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ISSUE 027 Q2 2019

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## Rental Guaranteed Investments



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# Pirom at Vineyard

## Living Beyond Luxury

**Developer:** Piya International  
**Land Area:** 800 Rais  
**No. of zone:** 2 zone (A and B)  
**Product type:** Land for Sale  
**Architect:** Boonlert Hemvijitrphan  
**Landscape:** Wannaporn Phornprapha  
**Location:** 234 Moo 5 , Phaya-Yen sub-district , Pak Chong district , Nakhon Ratchasima 30320  
**Number of units:** Phase A: 22 units  
Phase B: 50 units  
**Facilities:** bicycle lane, jogging track, underground infrastructure, double security system, CCTV and fence around the project, and Pirom Cafe.

**For more information:**

**Phone:** 02-262-0030 , 094-985-8888

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[www.piromatvineyard.com](http://www.piromatvineyard.com)

**Pirom At Vineyard** is a real estate project for those passionate privacy and nature surrounded by peaceful nature, a hidden paradise of unsoiled land nestled in Khao Yai's gorgeous hillside. '*Living Beyond Luxury*' concept provides more than luxury that cannot be found in the city, which connects you to nature and live luxuriously. Landscape design, something not seen as a priority at most luxury developments, was emphasised at Pirom At Vineyard.

Wannaporn Pui Phornprapa of P Landscape was entrusted to create a space that maintains the connection of land and architecture. The whole project area has different contour that still remain high-low ground. Your living life will enjoy the beautiful scenery and four Lakesides atmosphere around 'Pirom At Vineyard' on over 800 Rais. Traveling from Bangkok to Pirom At Vineyard takes less than 2 hours by taking the route from Bang Pa In to Mittraphap Road.

### Rustic Luxury Design

The house types available at Pirom At Vineyard are simply beautiful, designed by the leading architect Boonlert Hemvijitrphan. His detail caring by selecting natural materials and earth tone color includes brown, white and gray made the house be comfortable in undisturbed elements of nature, wind, and sun to let you explore the most appealing scenery all dimensions. Four home types include Valley, Courtyard, Barn, and Horizontal.



"Specialty of Pirom At Vineyard project is the intention of project owner, Mr. Piya Bhirombhakdi, to create quality society where not anyone could belong easily. **Glamorous outstanding land on Khoyai** surrounded by four lakes and mountains allows your living to feel relaxation in the true nature."

Kingdom of Nature.  
Aesthetics of luxury living albeit simple in the best estate on Khao Yai.

Buranit Yuktanuntana  
CEO, PIROM AT VINEYARD





# ON THE COVER



Boat Pattana believes it should deliver high value to all of its clients by offering creativity, mutual trust and a strategic partnership. These three traits form the core of the firm's company culture. They can also be seen in action at all of Boat Pattana's developments, including its most recent creation, Shambhala Grand Villa. The exquisitely designed pool villa development caters towards investors who want an eye-catching property that will be popular among tourists visiting Phuket. In addition to strong potential returns, the project's free-stay policy provides you with the chance to enjoy your investment.

**Shambhala Grand Villa is uniquely Phuket** [p.34](#)





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MENAM RESIDENCES (CHAROENKRUNG 72/4)



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Sunrise Drive, CBP1A, Mall of Asia Complex, Pasay City

Completion Date: May 31, 2023

Developer: SM Prime Holdings, Inc.

# EDITOR'S NOTE



I often get asked for advice on the various property markets in the region. There are plenty of headlines floating around, both positive and negative, and many people want some clarity or even inside information on the situation. With so much uncertainty, I found something recently said by Knight Frank Thailand's Head of Residential, Frank Khan, to be very interesting.

"Ask anyone who's been in property how many times they've heard the bubble will burst? I've heard this more than 10 times, but in my last 15 years, it has never burst," Khan told local media.

Of course, he was speaking about the Bangkok property market, but in many ways it is applicable to Southeast Asia as a whole. You will find no shortage of people predicting doom and gloom for just about every market in the region creating uncertainty in the process. From Bangkok to Manila and Kuala Lumpur to Ho Chi Minh City, you can make a compelling case against investing every single property market.

And here's the thing, you could make that same case even in the best of times. Every time I hear or read something predicting a market downturn, I find myself thinking of another quote:

"Scared money never wins."

This could not be any more true when it comes to property investment. Uncertainty is normal, but letting uncertainty dictate investment decisions almost always ends up costing you.

Instead of letting this uncertainty derail your property investment decision, get to the bottom of it. What is making you uncertain and is it based on tangible facts? Is it based on so-called experts trying to sell you something or steer you towards another market? You would be surprised how often the latter ends up happening.

And this is why the one piece of advice I give everyone who asks me for it is fairly anti-climatic. But I will share the advice with you anyway.

Do your homework, ask around and figure out if you feel comfortable about the property market you're thinking about investing in. These days, anyone can take information about a property market and make a case for or against investment. It's up to you to figure out if the argument is strong or not. And whatever you do, don't let it make you more uncertain.

Thanks for reading,

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

*Cheyenne Hollis*





## Now is the Best Time to Invest in Bay City

As growth spreads beyond the usual business districts in Metro Manila, Bay City is rapidly becoming one of the most sought-after sites for commercial and residential developments.

The area has convenient access to the airport, as well as several major thoroughfares and public transportation terminals. It proved its viability with the success of the Entertainment City and the SM Mall of Asia complex—both established as world-class destinations. As more commercial spaces continue to rise, multinational companies are moving in early to establish their base in the country's next CBD.

The draw of Bay City has sparked a surge in residential properties. The area has already overtaken Ortigas Center in terms of condominium stock, and is expected to overtake Makati by 2021.

Despite the high rate of condo delivery, the demand continues to drive residential property values. According to research by Colliers International, pre-selling prices in Bay City are projected to

breach the PHP300,000 (USD 5,839) per square meter mark this year. Prices are expected to appreciate as more buyers realize the area's potential, so investing early is recommended for people planning to call Bay City their new home.

Among the most coveted spaces is SMDC Sail Residences. The project is SMDC's most luxurious development to date, with plush amenities setting a lifestyle standard for the country's most exciting business hub. The high-rise condominium provides access to the country's premier retail, dining, and entertainment experience, all with the prestige of Bay City's most exclusive address.

These and other premier developments are set to take place in just a few years. Bay City is an economic force to be reckoned with—a lucrative investment in the Philippines' most promising CBD.

For more info, visit [www.smdc.com](http://www.smdc.com)

\*This article was furnished by SMDC

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# The Vietnam mid-market property segment is one to watch



“

This year (2019), mid-end products are expected to keep dominating the Hanoi market with the launch of township developments.

”



The Vietnam luxury property market gets talked about quite a lot these days. With a mix of sexy developments and international investment, it is easy to see why. And while luxury real estate does have its role, the Vietnam mid-market property segment could be the country's most important.

This is due in large part to the country's rapidly growing middle class. Research from Boston Consulting Group found that Vietnam's middle and affluent class will surpass 33 million people by 2020. If this trend holds up, nearly one-third of the country would have achieved middle-class status.

Of course, with increased spending power comes increased demand for housing, especially in Ho Chi Minh City and Hanoi. The Vietnam mid-market property segment in these two cities will need to keep up with demand.

In addition to the growing urban populations, an estimated three million people from rural areas will be moving to Hanoi alone with foreign workers also creating new demand in the Vietnam mid-market property segment.

“This year (2019), mid-end products are expected to keep dominating the Hanoi market with the launch of township developments,” Nguyen Hoai An, CBRE Director at the Hanoi office, told VietNamNet.

Meanwhile, Le Vu Thanh Tam, expert from the Economic and Finance Academy, believes supply in the Vietnam mid-market property segment will drop even as launches dominate the landscape. That's because older residential projects in Ho Chi Minh City and Hanoi have a limited number of units for sale while some developers have opted to build high-end developments instead of mid-market ones.

There are a few developers active in the Vietnam mid-market property segment. EZ Land is among the most notable homebuilders with mid-market projects such as HausNeo and HausBelo creating significant interest among buyers. These projects feature a unique blend of European design, colourful Asian culture and modern touches.

The end result is homes that offer buyers quality while maintaining affordability. Firms such as EZ Land will continue to play an important role in the real estate market, ensuring the Vietnam mid-market property segment isn't forgotten about. While the luxury property market is attractive, demand may not be sustainable here long term.

But with a growing middle class and an influx of population moving from rural areas to the city, the Vietnam mid-market property segment is definitely one to watch.



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## HERE'S LOOKING AT YOO, EXPLORING THE DESIGNER'S WORK IN SOUTHEAST ASIA

Famed design firm YOO recently revealed a desire to further its expansion in Southeast Asia. The company plans on opening a Bangkok HQ to support its efforts. The move makes sense as the region has a strong demand for branded residences.

"We have considered opening an office for quite some time in Bangkok as it's the hub of Southeast Asia," Andrew Pang, Asia-Pacific Managing Director at YOO, stated. "Being here in the market is critically important for us to grow."

YOO, which boasts 13 percent of total branded-residence projects in the world, designs rooms and common areas in condos, co-working spaces and hotels. Developers then parlay these efforts by attaching the YOO name to their project. This can increase demand from the public while also allowing them to ask for a higher price.

"We believe our approach to design will resonate in this regional market," James Snelgar, YOO's head of international business development, said. "We expect huge business growth in the next five to 10 years as we expand into other spaces like hotels and co-living spaces."

The expansion means YOO can raise its profile in the region and add to the number of projects it has here. Thailand, Malaysia and the Philippines are among the countries where YOO has at least one condominium development.

### The YOO portfolio in Southeast Asia

The design outfit's most notable Southeast Asia project to date is Khun By YOO Condominium Thong Lo. Developer Sansiri tabbed YOO to help add an extra level of luxury

to this Bangkok project. The most notable feature at the 27-story tower is the copper core running through the heart of the building. There are also flashes of raw concrete throughout the condo and a specially crafted façade that exudes an elegant and luxurious appearance.

Khun By YOO is slated for completion in late 2019 or early in 2020, but the project has already made waves. It is the price per-square-metre record holder for Bangkok's posh Thong Lor neighbourhood.

In Malaysia, work has begun on YOO8. The luxury condominium is being developed by KSK Group and one of the key selling points are the project's views of the iconic PETRONAS Towers.

From a design standpoint, the use of marbles and raw concrete with brass offers a new take on vertical living, creating beautiful residential spaces in the process. The upscale residential development promises well-designed communal areas and amenities as well.

YOO also has a presence in the Philippines with its work on Iguazu by YOO. Respected developer Century Properties is partnering with the design house to curate a project inspired by the Iguazu Falls in South America. A waterfall pool and wet lounge are just a few of the carefully designed amenities put in place to support this theme.

Units in Iguazu by YOO feature a palette utilising nature, culture and minimal colours as residences embrace the sights of the Iguazu Falls. The condominium is located just outside of Makati and provides easy access to the city's CBD.



# Gading Serpong, a City for Young Generation



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# KSK Land wants to define the future

## of luxury branded residences in Southeast Asia



Luxury branded residences are big business in Southeast Asia. From Bangkok to Manila, they are everywhere these days. But Malaysian developer KSK Land isn't content to simply following the trend. The lifestyle homebuilder believes it can define the future of luxury branded residences in both Malaysia and the entire country with its newest launch at 8 Conlay.

The branded residences component of Tower B at 8 Conlay is also known as YOO8. Six-star hotelier Kempinski has been tabbed to manage the project which will feature interiors designed by Kelly Hoppen in conjunction with prestigious design house YOO. The developer is confident the project will help serve the local market's increasingly sophisticated demand for branded residences.

"Our branded residences are a level above five-star luxury," Managing Director of KSK Land, Joanne Kua, explained in a press release. "For YOO8 serviced by Kempinski, we have worked closely and collaboratively with our design partners YOO to disrupt traditional property development in an age of high customer expectation and the on-demand economy."

Backed by respected brands and creating a one-of-a-kind lifestyle for residents in Kuala Lumpur, KSK Land is confident YOO8 will come to define the future of luxury branded residences throughout the region. So, what makes the project so special?

Let's start with the interiors that have been designed to reflect Kelly Hoppen's two exclusive concepts, Spring and Urban. Hoppen, who has been featured on BBC Two and Channel Five in the UK, utilises a design style that features clean lines, neutral tones and a tactile opulence.

Residences with the Spring motif feature harmonious design concepts inspired by a luxurious country hideaway. Meanwhile, Urban concept suites appeal to cosmopolitan types who want a feeling of understated glamour. The 498 serviced residences in YOO8 Tower B will span across 56 floors and offer some spectacular views.

The newest addition to YOO8 will join Tower A, which was designed by the Hong Kong-based design collective Steve Leung and YOO. KSK Land recorded brisk sales at its first tower with 75 percent of the 564 units being booked. The retail complex within Tower A is expected to be completed in mid-2020 with the residences likely to be finished a few months after that. Finally, Tower B should be ready in 2021.

"8 Conlay is an authentic and financially viable project dedicated to the highest standards of design excellence and the finest traditions of European hospitality in the end-to-end delivery of our customer experience," Kua added. "This unique project serves as a trailblazer for the positive outlook and appetite for luxury branded serviced residences in Malaysia."



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# CHAN ROAD:

A BANGKOK OASIS ON THE DOORSTEP  
OF THE CBD



There is a lot to love about Chan Road. For starters, it traverses Bangkok's Sathorn District meaning the main CBD area is easily accessible. Despite this excellent location, housing prices along Chan Road are currently more affordable than elsewhere in Sathorn.

Chan Road has a lot offer both from a residential and a property investment perspective. Let's explore the area and learn more about what makes it a Bangkok oasis on the doorstep of the CBD.

## Dining delight

Chan Road is home to several renowned restaurants. The sub sois that branch off the main street are filled with countless eateries, a few of which have been in business for decades now.

While not as old as some of its competitors, Hia Hwan is known for serving one of the best fish porridges in all of Bangkok. Those in the mood for Japanese cuisine can stop by Ebisu Shabu or Gyu-Ya Yakiniku and partake in a belt-busting buffet. But this is just the tip of

the iceberg. Living on Chan Road is a culinary journey where a new and exciting dish is just around the corner.

## Convenient life

Living close to schools, hospitals and shopping centres makes life easier. This is an area where Chan Road shines. Tesco Lotus, Big C, Makro and Robinson can all be found along the street. A new community mall, Vanilla Moon, is also located on Chan Road.

For families, being a short distance from schools and hospitals is a key consideration. The following facilities are either situated on or close to Chan Road:

- Shrewsbury International School Bangkok
- Wat Suthiwararam School
- Phra Mae Maree Sathorn School
- St. Louis Hospital
- Lersin Hospital
- Bangkok Christian Hospital
- Charoenkrung Pracharak Hospital

## A hop, skip and a jump to the Bangkok CBD

The location of Chan Road is attractive. It's located on the fringes of Bangkok's CBD where you're removed from the hustle and bustle of the offices but still close enough to get there in no time at all.

There are a number of ways to traverse this part of Bangkok with car and public transportation both viable. It's possible to hop on the BTS skytrain with stations situated along the nearby Sathorn Road. Saphan Taksin and Surasak are the closest BTS stations.

Travelling by car is straightforward as well. Chan Road intersects with Charoen Rat Road that connects to the Si Rat Expressway and several other important avenues such as Rama III Road.

## Investment potential

Chan Road is located within the Sathorn-Silom area where rental returns of nearly six percent





Developer Cube Real Property has styled the project for comfort within a community environment. Located on Soi Chan 51, the condominium has only 135 units to ensure the utmost privacy for residents. The details and designs of The Cube Urban Sathorn-Chan were carefully crafted and use only high-quality materials and products.

For example, interiors come fully furnished with Modernform pieces while bathrooms and kitchens boast Kohler sanitary wares. These world-leading brands enhance the condominium and bring a luxurious touch to each unit. There are also a number of other features at The Cube Urban Sathorn-Chan for residents to enjoy. These include:

- Lobby with co-working space and free wifi
- Smart MUSIC PLAYER with two speaker spots in the residence
- Automated external defibrillator

- Automated delivery cabinet
- Saltwater pool
- Exercise room
- Sauna
- 24-hour security
- Two elevators per building
- Shuttle bus to and from the BTS

The Cube Urban Sathorn-Chan offers a great location that has a high investment potential. It also provides great comfort for everyday life with superb facilities and amenities. The starting price is extremely affordable with units available for only THB2.39 million. A special promotional discount of up to THB150,000 is now being offered by the developer.

The Cube Urban Sathorn-Chan has received EIA approval and is now under construction. The condominium is expected to be completed in 2020.

are achievable. The area also has real demand for rentals with both Thai and foreign residents wanting to be located close to the Bangkok CBD. This means it is possible for property investors to rent out their unit quickly.

In terms of price appreciation, Sathorn is considered to be one of the top performers in terms of residential property. The location lacks new supply and units in modern developments can now command up to THB350,000 per square metre on average. This benefits both investors wanting a stable asset that records price growth and end users who want their home to increase in value.

## An exciting new development on Chan Road

Housing prices are climbing ever higher in Sathorn, but it is still possible to find high-quality, affordable condominiums in the Chan Road area. And there are none better than The Cube Urban Sathorn-Chan, a low-rise condominium inspired by English living.





# Life at the Philippines'

## first eco-estate looks amazing



We're getting a deeper look inside Ortigas East and the early impressions are stunning. Ortigas & Company is developing the mixed-used project as Metro Manila's first eco-estate. Sustainability is at the heart of this modern community that is designed to become a lifestyle hub.

Residents, workers and visitors will be able to enjoy functional spots, parklets, tree-lined roads and public art displays that intermingle with the residential, retail and commercial spaces. The development has been designed to encourage a healthy lifestyle with its pedestrian-friendly streets making it ideal for walking.

Another key benefit of Ortigas East is that it is the only development along the C5 corridor that has three main access points: C5, Ortigas

Avenue and Julia Vargas. The community sits at the nexus of economic activity in Metro Manila and is likely to become the city's next prime business address.

### 1st residential building launches in Ortigas East

Maple at Verdánt Towers is the first residential building to launch in Ortigas East and will provide a home to many inside the fully-integrated estate. Ortigas & Company has worked to craft a living space befitting of the eco-estate.

The interiors use natural materials, such as wood and stone, to create an inspired minimalist design. Meanwhile, the amenity deck of Maple at Verdánt Towers features a Gardenwalk that boasts lush landscaping and captivating design to enrich daily life.

Those living here will find both indoor and outdoor play areas for children along with a swimming pool, residents' lounge, game room and outdoor community space surrounded by greenery.

Of course, the needs of modern residents have been taken into consideration throughout Maple at Verdánt Towers. There are retail spaces at the ground level of the building along with nine levels dedicated to parking. Additionally, 100 percent backup power is available for every unit at the development.

### Living large in Maple at Verdánt Towers

No feature stands out quite like the inclusion of both townhouse and garden units inside in Maple at Verdánt Towers. These rare residential spaces offer a vibrant life in the heart of the city.

The two-bedroom garden units are located on the amenity level of Maple at Verdánt Towers. Each residence has two levels and range in size from 137 to 164 square metres. In addition to this, there is a private, green space with spectacular views of the BGC skyline.

The townhouse units are for those who want to enjoy space and exclusivity without needing to leave the city. These impressive

homes have three bedrooms and come with a bi-level configuration. This setup allows them to have a front yard, balcony and private garden. The townhouses have also been equipped with an exclusive elevator from the parking at podium level 2 to the individual units.

There are only six townhouse units and four garden units in Maple at Verdánt Towers along with a mix of studio, one- and two-bedroom condos.

### Invest today, enjoy tomorrow

It's only a matter of time before Ortigas East becomes Metro Manila's next iconic area. That is why now is the best time to invest.

Doing so will allow you to own a property that offers both value for money and a high potential for growth. With a wide-range of new developments in the pipeline, prices in the future look set to increase at Ortigas East.

Those who want to enjoy life in a modern, vibrant community can be among the first to live in Ortigas East by securing a unit in Maple at Verdánt Towers. For real estate investors, there is significant potential for leasing income with new office developments set to be part of Ortigas East.



# BANYAN

RESIDENCES VILLAS



## THE HEART OF HUA HIN

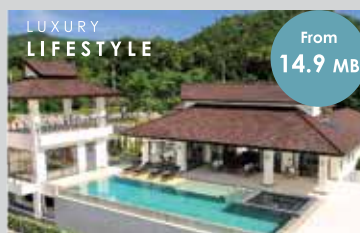
Set in an expansive tropical environment, Banyan Residence Villas are conveniently located by Hua Hin's new focal point. A five-minute drive can either deliver residents to tranquil beaches or the charming seaside town centre. Offering views of the Gulf of Thailand, this active lifestyle hub is just 200km from Bangkok, the world's most visited city.

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A full-page photograph of an older couple running joyfully on a sandy beach. The man, on the left, is wearing a blue short-sleeved button-down shirt and light-colored shorts, and is barefoot. The woman, on the right, is wearing a white short-sleeved dress and is also barefoot. They are both laughing and holding hands. The background shows a clear blue sky and some low-lying coastal vegetation. The text 'Where to retire in Southeast Asia?' is overlaid in the center of the image.

# Where to retire in Southeast Asia?



Regardless of if your retirement is happening this year or remains decades away, it's always a good idea to start thinking about it. There is perhaps no larger decision than where. Many people choose to retire in Southeast Asia thanks to the low cost of living, outstanding weather and a chance to see a different part of the world.

Those wanting to retire in Southeast Asia have no shortage of options. From stunning beaches where you can watch the sunset every evening to majestic mountain retreats, you are sure to find a place in the region that offers what you're looking for.

Want to know where to retire in Southeast Asia? Here are the three top countries based on several factors including cost of living, ease of buying property, retirement visa policies and expat support.



### 3. PHILIPPINES

**Language:** English

**Cost of living:** Est. USD1,100 per month

**Popular retirement spots:** Cebu, Laguna, Clark

**Retirement visa:** Indefinite (If requirements met)

There are a lot of reasons expats opt to retire in the Philippines including the widespread use of English. Additionally, The Special Resident Retiree's Visa issued by the Philippines' Bureau of Immigration is among the best in Southeast Asia. Privileges include multiple-entry access with the right to stay indefinitely in the Philippines. Cost of living is also low, but not at the levels of Cambodia or Thailand.

Foreign property ownership is straightforward as well and many expats find property prices in the Philippines to be extremely attractive. Cebu has become a popular choice for Japanese and South Korean retirees while Laguna and Clark tend to be the preferred destination for Australian and Americans. You'll also find a number of Nordic and German retirees spread throughout the archipelago.



### 2. MALAYSIA

**Language:** Malay (English and Chinese widely spoken)

**Cost of living:** Est. USD1,400 per month

**Popular retirement spots:** Penang, Kuala Lumpur

**Retirement visa:** 10 year, multiple entry via MM2H

Malaysia has been a popular place to retire in Southeast Asia thanks to the introduction of the Malaysia My Second Home (MM2H) programme. People who purchase a property and can prove they are able to support themselves without seeking employment are able to obtain a 10-year, multiple-entry visa. Family members are also eligible for the visa.

Cost of living in Malaysia is higher than almost all countries in the region apart from Singapore, however, it is still well below the US and Europe. Healthcare is also much cheaper in Malaysia than in the home countries of most retirees. Georgetown is a popular retirement spot for US expats due to its multicultural vibe, food scene, beaches and green areas. Kuala Lumpur has seen an influx of Hong Kong and Singaporean retirees in recent years while Melaka is now firmly on the retirement radar these days.



### 1. THAILAND

**Language:** Thai (Some English spoken)

**Cost of living:** Est. USD900 per month

**Popular retirement spots:** Phuket, Hua Hin, Pattaya, Chiang Mai

**Retirement visa:** 1 year, renewable

Thailand is the most popular choice for people wanting to retire in Southeast Asia, but the process to do so isn't always easy. Let's start with why people are so eager to spend their retirement in Thailand. For starters, there is the low cost of living and popular food scene. Additionally, there is a high standard for healthcare that is extremely affordable. The diverse locations and ease of domestic travel are also big draws. Finally, it is straightforward for foreigners to buy property in Thailand.

There is a but, however. In order to obtain the retirement visa you'll need to either deposit THB800,000 into a Thai bank account or prove you have a monthly income/pension of THB65,000 or more. The visa is only good for one year, but you can renew it annually as long as you still meet the financial requirements.

However, a Google search of 'Thailand retirement visa' will turn up no shortage of horror stories about the process. There is also a 10-year retirement visa, but the financial requirements are even higher.

Retirees in Thailand can be found up and down the country. Those wanting to relax by the beach prefer Phuket or Pattaya while Chiang Mai is a trendy choice for those wanting to enjoy the lush forests of the north. Hua Hin offers a bit of both with a beach and green mountains within reach.

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# INVESTING IN SAMUI:

## LEARN HOW YOU CAN PROFIT IN PARADISE

Investing in Samui isn't for everyone. Most residential investment properties also double as holiday homes. Exotic villas or stunning condotel units that owners can use for a set number of days annually. During the rest of the year, an on-site property management company rents it out, usually as part of a hotel or resort.

This means investing in Samui is unique. While the financial benefits of property ownership are significant (we'll get to those in a minute), it doesn't make sense as a straight investment play.

Buying a Samui property and not using it is like buying a 1969 Corvette Sting Ray and not taking it out for a spin. You're missing the best part.

The island is one of Southeast Asia's premier tourist destinations thanks to its blue waters, white sands and lush greenery. Investing in Samui doesn't simply provide monetary returns, it also gives you residence in one of the world's great paradises.

### Samui property investment makes financial sense

The foundation of Samui property investment is the island's robust tourism sector. Arrivals to Samui International Airport were up 15 percent last year and the number of visitors to the island have doubled over the course of the past five years, according to research from C9 Hotelworks.

The average length of stay for guests coming to Samui was five days. This provides strong demand for rooms throughout island.

Of course, these numbers do fluctuate and there where some quarters where arrivals decreased. But when you look at the macro-level picture, the trend continues to move upwards and the outlook remains positive.

Investing in Samui real estate also provides you with an opportunity to take advantage

of capital appreciation and rental returns. Some developments have reported capital appreciation of 10-20 percent between 2015 and 2018 but that is at the high-end of the spectrum.

The majority of Samui properties will record capital appreciation of 4-8 percent annually. This has been a little higher in a few locations.

For most investors, the rental returns of Samui property are quite lucrative. According to CBRE estimates, an actively managed property in Samui that hits 100 night's occupancy will provide returns of 6-12 percent annually on average. Of course, properties in good locations and with higher demand can easily surpass this.

Most Samui developers do offer guaranteed rental returns of at least five percent during the first few years to protect investors. In most cases, these guarantees expire after the first five years of ownership. This can vary from project to project, however.





## Property ownership in Samui

Thai law states that condominiums are the only type of freehold properties in Thailand that can be owned by foreigners. However, it is possible for non-Thais to obtain leasehold rights to land, houses and other property types. In Samui, villas can only be acquired via a leasehold agreement.

The length of a property lease cannot be more than 30 years, but these agreements can be extended. It's possible to increase the lease

terms to 90 years via 30-year extensions. While some investors may scoff at the idea of buying a leasehold property, it is the only way to own a villa in Samui.

Understanding that some buyers may have reservations about non-freehold agreements, some developers will offer a guaranteed buy back clause. These ensure the developer will purchase the property from you at an agreed upon price whenever you decide to sell.

## Investment visa

In 2014, the Thai government launched a THB10 million (USD314,700) investment visa designed to bring more foreign capital into the country. Leasehold property is one of the qualified asset classes. Other investments that are part of the investment program include freehold condo units, Thai government or Thai state-enterprise bonds and deposits into a Thai bank account.

In order to apply, you'll need to have proof of your THB10 million investment. But apart from that, there aren't many other requirements. There are no age restrictions on applying for the visa and most nationalities are eligible. Additionally, the THB10 million investment can be spread across multiple asset types should you wish.

Depending on the purchase price, this means investing in Samui could also make you eligible for this visa type. It is good for one year and can be extended as long as you haven't withdrawn your fund from Thailand.

# What to look for

## when inspecting a resale property



Off-plan properties, especially condos, have grown in popularity over the past decade, but many people still prefer to buy resale real estate. There are various reasons for this. For example, it can be difficult to find new properties in specific areas. Additionally, some people just prefer buying a completed unit.

When it comes to buying a resale property, the most important part of the process is the inspection. All resale property is bound to have some wear and tear, so don't be turned off if things aren't perfect. On the other hand, you do need to draw a line between what is reasonable to expect and what's over the top.

This is where the inspection comes in. Before you agree to buy a resale property, you are going to want to conduct a thorough inspection to make sure everything is in order. With that in mind, here are a few things you should look for when checking out a property.

### Tips for resale property inspections

#### 1) CHECK THE WALLS

Be sure to inspect the walls, paying attention to two things. The first is cracks. The easiest way to tell a good property from a bad one is if the walls are cracking. While these cracks aren't usually dangerous, they do suggest the developer may have used average products during construction.

The second thing to keep an eye out for is paint. See if there is any paint cracking or chipping. This could be a sign that you'll need to repaint the property. Also, look for any pictures, mirrors or other oddly placed objects. The owner may be trying to cover up some sort of wall damage.

#### 2) ASK FOR PAST UTILITIES BILLS

The utilities bill will provide you with some imperfect insights about the resale property you're inspecting. If the bill seems high, you'll want to investigate the windows, air conditioner and general layout to see what is causing this. Older windows or inefficient AC units may require replacing if they look to be the culprit.

And if the bill seems cheap, dig a little deeper to see if there are any clues as to why this may be. Are there a lot of fans around? Does the AC unit look new? If you still have questions or concerns, you can always ask the owner for an explanation.

#### 3) BRING A SECOND SET OF EYES

No matter how good of an inspector you think you are, it is always good to have a friend or significant other come with. Not only can they act as a secondary observer scanning for things you may have missed, but they'll also provide you with general feedback. Perhaps there was something they liked or disliked that you hadn't even thought of.





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# 6 HACKS

## TO KEEP YOUR CONDO CLEAN DURING RAINY SEASON

Keeping your condo clean during rainy season is a difficult task. Water, mud and dirt surround us during these months and they almost always find their way into condo buildings. Maintaining a clean home can feel like a never-ending battle, but you can fight back.

We've prepared six hacks that will help you keep your condo clean during rainy season. We'll be honest, most of them involve not letting wet items make their way into your home, but you got to start somewhere.

### Do these six things to keep your condo clean during rainy season



#### 1) Do something about your shoes

If you're going to keep your condo clean during rainy season, it starts with taking care of your shoes. Your kicks will drag in mud and dirt ruining your floors in the process. Most condo buildings don't let you keep things outside the front door of your unit, and the balcony isn't really an option if it's raining.

A shoe rack by the front door is the perfect solution to this problem. You take your shoes off as soon as you enter and then place them on the rack before they have a chance to make a mess. Just make sure you place it close to the front door. It won't do any good if you put it in the bedroom as you'll be tempted to wear your shoes until reaching the rack.





## 2) Keep the umbrella in the bathroom

On the streets, umbrellas are a lifesaver. But in the home, they are a nuisance. Some buildings may let you keep your wet umbrella in the lobby, but not everyone has this luxury. If you bring a wet umbrella into your home, put it in the shower/bathtub until it dries.



## 3) Don't let wet clothes pile up

Even with an umbrella, sometimes your clothes get wet during rainy season. A lot of people just throw them in their laundry basket and forget about their wet clothing until it's time to wash everything. Other people will toss them on the floor. The former can cause a foul smell if you don't wash them fast enough and the latter is bad for any number of reasons.

Wet clothes need to be handled differently. Either place them in a separate basket so they don't mingle with everything else or dump them in the washing machine immediately when you get home if your condo has one.



## 4) Be vigilant against water pooling

Be sure to regularly inspect your balcony and window seal for pools of water once a storm has passed. If you find them, clear these out right away. These pools will do nothing but attract mosquitoes and create a bad smell if they are allowed to stagnate.



## 5) Disinfect regularly

Rainy season is also germ season and chances are you will come down with a cold at least once during the next few months. Clean your walls and floors with a good disinfectant once a week to help eliminate germs in addition to keeping things clean. While this won't guarantee you a healthy rainy season, eliminating germs is always a good idea.



## 6) Fight the damp smell

No matter how hard you work to keep your condo clean during rainy season, the damp smell can still make its way in. No one likes that musty scent so make sure you invest in diffusers or other odour eliminating systems.

# DOT PROPERTY AGENT REVIEW:

## ANGEL REAL ESTATE CONSULTANCY



### Angel Real Estate

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Website: [www.angelrealestate.co.th](http://www.angelrealestate.co.th)  
E-mail: [haroon@angelrealestate.co.th](mailto:haroon@angelrealestate.co.th)

Angel Real Estate Consultancy works primarily with overseas clients, both investors and end users, interested in Thailand property. In order to serve its diverse client base, the company has built a multi-lingual sales force with experts from around the globe. With more than 100 employees coming from different disciplines, including real estate, asset management, hedge fund management and finance, Angel Real Estate Consultancy brings a new perspective to property that clients can appreciate.

### What makes Angel Real Estate Consultancy different?

#### 1) The best possible products and services

Angel Real Estate Consultancy represents projects with the best location in terms of convenience, comfort and connectivity as well as ones with superior amenities and facilities. It also

ensures that the project guarantees an adequate amount of growth in terms of rental and capital yield.

#### 2) Exclusive and privileged projects and services

Angel Real Estate Consultancy has exclusivity for a number of high-profile projects from leading developers. The company also provides privileged care to customers starting from their entry as investors until their exit as profited resellers. Only Angel Real Estate Consultancy property buyers can take advantage of the company's aftersales property management, rental and resale services.

#### 3) Complete property solutions

Starting from land acquisition, project financing, project marketing, project sales, documentation, title transferring, and property management to resale and rental services, Angel Real Estate Consultancy does it all.





## What type of projects does Angel Real Estate Consultancy have in its portfolio?

Angel Real Estate Consultancy works with many leading Thai developers such as Major Development, Ananda, Siamese Asset, MQDC, Prukso, LPN Development and Property Perfect. The agency focuses on projects that are located within the CBD or in the outskirts of the city centre that are priced in the mid-range segment of the market. Additionally, the company has some remarkable developments available for sale in Phuket, Pattaya and Chiangmai. All units for sale are located in high quality developments and are available at competitive prices.

## Unique service

Angel Real Estate Consultancy provides pre-existing customers as well as new investors,

buyers and condo owners with the opportunity to join the firm's exclusive Angel Club Thailand programme. Members of the club receive VVIP treatment with butler; health and medical; education; culinary and hospitality; visa; and legal services all offered. The goal of Angel Club Thailand is to provide foreign investors and buyers with any service they might need during their stay in the Kingdom.

## A global outlook

Another unique aspect about Angel Real Estate Consultancy is the fact it can also help clients wishing to purchase property in Japan. The company recently started selling minpaku properties in Japan.

Minpaku, a Japanese alternative of Airbnb, is a popular service that allows real estate investors to take advantage of Japan's tourism boom. Angel Real Estate now represents townhouses

that have minpaku permits in Osaka and will soon have similar properties in Tokyo and Hokkaido. Angel Real Estate Consultancy will be providing the same high level of property management services it offers in Thailand to investors and residents who purchase Japanese real estate.

## Conclusion

With an outstanding range of services catering to overseas property buyers, Angel Real Estate Consultancy is a leader when it comes to buying in Thailand. In particular, the company knows what matters most to investors and provides significant value-added services.

The addition of international property to the Angel Real Estate Consultancy portfolio is exciting and further separates it from the competition.

A large, modern building with a traditional Thai-style roof and a swimming pool at night. The building has a multi-tiered roof with a central spire. The interior is lit up, showing a living area with a sofa and a coffee table. The pool is in the foreground, reflecting the lights from the building and the sky. The sky is a deep blue, suggesting dusk or dawn. The overall atmosphere is serene and luxurious.

# UNIQUELY PHUKET

Boat Pattana isn't simply a developer building projects in Phuket. They live and breathe the area focusing on today, tomorrow and the future. With ten years of experience and more than 20 completed developments, the company continues to bring one-of-a-kind projects to the market that both local and international buyers love.

To fully understand the bond Boat Pattana has with Phuket, all you need to do is look at the

company's Corporate Social Responsibility (CSR) efforts. From making donations to local schools and hospitals to supporting local SMEs, Boat Pattana aims to improve life for everyone on the island and beyond.

"We think that CSR is important because we all want to live in a good society where everyone is healthy and happy. It is important to contribute positively towards making this a reality. Moreover, Boat Pattana is also concerned

about the environment and energy conservation. We want to help create a sustainable environment. For example, using energy saving designs is a key part of our philosophy," Khun Panupong Kritchanarat, CEO at Boat Pattana, details.

These efforts are all part of the company's business vision to be the leading tourism and leisure property developer in the Andaman Provinces of Thailand. Boat Pattana believes it should deliver





high value to all of its clients by offering creativity, mutual trust and a strategic partnership. These three traits form the core of the firm's company culture.

"With our strong beliefs, vision, mission and corporate culture, we think that we are unique and can create the most value for our customers while also helping improve Phuket," Khun Panupong states.







## Unparalleled design inspired by nature

This is the Boat Pattana philosophy and it is what drives the look and feel of the company's projects. Additionally, the homebuilder looks to adapt its philosophy so every development suits both the location and the target client. This ensures unique projects that are unlikely anything else found in Phuket.

A great example of the Boat Pattana philosophy come to life is at its Deva Escape project. The luxury private pool villa development is situated close to Bypass Road, one of Phuket's most popular locations for upscale residences. Knowing this, the company went above and beyond to build something not before seen in this area.

"Deva Escape Villas are very rare and incredibly exclusive. We only built five units. All five of these unique villas feature a lot of high-skilled craftsmanship from the trained workers who helped create them," Khun Panupong explains. "Some architectural elements are inspired by the 1000-year old stone castles found in Thailand. Our customers are very satisfied with the design and the uniqueness of their mini castles."

He continued, "Many other customers want us to build these



type of residences. They are unique for ultra high-end villas, but we can't recreate what we did at Deva Escape. That is due to our commitment and promise to only create five units in the style of Deva Escape."

It is not just Deva Escape Villas that gets Boat Pattana's signature treatment. Each of the developer's projects has a unique style. Casa Riviera, Casa Signature and Project F are all luxury developments, but each one has a different style and perspective that makes it unique.

## Shambhala Grand Villa: A unique investment

Shambhala Grand Villa is one of the newest projects from Boat Pattana. The exquisitely designed pool villa development caters towards investors who want an eye-catching property that will be popular among tourists visiting Phuket. To this end, Shambhala Grand Villa is situated close to Boat Avenue and the Cherng Talay area.



Additionally, Layan Beach, Bang Tao Beach and the new Porto de Phuket by Central Group, some of the island's most popular tourist destinations, are all nearby. And while the location is excellent, the Boat Pattana philosophy will ensure the project is truly unique.

"Shambhala Grand Villa has two- and three-bedroom pool villas and each one comes with furniture, room amenities and all basic electrical appliances. This means they are ready to be rented out upon completion," Khun Panupong notes. "The plot size starts at 360 square metres and goes up to 600 square metres ensuring the spaces are large and offer plenty of privacy."

Khun Panupong confirms that construction on Shambhala Grand Villa will begin in October 2019 and should be completed by the end of next year. This means that owners can begin renting out their villa during the high season of 2020. And thanks to the unique design, these properties will be in high demand as soon as the project opens.

"Our architect team utilised Tibetan design elements mixed with modern Oriental style to make Shambhala Grand Villa truly unique. You won't see another development like it," Khun Panupong says. "The key difference to these villas is the double master bedroom. We

considered the occupancy of guests and came to understand no one wants to choose between a bigger or smaller bedroom. Our design makes it so guests all get to sleep in the same size master bedroom."

## Shambhala Grand Villa ownership and investment

There are a few options available for investors interested in buying a residence at Shambhala Grand Villa. Thai buyers are able to purchase a villa on a freehold basis. Meanwhile, international buyers are able to acquire a unit on a leasehold basis, which guarantees rights for up to 90 years.

Investors can also take comfort in the fact that Boat Pattana's strategic partner will manage all villas and handle renting out the property throughout the year. Buyers can experience the property management first hand should they be in Phuket. The project's free stay policy allows villa owners a set number of complimentary nights each year. The policy is as follows (terms and conditions apply):

**1<sup>st</sup> year:** 14 days  
**2<sup>nd</sup> year:** 7 days  
**3<sup>rd</sup> year:** 7 days

Shambhala Grand Villa guarantees returns of six percent to buyers during the first three years of the project. However, this is only the tip of the iceberg. Thanks to the proven track record of Boat Pattana along with the unique design of Shambhala Grand Villa and the project's great location, it will prove to be an ideal investment.

"We strongly believe that once Shambhala Grand Villa is completed, it will be one of the best projects in terms of value for investment and location. It is one of the closest, if not the closest, residential project to Boat Avenue and Porto de Phuket, an area where values are already increasing. Our clients will enjoy both capital gains and rental returns that they will be happy with," Khun Panupong concludes.



# Boat Avenue

leads transformation of Phuket's  
Cherng Talay



Cherng Talay and the nearby Bang Tao Beach have always been a popular spot for tourists in Phuket. The area is also known as Laguna due to the massive resort area bearing this name that contains seven hotels including Banyan Tree Phuket, Angsana Laguna Phuket and Dusit Thani Laguna Phuket.

The resorts are nice, but Cherng Talay lagged behind Patong and other more developed areas of the island. A lack of retail spaces, restaurants and other facilities meant guests who wanted to leave the area would need to trek 20 to 30 minutes in order to find something.

That all changed in 2012 with the opening of Boat Avenue. The mixed-use commercial mall, one of developer Boat Pattana's most ambitious projects, welcomed international grocery store Villa Market, many high-quality local restaurants and businesses under retail giant Minor Group to Cherng Talay.

When developing Boat Avenue, Boat Pattana dreamed of creating something unique. They strived to build a place that had never been seen before on the island. In order to accomplish this, the company had to think outside the box.

Boat Pattana came up with the idea to develop Thailand's first container mall. This allowed it to construct an eco-friendly development that also embraced Phuket's status as a port. The firm used old shipping containers and the mall makes up an integral part of Boat Avenue.

## Go inside Boat Avenue

Boat Avenue has become a hub for central Phuket with both tourists and the local population flocking to it. In fact, the shopping centre is an informal meeting spot for many people due to its close proximity to most points. Phuket International Airport, Patong and Phuket Town are all less than a 30-minute drive away.

Location isn't the only positive. You can enjoy food from around the world at Boat Avenue. Mexican, French, Chinese, Italian, American and, of course, Thai restaurants can all be found here along with a few coffee shops.





There is also the aforementioned Villa Market for those wanting ingredients to do the cooking themselves. You will find a wide range of foods from around the world with a good selection of UK and US favourites.

Boat Avenue is home to several boutique clothing stores as well. A couple of furniture and home improvement shops, ATMs and free parking can also be found in the shopping complex.

## Cherg Talay keeps growing

Boat Avenue has served as a catalyst for development in the Cherg Talay area of Phuket. There is no better example of this than Thailand's largest retail player, Central Group, deciding to launch a THB1 billion (USD32 million) development in Cherg Talay.

The exciting Porto de Phuket is expected to open in late 2019 and will be the first luxury shopping complex in this part of Phuket. More than 65 percent of the development will be dedicated to green spaces as Central Group envisions it as a modern lifestyle hub.

In addition to international restaurants, a department store and plenty of branded shops, Porto de Phuket will host playgrounds, beauty spas and dedicated areas for pets. There is also a space reserved for sellers of local products.

The developer believes at least three million tourists will visit Porto de Phuket every year, which would immediately make it one of the most popular shopping malls in Phuket.

This type of development would have been unheard of ten years ago, but Cherg Talay has established itself as a key area of Phuket. International visitors enjoy the surroundings and easy access to the beaches. However, it's hard to envision Laguna becoming such a key place without Boat Avenue.

**For more information on Boat Avenue,**  
please visit [www.boatavenuephuket.com](http://www.boatavenuephuket.com)

# NEW TOWN PLANNING RULES AND INFRASTRUCTURE PROJECTS

## COULD HELP POWER PHUKET PROPERTY MARKET



Phuket could transform from tourist destination to a hub for meetings and events if the Thai Association for Town Planning receives approval for its blueprint to revamp the island. The government hopes these plans spur infrastructure investment throughout Phuket and could ultimately drive up land prices.

The current draft of the new town planning regulations would allow for the construction of high-rise structures along the coast of Phuket. Current laws state a building within 50 metres of the shore can be no taller than six metres while buildings between 50 and 200 metres from the beach can be no taller than 12 metres.

The proposed new town plan would allow developers to build structures of up to 15 storeys along the coast and up to 25 storeys elsewhere on the island. The Interior Ministry continues to hold public hearings and reviews and no changes have been approved as of yet.

However, should the new town plan gain approval, Thai Association for Town Planning President Thapana Boonyapavit believes more than THB300 billion of investment could be expected in Phuket. The Thai government has stated its desire to turn Phuket into a major player for meetings, incentives, conferences and exhibitions, also known as MICE, and this would support those ambitions.

Earlier this year, the government announced that it is planning to spend THB1 billion on constructing four convention centres near Patong Beach.

"In the next five years, a Mice district will be constructed near Patong Beach, where all roads will be designed to be pedestrian-friendly," Thapana told the Bangkok Post. "The roads leading to Phuket airport will be upgraded and the number of public buses will be increased."

Also in the works is a second airport that would help reduce the burden currently on Phuket International Airport. Phuket's second airport will be built at a cost of THB70 billion. The project has

already been approved by Airports of Thailand and construction is expected to begin this year. No opening date has been set, but the government did say it would be finished no later than 2025.

The new town plan, along with the current planned infrastructure projects, should benefit the Phuket property market with land prices likely to soar.

"This will help spur Phuket's economy and drive up the price of land by two to three times," Thapana concluded.



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English

中文

Русский

# Football & Property:

Why Manchester is the city that keeps winning



Manchester City once again won the Premier League for a second year in a row and has a chance to add the Champions League trophy to cap its impressive season. Regardless of if you love or loathe the Citizens, it's impossible to deny the success they've had. At this point, you're probably wondering what exactly this has to do with real estate.

Well, much like how Manchester City climbed to the top of the Premier League, the Manchester property market is arguably the best performing one in the UK. Thanks to fast rising property prices, a bullish rental market and strong peripherals, the city has become a bona fide hotspot among real estate investors.

## Why Manchester property investment?

Manchester is delivering property investors the highest levels of price growth in the UK and it looks set to carry on into the future. Research from Cushman & Wakefield found that housing prices could rise by as much as 57 percent between 2018 and 2028 placing the city at the top of the UK residential price growth table.

But that is only half of the story. Rental yields in Manchester are among the highest in the UK. As of November 2018, average yields in Manchester were 69 percent higher than those in London. Looking long-term, Manchester property investors will continue to achieve a continual growth in their annual rental returns as the city's rising population puts further pressure on the rental sector.

Annual Rental Growth in Manchester	
2019	3%
2020	3%
2021	3%
2022	3.5%
2023	3%
Total cumulative growth 2019-23	16.5%

*\*Research from JLL*

## What's driving the Manchester Property Market?

Perhaps the most exciting aspect of Manchester real estate investment is the what's driving the market. To start with, Manchester is officially one of Europe's fastest growing cities. The Manchester City Council is supporting an ambitious plan to create a world-class city by 2025 and is focusing on everything from education to infrastructure in order to accomplish its goal.

The business community has already taken note of this push and several multinational corporations, including Amazon and Hewlett Packard, relocated or opened satellite operations in Manchester. The local government estimates that 16,300 new jobs will be created in the city centre by 2021, the highest total in the UK.

Where there are jobs, people will follow and this has been the case in Manchester. The city has become especially attractive for Londoners looking to escape the capital's soaring property





prices and lack of employment opportunities. The Guardian reported that nearly 300,000 people are moving out of London each year with Manchester among this group's most popular destinations.

What's more, Manchester has a 69 percent graduate retention rate of its university students, meaning over 68,000 new graduate workers are added to city's economy each year. With graduates staying put, Manchester has built one of the biggest 'Generation Y' populations in the country. This group, aged 18-34, is a key demographic for Manchester's rental market.

### Where are the Manchester real estate opportunities?

Between 2018 and 2022, 11,000 new jobs in the Manchester city centre are forecast to be created, but only 4,000 new purpose-built rental homes are set for delivery during this time, according to Colliers International.

At the moment, 70,000 people now live in the Manchester city centre with the majority renting an apartment. Looking ahead, the Manchester City Council reported that most population growth is going to be concentrated in city centre and surrounding wards during the next six years creating a huge opportunity for property investors in this area.

At the moment, Manchester city centre apartments are getting up to 10 enquiries per property with The Manchester Evening news finding that some apartments tenanted within one hour. For real estate investors, finding new

build developments in the city centre is key if they want to take advantage of the rental market.

Elizabeth Tower at Crown Street is currently one of the fastest selling projects in Manchester. Located at the gateway of the city, this iconic 52-storey tower will be one of the highest residential buildings in the UK once completed. The development features breathtaking facilities that will ensure it becomes one of the most in-demand residential addresses in Manchester.

The 52-storey tower is situated within walking distance of Manchester's key economic hubs and vibrant leisure attractions with Deansgate, Manchester's main high street, and Spinningfields, the city's main financial district, both minutes away.

Select Property Group, the UK's leading property investment specialists, is representing Elizabeth Tower at Crown Street. The firm offers an end-to-end approach to UK property investment that is unrivalled in the marketplace. With offices in Europe, the Middle East, Southeast Asia and China, the company's talented worldwide investment teams offer a truly bespoke service, no matter where clients are.

Due to the strong Manchester property market and high interest in the development, units will only be available for a limited time. Select Property Group recommends interested investors to act quickly in order to secure a unit.

**For more information, please visit:**  
[www.selectproperty.com](http://www.selectproperty.com)





An aerial photograph of London, England, featuring the Tower Bridge and the River Thames. The city skyline is visible in the background, with numerous buildings and green spaces. The lighting suggests a sunset or sunrise, with a warm, golden glow over the city.

# 3 THINGS TO UNDERSTAND ABOUT LONDON PROPERTY INVESTMENT

While the media frets over Brexit and the UK political situation, the country's real estate market has opened up. In London, property prices have fallen from their 2014 peak with transaction levels remaining low in 2019. But this doesn't tell the entire story.

The falling pound has given overseas buyers newfound financial strength. International investors who may have not been able to afford London properties in the past can now enter the market. Before jumping in head first, there are a few things you should understand about London property investment.



## 1

**BREXIT EQUALS OPPORTUNITY**

On the surface, there is a lot of negativity surrounding Brexit. But for London property investment, it has actually turned into a great opportunity. As mentioned earlier, the significance of the falling pound should not be understated. International buyers who were priced out of London earlier in the decade are now finding it to be full of exciting, affordable real estate opportunities.

And while Brexit has been a drag on housing prices, this is only a short-term situation. A poll conducted by Reuters found that most economists believe Britain will eventually agree to a free trade deal with the EU and this will see London home prices rise by one percent in 2020 and 2.5 percent the following year. Meanwhile, Savills is forecasting 5-year price growth of 12.4 percent between now and 2023.

Looking at the situation from a historical perspective can also provide some context. Stats from the UK's Office of National Statistics show that the average London house price has increased by 580 percent over the past 30 years.

## 2

**LONDON'S CENTRAL AREAS REMAIN A TARGET**

London property investors have a lot of options when it comes to where they should invest. Fringe areas around the UK capital have grown in appeal, but London's central areas, Zone 1 and Zone 2, remain the best areas for real estate investors wanting to rent out their property.

Rental yields vary from two to five percent for central London residences depending on the neighbourhood. This isn't as high as fringe areas around the city, but demand in Zone 1 and Zone 2 is far stronger. Some real estate agencies are reporting as many as 14 aspiring tenants registering for every rental listing they have in prime London. However, it is a renter's market on the outskirts of the city with more supply than demand.

The reasons for the strong demand in the city centre are straightforward. Many people can't afford to buy property in central London, but still want to live here. Additionally, the UK government cut tax relief landlords were eligible for in 2017 and that led to a huge sell off of rental properties. This squeezed supply and saw demand surpass supply in Zone 1 and Zone 2.

## 3

**PROJECT QUALITY MUST MATCH THE LOCATION**

Overseas buyers must understand that location isn't the end-all, be-all when it comes to London property investment. It is important, but people willing to rent properties in prime London are expecting the best. If the quality of a residence doesn't match the location it's in, letting it out will prove difficult.

With more than 20 years' experience, Regal London has an unbeatable track record of delivering outstanding residential-led, mixed-use schemes in central London.

Each of the developer's more than 3,000 residential units completed and underway boast Regal London's hallmark of quality, with superior specifications. From elegant building designs to interiors created with innovation, detailing and craftsmanship, Regal London projects do not compromise on quality. The firm has even partnered with renowned interior designer Kelly Hoppen OBE on past developments.

Projects from Regal London include The Atelier in West Kensington, a stylish development embracing the sophistication of London's most prestigious neighbourhood, and The Compton in St. John's Wood, a luxurious project designed to be chic, comfortable, luxurious and functional.

Thanks to its meticulous attention to detail, Regal London isn't just building places to live, but capturing what makes central London special. For investors, they can rest assured that they are buying from a developer who knows the market inside and out.



*The Compton*





## INNOVATIVE SOLUTIONS WITH A TRADITIONAL APPROACH, THE NEW WAY TO INVEST IN UK PROPERTY

UK real estate investment is hardly a new trend. However, many investors in Asia opt for traditional, buy-to-let options. These are lucrative, but not hands-off options. Knight Wood Assets takes an innovative approach to UK real estate investment by empowering clients with a diverse range of hassle-free solutions.

"Whilst owning a traditional buy-to-let property is a large part of our business and a great way to make money, it is not for everyone. Being a traditional-style landlord comes with responsibilities, so we focus more on truly hands-off property investments," James Shepherd, CEO of Knight Wood Assets, says. "This could be done with one of our assured rental guarantee programs or a property bond where you are loaning money to an experienced property developer for a fixed time period and fixed interest rate, as opposed to physically buying a property."

But property bonds are just one of several UK real estate investment solutions Knight Wood Assets

provides. With a deep knowledge of the UK property market, the firm offers access to investments that may otherwise be unavailable to the individual investor.

"At Knight Wood Assets we pride ourselves in offering clients multiple ways to invest in and take advantage of the buoyant UK property market. Whether trying to achieve income for retirement or capital growth to build up savings we have various options for investors with buy-to-let, property bonds and alternative property investments," Shepherd explains. "We are also a market leader in UK Care Home investment provision, this gives normal retail investors access to lucrative care home property investing which previously was only available to large corporations."

### Doing business the right way

Knight Wood Assets has worked hard to build its reputation, track record and experience over the

years. In Asia, the company has hosted events in Hong Kong, Singapore and Malaysia while cultivating an extensive network of agents and clients throughout Southeast Asia.

The international reach of the company is natural given the demand for UK real estate in Asia. However, the vast distances haven't prevented Knight Wood Assets from taking a more traditional approach to business.

"Despite having an international client base, we do not let this stop us from doing the majority of our business face-to-face. It is the best way to do business and the best way to understand what a client is looking for, along with building trust. Getting to travel the world and meet new people is also a rewarding part of the job," Shepherd details.

This approach to business allowed the firm to grow organically on the back of another very traditional method, word-of-mouth referrals.

"When clients make money from property investing, naturally they want to tell their friends and family and share the experience with them. We offer our clients a referral fee if they wish to support us in this way so that the relationship is mutually beneficial and a way for clients to further profit from our investment opportunities," Shepherd notes. "Our successful referral program is something that our clients choose to take advantage of."

What would a Knight Wood Assets' client tell you about the company? It would most likely touch on the fact Knight Wood Assets delivered exactly what they said they would. That's because, as Shepherd points out, the firm has a 100 percent success record in doing just that.

**For more information, please visit:**  
[www.knightwoodassets.com](http://www.knightwoodassets.com)



# Notable UK property investment locations

## outside of prime London



When most people think of UK property investment, they tend to focus in on prime London. And while these trophy properties do provide steady returns, those investors who care more about asset performance are better served looking elsewhere in Britain.

London commuter belt apartments and property in Northern Powerhouse cities such as Liverpool can provide stronger rental yields and higher appreciation than traditional investment destinations. For example, six Liverpool postcodes were in *Totally Money's* top 25 best buy-to-let areas last year. Yields nearing ten percent were recorded in some areas with six Liverpool postcodes achieving yields of 6.8 percent or greater.

And while rental yields in notable London neighbourhoods like Chelsea and Kennington sat around the 2.5 percent mark in 2018, several London commuter belt communities were approaching five percent. Meanwhile, investment in Liverpool and the London commuter belt provides far more value for money than prime London at the moment.

"For international investors, the market currently provides an opportunity to get more value for their money. Brexit has ultimately increased the appeal of what is already a highly attractive market for property investors," Jerald Solis, Experience Invest Business Development and Acquisitions Director, says. "In terms of capital growth, the British property market has historically held its own in time of political uncertainty."

Of course, Brexit isn't the only thing real estate investors from Southeast Asia should consider when looking at UK property. There are a number of market factors that make Liverpool and the London commuter belt attractive places for real estate investment.

"Putting Brexit to one side, buy-to-let investors should always consider supply and demand. Across the country there is a national housing shortage and with demand for property remaining consistently high,

homebuilders are under increasing pressure to build more properties," Solis notes. "The shortage of housing has priced many first-time buyers out of the market, forcing them into rental property. For buy-to-let investors, there is real opportunity to secure strong rental returns in the coming years."

### POTENTIAL UK INVESTMENT PROPERTIES

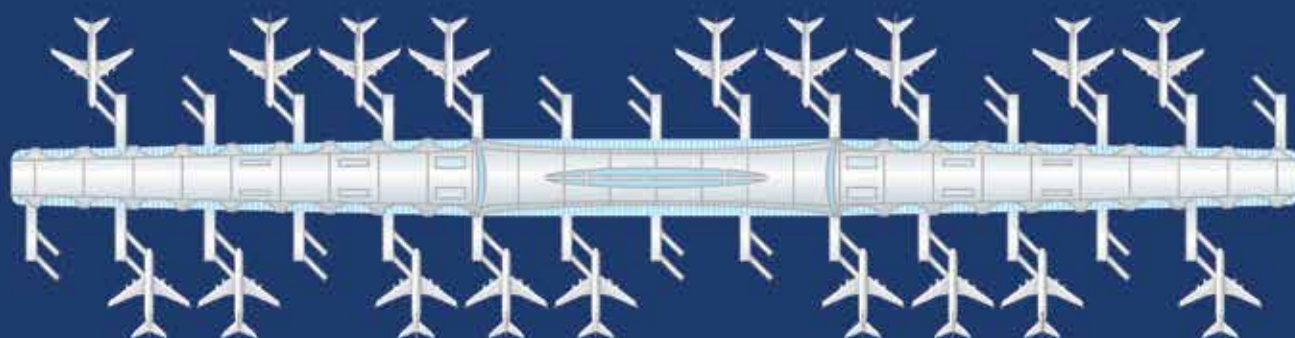
Experience Invest has a number of outstanding Liverpool and London commuter belt projects in its portfolio. Investors will be able to enjoy passive rental income from a fully managed property in these high-performing markets. In Liverpool, the company has Infinity Waters, an impressive triple-tower development in the city centre.

"The project will offer highly desirable apartments to the local property market. The complex will contain world-class facilities and the development is expected to be very popular with local workers and young professionals, making this opportunity ideal for buy-to-let investors," Solis states. "Experience Invest is offering apartments within the development with a 15 percent early investor discount. Investors will also secure an assured three-year NET rental return of seven percent per annum."

Those eyeing the London commuter belt should consider Imperial Square in Luton that is only a 22-minute train journey from Central London. This off-plan property investment is ideally situated to serve growing demand from London commuters looking for living space within easy travelling distance of the capital.

"Designed to maximise investor returns, one- and two-bedroom apartments within this residential development are available with a 20 percent early investor discount and an assured six percent NET rental return for two years," Solis explains. "Delivered by an award-winning developer, upon completion, each apartment will have a 10-year NHBC Warranty and will be fully managed by a leading management company."

# HOW BIG IS THE SUVARNABHUMI AIRPORT EXPANSION CONCOURSE?



1 KILOMETRE



9 FOOTBALL PITCHES



SIAM BTS TO CHIT LOM BTS: 900 METRES

## SUVARNABHUMI AIRPORT EXPANSION CONCOURSE VS OTHER NOTABLE BUILDINGS



SUVARNABHUMI AIRPORT  
EXPANSION CONCOURSE

**216,000**  
SQUARE METERS



KING POWER  
MAHANAKHON

**150,000**  
SQUARE METERS



CENTRAL  
CHIDLOM

**68,000**  
SQUARE METERS



IKEA  
BANG YAI

**50,000**  
SQUARE METERS



# MASSIVE AT FIRST SIGHT, BUT JUST HOW BIG IS SUVARNABHUMI AIRPORT EXPANSION CONCOURSE?

If you've flown in or out of Suvarnabhumi International Airport recently you probably noticed the large building being constructed opposite the main terminal. The structure has sprung up quickly over the past 12 months thanks in no small part to the innovative building materials being used.

The building is the Suvarnabhumi Airport expansion concourse and it will boost the facility's capacity by 15 million passengers when it opens. If that sounds like a lot, it is. And this means the new concourse needs to be big enough to handle the vast amount of people who will use it.

So just how big is this structure? For starters, it is about one kilometer in length. To put this into perspective, the new terminal covers more distance than what's found between the Siam and Chit Lom BTS stations with a hundred or so meters to spare. And if you factor in width, it covers more area than nine football pitches.

In terms of similar buildings, the Suvarnabhumi Airport expansion concourse is very close in size to Singapore Changi Airport Terminal 4. The new terminal at Changi can handle up to 16 million passengers per year and has a total of 21 contact gates and eight bus gates. The

Suvarnabhumi Airport expansion concourse will be able to accommodate 15 million passengers annually and will have 28 contact gates.

But there is more to a building than its length or how it compares to similar structures. The true size of the Suvarnabhumi Airport expansion concourse really comes to light when you look at the amount of material used in its construction. In many places throughout the three-story concourse, builders opted to use INSEE SUPERBLOCK panels, a pre-fabricated concrete panel solution, instead of traditional brick and mortar solutions.

A total of 100,000 square meters of panels will be used in the construction of the concourse building. Of course, you're probably now wondering just how big 100,000 square meters is?

In order to place into to context, let's compare the size to other buildings. There is no shortage of high-rise condominiums in Bangkok these days. These buildings take roughly 25,000 square meters of pre-fabricated panels to complete. And while it's impossible to say the Suvarnabhumi Airport expansion concourse is the exact same size as four high-rise condominium buildings, but it is close.

That's good, but how does compare to current Bangkok landmarks. Well, Central Chidlom is 68,000 square meters. The largest IKEA in Southeast Asia is IKEA Bang Yai and that's only 50,000 square meters. Yet, it will take less time to install the 100,000 square meters of pre-fabricated panels at the Suvarnabhumi Airport expansion concourse than it took to for work to get done on either one of those small projects.

Central Chidlom took years to build before finally opening its doors to shoppers in 1973. The reason it took so long was to due limited technology. Brick and mortar was the only way to go back then.

Meanwhile, it took nearly two years for work on IKEA Bang Yai to be completed. Installation of the 100,000 square meters of pre-fabricated concrete panels at the Suvarnabhumi Airport expansion concourse, will have taken less time despite being double the size.

So, just how big is the Suvarnabhumi Airport expansion concourse? It's really big. But it has taken less time and money to build than other similarly sized structures thanks to innovations in construction including the use pre-fabricated concrete panels.



# WHAT IS PROPTech

AND WHY DOES IT MATTER  
IN SOUTHEAST ASIA?





You've probably heard the word proptech being thrown around recently. And you don't exactly need to be Sherlock Holmes to figure out it stands for property technology. But that doesn't exactly tell you what it is, or why it matters for that reason.

Let's start with what proptech is not. It's not some nebulous thing that will change everything about real estate, despite what people wearing jeans on stage at various conferences passionately claim. Remember a few years back when this same group was shouting about how fintech was going to render currency obsolete?

Well, I don't know about you, but I just had to get cash out of an ATM. This isn't to say there wasn't a grain of truth to what was said regarding fintech. It is now far easier to pay using QR codes and various apps and we've seen advancements in this sector. However, they were not as grandiose as promised.

Similarly, expectations should be tempered when it comes to proptech. While its impact has already been felt, both globally and in Southeast Asia, it's not going to change everything you knew about property. It will instead support, streamline and augment the industry.

## What is proptech?

In a 2018 JLL report, the consultancy described proptech as, "the utilisation of technology as a solution to challenges in the real estate sector. Specifically, technology is used to create or renovate services offered in real estate to buy, sell, rent, develop, market and manage property in a more efficient and effective way."

Proptech companies can take on many shapes and sizes. For example, Dot Property is a proptech company. In fact, property portals were among the first proptech businesses onto burst on the scene.

Proptech can also involve ways to improve property management or the living experience. For example, Thai developer Sansiri has invested in this type of proptech developing all types of gadgets for use at residential developments. These include the much talked about Sandee robots that deliver packages to residents.

Property buying and the transaction process have also been targeted by proptech firms looking to bring more transparency and flexibility to this area of the industry. BitOfProperty is just one firm working in

this space. The company wants to improve international real estate investment while tapping into crowdfunding. It has developed a decentralised, blockchain platform to allow for all of this.

Even co-working is considered to be proptech despite the fact it's almost all property and little tech. In fact, it could be the largest single offshoot of proptech at the moment. Look no further than WeWork to see co-working's importance. The company is among one of a few proptech unicorns that have a valuation of more than USD1 billion.

## Why does proptech matter in Southeast Asia?

Proptech obviously has a far-reaching impact on the real estate industry as a whole. From changing how we find and buy property and bringing clarity to the transaction process to improving the buildings we live in, proptech could impact just about everyone although the size and scope may vary. But the bulk of these changes will be incremental improvements, not wholesale revolution.

It should be noted that proptech is much more expansive than this. Everything from Virtual Reality to blockchain and cloud platforms are being leveraged in attempts to revamp just about every single aspect of the real estate industry.

"As more and more processes are digitalised, many established industries are finding that the usual way of doing things has been disrupted," Anthony Course, JLL Asia Pacific CEO, said. "We believe real estate is next, so it's vital that advisors, brokers, investors and startups recognise the challenges and opportunities ahead. Data analytics, artificial intelligence, the Internet of Things, virtual reality, blockchain, all of these will change how we invest in and occupy real estate in the future."

This isn't the only reason proptech in Southeast Asia matters. The sector is also big business and one that is prime for growth. According to Cento Ventures, a Singapore-based venture capital firm, of the USD14 billion invested in global proptech last year, only USD380 million was committed to Southeast Asia.

And yet, when you scale out to the Asia Pacific region, these numbers increase significantly. JLL found that 179 proptech startups in the Asia Pacific region have raised nearly USD4.8 billion in funding between 2013 and 2017. However, the bulk of the investment went to China.

## Feature

As JLL noted, Southeast Asia has begun to catch up with both local firms and international investors getting involved. Several Thai developers started their own venture capital arms with the sole focus being on proptech investment. They have combined to commit an estimated USD100 million to the sector.

The previously mentioned WeWork is also investing heavily in the region. The co-working giant has set aside USD1.4 billion to help expand its reach in China, Japan and the Asia-Pacific region. This includes recently opened spaces in Thailand and Vietnam.

Finally, PropTech matters because it can also find itself pushing the boundaries of local laws. Airbnb continues to be a hot button issue in several Southeast Asian countries because there are no regulations to govern it. In Thailand for example, some government officials claim the service falls under an act covering condo buildings while others believe it should be covered by hotel legislation.

There is also the cautionary tale of Roomorama. The Singapore-based platform was similar to Airbnb but expensive regulatory issues dogged the company for years. Those legal challenges, along with a highly competitive market, forced Roomorama to close its doors in 2017.

This could even be the most interesting impact proptech has in Southeast Asia. As new companies and technologies look to push the envelope and blur lines, will governments be able to quickly adapt to these changes? The ultimate success or failure of proptech in Asia will likely be tied to the answer.







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

**Launch date:** Quarter III 2017  
**Expected completion date:** Quarter I 2019  
**Total number of units:** 66 units (26 villas and 40 semi-detached houses)

**Facilities:** 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).

**Sales office contact details:** Century Land Joint Stock Company - CenLand  
**Email and website:** [truyenthongtapdoan@cengroup.vn](mailto:truyenthongtapdoan@cengroup.vn)  
 and <http://www.khaison.vn>, <https://www.cenland.vn>



# PROPTech IS SET TO TAKE-OFF IN SOUTHEAST ASIA

Southeast Asia is not a backwater when it comes to proptech startups, but the sector has failed to take off in the same manner as fintech. However, this could soon be changing. Challenges and competition throughout the Southeast Asia real estate sector means proptech is needed now more than ever before.

"Proptech, to be placed in context, has lags behind the fintech revolution by almost a decade in Southeast Asia. One of the contributing reasons is that the real estate sector across Southeast Asia has enjoyed strong organic

growth and the traditional way of doing things yielded good profits," Pauline Chong, Principal at Cento Ventures, states. "This is quickly changing with rising financing costs and a cooling economic climate. There is now a strong incentive for real estate corporates and governments to invest in an improved way of delivering a better customer experience and improved productivity across the sector."

According to Cento Ventures, a Singapore-based venture capital firm, there was USD14 billion invested in global proptech last





year, but only USD380 million was committed to Southeast Asia. This means there are opportunities, especially for local startups, to succeed in the proptech space if they can tap into what the local markets need.

“Proptech is relatively underinvested into compared with other VC investment themes such as fintech, gaming and consumer tech. Cento Ventures’ near decade of tech investing in this region tells us that Asia-based startups remain highly relevant as their business models are calibrated for our region,” Chong says. “Hence,

to achieve the right proptech solutions our region requires us to invest back into our region to build regional winners.”

Before looking too far ahead, it’s necessary to look back and ask: why did fintech take off in Southeast Asia while proptech took a back seat? A lot of it was due to circumstance.

“In countries such as the Philippines and Indonesia, fintech initiatives have taken off largely around providing financial services to the unbanked. Micro lending, P2P lending have all gained

traction as traditional banking systems have been unable to cost effectively reach this group of consumers,” Chong explains. “In more financially developed markets in Southeast Asia, such as Singapore, Malaysia and Thailand, fintech received a strong boost from governments and banks to move towards digital transactions and cashless societies.”

### Proptech moves forward in Southeast Asia

Chong notes that there are a dozen real estate corporates in the region



Pauline Chong

already trialing new innovation products to better business operations, from construction tech to sales management tools. This can be seen as an indicator that Southeast Asia is ready to embrace proptech going forward.

Property developers in Southeast Asia are getting in on the act as well. One of Thailand's largest developers, Sansiri, announced that it would invest USD47.3 million in proptech between 2018 through 2020 via its Siri Ventures arm. Also in Thailand, Ananda Development created its own venture capital firm, Ananda Urban Tech, to expand its reach into the proptech sector.

"It is helpful to have forward thinking real estate developers invest in and sponsor proptech. In our experience, a fruitful outcome is when both strategic investor and VC come together to help build an ecosystem. In this way, strategic investors get access to useful technology advancements while VCs help startups to grow and capital plan their business trajectory," Chong notes. "The more engagement we have from real estate corporates, the better inputs there are to technologists to build better solutions."

That being said, developers and large real estate corporates need to be smart about investing in proptech. Massive blanket investments with no clear aims can end up causing more harm than good.

"At the end of the day, it is a question of shareholder value creation for real estate corporates if investing directly into a startup. Is this the best use of corporate resources and management time? Warehousing young startups is challenging as they require a broad array of assistance from product solutioning, business development, valuation assessment to structuring their board and considering financing options," Chong reports.

She continues, "Not all these needs can be satisfied through a strategic investor that has a large existing business to operate. Therefore, we recommend that real estate developers define clearly a stage of proptech investment at which they are ready to engage and resource accordingly for it. They should continue to work with VCs on their proptech investments and portfolios as VCs bring their own set of skills to the table."

### Invest in proptech or property

For investors, they need to ask themselves if they would rather be investing in Southeast Asian property or Southeast Asian proptech.

"The answer to this is particular to the risk and return expectations of the investor. Proptech venture capital investments can be highly lucrative and we see an influx of larger, late stage private equity investors entering the market now,"







Chong says. "Proptech unicorns such as Lianjia in China and Prop Tiger in India are good examples in terms of the value created in these companies. Airbnb is now valued at USD35-40 billion and potentially headed for an IPO next year."

Returns for proptech investors, especially early ones, are staggering. However, the opportunities in traditional Southeast Asia property investments are still worth considering although they may not be as lucrative as proptech investment.

"Property as an asset class has its attractions as well. Its brick and mortar nature and financing leverage can help juice up returns,

but tends to perform high single-digits on a total returns basis. The financial risk is less, but the return profile adequately reflects that," Chong states.

She adds that if an investor is sufficiently capitalised, they can consider spreading out their investments to get a broad portfolio comprising of real assets and private equity/venture capital. It's the proverbial best of both worlds.

#### A unique approach to proptech investing in Southeast Asia

Cento Ventures' proptech fund focuses on the Asia Pacific region. The firm looks at startups that deliver a product or service that

either enables or disintermediates the real estate sector. These can include directly adjacent businesses that address logistics as well as environmental and sustainability solutions since they can impact value creation within the real estate sector.

"Based on our past investment experience, we know the key to unlocking value lies in the in-country or regional know-how to create successful businesses that are well suited to the market needs," Chong points out.

Additionally, the VC firm has plans for a further regional Southeast Asia early stage fund and in addition to the proptech fund. Cento Ventures also has fintech- and fashion tech-focused funds.

"We have almost a decade of investing into early stage startups in Southeast Asia and neighbouring growth markets. Our investment strategy involves looking at digitising sectors and investing early, with a goal of building regional winners," Chong explains. "We take a data-driven approach to assessing investment opportunities and allocate resources to supporting our portfolio companies extensively. We are pro-founder and have a diversity of skill sets and experiences across the firm ranging from VC, tech to private equity, entrepreneurship, banking and management consulting."

**For more information on Cento Ventures, please visit:**  
[www.cento.vc](http://www.cento.vc)

# Phuket property market demand overview

What type of property are buyers looking for on Phuket? What is the preferred price point? We tracked inquiries made through the Dot Property network of websites Between January 2018 and May 2019 to find those answers.

The most in demand property during this time was one-bedroom condominium units in Patong with an asking price of THB3-5 million. Meanwhile, the most inquiries for detached housing, which includes villa properties, was Cherng Talay, an up-and-coming part of Phuket.

Phuket had been a market dictated by noticeable high and low seasons in the past, but a levelling out has taken place in recent years. This is due in part to the island's booming tourism sector. According to Airports of Thailand, Phuket welcomed almost nine million passenger arrivals in 2018, an eight percent year-on-year increase.

That being said, most areas do see an increase in inquiries during the traditional high season (December-February). Some locations also recorded a secondary surge in demand between July and September and this can be partially attributed to people making plans for the high season.





## 1) Patong

- Most in-demand property type: 1-bedroom condo
- Most in-demand price: THB3-5 million
- Busiest months: November 2018, December 2018

## 2) Karon

- Most in-demand property type: 1-bedroom condo
- Most in-demand price: THB3-5 million
- Busiest months: January 2019, February 2019

## 3) Kata

- Most in-demand property type: 1-bedroom condo
- Most in-demand price: THB3 million and under
- Busiest months: July 2018, August 2018

## 4) Kamala

- Most in-demand property type: 1-bedroom condo
- Most in-demand price: THB3-5 million
- Busiest months: January 2019, August 2018

## 5) Cherg Talay

- Most in-demand property type: 2-bedroom house/villa
- Most in-demand price: THB5 million and under
- Busiest months: December 2018, January 2019

## 6) Rawai

- Most in-demand property type: 3-bedroom house/villa
- Most in-demand price: THB8-15 million
- Busiest months: March 2019, September 2018

## 7) Nai Harn

- Most in-demand property type: 3-bedroom house/villa
- Most in-demand price: THB5-8 million
- Busiest months: March 2019, August 2018

## 8) Bang Tao

- Most in-demand property type: 3-bedroom house/villa
- Most in-demand price: THB8-15 million
- Busiest months: April 2019, September 2018

## 9) Laguna

- Most in-demand property type: 4-bedroom house/villa
- Most in-demand price: THB8-15 million
- Busiest months: April 2019, August 2018

## 10) Layan

- Most in-demand property type: 3-bedroom house/villa
- Most in-demand price: THB15-30 million
- Busiest months: May 2019, March 2019

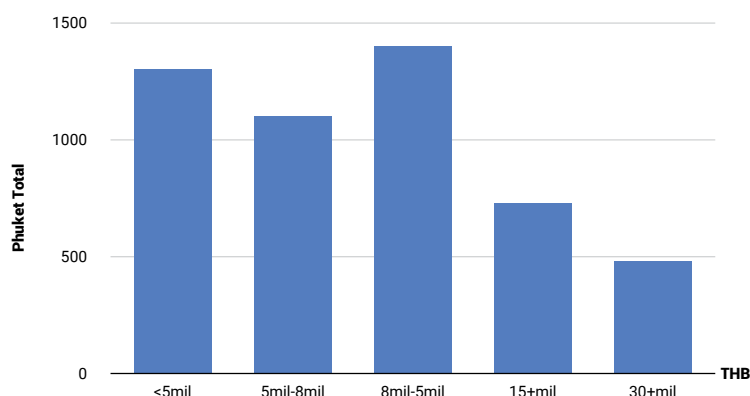
## 11) Surin

- Most in-demand property type: 1-bedroom condo
- Most in-demand price: THB3 million and under
- Busiest months: November 2018, January 2019

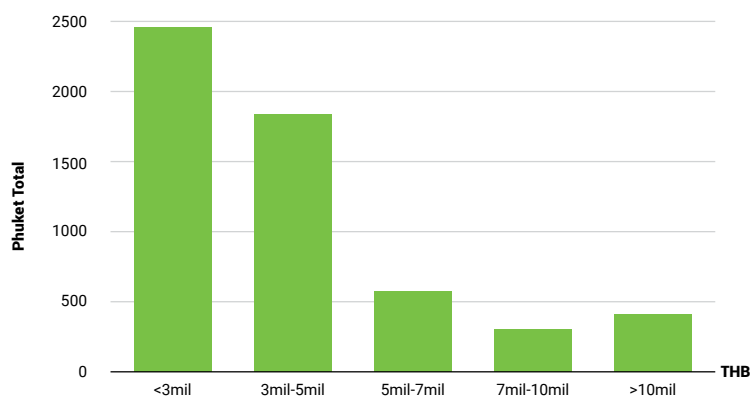
Residential demand in Phuket (Jan. 2019 to May 2019)



Phuket house/villa demand by price



Phuket condo demand by price



# Phuket property demand area highlights



## Patong

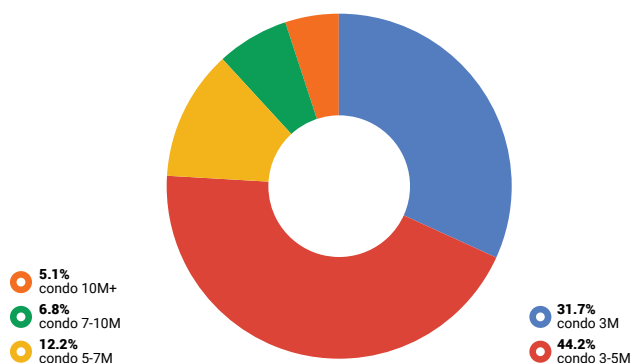
Popular tourist spot Patong had the strongest demand between January 2018 and May 2019. Most of it was for condominium units. One-bedroom units were by far and away the most inquired about unit type, with some interest recorded for two-bedroom units. This correlates with the rise of condotels in and around Patong that cater to investors who also want a holiday home.

More than 75 percent of all demand in Patong was for condominium units priced at THB5 million and less. There was a noticeable increase in interest for units priced above THB5 million between July 2018 and September 2018 while remaining fairly steady during the remainder of the 17-month survey period.

Interest for condominium units in Patong is relatively strong throughout the year with demand peaking towards high season (November-January) and tapering off a bit in March and April. May of 2018 was the slowest month of the survey while demand was close to peak levels in May 2019.

As developers in Patong come to terms with the fact demand for properties is no longer dictated by high and low season, it is likely that the peaks and valleys will continue to dissipate.

Patong condo inquiries by price (Jan. 2018 to May 2019)

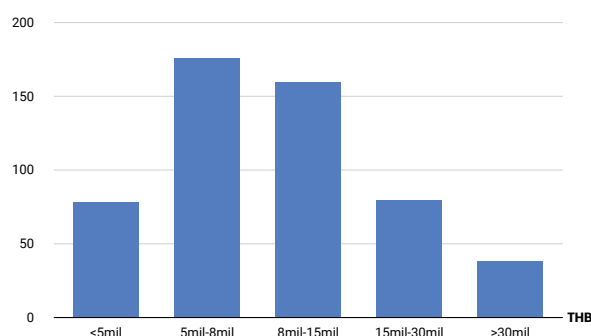


## Kamala

Kamala is home to a wide variety of residential projects which helps explain why demand in this area of Phuket is distributed fairly even between detached housing and condominiums. In fact, there was nearly an equal amount of inquiries for each category between December 2018 and May 2019.

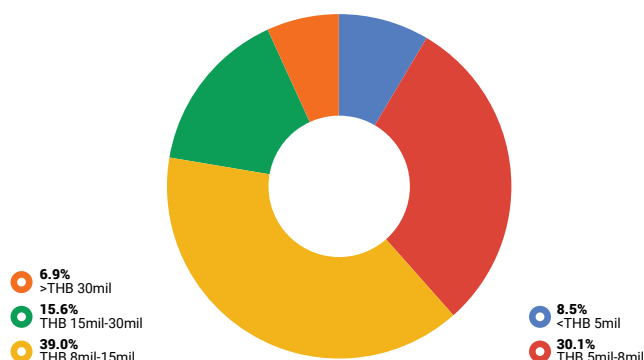
In the housing/villa sector of the market, demand was spread across all price ranges. A total of 33 percent of housing/villa inquiries between January 2018 and May 2019 were for properties priced at THB5-8 million while 30 percent of demand was for residences in the THB8-15 million price range. Another 14 percent were interested in detached homes with a price tag of THB15-30 million.

Kamala house/villa inquiries by price (Jan. 2018 to May 2019)





Rawai house/villa inquiries (Dec. 2018 to May 2019)



## Rawai

Rawai is located on Phuket's southern tip and is known for its high-end residences. Demand leans towards the luxury segment with more than 60 percent of all inquiries made via the Dot Property network coming for detached housing/villas priced at THB8 million and above.

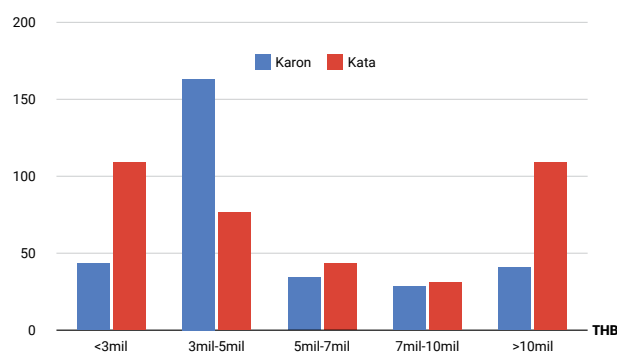
## Karon and Kata

Karon Beach and Kata Beach are only separated by a couple kilometres and are the second and third most in-demand locations in Phuket. The majority of inquiries in both places were for one-bedroom condominium units, but the price people want varied quite a bit.

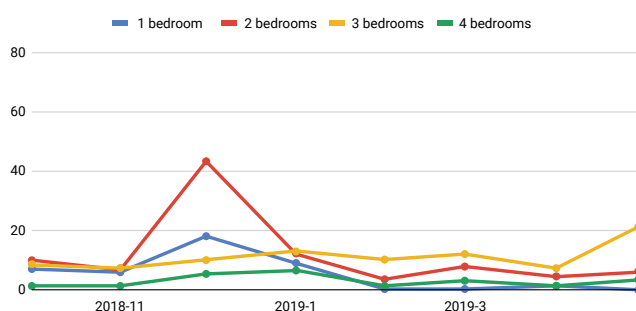
In Karon Beach, more than 56 percent of all inquiries were made for condominium units at the THB3-5 million price point. The second highest demand was for units less than THB3 million, but this segment only accounted for 14 percent of inquiries.

The THB3 million and less segment was the most in-demand when it came to Kata Beach, but interest was spread out more evenly. Slightly more than 34 percent of inquiries came for units in the low-end of the market, but there was also strong demand for luxury condominium properties. Almost 19 percent of inquiries made via the Dot Property network were for condominiums priced at THB10 million and above.

Condo inquiries sorted by price (Jan. 2018 to May 2019)



Cherng Talay house/villa demand (Oct. 2018 to May 2019)



## Cherng Talay

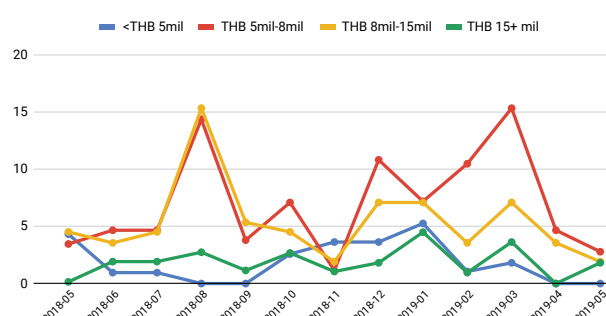
Cherng Talay has a mix of villas and detached housing and demand for these properties was steady between October 2018 and May 2019. The majority of inquiries are for two- and three-bedroom units. This part of Phuket is one to keep an eye on as several new developments are in the pipeline. None are bigger than the THB1 billion (USD32 million) Porto de Phuket mixed-use development launched by Central Group that will open later this year.

## Nai Harn

Demand for detached housing/villas in Nai Harn between May 2018 and May 2019 showed a couple of noticeable trends. For starters, demand fluctuated here far more than elsewhere in Phuket on a monthly basis. August and March in particular stand out as times of peak demand.

Secondly, the bulk of demand came in two price categories: THB5-8 million and THB8-15 million. The former category accounted for 43 percent of all inquiries while the latter price point recorded 33 percent of demand.

Nai Harn house/villa inquiries by price (May 2018 to May 2019)



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There was an impressive turnout for Experience Invest's UK Investment Seminar organised by Dot Property. Local real estate agents and property investors were able to learn more about the exciting opportunities available in Liverpool and the London commuter belt as well as gain insights into other sectors of the market.

The Experience Invest UK Investment Seminar organised by Dot Property took place on April 6 with two sessions, one for real estate agents and one for investors. Nearly 30 Thailand-based agents and more than 50 property buyers attended the event held inside the popular Sheraton Grande Sukhumvit Bangkok.

Experience Invest has 15 years of experience in connecting property investors with market-leading 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.

For real estate agents, working with Experience Invest gives them a strong partner with exclusive products throughout the UK. Demand for UK properties continues to grow among Thai buyers meaning local real estate agents can benefit from working with Experience Invest.



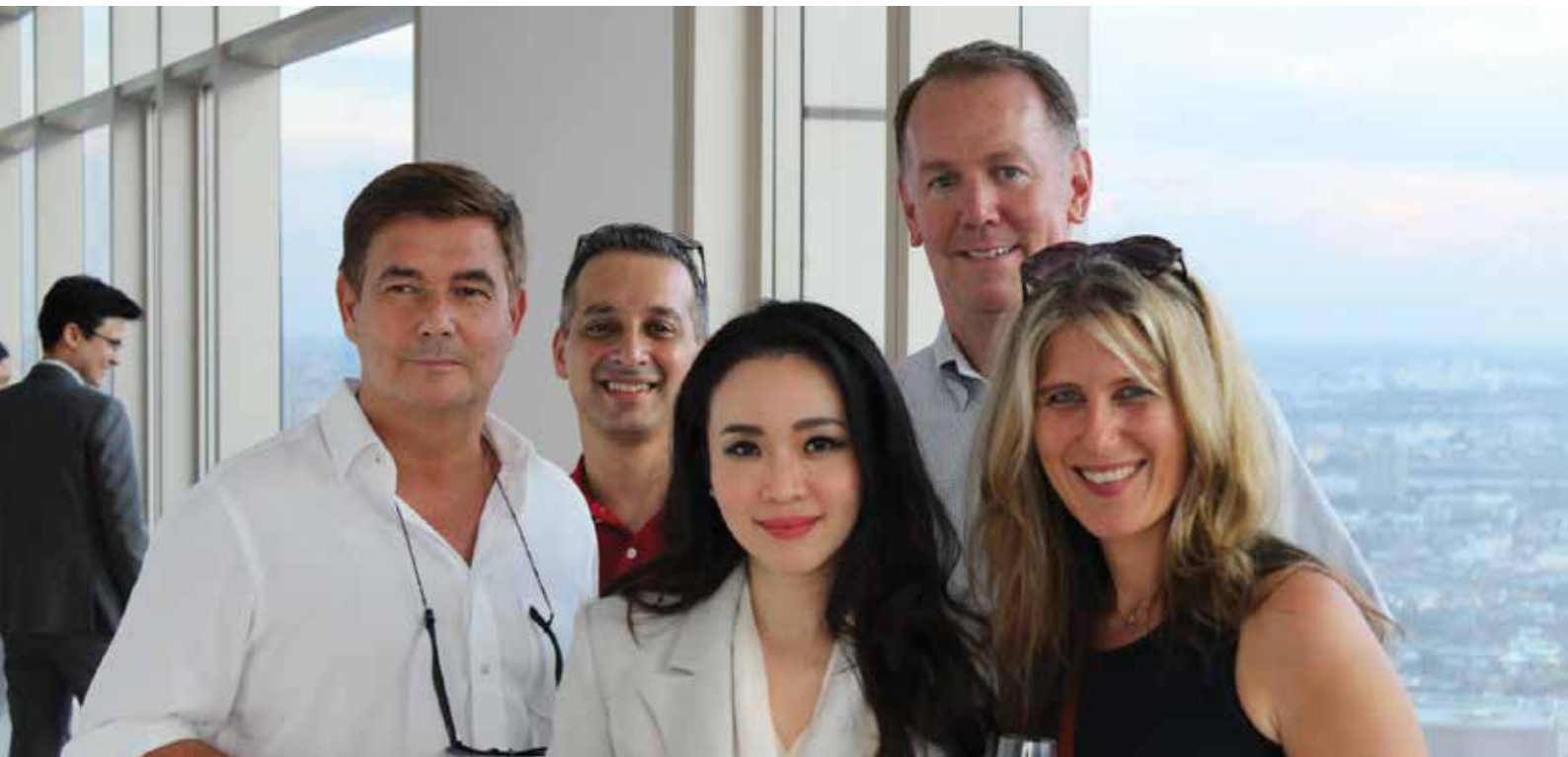






# Global real estate

leaders gather at LeadingRE APAC Forum in Bangkok



Real estate leaders from 14 countries gathered for the LeadingRE APAC Forum in Bangkok. Attendees were members of Leading Real Estate Companies of the World®, a global network of 565 market-leading real estate agencies in more than 70 countries.

Dot Property was the official media partner for the LeadingRE APAC Forum with Group CEO Matthew Campbell and Commercial Director James Claassen among the speakers during the three-day event.

The LeadingRE APAC Forum was designed to help members learn more about the driving forces behind the thriving Asia-Pacific real estate market while also providing information on how they can retain their competitive

positions by understanding and responding to market trends and delivering a superior customer experience to home buyers and sellers.

Additionally, the event was a great opportunity for partners to network, strengthen relationships and lay the groundwork for future success at the local, regional and global levels.

"As we continue to grow our presence around the world, it is incredibly valuable to come together to strengthen our relationships and learn from one another. The APAC Forum was especially powerful, as we benefitted from the unique insights and perspectives of so many market leaders from this dynamic part

of the world," LeadingRE President/CEO Paul Boomsma explained.

The event also provided members a chance to explore some of Bangkok's other charms. Attendees had the opportunity to tour the Four Seasons Private Residences, one of the city's most stunning residential developments, and cruise along the Chaophraya River to view many of the area's iconic landmarks.

LeadingRE's next major event is the Global Symposium which is set for September 17-19 in Athens, Greece. Learn more about Leading Real Estate Companies of the World® at [www.LeaningRE.com](http://www.LeaningRE.com).





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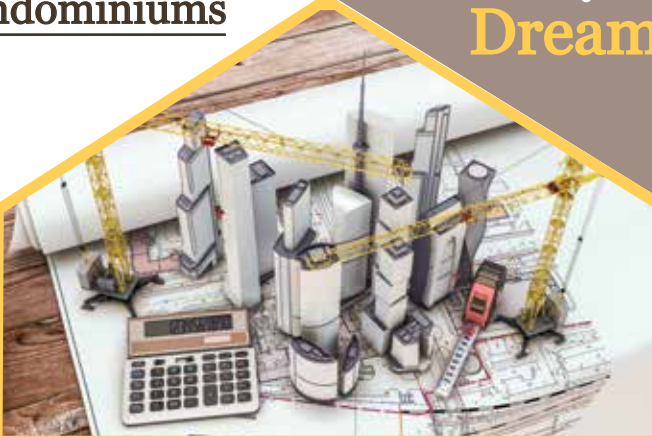
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