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SPECIAL DOUBLE ISSUE

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Samujana: The crown jewel of Koh Samui [p.46](#)



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EDITOR'S NOTE



A lot has changed since we released the last issue of Dot Property Magazine. In light of that, I wish to share a message with you from everyone here at Dot Property:

Regardless of if you're selling a property, looking to buy a new home or searching for a real estate investment opportunity, chances are COVID-19 has impacted these plans in one way or another. It is important to remember what really matters in times like this: health and wellbeing.

We urge everyone to continue following basic safety principles and obey local regulations as we all join together to fight the spread of COVID-19. The situation is improving across most parts of the region, but we are not out of the woods just yet.

Everyone at Dot Property is painfully aware of the obstacles brought on by the current situation and remains committed to your success.

For property seekers, we encourage you to stay engaged. Dot Property will continue to be adding new properties to our platform while also bringing you intelligence on what is happening as it relates to real estate. We understand decision-making timelines may have shifted, but there is no reason to stop your property search altogether.

A growing number of real estate agents and developers are changing how you can view properties and gather knowledge remotely. So, while you may not be able to visit a property in person, we encourage you to reach out and learn about the new ways you can connect with sellers.

We are already seeing demand for property pickup and events, such as our Dot Property Black Friday Sale, are seeing historic traffic, inquiries and sales. Even in the "new normal", demand for real estate in Southeast Asia remains.

Finally, we would like to thank all of the healthcare workers, officials and everyone who has helped in the fight against COVID-19 in our region. Your efforts are greatly appreciated by the entire Dot Property team.

Thanks for reading,

Cheyenne Hollis



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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

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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...



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Time to pay the new Land and Buildings tax in Thailand, here's what you need to know

After much talk, planning and complaints, the new Land and Buildings tax in Thailand went into effect last year. However, 2020 will be the first year property owners will pay tax under the new law. In terms of residential real estate, the main changes come in regard to ultra-luxury properties and the tax rate on additional residential units owned by a single individual. With that in mind, here are a few things you should know.

1 Most people won't be impacted

The new Land and Buildings tax in Thailand is targeting owners of luxury properties as well as individuals who own multiple residential units. To that end, individuals who own a single residential property priced less than THB50 million are exempt from the new tax. Additionally, vacant properties priced at THB10 million or less are exempt from the tax, but more on that a little later.

Those who own an ultra-luxury residence valued between THB50 and THB75 million fall in the 0.03 percent tax bracket while THB75 and THB100 million units are taxed at 0.05 percent and anything over that is subject to a 0.1 percent tax.

2 Multiple unit owners need to prepare

If you own more than one residential property, you can expect to pay tax on it as part of the new Land and Buildings tax in Thailand. Any additional property owned by a person valued at THB50 million or below is taxed at 0.02 percent. Anything greater than that value is taxed at the ultra-luxury residence rate listed above.

3 Vacant units to be taxed

Those in possession of a vacant residential property may be subject to paying under the new Land and Buildings tax in Thailand. Vacant units valued at THB10 million or less are exempt from the tax as long as the individual does not own more than one unit. Empty properties valued between THB10 and THB50 million are taxed at 0.02 percent with the rate increasing from there.

It is important to note that vacant properties valued at THB10 million or less are not exempt from the tax if they count as an additional unit. If a person already owns a unit, all empty properties are taxed at the additional property rate.

4 Transition period in effect

Owners don't have to fret about paying more in property taxes just yet. The new Land and Buildings tax in Thailand contains a transition period of three years where property owners are eligible to pay what they would owe under the old House and Land tax plus an additional fee which increases by each year. This is only available if the tax assessed under the new law is greater than the old law. After the third year, the property owner is subject to paying the new tax regardless.

5 Talk to a professional if you're unsure

While every homeowner has been mailed out information, in Thai, about the new Land and Buildings tax in Thailand, you may still have questions that need answering. Given the nature of the new tax, if you are unsure about your new responsibilities or require clarification, it is best to speak to a legal professional who can help you understand the big picture and provide a full range of options.



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Philippine property market to benefit from new REIT rules



Real Estate Investment Trusts (REITs) in the Philippines came one step closer to reality with the approval of a new set of rules. The Department of Finance, Securities and Exchange Commission, Bureau of Internal Revenue and Philippine Stock Exchange all signed off on the new REIT rules.

A REIT is a publicly listed stock corporation that owns income-producing real estate. Shopping malls, offices, hotels and buildings in the industrial or logistic sectors can be included in a REIT. For developers, REITs allow them to raise capital in exchange for providing shareholders with future dividends the properties generate.

According to Santos Knight Frank, REITs are mandated by law to distribute 90 percent of their retained earnings as dividends, which makes them appealing to investors.

“We are very encouraged by the news that the government has released the new set of rules on REITs that address the concerns of investors and real estate developers. These rules bring about a significant opportunity to democratize the Philippine property market, allowing the small investor to participate in high-value real estate assets alongside major corporate institutions. REITs have the power to sustain long-term growth for the Philippine economy through investments,” Rick Santos, Chairman & CEO of Santos Knight Frank, explained.

The new rules call for minimum public ownership to be lowered and also require proceeds from REIT shares that are sold to be reinvested in real estate or infrastructure in the Philippines. A few new tax regulations in regard to REITs were also finalized as part of the new rule set.

“We anticipate that REITs will drive an increase in acquisition, consolidation, and property development activities across the Philippines in the coming years. New capital raised by the developers through REITs will enable expansion of the real estate sector not only in Metro Manila but also in the provinces, and with it generate jobs across many sectors,” Kash Salvador, Associate Director for Investment & Capital Markets, Santos Knight Frank, noted.

Long road for Philippine REIT approval

The original law governing REITs in the Philippines was passed in 2009 but it has taken more than a decade to get to this moment. Concerns about a loss of tax revenue from the government as well as a desire from developers to

ensure REITs were actually viable saw the approval process become protracted.

Things got moving last year with some reports claiming REIT launches were imminent, but these last few rules couldn't be agreed upon in time. REIT stocks in Hong Kong and Singapore are already popular with Santos noting they usually outperform non-REIT property stocks in Asia-Pacific.

Experts believe developers will form REITs focusing on the office sector first as they look to capitalize the country's booming commercial property market. According to Reuters, Ayala Land could be the first developer to launch a REIT in the country with the firm hoping to raise as much as USD500 million.

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Price growth for Phnom Penh condo market flat in 2019, but hope remains

While condo prices in places like Bangkok, Ho Chi Minh City and Metro Manila have climbed, things have remained relatively flat in Phnom Penh. Experts remain buoyant about the long-term prospects of the Phnom Penh condo market and point to the rising skyline as an example of progress even if prices have remained stable over the past few years.

In the Phnom Penh: CBRE Fearless Forecast 2020 report, numbers showed that prices for high-end condominiums fell by more than 2.3 percent between the fourth quarter of 2018 and 2019 while mid-range condominium units rose by a little more than one percent during the same time.

Another issue facing Phnom Penh condo market investors is the fact that supply continues to increase. According to CBRE, high-end condo supply increased by 23 percent year-on-year in 2019 and is expected to grow by 24 percent in 2020. The mid-range sector recorded supply growth of 53 percent last year and supply could grow by an additional 46 percent this year.

The average square meter price for a luxury condominium in Phnom Penh was USD3,184 in the fourth quarter of 2019. For comparison, the average square meter price for a luxury condominium in Bangkok was USD8,701 in the final quarter of last year.

Affordability is the star of the Phnom Penh condo market

The high-end and mid-range segments of the Phnom Penh condo market may be stagnant, but the affordable sector grew quite a bit in 2019 and has a bright outlook. The average square meter price for a unit in the affordable sector increased by more than five percent between the end of 2018 and 2019 with prices rising for eight consecutive quarters.

CBRE noted that Cambodian millennials are driving the demand for affordable condominiums and developers are now looking towards this part of the Phnom Penh condo market for future launches. The consultancy found 4,560 affordable condominium units were launched in 2018 with 5,230 more added last year.

There could also be a growing number of Cambodian millennials willing to rent properties which would be a boon for the market, especially among investors wanting the stability of long-term tenants. Some completed condominium developments have been transformed into hotels in order to bring in rental revenue for unit owners.



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KUALA LUMPUR RESIDENTIAL PROPERTY GLUT COULD TAKE YEARS TO CLEAR



Some real estate experts believe it could take up to five years to clear the Kuala Lumpur residential property glut unless prices undergo a significant correction. Research from CBRE|WTW found there are currently 35,000 unsold residential properties in Malaysia as the country's real estate market has been hindered by a slow growing economy.

An unsold stock of serviced apartments and small office home offices (SOHOs) continues to be a drag on the Klang Valley where Kuala Lumpur and many key suburbs are located.

"In the Klang Valley, if there is no major correction of prices of serviced apartments and SOHOs, it (inventory) will take over the next five years to be cleared," CBRE|WTW Managing Director Foo Gee Jen told *The Edge Financial Daily*. "Close to one-third of the overhang in the Klang Valley was made up of residential properties priced between RM200,000 (USD48,295) and RM500,000 (USD120,737)."

This price point has proved problematic in Malaysia since it is entirely dependent on local buyers. The country recently dropped the

minimum purchase requirements for overseas buyers to MYR600,000 (USD143,400), but the government has no plans to reduce this further.

In 2019, the Klang Valley residential sector recorded an 8.7 percent growth in transactions. However, the number of unsold units in the region were also up, rising by 5.1 percent. How the government responds will be key to determining just how long it will take for the glut to dissipate.

"On the broader front, oversupply, down-trending transactions, weaker prices are symptoms of market uncertainty, which may be due to inconsistency of government policies and lack of comprehensive and timely market information," Foo explained. "Bottom line, we want carefully-crafted government policies, which are then implemented consistently long term."

A differing view on the Kuala Lumpur residential property glut

Not everyone agrees with the findings of CBRE|WTW. According to Zerin Properties MD

and Chief Executive Officer Previndran Singhe, it is possible to eliminate Kuala Lumpur residential property glut in a year.

He told *The Edge Financial Daily* that the Kuala Lumpur residential property glut could be cleared in 12 months should developers postpone launches and focus instead on selling current inventory. Singhe did agree that more is needed from the government to help solve the problem.

"(Possible government actions) include taxes reverting back to reasonable real property gains tax rate, faster Malaysian My Second Home processing and early announcements on the high-speed rail project. The authorities and regulators can also contribute through reducing minimum price for foreign purchases and vamping up discount policies to help the industry," Singhe stated.

Singhe added, "We are strong believers in laissez-faire but in an economy that is imperfect, balancing policies are also required."



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Singapore still tops, but Vietnam and Thailand rise in livability rankings

While cities such as Bangkok and Ho Chi Minh City won't be surpassing Singapore anytime soon, they are becoming more liveable for East Asian expats. Several Thai and Vietnamese cities rose in the latest Location Ratings survey published by ECA International.

"Liveability has improved in Thai and Vietnamese locations due to the economic growth that both countries are seeing currently. As Vietnam develops and invests in better infrastructure, living standards have improved for locals and expats in the country," Lee Quane, Regional Director – Asia at ECA International, explained. "Meanwhile, for the Thai locations in our list, the success of the recent peaceful democratic elections means that cities in the country have seen an improvement in the political situation too – something that inevitably improves liveability levels for expatriates."

With increasing Japanese investment in Thailand, more expats from Japan are living in Thailand. According to JRE development, an estimated 70,000 Japanese expats currently reside in Thailand with most being based in Bangkok and the country's Eastern Seaboard.

For the 14th year in a row, Singapore was named the most liveable city for East Asian expats by ECA International.

"Singapore has consistently featured at the top of our liveability rankings for Asian expats for well over a decade and this year is no different. Singapore boasts excellent infrastructure and amenities across the board, as well maintaining low crime rates and a large expatriate community, meaning that Singapore stays in the top spot and most likely will do for the considerable future," Quane stated.

After a year filled with unrest and economic uncertainty, Hong Kong fell 52 places in the latest Location Ratings survey. It was passed by several other major Asian financial hubs including Seoul and Taipei.

"The scale of Hong Kong's fall in our rankings is unprecedented and is a consequence of ongoing socio-political tensions in the city" Quane said. "Not only are the heightened political tensions worrying for expats living in the region, protests that have regularly taken place since mid-2019 have had a negative effect on areas of everyday life which are often taken for granted. This includes disruptions to Hong Kong's transportation infrastructure and a rise in crime rates since the protests began."

ECA's Location Ratings system evaluates more than 490 locations and ranks them on a host of factors to form an assessment of the overall quality of living for Asian expats.



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- Strong brand 2019
- And most recently, the title of Viet Nam's Best Real Estate Agencies of Dot Property Awards 2019

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During the process of construction and development, Hai Phat Land always aims to "become a comprehensive real estate ecosystem of Vietnam". By 2019, Hai Phat Land has 35 branches and offices, representative offices and more than 15 member units, associating nationwide. The company also owns a strong staff of more than 2,000 people, always ready to provide customers with the best service solution.

Not stopping there, Hai Phat Land has been implementing the goal of expanding the market to internationally, the first step is the representative office in Korea. Our vision to 2025 is to expand service delivery to all customers in Asia.

Asserting its position and brand step by step, Hai Phat Land will continue to be a real estate trading and distribution business with prestigious investors such as FLC Group, CEO Group, MIK Group, Sunshine Group, Vinaconex Group, TNR Holdings Vietnam, Him Lam Land ... trust and cooperate.





INCREASED MINDANAO FLIGHT CONNECTIONS TO BOOST PROPERTY AND BUSINESS

Last year, Mindanao, and Davao City in particular, was seen as one of the most exciting real estate investment destinations in the Philippines. The momentum is set to continue in 2020 as a pair of new international flights will connect the booming region to other countries in Southeast Asia.

The Manila Bulletin reported that a non-stop flight between Davao City and Manado, Indonesia will begin operations once international travel resumes. A second non-stop flight between Zamboanga City and Kota Kinabalu in Malaysia will commence at the same time. Experts believe this will make the region more enticing to overseas investors.

“Given the institutional mechanisms established and/or facilitated this year, the connectivity projects linking Davao and Manado, Zambo and KK, and trade relation agreements with other nations outside Southeast Asia, Mindanao would enjoy better comparative position as an investment destination,” Mindanao Development Authority Public Relations Head Adrian Tamayo told the newspaper.

He added that Davao is set to play an important role as a gateway for Mindanao and can be a showcase for the entire region. The new flight connections are predicted to increase in tourist arrivals which could in turn lead to an increase in real estate investments when the situation improves.

DEVELOPERS READY IN DAVAO CITY

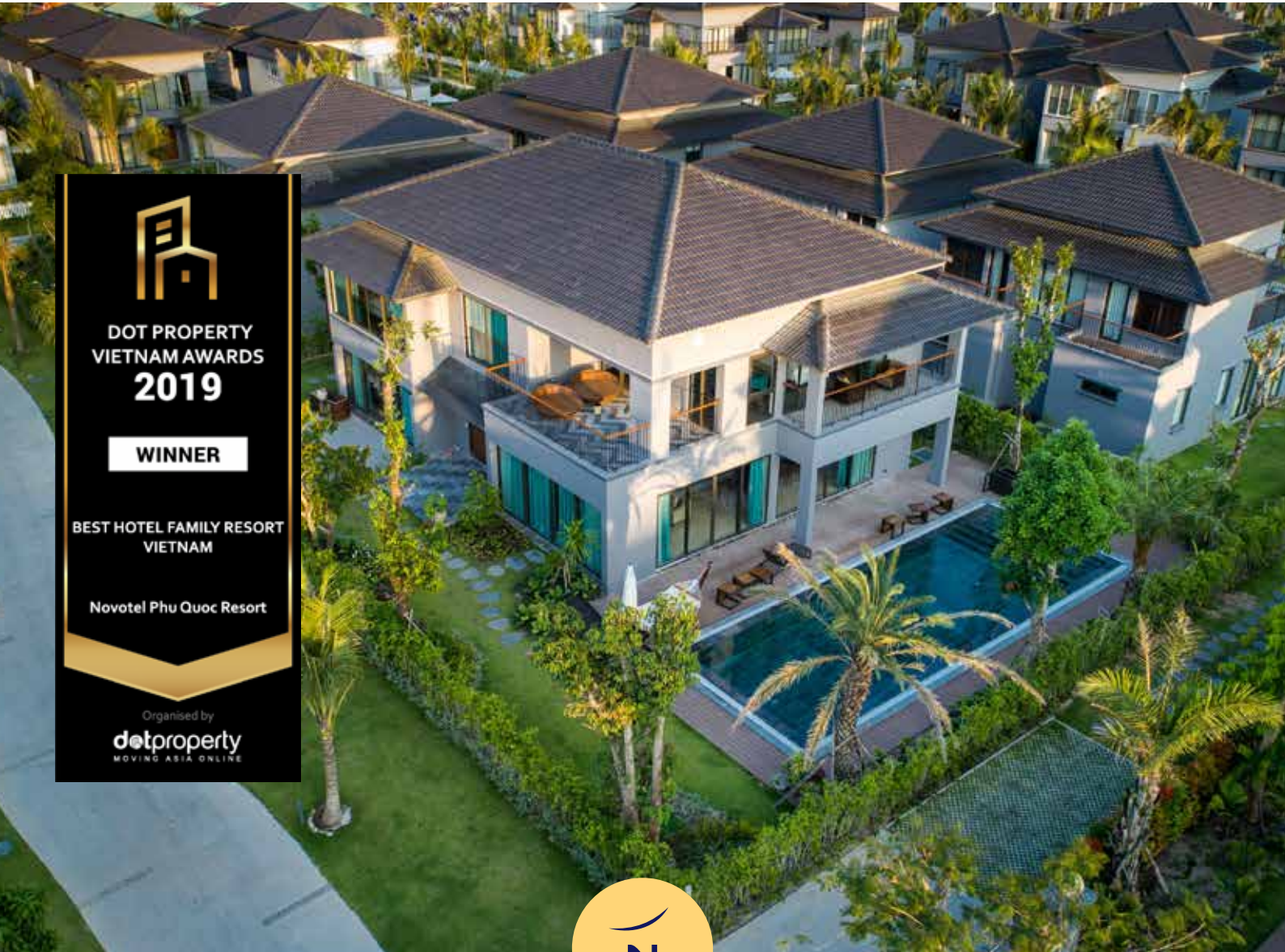
A number of developers are already active in Davao City as they look to build a presence in Mindanao. For example, SM Development Corporation (SMDC) launched its first project in Davao City last year and the feedback has been great.

SMDC was even named Best Developer Davao at the Dot Property Philippines Awards 2019 for Lane Residences.

The residential project has brought convenience and a modern lifestyle to Davao City and this has resonated with property seekers. Lane Residences features a wide range of resort-style amenities that appeal to families. SMDC worked hard to launch a project that appealed to both end users and real estate investors.

Another developer making a name for itself in Davao City is Grand Land. The company's Amani Grand Citygate Davao took home Best Investment Development at the Dot Property Philippines Awards 2019.

This was one of the first projects outside of Cebu that Grand Land has worked on and buyers have been snapping up units at the first few phases quickly.



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LIMITLESS

Habitat Group taps JALUX subsidiary to manage Bangkok projects



Habitat Group reached an agreement with Japan-based JALUX subsidiary JRE Development, to manage a quartet of condominiums under its Walden brand. The full-service property management company will be responsible for Walden Thonglor 8, Walden Thonglor 13, Walden Sukhumvit 39 and Walden Asoke.

The agreement is a boon for Walden investors as JRE Development specializes in managing projects catering towards Japanese tenants. According to CBRE, 19 percent of all work permits issued in Thailand were granted to Japanese expats. Since the majority of this group is in Thailand for a contracted period, many prefer to rent residences as opposed to buying property.

“We have partnered with JRE Development to manage our Walden properties primarily because of their experience and understanding of client needs, especially Japanese. This fits well with our target buyer demographic as we expect 80 percent of Walden tenants to be Japanese,” Chanin Vanijwongse, Chief Executive Officer of Habitat Group, said. “JRE Development’s professionalism and knowledge will also be an important factor for potential Walden buyers, giving them confidence in the product and peace-of-mind that their investment and residences will be managed to international standards.”



JRE Development is already active in Thailand, managing residential projects and serviced apartments along Thailand’s Eastern Seaboard. The firm estimates that 70,000 Japanese expats currently live in Thailand and believes it is well positioned to attract residents to the four Walden projects it will manage.

“JRE Development are delighted to be working with such an established developer as Habitat Group and we’ll be able to apply our 30 years of brokerage, development and property management experience in Japan to these projects,” Masashi Higuchi, President of JRE Development, stated. “Our experience in Thailand managing properties on the East Coast, together with our international experience and in depth understanding of what residents and investors need, will ensure

Walden has an edge in the marketplace.”

The agreement between Habitat Group and JRE Development was originally set to only include Walden Thonglor 8 and Walden Thonglor 13, but the two companies decided to extend the partnership to four projects. The Japanese expat market enjoys the Thonglor area of Bangkok with several Japanese-themed or inspired entertainment and retail venues, such as Donki Mall Thonglor, found in this part of the city.

JRE Development will offer two service packages at the Walden projects under its management. The packages include room cleaning service, a 24-hour Japanese speaking liaison, Wi-Fi and the ability to convert rental fees into Japan Airlines mileage rewards.



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DOT PROPERTY AWARDS RETURNS IN 2020 WITH A FULL SLATE OF EVENTS



The Dot Property Awards, Southeast Asia's fastest growing awards series, returns in 2020 with four ceremonies scheduled. Bangkok, Ho Chi Minh City and Metro Manila will all host presentation ceremonies celebrating the best real estate in their respective countries this year.

More than 120 honors were handed out across four events last year as part of the Dot Property awards series. Now in its fifth year, the Dot Property Awards recognizes the best in real estate by celebrating the leading developers, projects and companies that contribute to the sector.

This year will kick off in Vietnam with the Dot Property Vietnam Awards 2020. The presentation ceremony returns to the historic Reverie Saigon Hotel in July. Last year, the coveted People's Choice award went to Sunshine Diamond River from Sunshine Homes – A Member of Sunshine Group while Novaland won Best Developer Vietnam.

August will see the return on the Dot Property Thailand Awards. The 2020 edition will be held at the luxurious Park Hyatt Bangkok. Sansiri was named Best Developer Thailand, the top honor at the event. Additionally, a total of eight firms were named as Thailand's Best Real Estate Agencies 2019 with another group of winners to be unveiled this year.

The Peninsula Manila will once again welcome real estate's best in the Philippines for the Dot Property Philippines Awards 2020. Slated for September, anticipation is already building for the event after last year's strong showing. The country's largest developers, including SM Development Corporation, Robinsons Land and Filinvest, all took home awards in 2019.

Everything concludes in December with the Dot Property Southeast Asia Awards 2020 in Bangkok. Companies from around the region compete to be called the region's best at the Hyatt Regency Bangkok. Nearly 50 awards were presented at last year's celebration with winners hailing from Vietnam, the Philippines, Thailand, Malaysia, Indonesia and Singapore.

"We are excited for all of this year's Dot Property Awards events. Last year was incredible with more winners and attendees than ever before and we will easily surpass those totals in 2020," Adam Sutcliffe, Dot Property Director, Events and International Markets, says. "From the unique layout of our ceremonies to the highly anticipated after parties, you don't want to miss the Dot Property Awards."



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Bangkok rental market sees short-term benefits



The Bangkok rental market has remained relatively unscathed during the ongoing COVID-19 pandemic with CBRE Thailand finding there have even been some short-term benefits for landlords. Challenges are on the horizon, however.

According to the consultancy, the impact on the Bangkok rental market has been delayed due to the structure of leasing contracts which tend to be yearly agreements. In some cases, expats have retained apartments and kept paying rent even though they returned to their home countries. Those that have stayed and were on expiring contracts are looking at short-term rental solutions that have been good news for landlords.

“Interestingly, there are also short-term upsides during COVID-19 as current leases are extended to avoid moving and entailing pandemic exposure. This is beneficial to apartment landlords as occupancy continues even after original leases expire without needing to find a new tenant and the associated marketing, repair or cleaning costs,” Khun Supawit Mahaguna, Research and Consulting Analyst at CBRE Thailand, wrote in a recent article.

Looking ahead, the Bangkok rental market faces challenges as housing budgets shrink, layoffs happen and other events soften demand. According to CBRE, some landlords are offering discounts as well as trying to get tenants to sign two-year leases at a reduced rate. This is a start, but landlords will need to adopt new strategies in the coming months.

“Landlords will need to adapt to changing market conditions by including more widespread offerings of shorter (six-month or monthly) lease terms and lower rents. For project-by-project expats and long-stay tourists, monthly leases would provide a spacious and more affordable alternative to serviced apartments and hotels,” Khun Supawit explained. “Meanwhile, current tenants can be retained by offering extensions, flexible due-date schedules and the conversion of security deposits into rental payments if needed.”

CBRE Thailand concluded that landlords and apartment building operators need to be more flexible than in the past in order to attract broader audiences. It will also be necessary to provide assistance to tenants since budgets are likely to change moving forward.

SIAM REAL ESTATE VIRTUAL VIEWINGS

BRINGS BANGKOK AND PHUKET PROPERTIES TO YOU



The ongoing COVID-19 situation has made it difficult for people to view properties in overseas destinations such as Thailand. One real estate agency is changing that. Siam Real Estate recently announced its ability to provide clients with Virtual Viewings for properties in Bangkok and Phuket.

Siam Real Estate Virtual Viewings enables you to view a property in real time from anywhere in the world. From the comfort of your own home, you can go inside the Bangkok and Phuket properties you're interested in while being assisted by one of the company's agents. Here's how it works:

1) Search Siam Real Estate properties on Thailand Property or their website and select the one you want to view.

2) An appointment time will be arranged. Siam Real Estate can communicate with you through WhatsApp, Line, WeChat, Skype and Messenger to find a time that works best for you.

3) You will be sent a mobile video link that will be used once it is time for the viewing.

4) Once it is time for the appointment, you will be connected to a Siam Real Estate agent in real time. They will walk you through the property, answering questions and following your directions. You are in total control, just as if you were there.

Siam Real Estate Virtual Viewings are a forward-thinking solution that allows you to see properties in Bangkok and Phuket and make a decision from afar with confidence.

Additionally, Siam Real Estate is producing videos and 3D virtual tours of properties to ensure you have all the information you need at your fingertips.

"Our initiative will hopefully spur buyers/renters to continue to support us with confidence as a leading Thai real estate business of 18 years. Teflon Thailand, we expect will bounce back strongly due to its renowned hospitality and tourism," Siam Real Estate CEO Richard Lusted said.



Pattaya property market rebounds to end 2019, but future uncertain

The Pattaya property market showed signs of life to end last year, but uncertainty from global events could quickly bring the positive momentum to a halt in 2020. Colliers International Thailand found the number of new condo projects launched in the second half of 2019 hit a five-year high as developers were preparing for the benefits of the Eastern Economic Corridor (EEC) project to kick in.

The government-backed plan has moved forward with several infrastructure projects now either completed or close to being finished. These were expected to bring an influx of foreign investment to the region with a report from Colliers citing this as reason to believe the Pattaya property market would recover.

The consultancy found that 10,592 new condo units were placed on the market in the second half of last year, an increase of more than

113 percent from the previous six months. This was the first time since 2012 that more than 10,000 condo units were launched in Pattaya during a six month span. Overseas developers played a huge role in this surge of supply.

“Supply of more than 5,100 newly launched units have been developed by Chinese developers who were interested in developing condominium projects in the Pattaya,” Colliers Thailand research noted.

Foreign demand still key driver of Pattaya property market

However, these developers had been targeting overseas buyers, a group that could be retreating in light of the spreading coronavirus outbreak that is harming tourism and the global economy.

“Chinese buyers have become the main clients of the Pattaya condominium market. Most developers have been trying to attract them through both local agencies and agencies from Bangkok in order to substitute the Thai purchasing power that slowed down from the overall economic downturn and from the impact of the new LTV measure in the past years,” the reported found.

A lot has changed between the end of 2019 and now. Many developers were able to sell out their 49 percent foreign quota at condominium projects in Pattaya during the second half of last year because of strong demand from Chinese buyers, according to Colliers Thailand. That is unlikely to repeat itself this year in light of global events.

COVID-19 derails recovery momentum

Early estimates from the Real Estate Information Center (REIC) paint a disappointing picture for the Eastern Seaboard property market. With tourism having ground to a halt and the economy expected to contract, demand and supply will be affected.

According to REIC estimates, residential transfers will drop by almost 12 percent in 2020 with transfer value predicted to decline by 21.5 percent year-on-year. The condo market will be hit the hardest since it is most reliant on foreign investment.

There will be a drop in the number of new condo units launched in the EEC. Developers are only expected to bring 6,557 units to the market in 2020, the REIC reported. Assuming a return to normalcy by the end of the year, things could bounce back by 2021. In the meantime, some investors will look to take advantage of developers offering aggressive discounts.

THAILAND LEASEHOLD PROPERTY: 2 TIMES WHEN IT MAKES SENSE TO LEASE



There is a lot of information on why you shouldn't want Thailand leasehold property. Most of these articles focus on the fact that owning something forever is better than leasing something for a certain number of years. It is a logical argument and one that is true in most circumstances.

However, that is most and not all. There are a few times when Thailand leasehold property is either a better option or the only choice available. Let's take a look at the two times you should consider Thailand leasehold property.

Here's when Thailand leasehold property makes sense

Prime locations

A few years ago, it was impossible to acquire a unit in many developments found in prime locations such as Wireless Road or along the beach in Phuket. One of the notable examples of this was Ritz-Carlton Residences Bangkok inside the MahaNakhon building which were initial leasehold properties. Eventually units were converted into freehold ownership, but some locations are still a stronghold for Thailand leasehold property.

For example, the four luxury residential projects that will eventually be launched at One Bangkok are set to be exclusively leasehold. That's

because TCC Assets and Frasers Property, the project's developers, could only acquire the land on a lease arrangement. The developer has already revealed that the first tower launched at the site will contain a Ritz-Carlton Hotel along with 110 leasehold residential units in addition to other facilities.

There are also other pockets of Bangkok and some tourist areas where freehold projects can be hard to come by. If you have your heart set on one of these places, Thailand leasehold property might be your only option.

Landed properties

Buying a house or villa in Thailand isn't as easy as purchasing a condo unit. That's because foreigners can legally own the latter, but not the former. One workaround is having a Thai registered company purchase the landed property. However, this entails a lot more work and possibly different tax considerations depending on how you go about it.

Alternatively, Thailand leasehold property can be a much easier and straightforward arrangement for foreigners wishing to acquire a villa or house. Leases are good for 30 years and can be renewed as long as both parties agree. More importantly, the lease remains valid until its stated duration regardless of if the land is sold or something else unforeseen occurs.

COVID-19 CRISIS WON'T HARM VIETNAM HOME PRICES



While the on-going COVID-19 situation has caused problems for the housing markets in neighboring countries, the impact in Vietnam will be relatively minor by comparison. The total number of transactions fell recently, but Vietnam home prices have remained steady. Most experts believe they won't drop moving forward.

According to CBRE Vietnam, average housing prices in the country actually increased by around four percent during the crisis. The country's response to COVID-19 has been lauded by governments around the world and Vietnam has already eased social distancing measures with many sectors returning to normal.

Meanwhile, the Viet Nam Association of Realtors told the *Vietnam Investment Review*

that market supply and transaction volume in the first quarter were both at their lowest levels since 2016. Developers did not bring any new projects to the market due to economic uncertainty.

What's next for Vietnam property?

Property buyers have been waiting on the sidelines as well. Their hope is that the on-going COVID-19 pandemic would cause prices drop. This happened during the Asian Financial Crisis in 1997 and the Global Financial Crisis in 2008, but experts aren't expecting Vietnam home prices to sink this time around.

Real estate expert Dang Hung Vo explained to *VIR* that the country's property market was quiet in the first quarter due in large part to the government's social distancing measures.

However, there is still strong demand and limited supply which means the long-term impact of COVID-19 will be minimal.

Some homebuilders have delayed project launches in light of the current situation and this will cause supply to shrink even further.

According to Vu Cuong Quyet, Northern Green Land Real Estate and Services Joint Stock Company General Director, developers are looking at alternatives to lowering prices in order to navigate short-term issues facing the market.

These include launching special promotions, such as offering free furniture, that appeal to buyers.

Vietnam is becoming a second home destination for international property buyers



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.

Prior to the COVID-19 outbreak, nearly two million foreign tourists visited the country in January with more than half of this total coming from China, South Korea, and Japan. According to Kenneth Atkinson, Founder and Senior Board Adviser at Grant Thornton Vietnam, foreign homeowners could be a major factor in sustaining the tourism market over the long term.

He told the *Vietnam Investment Review* that the country has a rather low portion of returning visitors when compared to Thailand which has a return rate for arrivals that sits closer to 70

percent. With more foreign buyers being drawn to holiday homes in Vietnam's tourist areas, this could be set to rise in the coming years.

Market experts also expect to see a rise in the number of branded residences as the interest from more affluent buyers remains high. Vietnam currently has the third-highest number of projects in the pipeline to meet their demand. Overseas investors are attracted to the Vietnam tourism property market due to high yields that come with properties offering flexible usage for holidays.

"Rental yields on city properties remain decent at 6-8 per cent in the better developments and many developers in the coastal resort areas have attracted buyers with high guaranteed returns of 8-10 per cent for 10 years, although it is expected that these will fall back on default values over the coming months, not only because of the impact of COVID-19," Atkinson

explains. "In total, however, rental yields in Vietnam are significantly higher than say in Bangkok and other parts of Thailand, and Singapore."

Next steps for growth in tourism and property

A key driver of the Vietnam tourism property market will be infrastructure in resort destinations. There has been some tourism infrastructure developed in popular locations like Da Nang. And while this has allowed for the development of international-standard projects in some areas, the Vietnam tourism property market 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.



Sunshine Group brings super luxury living to Vietnam

Sunshine Group has set the bar for luxury residential development in Vietnam during the last few years and the homebuilder is preparing to outdo itself once more. The developer revealed that it will soon launch Sunshine Venicia, a superluxury condo project in Ho Chi Minh City's District 2.

Exclusivity will be one of the key features at Sunshine Venicia with the project featuring only 245 condo units and sky villas. The focus on low-density living ensures residents can enjoy privacy and the space they need to feel comfortable.

Sunshine Venicia takes its design from a lily. The common living area acts as the center with rooms stretching out from the middle like petals. This rare design allows for garden spaces and other design elements to separate each room.

Residents can relax on the balconies of Sunshine Venicia which are unlike anything currently seen in Ho Chi Minh City. They have been crafted as small pathways lined with flower gardens and photo galleries. The small, green pathways also separate units from one another meaning there are no directly facing doors or other intrusions of privacy.

Popular architect Hoang Thy Phon was entrusted with the design of the project. His goal was to bring superluxury living to Vietnam and create a condominium design not found anywhere else in Southeast Asia.

This superluxury design extends to the common areas for Sunshine Venicia which boast a scenic Italian style. You will find lemon and grape gardens where the sun shines through, lily gardens and Renaissance-inspired water fountains as well as quaint alleys decorated with rose pedestals.

The project also has a retail area that will host boutique tea shops, spas and restaurants under the European-style arch and art galleries of the main lobby. The companies operating in the retail area will be curated selection of brands that match the superluxury concept envisioned by the developer.

Superluxury living is coming to Vietnam thanks to Sunshine Group. Sunshine Venicia has the makings of being among the most exclusive and in-demand residential projects ever launched in the country.

FORWARD-THINKING MIKGROUP FOCUSES ON SUSTAINABILITY AND INVESTOR SOLUTIONS



MIKGroup has established itself as one of Vietnam's most impressive developers through hard work and innovative thinking. The company's efforts saw it win Best Breakthrough Developer at the Dot Property Vietnam Awards 2019 with MIK Group projects appreciated by customers for their quality, amenities and locations.

In order to accomplish its goals, MIKGroup has diversified its offerings to meet the unique needs of customers and the Vietnamese market. MIKGroup has opted for a group-wide sustainable development strategy instead of focusing on individual projects. Additionally, the developer takes pride in providing the highest added values and satisfaction for its partners and customers.

The project development strategy of MIKGroup allowed the developer to enter the markets of Hanoi, Ho Chi Minh City and Phu Quoc with great success. In each of these areas, MIKGroup introduced key product lines specifically for the needs of investors and the local market.

MIK Group's work in Phu Quoc saw it launch resort and real estate projects that helped the local tourism market. One of the company's most notable developments is the Mövenpick Resort Waverly Phu Quoc resort which has

brought international standards to Phu Quoc while simultaneously helping attract new visitors to the region. The resort welcomed guests for the first time this year.

Smart cities next for MIK Group

One of the most exciting announcements from MIK Group came last year when the company revealed it had entered a partnership with HBI Company to develop Imperia Smart City Project on a land plot within the Tay Mo new urban area in Hanoi.

The project will boast state-of-the-art 4.0 technology applications as well as green spaces and many other features. It is being developed under MIK Group's Imperia brand. Two premium apartment projects, Imperia Garden and Imperia Sky Garden, have already been developed under this brand which is known for its high-standard residences.

Imperia Sky Garden from MIK Group received critical acclaim for its outstanding green spaces and features. These included a four-story green space that has a carefully arranged garden and public area that features trees, fountains and a children's play area. The project's two residential buildings each have a rooftop garden and several other lifestyle amenities.



MIK Group works tirelessly

By understanding real estate in Vietnam is not limited to one customer group, idea or strategy, MIK Group has worked tirelessly to provide solutions that benefit the entire public. Investors can be confident they are working with a leading developer who has their best interests at heart. Meanwhile, residents will be proud to live in the company's outstanding projects.

This innovative thinking and hard work has seen MIK Group become trusted by the public and the company is respected as one of Vietnam's best developers.

ROBINSONS LAND OUTLINES 2020 PLANS BUT FUTURE UNCERTAIN



Robinsons Land Corp. announced that it will launch PHP20 billion worth of new residential projects in 2020 as the company looks to take advantage of strong domestic demand as well as continued overseas interest. The developer also noted that the ongoing COVID-19 pandemic may cause the firm to alter these plans.

In the company's 2019 annual report, Robinsons Land President Frederick Go explained that solid remittances from overseas Filipino workers, attractive lending rates and the availability of mortgage financing from banks will help propel the property market forward. However, the economic situation is being monitored and the developer is ready to react accordingly.

There are also plans in place for Robinsons

Land to expand its retail holdings. The firm is preparing for the opening of a mall in La Union as well as the expansion of two existing properties: Robinsons Place Antipolo and Robinsons Place Dumaguete.

Additionally, Robinsons Land will open a shopping complex in the Bridgetowne township next year. Malls are also slated to open in Nueva Ecija, Bataan and Batangas in 2021.

Robinsons Land sees strong demand in China

Demand for Robinsons Land's projects in China has been strong even with the country still recovering from the COVID-19 situation. Unit sales at the second phase of its Ban Bian Jie

luxury condo project in Chengdu were better than expected. The average square meter price at the development rose as well.

"Despite the lingering effects of the global COVID-19 pandemic, Robinsons Land has sold 76 percent of the 564 condominium units opened for sale and 73 percent of the 64 duplex villas opened for sale in just a few days of selling, after release of the sales permit," the developer revealed in a disclosure to the Philippine Stock Exchange last month.

Robinsons Land announced the residential project in 2017 before launching two high-rise condominium towers the following year. Ban Bian Jie was the developer's first residential project to be launched outside of the Philippines.



Highly anticipated Bridgetowne township continues to take shape

The Bridgetowne township celebrated its first milestone in 2019 with the completion of a 200-meter bridge that crossed the Marikina River.

The bridge will help ease traffic in Metro Manila while connecting to Quezon City and Pasig. However, the community has a lot more going on than that.

Perhaps the most notable feature is "The Victor", a 20-story installation that will be one of the tallest pieces of art in the world. The project is designed by Filipino-American artist Jefe Manuel-Figuera and is expected to be an Instagram hot spot that will attract people from around Metro Manila.

"Our hope is that this monument

becomes a lot like the monuments you see in the world. The ones that when you go to, you have to rub the foot for good luck," Robinsons Land Corporation CEO Frederick Go told ABS-CBN last year.

The developer will launch condominiums, office buildings, shopping centers and a 5-star hotel in Bridgetowne township. There will also be a park, school, hospital and transportation hub in 30.6- hectare estate. Robinsons Land envisions the community being a place where people will want to live, work and play.

Where to live in Bridgetowne township

Robinsons Land has launched a number of residential projects

in Bridgetowne township with construction having already started on a couple of these. Each project caters to a different segment of the population meaning there is a place for just about everyone.

Let's start with SYNC, a condominium tailored for young professionals, early nesters and investors who want a quality space suited to their unique lifestyle.

Robinsons Land crafted an upscale condominium at a reasonable price point to ensure buyers enjoy value for money.

Another project in Bridgetowne township is Cirrus, a 40-storey condominium. This project has been designed to provide

residents with a live, work, play and dream dynamic not found elsewhere in Metro Manila.

Both projects were winners at the Dot Property Philippine Awards 2019.

The most recently launched project at Bridgetowne township was The Velaris Residences. The luxury condominium is a joint venture between Robinsons Land Corporation and Hongkong Land.

The Velaris Residences stands 45-stories tall and boasts a distinctive concrete-and-glass, metallic bronze and rose gold façade that will ensure it becomes an iconic part of the skyline.

Get a glimpse of the most expensive condo development in Ortigas Center

Ortigas Land is dreaming big with one of its most recent residential project launches. The firm unveiled Residences at The Galleon, a project that is set to be the most expensive condo development in Ortigas Center.

The project will have two towers with one dedicated to offices and one set aside for residential units. The pair of towers will share an expansive retail and parking podium. According to the developer, this blend of usage makes Residences at The Galleon unique for the Ortigas Center Business District.

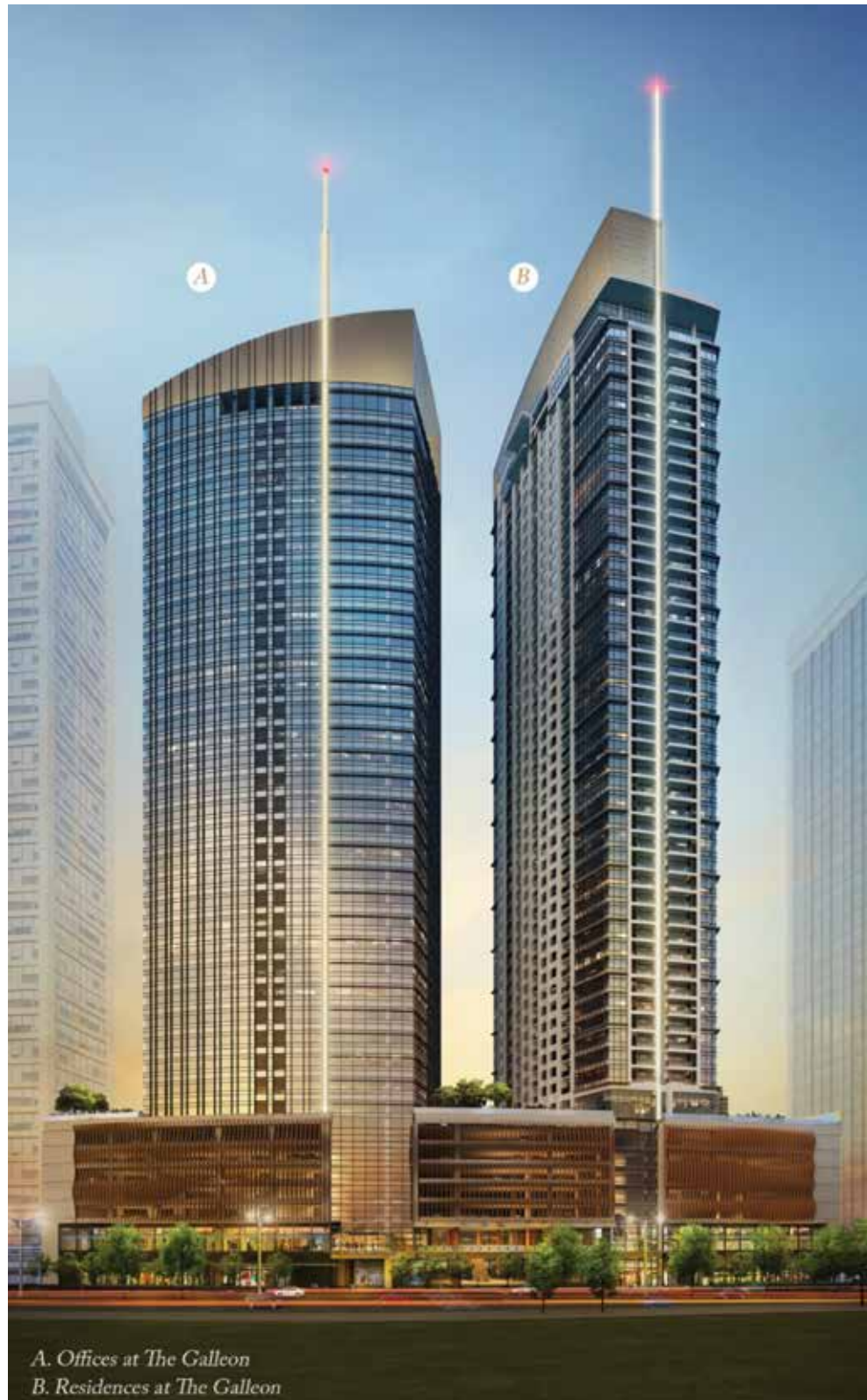
Ortigas Land envisions Residences at The Galleon becoming the premier residential address of Ortigas Center. The 51-storey residential tower will feature numerous living luxuries that are designed for all types of residents. The project is suitable for independent professionals, young families, empty nesters or anyone else.

Residences at The Galleon will cater to lifestyles that are constantly evolving. For example, each unit inside the development features Smart Home technologies to create a seamless living experience. Everything from Smart Plugs to temperature sensors will be installed with the features being controllable from an app on your phone.

The amenity level of the project has also been designed with the needs of modern residents in mind. There is everything from a theatre room to a social hall for you to take advantage of. Other facilities include a gym, a day care area and a game room. Residences at The Galleon boasts a large swimming pool and peaceful green spaces as well.

Just a hop, skip and jump away from the project are the office spaces, shopping centers and entertainment hubs of Ortigas Center. Several infrastructure projects, such as Sta. Monica-Lawton Bridge, Ortigas Subway Stations and MRT-4, are also in the pipeline. These will help reduce congestion and improve connections to nearby business hubs.

With an outstanding location and luxurious living spaces, it is easy to see why Residences at The Galleon is the most expensive condo development in Ortigas Center. However, it still provides good value for both end users and investors. A shortage of luxury homes in Metro Manila combined with future infrastructure improvements means housing prices in Ortigas Center will continue to rise.



ARE WE ENTERING A BUYER'S MARKET

FOR METRO MANILA RESIDENTIAL PROPERTY?



Metro Manila residential property has been one of Southeast Asia real estate's largest success stories during the past few years. In 2019, Knight Frank named the capital as Asia-Pacific's top luxury residential property market with selling prices increasing by nearly 25 percent between 2017 and 2019.

However, the seller's market in Metro Manila could be closing. Enhanced community quarantine (ECQ) measures that extended into June were needed to help the Philippines battle COVID-19. The extended lockdown caused some experts to adjust predictions that were originally much more optimistic regarding the country's property market.

"It's a bit harsh to say that the party has totally ended because the demand is there. There is a pause, I think. What's happening now is we have been in a landlord's market for an overextended period already. We're at this pivotal point wherein it will become a tenant's market," Colliers International Managing Director Richard Raymundo told the *Philippines Inquirer*.

The consultancy expects supply in the residential sector to drop by almost 20 percent this year with the vacancy rate in Metro Manila possibly surpassing 15 percent. For comparison, both the supply and vacancy rates were 11 percent in 2019.

Demand for Metro Manila residential property is being softened by two ECQ-related events. Firstly, local unemployment is rising which will impact the mid-market sector. Secondly, continued travel restrictions are taking its toll on demand from both OFW and foreign investors.

Where is the buyer's market for Metro Manila residential property?

Experts remain divided on when the Metro Manila residential property recovery will begin, but there is a sector that is already emerging as a buyer's market. According to Lobien Realty Group, prices for homes on the secondary market are already falling.

The consultancy added that newly launched and recently completed project prices are expected to remain at pre-ECQ levels.

With some property owners wanting to dispose their assets for liquidity, prices on the secondary market could prove to be extremely attractive when compared to pre-selling units, Lobien Realty Group noted. It may also see properties in some highly-desirable developments hit the open market.

According to Colliers International, rental rates and residential values will both start to recover in 2021 although this growth will be at a more modest pace than in previous years.

Those considering buying Metro Manila residential property on the secondary market may not see the immediate returns found as recently as last year but should be positioned well when the Philippines recovers in full.

HERE ARE 7 PHILIPPINE REAL ESTATE TRENDS TO WATCH FOR



Several unexpected events have rattled the nerves of some, but there are still reasons to be optimistic about the Philippine property market. While the coming months may be a challenging, Santos Knight Frank has identified seven Philippine real estate trends to watch for.

1) REITs take centerstage

Real Estate Investment Trusts (REITs) finally got the green light in the Philippines earlier this year. Since then, Ayala Land filed an application to create a REIT subsidiary while DoubleDragon Properties Corp is looking at raising a substantial amount of capital via REITs. Santos Knight Frank believes that REITs will unlock a number of opportunities for the property market as more developers get involved.



2) BPO to remain strong

The BPO sector has been a key driver for the office market, especially in Metro Manila. Joint research from IBPAP and Everest found demand for office space from BPO companies will grow 3-7 percent annually.

"In 2020, we expect BPO demand to be strong, despite the limited amount of Philippine Economic Zone Authority-accredited office space. BPO demand is strongest in BGC and Pasay, where rents should be going up. Conversely, Ortigas and Quezon City may have more supply than demand, and rents will stay flat in those areas as the vacancy rates increase," Morgan McGilvray, Senior Director, Occupier Services & Commercial Agency, Santos Knight Frank, said.



3) Co-working moves into Cebu

Co-working is hardly new with several major operators active in Metro Manila. The sector is now growing in Metro Cebu. Santos Knight Frank estimates that three percent of the office market is occupied by co-working spaces spread across Cebu IT Park, Cebu Business Park and other buildings around the region.



4) Buildings go green

More than 300 buildings in the Philippines have begun implementing LEED guidelines with half of this total already certified by LEED. Nowhere is the shift to green more evident than Bonifacio Global City. Santos Knight Frank reported that 100 percent of new office buildings in BGC are LEED-certified.



5) Metro Manila suburbs to be logistics growth hub

The next wave of industrial and logistics real estate sector growth will most likely take place in the provincial areas to the north and south of Metro Manila.

“The areas of Calabarzon and the corridor NLEX-SCTEX-TPLEX in North Luzon are prime spots for logistics and industrial real estate to grow. These would be the next hubs for distribution centers and warehouses,” Kash Salvador, Associate Director for Investment & Capital Markets, Santos Knight Frank, explained.

6) Demand for luxury homes still hot

Metro Manila’s prime residential market remains hot as a limited supply of luxury residences can’t keep up with demand from the increasing number of Filipino ultra-high net worth individuals and foreign buyers.

Knight Frank’s Prime International Residential Index ranked the Manila prime residential market as one of the fastest risers in the world, ranking eighth globally and third in Asia.



7) Developers embrace co-living

Co-living has become a popular solution among young professionals who want to live near their workplace but can’t afford to buy or rent larger condo units. Several developers are tapping into the co-living segment with SMDC having launched MyTown and Ayala Land bringing The Flats to the market. More developers are expected to follow suit.

What is hands-free property investment?



There are many types of property investment available, especially overseas. And we aren't just talking about location. You can now invest in different real estate sectors, dabble in fractional property investment and take advantage of numerous other opportunities. Regardless of the where and what, hands-free property investment remains the preferred option for those considering cross-border options.

Hands-free property investment is exactly what it sounds like. You purchase a property and everything from unit management to rental returns are taken care of by a single company. This ensures you don't have to worry about common challenges such as finding a tenant.

This is critically important for real estate investment overseas where you might not be completely familiar with how the market works. Finding a tenant, for example, can be a struggle since

you probably don't know where to look and what regulations you need to follow. Hiring a property management company is an alternative, but then you still need to choose a firm, which takes time.

But hands-free property investment allows you to steer clear of these issues altogether. You are buying the property from a management company who handles all of the details. From purchase to letting and all the way through to returns, you will deal with one firm. Ultimately, this saves you time as well as money and creates a stress-free experience.

Finding a hands-free property investment partner

If you opt for a hands-free property investment, it is important to find a partner with a proven track record of success. You want to be sure the company you choose can

fulfil their promises, especially if you are considering a purchase overseas.

The United Kingdom is a popular place for hands-free property investment among Southeast Asian real estate buyers. It is a market they are familiar with in addition to offering stability and historically strong returns. A number of companies now offer full-service, real estate investment opportunities for overseas buyers.

One Touch Property Investment is one firm providing hands-free property investment to an international clientele. The firm assigns a personal investment consultant to guide you through the entire process. This includes finding the correct property, unit management and a host of other services.

And while it may be hands-free property investment, this doesn't mean you will be left in the dark. One Touch Property Investment

believes in being a communicative partner that's there for you every step of the way no matter where in the world you happen to be located.

In terms of real estate, One Touch Property Investment works with reliable UK developers who have a track record in delivering properties on time. This is one way the company looks to minimise your risks. The company also focuses on buy-to-let investments in upcoming cities such as Manchester, Leeds and Birmingham. These areas have the potential for greater capital uplift and excellent rental yields.

If you're considering overseas real estate and want a hands-free property investment, One Touch Property Investment has several exciting UK opportunities available.

AUSTRALIAN RESIDENTIAL PROPERTY TRENDS: 3 THINGS INVESTORS MUST KNOW BEFORE BUYING



A number of new Australian residential property trends are taking hold. For international real estate investors, knowing these can ensure you acquire the right residential property Down Under. The biggest change has been the shift in demand from suburban houses to apartments located near city centers.

But this is only one of several Australian residential property trends to take note of. Australian homebuilder Crown Group has found three more trends investors should know about.

3 Australian residential property trends

Living close to transportation

More Australians are ditching their cars and taking public transportation. The government is supporting these efforts by investing heavily in infrastructure and this is helping fuel Australian residential property trends.

"The eastern seaboard (of Australia) is undergoing something of a transport bonanza, with billions of dollars' worth of new rail lines, metro and light rail lines, bridges and roads under construction in Sydney, Brisbane and Melbourne," Iwan Sunito, Crown Group Chairman and Group CEO, explained. "Buying property around upcoming transport hubs such as a new train station offers opportunities for potential capital growth in years to come, but also ideal locations for residents to enjoy easy access to their workplaces and to get around town."

Iwan added that Crown Group is choosing project locations based on accessibility. An example of this is the developer's Waterfall and Mastery apartment projects that are close to the new Sydney Metro stop set to open in 2024. It is part of the biggest urban rail project in Australia's history and is a location ideal for property investment.

Mixed-use moves in

Mixed-use projects with residential, hospitality, retail and dining spaces are common in Asia, but are still new to the Australian market. However, mixed-use developments are becoming more popular as a number of lifestyle precincts pop up in major cities.

"Now, there is a growing emergence of and mixed-use developments, where residents have everything they need on their doorstep," Iwan stated. "In the heart of Sydney, we recently unveiled Arc by Crown Group, where we developed a precinct that melds sophisticated apartment living with a New York inner city lifestyle. Below the luxury apartments is a boutique serviced apartment hotel, SKYE Suites, alongside a retail precinct in a restored historic lane, called Our Skittle Place, which offers cafes and restaurants in a brick-paved walkway that links Kent and Clarence streets."

A unique theme

It's also common to see themed developments in major Asian cities. But these have not taken hold in places such as Australia and Western Europe where developers tend to want a project that appeals to a wide range of potential residents. Things are changing with Crown Group being one of the first developers to introduce themed communities in the country.

"The concept of a themed residential community is really taking hold in Australia, with our Japanese-themed development a star example. Mastery by Crown Group, where world-renowned Japanese architect Kengo Kuma has designed one of the five buildings, has a stacked forest design with greenery on its façade," Iwan said. "It will have Sydney's first Japanese eat street, offering authentic dining experiences drawn from the sprawling streets of Tokyo's Shibuya and Shinjuku special wards, plus bustling Izakaya, sushi trains and ramen restaurants, to tea houses serving Cha-kaiseki."

Use trends to guide Australian investment decisions

These Australian residential property trends offer important insight on how you can be ahead of the curve. Many residential properties do have potential for capital growth based solely on market conditions. Purchasing an apartment that is in-demand can ensure stronger rental returns to go along with any capital appreciation.

INDUSTRIAL AND LOGISTICS

LEADS THE PHILIPPINE PROPERTY MARKET FORWARD



The COVID-19 pandemic slowed many real estate sectors in the Philippines but demand for industrial and logistics space actually increased. Several experts believe the sector will remain a bright spot for the country's property market in the coming months and possibly years.

This was one of the key takeaways from *The Future of Logistics: Moving Beyond the Pandemic* panel discussion organized by Santos Knight Frank.

"During the ECQ period, demand for industrial and logistics space rose for essential goods. In the following months, we expect demand to be more stable compared to the other real estate sectors. This demand is encouraged by the shift to e-commerce and the subsequent effects on demand for logistics, cold chain, warehouse, and other industrial services," Kash Salvador, Santos Knight Frank Associate Director of Investment & Capital Markets, stated.

HEALTH AND WELLNESS NOW, MANUFACTURING IN THE FUTURE

According to William B. Chiongbian II, Group President & CEO of Fast Logistics Group, the Philippine logistics industry is in a prime position to support growing demand for health and wellness products.

"The quality of food will matter, and health and wellness will start to take a front seat in a developing country like the Philippines. With the right recipes from entrepreneurs, local government, and delivery enhanced by information technology, the industrial real estate infrastructure will be in the right place," Chiongbian said.

Looking ahead, the Philippines could become a manufacturing destination in Asia as long as the industrial sector receives the proper support.

"With the right real estate infrastructure and support from the government, we've got to act together within the industrial sector that the Philippines is still one of the best manufacturing destinations. We need to work together to enhance what this country has to offer," Chito Zaldarriaga, President of the Philippine Ecozone Association (Philea), explained during the discussion.

INDUSTRIAL SECTOR OUTLOOK REMAINS POSITIVE OVERALL

The industrial sector is expected to remain resilient moving forward. However it is important for those in the sector to rethink strategies in order to best take advantage of new opportunities that arose from the COVID-19 crisis.

"The industrial sector is all about the basics: basic space, food security, storage, and all the things you need in a crisis. This crisis is a realization that people are always going to need the industrial and logistics sector, and there is huge opportunity here," Rick Santos, Chairman & CEO of Santos Knight Frank, noted.



Developers want foreign property ownership regulations eased in Vietnam

Property developers are encouraging the government to loosen foreign property ownership regulations in Vietnam in order to attract more overseas buyers for luxury projects. According to a report in the *VN Express*, homebuilders want to increase the number of international buyers allowed at high-end projects to ease oversupply.

Currently, foreign property ownership regulations in Vietnam do not allow international buyers to hold more than 30 percent of the units in a single building. This is less than Thailand and the Philippines which allow for 49 percent and 40 percent of foreign unit ownership per building respectively.

The Vietnam Association of Realtors told the newspaper that international buyers continue to look for high-end condominiums in Hanoi and Ho Chi Minh City which local residents find too

expensive. Despite the demand from overseas, the luxury segment is now oversupplied due in part to Vietnam's foreign property ownership regulations.

The impact of easing foreign property ownership regulations

Should foreign property ownership regulations be loosened in Vietnam, the majority of demand would come from the employees of South Korean and Japanese companies operating in Vietnam as well as the Vietnamese diaspora currently living in the United States and Europe.

"Expats who have long-term projects in Vietnam and those with Vietnamese spouses prefer buying a house to renting, while the Vietnamese diaspora with money consider property in their home

country an investment," Su Ngoc Khuong, Senior Director of real estate service firm Savills Vietnam, told the *VN Express*. "As Vietnam seeks more foreign direct investment, it should give high-skilled foreign laborers more opportunity to own property."

There is also interest from other property investors since Vietnam remains one of the fastest-growing economies in Southeast Asia. Additionally, the country's rapid response to combating COVID-19 could ensure key sectors, such as manufacturing and tourism, return faster than its neighbors.

Many developers with projects in the high-end segment believe current foreign property ownership regulations make it difficult to satisfy demand from overseas buyers.





Samujana: The Crown Jewel of Koh Samui

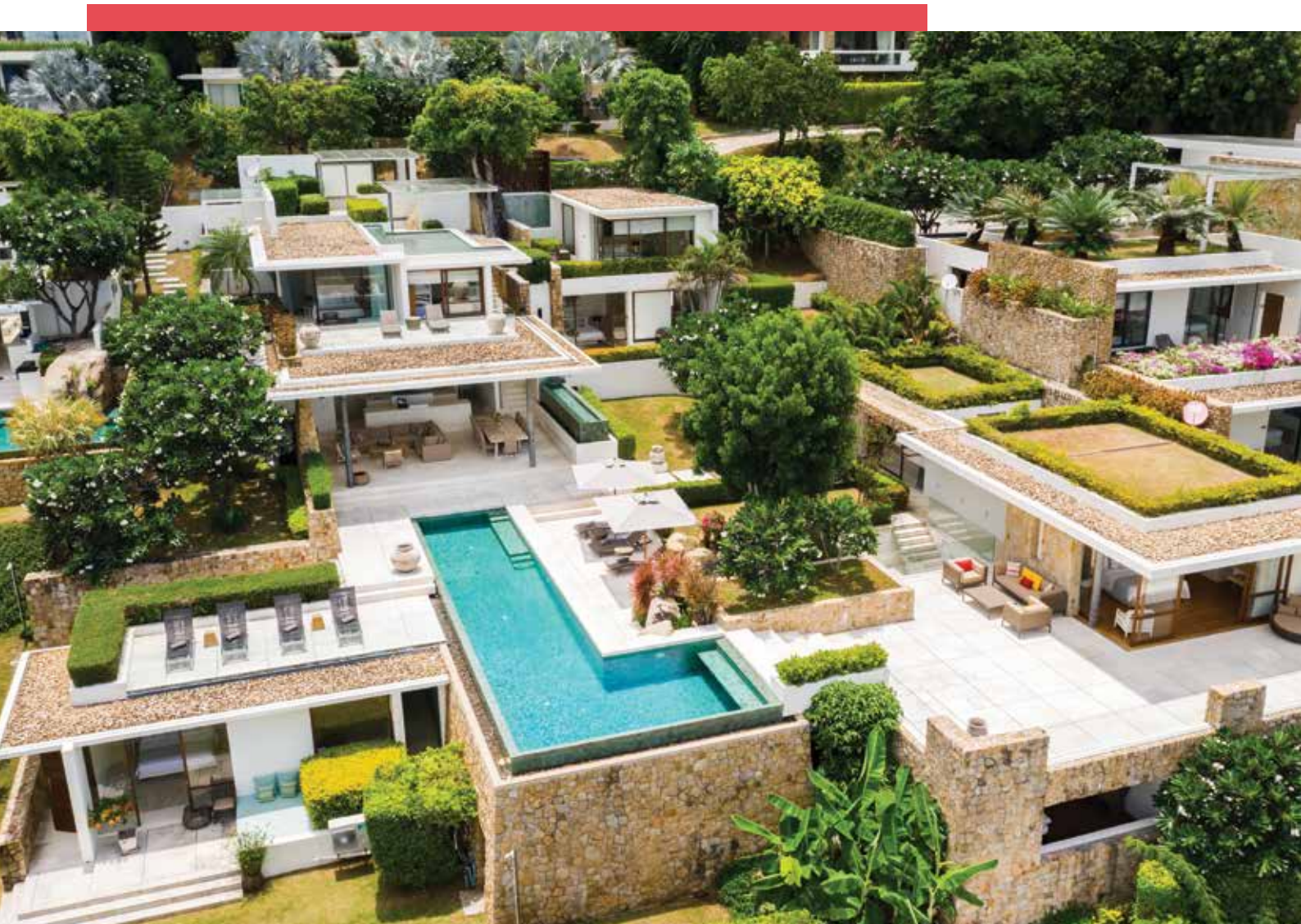
The events of the past six months probably have you dreaming about owning a luxurious villa in some faraway tropical paradise. A destination where all you have to worry about is relaxing. A place where the only people that can find you are the ones you want to find you. Chances are your dreams look exactly like Samujana.

This stunning villa estate on Thailand's resort island of Koh Samui has become one of Southeast Asia's most iconic residential projects. With a rare blend of modern architecture, idyllic surroundings and world-class service, Samujana is without a doubt the Crown Jewel of Koh Samui.

The upscale development is located between Chaweng and Choeng Mon beaches on the island's most coveted land plot. Perched on a hill overlooking the beautiful blue waters of the Gulf of Thailand, you can enjoy panoramic ocean and island views that will leave you speechless.

Privacy and space are paramount at Samujana and you will enjoy a laid-back lifestyle here that offers total peace. The estate's meandering paths take you through a well-maintained, living tropical landscape to a quiet coral cove. Stand along the water's edge and marvel at the crystal waters or take in the view from the residences. The choice is yours.

When you spend time at Samujana, it slows down and becomes your own. More importantly, it becomes time you cherish forever.



No expense spared in pursuit of perfection

Knowing they had one of the most stunning pieces of land in the entire world, the developers behind Samujana believed they had to deliver a project that was truly special. This is why they spared no expense in crafting a masterpiece.

Gary Fell of Gfab Architects was entrusted to design Samujana. His grand vision for the project began with the idea of preserving the incredible site while building the villas around natural features he encountered. Several villas have mature trees and rock formations incorporated into the residences.

Budget and space were no obstacle for Fell, who was empowered to make each villa perfect in its own, unique way. Residences do share some similarities. For example, the living spaces surrounding the

pool, including the living room, dining room and kitchen, are incredibly large to add a feeling of liberty and openness.

An important decision was made to use sturdy, hardwearing natural materials in each villa instead of imported designer items. This goes back to the importance of preserving the site and creating something magical as opposed to a place that was luxurious but familiar. Luxury can come in many forms. However, it's provided in a way you've never experienced before at Samujana.

There have been no compromises when it comes to the specifications and building materials used in the villas. Each one features superb quality kitchens and bathrooms that are interwoven with the open spaces.

Select villas even contain cinemas and gyms for an extra level of

luxury. Ultimately, no two villas at Samujana are alike, but they are all a sight to behold.

Every bespoke villa is a celebration of modern architecture, nature and tranquility. It is a place of quiet in a noisy world. A testament that perfection does exist if you know where to look.

World class service

When you own one of the ultra-luxurious residences, you get far more than a dream property in one of the world's most beautiful locations. You receive complete peace of mind thanks to the five-star level of service provided. A thoroughly trained operating company manages the estate.

What's more, each villa has dedicated managers and staff responsible for cleaning and housekeeping as well as coordinating with maintenance,

gardening and pool service staff to ensure the residences are kept in prime condition. These managers can also support any requests you may have and help facilitate anything you may want during your time at Samujana.

Should you need to return to the real world, it's possible to rent out your villa via the exclusive Samujana rental and villa management program. Unlike other rental schemes, this is tailored completely around your usage and needs. There are no restrictions on when or for how long you stay in your villa. All you need to do is work out what dates you will be there with your villa manager and they will take care of the rest.

Additionally, Samujana has its own marketing and reservation team that has been building the estate's name and reputation globally over several years. The estate has been



featured in some prominent global publications and reviewed by leading travel experts who have all spoke glowingly about the estate.

Owning a villa here isn't just about today or tomorrow. It is a legacy. Something that will withstand the test of time to endure. Perhaps this is best summed up by the Samujana vision:

"We are cultivating an iconic, luxury estate community, whose legacy is one of privacy, security and calm, where people can take the weight of the world off their shoulders and be cared for by world class staff. We want Samujana to still be considered one of the world class villa estates 50+ years from now."

An extraordinary opportunity

Villas in Samujana do not hit the

market very often. With only 27 villas, owning one is among the most exclusive opportunities in the world. It is undoubtedly the acquisition of a lifetime.

At the moment, there are two villas currently available. The first is an absolutely incredible three-level residence with a dazzling array of amenities. There are multiple decks and open spaces offering picture-perfect views of the scenery. You can take a dip in the swimming pool, keep fit in the personal gym or unwind with a massage in the private spa.

The five bedrooms have been spaced out across three levels with no adjoining rooms or connecting walls. Trees, greenery and natural features were left in place for added privacy. Anyone who sees this villa is left in awe of the wonderful design.

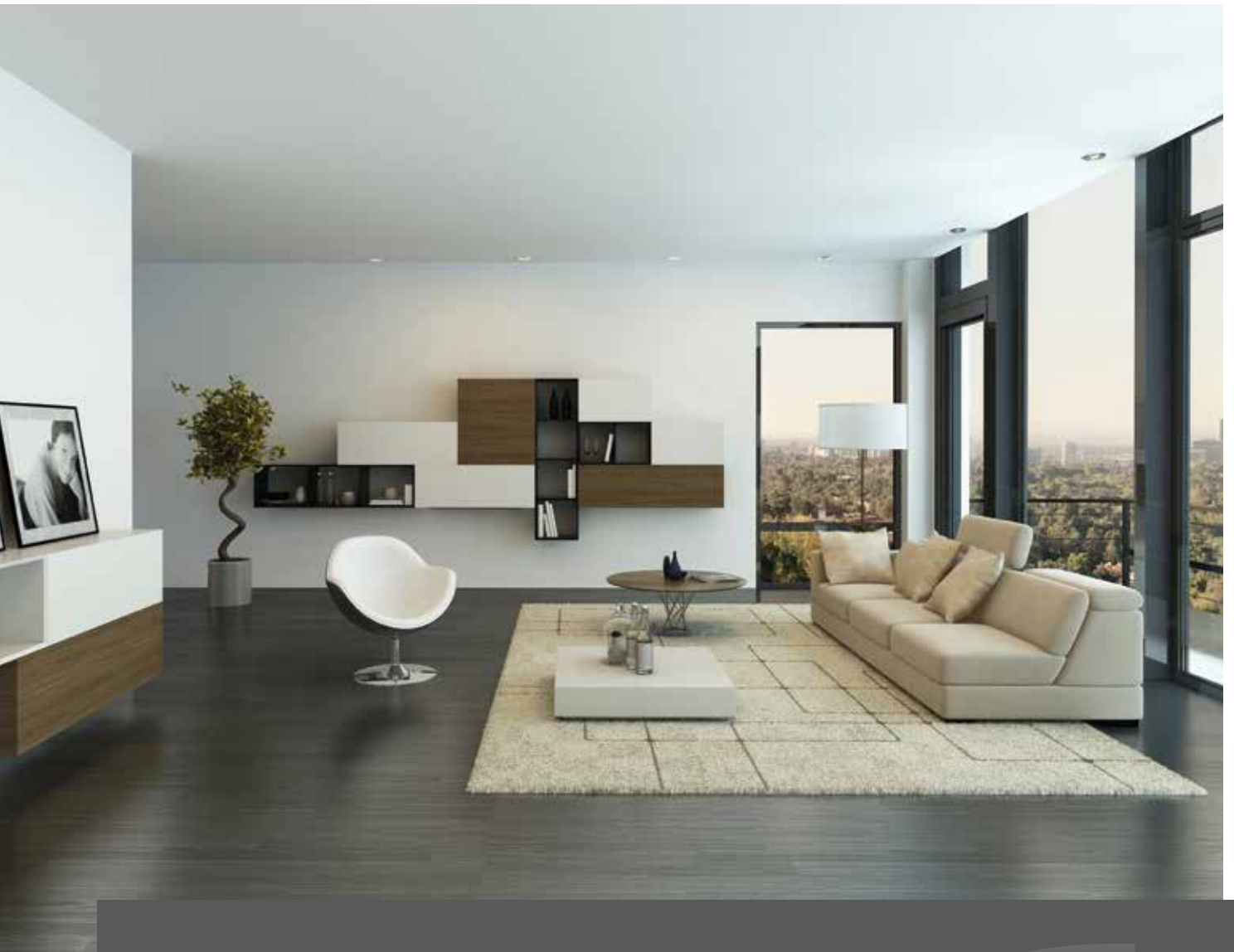
The second villa currently available

at Samujana has three bedrooms and is centered around a marvelous living/dining room that captures the spirit of the estate. It is open, airy, spacious and places the otherworldly surrounds right at your doorstep.

This villa is also notable for the rock feature that was left undisturbed. By building around these rocks, Fell and Gfab Architects have designed a villa that is a work of art. It is a residence with unmatched beauty.

A special offer is currently available for these villas at Samujana. Interested buyers can request more information and find out about the purchasing process by contacting:

Diah Intan Maulidya
property_sales@samujana.com
Phone: +66 061-201-1170
www.sales.samujana.com



6 condo interior design styles to avoid

Buying a new condo unit this year? Or maybe you are revamping your current residence. Well, the start of a new decade has brought with it a host of new condo interior design styles. That also means all those trends that had been popular are now on the way out. Here are a few of the condo interior design styles you want to steer clear of.



1

Shades of gray

Gray was the color of choice at many condominium developments across Asia during the past five years. Minimalist designs were complemented by gray-on-gray color palettes that remain fine but are no longer stylish. A little gray is okay in your condo, but don't overdo it.



4

Total IKEA

There is nothing wrong with IKEA furniture, and it can be a cost-effective way to decorate. That being said, don't go overboard and outfit your condo to look like an IKEA show unit. One alternative is to mix and match IKEA furnishings with smaller pieces you find elsewhere. This can save some cash and look great.



2

Industrial spaces

Of all the condo interior design styles to avoid, the industrial look just may be the most difficult to leave behind. Exposed walls and bare bones aesthetics can be found all around, from condos to coffee shops. But they also lack life and the trend is on the downswing.



5

Look before function

That semicircle-shaped couch may look stylish. It is also a tough fit in most condos. Don't bother with any interior design that places visual appeal above function. The goal should be to maximize the space you have to maintain liveability.



3

Formal look

The formal look is a byproduct of the luxury property craze that sprang up throughout Southeast Asia in the 2010s. In order to prove their condo was luxurious, designers created overly formal and stiff-looking spaces that conveyed a sense of value. However, they also felt as sterile as industrial-inspired designs but for entirely different reasons. These days it is important to balance the structure that formal interior designs bring with touches that show off your personality.



6

Art without meaning

Condo interior design styles have been dominated by art pieces that appear fashionable but aren't connected to the person living there. A large photo of New York City looks cool, but if you haven't been and don't want to go, why put it up in the first place? Especially since just about everyone else already has the same picture in their condo. Look for art that is unique to you and use that when designing your condo. It doesn't have to have some deep meaning that connects to all facets of your life. It should, however, be something you can have a conversation about.

3 BENEFITS OF STARTING YOUR HOME SEARCH AT HOME



If you are one of the countless millions who have found themselves confined to the house, a lot of plans have probably been put on hold. These possibly include your search for a new home.

However, you can still start your home search at home. Heck, you don't even need to leave your bed if you don't want to. And believe it or not, there are several benefits to this. Let's take a look at some of the positives to starting your home search at home right now.

1. Expand your search

You already have your budget in mind and you probably have an idea of where you want to buy, but why not take this time to see what else is around? Dot Property has listings from all over key areas in the region, so play around with your search settings. You might be able to find something a little bigger nearby that is within your budget. The extra time may open up new opportunities to find great homes you wouldn't have otherwise known about.

2. Educate yourself

You now have extra time to really study the local real estate markets and understand factors that go beyond whether you like a home or not. Once you have a shortlist of homes you're interested in, do research on various factors that you may not otherwise consider. These include home prices around the property you are looking at, the track record of the developer and what is the demand for real estate is at the neighborhood and city levels.

3. Explore digitally

The good news is that many real estate agents and property developers are hosting virtual showings, offering 3D tours on-demand and providing property seekers with new ways of seeing homes without needing to leave the comfort of your living room. It may not be as good as seeing the real thing, but it can help you get a better idea if a home is right for you.

The next steps after your home search at home

We may not know when things will get back to normal, but we do know this situation is temporary. Once it passes, people will be acting quickly to see the properties they scouted. Be sure you stay in contact with the agents and developers representing homes on your shortlist to see when the properties will be available for viewings.

4 tips to help you buy property right now for the lowest price



It's natural instinct to delay big spending decisions during times of economic uncertainty. It makes sense on the surface but could actually cost you in the long run. Sellers are more willing to make a deal now and home prices will begin to recover in the coming months.

Of course, you can't simply make a low-ball offer and expect to get the property you're after. Here are four tips to help you buy property right now.

Buy property right now with these tips

1) Get the seller to pay all fees

The first thing you should do is find out what fees the seller is willing to pay. Many developers have agreed to pay all fees for off-plan homes, but this may not be the case for resale properties. If a seller isn't willing to cover all these, think about walking away from negotiations to see if they change their mind.

2) Understand real value

Property sellers will try to justify asking prices by telling you about all kinds of value a property has. In theory, this is true. But there is a difference between a project having a nice swimming pool and being in a location where home values will increase.

Separate the real value of a property with those superficial ones when it comes time to negotiate. If the development

you're interested in is being built close to a public transportation hub, that's a real value. So too are unique amenities such as golf simulators or onsen spas. On the flipside, common items, such as a workout room, are not real values.

3) Know why you're buying and how its impacted by the current situation

Chances are, you know the answer to the first question, but are less certain regarding the latter. And that's okay. We know the real estate market is historically resilient, so recovery is a matter of if, not when. However, many real estate developers are actively finding ways to support buyers at the moment.

For example, some developers selling resort properties with guaranteed rental returns are reworking those programs in light of tourism restrictions. In a few cities, developers are offering to make mortgage payments for two years in order to entice buyers. Offers like these provide you with more confidence knowing the short-term situation won't impact your long-term property buying decision.

4) Look for special sales

There are some amazing sales happening now, you just have to know when and where to look. Many developers are offering exclusive discounts on Dot Property with events like the Dot Property Black Friday Sale having attracted thousands of real estate buyers.



Tips to successfully conduct virtual property viewings

Most real estate agents are changing the way they do business. This means you will need to learn how to use new tools and acquire skills you may have not needed beforehand. At the moment, there is perhaps nothing more important for property professionals than virtual property viewings.

These allow clients to see inside properties without needing to leave the comfort of their own home. You have probably heard about virtual viewings in the past. Many real estate agents believe it is too costly or complicated to successfully conduct virtual property viewings. However, that is not the case.

In fact, you may be surprised at just how easy it is. Here are five tips to successfully conduct virtual property viewings.

1) Use the tools at your disposal

Firstly, don't fret about needing to invest in a top of the line camera and microphone. Most agents use their smartphone and a common messaging app. Facebook Messenger, WhatsApp and Skype are just a few that work for virtual property viewings.

The quality of these is pretty good and the technology is already familiar. That means you don't need to spend a bunch of time trying to figure out how something works or dealing with technical difficulties. Your clients will appreciate that.

2) Practice before you start

If you are going to successfully conduct virtual property viewings, you better make sure you practice. The technology is familiar and you're skilled at hosting traditional

viewings, but combining them both can lead to mixed results.

The solution here is to practice by conducting virtual property viewings with partners, friends or family. Not only will this help you feel comfortable, but practice clients can offer valuable feedback on what you could do better.

3) Treat it like a traditional viewing

Just because you aren't meeting with the client face-to-face doesn't mean you should treat virtual property viewings any differently. Start with the basics such as getting to the property early and dressing like you would for any other meeting. Apart from that, just be yourself. There is no need to change the way you act just because the format used has changed.

4) Be sure to explain the lifestyle aspects of the property

To successfully conduct virtual property viewings, you need to give the client a sense of the lifestyle aspects the property offers. This can be a challenge since video doesn't always do a good job of conveying the vibe and ambiance of a residence. That's why you must be there setting the scene.

Don't focus solely on the facts and figures of a residence, especially ones that will be used as a vacation property or second home. Make sure your client can feel what makes it special through the phone.

5) Allow the client to come prepared

Virtual property viewings aren't perfect. One of the major shortcomings is that a camera



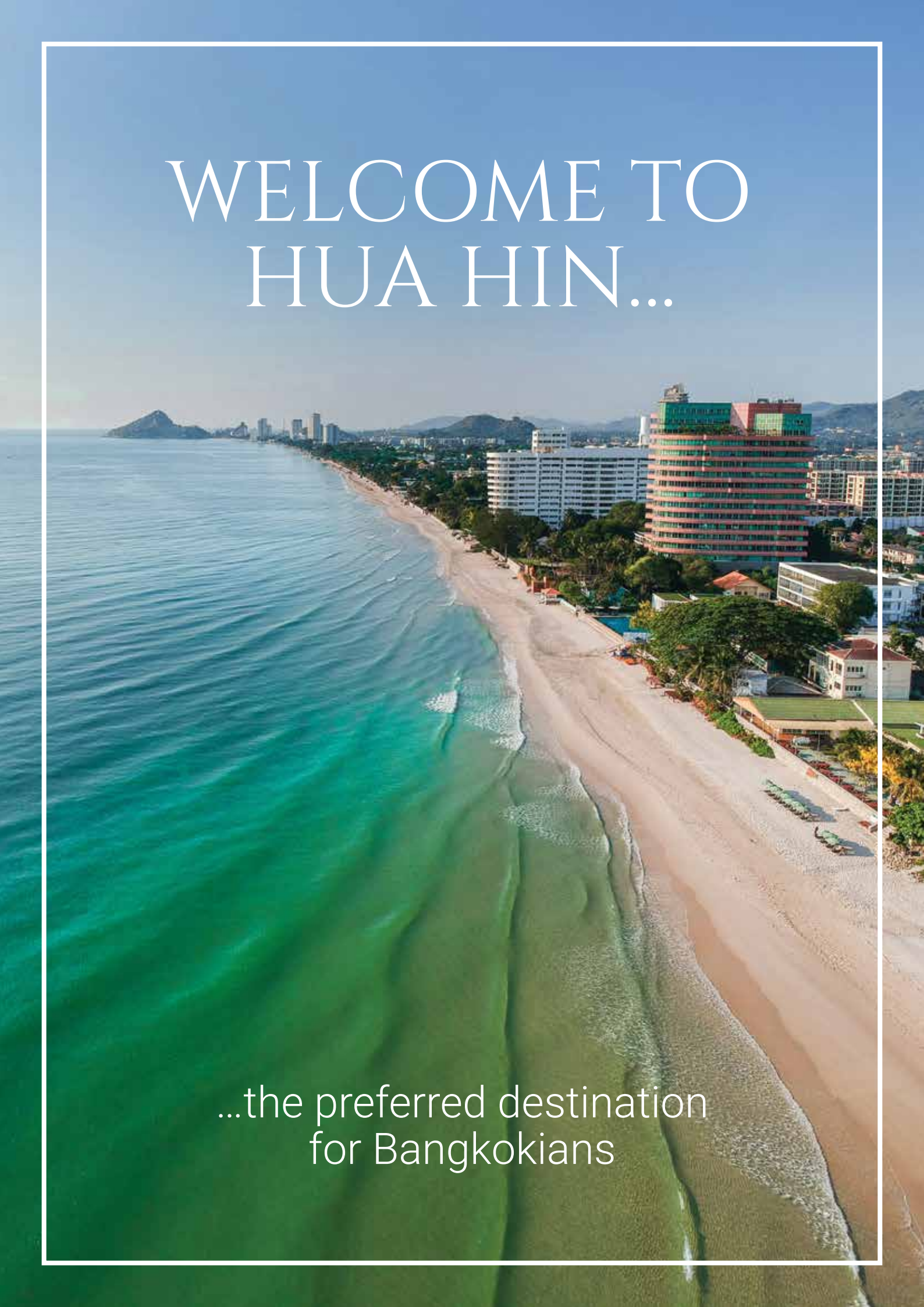
can't capture every square meter. However, by providing the client with information about the property a day or two before the scheduled virtual meeting, they will have a better understanding of what areas they want to see more of.

Photos are good for this, but having a short video tour of the property is better. Your client will be able to take a look around and come up with some questions. This is actually good for you as well since the viewing can focus on what the client wants to see, not what you think they may like.



WELCOME TO HUA HIN...

...the preferred destination
for Bangkokians





GOOD NEWS FOR THE HUA HIN CONDO MARKET

AS TOURISM DRIVES SALES

The Hua Hin condo market performed better than expected in 2019, according to research from Plus Property. Condo units near the beach area of Hua Hin are the most popular among buyers with a sales rate of 81 percent during the first six months of last year. That's due in part to this being the most affordable area for condos in the seaside city.

"Some 3,700 units, or 70 percent of the condos for sale during the survey, were from projects clustered near the beach. The zone has the highest sales ratio with an average sales price of THB88,000 per square metre, almost 30 percent lower than the average for the beachfront zone of THB120,000 per square metre," Plus Property Deputy Managing Director of Business Strategies and Asset Management, Suwannee Mahanarongchai, explained.

Plus Property has identified three distinct zones within Hua Hin where condos are being developed. These are the beachfront zone, the near beach zone and the hillside zone.

The near beach zone is the most popular since it is less expensive than the beachfront zone but still close enough to the sea to be attractive to buyers.

A key driver of the Hua Hin condo market is the city's popularity among domestic and international visitors. While tourist arrivals in other parts of Thailand have waned this year, Hua Hin hasn't dealt with this fluctuation as the area remains one of the most popular holiday destinations for Bangkokians. It is also one of the first places tourists returned to after the country's lockdown was lifted in June.

The number of Thai and foreign visitors coming to Hua Hin during the past five years has grown by six percent annually. There is room for further growth as well with a high-speed rail project and an airport expansion in the pipeline. The latter project could lead to an uptick in flight arrivals after Air Asia launched service between Hua Hin and Kuala Lumpur in 2018.

The Hua Hin condo market stagnated prior to 2019 as developers had launched projects that didn't offer what buyers wanted. According to Knight Frank, homebuilders learned from past mistakes and focused on finding ways to blend functionality with the ambiance of the city which helped propel the Hua Hin condo market to a stronger performance in 2019.

BE A PART OF HUA HIN'S ENDURING LEGACY



Keep reading and find out how you can join an exclusive event at the InterContinental Residences Hua Hin.



 **INTERCONTINENTAL**
RESIDENCES HUA HIN



For more than a century, Hua Hin has been the place Bangkokians retreat to on weekends. The tranquil atmosphere and refreshing sea breeze provide a welcome respite from the intense city life. Sure, the seaside town has grown over the years, but its essence has remained the same.

This legacy is why Hua Hin remains Thailand's premier second home destination. Everyone from the Royal Family to leading business officials and even international retirees have chosen the city for a summer residence.

Strong demand has seen condominiums and resorts built up and down the Hua Hin beachfront. In fact, only one plot of beachfront land remains for residential development. It is owned by respected developer Proud Real Estate who has truly saved the best for last.

InterContinental Residences Hua Hin is the city's last beachfront residential development. Not only is it Thailand's first residential

project under the InterContinental Hotels & Resorts brand, but it is also only one of a limited number of hotel branded residences in Hua Hin. The end result is a development befitting of such a rare location.

Familiar beauty

If you have ever visited the impressive InterContinental Hua Hin, the design of the InterContinental Residences Hua Hin will immediately be familiar. Developer Proud Real Estate took everything people have come to love about the world-star hotel and combined it with bespoke features, amenities and services that cater to residents.

Let's start with the interior design which embraces the cultural and historical heritage of Hua Hin. The fully-furnished residences are decorated with pieces inspired by the villas of the past. Modern touches have been carefully incorporated throughout, so they do not disturb the overall style. For

example, the wooden headboard features a full charging station for electronics on each side of the bed. It's something you wouldn't notice on first glance but will be glad to have.

There are spacious one-, two- and three-bedroom units as well as a magnificent penthouse available. Different residences boast different lifestyle benefits. Some are close to the beach, others have a private pool, a few cater specifically to families and a couple provide easy access to the facilities.

Every residence does enjoy unmatched privacy thanks to the detailed layout that avoids cross-facing doors or windows. There is also a balcony equipped with a daybed in each unit where you can take in the surroundings and feel the lovely sea breeze. A limited number also have direct access to the swimming pool.

The exterior is similar to the InterContinental Hua Hin hotel's colonial-style architecture that is

instantly recognizable to anyone who has been to Hua Hin. There is a seven-story building at one end of the project and eight four-story buildings surrounding the center area which contains lush gardens and several swimming pools.

InterContinental Residences Hua Hin has a wonderful flow where it feels as if everything has been crafted to accentuate the private beachfront.

A world-class experience

The amenities and services at InterContinental Residences Hua Hin are legendary. An emphasis has been placed on serving multi-generation families, a growing and important trend in Thailand. For children, there are a kid's pool and game room to entertain. Parents will enjoy the jogging track, fitness center and yoga lawn. And grandparents can spend time in the library or at the therapy pool.

Of course, there are also places where the entire family can spend time together, such as the Tamarind theater or on the beach. 111 Social Club is also a part of InterContinental Residences Hua Hin. Here you can enjoy a snack or drink inside a traditional Hua Hin villa overlooking the beach.

A staggering 70 percent of the development is dedicated to gardens, private beach and the other amenities. Space is in abundance allowing you and your family to enjoy a peaceful, private experience. This is complimented by the services made available to residents.

Time is priceless and that belief is why InterContinental Residences Hua Hin offers far ranging services to ensure residents can make the most of theirs. A dedicated Director of Residences and concierge ensures the details are taken care of during you stay so you can focus on the things that really matter.

Weekend getaways are made easy thanks to a check-in service.

Your residence will be prepared before you arrive with a full fridge, housekeeping completed and baggage assistance. There is even a valet who can park your car. No moments need to be wasted on superfluous tasks.

An iconic location

The location of InterContinental Residences Hua Hin places you in the heart of the city. The popular Market Village shopping center is directly across from the residences while BluPort shopping mall and Cicada night market are a stone's throw away. Vana Nava Water Jungle, True Arena and several golf courses are a short drive from the property.

The last chance to be a part of Hua Hin's legacy

As Hua Hin's last beachfront residential development, InterContinental Residences Hua Hin is part of the city's legacy. Not only is the project peerless in terms

of design, function and quality, but it is redefining the weekend getaway experience. There has been no other development like this before and will be no other development like this in the future.

The brisk sales at the project highlight just how powerful this opportunity is to lifestyle real estate investors. Proud Real Estate reported that sales were 10–20 percent prior to the COVID-19 pandemic. However, sales have jumped to 40–50 percent during May and June.

The increase in sales is attributed in part to potential buyers being able to see the showroom in person and get a feel for the wonderful location along the beachfront. Much like InterContinental Hua Hin, InterContinental Residences Hua Hin are set to become part of the city's fabric. A destination familiar to all and enjoyed by a privileged few.

A limited number of residences, including a penthouse, are still available at InterContinental Residences Hua Hin. However,

these will not be on the market for much longer. The question is simple. Do you want to be a part of Hua Hin's enduring legacy?

If you answered yes, then it is important to act quickly to secure your home in InterContinental Residences Hua Hin. These treasured residences will become family heirlooms passed down from one generation to the next. Few, if any, will be made available after the project has sold out.

A special offer

You can experience what life is like at InterContinental Residences Hua Hin during weekends in July. Register for a private viewing and you can join the "Feast De La Mer" by InterContinental Residences Hua Hin, at 111 Social Club. The exclusive event is hosted on a private beach with world-class services, family activities, amazing food and a whole lot more. For more information: intercontinentalresidenceshuahin.com

**Terms and conditions apply*



InterContinental Hua Hin

remains the city's
ultimate getaway





I was looking forward to returning to the InterContinental Hua Hin. Honestly, just getting out of Bangkok was a nice break, but with several new resorts having opened in Hua Hin during the past few years, I wanted to see if InterContinental Hua Hin retained the charm that made it a preferred destination for me and my wife.

The moment we exited our car and entered the lobby, we were reminded of what makes the resort so special. Life truly slows down when you're at InterContinental Hua Hin. The tranquil atmosphere lets you know immediately that this is a holiday.

Despite the fact the hotel was fully booked while we were there, it never felt as if we were rushed. Staff adroitly tended to our needs and ensured everything was taken care of all while practicing social distancing. In fact, it seemed like we were the only ones there for the most part.

InterContinental Hua Hin is ideal for the "new normal"

Because the resort is designed to maximize privacy, InterContinental Hua Hin is already setup nicely for the "new normal". The rooms are spread out with no doors or windows facing each other. Walkways are laid out to ensure there is no crowding or close contact.

Of course, plenty of additional measures have been put in place to enhance health and safety. There are temperature checks and regular cleaning. The fitness center must be reserved in advance and you will need to book your time for breakfast the night before. However, even at a resort with hundreds of other guests, you still feel safe.

This peace of mind allows you to focus on enjoying the surroundings and getting the most from your holiday. If you have been stuck in Bangkok for the past few months like me, this is something you will appreciate greatly.

The luxury of doing nothing

You'll probably never want to leave your room at InterContinental Hua Hin. The accommodations are works of art that embrace the heritage, tradition and legacy of Hua Hin. The subtle luxury is accentuated by exceptional pillows and bedding, a bathtub and your own private outdoor space.

Our room was on the first floor in the Beach Wing and has a lovely veranda covered by greenery to ensure total privacy. The space was perfect for spending time on the daybed and reading a book. Accommodations on the upper level have sea view balconies.

When my wife and I did venture out of the room, there was plenty to keep us entertained. We lounged by the pool bar, relaxed along the beach and indulged in a signature treatment at the Spa InterContinental. It was all fantastic.

The spa deserves special recognition. This wasn't our first time here, but I remain impressed by the experience every single time. Treatment prices are in line with other five-star resorts, but the quality of Spa InterContinental is well worth what you pay for.

Family time is very important and InterContinental Hua Hin is exceptional when it comes to catering to guests of all ages. There is the Planet Trekkers kids' club which has all kinds of fun games and activities. There is even a Nintendo Switch which I wanted to play but opted not to since, you know, kids were using it.

Dining the Hua Hin way

This trip allowed us to dine at Azure Restaurant for the first time. In the past, we ate dinner at Pirom Restaurant which was amazing. However, we wanted to experience the seaside ambiance available from the table at Azure Restaurant which is located along the beach.

Not only do you get to enjoy pleasant views of the Gulf of Thailand during the twilight hours, but you also can enjoy fresh, local seafood. The cuisine is true Farm-and-Sea-to-Table and you can taste the freshness. Our favorite was the Hua Hin seafood soup, which was absolutely delicious. However, the entire four-course meal was a treat.

Breakfast is everything you would expect from a world-class resort like InterContinental Hua Hin. You have freshly baked pastries, authentic Thai food and traditional favorites all in one place. It's certainly worth getting out of your extremely comfortable bed for.

Final thoughts

Staying at the InterContinental Hua Hin was as magnificent as both me and my wife had remembered. It's still our favorite resort in the city and for good reason. The property is flawless. The amenities are spacious, the rooms large and the staff friendly. But what sets it apart is the location.

First, you have BluPort shopping mall across the street which is very convenient. Second, both Cicada night market and the restaurants, shops and popular spots of the city center are close by.

Finally, guests are provided with special privileges at True Arena Hua Hin and Vana Nava Water Jungle with shuttle service available. This central location means you won't waste your time driving everywhere.

If you are looking for the complete holiday experience on your next trip to Hua Hin, nothing matches the InterContinental Hua Hin. From the awesome accommodations to the outstanding dining options and ideal location, it is the best place to get away from the hustle and bustle of Bangkok.

3 HUA HIN VILLA PROJECTS YOU DON'T WANT MISS

Hua Hin is a destination with something for everyone. This even extends to residential developments. There are luxurious beachfront residences, affordable city center condos and stunning houses and villas. The latter group, in particular, is worth exploring if you want something with a little more space and privacy.

The location of Hua Hin villa projects varies. You will find some nestled in the region's lush foothills. There are also villa communities located to the north and south of the city center where space is plentiful. Some are connected to golf

courses and others are standalone properties where the owner purchased a land plot and customize a villa or house to their own specifications.

Let's take a look at some of our favorite Hua Hin villa projects. These developments are unique and come from some of the city's most respected developers. They are ideal for anyone seeking a weekend getaway place or retirement home. Owning a villa at one of these projects is a sound property investment, regardless of how you plan on using it.

Stunning Hua Hin villa projects
available on Thailand Property



Sivana HideAway Pool Villas

Sivana HideAway Pool Villas is a spacious development with only a limited number of homes built on large plots. The result provides residents with unmatched privacy and seclusion. However, this doesn't mean you will feel isolated. The developer created a pleasant community by adding a number of resort-style amenities.

There is a bar and restaurant; fitness center; spa; and a large lagoon pool for residents to enjoy. This adds an extra level of convenience and makes staying here all that much more enjoyable.

Each villa is equipped with a large, open-island kitchen with premium brand built-in appliances pre-installed. Only high-quality materials have been used throughout each residence ensuring you get only the best.

The project was named as the Best Luxury Villa Development Hua Hin at the Dot Property Thailand Awards 2018. Sivana HideAway Pool Villas is a great place to stay. It is also a great property to invest in. Homeowners can enjoy a six percent guaranteed rental return for six years.



The Village

The Village is a luxury housing estate located to the west of Hua Hin in the surrounding foothills of the city. While these aren't technically villas, the residences here look and feel similar, so the difference is more a matter of semantics than anything else.

Demand at The Village has been staggering with 46 of the project's 76 homes having already been sold or reserved. What's driving this strong interest in the project? For starters, The Village offers upscale residences for a fraction of the price of similar properties in Hua Hin.

However, you aren't sacrificing quality for price. The homes have been outfitted with modern technology and design features that are suited to the lifestyle of those living here. The developer wasn't afraid to pass on profits in order to give buyers the best possible property.

Additionally, a rental program is available with net returns of five to seven percent possible. Support for buyers planning to buy via a loan is offered as well.



Hua Hin Grand Hills

Hua Hin Grand Hills features large villas on individual plots of land ranging from 320 to 1,036 square meters. Only the finest local materials are being used throughout the development. Additionally, the fully furnished villas can be customized to suit your own requirements. For example, you can choose between granite, wood and ceramic products to be used in your home.

This is unique and not something other villa developments allow owners to do. The end result is a residence that feels like your own. Each property comes with a private pool, parking space and a yard. There is also a privacy wall surrounding each unit that ensures no one can look into your windows or door.

Each villa comes with stunning mountain views which surround Hua Hin Grand Hills. The delightful backdrops offer peace and tranquility amid the tropical landscape just outside of Hua Hin. The city center and beach are a short drive away and several golf courses are nearby

Financing is available for villas at Hua Hin Grand Hills with 50 percent of the total price required to move in today. The remaining 50 percent can be paid over a three to five period.



JAPANESE SKI PROPERTIES ARE A MUST OWN FOR ASIA'S LIFESTYLE REAL ESTATE INVESTORS



America has Aspen and Vail. Europe has the Alps. All are lovely places, but not exactly convenient destinations for skiers in Asia. That fact led to the rise of Hokkaido as the region's snowy retreat during the winter months. First there was Niseko, but now Kiroro has emerged as a prime location for Japanese ski properties.

Located on the north slopes of Mount Yoichi, Kiroro has become popular due to the fact it's closer to both Sapporo and New Chitose International Airport than Niseko. Meanwhile, the skiing is just as good while a new property development is allowing real estate investors to own a home in this winter wonderland.

Yu Kiroro from Thai developer Property Perfect has been tailored to the needs of the modern lifestyle real estate investor. Even with the COVID-19 pandemic cooling real estate demand in some areas, the investment potential of Hokkaido combined with the unique opportunity presented by Yu Kiroro has seen interest in the development remain steady.

Japanese ski properties primed for long-term success

Demand for Japanese ski properties comes from skiers and lifestyle real estate investors based in Asia. Buyers come from Hong Kong, Thailand, Taiwan and Singapore, all locations with direct flights available to Hokkaido's New Chitose International Airport.

"Despite Covid-19, the demand is still there. However, there has been a slight slowdown in 2020 due to travel restriction. But we believe demand will come back after buyers can start to travel. We still received enquiries constantly during the Covid-19 pandemic," Saranyu Adhyanasakul, Property Perfect Director of International Business Development, explains.

The creation of travel bubbles could help things get back to normal in the coming months. Japan has already begun exploring travel bubble tourism opportunities with Thailand and Vietnam among other countries. Assuming everything goes according to plan, Hokkaido's resorts will have skiers on the slopes this year.

Looking at the long-term picture, Japanese ski properties boast many positive features that will appeal to real estate investors.

"Demand in Japanese real estate still remains high, particularly for ski properties. The supply of these is relatively low compared to the increasing of demand from buyers in Asia. Also, there are not many premium alpine destination property in Asia," Saranyu notes. "In terms of return value, Japanese ski properties seem to provide the most attractive return in terms of capital gain and rental yields as well as holiday usage. Meanwhile, the supply in big cities like Tokyo is relatively large, while premium alpine destinations have much lower supply."

Of course, there is much more to owning Japanese ski properties than the returns. For Asia's lifestyle real estate investors, it is a chance to own something they love within a reasonable distance of their home.

"It is more than just an investment in terms of dollars for these buyers. Rather, it is an investment in terms of lifestyle that they pursue. Kiroro is much more than an investment opportunity; the Yu Kiroro residences offers buyers a luxury home in the heart of one of the world's most remarkable alpine destinations," Saranyu says. "Owners and their guests will enjoy an exceptional year-round destination with far less crowds, the world's best ski powder and a more luxurious experience than other Asian alpine resorts."







It is fairly common for those living in New York or Los Angeles to own a ski property in Vail or Aspen. The five- or six-hour flight means it's possible to spend weekends or extended holidays there. Kiroro offers the same lifestyle and convenience for investors in Asia.

"Overall, we believe home ownership in Hokkaido is very appealing because it offers the best option for people who love Japan as a destination for living and vacationing in and who travel here often," Saranyu states. "It makes sense for them to have second or vacation home for their future trips."

Yu Kiroro redefines the ski lifestyle

For lifestyle real estate investors, Yu Kiroro ticks all the boxes. Not only is it part of the modern Kiroro resort on the mountain, but the development is equipped with ski-in ski-out access, the single most important feature for Japanese ski properties.

"Ski-in ski-out access is a premium feature, which is highly convenient and allows for the highest possible rental and upside gain," Saranyu reports. "In addition to this, the expansion plan of the town or resort must be well-planned with continuous and substantial growth to forecast on future supply and demand. Yu Kiroro has considered both of these carefully."

In fact, every last detail at Yu Kiroro has been carefully curated to ensure residents have the best possible experience. Leading design firm ILYA was entrusted with the design of the project. The company is known for melding Japanese craftsmanship with international experience and its hard work can be found throughout the development.

Additionally, the development lends itself to two, new travel trends that have emerged in Asia: the "new normal" and family travel.

"We see the trend where people are now looking for destinations that offer amenities and

facilities for privacy, space, openness, wellness experiences, etc, which Kiroro is perfectly set up for," Saranyu states. "We also see the trend of people wanting to spend time with old friends and family due to pent up demand generated by cancelled or postponed trips. Kiroro lends very well to that segment too, including from an investment perspective."

Snow may be the star of Yu Kiroro, but unit owners have a wealth of services and amenities at their fingertips as well. This is something that separates it from other Japanese ski properties and ensures a residence at Yu Kiroro is a must own for Asia's lifestyle real estate investors.

There is an indoor and outdoor onsen that uses waters from a local hot springs source within the resort. A family room and kids space allow parents to hit the slopes while the little ones enjoy fun activities. The Yu Kiroro Owner's Club provides an exclusive retreat where owners can relax, socialize and enjoy a warm beverage.

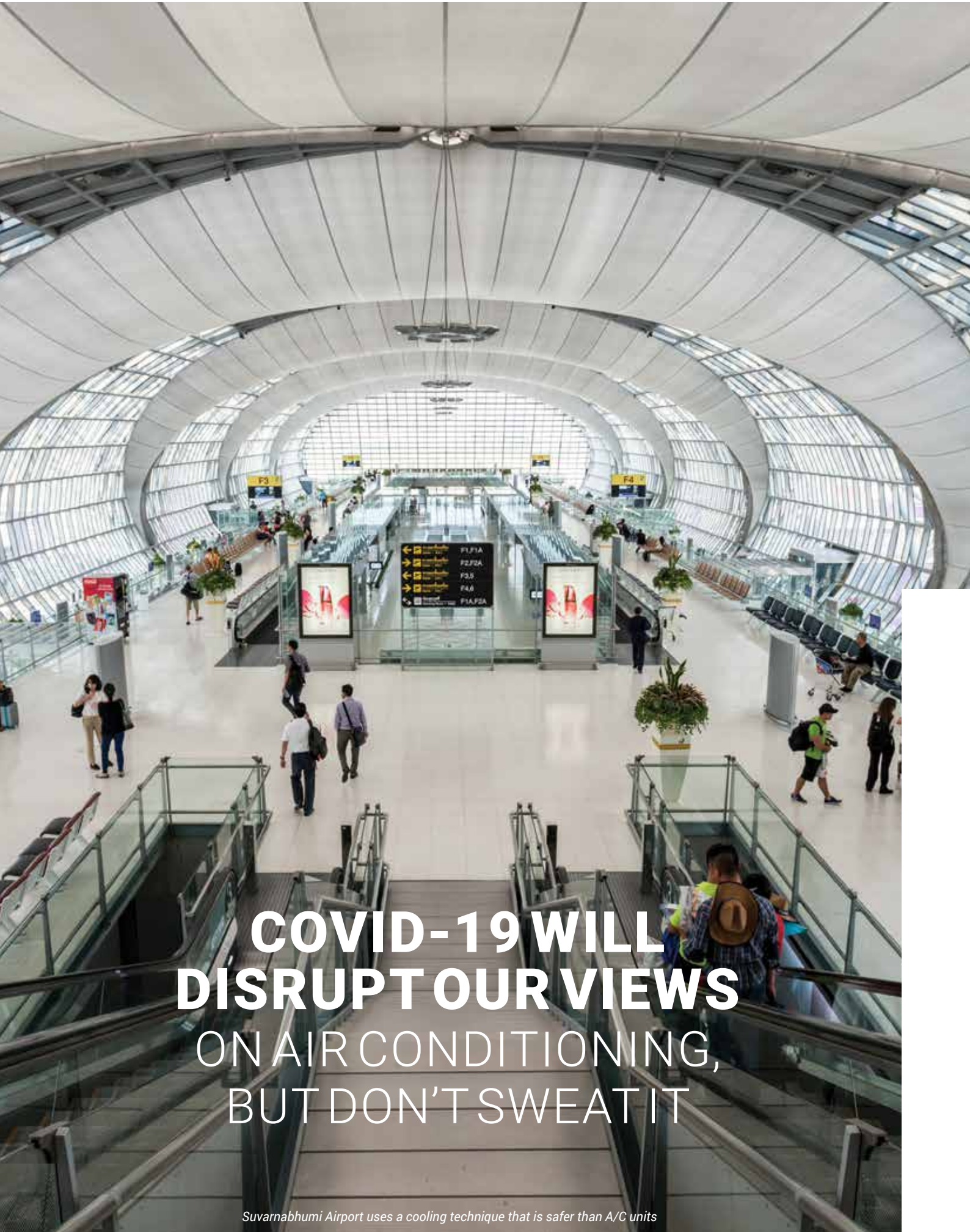
And while winter will always be the main attraction, Kiroro is a year-round destination. The area offers five-star recreation activities that are readily available in the spring, summer and fall months. This is similar to how many leading ski resorts in Switzerland and Austria operate and will add value to investors both in terms of returns and lifestyle.

Project facts

Yu Kiroro was completed last year and is part of the impressive Kiroro Resort. There are 104 units with 1-, 2- and 3-bedroom residences as well as a penthouse available. Each unit is fully furnished, and owners are provided with a wide range of premium services. Properties are sold on a freehold basis.

The Kiroro Resort was named as one of the top three Best Ski Resorts at the 7th annual World Ski Awards in 2019. The resort's centrepiece is Gateway, Hokkaido's first premium ski club and center with ski-in and ski-out access to shops, restaurants and a kids center.





COVID-19 WILL DISRUPT OUR VIEWS ON AIR CONDITIONING, BUT DON'T SWEAT IT

Suvarnabhumi Airport uses a cooling technique that is safer than A/C units



It's easy to forget about air conditioning. A/C units are found just about everywhere in Southeast Asia. No one ever notices them until there is a problem. However, COVID-19 is changing the way we think about our entire routine and this includes air conditioning.

Derek Williamson, a Vice President at one of Asia Pacific's largest cement manufacturers, noted that air conditioning is ubiquitous, although the public doesn't realize the true impact it can have beyond the fact A/C units make the places we inhabit more comfortable.

"When you look around, you will find all types of A/C units. No matter the size, cooling system or price, all of them have one thing in common - directional air flow! Air blows from air conditioning in homes, schools, movie theaters, malls and anywhere else with an A/C unit," Williamson explained. "All those public places are closed in most countries right now, but as we prepare to reopen, we should think about the role air conditioning plays when it comes to preventing the spread of viruses."

As Williamson pointed out, A/C units are found everywhere. There are large units found high above us in the 15-meter ceilings of shopping malls. The standard 3.5-meter ceiling condo unit that can be found just about everywhere in the region has a much smaller A/C system in place. There may be a large discrepancy when it comes to cooling power, but they both work on a similar principle. That is blowing cold air around the available space to bring the average temperature down to the level where most of us are comfortable.

"Before COVID-19, no one thought much about all that air blowing around in a public place. But imagine you have an infected person in the room with hundreds of liters of airflow per minute moving in a rather random manner throughout the space. I think you can see what I am getting at here," Williamson said.

AIR CONDITIONING ALTERNATIVES IN A POST COVID-19 WORLD

We are all familiar with social distancing by now. As we've seen in recent months, it is a

very effective tool in preventing a disease from spreading. But it's not nearly as powerful if you turn on those A/C units and start blowing air all around. There is an alternative, but according to Williamson, the solution isn't partially filtering virus-infected air while blowing a massive volume of clean air around a venue.

"The alternatives already exist and have been around for a long time. In fact, they can already be found inside Thailand's famous Suvarnabhumi Airport in Bangkok. The temperature inside the terminal isn't moderated by massive A/C units blowing air around, but by coldness coming out of the facility's concrete floor and concrete ceiling," Williamson detailed. "This creates a radiation effect similar to being in a refrigerator."

He continues, "Of course, you're probably wondering how exactly this works. In a nutshell, chilled water runs through pipes inside the concrete which has excellent heat absorption properties that allow it to store and subsequently radiate low temperatures into the building. This reduces the need for large fans blowing cold air

around a building, lessening the risk that viruses travel away from the infected person."

For many buildings owners or developers launching new projects, this cooling technique presents a unique alternative to traditional air conditioning. It does require investment as you'll first need to review designs and then purchase and install the pipes. However, Williamson believes the upside far outweighs the initial costs.

"COVID-19 has made people more aware of airborne diseases and how they are spread. People won't want to congregate in buildings where they are more at risk. This is a real, proven alternative to traditional air conditioning. I have been involved with a couple projects in Southeast Asia and a significant number of future buildings are already adopting the technology," Williamson pointed out. "In the meantime, let's look forward to a nice and simple dinner with real chairs and tables in our favorite restaurant. But for all of our sakes, let's hope they turn the A/C off!"





Answering important

Thai real estate legal questions



The current COVID-19 pandemic has brought a number of Thai real estate legal questions to the forefront. It is important for property buyers to understand how they are protected under the law as well as what actions developers can take during this time.

One term you may have heard recently is force majeure. This is a clause in a contract that frees both parties from liabilities and obligations should something unforeseen, such as the COVID-19 pandemic, occur. Khun Sirichot Chaichot, Attorney at Law at Siam Legal, points out force majeure clauses can be found in most real estate contracts in Thailand.

“Pursuant to the standard agreement issued by the Thai Consumer Protection Committee, developers are entitled to delay construction in the event of force majeure or government order. Any delay may last for the entire period of the force majeure event or the government order but will not be exceeding a period of one year,” Khun Sirichot explains. “In addition, developers must notify buyers of the delay and its cause after the situation has passed. In the absence of such notice, it will be deemed that developers have waived their lawful rights to any delay.”

In theory, property buyers are entitled to claim a full refund plus interest should a developer cancel a project. However, the reality may be different with Khun Sirichot noting two scenarios usually emerge in these situations.

The first scenario involves projects launched by large developers with the means to continue operating its business in Thailand. According to Khun Sirichot, these developers will normally agree to refund any monies paid by buyers as well as any interest or penalties as outlined in the purchase agreement.

Situations involving smaller developers unable to keep operating is one of the most common Thai real estate legal questions from property buyers.

“Smaller developers or companies often simply let their companies go bankrupt. Banks of developers and government authorities will become first-tier creditors, leaving buyers and other common creditors far down the queue with little option but to join the case and attempt to share whatever the remaining proceeds from the sale of the developer’s assets with other creditors,” Khun Sirichot says.

Thai real estate legal questions regarding guaranteed rental returns

There is arguably no more popular property type in Thailand than freehold condo units in resort locations with guaranteed rental returns. But with tourism grinding to a halt, some developers may not have enough cash in reserve to deliver on the agreed upon returns.

There have been rumors circulating that some developers are invoking force majeure to stop payments.

Siam Legal envisions three types of cases unfolding when it comes to properties with guaranteed rental returns. All three are related to the language found in the purchase agreement.

“In the event that there is a specific contractual provision relating to rental returns and no clause in any relevant agreement regarding the limitation or restriction on the liability of a developer in case of force majeure, or any accompanying definition of force majeure, the buyer will most likely be entitled to claim for any loss of rent or compensation from the developer for loss of rent during the relevant contractual period,” Khun Sirichot notes.

In layman’s terms, this means if force majeure hasn’t been cited as a reason to delay or cancel the returns guaranteed in the contract, the developer has no legal recourse to stop payment. However, the situation becomes complicated if there is a contractual provision in place regarding the limitation or restriction of rental returns in the event of force majeure.

“Whether or not an event, such as COVID-19, qualifies as force majeure is determined on a case-by-case basis having regard to the terms of the particular contract, the applicable law and other relevant facts,” Khun Sirichot



states. "There is no one-size-fits-all answer to this question and property owners should contact a lawyer with experience in this area to determine the likely effects on the liability of developers who are claiming delay or an inability to perform contractual obligations."

Finally, if there is no specific written contractual provision between the buyer and the developer regarding guaranteed rental returns, Khun Sirichot believes that it is unlikely there are legal grounds to claim for any compensation from the developer.

What happens if a developer stops responding to you?

Of all the Thai real estate legal questions you may have, this may involve the worst case scenario. Developers don't disappear often in Thailand. That being said, you should know your options given the unique circumstances currently unfolding.

"As soon as developers stop responding for more than a month or fail to complete the project within the due date as specified in the sale and purchase agreement, buyers should contact lawyers on an urgent basis," Khun Sirichot says. "Ideally, buyers should seek legal advice prior to entering into the sale and purchase agreement or paying any money to developers. An experienced property lawyer will be able to help buyers evaluate all risks and advise buyers on how to avoid or reduce such risks prior to paying any money to developers."

The short-term legal challenges

The COVID-19 pandemic hasn't stopped the property market in Thailand. Many developers are offering discounts and other incentives to attract buyers. Anyone considering a purchase during this time needs to be aware of the legal challenges that could slow down the closing process.

"Due to the current COVID-19 situation, many government offices in Thailand, including land offices are partially closed. Thai embassies and notary publics in many countries are closed. Travelling around Thailand is restricted. It may not be possible to complete all legal aspects of a property transaction within April or May 2020," Khun Sirichot reports. "However, some work such as drafting or reviewing and entering into a reservation agreement, or a sale and purchase agreement can be done."

About Siam Legal

Siam Legal is a full-service law firm headquartered in Bangkok with operations in all major Thai cities. The firm's property section is staffed with Thai lawyers and foreign consultants with years of experience in advising clients across a full range of property matters. In addition, the Siam Legal litigation section has a great deal of experience in successful breach of contract claims against developers, private vendors and landlords.

For more information, please visit: www.siam-legal.com



Location remains key for Metro Manila property seekers as traffic makes a mark





When it comes to Metro Manila, location remains the primary factor for both property buyers and renters. And while popular locations historically, such as the Mall of Asia area and Bonifacio Global City, remain in demand, several new locations are growing in interest. That's due to the fact new infrastructure projects and business ventures are unlocking the potential of other locations including Quezon City and Pasig City.

"There is a growing market for real estate, especially from the workers in both BGC and Makati. The workforce in these locations keeps growing rapidly, Rachel Fernandez, President at Horizontal Vertical Properties Realty Inc., explains. "Condominium unit owners have the tendency to sub-lease units to different tenants and usually offer them at a lower individual lease rate. Areas adjacent to BGC and Makati are hotspots for dormitory developments."

She adds that many Horizontal Vertical Properties Realty clients normally hold location as the crucial consideration before making any buying or leasing decision. They want a property that is accessible to their workplace as well as being livable, convenient and suited to their kind of everyday lifestyle. Other factors such as security of the area and price also strongly factor into property decisions.

When it comes to investors, many look to buy studio units in the 30-40 square meter size range. According to Fernandez, these units are faster and easier to lease out due to the fact the Philippines has a significant number of young professionals now working in Metro Manila. Investors continue to target areas with strong growth potential as well as locations that are popular with local residents and/or are close to nearby tourist spots.

"Of course, property investors want to gain profit so they consider a property that will be able to do this or sustain long term rental, so they want to know the market, employment opportunities and the community near the area. They also want to make sure that their investment won't be eaten up in maintaining and fixing the property," Fernandez states.

Finding the silver lining when it comes to traffic and congestion in Metro Manila

Traffic and congestion continues to be a hot topic issue in the Philippines. Gridlock is bringing Metro Manila to a standstill and this has influenced buying decisions with more people opting to live as close to their workplace as possible. And while the situation is currently bad, there is hope on the horizon.

"Traffic and congestion definitely effect client buying decisions. We are rather optimistic than disturbed as new infrastructure projects, such as the Metro Manila Subway, Metro Manila Expressway and SLEX and NLEX connector, will increase connectivity within the Metro. People are now mobile. More business opportunities are being created and more possibilities are being offered for people," Fernandez points out.

Horizontal Vertical Properties Realty understands the importance of location and accessibility when clients are looking for property and the agency works hard to achieve the best possible outcome.

"We provide not only alternative choices for properties but also personally offer useful and professional insights and recommendations. We help clients secure a property near their workplaces, transportation hubs or commercial establishments so they can avoid traffic if at all possible," Fernandez says. "Likewise, property investors should know the current market value of the property vis-à-vis the existing and future infrastructure projects."

The Horizontal Vertical Properties Realty difference

Horizontal Vertical Properties Realty made headlines last year when it was named as one of Philippines' Best Real Estate Agencies at the Dot Property Philippines Awards 2019. The agency is a full-service real estate brokerage which prides itself on offering unparalleled brand of quality real estate service in both residential and commercial sales and leasing services.

"We provide premium care for clients and satisfaction is always in mind. Everyone we work with is treated with utmost care and diligence. We strive to meet all of our clients' expectations by providing the most innovative, practical, and current information together with top-notch service standards in all our deals," Fernandez explains. "Our clients are guaranteed efficient and transparent property transactions."

She concludes, "every broker and agent at Horizontal Vertical Properties Realty aims to provide each client the best real estate service in accordance with the right values. We aim to give only premium quality and client-focused services bound by integrity and efficiency."



Demand for London property

from Asian buyers unaffected by COVID-19 pandemic





Demand for London property from Asia-based investors has remained relatively stable despite uncertainty surrounding the global economy. This is due in part to the UK government's announcement that a stamp duty surcharge of two percent for non-UK tax residents purchasing real estate in the UK will go into effect next April .

Many overseas investors are pushing ahead with buying decisions in order to complete transactions before the tax is enacted. And while the COVID-19 pandemic has altered the way people are conducting their property search, a flurry of activity is expected once the situation passes.

"Demand for London and UK real estate has not waned since Savills experienced a surge in sales in December 2019 and January 2020. Our webinars globally are fully subscribed each week and I think now more than ever buyers are readying themselves to transact as soon as global travel restrictions are lifted," Chris Pratt, an agent at Savills, explained. "There is strong interest in stock complete developments as buyers look to purchase before the additional stamp duty charge of two percent comes in from April 2021."

Investors based in Asia may not be able to close property transactions just yet, but that hasn't dampened demand for London property in the region.

"We are seeing Mainland Chinese and Hong Kong nationals driving the majority of the international interest. Other markets who are currently still in lockdown, such as Singapore, Malaysia, Thailand and the Middle East, are using this time to research the market and carry out their due diligence," Pratt noted.

Many UK property professionals have noticed a correlation between the status of a country and where investors are in the buying process. When a country exits lockdown, buyers quickly make enquiries having already completed the information gathering phase.

"We are currently seeing an upsurge in enquiries from the Asia. We've found that buyers in territories which have now relaxed lockdown restrictions like China and Hong Kong have returned to the market and this is where enquiries are coming from," James Lane, Head Of Sales at Capco, stated. "Many of these investors were already considering London as an investment proposition so the virus sought only to pause their interest for a time, while others attune to the ebbs and flows of sterling are now looking to see how they could potentially benefit from currency fluctuations."

Capco has been offering video conference calls to accompany virtual tours which Lane proclaimed have been very popular with clients overseas.

"With travel restrictions, our agents are still able to show buyers what their new home will look like as well as the proximity to nearby universities, famous landmarks and transport hubs on interactive maps which is key to them making a decision," Lane said.

What are buyers looking for in London?

According to Lane, Chinese buyers are looking for investment opportunities but are also thinking about education opportunities abroad. This has led to strong demand for London property in the city's prime areas.

"Overall, we have found that enquiries are still coming in as investors are attracted to the traditional and low rise residential area of Fulham, the proximity to schools and universities but also during this time hospitals; there are some excellent medical facilities on the doorstep and we expect this to form part of the sales conversation going forward in a way that wasn't so obvious before," Lane explained.

One project that has seen a lot of interest among overseas property investors is Lillie Square. The development's first phase is completed and move-in ready with the next phase set to launch shortly.

"Due to where we are in the build phase at Lillie Square we are also in a good position to appeal to investors who want to purchase an apartment which is already completed and ready to move into," Lane noted. "Buyers have peace of mind that their home won't be delayed should there be new guidance from the government on social distancing for construction."

Despite some challenges, there haven't be any major shifts when it comes to demand for London property. In fact, the only real change in international buying preferences is in regard to location, but even that has been relatively minor.

"There are investors looking for big discounts, but no more than usual. We have seen a slight shift to the prime locations that offer familiarity to an international buyer," Pratt said. "Demand is as high as its been for four years, however transactions are lower due to the logistics of making a purchase during a lockdown."

Property investment with passion with purpose with Pirom at Vineyard





For some, property investment is strictly a business decision. And that's okay. However, the next generation of property investors see it as something more than just a transaction. They look beyond the numbers. Real estate should have a sense of purpose or fulfillment.

This wasn't lost on the team behind Pirom at Vineyard, a magnificent villa estate nestled amongst the hills of Khao Yai. The plot of land has been owned by the Bhirombhakdi family for many generations. Khun Piya Bhirombhakdi believed the land, with its spectacular contours and vistas, was a treasure that should be shared with others.



The family entrusted Khun Buranit Yuktanantana to oversee this vision. Their instructions were simple; don't focus on cost, focus on creating something truly special. The result was Pirom at Vineyard, a one-of-a-kind residential experience.

"Khun Piya (the owner of the land) lives here. He knows the soul and spirit of Khao Yai. He understands the passion. He guides us on how we can make the villas at Pirom co-exist with the nature that surrounds us. The plants here are the original plants. We didn't move the trees or alter the layout. We ensure the villas are an extension of the natural surroundings," Khun Buranit explains.

He continues, "We spent years getting to know the land before designing the project. The house, the land, the landscape and everything here is part of Khao Yai. You won't find it anywhere else."

The spirit of Khao Yai also lives on in the beautifully appointed villas. Each residence features unique décor based upon both local styles and the tastes of the owner while still maintaining a connection with nature.

The next phase of Pirom at Vineyard

Khun Piya wants all property owners at Pirom at Vineyard to be satisfied from an investment perspective. But he also wants owners to feel passion regardless of why they bought their villa.

A property here isn't so much property investment as it is owning a prized possession that will remain in the family for generations to come.

"Our first group of owners had big families and they wanted a place to call home in Khao Yai. In

the last few years, we have seen more investors interested in Pirom at Vineyard. The younger generation is interested in the newest phase because they know the price of the property will increase tomorrow. But they also want an investment that inspires them."

The second phase of Pirom at Vineyard features 50 plots that are intertwined with the surrounding nature. The tree-lined walkways, green parks and beautiful vistas can be found all around this phase.

Villas here boast a charming, rustic luxury that feels like Khao Yai. Each home was designed with the idea less is more. This helps remove barriers between residents and nature.

Whether you are enjoying a wonderful morning on your terrace enjoying the view or hosting guests in the courtyard space where a gentle breeze passes through, the inspiration here is always flowing.



That's true for the entire Pirom at Vineyard estate. The spacious development is spread out over 800 rai, half of which has been dedicated to common areas and gardens. The second phase is tucked away among the rolling hills of the estate, providing it with a different look and feel from the first phase.

Despite being in its early launch stage, the second phase of Pirom at Vineyard has been in high demand. Of the 50 plots available, 24 have already been reserved.

The Khao Yai property market

There are three factors currently driving the Khao Yai property market. The first is tourism. The region continues to grow as a tourist destination with it being the first choice for many Bangkokians wanting to escape city life. That being said, there is room for further growth when it comes to popularity among international visitors.

Given its unique features that include a cooler than normal climate in the wintertime and a bustling wine scene, there is potential for Khao Yai tourism to increase in the future.

Secondly, infrastructure in this region of Thailand is improving with several projects slated to come online in the near future. A new expressway that links Khao Yai to Bangkok will be completed this year. This will shave 30 minutes off the current commute from the Thai capital while hopefully alleviating some of the traffic issues facing the region as well.

The under-construction, high-speed rail line that will connect Bangkok to Nakhon Ratchasima is going to have a station that serves the Khao Yai region as well. It is going to be possible to travel from Bangkok to Khao Yai in an hour by rail once the train begins operation in the coming years.

The third factor driving the Khao Yai property market is land scarcity. With only a limited

amount of land surrounding the national park, future development here will be limited. This alone means property prices at Pirom at Vineyard are set to increase in the years to come.

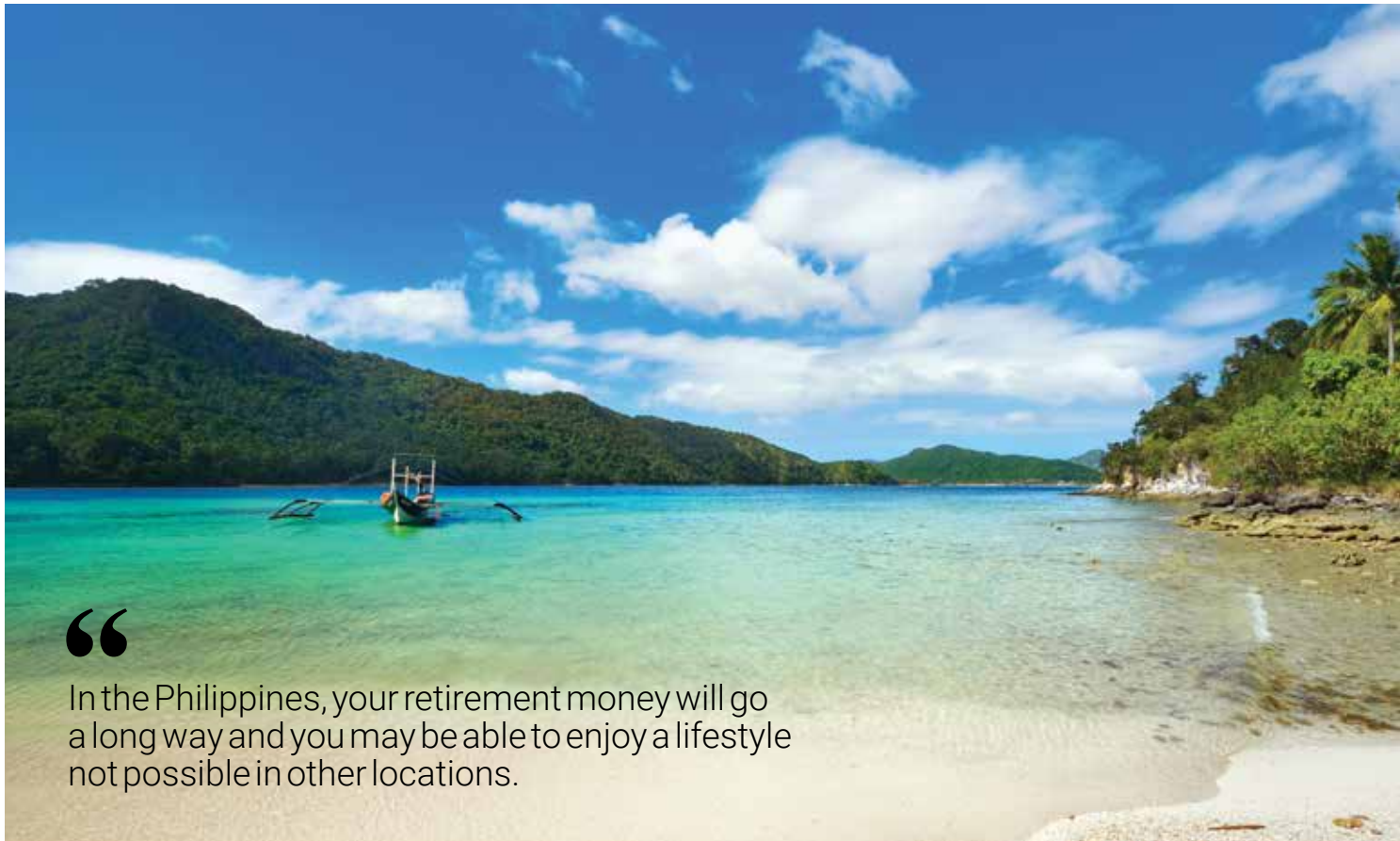
And this is the most important thing to understand when it comes to property investment with passion. It's still a smart, informed decision. But it should also be one that moves you.

That's what owning a residence at Pirom at Vineyard is about. You aren't buying some walls and a roof. A home here is one that inspires, that fills you with pride and that will provide a healthy return on investment.



THE PHILIPPINES MAKES ITS CASE TO BE SOUTHEAST ASIA'S LEADING RETIREMENT DESTINATION





“

In the Philippines, your retirement money will go a long way and you may be able to enjoy a lifestyle not possible in other locations.

Southeast Asia remains one of the top destinations for retirement globally. Low cost of living, beautiful beaches, warm weather and affordable healthcare are just a few reasons why retirees continue to flock here when it comes time to quit the rat race.

Those wanting to retire in Southeast Asia have no shortage of options. Thailand continues to be popular in spite of an opaque visa process. Malaysia is another retirement hotspot with the Malaysia My Second Home (MM2H) program making it easy to purchase property and obtain a long-stay visa.

However, the Philippines stands out as perhaps being the most welcoming place for an international retiree, and we aren't simply talking about the warm hospitality the country is known for. The Special Resident Retiree's Visa (SRRV) issued by the Philippine Retirement Authority is arguably the best in Southeast Asia. This visa offers multiple-entry access and the right to stay indefinitely in the Philippines.

And yet, the Philippines lags behind its regional peers as a retirement destination. According to Philippine government data, a total of 6,437 retirement visas were issued in 2018, the highest total on record. This still pales in comparison to Thailand where a total of 80,000 retirement visas were issued by the government, according to data from the Bangkok Post.

In terms of cost, the Philippines is just as competitive as Thailand although the options available do differ. If you are applying for a Thai retirement visa, you are required to make a deposit of USD25,645 or have proof you receive a monthly pension of USD2,083 or more. All visa applicants in Thailand must be 50 years of age or older.

There is no pension dependant Philippine retirement visa option. Instead, applicants are required to make a deposit of USD10,000 and have proof of a USD800 monthly

pension. Alternatively, you can apply with a deposit of USD20,000 and no pension requirement. Those between the ages of 35-49 can receive a Philippine retirement visa with a deposit of USD50,000.

What's more, the deposit doesn't have to stay in a bank as cash. The visa holder can convert it into the purchase of a condominium unit or leasehold rights on a land and house for 25 years.

Those wanting to retire with their loved one are also in luck. The applicant can also obtain a visa for two dependents, a spouse and a child under the age of 21. These are just some of the far-reaching benefits of the retirement in the Philippines.

"A foreign SRRV holder is entitled to many privileges, such as being exempt from Philippine Bureau of Immigration taxes. Holders are not required to pay taxes on pension and annuities as well," Malou Gonzales Santos, Philsworld Documentation Services General Manager and Accredited Marketer of the Philippine Retirement Authority (PRA), says. "You are also exempt from paying customs duties and taxes on imported household goods and personal effects valued up to USD7,000. A number of discount privileges are available for services offered by PRA merchant partners."

Applying for the SRRV is straightforward and can take as little as three weeks to complete if you are prepared.

"Processing the SRRV takes about 20 working days upon completion of your requirements. Documents you need to obtain in the Philippines, such as medical and National Bureau of Investigation clearance, can be done in three working days or less. Other requirements need to be completed in your country origin must be done before applying. These include receiving police clearance in your home country and transferring money into the Philippines," Santos explains. "Working with a PRA accredited marketer





can save you time and ensure someone is there to help you throughout the process.”

You are required to apply for the SRRV from the Philippine Retirement Authority. Applicants cannot hold any other visa other than a temporary visitor’s visa.

Why retire in the Philippines?

The familiar language and culture of the Philippines offers some expats choosing to retire here a certain comfort level not found elsewhere in Southeast Asia. The Filipino culture can be found all over the world thanks to the country’s large diaspora while widespread use of English ensures there is no language barrier for those coming from the US, Australia, Canada or the UK.

Of course, there is much more to the Philippines than this. The country boasts a rich diversity of landscapes. You can enjoy everything from bustling city life to slow beachside relaxation in the country.

“The Philippines has 7,107 islands to choose from and you can find a place to live that best suits your lifestyle. From the sophisticated facilities and convenience of urban areas, such as Makati and Bonifacio Global City, to the endless recreational opportunities found in the tourist friendly provinces, there’s a lot of activities for you in the Philippines,” Santos proclaims.

Cebu is now a trendy retirement destination thanks to a growing city which has become a business hub and access to countless beaches. The opening of Terminal 2 at Mactan-Cebu International Airport has improved international connections with non-stop flights from Cebu

to South Korea, Thailand, Malaysia, Japan, Hong Kong, China, Taiwan and Singapore now available.

Even more connections will be possible later this year with Philippine Airlines set to resume a Cebu to Los Angeles route and Qatar Airways ready to launch service from Cebu to Doha.

Those wanting something a little more remote choose Dumaguete which has become a retirement hub of sorts. Known as “The City of Gentle People”, Dumaguete is popular thanks to its sparkling beaches and laidback ambiance.

In the north of the country, Laguna and Clark remain the preferred destination for Australian and Americans. Plenty of expat hangouts can be found all around these areas with the former US military base now part of the Clark Freeport Zone.

No matter where you wish to live in retirement, there are a few positives that can be found throughout the entire country. These include a low cost of living. According to research from International Living, most expats can live comfortably on USD1,000 per month in the Philippines. The total includes items such as dining out and domestic travel.

“What makes the Philippines a retirement haven is the affordable, yet quality way of life combined with the warmth and care only Filipinos can offer. The weather is another reason why more and more retirees choose the Philippines,” Santos notes. “This is a good consideration for those retirees who suffer from health problems in extremely cold weather. The country also has world-class health care and medical facilities, another important consideration.”



Making the decision

Choosing to retire in the Philippines is a big decision. Especially if you haven't spent a lot of time there. Santos believes the best way to get to know the Philippines is to experience it for yourself.

"My advice is to first visit and scout the country. Maybe more than once since there is so much to explore. Feel the rich culture, the warmth of the Filipinos and study the Philippine way of life. Then choose where to settle," Santos says. "In the Philippines, your retirement money will go a long way and you may be able to enjoy a lifestyle not possible in other locations."

Finding where you want to settle down and then locating a property does take time. If you aren't sure where exactly you want to live, it may be best to rent a property for a few months in different locations. Experience what each area has to offer. And if you do fall in love with a specific location, then purchase a property.

Having a partner to guide you through the entire process can be helpful. Companies, such as Philsworld Documentation Services, have assisted countless international clients settle in the Philippines and understand your unique needs.

"Whether it is searching for a second home in the Philippines, acquiring a visa, establishing a business or finding a good investment in the country, we are always here to provide information and advice," Santos states. "Prior to coming to the Philippines, we can place your

application and make sure you know the easiest ways to complete all of the requirements. And if you want to explore while waiting for approval, we can help plan your itinerary, so you are able to make the most of a visit to the Philippines."

Philsworld Documentation Services acts as a real estate consultancy assisting with all aspects of a property transaction. The company can help with property management as well if you need it. Additionally, the team at Philsworld Documentation Services is able to advise on the establishment of a corporation while also providing corporate secretarial services and information on government reportorial compliances when doing business in the Philippines.

The one-stop shop approach ensures you don't have to search all over to find information and support for your activities. It's all part of Philsworld Documentation Service's goal of helping international clients better understand everything the Philippines has to offer.

"We are happy to give free advice regardless of if you proceed with the plans or not. Our team has a lot of knowledge and we love sharing it with those overseas so they can know about our country, the Philippines. We provide only quality service and convenience from completing the requirements to value-added aftersales service. And we do it all affordably," Santos concludes.

For more information on Philsworld Documentation Services, visit www.philsworld.net.ph or email philsworld.docserve@gmail.com.



Dot Property Southeast Asia Skyscraper Annual

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SOUTHEAST ASIA GROWS UP

Skyscrapers are becoming more common place in Southeast Asia’s major metropolises. Kuala Lumpur and Singapore were the first cities to really go vertical, but they have since been joined by Bangkok and Jakarta as well as Ho Chi Minh City, Hanoi and Metro Manila to some extent. Even the skyline of Phnom Penh is being transformed as skyscrapers slowly populate the Cambodian capital.

What’s surprising to some is just how fast the region’s skylines have risen. Most of these tall towers in places such as Bangkok and Ho Chi Minh City are relatively new. Of the 50 tallest skyscrapers in Southeast Asia, only seven were completed prior to the year 2000 with most being started well before the Asian Financial Crisis of 1997.

The crisis would halt work on most skyscrapers for the next 12 years as only three of the 50 tallest buildings in Southeast Asia opened between 1999-2009. The start of the 2010s would bring with it the golden age of skyscrapers in the region with a staggering 80 percent of towers completed after 2009.

The distribution of skyscrapers isn’t even as countries have developed at their own pace. When you look at the construction of buildings 150+ meters, there are certainly some Southeast Asian cities that have been built up quicker than others.

While these totals pale in comparison to places like Hong Kong, New York, Shanghai and Dubai, they are still impressive in their own right.

Especially when you consider that the majority of these have been completed in the last ten years.

This growth is one reason why we’re releasing the first Dot Property Southeast Asia Skyscraper Annual. Tall buildings are now commonplace in the region and this feature is designed to provide an overview of what’s up.

We won’t be simply ranking the buildings in each country by height since that information is already out there. Instead, the Dot Property Southeast Asia Skyscraper Annual will offer a look at some of the tallest, iconic and unique buildings. This includes both completed towers and a few in the pipeline.

A couple of things to take note of. Firstly, the Dot Property Southeast Asia Skyscraper Annual doesn’t cover Myanmar, Laos or Brunei. That’s because there aren’t buildings that can truly be defined as skyscrapers in these countries. Of this list, Brunei is the only country to have a skyscraper with the Ministry of Finance building in Bandar Seri Begawan standing at 120 meters. Meanwhile, Myanmar has a couple of proposed projects that could bring skyscrapers to the country within the next decade.

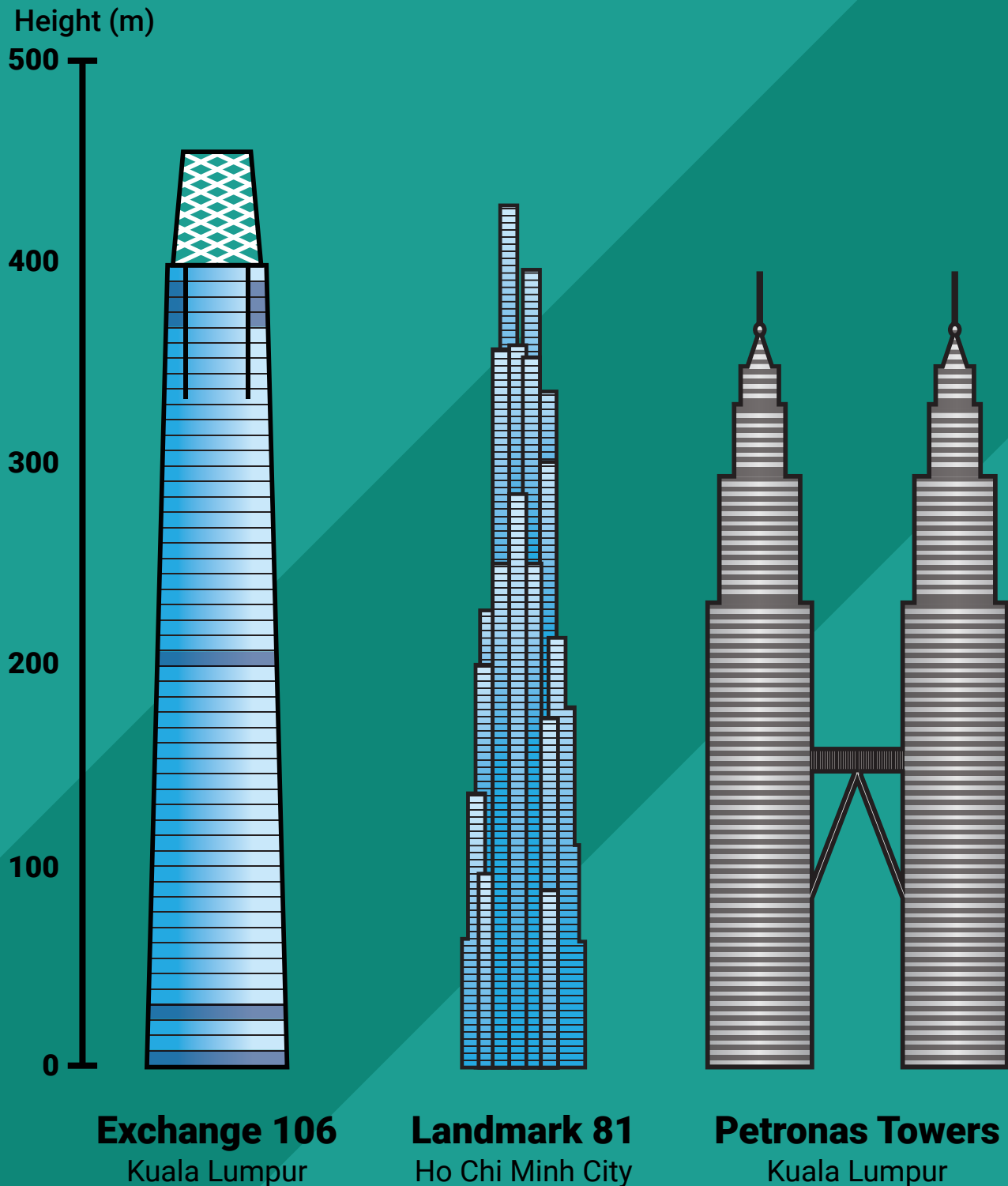
Finally, data on these skyscrapers has been located from various sources including the Council on Tall Buildings and Urban Habitat, Emporis and building developers. There are some instances where these sources disagree on the exact heights of a building, but we have worked hard to ensure all information is as accurate as possible.

150+ meter buildings in Southeast Asia’s major cities

City	150+ meter buildings completed	150+ meter buildings under construction
Bangkok	92	15
Jakarta	91	16
Singapore	91	2
Kuala Lumpur	78	27
Ho Chi Minh City	16	4
Hanoi	9	N/A
Manila	7	2
Phanom Penh	1	1

**All data from the Council on Tall Buildings and Urban Habitat*

Southeast Asia's tallest buildings



MALAYSIA



Tallest Building The Exchange 106 Office

Location: Kuala Lumpur, Malaysia
Height: 492 meters (1,614 feet)
Completed: 2019

The Exchange 106 is now Malaysia's tallest building, surpassing the world-famous Petronas Twin Towers. The 106-floor office tower is the centerpiece of Tun Razak Exchange, a 70-acre complex that will soon become Kuala Lumpur's new CBD as well as Malaysia's International Financial District. Tun Razak Exchange won Best Integrated Development at the Dot Property Southeast Asia Awards 2019.

Tallest Residential Building The Astaka Residential

Location: Johor Bahru, Malaysia
Height: 278.9 meters (915 feet)
Completed: 2018

The Astaka is the tallest skyscraper in Johor Bahru and is among the most notable projects in the Iskandar special economic zone. The project features 438 luxury suites and penthouse duplexes with each residence outfitted with Gaggenau and Bosch Appliances in addition to Hansgrohe bathroom fittings. There are actually two towers at The Astaka. The 70-story one listed here, and a second one that has 65 stories.



Tallest Hotel Building Four Seasons Place Kuala Lumpur Hotel

Location: Kuala Lumpur, Malaysia
Height: 342 meters (1,124 feet)
Completed: 2018

Four Seasons Place Kuala Lumpur holds a number of distinctions. It's the tallest hotel building in both Malaysia and Southeast Asia as well as being the third tallest hotel in the world. Located next to Petronas Twin Towers, the project initially received some flak for blocking views of the iconic office skyscrapers. The hotel itself is breathtaking, providing all the luxury you would expect to find from the Four Seasons brand. A limited number of Four Seasons branded residences can also be found in the skyscraper.

When most people think of skyscrapers in Malaysia, the Petronas Twin Towers immediately comes to mind. The iconic towers have long been the standard bearer for tall buildings in Asia. However, they have since been topped by another skyscraper that is now the country's tallest building. Malaysia has a rich history when it comes to skyscrapers with a few new projects set to join some familiar buildings.

The Iconic Skyscraper Petronas Twin Towers

Office

Location: Kuala Lumpur, Malaysia

Height: 452 meters (1,483 feet)

Completed: 1998

The easily-identifiable Petronas Twin Towers are synonymous with Kuala Lumpur and were the tallest buildings in Southeast Asia for more than a decade. They were also the tallest buildings in Malaysia up until last year when they were surpassed by The Exchange 106. The office buildings each have 88 floors with state-owned oil and gas company Petronas occupying one tower. The other tower is leased to a host of businesses.



The Unique Skyscraper KOMTAR Tower

Office

Location: Penang, Malaysia

Height: 249 meters (816 feet)

Completed: 1985 (renovated 2015)

The KOMTAR Tower in George Town on the island of Penang is outside the top ten of Malaysia's tallest buildings and would be dwarfed in Kuala Lumpur. However, it's not located there. It is in Penang where it has towered over the skyline there for decades and remains the tallest building on the island. It is home to government offices in addition to retail space. KOMTAR underwent massive renovations in 2015 that added several new floors which contain the highest glass skywalk in Malaysia along with some other tourist attractions.

The Future Merdeka PNB 118

Mixed-use

Location: Kuala Lumpur, Malaysia

Height: 656 meters (2152 feet)

Expected Completion: 2021

Merdeka PNB 118 will be the new tallest building in Malaysia when it's completed in 2021. Standing at 118 stories, the tower will have office space, a shopping mall, a Park Hyatt hotel and hotel residences along with the obligatory observation deck. Most of the office space will be occupied by Permodalan Nasional Berhad (PNB), the state-backed investment fund. Work on the tower began in 2014 and building on the 100th floor took place in January of this year.



THAILAND

Tallest Building

Magnolias Waterfront Residences

Residential

Location: Bangkok, Thailand

Height: 318 meters (1,043 feet)

Completed: 2018

The 70-storey Magnolias Waterfront Residences is now the tallest building in Thailand with its 379 residential units providing residents with some breathtaking views of the Chao Phraya River as it winds through Bangkok. The superluxury residential tower is part of the much-hyped ICONSIAM complex, which is also home to The Residences at Mandarin Oriental, the fifth tallest building in Thailand. Unlike some other Bangkok skyscrapers, the design of Magnolias Waterfront Residences is relatively plain and the project isn't as well-known as some other tall towers in the Thai capital.



The Icon

King Power MahaNakhon

Mixed-Use

Location: Bangkok, Thailand

Height: 314 meters (1,030 feet)

Completed: 2016

While Magnolias Waterfront Residences surpassed King Power MahaNakhon in height by four meters, the latter has become a Bangkok icon thanks to a unique design - which is supposed to capture the look of pixilation - and multitude of features. These include Thailand's first Ritz Carlton Residences, an Orient Express hotel and a rooftop observation deck. King Power MahaNakhon is visible throughout Bangkok with its unique façade making it easily recognizable to both locals and visitors alike.

Tallest Hotel

Baiyoke Tower II

Hotel

Location: Bangkok, Thailand

Height: 309 meters (1,014 feet)

Completed: 1999

Now 20-years old, Baiyoke Tower II was among the first wave of skyscrapers to appear in Bangkok during the aftermath of the 1997 Asian Financial Crisis. The 88-story hotel cuts a somewhat lonesome figure as the tower rises from its surroundings outside the central business district. Baiyoke Tower II remains the tallest hotel in Southeast Asia and room rates are surprisingly affordable, but access to other facilities, such as the 360-degree revolving roof deck, will cost you.



There is no shortage of skyscrapers in Thailand. They come in all shapes and uses as developers look for ways to launch projects that are unique and tall. The expansion of Bangkok's Skytrain and MRT public transportation routes has seen skyscrapers pop up alongside these lines over the past few years instead of being clustered in specific areas.

Additionally, some developers have opted to build towers close to the Chao Phraya River where cheaper land prices allowed them to be more grandiose when it came to size and facilities.



The One One Bangkok

Mixed-Use

Location: Bangkok, Thailand

Height: 436 meters (1,431 feet)

Expected Completion: 2025

One Bangkok is a mixed-use development that will be home to five grade A office buildings, five luxury and lifestyle hotels, four retail and leisure centers, three ultra-luxury residential towers, civic areas and a lot more. The project's signature tower will be Thailand's tallest building once completed in 2025. Work has begun on the project although details remain scarce. The 436-meter skyscraper is expected to have office space and a hotel as well as some retail facilities.

The Future Grand Rama 9 Tower

Mixed-Use

Location: Bangkok, Thailand

Height: 615 meters (2,018 feet)

Expected Completion: TBD

Despite first being announced in 2014, work has yet to begin on the Grand Rama 9 Tower in Bangkok that would be one of the tallest skyscrapers in the world when finished. Plans call for a 6-star hotel, a lot of office space and an observation deck. The project's original developer, Grand Land, was purchased by the property development company owned by retail giant Central Group in 2018. The firm is expected to relaunch Grand Rama 9 Tower in the near future with the originally planned height still intact.



The Outsider Reflection Jomtien Beach Pattaya

Residential

Location: Pattaya, Thailand

Height: 234 meters (768 feet)

Completed: 2013

Reflection Jomtien Beach Pattaya is the tallest building outside of Bangkok. Constructed during the Pattaya property boom of the early 2010s, the project dominates the Jomtien Beach area of Pattaya. Despite standing 55 stories, Reflection Jomtien Beach Pattaya only has 102 units as Major Development, the company behind the project, opted for a low-density approach. This allows the residences to have several unique design features, like floor-to-ceiling windows, that maximize views.

The race to build Bangkok's tallest building is on



There is a lot of competition to be Bangkok's tallest building with developers now looking to top one another. Thailand's richest man, Charoen Sirivadhanabhakdi, revealed that his property development company, Asset World, plans to build a massive skyscraper along the banks of the Chao Phraya next to Asiatique.

Plans for the ambitious project are scarce, however. The company did not reveal just how tall the building would be, nor have they set any kind of timeline. Part of that could be due to the fact a few other projects, such as Grand Rama 9 Tower, also want to be Bangkok's tallest building and could be daring them to announce a height first in order to surpass it.

Asset World did reveal it is working with Adrian Smith + Gordon Gill Architecture on the tower. It was noted that the skyscraper would be a mixed-use project with a hotel, office space and a retail area all incorporated into the development. Asset World said it was already in talks with several prominent hospitality brands to see who would manage the hotel upon completion.

"It embodies what our company aims to do – set new trends and lift the benchmark," Asset World Chief Executive Officer, Wallapa Traisorat, told local media.

Charoen's companies are already working to build Bangkok's tallest building at another location. A 436 meters (1,431 feet) skyscraper is expected to be a part of the One Bangkok, a fully-integrated district adjacent to Lumpini Park. This tower would also have office space as well as a hotel and could be Bangkok's tallest building.

The race for Bangkok's tallest building

Developers are building higher and higher as they look to hold the title of Bangkok's tallest building. At the moment, Magnolias Waterfront Residences is the city's record holder. The 318 meters (1,043 feet) superluxury residential tower is part of the ICONSIAM development. Completed in 2018, Magnolias Waterfront Residences are also located along the riverside in Bangkok.

Before that, King Power MahaNakhon was Bangkok's tallest building after being completed in 2016. The 314 meters (1,030 feet) skyscraper features an instantly recognizable design that stands out in the city's central business district.

If the new Asset World project wants to have staying power at the top of the list, it will need to keep an eye on the Grand Rama 9 Tower project which could soon be relaunched. The ambitious skyscraper would stand 615 meters (2,018 feet) if built. If being the key word here.

The project was first unveiled in 2014 but has undergone several delays as Grand Land, the developer that first announced the project, was purchased by retail powerhouse Central Group. The mall giant told local media it still has plans for Grand Rama 9 Tower and could launch the project as soon as this year.

SINGAPORE

While other cities in Southeast Asia are building higher and higher, Singapore has not. That's because the maximum allowable height for buildings in Singapore is 280 meters. Districts, such as the Downtown Core, are located under the flight path of the nearby Paya Lebar airbase and this necessitated the need for height regulations. The airbase is set to relocate in 2030 and the move could bring with it a new wave of skyscrapers to Singapore.



Tallest Building Guoco Tower

Mixed-use

Location: Tanjong Pagar, Singapore

Height: 290 meters (952 feet)

Completed: 2016

While its height is relatively modest compared to the tallest buildings elsewhere in Southeast Asia, Guoco Tower is tops in Singapore at 290 meters. The development is a true mixed-use facility with everything from office space to a hotel spread across the building's 68 stories. Guoco Tower is home to the Sofitel Singapore while the luxurious Wallich Residence span the 39th to 64th floors. Billionaire inventor James Dyson purchased the penthouse in this skyscraper, spending a cool SGD73.8 million (USD53 million) for the honor.

Tallest Office Buildings

UOB Plaza One

Office

Location: Downtown Core, Singapore

Height: 280 meters (920 feet)

Completed: 1992

One Raffles Place Tower 1

Office

Location: Downtown Core, Singapore

Height: 280 meters (920 feet)

Completed: 1986



Republic Plaza

Office

Location: Downtown Core, Singapore

Height: 280 meters (920 feet)

Completed: 1995

A trio of skyscrapers now sit in a three-way tie behind Guoco Tower in the tallest building rankings for Singapore. These three office buildings are all the same height and were completed within ten years of each other. They also sit side-by-side in Singapore's Downtown Core meaning you don't have to go far to see them all.



Tallest Residential Building

Skysuites @ Anson Enggor Street / Altex Residential

Location: Tanjong Pagar, Singapore

Height: 250 meters (820 feet)

Completed: 2014

Just around the corner from Guoco Tower are Skysuites @ Anson Enggor Street and Altex, Singapore's tallest residential buildings. Despite being exactly the same height and located next to each other, the two towers were built by different developers meaning each one is unique. Allgreen, the property arm of major Singaporean conglomerate Kuok Group, developed Skysuites @ Anson Enggor Street which has 72 stories and 360 units. On the other hand, Altex is only 62 stories and is less dense with 280 units.

THE PHILIPPINES

Tallest Building

Grand Hyatt Manila

Mixed-use

Location: Bonifacio Global City, the Philippines

Height: 318 meters (1,043 feet)

Completed: 2018

The tallest building in the Philippines actually has two distinct parts and names. There is the Metrobank Center, an office space which occupies a majority of the 66 stories. The top 25 stories are home to the Grand Hyatt Manila, a luxury hotel. This does create some confusion when it comes to a name and the building is called a number of different things. We used Grand Hyatt Manila, but don't be surprised to find others using different names. The tower is part of a joint-venture project between local developer Federal Land and Japan-based ORIX Corporation.



Tallest Office Building

PBCom Tower

Office

Location: Makati, the Philippines

Height: 259 meters (949 feet)

Completed: 2000

For nearly two decades, the Philippine Bank of Communications Tower (PB-Com Tower) stood head and shoulders above all other buildings in the country. The 55-story office development is unsurprisingly home to the Philippine Bank of Communications as well as several IT and BPO companies.



Tallest Residential Building

Trump Tower at Century City

Residential

Location: Makati, the Philippines

Height: 251 meters (823 feet)

Completed: 2017

Trump Tower at Century City has generated countless headlines since first being announced. From ritzy marketing campaigns to the backing of a certain former reality show star turned president, the third largest building in the Philippines gets everyone's attention. The development checks in at 57 stories and its unique façade has allowed it to stand out. As you would expect, the views from the upper level penthouses are among the best in Metro Manila.



The majority of skyscrapers in the Philippines are located in Makati, the original business hub of Metro Manila. That is changing though. Work has begun on several new towers outside of Makati which could transform places like Quezon City. The tallest buildings in the Philippines tend to be residential ones which is a change from other countries in Southeast Asia.



The Outsider
Horizons 101 Tower 1
Residential

Location: Cebu, the Philippines
Height: 185 meters (607 feet)
Completed: 2016

Demand for units at Horizons 101 Tower 1 was so strong it even caught developer Taft Property by surprise. The public wanted a chance to own a home inside the tallest building outside of Metro Manila, a distinction Horizons 101 Tower 1 holds to this day, and the entire project sold out before it was finished. And while the development may be your standard condominium tower, it represents the growth and progress Cebu has made over the years.

The Pioneer
The Gramercy Residences
Residential

Location: Makati, the Philippines
Height: 250 meters (820 feet)
Completed: 2013

Located next to Trump Tower Manila in Century City, The Gramercy Residences is overshadowed by its ever so slightly taller neighbor. The project features a number of upscale amenities, including a multistory waterfall, that set it apart from other high-end condominiums in Metro Manila at the time. The Gramercy Residences was key to ushering in a new era of luxury condominiums during 2010s.

Tallest Office Building
Anchor Skysuites
Residential

Location: Binondo, the Philippines
Height: 193 meters (633 feet)
Completed: 2014

The height of Anchor Skysuites may not seem all that impressive on the surface, but it boasts one really unique distinction. Developer Anchor Land says it is the tallest building in all Chinatowns in the world outside of China. And while verifying this claim has proven difficult, there is no denying just how outstanding the luxury condominium looks. Inside the 56-story tower is an endless array of amenities.



What's Next
The Estate Makati
Residential

Location: Makati, the Philippines
Height: 270 meters (886 feet)
Expected completion: 2023

The Estate Makati is already the most expensive condominium in the Philippines and we're still three years away from it being ready for occupancy. The project's eight penthouses were purchased shortly after launch while sales of the remaining 180 units have been brisk. The exact height of The Estate Makati has yet to be determined with SMDC and Federal Land estimating that it will top out at 270 meters.



VIETNAM

The skylines of Ho Chi Minh City and Hanoi are undergoing a dramatic transformation. At the start of the 2000s there were only a handful of buildings standing taller than 20 stories. Today, skyscrapers can now be found in both cities as well as in other parts of the country. Developers in Vietnam continue to build higher with even more towers in the works.



Tallest Building Landmark 81

Mixed-use Building

Location: Ho Chi Minh City, Vietnam

Height: 461 meters (1,514 feet)

Completed: 2018

When it was completed, Landmark 81 was the tallest skyscraper in both Vietnam and Southeast Asia. And while it has been surpassed in the latter category by The Exchange 106, the iconic building still towers above all others in Vietnam. The design of Landmark 81 is special. It features several characteristics of Vietnamese culture and draws inspiration from the shape of bamboo. A 5-star hotel, luxury residences, office space and a retail center can all be found in the tower.

The Former Tallest Building Landmark 72

Mixed-use Building

Location: Hanoi, Vietnam

Height: 350 meters (1,148 feet)

Completed: 2012

Before Landmark 81 came along, Landmark 72 held the title of Vietnam's tallest skyscraper and it remains tops in Hanoi. The design of Landmark 72 is very straightforward as it was completed during the early stages of Vietnam's skyscraper rush. The mixed-use tower has 72 stories and is home to the InterContinental Hotel, Calidas Service Residences, commercial offices and a retail podium.



The Legend Bitexco Financial Tower

Office Building

Location: Ho Chi Minh City, Vietnam

Height: 262 meters (861 feet)

Completed: 2010

With its unique helipad sticking out like a blossoming lotus bud, Bitexco Financial Tower remains arguably the most recognizable skyscraper in Vietnam even if it is no longer the tallest. The world-famous Carlos Zapata is the architect behind the Bitexco Financial Tower and he designed it in a way he felt captured the energy and aspirations of the Vietnamese public. The majority of the skyscraper holds offices while an observation deck can be found on the 49th floor.

The Branded Building Lotte Center Hanoi

Mixed-use Building

Location: Hanoi, Vietnam

Height: 272 meters (892 feet)

Completed: 2014

South Korean conglomerate Lotte Group has branded almost every single element of Lotte Center Hanoi. The 65-story mixed-use tower is the second tallest building in Hanoi and remains one of the city's preeminent destinations thanks in large part to its observation deck at the top that provides several unique photo opportunities. Lotte Department Store can be found on the lower levels while a Lotte Hotel is situated on the upper floors along with high-end residences.



INDONESIA

A number of skyscrapers in Indonesia are either under construction or in the planning stages. These could dramatically alter Jakarta's skyline in the next decade. Nearly all of the country's skyscrapers are found in the capital or nearby suburb of Tangerang with a few tall towers located in Surabaya, Indonesia's second largest city.



Tallest Building

Gama Tower

Mixed-use

Location: Jakarta, Indonesia

Height: 288 meters (947 feet)

Completed: 2016

Gama Tower opened in 2016 amid much fanfare. The skyscraper is divided into two distinct zones. A Westin Hotel is situated on floors 50-69 while the rest of the building is dedicated to office space. Gama Tower's most notable tenant is Grab as the ridesharing company bases their Indonesia operation here.

Tallest Office Building

46 Wisma

Office

Location: Jakarta, Indonesia

Height: 261 meters (860 feet)

Completed: 1996

It's remarkable to think 46 Wisma is almost 25-years old. It remains one of the most iconic buildings in Indonesia thanks to a unique design that looks a bit like a fountain pen depending on who you ask. When 46 Wisma opened in 1996, it was not only the tallest building in Indonesia, but was among the tallest in the entire southern hemisphere although it has since been passed on both fronts.



Tallest Residential Building

The Pakuwono Signature

Residential

Location: Jakarta, Indonesia

Height: 252 meters (827 feet)

Completed: 2014

At the moment, The Pakuwono Signature remains the tallest residential building in Indonesia. However, there are a few projects under construction that will likely surpass it when they are completed a few years from now. The skyscraper features a range of contemporary luxury apartments and the development was one of the first condominiums in Jakarta to incorporate resort-style amenities.

CAMBODIA

Cambodia may not be the first place that springs to mind when you think about skyscrapers, but they are arriving in Phnom Penh. The skyline still remains relatively modest when compared to other Southeast Asian capitals, however, the past decade has brought with it several skyscrapers. A few developers have announced plans for new towers that can politely be described as outlandish, but just may work out in the end.



The Tallest Building Vattanac Capital

Mixed-Use

Location: Phnom Penh, Cambodia

Height: 187 meters (613 feet)

Completed: 2014

Vattanac Capital is the most impressive modern building in Cambodia and has shown just how far the country has developed. The impressive mixed-use development boast Grade A office space in addition to the Rosewood Phnom Penh hotel. The design is claimed to look like a dragon's back and the building utilizes elements of feng shui and traditional Naga motifs. There is also a unique observation space that extends away from the building to create a dramatic outline.

The Tallest Residential Building Sky Villa

Residential

Location: Phnom Penh, Cambodia

Height: 139 meters (456 feet)

Completed: 2020

Once finished later this year, Sky Villa will actually be the second and third largest buildings in Cambodia. The twin tower, residential development is bringing luxury living to Phnom Penh with extra-large units and a host of 5-star amenities including a rooftop swimming pool on the highest levels. Taiwanese architect Chu-Yuan Lee, the man behind Taipei 101, worked on Sky Villa meaning it will certainly be among the best looking in Southeast Asia.



The Pipedream Thai Boon Rong Twin Tower Trade Center

Mixed-use

Location: Phnom Penh, Cambodia

Height: 561 meters (1,843 feet)

Expected Completion: TBD

Thai Boon Rong Twin Tower Trade Center were first launched in 2016 and would surpass the Petronas Twin Towers as the world's largest twin towers if completed. Notice the word "if" in that sentence. The project has already been delayed multiple times and most models look like something straight from the computer game Sim City 2000. The last updated from the developer was in 2019 when they said the project was still on but wasn't sure when construction would begin.

Work on Vietnam's tallest tower set to begin this year



Currently, Landmark 81 is Vietnam's tallest tower, but that could change in the next few years. Work on Thu Thiem Observation Tower is expected to begin this year after developer Empire City cleared several obstacles that were preventing construction from starting. Plans call for the tower to stand 88 stories, seven more than Landmark 81.

Located in Ho Chi Minh City District 2, the skyscraper will cost USD1.2 billion to build and could be finished by 2022. Thu Thiem Observation Tower is actually part of a multi-phase project that contains several buildings. Some of the smaller towers were launched in 2017 with work having already started on those.

According to the project's developer, Thu Thiem Observation Tower will have residential, office and retail space. It is an integral part of the Thu Thiem new urban area that officials believe will become the new center of Ho Chi Minh City when completed. The area covers seven square kilometers and is being planned in part by Sasaki Associates.

Construction on the signature building is expected to begin in the coming months. Empire Group noted work would start on the underground basement with the 88-storey skyscraper being built up from there. The project had been challenged by some procedural issues.

Vo Sy Nhan, Empire City General Director, told *Vietnam Investment Review* (VIR) the company recently asked local officials to speed the legal procedures related to the project. The main issue was related to revised investment certificates. A total of five proposals were submitted to local government in order to clarify the matter.

Additionally, relevant authorities were assigned to the case by the Chairman of Ho Chi Minh City People's Committee Nguyen Thanh Phong. The two sides have worked together to find solutions, and this has sped up the entire process.

VIR reported that the Ho Chi Minh City Department for Planning and Investment has already approved some of Empire City's proposals with the developer believing all outstanding issues should be resolved in the near future.

Empire City is a joint venture between four firms. There are two Vietnam-based companies, Tien Phuoc Real Estate JSC and Tran Thai Real Estate JSC, along with Singapore-based Corredance and Denver Power, an arm of Gaw Capital Partners from Hong Kong. The latter is investing in the project via its Gateway Real Estate Fund III.

China bans copycat buildings again, to limit skyscraper height



Southeast Asia is looking to the sky but the Chinese government wants to ground developers who harbor large ambitions or lack a little creativity. These efforts have proven to be difficult as firms continue to construct buildings that are notable for their height or resemblance to famous structures elsewhere in the world.

The Ministry of Housing and Urban-Rural Development and National Development and Reform Commission revealed that the construction of copycat buildings has been banned. The government is also placing a maximum height of 500 meters on new skyscraper construction, the *Global Times* reported.

There are more skyscrapers in China than any other country in the world as supertall buildings continue to rise throughout the mainland's largest cities. It is a different story in the country's smaller cities where developers simply plagiarized designs from iconic buildings. It's possible to find the Eiffel

Tower, the White House and many other easily recognizable global structures in China. There was once a Sydney Opera House replica in the country, but that had to be dismantled due to poor construction.

And while these novelty buildings were popular at first, the public could be growing weary of seeing them, according to the *Global Times*.

"China itself has lots of outstanding works in history with its rich architectural culture. Rather than simply imitating and copying foreign buildings, it is urgent for architects and the public to know about and learn from our own profound architectural art," Han Feng, Head of Department of Landscape Architecture under Tongji University, explained to the website.

Second time China bans copycat buildings

The move means China has banned copycat buildings for the second time in five years.

However, the country is hoping for a better result this time around. The first attempt saw the Chinese central government prohibit the construction of buildings that were too big, xenocentric or just plain weird.

With public sentiment to copycat buildings starting the shift, the government may find it easier to enforce the ban. As for the skyscrapers height limitations, buildings taller than 500 meters may be allowed if the developer receives permission from the Ministry of Housing and Urban-Rural Development.

Some local authorities began restricting building heights even before this announcement was made. In Beijing, a limit on the height of new buildings in the Central Business District was launched in 2018. The city wanted to reduce density throughout the CBD area.

JLL Beijing told the *South China Morning Post* that the regulation required developers to redesign eight projects that were taller than the 180 meters permitted by the local government.



GO INSIDE THE HALLMARK HOTEL THAT OCCUPIES THE TOP FLOORS OF CAMBODIA'S TALLEST BUILDING

The Vattanac Capital tower embodies the growth of Phnom Penh during the past decades and offers a glimpse of what's possible for the country in the future. The top 14 floors of the 187-meter building have been reserved for the luxurious Rosewood Phnom Penh, a property that is now the place to stay in the Cambodian capital.

Rosewood Phnom Penh is consistently ranked among the best hotels in Southeast Asia. In last year's Condé Nast Traveler Readers' Choice Awards, the hotel was rated as the second best in the region and 30th best globally with guests swooning over the remarkable property. It was also named a four-star hotel in the Forbes Travel Guide

Star Rating list, one of the most expert authorities on luxury hotels, restaurants and spas in the world.

While the location of Rosewood Phnom Penh is certainly eye-catching, the ultra-luxury hotel goes out of its way to ensure an experience that is uniquely local. It creates this by blending traditional Cambodian hospitality with contemporary sophistication.

Perched high above Phnom Penh, the hallmark hotel offers guests unobstructed views of the city and Mekong River. The unique vantage point, which is higher than any other in Phnom Penh, ensures you can look as far as the eye can see. It truly is an awe-inspiring sight to behold.

There are 175 rooms, including 37 suites which can be found on the highest floors. The most impressive accommodations at Rosewood Phnom Penh are the exclusive signature suites that offer the best in bespoke luxury.

Outside of the magnificent rooms lies a wealth of amenities for guests to indulge in, especially when it comes to wellness. There is the Pedi:Mani:Cure Studio by Bastien Gonzalez as well as Sense, A Rosewood Spa. Both offer you a space to relax while looking out at the spectacular views of the city.

Another unique feature of the hotel is the art gallery that can be found on the 35th floor. Rosewood Phnom Penh collaborates with the country's most influential and

up-and-coming artists to create exhibitions you should check out.

Rosewood Phnom Penh boasts a wide range of dining establishments, including Chinese and Japanese options, as well as a steakhouse. It would also be impossible to talk about the hotel without mentioning Sora, the rooftop bar and lounge that is located on a cantilevered terrace extending from the 37th floor. The vibrant venue is perhaps the most Instagramable spot in Phnom Penh and is the perfect climax for Cambodia's tallest building.



Dot Property Black Friday Sale

generates significant sales as Thailand property market picks up

There is still demand for Thailand property, it's just a matter of knowing where and how to locate active buyers. This was the key takeaway from the Dot Property Black Friday Sale where a significant number of real estate transactions occurred, and a record number of people visited the Dot Property Thailand website.

The Dot Property Black Friday Sale took place on June 19 with 20 of the Kingdom's leading property developers offering their largest discounts of the entire year for 12-hours only. Developer Asset Wise was one of the busiest participants selling several condo units in Modiz Sukhumvit 50 during the online sales event.

"We are delighted with the Dot Property Black Friday Sale. The fact we sold several units in Modiz Sukhumvit 50 in only 12 hours shows Dot Property truly understands the needs of buyers. Our success also proves there is real demand for Thailand property so long as you offer the right product at the right price and work with a partner who understands the market like Dot Property," Asset Wise Assistant Vice President, Khun Sineenuch Sriumnouy, explained.

More than 56 percent of all Dot Property Black Friday Sale attendees were based in Thailand with interested property buyers from the United States, Singapore, Hong Kong and China taking part in the event as well.

For developers such as Risland, the audience of engaged property seekers allowed them to reach active buyers and sell nearly THB12 million worth of condo units in The Cloud Thonglor Petchburi.

"The Dot Property Black Friday Sale was a unique event that really captured the attention of real estate buyers. Our team was blown away by the response we received for The Cloud Thonglor Petchburi. We manage to sell nearly THB12 million worth of condo units in the project during the sale. That can be attributed in large part to the comprehensive marketing efforts and reach of Dot Property who knows exactly where the demand for Thailand property is coming at all times." Chao Zhong, Project Director of The Cloud Thonglor Phetchaburi, stated.

There were a number of events held throughout the Dot Property Black Friday Sale including Facebook Live broadcasts from various projects around Bangkok including Beatniq by SC Asset, the winner of People's Choice Award for Project of the Year at the Dot Property Southeast Asia Awards 2019.

Billed as Thailand's biggest online property sales event, the Dot Property Black Friday Sale proved to be hit with property seekers and developers. Additionally, it showed demand for Thailand property is still out there.

"Between the number of sales recorded during the Dot Property Black Friday Sale and the record amount of website traffic we saw, it is safe to say there is interest in the Thailand property market. The key for developers at a time like this is reaching active buyers. No one in Thailand has the reach, knowledge and marketing tools that Dot Property has to help companies achieve this goal," Adam Sutcliffe, Director of Events and International Markets, said.



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.



Iconic Dot Property Expo returns in 2020 bigger and better than ever



Dot Property Expo 2020 will be the biggest and best property show in Thailand with several special seminars, outstanding lucky draw prizes and a huge audience expected. EmQuartier will once again host this one-of-a-kind real estate showcase which is scheduled for October 15-18.

EmQuartier is one of Bangkok's most frequented shopping centers with an estimated 200,000 guests dropping in each day. Visitors from around the globe are drawn to EmQuartier because of its unique design, luxurious shops and world-class dining. Between October 15 and October 18 on the Mezzanine level of the Quartier Gallery, guests will have the opportunity to learn more about some amazing property.

Dot Property Expo 2020 is Bangkok's most anticipated property event with prominent Thailand media outlets covering the show. Additionally, multiple Facebook Live sessions with well-known property influencers gives the public an all-access look at what's happening throughout the four-day expo.

There will be a number of seminars led by experts, celebrities and exhibitors during the Dot Property Expo 2020. This gives attendees with in-depth knowledge on a wide range of real estate topics. Last year's show was headlined by Khun Moo Asava from The Face Men Thailand who hosted a talk on home style. Even more is in store for this year with seminar topic announcements taking place during the buildup to



the event.

An Agent Day is once again planned for the Dot Property Expo. The Agent Day at the 2019 show saw nearly 100 Thailand-based real estate agents turn out for this invitation-only networking session where they had a chance to speak with developers and other industry leaders.

For developers and real estate agents, Dot Property Expo 2020 provides an exclusive venue to

reach a diverse mix of property seekers, investors and real estate professionals. It offers a platform to connect with people in person and share information in a casual environment.

Since 2016, more than 85 projects from 60 developers have been represented at events organized by Dot Property. The Dot Property Expo 2020 promises to be the place where property buyers and sellers connect this year.



WHERE
Long Hai Awakened

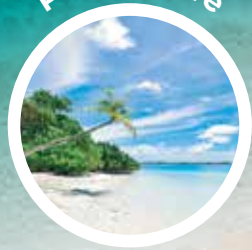
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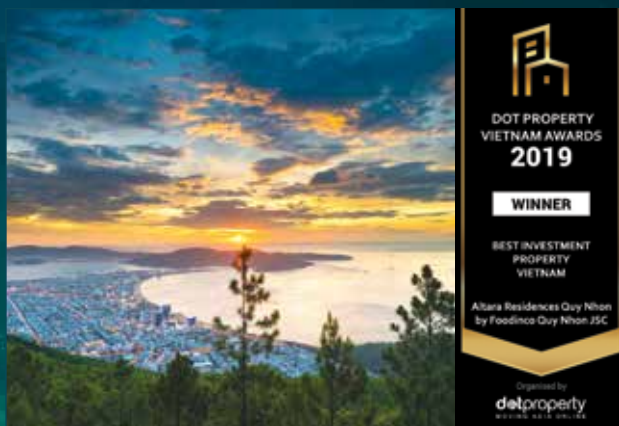


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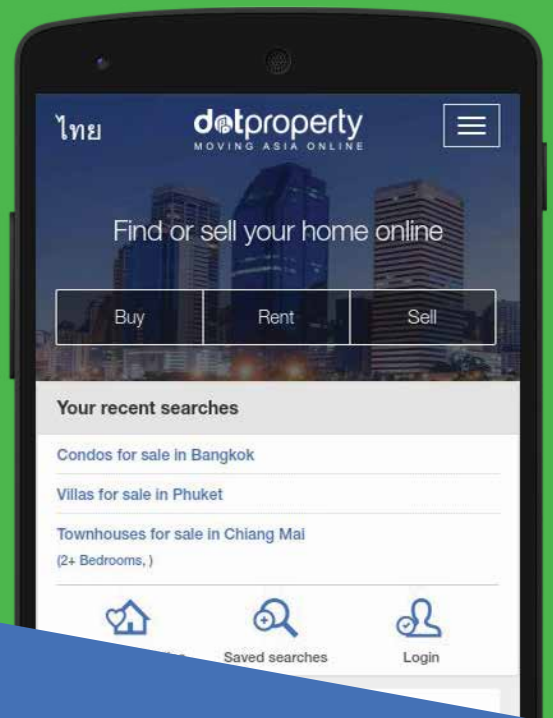
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