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ISSUE 029 WINTER 19/20

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### BELT AND ROAD

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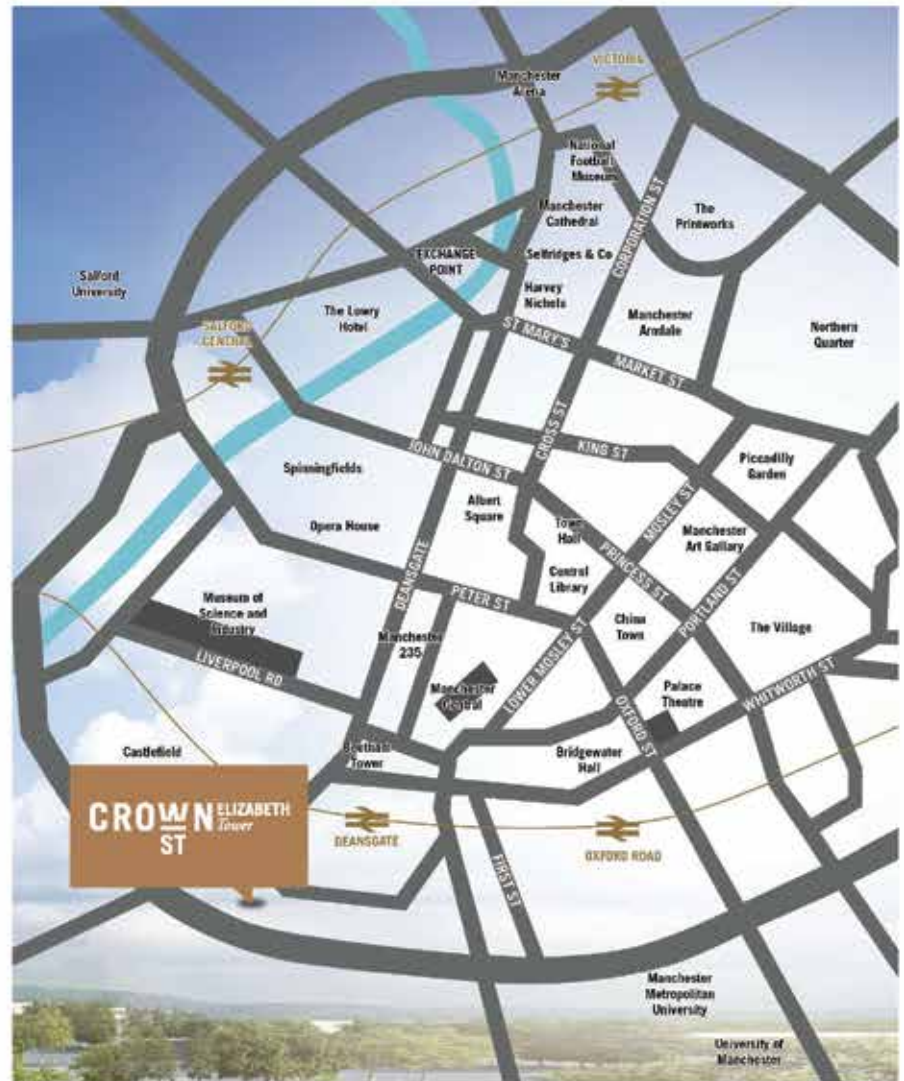
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Lapista Luxury Villas are an extraordinary collection of residences located in Northeast Phuket where unspoilt nature and ample opportunities for recreation can be found. Oracle Architects designed the project which won Best Architectural Villa Design Phuket at the Dot Property Thailand Awards 2019. Inspired by Lapis, the precious blue gemstone, Lapista Luxury Villas provide an ambiance and charm unlike anything else currently available in Phuket.



**The precious gem of Phuket property**

**p.34**





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# EDITOR'S NOTE



It's interesting to see how the events of 2019 have primed 2020 to be one of the most interesting years in Southeast Asia real estate history. Usually years flow into one another with noticeable trends carrying over. That is still the case in some instances. However, there are also a few examples of standalone events that will impact property in 2020.

For example, the strengthening of the Thai Baht last year has seen investors from Thailand become active in overseas property markets, especially the UK. With the currency expected to remain relatively strong in the short term, Thai demand for international property is something to keep an eye on.

In Malaysia, the unveiling of several exciting transit oriented developments last year have caused some to reimagine just how projects can interact with infrastructure. It will be interesting to see if developers in other countries follow suit in 2020.

Meanwhile in Vietnam, developers turned their attention to resort developments in 2019 that leverage the popularity of condotels. However, the market has begun to feel the pinch of oversupply in certain locations. The situation does require some monitoring, even if it does still have a great deal of potential.

And in the hallowed halls of Dot Property, we joined LIFULL Connect and are now part of the world's largest real estate aggregator. It's all part of our goal to be Southeast Asia's most valued real estate marketplace. Now I'm fairly biased, but the events of 2019 have left Dot Property poised to bring you an even better real estate experience in 2020 and beyond.

No matter what happens this year when it comes to real estate, everyone here at Dot Property hopes it is a great one for you and yours!

Thanks for reading,

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

*Cheyenne Hollis*



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# NovaWorld

## PHAN THIET

### WONDERLAND DESTINATION

In line with the national tourism development strategy, as well as the second phase of the group's development strategy, Novaland has been gradually expanding leisure-tourism property products in tourism cities with great potential, such as Can Tho, Ba Ria - Vung Tau, Phan Thiet - Binh Thuan and Cam Ranh - Khanh Hoa. The group strives to cooperate with foreign and domestic consultants and professional operators to create "the perfect destinations" for tourists, with an aim to transform these destinations into tourism-leisure centers, contributing to Vietnam's mark

on the world travel map.

NovaWorld Phan Thiet entertainment, leisure and tourism complex with a scale of up to 1,000ha. The project, which includes second home products such as townhouses, villas and shophouses..., is consulted by McKinsey & Company will build over 200 diverse, world-class amenities, including a 250ha sport complex with a 36-hole international standard golf courses; special accommodation for healthcare, wellness; marina, bikini beach; convention hall, stadium 10.000 seats...



[www.novaworldphanthiet.com.vn](http://www.novaworldphanthiet.com.vn)

# Metro Manila ranks top in Asia Pacific for luxury residential property



New information from Santos Knight Frank found that the Metro Manila luxury residential property market continues its strong performance, ranking first in Asia Pacific and fourth globally. The sector grew by 6.2 percent during between the second quarter of 2018 and 2019, according to the Knight Frank Prime Global Cities Index Q2 2019.

Santos Knight Frank noted that the confidence of developers in the prime condominium market could be seen in their willingness to launch more high-end projects. In a bit of a twist, two of the most recent luxury condominium launches are being developed jointly by major developers.

Aurelia Residences is a joint venture between Shang Properties and Robinsons Land being built in Bonifacio Global City. Meanwhile, The Estate Makati is being developed by both SMDC and Federal Land. The project recorded pre-sales of 40 percent before its launch.

Demand for luxury residential property in Metro Manila is being driven by two groups. Overseas buyers continue to eye the Philippines for investment opportunities as the weakening of the peso has provided them with a boost in spending power.

Additionally, the Philippines is recording a growth in the number of ultra-high net worth individuals (UHNWIs) in the country. Strong demand for property is coming from this group.

According to Knight Frank's The Wealth Report 2019, the number of UHNWIs in the Philippines will increase by 38 percent between 2018 and 2023. This would be the world's second largest UHNWI population growth behind only India.

Prices for luxury condominiums across Metro Manila have been skyrocketing as demand continues to outstrip supply. During the last two years, selling prices for prime residential condominiums in Makati have increased by almost 25 percent while prices in Bonifacio Global City rose by 12 percent, Santos Knight Frank reported.

This price growth easily surpasses other sectors of the property market in Metro Manila. Data from Bangko Sentral ng Pilipinas (BSP) found residential property prices in National Capital Region increased by 5.2 percent between the second quarter of 2018 and 2019.



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An aerial night photograph of Bangkok, Thailand. The skyline is filled with numerous high-rise buildings, many of which are illuminated with lights. In the foreground, a large, modern building with a dark facade and many lit windows is prominent. To the right, a multi-lane highway is visible, with cars creating a streak of light. The sky is a mix of orange and blue, suggesting dusk or dawn.

# **BANGKOK'S GREY LINE GETS GREEN LIGHT, BUT WILL THONG LOR PROPERTY MARKET BENEFIT?**



Bangkok's mass transit expansion plans are well under way, but it seemed as if the Grey Line was the one proposed project that wouldn't get off the ground. The monorail project was slated to travel down Thong Lor, connecting the middle Sukhumvit area to Rama IX and Lat Phrao in the north and the riverside in the south. However, those plans had remained dormant for years until now.

The Bangkok Metropolitan Administration adjusted the plans in an attempt to kickstart the slow moving infrastructure project. The Grey Line will now be broken up into two sections, the first of which being a 16.2-kilometre stretch that will run from the Thong Lor BTS station to Vacharapol, stopping at Kaset-Nawamin Road, Lat Phrao Soi 87, Rama IX Road and Phetchaburi Road. The area is currently underserved by public transit and experts believe the monorail will improve traffic throughout central Bangkok.

It is a project that has been talked about for years, but the government has recently decided to prioritise the Grey Line with several other mass transit projects now under construction. A number of issues, such as land ownership, have now been worked out and the Bangkok Metropolitan Administration is already preparing an environmental impact assessment for the project.

"The Grey Line has always been a high priority for Bangkok governor Aswin Kwanmuang. We have been working

hard to make it come true. Recently, hurdles have been cleared. The Grey Line can serve city folks as soon as 2023," Bangkok Deputy Governor Sakoltee Phattiyakul explained to the Bangkok Post. "City Hall supports the Grey Line project because it does not require a huge investment like the skytrain and subway. It will also not affect local residents as officials will not expropriate their land."

### Thong Lor property set to benefit from the Grey Line?

While the Grey Line will boost land and project values all around it, the Thong Lor property market could gain the most. Between 2013 and 2018, condominium prices in Thong Lor rose by more than 40 percent. Now with a firm commitment to building the Grey Line, further upward movement is expected.

The reason property prices have risen recently was attributed to a limited supply of land available for development and high demand from Thai and foreign investors in the area. Thong Lor has long been a popular spot since it is a leading place to live for expats working in Thailand.

That's due in large part to the lifestyle options the neighbourhood has as well as a BTS station.

These factors had a positive impact on rental rates which are among the

highest in the city. Rents average close to THB1,000 per square metre per month placing Thong Lor behind only the luxury areas of Bangkok such as Wireless Road.

Ultimately, it is still too early to tell just how the Grey Line will impact the Thong Lor property market, but there are a few observations that can be made. Land here is already scarce and only a limited number of new developments will be built moving forward. This should help prevent oversupply from building.

It seems highly likely those investors who have recently purchased condominium units along Thong Lor or who do so soon will be getting them at a significant discount. The Thong Lor property market will see prices continue to increase and the Grey Line could supercharge this.

The completion of the Grey Line may also create more demand for rental properties along Thong Lor.

With easier access to other parts of the city via mass transit, people who may have wanted to live here in the past but couldn't manage it from a logistical standpoint will no longer have that obstacle.

Work remains to get the Grey Line off the ground, but if it does come to fruition, the Thong Lor property market has the most to gain from it.



# Malaysia lowers foreign ownership price requirements to ease condo glut

Malaysian Finance Minister Lim Guan Eng recently revealed that the government intends to lower the foreign ownership price requirements for high-rise condominium units in the country's urban areas.

Overseas buyers will be able to purchase high-rise condominium units for a minimum of MYR600,000 (USD143,400). This is down from the current price floor of MYR1 million (USD239,000) which was put in place to prevent a bubble from forming. The new regulations took effect at the start of the year.

"Since there are not enough Malaysians buying high-rise condominiums and apartments in urban areas, there is a property overhang. We have to sell them or

developers will get into trouble. And overhang in property will result in a national crisis, which has happened in Hong Kong and Tokyo due to overdevelopment," Lim told reporters during a recent conference. "We have to get rid of this overhang so that the market for property becomes healthy again."

Jagdev Singh, PwC Malaysia Tax Leader, welcomed the move, but also warned that more information was needed in order to determine the full impact of the lower foreign ownership price requirements.

"Questions abound as to whether the relaxation of foreign owners should be limited to the secondary market or extended to the primary market and if there is a need for

a minimum holding period as well as a limit in whom they can sell to," he told Edge Property.

According to data from the National Property Information Centre, nearly 4,000 condo units in the country would now be eligible for foreign ownership. More than 75 percent of these properties are located in Kuala Lumpur, Johor and Penang.

However, many experts point out that the condo glut in Malaysia can't solely be attributed to the restrictions regarding foreign ownership.

"The property overhang is attributed to various factors such as mismatch of products and location rather than pricing alone," Knight Frank Managing Director

Sarkunan Subramaniam was quoted as saying by the Malay Mail. "Some units remain unsold due to less favourable location in terms of accessibilities, distance and lack of amenities as well as product type."

The Malaysian government has no plans to supplement the new foreign ownership price requirements with a citizenship or permanent residency scheme.

Some had hoped this would be the case, but Malaysian Prime Minister Mahathir Mohamad dismissed the idea.

"If foreigners bought the property, we will not give them Malaysian citizenship. They can only use it as their holiday home," the Prime Minister stated.



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# WHY DOES THE VIETNAM TOURISM PROPERTY MARKET EXCITE EXPERTS?



The Vietnam tourism property market is still relatively new, but it is a segment many experts have pointed to as having the potential for strong development. That's due to rising foreign and domestic tourism alongside a growing number of appealing holiday destinations.

Figures presented by the Vietnam Real Estate Association (VNREA) found that 15 million foreign tourists visited Vietnam last year, more than tripling the number of international guests travelling to the country 10 years ago.

Additionally, it is estimated that Vietnam has more than 80 million domestic tourists annually, a total that is four times higher than the previous decade. This growth comes even as the country hasn't promoted itself as a tourism hub all that well.

"Vietnam had great natural resources that were attracting more and more foreign tourists, but the country had failed to promote national parks as tourist destinations," Local Finance Expert, Dr. Nguyen Tri Hieu, stated.

He continued, "The nation's national parks might protect animals, but they didn't serve

tourists, even though they were great places to enjoy a holiday or short break."

However, there has been some tourism infrastructure developed in popular locations like Da Nang. And while there are many international-standard projects in some locations, the Vietnam tourism property market still has room for future growth.

"The domestic and international tourism industries held opportunities for investors due to the rising number of new customers," Nguyen Tran Nam, VNREA Chairman, told the media at a recent event. "Developing projects in the old way would not ensure competitiveness or suit customers' demands."

One way to do this is to create new hospitality products, something Robert McIntosh, Executive Director of CBRE Hotels in Asia-Pacific, said was already happening.

He cited the building of coastal shophouses and shopvillas in Phu Quoc and Ha Long as an example of how developers were ensuring the Vietnam tourism property market was adapting.

"To carry growth forward, hospitality real estate developers in Vietnam will have to go through market diversification, paying attention to potential non-traditional areas such as Nam Hoi An, Binh Thuan and Ba Ria-Vung Tau, as well as diversifying their product offerings and bringing in professionals to manage their properties," McIntosh added.

One of the leading developers in the Vietnam tourism property market is BIM Land who has completed a number of notable projects on Phu Quoc that have helped the island become a world-class destination. The developer's next launch is Park Hyatt Phu Quoc, which will be the first resort under the Park Hyatt brand in Vietnam.

Located in the southwest of Phu Quoc, Park Hyatt sits on a 65-hectare land plot along the coastline that places it between the beaches and green hills of the island.

The project is a 30-minute drive from Phu Quoc International Airport and is also close to Dong Duong, the island's main town. The resort will begin operations later this year and will serve as another milestone for the Vietnam tourism property market.



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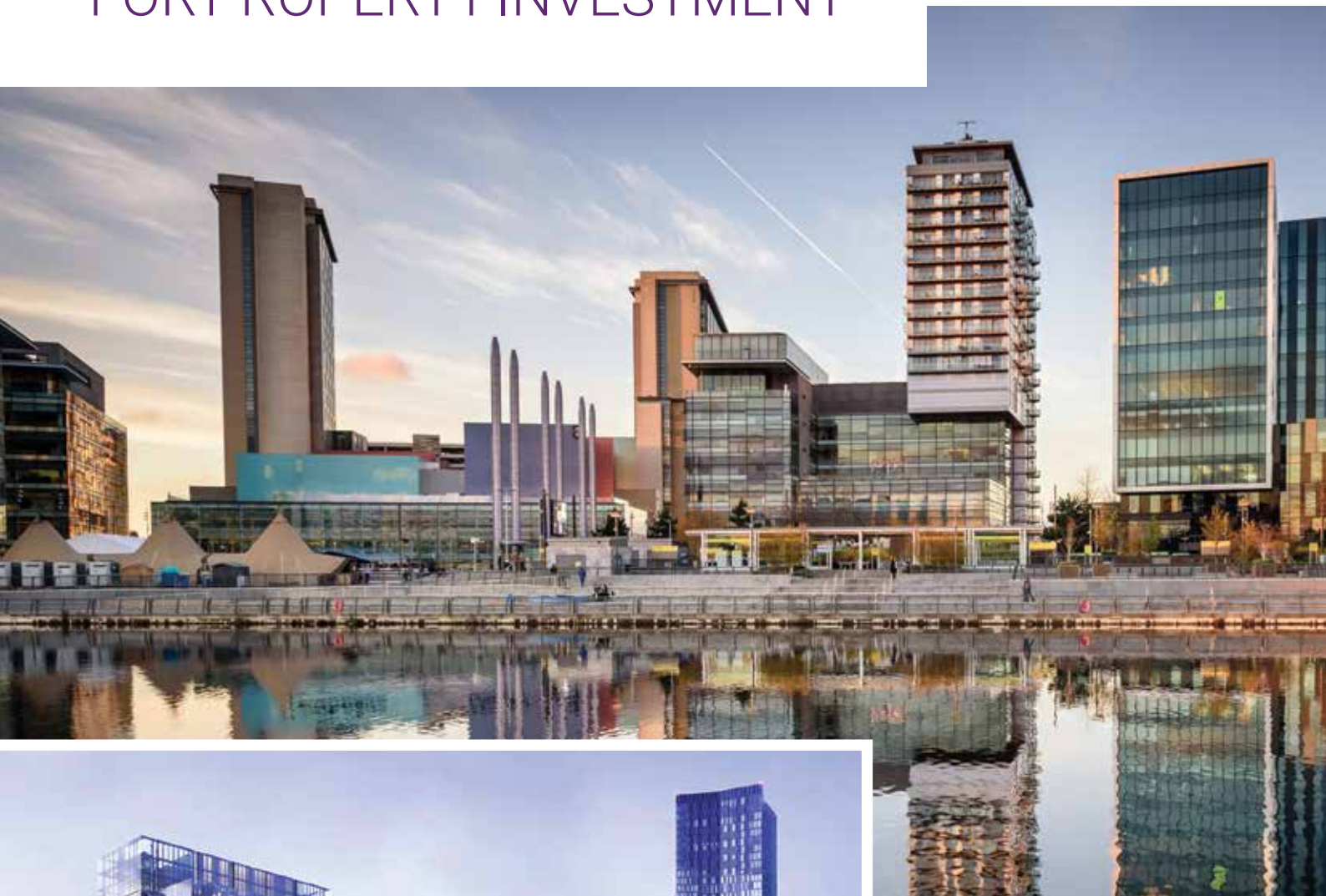
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# WITH A 117% SPIKE IN INCOMING RESIDENTS, HERE IS THE UK'S BEST CITY FOR PROPERTY INVESTMENT



The UK property market has revolved around London for seemingly ever. Obviously, its status as a population and financial hub has provided the capital with a relatively stable base. However, there has been a movement away from London in recent times with other cities taking advantage of the situation.

Perhaps no city has benefited from the shift away from London more than Manchester. The city is probably best known in Asia as being the home to football powerhouses Manchester United and Manchester City, but the performance of the local property market surpasses just about anything seen on the pitch.

Affordability along with employment growth and sustained inward investment has driven an influx of people to the city. In July alone, JLL reported Manchester recorded a 117 percent increase in people moving to the city year-on-year. And this isn't a short-term gain. More than 100,000 new residents are predicted to call the Manchester city centre home by 2025.

This growth has not hampered Manchester's quality of life as it was named as the best city in the UK to live by the Economist Intelligence Unit's 2019 Global Liveability Survey for the ninth year in a row. These are just some of the factors that has seen Manchester become the property market in the UK preferred by overseas investors.

"When thinking of the UK's strongest property markets, Manchester continues to be in a league of its own," Elaine Rossall, UK Head of Offices Research at JLL, explained earlier this year. "Job creation is at record levels and is spread across a range of sectors. Commercial development is increasingly catering to occupier demand and this is translating into positive, continued growth across the other property markets."

As to be expected, home prices in Manchester have risen at an impressive clip. Between 2013 and 2018, property price growth in Manchester exceeded the UK average with prices here increasing more than anywhere else in the country. From June 2017 to June 2018, average property values in Manchester rose by 7.4 percent.

The foundations of the rental market in the UK are just as positive. Research from VeriSmart, a letting compliance firm, found that the UK will have more home renters than owners in 20 years if current trends continue. At the moment, the UK has the fifth highest number of renters in the EU and this group accounts for 35 percent of the housing market.

#### Meeting the needs of investors and renters

For overseas real estate investors, identifying a market with opportunity, such as Manchester, is just one part of the equation. The second part is finding a developer who is in tune with what the local market needs, both in terms of location and project type.

Of all the projects currently in the pipeline, Victoria Residence at Crown Street stands out the most. The 21-storey luxury residential project from Select Property Group is located at the gateway of Manchester city centre and is part of the masterplanned and highly coveted Crown Street neighbourhood. However, location is just part of what makes the project special.

In a recent report, Savillis noted that it was important for residential developments targeting renters to foster a sense of community and encourage residents to stay longer. To that end, Victoria Residence at Crown Street has been equipped with premium amenities designed to provide a lifestyle that could otherwise not be afforded. These include a high-floor swimming pool, Royal Gardens, a gymnasium, co-working lounge, residents' lounge and podium-level retail outlets. The development truly provides the best in luxury and convenience.

From the overseas investor perspective, Select Property Group can provide full management solutions tailored specifically for investors based outside the UK. And with 7 percent gross projected yields and 66 percent ROI forecasted 5-Year NET profit, Victoria Residence at Crown Street is a lucrative, hands-free UK property investment opportunity.

Additionally, construction of Victoria Residence at Crown Street is progressing nicely and is scheduled for completion in the third quarter of 2020. This ensures investors have the opportunity to enjoy the natural capital growth of an off-plan investment with the peace of mind of a near completed project and returns starting in less than 12 months' time.

"I'm incredibly excited to offer this new project to our investors in Asia. Following the success of our first project at Crown Street, the time is now right to launch Victoria Residence. There is, quite rightly, huge appetite to invest in Manchester at the moment. The city is just at the start of a very exciting period of growth but, with a critical undersupply of property, the positive investment conditions only look set to continue in the coming years," Adam Price, Managing Director of Select Property Group, explained. "

He concluded, "Victoria Residence at Crown Street boasts an incredible location in Manchester city centre and, coupled with its high-quality finish and facilities, we know that it will attract huge attention from tenants when it opens its doors next summer."

Victoria Residence at Crown Street has launched in Asia and interested investors are encouraged to act now in order to secure a unit. Strong demand from both local and overseas investors means units will be taken up quickly as was the case with Select Property Group's first development, Elizabeth Tower, where sales of GBP 126 million have already been recorded.





## Strong Thai Baht opens new doors for local property investors

The Thai Baht continues to make gains against most major currencies, especially the US Dollar, Euro and UK Pound. In fact, the Baht to Euro and Pound exchange rates continue to hit historic levels while the Thai currency hasn't performed this well against the dollar since 2013.

This has hit the Thailand property market. According to Knight Frank Thailand, the sales rate for new condos in the Thai capital slowed to the lowest levels ever in the second quarter of 2019. A shrinking number of overseas investors is just one of a few issues facing the market.

And while there is some cause for concern about the property market, especially among overseas investors, it has also opened up new doors for local and expat property investors who are now seeing their money go a lot further than in the past.

### Locals look abroad for real estate

The strong Thai Baht has created international property investment possibilities for both local Thai buyers and expats that were unappealing when exchange rates were unfavourable. The UK in particular has proven to be popular because of the flagging Pound.

For Thai buyers, this is a chance to diversify their property investment portfolio at a fraction of the price. The UK real estate market is seen as a stable investment and one that is well-known among Thai buyers with many having either studied abroad in England or planning to send their children there for education.

"In context with wider economic trends, there is a current perception amongst overseas buyers that now is the time to purchase to benefit from the UK's property market, before the sterling regains its full strength," Jerald Solis, Business Development and Acquisitions Director at Experience Invest, told Thailand Property. "At Experience Invest, we believe when the dust settles after the UK leaves the EU, and some of the new trade negotiations are in place, the pound will recover back to the pre-Brexit level."

Meanwhile, expats based in Thailand are beginning to leverage the soaring Baht to purchase property in their home countries. Before the uptick of the Baht, this was unthinkable.

### Thai Baht expected to remain strong

The Thai Baht has been Asia's best performing currency with it ending the first half of 2019 up 5 percent year-on-year. Kobsidhi Silpachai, Head of Capital Markets Research at KBank, explained to the Bangkok Post that the bank doesn't foresee a downturn for the baht until later this year due to global and local economic circumstances.

The strong Baht has dented tourism and economic growth in Thailand, but it is not all bad news for overseas real estate investors looking at the Kingdom. Many developers have been offering steep discounts in order to clear out current inventory helping offset the unfavourable exchange rate.

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*Artist's impressions*



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# BENEFITS TO BUYING A UNIT IN AN OLDER CONDOMINIUM BUILDING



Everyone likes the latest and greatest. From technology to cars, most people want what's new. It is a trend you see quite a bit in real estate as well. Demand for new-build properties is usually strongest, but buying a unit in an older condominium building has benefits too. Especially in Southeast Asia.

It is important to understand these before starting your property search. When you are looking for a residence in Bangkok, Manila, Kuala Lumpur or beyond, you may find that buying a unit in an older condominium building may actually suit your needs better in some cases. With that in mind, here are a few of the benefits.

## 1) MORE VALUE

There is a reason the newest iPhone is the most expensive one on the market. You're paying a premium on the latest advancements. It's the same for real estate. A condominium unit in a new-build development will almost always cost more on a per square metre basis than an older one in the same location.

This is usually due to the older property featuring a design and layout that isn't as intuitive as more modern buildings. Additionally, an old unit may require more maintenance

or need to be upgraded. These issues aren't universal and you'll want to conduct due diligence if you're considering buying a unit in an older condominium building.

An important thing to note here is value. While you may need to invest in making some renovations or improvements, the money you save from buying a cheaper unit in an older building allows you to budget for it. Additionally, you might even be able to afford a larger unit than you originally thought possible. You might not get all the bells and whistles of a modern condominium building, but the trade off could see you gain an extra 20+ square metres or an additional bedroom.

## 2) CUSTOMISE YOUR HOME

Buying a unit in an older condominium building gives you greater freedom to customise it. In most new developments, fittings, finishings and even furniture come pre-equipped. For those who aren't into design or don't own furniture, this is great. But it is very restrictive if you enjoy picking out decorations and adding style to your home.

These restrictions don't usually exist when buying a unit in an older condominium building. You are free to style it as you see fit. The size

and scope of the renovations may be limited by the juristic board of the building, so be sure to check with them first before you start making plans.

## 3) NO SURPRISES

The most underrated aspect of buying a unit in an older condominium building is the fact you can see it with your own eyes and explore it in person. If you're thinking about buying a new, off-plan condominium, you can only see a show unit and look at 3D renderings.

It's not unheard for property buyers to let their imagination run wild when purchasing a new condominium unit only to be disappointed when it is finally turned over because it doesn't meet their lofty daydreams. On the other hand, what you see is what you get when buying a unit in an older condominium building.

## CONCLUSION

For some property buyers, acquiring a unit in a new building makes sense. However, buying a unit in an older condominium building shouldn't be dismissed entirely. That's especially true if location and space are important factors since you may find you get more bang for your buck with an older property.



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# Will the high-speed train fuel a Northeast Thailand property boom?



Many investors and large-scale developers continue to focus on Bangkok and Thailand's tourist destinations to extend their reach. But are they overlooking exceptional opportunities elsewhere in the Kingdom? According to Isan Real Estate, the answer is a resounding yes. In particular, the agency believes Nong Khai, Udon Thani and Khon Kaen are brimming with potential.

All three of these provinces are set to benefit from China's Belt and Road Initiative. Northeast

Thailand will receive a boost from the high-speed train network that will connect several Southeast Asian countries to China, opening the door to lucrative trade opportunities that are currently difficult to establish and maintain.

The high-speed train, which could be completed as soon as 2023, will create a direct connection between Nong Khai and Kunming in China via Laos. This advancement would significantly slash travel times between the two cities. From Kunming, it is also

possible to reach China's other major centres in a timely fashion.

Nong Khai is interesting because of its location next to the Mekong River. The area could soon become a central hub for all of Asia with direct access to China, Malaysia and Singapore as well as Bangkok.

Isan Real Estate, winner of Thailand's Best Real Estate Agencies 2018 Presented by Leading Real Estate Companies of the World® at the Dot Property Thailand Awards, has been

carefully monitoring the high-speed train project since it was first presented by the Chinese government to Thailand. The company believes a number of opportunities are now available in the Northeastern provinces of Thailand since the rail project continues to move forward.

Ernie Draper, Managing Director at Isan Real Estate, points to a 141 Rai (56 acre) plot of land with Mekong River frontage that would be a 10-minute drive from the proposed Nong Khai train station as an example of what can be accomplished.

He believes the site could be home to an international business centre with office space for multinational corporations, a 5-star hotel, a shopping mall and many other lifestyle facilities. While these types of developments are normal in Bangkok, for a province such as Nong Khai, this would be a gamechanger.



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Isan Real Estate, in conjunction with its international broker and attorney-at-law, has presented the project to major European CEOs and, according to the firm, the response has been overwhelmingly positive. Their feedback highlighted the fact operations could be streamlined with a central base in Nong Khai that provided direct connections to China and other countries in the region.

Of course, there is always scepticism when it comes to projects of this size and scope. But Draper notes that internationally-recognised architects are currently drawing up plans and blueprints for this development. Allowing for construction time and government approvals, office bookings could commence alongside the official launch of the high-speed train network.

## Tourism brings to world to Northeast Thailand

The Tourism Authority of Thailand enacted an ambitious plan to promote parts of the country, such as the Northeast provinces, that aren't well-known tourist destinations. Places like Sakon Nakhon and Nakhon Phanom are becoming more popular with visitors and increased promotion will benefit both places and the region as a whole.

Thai travellers know Sakon Nakhon because it is home to the Palace of H.M. King Vajiralongkorn. They visit this beautiful site to pay their respects. However, you do not need to be Thai to appreciate the beauty of the Palace and tourists from both Thailand and abroad will likely increase in numbers during the coming years.

Nakhon Phanom is one of Northeastern Thailand's more unique cities. It sits along the Mekong River providing visitors with a chance to relax by the waterfront and enjoy the slow life. The city is connected to the Thailand-Laos border crossing with breathtaking views of the mountains of Laos serving as a backdrop.

As we've seen in places like Hua Hin, Phuket and Pattaya, the property market improves when



tourism increases. People come and fall in love with a region. In turn, they look for holiday homes, establish businesses, retire, invest and enjoy a lifestyle that is both ideal and very affordable.

Affordability is important when talking about Northeast Thailand. No matter what you're buying, land and property prices are far less than in other parts of the country. However, with impending infrastructure projects and more

tourists on the way, it is only a matter of time before prices start trending upward.

## About Isan Real Estate

Isan Real Estate is the leader when it comes to property in Thailand's Northeastern provinces. The company has the professionalism, knowledge and experience to accommodate the needs of all buyers and sellers. They also work

with associates in various fields to provide service that ensures clients can enjoy peace of mind. Isan Real Estate's no fuss and no confusion approach has seen it become a trusted partner of everyone from large enterprise owners to individuals. The firm also specialises hotels and commercial property where buyer demand is rapidly increasing.



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# THE BELT AND ROAD INITIATIVE IN SOUTHEAST ASIA TAKES SHAPE, BUT WHAT'S NEXT?

When Chinese President Xi Jinping officially launched the Belt and Road Initiative (BRI), he did so hoping the country's major infrastructure investment would boost trade and stimulate economic growth on a worldwide scale. Southeast Asia was seen a natural benefactor of the project thanks to its close proximity to China, developing economies and the need for infrastructure improvement.

A report from credit ratings agency Fitch found USD900 billion in projects spread across 68 countries were either completed, underway or planned as part of the BRI, also known as One Belt, One Road, but the impact in Southeast Asia hasn't been as greatly felt as some had initially hoped.

"BRI isn't as big or grandiose as people think, especially in places like Southeast Asia where there is already a lot of competition among foreign investors," Jason Chiang, Director at Royal HaskoningDHV, stated. "There are BRI projects in the region, but there are other countries also actively investing in infrastructure projects here such as Japan. The increased competition makes these projects less attractive."

The BRI development strategy called for the Chinese government to invest in seaports, airports, high-speed rail lines and other infrastructure projects as well as industrial parks and economic zones. Most of these projects in which Beijing is involved with sees the Chinese government serve

as a financing gap provider that supports funding for the global infrastructure projects similar to development banks.

Perhaps the highest profile BRI project in Southeast Asia is the high-speed rail line that could eventually connect Singapore to China with links to Vietnam and Myanmar. Work on the rail link has already begun in Laos and Thailand with the Bangkok-Nakhon Ratchasima route. However, progress in Malaysia halted when Mahathir Mohamad was elected Prime Minister and placed several infrastructure projects on hold.



In some cases, projects as part of the BRI have proceeded, but outside of the project's funding sphere. An example of this is Thailand's much-talked about high-speed rail line that will connect U-Tapao International Airport in Pattaya with Suvarnabhumi and Don Mueang international airports in Bangkok. The project, which finally green lit in November of last year, will not take on any Chinese government-backed financing.

Instead, a joint venture between Thailand's CP Group and China Railway Construction Corp. as well as other partners will invest THB224 billion (USD7.4 billion) to complete the rail line.

#### PPP OVER BRI FINANCING

That agreement is part of a shift in strategy from Southeast Asian countries that is seeing them move away from BRI financing and instead keying in on either entirely private sector support or, increasingly, public-private partnerships (PPPs) to get projects moving.

"Companies in the private sector are and will continue to be active investors abroad. The BRI can provide access to the various private and public infrastructure projects and help connect everything, but it is probably getting too much credit," Chiang stated.

Nowhere is this more evident than in the Philippines where the government has shifted its focus away from BRI financed projects and turned to PPPs to progress with President Rodrigo Duterte's "Build...Build...Build" infrastructure goals.

Chinese-funded BRI infrastructure projects, including a rapid-transit bus line linking Bonifacio Global City to Ninoy Aquino International Airport and two phases of a railway in Mindanao, have been cancelled by the Philippine government as work was not proceeding fast enough.

PPPs were initially avoided as part of "Build...Build...Build" because the government did not like the fact winning bidders had a certain

degree of autonomy to increase fares and limit competition. However, they are not unheard of in the country with the Mactan-Cebu International Airport among the infrastructure projects developed under the PP model.

For the Philippine government, the key to progressing with PPPs will be ensuring they benefit the public and the private sector not simply the latter.

"Automatic rate increases, commitments of non-interference and non-compete clauses strip the government of its ability to require concessionaires to improve services, all of which have been detrimental to the public interest," Vince Dizon, Presidential Adviser for Flagship Programs, said during a government press conference. "Under the Duterte administration, such disadvantageous provisions will not be allowed."

#### MOVING FORWARD WITH BRI 2.0

All of the global projects show the clear focus of BRI. That's trade. Improved overland transit and

seaports make it easier for China to ship its goods to the growing markets of Southeast Asia while other projects provide the mainland with new opportunities, such as importing energy, that are seen as vital for the growth of the Chinese economy.

"Trade is what is driving BRI. The assets themselves aren't as important for China," Chiang pointed out. "The US and China aren't fighting an infrastructure war. They are waging a trade war. Trade makes the difference and this is what ultimately is driving BRI."

Of course, there is now a greater awareness from Southeast Asian countries that the BRI must be a two-way street that goes beyond cheap financing. With most Asian countries feeling the squeeze from the US-China trade war in some form or another, nearly all parties involved with the BRI understand greater transparency is required.

This has led to the creation of BRI 2.0 with President Xi stressing

the BRI will now proceed in a transparent way with zero tolerance for corruption. The hope is this will encourage a new wave of cooperation between ASEAN countries and China through different means of funding including PPPs, commercial funding and joint government investment funds.

A successful rollout of BRI 2.0 could extend well beyond the realm of infrastructure benefits and help boost entire economies throughout Southeast Asia.

"China's ever-deepening engagement with Southeast Asia can deliver an economic boost that will ripple out across the region. Growth fostered by BRI has the potential to accelerate the expansion of the region's middle class, increasingly changing the target of investment in manufacturing from exports to local consumption," David Liao, Chief Executive Officer and President of HSBC Bank (China), opined in a Nikkei Asia Review article.

He continued, "But Southeast Asia should do its bit to benefit fully from these opportunities. The region will be more attractive to investors if it can restart the stalled ASEAN integration program begun more than a decade ago."

During the Belt and Road Forum in Beijing, IMF Managing Director, Christine Lagarde, touched on what BRI 2.0 holds as well as offered some insights on what must be avoided in order for it to ultimately work for everyone.

"The BRI is clearly having an impact. From stimulating infrastructure investment to developing new global supply chains, some of the promises of BRI are being realized," Lagarde explained. "At the same time, to be fully successful, the Belt and Road should only go where it is needed. I would add today that it should only go where it is sustainable, in all aspects. Fortunately, the Chinese government is already taking some steps to ensure this is the case."





# The precious gem of Phuket property



Lapista Luxury Villas are extraordinary. The exclusive collection of residences is located in the Northeast of Phuket where unspoilt nature and ample opportunities for recreation can be found. Of course, you may never want to leave your thoughtfully-designed villa with its unmatched comfort and unpretentious luxury.

Inspired by Lapis, the precious blue gemstone, Lapista Luxury Villas are a vibrant, luxurious assortment of pool villa communities crafted specifically for discerning buyers. At the Dot Property Thailand Awards 2019, the residences won Best Architectural Villa Design Phuket, another impressive honour for the renowned Oracle Architects.

The design firm was committed to creating something truly special and Lapista Luxury Villas have been designed with utmost care for the finer details. The multi-bedroom villas each have a 30-square metre swimming area that connects effortlessly to the living spaces. There you will find magnificent high, open-air ceilings that embrace the tropical feel of Phuket. All of this is paired with contemporary furnishings that accentuate the beautiful architectural design.

In addition to this, Oracle Architects maximised the natural surroundings through its architectural design. An example of this can be found at the Lapista Lake project where the residences have been uniquely created in harmony with the peaceful lakeview topography.

The Oracle Architects designed Lapista Luxury Villas winning Best Architectural Villa Design Phuket is simply another honour for the firm that has won various international awards for hospitality properties since 2007. These days, the design studio is as recognised for its premium international standard architect practices and has a portfolio of well-known projects in Phuket.

## Go inside Lapista Luxury Villas

At the moment, there are three projects under the Lapista Luxury Villas brand with each one located within the peaceful and beautiful tropical environment of Pa-Klok in the Thalang district of Phuket. The award-winning architectural villa design of Oracle Architects is evident throughout the entire collection with every single residence providing luxury that is stylish yet functional.

## Lapista Lake @Tha Maprao

Featuring 26 pool villas situated as part of an integrated resort, the standout feature of Lapista Lake @Tha Maprao is the immersive landscape concepts that feature a waterfall and lake at the heart of the project. There is also a fully-equipped clubhouse along with a professionally managed, world class "Body Mind & Soul" wellness centre.

Buyers of a villa at Lapista Lake @Tha Maprao will receive a guaranteed return on investment of 8 percent for 10 years.

## Lapista Pool Access Resort @Tha Maprao

Located next to Lapista Lake is Lapista Pool Access Resort @Tha Maprao. The resort boasts 44 two-bedroom, two-storey townhouse style units. At the centre of the project is a large swimming pool with all residences surrounding it. This provides those staying here with access to the common pool from their own sundeck terrace.



Lapista Pool Access Resort @Tha Maprao has its own reception and concierge area along with a fully-equipped fitness centre and a conference room with seating for up to 100 people. The property also features an all-day dining restaurant and an impressive pool bar with an overlook offering guests some stunning views.



Buyers are given two options when purchasing a villa at Lapista Pool Access Resort @ Tha Maprao. They can choose from either a guaranteed return of 8 percent for 10 years for full ownership or fractional ownership at a reduced price with the ability to spend 30 days at the 5-star resort annually.

### Lapista Pool Villas @Pa-klok

The ultra-exclusive Lapista Pool Villas @Pa-klok is a small estate project with only seven pool villas. The development is located in a quiet neighbourhood that is a short drive from the Heroines Monument landmark. It is also in close proximity to British International School, Boat Lagoon, Royal Phuket Marina, international hospitals, supermarkets and shopping malls.

Lapista Pool Villas @Pa-klok is suitable for buyers looking for their own residence in Phuket or for those in search of a flexible rental program.

### The team behind Lapista Luxury Villas

Lapista Luxury Villas are ideal for both Thai and international property seekers who enjoy a harmonious experience where quality triumphs over quantity. A place where design can be expressed to the fullest, guaranteeing a one-of-a-kind experience not found elsewhere in Phuket.

And while the award-winning architectural villa design of Oracle Architects is important, the management team behind Lapista has a rare blend of experience that allows it to create projects with the investors also in mind.

President Suttirat Shibahashi, Ann, built and operated the popular Samui Peninsula, a 5-star

resort on Koh Samui, Quality Suites Hotel and a high-end anti-aging clinic in Bangkok. She divested from those projects in order to pursue her vision, which is to develop Lapista into a truly world-class wellness pool villa resort.

Lapista CEO Damrongsak Kiewpeng has significant experience in the fields of finance, construction, sales and property management having overseen them all for the Pool Villa 18 project in Samui and Beachfront Bliss Condominium in Phuket. Khun Damrongsak was presented with the prestigious Asia Pacific Entrepreneurship Award in 2018.

Supachart Samuhatanakul, Lapista Director, has more than 30 years of experience in the hotel industry and has held executive positions at some of Thailand's most recognisable properties, including Royal Cliff Beach in Pattaya, Phuket Yacht Club, Dusit Laguna in Phuket and the Royal Garden Resort. He most recently partnered with a group of friends to develop My Beach Resort in Phuket. Khun Supachart was one of the founders of Absolute Resorts Management and he was instrumental in the success of the Absolute brand as it built its operations in development, hospitality and real estate businesses.

The trio of leaders brings a deep understanding of the different aspects required to launch, build and operate a popular resort in Thailand. From property development to hospitality management, the team behind Lapista knows what it takes for a project to be successful over the long term.

This provides real estate investors with greater peace of mind knowing they aren't simply buying a well-designed villa in a resort development. They are investing with a team that has the knowledge required to make that development one of Phuket's best.





## Phuket's only world-class wellness centre

With health and wellness services being so important to more and more people, Lapista Luxury Villas wanted to make sure it was easily accessible to its residents and guests. It also wanted to go beyond the traditional spa setup to include a full range of options.

That is why the newly launched Wellness Centre at Lapista Lake provides a normal assortment of blissful spa treatments as well as holistic medical care services that include preventive methods rather than corrective ones. As the first and only world-class wellness centre in Phuket, Lapista Lake will become a global destination.

Holistic medical services at the Lapista Lake Wellness Centre focus on areas that allow for retreating, re-energizing, revitalizing and refreshing of the body, mind and soul.

### Services include:

- Fully Health Check up
- Total Detoxification
- Immune Booster
- Nutrition
- Meditation
- Acupuncture
- Cell Therapy
- Aesthetic
- Gene Test

The developer believes these services will add value to those on holiday and help provide a total rejuvenation that extends to well after you have left Lapista Luxury Villas. A professional team of world-renown experts and doctors will call upon the latest technologies and know how in anti-aging pathology, cell renewing and genetic care to provide an unmatched experience.

## A precious investment

The location of Lapista Luxury Villas in the Northeast of Phuket provides those who stay here with easy access to leading marinas, local boat piers and a lifestyle not found elsewhere. This makes a pool villa here ideal for investors and vacationers who enjoy island hopping, sailing, fishing, scuba diving, golfing and other outdoor activities.

And with Phuket International Airport only a 15-minute drive away, it means less time in traffic and more time exploring the best the island has to provide.

Location is only half of the story because the villas are a destination in their own right. The award-winning design from Oracle Architects creates an ambience and charm unlike anything else currently available in Phuket. The beauty of all the projects under the Lapista brand are a sight to behold, just like the precious lapis gemstone they're named after.

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# HISTORIC DOT PROPERTY PHILIPPINES AWARDS 2019 CELEBRATES COUNTRY'S BEST DEVELOPERS



The winners of the Dot Property Philippines Awards 2019 celebrate with a toast

MAKATI, Philippines - The third annual Dot Property Philippines Awards 2019 was the biggest, grandest and most exciting in the program's history with an exclusive presentation ceremony and the awarding of the very first People's Choice Award for "Project of the Year" among the highlights.

The Peninsula Manila welcomed real estate's best with more than 20 awards given out. SM Development Corporation was one of the evening's stars winning a total of three awards this year including Best Developer Philippines, the top honor at the Dot Property Philippines Awards 2019.

Anticipation was greatest for the announcement of the very first People's Choice Award for "Project of the Year" with a total of 11 projects vying for to the opportunity to be named the best in the eyes of the public. Park Cascades from Alveo Land received the most votes and with the trophy for People's Choice Award for "Project of the Year".

That was one of four awards Alveo Land took home. In the developer categories, the company was named Best Developer Metro Manila while Park Cascades won Best Mid-rise Development in addition to People's Choice Award for "Project of the Year". Alveo Land was also presented with Best Office Development for Tryne Enterprise Plaza.

Robinsons Land Corporation took home two awards for their outstanding projects under the Robinsons Communities brand. This marks the second consecutive year Robinsons Communities was honored at the Dot Property Philippines Awards 2019.

It was also a great night for Cebu-based Grand Land who won a Dot Property Philippines Award for the third consecutive year. The firm was presented with Best Developer Cebu along with Best Investment Development for Amani Grand Citygate Davao.

## Full list of Dot Property Philippines Awards 2019 developer winners:

**Best Developer Philippines** - SM Development Corporation  
**Best Developer Metro Manila** - Alveo Land Corp.  
**Best Developer South Luzon** - SM Development Corporation  
**Best Developer Davao** - SM Development Corporation  
**Best Developer Cebu** - Grand Land Inc.

This year saw a number of leading developers across multiple sectors earn honours at the Dot Property Philippines Awards 2019. Filinvest and DATEM Homes were just a few of the developers who won for their projects.

## People's Choice Award for "Project of the Year"

Park Cascades from Alveo Land

## Full list of Dot Property Philippines Awards 2019 project winners:

### Best Office Development

Tryne Enterprise Plaza by Alveo Land Corp.

### Best Mid-rise Development

Park Cascades by Alveo Land Corp.

### Best Mixed-Use Development

Activa by Filinvest Land Inc.

### Best Value for Money Development

SYNC by Robinsons Corporation

### Best High Rise Condominium

Cirrus by Robinsons Corporation

### Best Mid-Range Condominium

Horizons East Ortigas by DATEM Homes Inc

### Best Investment Development

Amani Grand Citygate Davao by Grand Land Inc.

### Best Condo Architectural Design

Urban Hive Palms by DATEM Homes Inc

The Box Brownie Special Recognition Award for Online Marketing was a special honour given out for the first time this year. Santos Knight Frank was the recipient of this special award. The Dot Property Philippines Awards 2019 also brought with it the awards for Philippines' Best Real Estate Agencies. A total of eight agencies were bestowed with this honour in 2019.

## Box Brownie Special Recognition Award for Online Marketing

Santos Knight Frank





Mr. Jose Mari Banzon (center right) and Ms. Jan Catherine Sy (center left) accept the award for Best Developer Philippines at the Dot Property Philippines Awards 2019.



## Full list of Philippines' Best Real Estate Agencies 2019:

**Boholana Realty Brokerage & Appraisal Co.**

**27C Realty**

**Santos Knight Frank**

**Horizontal Vertical Properties Realty, Inc.**

**Pinnacle Real Estate Consulting Services, Inc.**

**Top Realty Corporation**

"We are excited to be finally be hosting an event in the Philippines. The Dot Property Philippines Awards 2019 was an amazing night with the country's best in real estate joining us for a wonderful celebration. As the country's largest online marketplace, it was important for us to create a truly unforgettable ceremony," Adam Sutcliffe, Dot Property Director, Events and International Markets, says. "We would like to congratulate all of this year's winners for their hard work and commitment to excellence and we are already looking forward to next year."

The Dot Property Philippines Awards 2019 would like to thank Leading Real Estate Companies of the World® and BoxBrownie.com for their support of this year's event.

Now in its third year, the Dot Property Philippines Awards celebrates the best in local real estate by honouring the country's best developers, projects and companies that contribute to the sector. It is part of the Dot Property Awards series that also includes events in Vietnam and Thailand.

For more information on the Dot Property Philippines Awards 2019, please visit [www.dotproperty.com.ph](http://www.dotproperty.com.ph)

# THREETIME A WINNER FOR SM DEVELOPMENT CORPORATION



SM Development Corporation (SMDC) cemented itself as the best developer in the Philippines this year by taking home a trio of honours at the Dot Property Philippines Awards 2019 including the top achievement, Best Developer Philippines. Jose Mari Banzon and Jan Catherine Sy were just a few of the company's representatives to attend the event.

The developer was also named Best Developer South Luzon and Best Developer Davao as SMDC's hard work throughout the country was recognised. Winning Best Developer Philippines highlights the vision, innovation and impressive quality of projects under the watch of SMDC.

These three traits can all be found at Red Residences, one of SMDC most forward-thinking condominiums to date. Red Residences is finally allowing people to enjoy both the location of Chino Roces in Makati and lifestyle facilities that empowers them to pursue their

passions. The project has been designed specifically to meet the lifestyle needs of a community of enterprising individuals. It isn't a condominium so much as it is a living hub where residents can connect with people, ideas or business whenever they want.

In Bay City, SMDC's Shore Residences has captured the luxury of a 5-star resort with the cosy atmosphere of a home. The low-rise condominium is equipped with spectacular amenities such as a resort-style swimming pool, luxurious lounges, modern fitness areas, gardens and spacious lobbies a few of the facilities available.

Another residential project from SMDC, Lush Residences, manages to embrace the cosmopolitan spirit of Makati in a manner the city has never seen. The developer offers residents a concierge lifestyle where everything from daily necessities to modern luxuries are readily provided. The goal is to ensure residents are free to pursue their passions and share moments with loved one.

## SMDC's work pays off in Davao

SMDC doesn't have a long track record in Davao but its recent work there has been extremely impressive. The firm's first residential project in Davao City, Lane Residences, brought convenience and a modern lifestyle to the area that has resonated with buyers.

Lane Residences features a wide range of resort-style amenities that appeal to families. Swimming pools, a jogging track, gazebos and clubhouse are just a few of the facilities found at the community.

Another key highlight is the location of Lane Residences. Situated in the heart of Davao City along J.P. Laurel Avenue, the demand for high-quality residences here is strong and SMDC has created a project that meets the tastes of modern residents. The estate is located next to SM Lanang Premier Mall with churches, hospitals and schools all close by. Meanwhile, major transportation hubs, including Francisco Bangoy International Airport, are all easily accessible from the development.

Lane Residences provides buyers with a great real estate investment for both end users or those wanting an income generating property with above average rental yields. There can be no doubt that SMDC has brought a new standard of living to Davao City with Lane Residences. And this work was worthy being named Best Developer Davao.

## South Luzon success

Another area where SMDC is having significant success is South Luzon where you will find Leaf Residences, one of the developer's most exciting projects outside of Metro Manila.

Boasting a design reminiscent of a tropical rainforest getaway, Leaf Residences is an ideal home for anyone wanting a private place surrounded by nature that doesn't require the sacrificing of convenience. The private nature of the development is complemented by a commercial area on site where residents can pick up essentials without needing to leave the premises.

The central location of Leaf Residences makes it easy to get anywhere which also adds to the convenience. There are numerous shopping centres near the development, including SM Center Muntinlupa, while Alabang, and its numerous malls are just up the street. An onramp to the Metro Manila Skyway provides easy access to the National Capital Region while the South Luzon Expressway is also close by.

Leaf Residences boasts an impressive selection of amenities that offer the best in relaxation. It is possible to hop in the swimming pool or take a stroll in the peaceful parks found on-site. Staying in shape is made easy thanks to the fitness centre while the spacious lobby is equipped with Wi-Fi, providing a space to work.

Leaf Residences has been designed to provide a level of comfort currently unavailable elsewhere in South Luzon. This work, as well as SMDC's other projects in the region, was honoured at the Dot Property Philippines Awards 2019 with the award for Best Developer South Luzon.





## THE PHILIPPINE PUBLIC PICKS PARK CASCADES FROM ALVEO LAND AS THE COUNTRY'S BEST PROJECT

In a historic first, Park Cascades from Alveo Land won the inaugural People's Choice Award for "Project of the Year" at the Dot Property Philippines Awards 2019. The award was voted on exclusively by the public during a two week period leading up to the Dot Property Philippines Awards 2019 presentation ceremony.

The introduction of this special honour was done to ensure the public had its say when it comes to Philippine real estate. The outstanding Park Cascades was named Best Mid-rise Development at the Dot Property Philippines Awards 2019 in addition to taking home the night's grand finale, the People's Choice Award for "Project of the Year".

A total of 11 projects were in the running with developments from around the country among those vying to win the People's Choice Award for "Project of the Year".

### People's Choice Award for "Project of the Year" candidates:

- Amani Grand Citygate from Grand Land Inc.
- Horizon East from Datem Homes Inc.
- Activa from Filinvest Land Inc.
- Tryne Enterprise Plaza from Alevo Land Corp.
- Park Cascades from Alveo Land Corp.
- Sync from Robinsons Communities
- Cirrus from Robinsons Communities
- Tree Residences from SMDC
- Light Residences from SMDC
- Shore Residences from SMDC
- Urban Hive Palms from Datem Homes Inc.



"There was so much excitement for the People's Choice Award for 'Project of the Year' at the Dot Property Philippines Awards 2019 because there is no other honour like it in the country. The public is happy to have their voice heard while developers obviously take a great deal of pride in winning a people's vote. The People's Choice Award for 'Project of the Year' is just one of many ways that the Dot Property Philippines Awards is helping to elevate real estate in the country," Adam Sutcliffe, Director, Events and International Markets at Dot Property, states.

Park Cascades from Alveo Land joins Sunshine Diamond River from Sunshine Homes – A Member of Sunshine Group in Vietnam and BEATNIQ from SC Asset in Thailand as winners of Dot Property Awards 2019 People's Choice Award for "Project of the Year".

# A HISTORIC NIGHT FOR ALVEO LAND



The Dot Property Philippines Awards 2019 presentation ceremony was truly a night to remember for Alveo Land as the developer picked up a total of four awards. The evening was capped off by winning the very first People's Choice Award for "Project of the Year" for Park Cascades.

The quartet of awards made the developer the night's top winner as its work and projects were recognised throughout the event. Alveo Land was bestowed with Best Developer Metro Manila at the Dot Property Philippines Awards for the second time in three years, showing the firm's commitment to the region.

This commitment is best exemplified in Arca South, a fully-connected business and lifestyle district launched by Ayala Land. Two of Alveo Land's developments in the Taguig City community were honoured.

Park Cascades was named Best Mid-rise Development at this year's awards ceremony. The smartly-designed residential development connects seamlessly to retail areas and open spaces found throughout Arca South ensuring residents can enjoy unmatched convenience.

The multi-building condominium has studio, one-, two-, and three-bedroom units all designed to cater to the needs of the modern lifestyle. The layout of the development sees a centre courtyard space serve as an amenities hub. And because it is surrounded by the residences, it offers privacy. In fact, it feels like a sanctuary away from the hustle and bustle despite its central location that puts residents close to where they want to be.

Another Arca South project from Alveo Land, Tryne Enterprise Plaza, was named Best Office Development at Dot Property Philippines Awards 2019.

The development boasts an impressive list of sustainability features including 100 percent double-glazed windows, a rainwater harvesting system, daylight controlled lighting and occupancy sensors. Additionally, it is both GBC Compliant and LEED Certified.

Tryne Enterprise Plaza has been designed to be a place that attracts and retains top talent with several cutting-edge features present. And with its location near the centre of Arca South, it will be a hub of business for decades to come.

# GRAND LAND KEEPS ROLLING WITH TWO MORE AWARDS



For the second year in a row, Grand Land was presented with two honours at the Dot Property Philippines Awards. The Cebu-based developer continues its outstanding work and was also recognised for its contributions in Davao this year.

Grand Land was named Best Developer Cebu while its Amani Grand Citygate Davao took home the award for Best Investment Development at the Dot Property Philippines Awards 2019. The company continues its impressive rise to the top after only a short time in business.

"We are still quite young, but winning shows how far we have come in this short time. We are very honoured to win two awards and it proves we are on the right track. It shows the public that local developers can create developments that have the same quality and standards as the big guys," Ryan Bernard Go, Grand Land President, told Dot Property in an interview. "Cebu is a place you have to visit and see for yourself. The beaches and nature are hidden gems. Additionally, there are lots of opportunities here with infrastructure projects continuing."

Grand Residences, the flagship project from Grand Land, is a true testament of the developer's excellence. The project boasts a mix of condominiums, serviced apartments and hotel units spread out across one of central Cebu's largest land plots. This allowed for the integration of beautiful green spaces, high-quality amenities and retail areas that offer a convenient living experience.

The developer looked to Davao for one of its first projects outside of the Cebu area, launching the Amani Grand Citygate Davao. It is a project that has been well received by both residents and investors who can look forward to strong rental returns alongside capital appreciation.

In 2017, Grand Land's Grand Tower development, which is being managed by Dusit International's Dusit Princess brand, won Best Hotel Development Cebu at the Dot Property Philippines Awards 2017. The company followed that up the next year when the Amani Grand Mactan was named Best Mid-Range Condominium and Grand Residences Cebu was honoured as Best Investment Condominium at the Dot Property Philippines Awards 2018.

# DATEM HOMES CONTINUES UPWARD TRAJECTORY WITH TWO AWARDS



DATEM Homes Inc is no stranger to homebuilding having been in the construction business for more than 35 years. However, a recent pivot has seen the firm move into the property development space where it could best utilise its technology. The results have been superb and the developer picked up a pair of honours at the Dot Property Philippines Awards 2019.

Horizons East Ortigas was presented with Best Mid-Range Condominium at this year's presentation ceremony. Meanwhile, the developer won Best Condo Architectural Design for Urban Hive Palms. Each honour is one the firm will cherish as it continues to build its reputation as a leading developer in the Philippines.

## A special design

One look at Urban Hive Palms and you can't help but marvel at its amazing architecture. It looks and feels different from other residential developments in the heart of Davao City. The outstanding design starts with the state-of-the-art landscape that provides a vibrant backdrop for the entire development.

Urban Hive Palms is spread across a generous 2.8-hectare land plot and features a total of seven buildings equipped with engaging amenities. There are spacious one-bedroom, two-bedroom and three-bedroom units available with each one featuring fine finishes and deliverables.

What really stands out about the architectural design of Urban Hive Palms is that every element has been laid out to ensure the entire project is a haven for relaxation. Residents can enjoy total peace of mind at a complex that blends modern functionality with the beauty of nature. This means owners can live life without being troubled by the hustle and bustle of the city.

## True value

When it comes to developing a mid-range condominium, the key is to make sure owners feel as if they are getting true value for money. When DATEM Homes launched Horizons East Ortigas, it wanted to create a mid-rise condominium development that provided every family with the safety and lifestyle they would want in a home at a reasonable price.

In order to accomplish this, the developer turned to its construction background and more than 30 years of engineering expertise. Horizons East Ortigas has been built with reliable materials, ensuring the one-of-a-kind development is built to last.

The end result is a lovely home that is tailored to the needs of residents. The development utilises smart designs as well as modern architecture with contemporary and innovative motifs. This allows Horizons East Ortigas to offer high-end value in the mid-range sector.

# GET TO KNOW THREE OF THE MOST OUTSTANDING METRO MANILA DEVELOPMENTS



Outstanding Metro Manila developments come in all shapes and sizes. They can be luxurious skyscrapers that tower over the skyline. They can also be cutting-edge projects that cater to a specific group such as families or millennials. There is no blueprint to what outstanding Metro Manila developments look like.

However, it is possible to find a few common traits among these projects. An unflinching commitment to quality, a desire to be the best and winning a Dot Property Philippines Award are just a few similarities outstanding Metro Manila developments share. And here some of the best for 2019.

## Best Mixed-Use Development

### Activa by Filinvest

Activa from Filinvest is an exciting project situated in Cubao, one of Quezon City's busiest districts. The centrally-located Activa connects to the North and South via EDSA and is also close to MRT and LRT lines. The project seamlessly blends, residential, commercial and hospitality spaces into one area that creates an incredible mixed-use development.

The goal is to combine all aspects of life into one holistic environment. This makes Activa a place where anyone can live, work and play without needing to deal with Metro Manila's awful traffic.



## Best Value for Money Development

### SYNC by Robinsons Corporation

When it comes to creating value for money developments, no one can match Robinsons Land. The developer has continued its legacy in this field with the launch of SYNC. Located in the emerging Bridgetowne Township, the condo has been designed to cater to the unique needs of those who will live here.

SYNC is an urban oasis crafted for young professionals, early nesters and investors who wish to enjoy the best life has to offer. It will ultimately be part of a vibrant mixed-use residential enclave. Even with these features, the developer has been diligent in its efforts to ensure all of this was made available at a reasonable price points. The end result is a development that offers superb value for money.



## Best High Rise Condominium

### Cirrus by Robinsons Corporation

Also located in Bridgetowne Township is Cirrus, a 40-storey condominium where residents can embrace a live, work, play and dream dynamic not found elsewhere in Metro Manila. In order to accomplish this, Robinsons Land has kept prices at Cirrus affordable ensuring those who work in the area can also live here.

In order to fully capture the play and work dynamics, Cirrus has been designed with two floors dedicated to amenities along with a garden floor empowering residents with the ability to easily change their surroundings. At the end of the day, Cirrus is a development that truly has it all.

# PHILIPPINES' BEST REAL ESTATE AGENCIES 2019

## SELECT SIX OF THE BEST



Boholana Realty Brokerage &amp; Appraisal Co.



27C Realty



Santos Knight Frank



Horizontal Vertical Properties Realty, Inc.



Pinnacle Real Estate Consulting Services, Inc.



Top Realty Corporation

The Dot Property Philippines Awards 2019 celebrated the country's leading real estate agencies with the presentation of Philippines' Best Real Estate Agencies. Six of the country's top real estate agencies were recognised for their hard work and dedication to the industry.

### Boholana Realty Brokerage & Appraisal Co.

Boholana Realty Brokerage & Appraisal combines a personalised touch with modern technology to provide clients with a wealth of knowledge and best-in-class service when purchasing or selling a home. No brokerage knows the Panglao, Dauis, Tagbilaran area like Boholana Realty Brokerage & Appraisal and the firm continues to contribute to the up-and-coming property market here.

### 27C Realty

27C Realty caters to a wide array of clients ranging from local homebuyers to foreign end users and investors. The agency works towards its goal of serving clients' best interests by continuously improving its craft. Its ultimate aim is to achieve real estate

service excellence. 27C Realty is based in Ortigas Center and focuses on luxury property resale, rental and preselling throughout Metro Manila. Additionally, the brokerage can provide property appraisal services.

### Santos Knight Frank

Santos Knight Frank was the first and is now largest fully integrated real estate services company in the Philippines. The firm supports 11 market-leading service lines and employees more than 1,200 professionals across the country. Led by Chairman and Chief Executive Officer Rick Santos, the company strives to build interactive relationships that provides a boutique approach backed by Knight Frank's global network.

### Horizontal Vertical Properties Realty, Inc.

Horizontal Vertical Properties (HVP) Realty offers a full range of services, employing an experienced team of real estate professionals to serve local and foreign investors, buyers and real estate lenders. The firm is dedicated to enhancing the value of client investments

in the Philippines through its comprehensive list of services including residential and commercial sales and leasing services.

### Pinnacle Real Estate Consulting Services, Inc.

Pinnacle Real Estate Consulting Services is dedicated to providing unparalleled real estate services that meet the highest ethical and performance standards for its local and multinational clients. The company's primary focus is on real estate asset management and brokerage; real estate closing and advisory services; and non-performing loan asset management. It is a member of Leading Real Estate Companies of the World®.

### Top Realty Corporation

Top Realty Corporation (TRC) was founded in 2017 by Bien Singson and is based in Bonifacio Global City. The brokerage specialises in helping clients buy, sell, lease out and enlist properties with the help of its team of seasoned professionals. TRC is known to get results and is currently accredited with all the leading developers in the Philippines.



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## MORE THAN 45 WINNERS HONoured AT THE DOT PROPERTY SOUTHEAST ASIA AWARDS 2019

- Dot Property Southeast Asia Awards 2019 rewarded nearly 50 winners in developer, project and agencies categories
- More than 200 industry leaders from around the region were in attendance
- Southeast Asia's very first People's Choice Award for "Project of the Year" went to Thai project BEATNIQ while Vietnam's Novaland won Developer of the Year

BANGKOK, Thailand - It was a celebration unlike any other as more than 200 of real estate's best and brightest were in attendance at the Dot Property Southeast Asia Awards 2019 presentation ceremony hosted in Bangkok. Nearly 50 awards were presented on the evening with winners hailing from Vietnam, the Philippines, Thailand, Malaysia, Indonesia and Singapore.

Park Hyatt Bangkok served as the ideal backdrop for the ceremony. Evening highlights included the awarding of the very first People's Choice Award for Project of the Year Southeast Asia, which was won by Bangkok condominium BEATNIQ from Thai developer SC Asset. The award was voted on exclusively by the public who were impressed with BEATNIQ's quality.

The night's biggest honour was Developer of the Year 2019 with several developers vying for the title. The prestigious award was presented to Vietnam's Novaland Group. It was one of two awards won by Novaland on the night.

In the developer categories, Nam Group from Vietnam took home the award for Breakthrough Developer while Thailand-based The

One Estate won Best Boutique Developer. Cam Lam from Vietnam was another multi-award winner, securing Best Lifestyle Developer in addition to Best Beachfront Resort Development.

### Developer of the Year 2019

Novaland Group

### People's Choice Award for Project of the Year Southeast Asia

BEATNIQ from SC Asset

### Dot Property Southeast Asia Awards 2019 developer winners:

**Best Innovative Developer** - New Nordic Group

**Best Serviced Office Provider** - PAX SKY

**Best Innovation and Technology** - Sunshine Group

**Best Lifestyle Developer** - Cam Lam Invest Company Limited

**Best Developer CSR** - New Nordic Group

**Breakthrough Developer** - Nam Group

**Best Boutique Developer** - The One Estate Development Company Limited

**Best Innovative Investment Product** - New Nordic Group



In the residential project categories, SC Asset scored its second win as Best Luxury High Rise Condominium went to 28 Chidlom. Meanwhile, Philippine developer Grand Land garnered Best Mid Range Condominium Development for Amani Grand Citygate Davao and Anchan Hills in Phuket from Pearl Island Property won Best Luxury Villa Development.

### Dot Property Southeast Asia Awards 2019 project winners (residential categories):

**Best Beachfront Luxury Resort Villa Development**  
Malibu Hoi An

**Best Beachfront Condominium**  
Grand Florida Beachfront Condo Resort Pattaya

**Best Low Rise Resort Condominium**  
Carapace Huahin-Khaotao

**Best Resort Residence**  
Melia Phuket Karon Residences

**Best Mid Range Condominium Development**  
Amani Grand Citygate Davao

**Best Luxury High Rise Condominium**  
28 Chidlom

**Best Affordable Condominium**  
Mantra Beach Condominium

**Best Condotel Development**  
Wynhdam Garden Irin Bangsaray Pattaya

**Best Housing Development**  
Stella Mega City

**Best Luxury Villa Development**  
Anchan Hills

In the real estate project categories featuring green, tourism, retail, township and other developments, Jewel Changi Airport claimed Best Landmark Destination as well as Best Retail Development with the new addition to Singapore's Changi Airport proving to be a hit. The outstanding Whizdom The Forestias from Thai –developer MQDC earned Best Green Development while the forward thinking MNC Smart City in Indonesia won Best Smart City.

### Dot Property Southeast Asia Awards 2019 project winners (green, tourism, retail, township and other categories):

**Best Beachfront Township Development**  
AE Charming Cua Tung Beach And Resort

**Best Sustainable Development**  
Stella Mega City

**Best Smart City**  
MNC Smart City

**Best Beachfront Resort Development**  
Cam Ranh Bay Hotels and Resorts

**Best Integrated Development**  
Tun Razak Exchange

**Best Retail Development**  
Jewel Changi Airport

**Best Green Development**  
Whizdom The Forestias

**Best Innovative Complex Development**  
Thanh Long Bay

**Best Urban Lifestyle Development**  
BelHomes Hai Phong

**Best Entertainment and Tourism Complex**  
NovaWorld Phan Thiet

**Best Township Development**  
Gold Residences

**Best Transit Oriented Development**  
KL Eco City

**Best Landmark Destination**  
Jewel Changi Airport

Malibu Hoi An from Bamboo Capital won Best Luxury Condotel Architectural Design along with Best Beachfront Luxury Resort Villa Development. Finko International Design Alliance had its work on ARENA Cam Ranh rewarded with the Best Hotel Architectural Design award. Other design winners included Wynhdam Garden Irin Bangsaray Pattaya and Carapace Huahin-Khaotao.

## Dot Property Southeast Asia Awards 2019 design winners:

**Best Beachfront Luxury Resort Villa Development**  
Malibu Hoi An

**Best Beachfront Condominium**  
Grand Florida Beachfront Condo Resort Pattaya

**Best Low Rise Resort Condominium**  
Carapace Huahin-Khaotao

**Best Resort Residence**  
Melia Phuket Karon Residences

**Best Luxury Villa Development**  
Anchan Hills

The event also saw winners of Southeast Asia's Best Real Estate Agencies 2019 announced. A total of nine agencies were included in this year's class of winners.

## Full list of Southeast Asia's Best Real Estate Agencies 2019:

Bridge Estate (Thailand)

Dat Xanh Mien Nam (Vietnam)

Santos Knight Frank (the Philippines)

Savills Thailand (Thailand)

Hutton Real Estate (Singapore)

Reapfield (Malaysia)

Cushman & Wakefield (Indonesia)

DKRA Vietnam (Vietnam)

VR Global Property (Thailand)

The Dot Property Southeast Asia Awards 2019 presentation ceremony was followed by the exclusive Winners Party at Penthouse, Park Hyatt Bangkok's amazing rooftop venue.

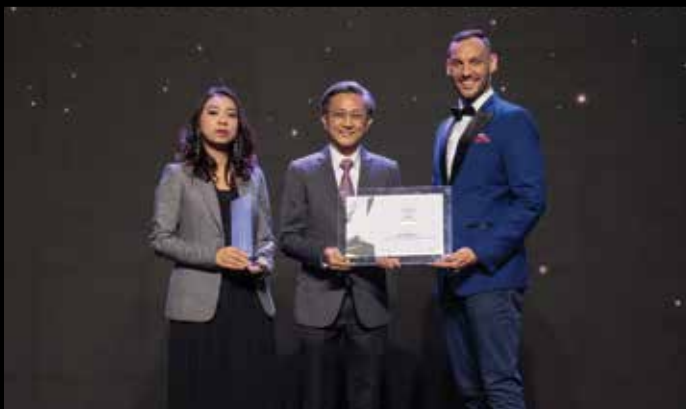
"Congratulations to all the winners of the Dot Property Southeast Asia Awards 2019. Their hard work and dedication to being the best at the regional level deserves this recognition," Adam Sutcliffe, Dot Property Director, Events and International Markets, says. "The Dot Property Southeast Asia Awards 2019 presentation ceremony and Winners Party was an event unlike anything the industry has ever seen. We're delighted so many industry leaders from throughout Southeast Asia were here to join us for an amazing night."

Sponsors of the Dot Property Southeast Asia Awards 2019 include Leading Real Estate Companies of the World® and Wearnes Automotive who provided VIP transportation services for select guests.

Now in its fourth year, the Dot Property Southeast Asia Awards recognises the best in regional real estate, honouring the leading developers, projects and companies that contribute to the sector. It is part of the Dot Property Award Series which honoured more than 100 winners across the region in 2019.



# BEATNIQ SELECTED BY THE PUBLIC AS PROJECT OF THE YEAR 2019



The Dot Property Southeast Asia Awards 2019 saw the awarding of the very first People's Choice Award for "Project of the Year". With anticipation building throughout the presentation ceremony at Park Hyatt Bangkok on December 12, the People's Choice Award for "Project of the Year" 2019 was the final award handed out on the evening signifying its prestige.

The Southeast Asia People's Choice Award for "Project of the Year" 2019 featured the country winners of the award from Thailand, the Philippines and Vietnam with the winner voted on exclusively by the public. The finalists were Park Cascades from Alveo Land, BEATNIQ Sukhumvit 32 from SC Asset and Sunshine Diamond River from Sunshine Homes.

More than 10,000 votes were cast and the public chose BEATNIQ Sukhumvit 32 as their favourite development in 2019. It was a huge accomplishment for Thailand developer SC Asset as their project shined on the regional stage. Khun Prayongyut Itthiratchai, Deputy Chief Operating Officer-Property Development-High Rise, and the team from SC Asset were on hand to accept the award from Dot Property management.

BEATNIQ Sukhumvit 32 is located in Bangkok's trendy Thong Lor neighbourhood and features incomparable exterior and interior design; an innovative smart home concept; and generous living spaces at a competitive price. Property buyers have responded well to all of these points as the rare blend of luxury and practicality have proven to be a hit.

The upscale condo features modern unit designs fitted with the latest smart home technologies. Additionally, the spacious residences along with a wide range of amenities provide a luxurious retreat from the city.

This was the third award for BEATNIQ in 2019. The condo was named Best Luxury Condominium Bangkok at the Dot Property Thailand Awards 2019 in addition to winning People's Choice Award for "Project of the Year" at the same event.

SC Asset was a double winner at the Dot Property Southeast Asia Awards 2019 as their 28 Chidlom development garnered the award for Best Luxury High Rise Condominium.



Mr Nguyen Duc Dung, Project Finance Director, Novaland Group (centre) accepts the Developer of the Year 2019 award from Adam Sutcliffe, Dot Property Director Events and International Markets (far left); Mr Ngoc Bui Head of Business Vietnam Development (2nd from left); Matthew Campbell, Dot Property CEO (2nd from right); James Claassen, Dot Property Commercial Director (far right)



## NOVALAND CAPS OFF IMPRESSIVE YEAR WITH DEVELOPER OF THE YEAR 2019 HONOUR

For Vietnamese developer Novaland, 2019 will be a year to remember as the homebuilder added Developer of the Year 2019 to its impressive haul of awards. It was one of two honours received by Novaland at the Dot Property Southeast Asia Awards 2019 and comes a few months after winning Best Developer Vietnam at the Dot Property Vietnam Awards 2019 earlier in the year.

Nguyen Duc Dung, Project Finance Director, Novaland Group, was on hand to collect the award. The developer also won Best Entertainment and Tourism

Complex for its NovaWorld Phan Thiet at the Dot Property Southeast Asia Awards 2019.

The victory means Novaland won five total awards in 2019. In addition to winning the aforementioned Best Developer Vietnam at Dot Property Vietnam Awards 2019, the firm was also presented with Best Luxury Mixed-Use Development Vietnam for The Grand Manhattan and Best Innovative Resort Landscape Architectural Design Vietnam for NovaWorld Phan Thiet. For more than 25 years, Novaland has transformed Vietnam's landscape with amazing property

developments spanning all sectors of the industry. Every Novaland development meets exacting standards to surpass the expectations of a discerning clientele who expects the best. Those living or staying at a project developed by Novaland are guaranteeing themselves the ability to live the lifestyle they want.

NovaWorld Phan Thiet earned two honours in 2019 as the impressive resort complex continues to generate positive reviews. The architecture of the resort is inspired from global locations while the beautiful

unit types suit a diverse range of investors. However, the landscape architectural design is what sets NovaWorld Phan Thiet apart as the stunning green spaces make it a must visit destination in Vietnam.

Winning Developer of the Year at the Dot Property Southeast Asia Awards 2019 proves Novaland has arrived on the regional stage. Its wide range of outstanding developments offer quality, innovation and style.

Congratulations to Novaland for being named Developer of the Year 2019.



## New Nordic Group

**Best Developer CSR**  
New Nordic Group

**Best Innovative Developer**  
New Nordic Group

**Best Innovative Investment Product**  
New Nordic Group

New Nordic Group has revolutionised property investment in global tourist destinations for 10 years now and the developer's work in Thailand has been truly innovative. The company's unique approach allows New Nordic Group to offer property investment that is less speculative and more transparent while tapping into Thailand's stable tourism market. The developer is also committed to giving back through its numerous CSR efforts.

## The One Estate Development Company Limited

**Best Boutique Developer**  
The One Estate Development Company Limited

**Best Low Rise Resort Condominium**  
Carapace Huahin-Khaotao

**Best Condotel Architectural Design**  
Carapace Huahin-Khaotao

The One Estate Development Company Limited is committed to creating boutique developments that meet the needs of residents. This can be seen at one of its newest developments, Carapace Huahin-Khaotao. The project features both a low-rise hotel and condominium with both having direct access to the development's beach club. The result is a residential estate good for vacation stays or residential usage.

## ARENA Cam Ranh

**Best Hotel Architectural Design**  
ARENA Cam Ranh

The magnificent ARENA Cam Ranh is designed by Finko International Design Alliance who has created a true hotel masterpiece. Located in one of Vietnam's up-and-coming tourist destinations, ARENA Cam Ranh is already among the most talked about resorts in Southeast Asia due in no small part to the hotel architectural design.

## Malibu Hoi An

### Best Luxury Condo Architectural Design

#### Best Beachfront Luxury Resort Villa Development

Malibu Hoi An from Vietnamese developer Bamboo Capital is a development that is luxurious and has a stunning design that is perfect for condotel investors. With units managed by the Radisson Hotel Group, Malibu Hoi An features architectural design and 5-star amenities that cater to high-end guests.

## Whizdom The Forestias

### Best Green Development

The outstanding Whizdom The Forestias from Thai-developer MQDC is not only the biggest property development in Thailand, but the greenest as well. The approximately 636,800 square metre complex is centred around an actual forest with developer MQDC rescuing old trees from around Bangkok and giving them new life inside Whizdom The Forestias.

## Grand Florida Beachfront Condo Resort Pattaya

### Best Beachfront Condominium

Blue Sky Group picked a special place in Pattaya's Jomtien area for Grand Florida Beachfront Condo Resort Pattaya. It is a short-drive away from U-tapao International Airport and is also close to the express motorway that connects the region to Bangkok. The project itself has a unique Florida theme with a number of different unit types available.

## PAX SKY

### Best Serviced Office Provider

PAX SKY is a gamechanger when it comes to the serviced office scene in Southeast Asia. The company focuses on providing customers with an office address that is luxurious, convenient and optimal. PAX SKY's goal is to ensure its clients always feel like they belong.



## Cam Lam Invest Company Limited

### Best Lifestyle Developer

#### Best Beachfront Resort Development

Cam Ranh Bay Hotels and Resorts

#### Best Resort Architectural Design

Cam Ranh Bay Hotels and Resorts

The Dot Property Southeast Asia Awards 2019 was a huge night for Cam Lam Invest Company Limited with the developer taking home three awards including Best Lifestyle Developer. The firm's impressive Cam Ranh Bay Hotels and Resorts was one of only a handful of projects to win multiple awards at the event.

## Gold Residences

### Best Township Development

SM Development Corporation has worked tirelessly to equip Gold Residences with a seamless fusion of architecture and luxury. This has given the township a dynamic look unlike anything found in Metro Manila. The project's beautiful gold façade can be seen from those flying in and out of the nearby Ninoy Aquino International Airport.

## Mantra Beach Condominium

### Best Affordable Condominium

Mantra Beach Condominium is another development from Thailand-based Mae Phim Property that offers unmatched value for money. From superb amenities to well-designed units, buyers of a residence at Mantra Beach Condominium are guaranteed of receiving a great investment.

## AE Charming Cua Tung Beach And Resort

### Best Beachfront Township Development

Vietnam's central province of Quang Tri is slowly becoming a tourist hub and AE Charming Cua Tung Beach And Resort will help put the region on the map. Set to open in 2021, AE Corporation is developing a wide-ranging township that will be a hub of activity in Quang Tri.





**Best Sustainable Development**  
Stella Mega City



**Best Housing Development**  
Stella Mega City

## Stella Mega City

### Best Sustainable Development

### Best Housing Development

Stella Mega City from developer Kita Group is an ambitious development featuring infrastructure and surrounding facilities designed to meet the needs of the modern resident. There are 5-star hotels, commercial centers, sports complexes and event centers with each of these incorporating sustainable technologies. Stella Mega City also features numerous housing types that have been developed to support families of all sizes.

## Sunshine Group

### Best Innovation and Technology

Vietnam's Sunshine Group has been committed to bringing the latest innovations and technologies to all of its projects. An example of this is Sunshine Diamond River, a development that has redefined what it means to be a green building. Several advancements have been incorporated into the development that ensures fresh air, cool spaces and a pleasant living experience.



**Best Innovation and Technology**  
Sunshine Group



**Best Luxury Villa Development**  
Anchan Hills



**Best Resort Residence**  
Melia Phuket Karon Residences

## Anchan Hills

### Best Luxury Villa Development

Anchan Hillis is located in one of the most desirable locations on the island of Phuket in Thailand. Developer Pearl Island Properties use only high-end materials while also utilising luxurious architecture and interior design details. The goal of the developer is to ensure that every villa at Anchan Hills meets the requirements of even the most discerning buyer or investor.

## Melia Phuket Karon Residences

### Best Resort Residence

Back by the European Melia hotel brand, Melia Phuket Karon Residences is redefining the resort residence experience in Phuket. From spectacular amenities to its very own beach club, and some amazing views, the resort has it all. What's more, Melia Phuket Karon Residences has a low-density design to ensure a pleasant experience without the crowding found in other tourist resorts.



**Best Condotel Development**  
Wynhdam Garden Irin Bangsaray Pattaya



**Breakthrough Developer**  
Nam Group



**Best Mid Range Condominium Development**  
Amani Grand Citygate Davao



**Best Condotel Interior Design**  
Wynhdam Garden Irin Bangsaray Pattaya



**Best Innovative Complex Development**  
Thanh Long Bay



**Best Urban Lifestyle Development**  
BelHomes Hai Phong

## Wynhdam Garden Irin Bangsaray Pattaya

### Best Condotel Development

### Best Condotel Interior Design

There are condotels and then there is Wynhdam Garden Irin Bangsaray Pattaya from Irin Property Co. Ltd. The property is in a great location and has a strong brand backing it, however, the project's design is where it really stands out. The interior design of each room focuses on modern luxury that caters to the unique needs of travellers. Each room at Wyndham Garden Irin Bangsaray Pattaya is also equipped with a Jacuzzi bathtub ensuring a peaceful space. When the property opens, it is sure to be popular with travellers from around the globe.

## Nam Group

### Breakthrough Developer

### Best Innovative Complex Development

Thanh Long Bay

Vietnamese developer Nam Group has arrived on the scene with great developments such as Thanh Long Bay that bring something new to the market. The homebuilder uses local market insights to ensure its projects meet the real needs of the public. Nam Group must also be commended for its top-notch designs and sustainability efforts that can be found at its projects throughout Vietnam.

## Amani Grand Citygate Davao

### Best Mid Range Condominium Development

Cebu-based Grand Land looked to Davao for one of its first projects outside of its homebase. The developer launched the Amani Grand Citygate Davao and it is a project that has been well received by both residents and investors who can look forward to strong rental returns alongside capital appreciation in the years to come. Grand Land has used its deep understanding of the market to create a condominium that has helped elevate the standard of real estate in Davao.

## BelHomes Hai Phong

### Best Urban Lifestyle Development

BelHomes Hai Phong is being developed by VSIP Hai Phong who are delivering the project with high-class urban areas that will meet Singaporean standards. Residents can enjoy a relaxing lifestyle where they can indulge in a fresh living space, clear roads, harmonious green areas and unmatched convenience. tion is developing a wide-ranging township that will be a hub of activity in Quang Tri.



## Jewel Changi Airport

### Best Retail Development

### Best Landmark Destination

Since opening in early 2019, Jewel Changi Airport has become a landmark destination that revolutionised both retail and airport experiences. The entertainment and retail complex from developer CapitaLand features wonderful nature experiences that have made Jewel Changi Airport one of the most Instagramable spots not just in Singapore, but the entire world. From its plethora of retail options to the ambiance that allows visitors to feel as if they have entered a different world, Jewel Changi Airport is a must visit destination.

## Tun Razak Exchange

### Best Integrated Development

Tun Razak Exchange is no ordinary development. The project aims to be Kuala Lumpur's new CBD as well as Malaysia's International Financial District with office space, residential buildings, parks, hospitality options and retail centres all integrated into a massive, 70-acre complex. The development's centrepiece just may be Exchange 106, a building that will become Southeast Asia's tallest tower once finished.

## MNC Smart City

### Best Smart City

MNC Land envisions MNC Smart City as the "City of the Future". A place where Indonesia's growing, dynamic population can enjoy the convenience and comfort of a sophisticated urban living experience. Located on the outskirts of Jakarta, MNC Smart City is close to several of the city's under construction infrastructure projects that will ensure easy transportation for residents. The developer continues to craft the city's masterplan that will feature the latest in smart city infrastructure.

## KL Eco City

### Best Transit Oriented Development

KL Eco City from Malaysian developer SP Setia promises to be a world-class, city-within-a-city anchored by commercial offices, retail outlets, luxury residential towers and a hotel. Additionally, KL Eco City will act as an integrated rail hub that comprises the existing Abdullah Hukum LRT station along with the new KTM Komuter station. The transit oriented development also has several innovative pedestrian and road features designed to provide a seamless travel experience.

# SOUTHEAST ASIA'S BEST REAL ESTATE AGENCIES 2019 WELCOMES NINE WINNERS



Bridge Estate (Thailand)



Santos Knight Frank (Philippines)



DKRA Vietnam (Vietnam)



Dat Xanh Mien Nam (Vietnam)



Savills Thailand (Thailand)



VR Global Property (Thailand)

A total of nine firms were included in this year's class of Southeast Asia's Best Real Estate Agencies 2019. The region was well represented with winners coming from Thailand, Vietnam, the Philippines, Singapore, Malaysia and Indonesia. Leading Real Estate Companies of the World® (LeadingRE) proudly supports Southeast Asia's Best Real Estate Agencies 2019 and Chris Dietz (right all photos), LeadingRE's Executive Vice President of Global Operations, presented the awards to the winners.

## Bridge Estate (Thailand)

(Photo top right) Pitchakorn Meesak (left) leads Bridge Estate, a Thailand-based agency specialising in cross-border real estate transactions throughout the country.

## Dat Xanh Mien Nam (Vietnam)

(Photo bottom right) Dat Xanh Mien Nam Managing Director Le Ngoc Tung Vi (left) oversees the agency that has become a leading real estate distributor in Ho Chi Minh City.

## Santos Knight Frank (the Philippines)

(Photo centre top) Santos Knight Frank was the first and is now the largest fully integrated real estate services company in the Philippines. The firm now supports 11 market-leading service lines.

## Savills Thailand (Thailand)

(Photo centre bottom) Robert Collins (left), CEO Savills (Thailand) has helped the company become one of the largest and most trusted real estate agencies in the Kingdom.

## DKRA Vietnam (Vietnam)

(Photo left top) Pham Lam (centre), DKRA Vietnam CEO, has worked hard to help DKRA become a full-service real estate agency working with clients and Vietnam's largest developers.

## VR Global Property (Thailand)

(Photo left bottom) VR Global Property President Paul Xumsai (left) has brought a fresh approach to Thai real estate that has innovated the process for buyers and sellers.

Other winners of Southeast Asia's Best Real Estate Agencies 2019 were Singapore's Hutton Real Estate, Reapfield in Malaysia and Cushman & Wakefield (Indonesia).



Adrian Ip (left), Managing Director at Wearnes Automotive, and Adam Sutcliffe (right), Director, Events and International Markets at Dot Property

## DOT PROPERTY SOUTHEAST ASIA AWARDS 2019 VIP GUESTS ARRIVED IN STYLE THANKS TO WEARNES AUTOMOTIVE

Guests at the Dot Property Southeast Asia Awards 2019 received a special ride thanks to Wearnes Automotive, one of Southeast Asia's most prominent car retailers. The company was the official VIP Transportation Provider for this year's presentation ceremony and supplied a fleet of luxurious Volvo vehicles that chauffeured winners to the Park Hyatt Bangkok on December 12.

Door-to-door, VIP transport service was provided to select guests in Bangkok and they were able to enjoy the innovations and comfort features found in the latest Volvo SUVs, Crossovers and Sedans. This helped make a memorable night all that much more remarkable.

"One way to get to know Volvo cars is to see them up close or even ride in one. We will bring the latest Volvo product line to this special event, including the newly launched V60 T8 Plug-in Hybrid,

the XC40 T5 Inscription, the handsome T8 Plug-in Hybrid Inscription and the luxurious XC90 T8 Plug-in Hybrid Inscription. All of these vehicles are equipped with state-of-the-art safety technology, premium sound system and the latest innovations in Scandinavia design," Adrian Ip, Managing Director at Wearnes Automotive, said.

With more than 110 years of experience, Wearnes Automotive is a leading luxury automotive retailer in Southeast Asia. The company is best known for providing the seamless and customised "Wearnes Experience" that is synonymous with the excellence standards of the luxury marques the company represents.

"The Dot Property Southeast Asia Awards 2019 was a special evening with leading property developers in the region gathering to celebrate being a winner at one of the most prestigious

award ceremonies," Ip explained. "We are proud to be part of the awards night and hope we made it complete with our beautiful Volvo cars."

Now in its fourth year, the Dot Property Southeast Asia Awards rewards the best in regional real estate, honouring the leading developers, projects and companies that contribute to the sector.

"We were thrilled to have Wearnes Automotive join the Dot Property Southeast Asia Awards 2019 as our official VIP Transportation Provider. Their amazing fleet of Volvo automobiles really turned heads and generated a great deal of buzz," Adam Sutcliffe, Director, Events and International Markets at Dot Property, says. "The door-to-door VIP transport service added another level of excitement to the presentation ceremony."

# THE OVERSEAS PROPERTY SHOW HOSTS FIRST-EVER INTERNATIONAL PROPERTY EVENT IN ASIA



The Overseas Property Show came to Asia for the very first time with a two-day showcase at the Grand Centre Point Terminal 21 in Bangkok. The show was a one-of-a-kind international property exhibition and had a unique selection of real estate investment destinations on display.

Award-winning agents representing properties in Portugal, Spain, Cyprus, Cape Verde and the United States among other locations had a chance to meet with local real estate buyers. Attendees were also able to take advantage of free, personalised consultations.

Experts from each location were at The

Overseas Property Show as well. They offered professional advice on finance, property management, rental simulations, tax incentives, currency exchange and the buying process in each country.

Some of the real estate investment destinations showcased were presented in Bangkok for the first time ever.

A number of special promotions, including free accommodation for three nights in Portugal, were available during the two-day event.

"The Overseas Property Show was an incredible success with Bangkok-based

buyers showing a real appetite for overseas real estate," Adam Sutcliffe, Director, Events and International Markets at Dot Property, states. "Attendance at The Overseas Property Show surpassed our expectations and shows that Bangkok is growing market for international real estate."

Regularly held in Europe, The Overseas Property Show connects real estate buyers and investors to holiday homes, permanent residences, retirement properties and rental real estate from around the globe.

Dot Property helped organise the exclusive event and used its local expertise to ensure a successful show.



# Harmony of nature

## AE CHARMING CUA TUNG BEACH & RESORT

**Location:** Vinh Thach Commune, Cua Tung Town,  
Vinh Linh District, Quang Tri Province, Viet Nam

**Developer:** AE Corporation.

With a scale of 36ha, possessing a breath-taking view and beautiful location, sea-front areas, adjacent to high-class internal facilities, AE Charming Cua Tung Beach and Resort is deemed as a harmony of nature and the sea. Located at the most beautiful location of Cua Tung Beach, the place is nominated as "Queen of the beaches", adjacent to which is construction project with the perennial lava rock beach & the marvelous coral ecosystem of Mui Trat. Ru Dung ecology and "Mui Treo Paradise" have been attracting travelers for years. AE Charming Cua Tung Beach and Resort is the first and only present project with the scale of a holiday urban area.

Possessing more than 1.2 km of Cua Tung Beach - Queen of the beaches, AE Charming Cua Tung Beach and Resort promising to destination for tourists when exploring Quang Tri especially in the tourism Triangle region - Cua Tung - Con Co - Cua Viet with gentle terrain. The whole resort is like a Monaco hilltop which is both bustling and luxurious in the exquisite elegance. The gentle hillsides create an extremely perfect advantage, any villa or shophouse will enjoy the beautiful view, the Cua Tung Beach, the view of Ru Dung, and the view of hundreds of internal facilities with a beautiful park path.

AE Charming Cua Tung Beach and Resort is a combination of the scent of the sky, the sound of the sea, very close to the local utilities with a Thien Mu Spring as a galactic strip flowing from a magical paradise in the night, a Love Tunnel of thousands of colors of the four seasons, a peaceful Garden, a bustling Tinh Tu Square, or the Dien Vi Flowers Walk, and especially, 12 ha of coastal facilities focused on Cua Tung International Entertainment Complex all creating a place like a land falling from Heaven that no other project would have.

AE Charming Cua Tung Beach and Resort is like a piece played by a harp, a string that when played somewhere like a paradise.



# DOT PROPERTY GOES BACK TO SCHOOL IN LATEST CSR EFFORT



The Dot Property Head Office learned some valuable lessons during a recent visit to Wannawit School in Bangkok. The trip back to school saw us lead classes in IT and English, take part in a painting project and host a lunch break where students choose the menu.

To the surprise of no one, they picked ice cream, which we happily dished out. Dot Property also donated a number of computers to the school.

Built in 1946, Wannawit School is now surrounded by skyscrapers, but retains a rustic charm. It is one of the few schools in Bangkok that still uses a manual bell that we had to a chance to see in action.

Dot Property is proud to have this opportunity to give back to our local community in Bangkok. We'd also like to thank Wannawit School for not only hosting us, but allowing us to feed the children ice cream.



# WHERE *Long Hai Awakened*

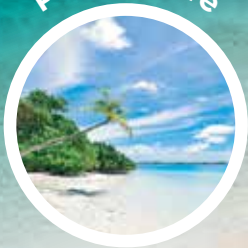
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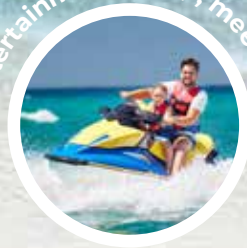
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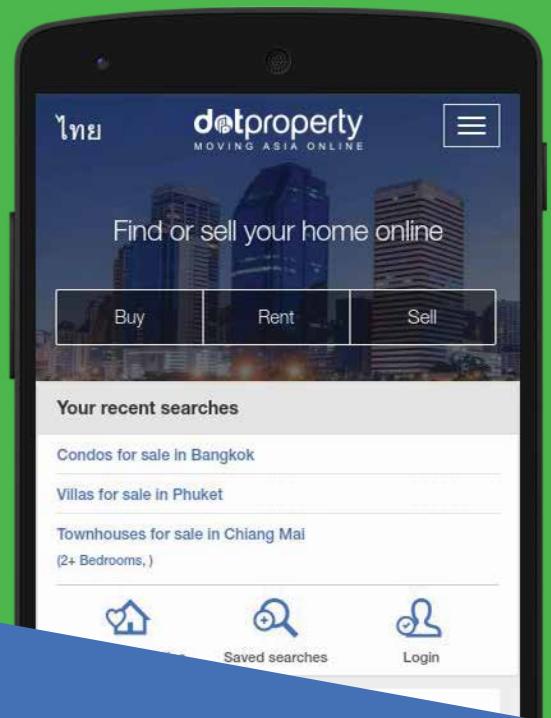
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