling has made studying in the UK more affordable to overseas students. The vast majority of international students studying in the UK currently come from Middle East and Southeast Asia.

Experience Invest is a full-service property partner

Experience Invest has 15 years of experience in connecting property investors with marketleading products that have been designed to deliver assured rental returns from a fully-managed property investment. Buyers can be confident that they are entering a safe buying environment, with full transparency throughout the purchase process.

"As a specialist property consultancy, Experience Invest provides clients with detailed information on the product and current market conditions to allow them to make an informed investment decision," Solis says. "As each opportunity is off-plan, Experience Invest's dedicated Aftersales Team provides investors with construction updates throughout the build phase."

7 SPRING CLEANING TIPS

TO MAKE YOUR HOUSE FEEL NEW AGAIN

The thing about living in Southeast Asia is that there isn't really a proper spring. At least not one resembling what you see on HGTV when they're talking about spring cleaning. Despite this, now is still a great time to tidy up around the house.

With this in mind, we've compiled some spring cleaning tips to help you along the way. By the time you're done, your home will look as good as the day you first moved in.

Give yourself enough time to clean the whole house

Of all the spring cleaning tips we list here, this is the most important. Use this time to clean your entire home, not just a room or a few areas here and there. Clear your schedule for an entire day and don't stop until everything is done and dusted. Some people start scrubbing and then get preoccupied with other things. They never return to cleaning and they're left with one or two clean rooms and a bunch of dirty ones too.

2 Starting donating stuff

Spring cleaning is a great time to take inventory of what's in your house and clearing out items you don't need. This could be anything from clothes and shoes to old appliances and even books. Any items that are still good but just don't fit into your plans anymore should be donated.

When in doubt, start in the bedroom

Starting is the biggest challenge for most people. While there is no bad place to start cleaning, just begin in the bedroom if you find yourself struggling. This is especially good for families since everyone can hit the ground running in their individual room. Once you start cleaning the bedroom, usually the momentum will take you to other rooms in the house.

Tie a towel to the end of a broom for hard to reach places

Chances are your house contains a few places that happen to be hard to reach. Ceilings or narrow spots, such as the space between the refrigerator and counter, aren't made for human hands and arms. Never fear, all you have to do is tie a towel to the end of a broom. This tool should help you get to those once unreachable spots.

Meet lemon juice and baking soda, your new best friends

Sure, you could buy fancy cleaning products, but baking soda and lemon juice, or just plain old lemons, usually suffice. For example, lemon juice is great for cleaning faucets and countertops. Meanwhile, baking soda is perfect for stainless steel and tiled surfaces. Look online for more uses. You'll probably be surprised just how versatile these household items are when it comes to cleaning.

Vacuum the couch and mattress

6

A lot of dust makes its way into your mattress, couch and fabric chairs. When you vacuum, be sure you hit these items as well.

Wash the washing tools

The broom, mop, towels, dusters and all those other cleaning tools need love too. Wash them after you're done cleaning. Leaving these dirty can attract mold, awful smells and a bunch of other stuff you probably don't want around the house.

2019 INTERIOR DESIGNTRENDS FOR CONDOS

Condos dominate Southeast Asia. The reason for this is simple. Most people live and work in large cities where space comes at a premium. Creating an environment that feels like a unique home can be difficult, but these 2019 interior design trends provides you with the chance to bring a fresh look to your unit.

This isn't to say you should follow each and every one of them. In fact, you most definitely shouldn't unless your goal is to create colour clashing condo chaos. But picking one of two of these tips can bring your condo to life.



These have become a staple of cool coffee shops in Bangkok, Manila, Singapore, Ho Chi Minh City and just about every other Southeast Asian metropolis. They are different and help people feel a connection to nature. And in 2019, handmade wooden pieces are going to be coming to more homes. A couple of these add a rustic, charming look to any condo. Many units can appear sterile or boring, but handmade wooden tables add some much needed character.





Curved sofas

The days of angular sofas in condos will stay in 2018. That's because 2019 will see the trend move to couches featuring softer curves. These work especially well in smaller studio or one-bedroom condo units where limited space means you might run into the pointy end of that angular sofa in the dark.

Peak cactus season

Cacti were everywhere in 2018 and this will carry over into this year. It's easy to see why these prickly plants will be one of the 2019 interior design trends for condos. They add a nice splash of green to any room, look cool and require little attention. Shelves and small tables are perfect for a cactus. You may also consider adding a cactus or two to the bathroom sink for some extra flair.



Minimalist designs have become a hallmark of condo interiors. The style maximises space in what can be a small area. This year won't see a full blown shift to maximal interior designs, but one the 2019 trends we're watching is the addition of comfort pieces to minimal interiors. For example, placing big pillows on a couch or introducing padded dining room chairs brings much needed comfort to a condo without making it feel cluttered.



6 things all new real estate agents must do before starting

The reason for this is New real estate agents face a lot of challenges. Sure, you may have studied the market, worked on your skills and perhaps even created a website, but this won't be enough to ensure your success. There is still a lot of work that must be done before you can open your agency. It may all be a little overwhelming. However, you can do it and Dot Property is here to help. We've compiled a list of six things all new real estate agents must do before starting.

1) Understand your office needs

Many new real estate agents end up splurging on things they don't need. The biggest offender is an office. Leasing space can be costly and in a lot of cases, it's totally unnecessary. New real estate agents spend the bulk of their days outside meeting clients anyway. Figure out your office needs and plan accordingly.

2) Create a social media strategy

If you're like most new real estate agents, creating a Facebook, Instagram and other social media accounts was among the first things you did. But now what? You need a strategy that sets you apart from everyone else out there on social media.

3) Network, Network, Network

You must focus on meeting people during the first few months. Making yourself visible is vital. The only way to do this is to get yourself out there. Find those networking events, bring a stack of business cards and don't come home until you've handed them all out.

4) Build a toolkit

New real estate agents are only as good as the tools they use. Figure out what works best for you and embrace those tools. Kick any tools you don't like to the curb.

5) Find a mentor

There is no better way to learn the ropes than by finding a mentor. There are plenty of experienced real estate agents who started out just like you. Reach out and see if they have any advice.

6) Partner with Dot Property

Dot Property is the perfect place for new real estate agents to start. No one delivers more leads to agents meaning you can have a steady stream of potential clients coming in from day one. As long as you have the listings, Dot Property has the platform to help you succeed.
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PHUKET'S BEST RESIDENTIAL AND INVESTMENT VILLA





66

When people think of Phuket, they definitely think about a relaxing vacation and basking in the joy of the island's sunny days. A place where they can enjoy activities on white sandy beaches, celebrate their events, share fantastic moments and cap off these wonderful times with dinner as the sun sets.

Our inspiration with Anchan Hills is to create homes that fulfil this happiness and allow residents to live life as if every day was a holiday.

- Preechapol Sae-Tiw, Founder of Anchan Hills



The location of Anchan Hills allows those staying here to enjoy the best life has to offer. The development is close to the neighbourhood of Laguna Village, one of the island's most desirable residential areas.

Modern shops and stores are nearby, providing convenience while the development itself is secluded allowing for peace and tranquillity. Additionally, the pristine Bang Tao Beach is a short-drive away where residents can enjoy the beautiful blue waters of the sea.

"Anchan Hills is very close to the Bang Tao Beach area which has one of the most well-known white sand beaches in all of Phuket. The beach is five-kilometres long and faces out to the west coast with the national park at Layan towards the north end. The area itself has a number of famous restaurants, clubs, bars, shops, golf courses and spas, all of which can easily be accessed from Anchan Hills," Preechapol Sae-Tiw, Anchan Hills Founder, explains.

Only the best

When Anchan Hills claims to be the best, the project has the credentials to back it up. It was named Best Luxury Villa Development at the Dot Property Southeast Asia Awards 2018 in addition to being honoured with several other awards. Developer Pearl Island Properties has left no stone unturned in search of crafting the absolute best villas.

"We use materials that are in the upper range of quality while also utilising luxurious architecture and interior design details. Our goal is to ensure that every villa meets the requirements of even the most discerning buyer or investor," Preechapol says. "Those buying an Anchan property can be rest assured knowing they will receive the most flexible and secure investment property."

The natural materials, quality fittings and Balinese-style architecture creates a striking appearance that embraces the island's tropical charm. This is evident in the harmony found between the internal and external spaces of each villa. It's the design language that allows Anchan Hills to capture the Phuket holiday lifestyle experience.

"Two of the main features of the villas are the special wooden roof design and the green slate walls. These elements create a natural appearance for all residences that provides a relaxing ambiance," Preechapol details.







Anchan Hills villa features

1. Built-in "Absolute Kitchens"

- Kitchens with built-in cabinets fin ished in high-gloss paint and mixed with teak panels
- Kitchen counter top finished with quartz.
- 2. Aluminium doors and Sun-Paradise windows
- 3. Porcelain floor tiles imported from Italy
- 4. Green Slate stone walls imported from Spain
- 5. Balinese Stone swimming pool tiles
- 6. Travertine Marble bathroom tiles

No better investment

The location and luxurious villas means Anchan Hills is an exciting investment opportunity. The developer offers a guaranteed rental income of six percent of the final selling price of the property annually for five calendar years. The generous returns are far more than what you would find when buying property in places like London or Singapore.

But this is only half the story. As part of the rental programme, owners can stay at Anchan Hills for up to 30 nights each year. This option is ideal for those who want a luxurious residence in Phuket that is sure to bring in passive income. The development uses a point system for owners that works as follows:

Peak Period:

20 December - 28 February (1-night = 3 points)

High Period:

1 - 19 December, 1 March - 30 April, 15 July - 15 August (1-night = 2 points)

Normal Period:

1 May - 14 July, 16 August - 30 November (1-night = 1 point)

Owners who purchase the furniture and rental accessory package are eligible to join the rental programme. Preechapol notes that the package is well designed and every last item has been hand picked by the company's professional design team. And regardless of if you're staying at the villa or it has been rented out, the experienced aftersales service team is always on hand to ensure your property is being looked after.

"As a proud property developer, we are passionate in helping our homeowners keep their villas well maintained at all times. Our experienced Villa Services Team is here to provide housekeeping, pool cleaning and gardening service during your stay and while you are away," Preechapol says. "We are also happy to go the extra mile to make sure each homeowner and guest experiences the most relaxing and unforgettable stay possible."

An easy process

The buying process is very easy regardless of if you're an overseas investor or local resident. Pearl Island Properties has helped countless clients over the years and Preechapol points out that the high number of repeat buyers at Anchan projects highlights the company's commitment to service.

For overseas buyers, it is recommended they choose the leasehold option, which will allow them to hold the property for up to 90 years.

"Owning the villa in your name and registering for a 30-year land lease is the most convenient option for a foreigner holding a non-condominium property in Thailand. The lease can be extended twice for a total of 60 years with the length of the lease extending to 90 years altogether," Preechapol states. "Our lawyer is willing to advise you on all details of the legal process to ensure a smooth transaction."

Anchan Hills is just one of a number of developments Pearl Island Properties has worked since being founded more than a decade ago.

"In terms of luxury residential real estate, our company has been recognised as one of the best developers in Phuket. With each and every phase, all of the villas we have created have been improved in both detail and quality," Preechapol details. "With more than 10 years' experience, we continue to present amazing accommodations for investors and end users who want to take part in the holiday lifestyle Phuket offers."

Everything the company does is guided by one simple principle that Preechapol explains: "We build homes for our customers as if they were our own. We attach great importance to customer satisfaction so they can take pride in owning an Anchan property."

For more information, please visit: www. anchanvillas.com

A dreamy destination: Bang Tao Beach



You've probably seen pictures of Bang Tao Beach even if you didn't know its name until now. Located along Phuket's western-edge, the picturesque Bang Tao Beach is a five-kilometre stretch of unspoilt white sands and turquoise waters. Also known as Laguna Beach, the area is popular for its low-key lifestyle and central location.

You could spend all day at the beach, but there is a lot more to do in around Bang Tao. Here are just a few worth checking out on your next visit to Phuket.



1. Dream Beach Club

The party never stops at Dream Beach Club where world-class performers, artists and international DJs turn up throughout the year. You will also find a selection of sunbeds, beach chairs and a number of swimming pools alongside bars and a restaurant. While Bang Tao Beach is home to a number of venues, Dream Beach Club remains the gold standard.

2. Laguna Phuket Golf Club

Just about every golfer who has visited Phuket has played Laguna Phuket Golf Club at least once. It's regularly voted as one of Thailand's best courses thanks to a challenging layout and pristine surroundings. The club has a full range of facilities including a driving range, putting green, clubhouse and more.

3. Boat Avenue

If you ever plan on meeting someone in the Bang Tao Beach area, chances are you'll select Boat Avenue as the rendezvous point. The centrally-located shopping complex is easy to reach and home to a number of trendy restaurants, cafes and retail outlets. Boat Avenue also has a Villa Supermarket which specialises in international food stuffs.

4. Palm Seaside

Palm Seaside has become the place to go for romantic dinners. The restaurant is part of the Twinpalms Phuket Resort along Bang Tao Beach and is best known for serving freshly caught seafood. You can choose to either sit in front of the sea and watch the sunset or relax at a table by the eatery's central reflecting pond. Both options are great.

5. Canal Village

Canal Village has been a destination for as long as tourists have been coming to Bang Tao Beach. It's part of the Laguna Phuket resort complex and was one of the first shopping centres to open in this part of the island. It hosts a wide range of shops and dining options for you to choose from.

6. Anthem Wake Park

If you're looking for a little action and excitement, Anthem Wake Park is the place to go. Situated on a freshwater lake, it offers cable wakeboarding where you are pulled via a mechanism from the shore as opposed to a boat. This is done to reduce emissions and the impact on the environment. There are a few different courses so everyone from beginners to seasoned pros will be happy.

7. Siam Supper Club

If you want a restaurant that is totally different from everything else around, Siam Supper Club is that place. Thanks to its unique, jazz-inspired decor and throwback bar, there aren't many places like it in all of Phuket. Perhaps this is why it is so busy. Siam Supper Club boasts a comprehensive selection of drinks to go alongside a menu inspired by Western favourites.

8. Bluesiam Beach Club

We open and close with a beach club, but these two are quite different. Bluesiam Beach Club is a relaxing spot where you can chill and listen to the waves all day. The decor and menu are a little more Thai-inspired than other places giving you an authentic feeling. Bluesiam Beach Club is arguably the spot for a chill day on Bang Tao Beach.

THE GOOD, THE BAD AND THE RETURNS OF PHUKET CONDOTEL INVESTMENT





Phuket condotel investment has taken off during the past few years. With more tourists flocking to the island, a record number of people visited Phuket in both 2016 and 2017, hotel occupancy has risen significantly.

Research from the Thai Hotels Association (THA) found hotel occupancy rates on the island rose to 75 percent in 2017, an increase of almost 12 percent from 2016. The THA also noted Phuket had the best performing hotel sector in all of Thailand last year.

Naturally, Phuket condotel investment has benefited from this. Property buyers have been eager to place their money into condotel projects since they are the easiest way to cash in on positive tourism trends. Want to know more? Here's the good, the bad and the returns of Phuket condotel investment.

What is a condotel?

A condotel is a building where the units are sold to individuals like a condominium while being operated under hotel management. This is done to benefit both property buyers as well as hotel brands. Unlike traditional condos, which can be difficult to let out, investors don't have to worry about marketing and managing a condotel unit. For hotel brands, they no longer have the take on the costs of acquiring land and building a property. Meanwhile, property developers are able to attach a name people trust to their project. It is a case where all parties benefit.

The good

There is a lot of good when it comes to Phuket condotel investment. For starters, it is far easier to let a hotel market and manage your property than trying to do it yourself via sites like Airbnb or through local property management companies. Additionally, most Phuket condotel investment programmes pool income generated meaning even if your unit is empty for a night, it isn't a total loss.

Finally, owners of a condotel unit can be rest assured knowing that a world-renowned hotel brand is backing the project. These properties undergo vigorous inspections by the hotel who will manage it to ensure its standards are met.

The bad

Perhaps the biggest drawback of Phuket condotel investment is the fact that when you can stay at the property and for how many days can be limited. While most condotels on the island usually allow unit owners to stay at the property anywhere from 14 to 30 days annually, space can be limited during high season.

Be sure to understand the terms and conditions of unit usage before purchasing a unit in order to avoid any confusion.

It's also important to be aware that the hotel managing the property today is not guaranteed to be doing so in the future. Hotels sign management contracts between five and 20 years and there is no guarantee that the agreement will be renewed upon expiration. Remember, you are investing in the developer, not the hotel brand.

The returns of Phuket condotel investment

There is no bigger selling point to Phuket condotel investment than the potential returns. These do vary, but some developments, such as Wyndham Naiharn Beach Phuket, offer potential returns of up to 10 percent.

Investors are guaranteed returns of six percent during the first two years the resort is open and the project's developer predicts yields could eventually climb to ten percent, and possibly higher, should Phuket's tourist figures continue to climb.

Of course, not every project can bring in returns of 10 percent. Most condotels in Phuket guarantee rental returns averaging anywhere from five to eight percent annually during the first few years of the project opening.

Ramada Plaza Grand Himalai Oceanfront Residences is a good example of a Phuket condotel that investors can bank on.

The award-winning development has all of the ingredients to take advantage of Phuket's tourism boom including a well-known hotel brand, a great location and a fantastic rental programme.

Breeze Park Condotel is another project to consider. Not only does the development offer guaranteed rental returns of seven percent, but it has an attractive price point with unit prices starting under THB3.5 million (USD112,000).

And with an impressive range of features along with 4-star hotel management, Breeze Park Condotel has a lot to offer.





A brief guide to buying South Korean property and letting it out

Buying South Korean property has flown under-the-radar despite a hot property market and very friendly foreign ownership rules. There are a few reasons for this, of course. For starters, real estate prices in the country are higher than what's available in Thailand, the Philippines and, in some places, Japan.

Additionally, the South Korean government introduced a series of measures designed to cool the sizzling home market in Seoul. These included legislation to restrict borrowings to existing homeowners and reigning in spiralling household debt. However, the impact of these have been minimal and home prices keep rising in the South Korean capital.

Residential prices elsewhere in the country remain flat. This makes it an interesting time for buying South Korean property. Even as the government has rolled out nine separate rounds of cooling measures, it has only slowed the real estate market's momentum in Seoul. Similar to Hong Kong, it seems like investors will keep scooping up units in the capital until something drastic happens. There are some limited property investment opportunities in other parts of the country, but not enough to move most overseas buyers.

Want to know about buying South Korean property? Here's a brief guide with some basic information you'll want to know.



Buying South Korean property

Foreign ownership

It has been more than 20 years since the South Korean government deregulated the real estate market and opened it up for foreign ownership. These days foreign nationals buying South Korean property can acquire apartments, houses, entire buildings and land. The only thing they can't buy is land in military installation reservations, cultural property protection zones or ecosystem reservation districts.

Paperwork

Just like all real estate transactions, there is a mountain of paperwork that must be done. Unsurprisingly, in South Korea this paperwork is all in Korean. It's also important to note what you're required to submit varies depending on if you're a resident in the country or are buying from overseas. Working with a local real estate agent is strongly advised due to the language and knowledge challenges you may encounter. There are many licensed real estate agents who work with foreigners to ensure a smooth transaction process.

Taxes

Buying South Korean property will require you to pay various taxes and fees. These are all fairly standard and overseas buyers are not burdened by any stamp duties or taxes targeting non-local buyers. All of these taxes and fees are the responsibility of the buyer unless negotiated otherwise.

Acquisition tax: 2.3 percent of purchase price Registration Tax: 3 percent of purchase price Value Added Tax (VAT): 10 percent of purchase price

Housing Bonds: 5 percent of purchase price Stamp Duty: Varies, but around 0.20 percent of the property value.

There are also a few smaller taxes (nothing more than one percent) buyers are responsible for in addition to legal fees.

Letting out your South Korean property

The system of renting out a residential unit in South Korea is probably quite different from what you are accustomed to. There are some traditional monthly rentals, but the majority of properties are let out via a Jeonse.

So what's this?

Instead of rent, the tenant will put down a large deposit of 50 to 80 percent of the market value of the property. They then get to stay in the apartment rent free for the duration of the agreement which is usually no less than two years. The landlord will return the deposit after

the agreement, but is able to collect all interest the money has earned.

If you're confused about Jeonse, think of it like this. The tenant who lives in the property is a moneylender while the landlord is the borrower. The unit is used as collateral. If anything happens to the deposit, the tenant is still entitled to their money. The property will be put up for sale and the tenant will receive money after once this is completed.

How difficult is the entire process?

If you're an experienced real estate investor, buying South Korean property is no more or less difficult than most other countries. You will need to work with a local real estate agency. This isn't that hard to find and several cater to overseas buyers. The biggest upside to the South Korean property market is the friendly foreign ownership policy which means you aren't limited in terms of what can be acquired.

Letting out your property will require you to better understand the benefits and risks of the Jeonse system. That being said, more people in South Korea, especially Seoul, are willing to rent a residential property by making monthly rental payments. Just do your research on the neighbourhood, rental demand and price prospects before making a final decision.

ColdSeou



For the past few years, Seoul property was arguably the best investment you hadn't considered. Strong demand and soaring prices created a great opportunity. However, after nine rounds of government intervention, the searing real estate market in Seoul may be growing cold.

South Korea has some of the most foreign-ownership friendly laws in all of Asia when it comes to real estate. Seoul is naturally the hub of property investment activity as the country's capital and largest population centre. Apartments are the preferred unit type for many investors as these are in high demand from renters.

It is estimated that up to 90 percent of the Seoul metropolitan area population in their 20s and 30s are renters. Even with the unusual Jeonse renting process found in the country, property investors can be confident that their unit is unlikely to sit empty.

Market stability is also something that makes the Seoul property market attractive. Even the impeachment of former President Park Geun-hye in 2017 and the looming threat of North Korea weren't enough to dent rising home prices.

The real estate market was resistant to President Moon Jae-in's attempts to cool it as well. Government measures enacted since he took office in 2017 included more home loan restrictions and the creation of anti-speculation zones in Seoul that have stringent regulations in place. It took far longer than the government had hoped, but the frigid January weather brought with it signs that the Seoul property market was beginning to cool off.

Hot times

When 2018 came to a close, the Korea Appraisal Board found that Seoul apartment prices rose by 8.22 percent from the previous year. This was the highest price increase in 12 years and concluded a hot streak that no one seemed able to derail.

Perhaps the most surprising news came in the first quarter of 2018 when Seoul became the top luxury property market in the world on Knight Frank's Prime Global Cities Index for Q1 2018. The city jumped over Guangzhou to claim the top spot thanks in large part to a staggering 24.7 percent annual price growth.

Seoul's Gangnam district saw some of the most significant home price jumps. Information from the Korea Appraisal Board found that the average apartment price in Gangnam increased by nearly KRW200 million (USD178,000) between May 2016 and May 2018.

So, what led to all this? Most experts point to one action as the root cause.

The Bank of Korea implemented eight rounds of interest rate cuts between 2012 and 2016. An article in The Korea Times pointed out that the rate cuts have helped spur home prices and household debt in the country to record levels. More people took out loans to buy homes with everything boiling over in the first half of last year.

Winter is here, but for how long?

January temperatures in Seoul dip below freezing with regularity. And while the property market hasn't yet fallen to those chilly depths, cooling has begun, at least in the short term.

The tide started to turn in December when Seoul apartment prices fell for the first time in over a year, albeit only declining by a tenth of a percent. Meanwhile, the Ministry of Land, Infrastructure and Transport reported that home sales fell dramatically in January of 2019, dropping by 8.9 percent.

The apartment sector was the hardest hit, falling to a six-year low in terms of transactions, according to statistics from the Seoul Metropolitan Government. Most experts believe transactions will be subdued throughout 2019, but are less certain about home prices.

A pair of recent reports from KB Financial Group surveyed financial experts and real estate professionals. The findings of the reports were mixed. Nearly 60 percent of the financial experts asked thought Seoul property prices would increase in 2019. However, the realtors disagreed with 70 percent believing Seoul home prices would drop. However, both groups predicted a decline in property transactions for Seoul this year.

The housing situation, coupled with a slowing economy and continued US-China trade war uncertainty, could have a far-reaching impact on South Korea.

"Elevated housing prices threaten severe growth downturns if prices reverse abruptly. Housing prices that have undergone sharp and sudden reversals, empirical studies showed, tended to be associated with longer and deeper slowdowns," an Asian Development Bank representative told The Korea Times.

GANGNAM NEIGHBOURHOOD HOPPING: GO INSIDE SEOUL'S EXCLUSIVE DISTRICT



When Gangnam topped the luxury home price growth chart on Knight Frank's Prime Global Cities Index early last year, the district was thrust into the spotlight once more. In case you missed Gangnam's first star turn, there is a song and video on YouTube that's been watched like six billion times. That's all we'll say about that.

For those unfamiliar with Gangnam, it's a pretty interesting collection of neighbourhoods. You'll see K-Pop stars shopping at high-end boutiques in some places and in other parts you'll find that some of most prominent global businesses have set up shop The district is situated south of the Han River and is connected to central Seoul by the Hannam and Dongho Bridges. Gangnam itself was a fairly unremarkable place up until the 1970s. The opening of Coex Convention & Exhibition Center in 1979 was one of a number of efforts to bring life to Seoul's southern districts.

The surge in Gangnam's popularity mirrors that of K-Pop and Korean dramas over the past 30 years. The district is now seen as the place to be locally and is iconic internationally. So, what makes it so special? Let's go Gangnam neighbourhood hopping and learn a little more about what the district has to offer.









GANGNAM NEIGHBOURHOOD GUIDE



Cheongdam-dong and Apgujeong

These two ritzy Gangnam neighbourhoods are known as the Beverly Hills of South Korea. Just about every luxury brand imaginable has at least one store here and these sit alongside designer boutiques. To further the comparison with Beverly Hills, there is an Apgujeong Rodeo Street in Apgujeong which is full of high-end stores just like its Southern California namesake.

Adding to the two neighbourhoods' mystique is the fact that some of South Korea's most famous actors, actresses and pop stars call Cheongdam-dong and Apgujeong home. It's not unusual to see fans loitering outside restaurants and even some record company offices in these neighbourhoods in hopes of catching a glimpse of their idols.

Worth a visit: Those looking for a place to take a break in Cheongdam-dong and Apgujeong, Our Bakery Café is the spot. The eatery bakes up treats all-day and even has a schedule posted so you can order whatever is freshest. Our Bakery Café also offers a selection of drinks that range from standard choices to wild concoctions. Our Bakery Café is located near Dosan Park and is a five-minute walk from the Apgujeong Rodeo Street metro station.



Yeoksam-dong

Yeoksam-dong is best known for being home to some of Seoul's tallest buildings and biggest office blocks. Google Korea's headquarters can be found here along with several other prominent businesses such as T'way Airlines. WeWork also has a strong presence in Yeoksam-dong having leased space in two office buildings.

However, the neighbourhood is more than work. The impressive Choonghyun Church can be found here. With designs inspired by churches in Europe, Choonghyun Church sits in stark contrast to its surroundings. Yeoksam-dong is also home to Kukkiwon, the world taekwondo organisation.

Worth a visit: Baekeok Hanu looks like any other restaurant from the outside, but the traditional Korean BBQ served up on the inside is not to be missed. The luxury beef and luxury pork belly are amazing while the aged beef options will leave you wanting more. Meals are served with traditional Korean side-dishes as well as grilled kimchi. Baekeok Hanu is located on Teheran-ro 43-gil between the Seolle-ung and Yeoksam metro stations.



Sinsa-dong

Sinsa-dong can be found in the northwest corner of Gangnam. This neighbourhood has a unique vibe that has made it popular with artists throughout the years. Here you will find Garosu-gil, a Gingko tree-lined street that is one of the most picturesque places in all of Seoul. The fall is a particularly nice time to visit as the foliage is vibrant yellow.

Of course, there is a lot more than trees in Sinsa-dong. The intimate Garosu-gil is dotted with cafes that are the ideal place to spend an afternoon sipping a coffee. A stroll along the street will uncover chic boutiques, vintage shops and a few artist studios in this corner of Gangnam. There are also a few museums in Sinsa-dong including one dedicated to handbags and another devoted entirely to cosmetics.

Worth a visit: Much like Sinsa-dong itself, FIFTY FIFTY is an eclectic place. It is part art gallery and part toy store. You'll find original works from local artists along with unique goods for sale. FIFTY FIFTY is one of those places you need to see for yourself to fully understand. It's located just off Garosu-gil and is roughly a 10-minute walk from the Sinsa metro station.



A little goes a long way: BitOfProperty brings crowdfunding to Asia real estate investment

(Editor's note: LIFULL recently purchased the Mitula Group, Dot Property's parent company. LIFULL also served as the lead investor in the latest round of seed funding for BitOfProperty.)

International real estate investment can be expensive and legally challenging for those new to the process. Finding information about property investment in foreign countries can also be problematic. These factors were not lost on the founders of BitOf-Property.

Karl Vään, Co-Founder and CEO of BitOfProperty, notes the company wanted to help bring international real estate investments to the masses. In order to do this they would need to find a way for investors to start with small amounts, provide them with a transparent ownership structure and carry out the due diligence process.

The company's ultimate vision is to make global real estate investment simple and the company is developing a decentralised platform to accomplish this. The crowdfunding platform allows many people can own one property. Prices start at EUR 50 and investors have the ability to invest in various deals on the platform, Vään details.

"The platform is built in a way that brings more transparency and safety to all investors regardless of if they are local or come from overseas," Vään explains. "All transactions are recorded on a public database (blockchain) making ownership movements are seamless and immutable. Additionally, investors can read their investment agreements on smart contracts."

Once the property is acquired, investors start to receive monthly rental income to their wallet on the BitOfProperty platform. They can then use these funds to invest in more properties or withdraw the cash to their own personal bank account. BitOfProperty or one of its partner companies manages the properties.



Karl Vään, Co-Founder and CEO of BitOfProperty

"On the BitOfProperty platform, investors can receive between 5.6 to 7 percent net rental return per annum. These returns are on the high side, but still remain in the range of local averages. Investors have also the potential to earn capital gain from any property price increases. After three years, the property is sold and the principal, along with any capital gains, are returned to the investors," Vään says.

BitOfProperty has already built a legal structure for the company to acquire properties in Estonia and Japan. The company's platform is up and running in Estonia and is moving forward with its plans in Japan. "When compared to Europe, then rental returns in Estonia are relatively high and attractive for passive investors," Vään reports. "You can get similar rental returns in the Japanese property market, which in our view is competitive, and should be interesting for investors since it is a passive real estate backed investment."

The innovation caught the eye of Japanese real estate company LIFULL who was the lead investor for BitOfProperty's latest round of seed funding. According to Vään, LIFULL was interested in small real estate investments utilising blockchain technology as it looks to build a platform for global real estate transactions.

BitOfProperty targets Bangkok and Southeast Asia

After a successful rollout in Estonia and one planned for Japan in the near future, BitOfProperty is now exploring new destinations. Bangkok sits on the top of the company's wish list for a number of reasons.

"Thailand is an exciting and dynamic market. There are many good and profitable projects to be found in the country," Vään says. "Since the vision of BitOfProperty is to make global real estate investing simple, Bangkok adds to the diversity of places that investors can invest in."

Of course, the company also understands that it will face challenges as it moves into Bangkok and Southeast Asia as a whole. Perhaps the most daunting issue is the regulatory framework, which varies across the region. This means BitOfProperty would need to study each country before it could open a platform. And that is only one issue it needs to take into consideration.

"(Dealing with) Different currencies can become a challenge, because raising money and eventually converting it to the currency which is used to make the acquisition can be different due to exchange rate. This is something that needs to be mitigated," Vään points out.

He continues, "Lastly, language can be a problem as well, even if our investors are international. If the property comes from, for example, Bangkok, then people from Thailand are also potential investors. This, however, would mean that the platform and materials should be in the Thai language as well. That will increase the cost for the company and require us to build a team in Thailand."

BitOfProperty believes it has found a solution to the aforementioned problems by building an International Property Exchange (IPEX). The IPEX would work like a stock exchange for real estate crowdfunding/investment companies from around the world.

"Projects listed by members of the IPEX system are mirrored on each other's platforms in order to raise funds together simultaneously, but each company is doing it in their local country and jurisdiction," Vään notes. "This way companies can leverage investors from other platforms and have easier access to foreign capital." This ensures each platform can offer overseas real estate without needing a license in every country while companies can build trust in the new markets they are entering. The domestic exchanges benefit in these partnerships since they are able to offer international real estate to their clients that would only found on other platforms. The benefits extend to investors as well.

"At the same time, investors can enjoy the exposure of foreign investments and diversify their funds accordingly. Also, they are open to more liquidity when it comes to buying and selling their shares. Investors don't rely solely on the platform where they made an investment, but can sell their share to any investors whose service provider is connected to IPEX system," Vään states.

Why Bangkok?

One of the Bangkok property market's main attractions is its affordability. Real estate prices in the Thai capital are significantly less than in more developed markets, but Vään sees this as an opportunity, not an issue.

"Since the prices in Bangkok and other cities in Southeast Asia are cheap, then real estate crowdfunding makes a lot of sense. This is a good time for investors to go in and get some exposure in emerging markets' real estate," Vään says. "Of course, each country needs to be studied separately and it doesn't mean that all of them will be doing well in the coming years. However, Thailand is definitely worth looking at."

Although BitOfProperty may seem to be for inexperienced investors, looks can be deceiving. BitOfProperty seeks to move the needle for experienced property investors who are looking to diversify their funds with ease as well. At the end of the day, they want to bring a new wave of real estate investment for all to Southeast Asia.

"BitOfProperty is the best avenue for investors who do not want to take too much risk, especially those who want to learn about the markets and understand them before investing large sums. Investors can participate with little capital and learn about the market while investing. We believe that this is the best way to go about your first investments in an unknown territory," Vään concludes.

For more information on BitOfProperty, please visit www.bitofproperty.com





Project: **Developer:** Project type: Architect: Location:

Launch date: Expected completion date: Total number of units:

Facilities:

Khai Son Hill Long Bien Khai Son Joint Stock Company (Khai Son JSC) Villas and semi-detached houses **CMV** Architects Ngoc Thuy Ward, Long Bien District, Hanoi

Quarter III 2017 Quarter | 2019 66 units (26 villas and 40 semi-detached houses)

Department store, 5-star hotel, high-end apartment, international school (Alexandre Yersin French International School), reservoir, park and major routes (40m road, 25m road, etc).

Email and website:

Sales office contact details: Century Land Joint Stock Company - CenLand truyenthongtapdoan@cengroup.vn and http://www.khaison.vn, https://www.cenland.vn

5 REASONS

DAVAO CITY IS KNOWN AS THE CROWN JEWEL OF MINDANAO





Most people know Davao City as the Crown Jewel of Mindanao, but perhaps don't understand why it has earned this title. You might be disappointed to find out the moniker has nothing to do with precious stones or anything of that nature. However, once you learn more about Davao City, you'll probably appreciate it far more than rubies, sapphires or diamonds.

1) Safety first

Davao City has a number of impressive security and safety measures in place. This allowed it to be named the fourth safest city in the country last year. Before he became President, Rodrigo Duterte was Mayor of Davao City and he put a lot of time and effort into making it a safe place people would want to visit or call home.

2) Water and air you can enjoy

Both air and water are cleaner in Davao City. The city has a strict smoking ban that prohibits puffing in public places. Meanwhile, locals take pride in the clean water that you can drink straight from the faucet.

3) Nature, nature everywhere

From beaches to mountains, Davao City has all types of natural surroundings for you to enjoy. Those wanting to relax by the beautiful blue waters of the sea can head to Island Buenavista and Kopiat Island. If green is your thing, make your way to Eden Nature Park and Philippine Eagle Center for some fun outdoor activities.

4) The best around

It seems like every time there is a competition for being the best in a specific category, Davao City wins. You'd probably expect nothing less for a place known as the Crown Jewel of Mindanao. It has recently earned the titles of "Most Child Friendly" and "Most Peaceful" city in the Philippines. Davao is also recognized as the country's Durian Capital, although being around the fruit might ruin the smell of that clean air.

5) Booming property market

Davao City's property market is booming. The city boasts convenient transportation links, leading universities and a competitive business environment that supports the growing economy. This has led to a wave of new real estate development with several of the country's major homebuilders now operating here.



Why Davao City is the Philippines' most exciting real estate investment destination

The best real estate investments are the ones made in an up-and-coming area where supply is limited and prices are likely to increase significantly for years to come. This allows for above average capital appreciation as well as strong rental returns, two key factors for successful real estate investment.

For the past few years, many savvy property investors have been drawn to Cebu thanks to an influx of tourists, infrastructure projects and international businesses coming to the region. This has seen property prices and rental demand increase significantly.

And while Cebu remains a solid market, Davao City is the Philippines' most exciting real estate investment destination. According to Prime Philippines, the Davao City residential condominium market has an occupancy rate of 83 percent with this being higher in central areas such as J.P. Laurel Avenue. That's because popular spots such as SM Lanang Premier Mall can be found in this part of the city.

The consultancy also noted that property prices in Davao City jumped from PHP60,000-80,000 to PHP100,000 (USD1,904) per square meter between 2017 and 2018. This trend will continue as occupancy rates remain high and supply is limited.

Not only are the economic factors surrounding the Davao City property market promising, but other peripherals make it a real estate destination investors can feel confident about. For starters, Davao City is one of the safest cities in all of Southeast Asia with a low crime rate.

Additionally, the city has earned the title of "Most Child Friendly" and "Most Peaceful" city in the Philippines. The city also boasts convenient transportation links and leading universities.

Finally, Davao has a competitive business environment that supports the growing economy. In fact, the region is known as the 'Silicon Gulf' with a growing BPO and ICT sector that is valued at an estimated PHP 170.2 billion (USD3.24 billion).

Lane Residences brings quality living to Davao City

SMDC's first residential project in Davao City is bringing convenience and a modern lifestyle to the area. Lane Residences has been carefully planned to ensure residents are able to enjoy the best life has to offer. In order to accomplish this, Lane Residences features a wide range of resort-style amenities that appeal to families. Swimming pools, a jogging track, gazebos and a clubhouse are just a few of the facilities found at the community.

The location of Lane Residences is in the heart of Davao City along J.P. Laurel Avenue where demand for high-quality residences is strong.

The estate is located next to SM Lanang Premier Mall with churches, hospitals and schools all close by. Meanwhile, major transportation hubs, including Francisco Bangoy International Airport, are easily accessible from the development.

This prime location along with the development's unsurpassed quality ensures Lane Residences is a great real estate investment, regardless of if you plan on raising your family here or want an income generating property with above average rental yields.

Davao City is the Philippines' most exciting real estate investment destination and Lane Residences is one of the reasons why.

BANGKOK CONDO RENTAL MARKET 2018 SNAPSHOT PRESENTED BY DOT PROPERTY

All data comes from the Dot Property Network unless otherwise noted.

The Bangkok condo rental market has lured investors with the promise of strong yields. However, not all condo units are capable of this.

And even if you purchase the right condo in the right location, you still need to find a tenant. The Bangkok Condo Rental Market 2018 Snapshot presented by Dot Property contains an up-close look of supply, demand and trends that emerged last year.

UNIT TYPE

One-bedroom condo units were the most in demand throughout Bangkok last year. Almost 54 percent of all condo rental enquiries on the Dot Property Network were for single bedroom condos.

There was solid demand for two-bedroom condo units last year with 28.4 percent of Bangkok condo rental enquiries being for this style. Meanwhile, 12.7 percent of enquiries were for condo units with three or more bedrooms. Studio units received just a little more than five percent of rental enquiries.

PRICE

Nearly a third, 32.1 percent, of Bangkok condo rental enquiries in 2018 were for units priced between THB10,000 and THB20,000. There was also strong demand for condo units with monthly rents between THB20,000 and THB35,000 with 28.2 percent of enquiries coming in this price range. Bangkok condo units priced at THB10,000 or below received 16.1 percent of condo rental enquiries in 2018.

At the high end of the market, condo units priced at THB35,000-THB50,000 and THB50,000-THB100,000 received nearly the same amount of enquiries last year. Similar to Bangkok condo purchasing trends, price becomes less of a factor at a certain point, in this case around THB40,000, and most renters focus more on size, location and amenities.

BANGKOK CONDO RENTAL DEMAND IN 2018

Most renters in 2018 were looking for a one-bedroom condo around Sukhumvit Road and their ideal rent is between THB 10,000 and THB 20,000. However, demand may be diversifying as a growing number of people are willing to pay more, especially if they get an extra bedroom in the process.



Most popular districts for Bangkok condo rentals in 2018

- 1. KHLONG TOEI (RAMA IV/SUKHUMVIT 36/SUKHUMVIT 24)
- 2. WATTHANA (THONG LOR/EKKAMAI/PHROM PHONG)
- 3. PATHUM WAN (SIAM, PLOENCHIT AND CHIT LOM)
- 4. BANG RAK (SILOM, SAPHAN TAKSIN)
- 5. RATCHATHEWI (PHAYA THAI, PHETCHABURI ROAD, MAKKASAN)



Bangkok condo rental enquires monthly rent



Units prices between and THB20,000 and popular in 2018.

14,308

Total number of Bangkok condo rental enquires made across the Dot Property network last year.

Number of Bangkok condo rental enquires each month



August was top with December and January also popular among those looking for a new place to rent in the Thai capital. April was

Biggest challenges to demand

- COMPETITION FROM OTHER UNITS IN PRIME AREAS
- SINGLE-OWNER APARTMENT BUILDINGS
- SERVICED RESIDENCES
- STAGNANT NUMBER OF EXPATS WORKING IN THAILAND

MOST POPULAR BANGKOK DISTRICTS



KHLONG TOEI

The Khlong Toei district borders Sukhumvit in the north and the Chao Phraya River in the south stretching from the Asoke to On Nut BTS stations. The area had the highest amount of rental properties listed on the Dot Property Network in every month of 2018.

A number of new condo developments completed close to BTS stations created a spike in both supply and demand. One-bedroom units priced between THB10,000-THB20,000 and two-bedroom units with a THB20,000-THB35,000 price point received the highest demand.

Developer watch: Several AP Development projects, including Life Sukhumvit 48, Rhythm Sukhumvit 42, Rhythm Sukhumvit 36-38 and Rhythm Sukhumvit 50, dominate the Khlong Toei district. All of these projects have been completed in the past few years.

WATTHANA

The Watthana district covers the same eastto-west stretch as the Khlong Toei district, but its southern border is Sukhumvit Road and northern border is Khlong Saen Saep. The district recorded the second most condo rental enquiries in Bangkok last year. However, the amount was less than half of what Khlong Toei generated.

The most in-demand unit type throughout the Watthana district was for one- and two-bedroom condos priced at THB20,000-THB35,000. There was also good demand for condo rental units at THB50,000-THB100,000.

Developer watch: The race is on to build projects on both Thong Lor (Sukhumvit 55) and Ekkamai (Sukhumvit 63). Sansiri is leading the charge with The Monument Thong Lo, Khun By YOO Condominium Thong Lo and XT Ekkamai. Meanwhile, both Major Development and AP Development have a completed condo and an under-construction project along Ekkamai.

PATHUM WAN

The Pathum Wan district covers some of Bangkok's most upscale neighbourhoods such as Siam, Ploen Chit and Chit Lom. Land here is scarce and expensive which means both property and rental prices are higher here than anywhere else in Bangkok.

Two-bedroom units were the most in-demand condo rental type but enquiries were spread fairly evenly between the THB20,000-THB35,000, THB35,000-THB50,000 and THB100,000+ segments.

Developer watch: Thailand's most expensive development, 98 Wireless, is located in the Pathum Wan district. However, all eyes are on One Bangkok these days. The massive mixed-used project across from Lumphini Park is being developed by TCC Group and Frasers Property. It will have a total of three ultra-luxury condominiums when it is finished along with multiple hotels and grade A office buildings.

BANGKOK CONDO RENTAL SUPPLY IN 2018

A steady stream of condo rental supply was put on the market last year. The bulk of this supply was located near Sukhumvit Road in Bangkok. Meanwhile, analysts are keeping an eye on the almost 120,000 condo units launched in the past two years to see how many end up on the rental market.



Districts with highest supply of condos for rent in 2018 (Monthly Average)



Khlong Toei and Watthana had the highest condo supply in Bangkok based on the monthly average of listings on the Dot Property Network last year.

Months with the most new Bangkok condo rental supply coming online





The number of new condo units to hit the Bangkok property market between 2009 and 2018, according to Knight Frank Thailand.

New Bangkok condo rental supply by number of bedrooms



More than half of the new condos put up for rent in Bangkok last year were of the one-bedroom variety. Studio units comprised only three percent of all new Bangkok condo rental supply.

New condo supply launched since 2017*



Nearly 120,000 condo units were launched by developers in Bangkok during 2017 and 2018, according to research from Colliers International Thailand. The majority of these units will be completed later this year and into 2020 and could add a great deal of supply to the Bangkok condo rental market.

* Chart data for from Colliers International Thailand

MOST CONDO RENTAL SUPPLY

The Khlong Toei district has the largest supply of condo units for rent on the Dot Property Network. There was a monthly average of 9,323 units listed in this district. The Watthana district has the second largest supply of condominium units for rent in Bangkok. The Pathum Wan and Huai Khwang districts had the third and fourth highest supply totals in 2018.

WHEN ARE PEOPLE SEARCHING FOR A NEW RENTAL?

August is known as a downtime in the world of Asian real estate, but it's also when Bangkok condo rental enquiries on the Dot Property Network were at their highest. In fact, nine percent of all enquiries in 2018 happened during August.

Peak season for new condo rentals was December and January which is to be expected. This is a time when people are starting new jobs or moving. Close to 20 percent of all Bangkok condo rental enquiries took place in these two months.

Unsurprisingly, the slowest month for Bangkok condo rental enquiries was April, a time when the city is at its quietest due to Songkran. The celebration of the Thai New Year sees a majority of people head home for the holiday with the public granted several days off work.

COMPETITION

The Bangkok condo rental market faces two main competitors: single-owner apartment buildings and serviced residences. These each eat into a different segment of the rental market.

Single-owner apartment buildings - Units in single-owner apartment buildings are larger and tend to be priced at the high-end of the market (THB70,000+). Most of these developments are older buildings in prime locations that have been renovated in many cases. Demand comes from expats with high housing allowances who are either on assignment or do not plan on permanently working in Bangkok. **Serviced residences** - The serviced residence market in Bangkok is focused mostly on prime areas and targets expat residents. It has grown in popularity in the past five years. A key driver of this is the fact prices at serviced residences are now competitive with new condo buildings in prime areas such as Thong Lor and Phrom Phong. The bulk of units in this segment are large one- and two-bedroom residences. Prices can vary considerably depending on several factors including location, services and property brand. A wellknown hotel can fetch a much higher premium even if the services and location are the same as a nearby competitor.

THE EXPAT CHALLENGE

The Bangkok condo rental market is supported by expats. The majority of this group prefers to rent rather than buy. Unfortunately, the number of American, European and Japanese expats working in the Thai capital has remained stagnant this decade. This group has historically driven demand for high-end rental properties in the city.

There has been a surge in Chinese expats, but their impact on the rental market has been less significant due to the fact this group tends to have lower housing budgets, research from CBRE noted. The fight for expat tenants will continue as condo owners must not only fend off other units, sometimes in their own building, but competition from apartments and serviced residences as well.

LOOKING AHEAD

Research from Colliers International Thailand showed almost 120,000 condo units were launched by developers in Bangkok during 2017 and 2018. These are due to hit the market during the next two years. With a significant number of new projects targeting foreign investors, it's fair to assume some of these are going to hit the Bangkok condo rental market in the near future.

The impact this will have remains to be seen. If investors who booked a condo unit take a look at the competitive rental market and opt not to follow through on their transfers, developers could take a significant hit. On the other hand, many Bangkok condo investors may forgo renting out the unit altogether and hold onto to it for the capital appreciation.





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Award-winning Sisaran Group treats 40 real estate agents to a special day out



Sisaran Group recently hosted a group of 40 real estate agents from Bangkok during a special day out in Bang Saray and Pattaya. The event, which was organised by Dot Property, allowed the local professionals to learn more about the developer's Eastern Seaboard projects along with conducting a few in-person site visits.

Additionally, there was a ceremony during the day that saw Sisaran Group presented with its Dot Property Southeast Asia Awards for last year. Lawrence Knowles, Sisaran Group Managing Director, accepted the honours for Best Boutique Developer and Best Developer (CSR) during a presentation at the developer's Pattaya showroom. For agents, the tour not only allowed them to escape the dusty Bangkok air, but also gave them a chance to hear about Sea Saran, Sea Zen, Mirage and Econdo, four of Sisaran Group's active developments.

In between the site visits and a trip to the Sisaran Group showroom, all agents were treated to a nice lunch at Kept Bangsaray.

The Exclusive Agent Tour was the latest successful event arranged by Dot Property.

In order to facilitate a greater level of cooperation between leading real estate agents and well-known local and international developers, Dot Property has organised a number of events including tours and seminars. Sisaran Group has become one of Southeast Asia's most recognisable boutique developers thanks in part to the company's incredible work in Bang Saray on Thailand's Eastern Seaboard.

The firm has more than 30 years of experience and a track record of success with projects that are popular with property buyers for their quality and return on investment.

The developer also takes a great deal of pride in its Corporate Social Responsibility efforts. The company works hard to care for Bang Saray where it is based and has introduced a number of impressive initiatives over the years.



Hats off to RE/MAX Thailand's best

Dot Property would like to congratulate those honoured at the RE/MAX Thailand Top Producer Awards Night 2018. The brokerage is one of the country's most successful real estate companies boasting 34 agencies throughout Thailand.

Dot Property Commercial Director James Claassen, Dot Property Events Director Adam Sutcliffe and Thailand Property Business Development Manager Kevin Speakman were on hand to present a few awards and take in the exciting festivities.

Berkeley Group showcases London projects to real estate agents in Thailand

Berkeley Group, a leading UK developer, recently hosted an 'Exclusive Agent Seminar' in conjunction with Dot Property. The event was held at the prestigious St. Regis Hotel in downtown Bangkok where more than 40 local real estate professionals turned out.

Agents were briefed on the state of the local property market as well as the company's London outstanding developments such as Kensington Row and White City Living. Additionally, those in attendance had the opportunity to learn about the benefits of representing Berkeley Group developments.

Real estate agents in Thailand are seeing an increase in demand for UK real estate thanks in part to a strong baht and falling pound. Thai buyers are swooping in for UK property as both an investment and a place for their children to live when they attend university. Meanwhile a growing number of expats based in Thailand, especially those from the UK, are also leveraging the current market conditions to nab London homes which are now more affordable than in year's past.

Dot Property helped organise the seminar and tapped into its deep network of agents who were interested in learning more about opportunities in London. The event allowed Berkeley Group to share their knowledge with them in an intimate setting.



Dot Property attends REBACE Sales Rally in Metro Manila

Dot Property was proud to attend the REBACE Sales Rally for 2019 at the SMX Convention Center in the Mall of Asia Complex. Dot Property had a booth at this year's event where more than 100 brokers and agents gathered to listen to speakers and learn more about key strategies for the upcoming year.

Those in attendance had a chance to hear from Dot Property Business Development Manager Francis Arjay Castillo who led a session on "Becoming Successful Online". Other speakers included Raymond Lim of Realty Beacon Group, Entrepreneur Coach Rabbi and Alex Jusay of Media Lex.

Dot Property is proud to support the REBACE Sales Rally for 2019 and is looking forward to attending more events in the Philippines over the coming months.



Dot Property names James Claassen as group's Commercial Director



Dot Property, Southeast Asia's leading online property marketplace, is pleased to announce that James Claassen has been named Commercial Director. In this newly created role, James will drive continued commercial development of the Dot Property Group across the region.

"I'm excited to join Dot Property. The company's reach in terms of geography, visitors and service offerings is truly impressive," Claassen says. "Dot Property is 'Moving Asia Online' and I look forward to working with the entire team as we continue to make this a reality."

Claassen joins Dot Property from Private Property, a market-leading real estate portal in South Africa where he most recently served as National Sales Manager. Claassen spent almost nine years with Private Property, starting with the company as a Relationship Manager in 2010. During his tenure, the business saw rapid revenue and EBITDA growth and matured into a key partner of the broader industry.

"James brings a wealth of experience and knowledge to Dot Property. His work at Private Property was outstanding and he will have a positive impact across the company," Matthew Campbell, Dot Property CEO, states. "Last year was a breakout year for Dot Property. The addition of James allows us to build on that momentum and ensures current operations will continue their growth while we tap into new and exciting solutions for the region's property seekers, real estate agents and developers."

About Dot Property

Dot Property is Southeast Asia's leading online property marketplace with 11 websites spanning Southeast Asia and Hong Kong that garner more than 18 million visits annually. Dot Property also organises the successful Dot Property Awards series along with seminars and events across the region.

For more information or interviews, please contact Dot Property at media@dotpropertygroup.com



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With 5 core values, we are working together to build not only a modern environment but also friendly and high-performance. We want people to understand that, LinkHouse is not just a place to work, LinkHouse is "home".



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