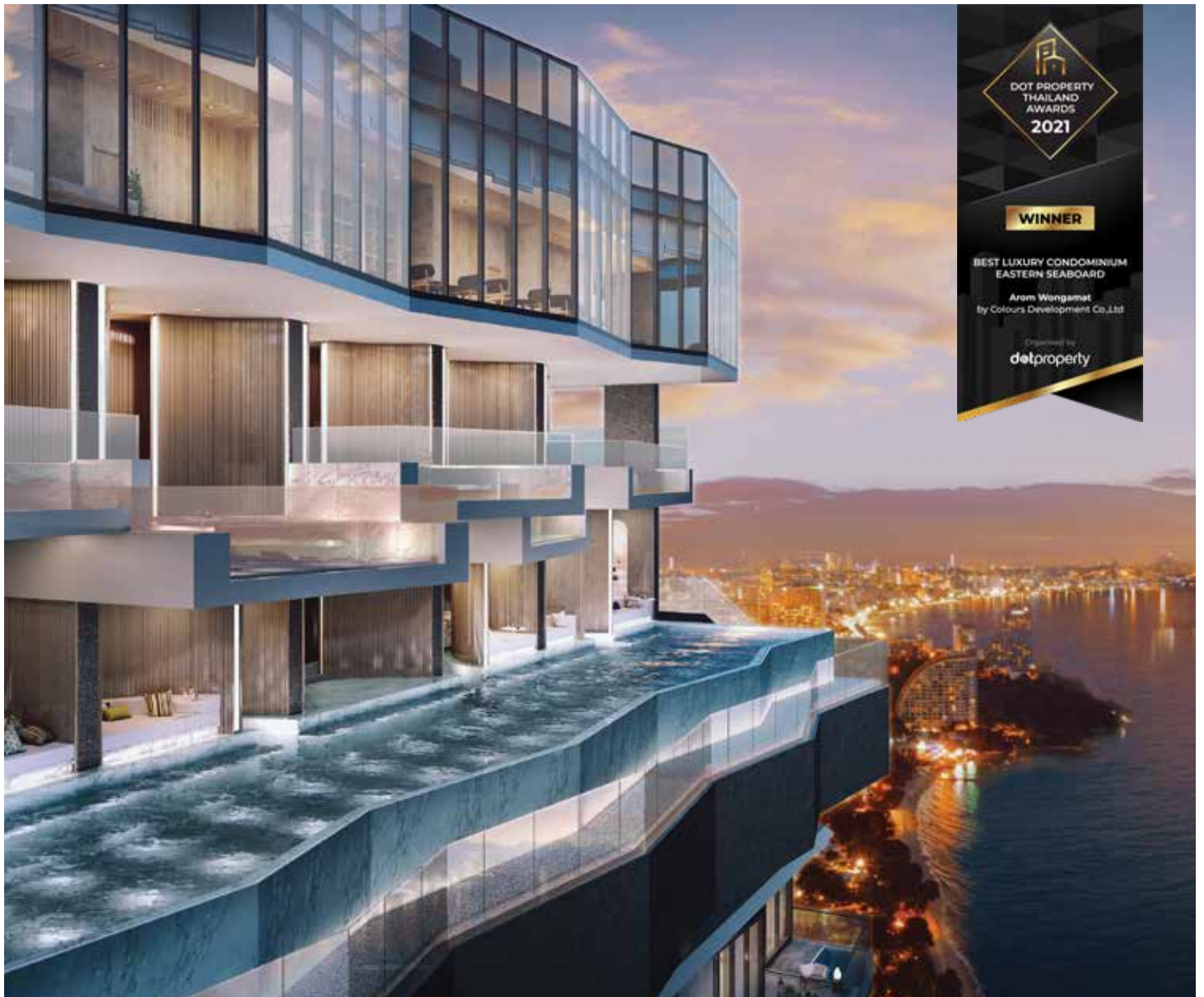




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ISSUE 36/37 (WINTER-SPRING 2021/22)



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Elevating the property viewing experience under the new normal, one may also choose to visit the show suite's virtual gallery. By accessing this link: <https://bit.ly/RWSShowSuite> through your trusted browsers, one is treated to a grand and immersive 3D view of the unit, akin to the actual experience. This option makes for an excellent choice for those who prefer to look into their investment on their own time, right at the comforts of their home.

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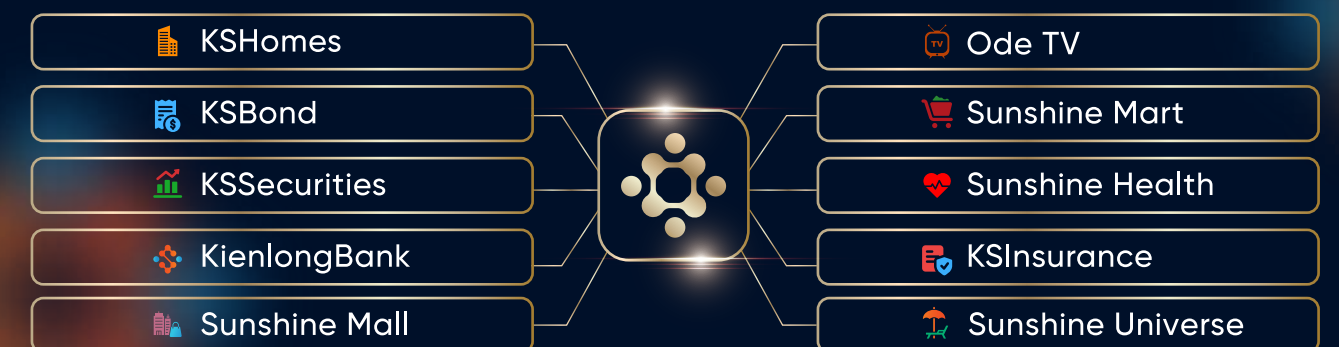
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ON THE COVER



Pattaya is changing. And so too are the city's residential developments. It's no longer all about mass condominiums at bottom dollar prices. The focus is now on upscale residences that provide style, comfort and convenience. Colours Development is leading this change. Through the firm's 'Living Beyond Possibility' concept, it looks to create projects that set new standards for real estate along Thailand's Eastern Seaboard.

Creating a residential masterpiece p.44

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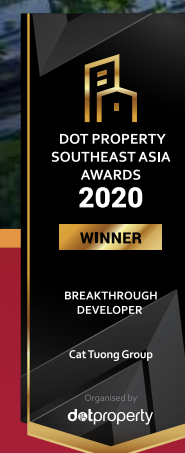
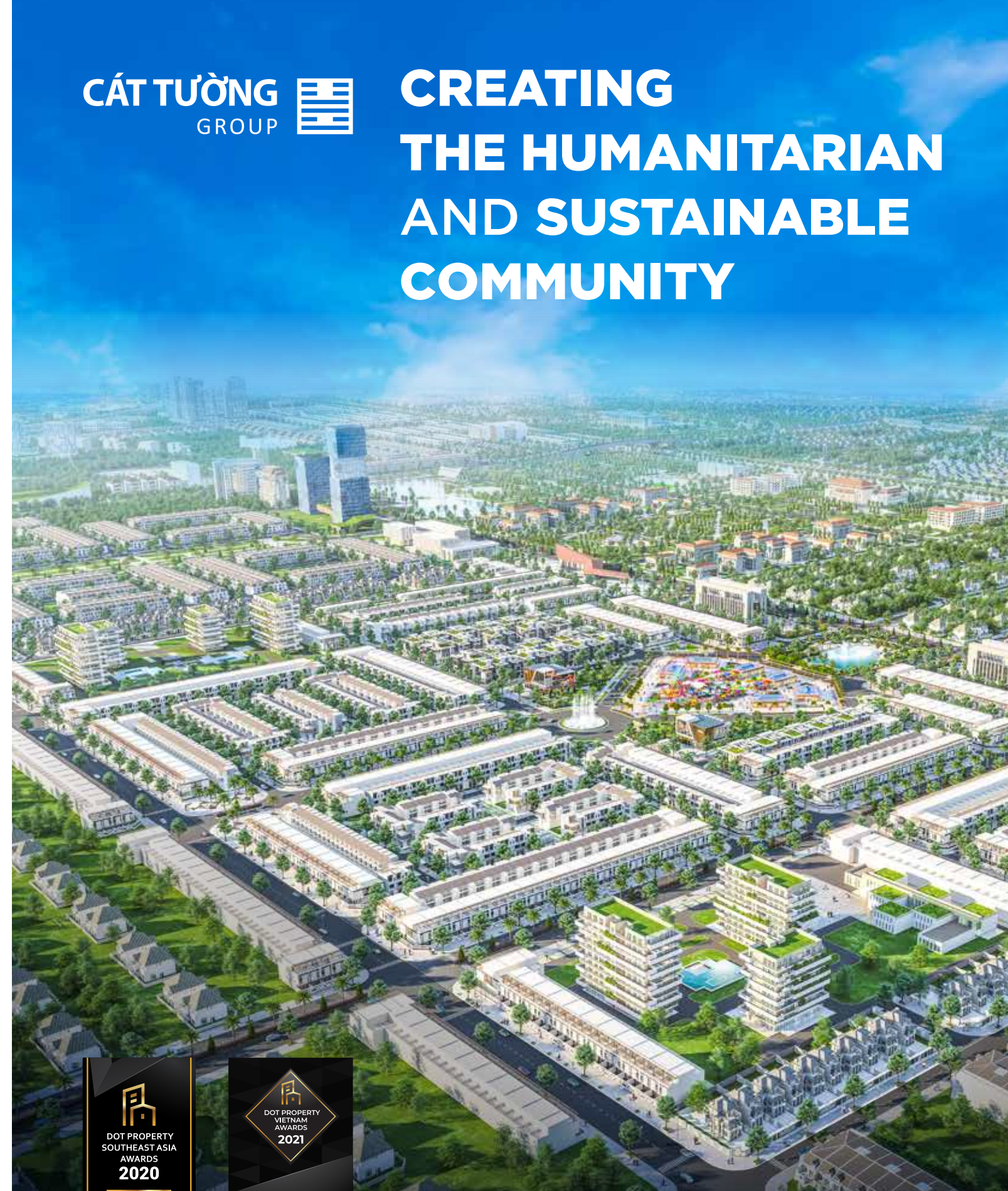
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Tập đoàn Onsen Fuji được biết đến là doanh nghiệp hàng đầu trong lĩnh vực đầu tư, phát triển BĐS tại Việt Nam, chuyên kiến tạo những dự án BĐS thương mại hạng sang gắn với các thương hiệu quốc tế, tiên phong mang đến trải nghiệm chất lượng, khác biệt cho khách hàng, góp phần sinh lời hiệu quả và gia tăng giá trị cho nhà đầu tư. Tập đoàn hiện là đối tác tin cậy, uy tín của các Công ty, tổ chức trong và ngoài nước.

Đặc biệt, ngoài việc tiên phong tạo dựng sản phẩm mang lại hiệu quả đầu tư, sinh lời gia tăng và bền vững cho khách hàng, mỗi dự án Onsen Fuji tạo ra đều có dấu ấn riêng biệt trong kiến trúc và trải nghiệm nhằm thúc đẩy tiềm năng du lịch địa phương. Wyndham Thanh Thủy, Dolce Penisola Quang Binh, Lynn Times Phú Yên, Wyndham Costa Ha Tinh,... Những dự án độc đáo, quy mô, đẳng cấp quốc tế đã góp phần khai phá tiềm năng các vùng đất, nâng tầm vị thế đất nước và đưa đến những giá trị bền vững cho cộng đồng.



Onsen Fuji Group is known as a leading enterprise in the field of real estate investment and development in Vietnam. It specializes in erecting luxury commercial real estate projects associated with international brands and pioneers in bringing additional value to customers and investors. The group is a reliable and reputable partner to domestic and foreign organizations.

Each project created by Onsen Fuji has its unique mark in architecture and experience to promote local tourism potential such as Wyndham Thanh Thủy, Dolce Penisola Quang Binh, Lynn Times Phú Yên, Wyndham Costa Ha Tinh, etc. These are all unrepeatably, large in scale, and world-class projects that make great contributions to explore the potential of grounds, enhance the national status, and bring sustainable values to the community.



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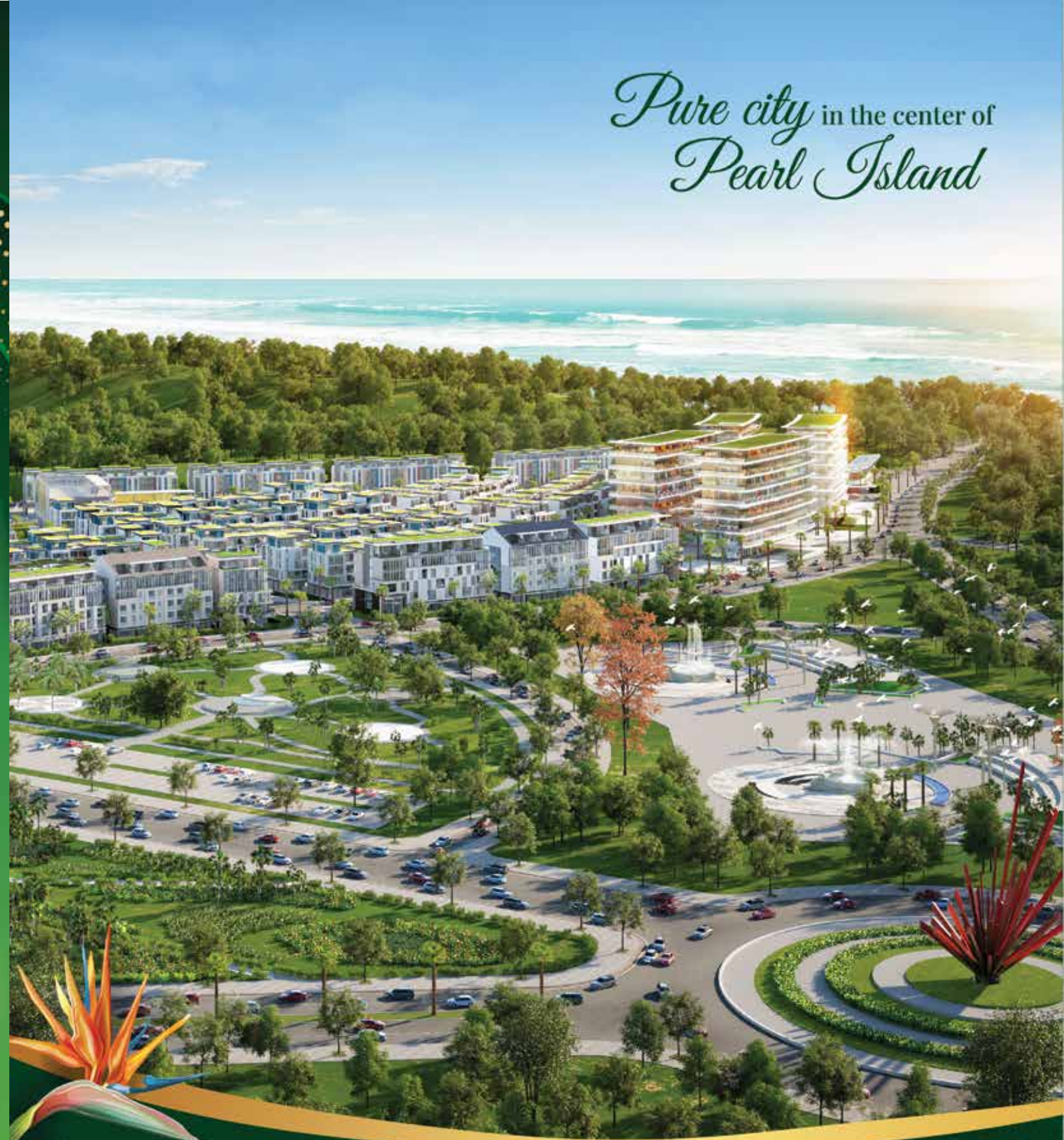


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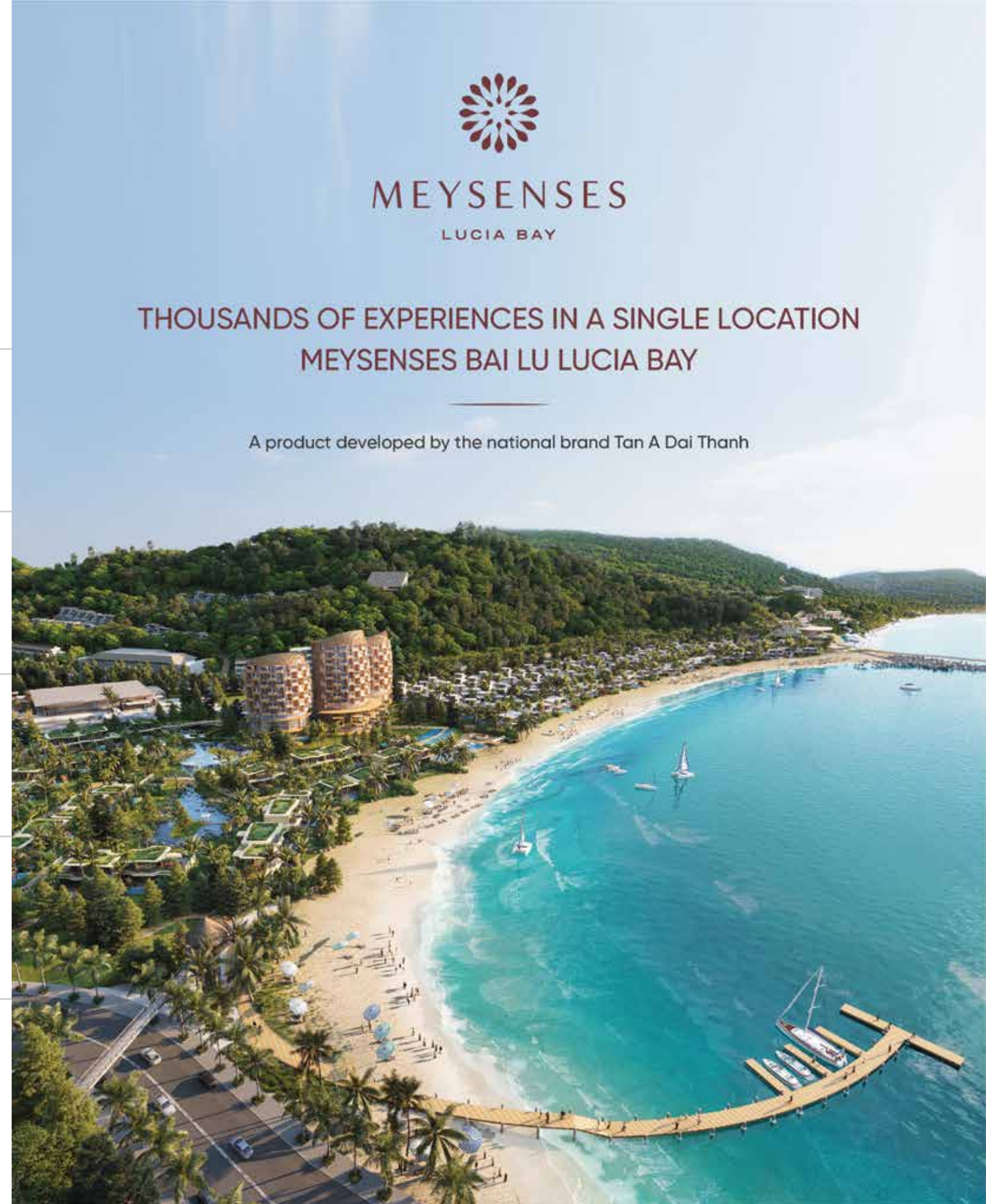
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STILL NO SIGNS OF A PHILIPPINE REAL ESTATE BUBBLE



While armchair property observers are quick to talk up a Philippine real estate bubble, experts have not seen any evidence of that happening. The Bangko Sentral ng Pilipinas (BSP) noted that demand in the country remains even if preferences were changing. And now a leading economist has reiterated the sentiment.

ING Bank Manila Senior Economist Nicholas Mapa explained that a rise in building permits issued and some segments seeing a price decline was offset by gains being made elsewhere in the market.

"Signs of a real estate bubble have yet to manifest in a palpable manner..."

"Signs of a real estate bubble have yet to manifest in a palpable manner," Mapa explained to the Philippine News Agency. "BSP's residential real estate price index remains negative and previously frothy condominium prices appear to have been deflated by the pandemic. The same report also shows that housing prices outside NCR and for single-detached units have picked up."

The latter point is important to note. Much of the most recent chatter about a Philippine real estate bubble has been centered around the increase in building permits issuance.

Data from the Philippine Statistics Authority showed that residential-related constructions expanded by 102.8 percent in the second quarter of 2021 when compared to same period in 2020.

However, this was driven by areas outside the National Capital Region (NCR). In fact, Cavite, Laguna, Batangas, Rizal, and Quezon (Calabarzon) account for 25.5 percent of building permits handed out, the highest number in the Philippines.

"This trend suggests that the Philippines is also experiencing the global phenomenon of migration from the urban centers to the areas outside the city with Filipinos in search of more space. After being locked down in the city for more than a year, it's no surprise that there is now a natural and healthy demand for property and homes outside the city."

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*Khun Jariya Thumtrongkitkul,
CBRE Thailand Head of Retail,
Advisory & Transaction Services*



“NEW NORMAL” SEES RETAILERS RETHINK THEIR REAL ESTATE APPROACH IN THAILAND

Restrictions may be easing across Thailand but the legacy of the “New Normal” is causing retailers rethink their real estate approach in Thailand. Once dominated by a desire to be in shopping malls, CBRE Thailand is seeing food and beverage outlets and other stores look at alternatives as they adapt in a post COVID-19 world.

“Retailers are looking for several potential expansion options to grow their brands which is not just attaching their branches to major shopping malls to draw in more customers. F&B retailers are now considering reformatting stores outside shopping malls like takeaway kiosks, popup stores in transit stations, food trucks, temporary standalones or drop-off

stores in rest area or gas stations,” Khun Jariya Thumtrongkitkul, CBRE Thailand Head of Retail, Advisory & Transaction Services, explained.

Flexibility is the name of the game for retailers in Thailand. The past two years have shown just how quickly situations can change which means brands, especially smaller ones, must be able to pivot at a moment’s notice.

“Non-mall locations can be one of key locations by retailers in the future, mainly for smaller store concepts, as brands that opt for these types of locations can add a product mix to reflect local needs within a particular market. These formats can be more flexible on shorter-term lease contracts enable retailers to

adapt and manage their financial liquidity more effectively and, at the same time, allow them to have flexibility in launching a new footprint with fewer restrictions and rules,” Khun Jariya stated.

However, retailers must understand how their real estate approach in Thailand impacts business. CBRE noted that non-mall locations face several challenges, most notably limited foot traffic and a lack of well-managed facilities.

The upside of lower rents and less competition can be offset by reduced sales. Finding an optimal solution that balances the two is vital for retail brands moving forward.

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HERE'S HOW VIRTUAL OFFICES ARE HELPING BUSINESSES UNLOCK THE POTENTIAL OF MALACCA



From its 15th century origins as a trading post to the recent launch of the Melaka Waterfront Economic Zone, Malacca has long supported the ambitions of entrepreneurs from around the world.

And while the city, and Malaysia as a whole, move forward with digitalization efforts, the office sector has lagged. The pandemic has only served to exacerbate these issues. Entrepreneurs looking for support have often found themselves shut out of the market.

Until recently, that is. Understanding the unique needs of the business community as well as what Malacca can offer, developer Sheng Tai International

and Regus' parent company IWG reached an agreement to open three centers in the city's Metra Square complex with the first opening in 2021.

The focus here is a bit different from traditional Regus hubs. It has been designed as a base for members using Regus' virtual office service. Those requiring a casual, drop-in workspace have something tailored for that purpose. Additionally, businesses or entrepreneurs from outside the region can enjoy a physical presence in Malacca without needing to travel or relocate immediately.

Sheng Tai International Founder, Dato' Leong Sir Ley, believes this

type of setup is the way forward. Not only does it allow for cross-border collaboration and growth into new markets, but it also empowers locals who have taken up new ventures during the pandemic.

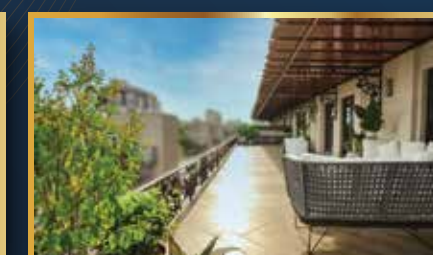
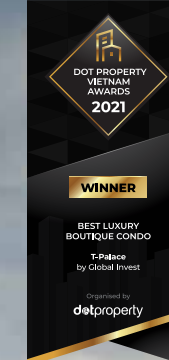
"Some of them have done so well that they want to start their own new business. It's too much to expect these fledgling entrepreneurs to immediately invest a lot of money to rent a place, renovate, to hire staff, when business is not there yet," she explains. "The best initial start is to get a virtual office, to keep the costs low and to try to work out whether the business is going to be a success before making bigger commitments."

Working with Regus virtual offices in Malaysia

It is not simply Malacca where Regus virtual offices are helping. Across Malaysia, entrepreneurs, SMEs and other businesses are leveraging this setup to help them build for future success.

Regus virtual offices can be found in the country's key business hubs, including Kuala Lumpur, Selangor, Penang, Johor Bahru and Sabah to name a few. And if your needs change or you require something more permanent, that can easily be taken care of at Regus as well.

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EXPECTING A TOURISM REBOUND, CLUB MED EYES OPPORTUNITIES IN THAILAND, VIETNAM, INDONESIA AND THE PHILIPPINES

Club Med believes Southeast Asia will see a sharp rebound in travel once borders reopen and is currently looking for opportunities in Thailand, Vietnam, Indonesia and the Philippines. The all-inclusive holiday club pioneer recently launched Club Med Borneo Kota Kinabalu in Malaysia as it looks to tap into both the potential of this location and the region as a whole.

Southeast Asia has been slow to restart travel when compared to other places globally, but this has allowed international resort operators, such as Club Med, to understand what works elsewhere. The company's successful reopening in China, Maldives and North America can provide a template for when tourism resumes across the region.

The potential of domestic tourism is another reason Club Med is eyeing more opportunities in Southeast Asia. Club Med's resort in Malaysia recorded an increase of more than 60 in business volume percent in the

weeks following the relaxation of interstate restrictions before the recent Movement Control Order.

"We entered the pandemic with a strong economic position and are well-placed for a swift, decisive and impactful rebound. Club Med has a demonstrated track record spanning more than 70 years as the pioneer of new destinations and untouched locations," Jean-Charles Fortoul, CEO APAC Resorts, Club Med, reports. "Following these successes, we have also identified Thailand, Vietnam and Indonesia as markets that are well-positioned to leverage this rebound and we are on the lookout for investors and partners to tap into the potential of these destinations."

Club Med Borneo Kota Kinabalu launches in Malaysia

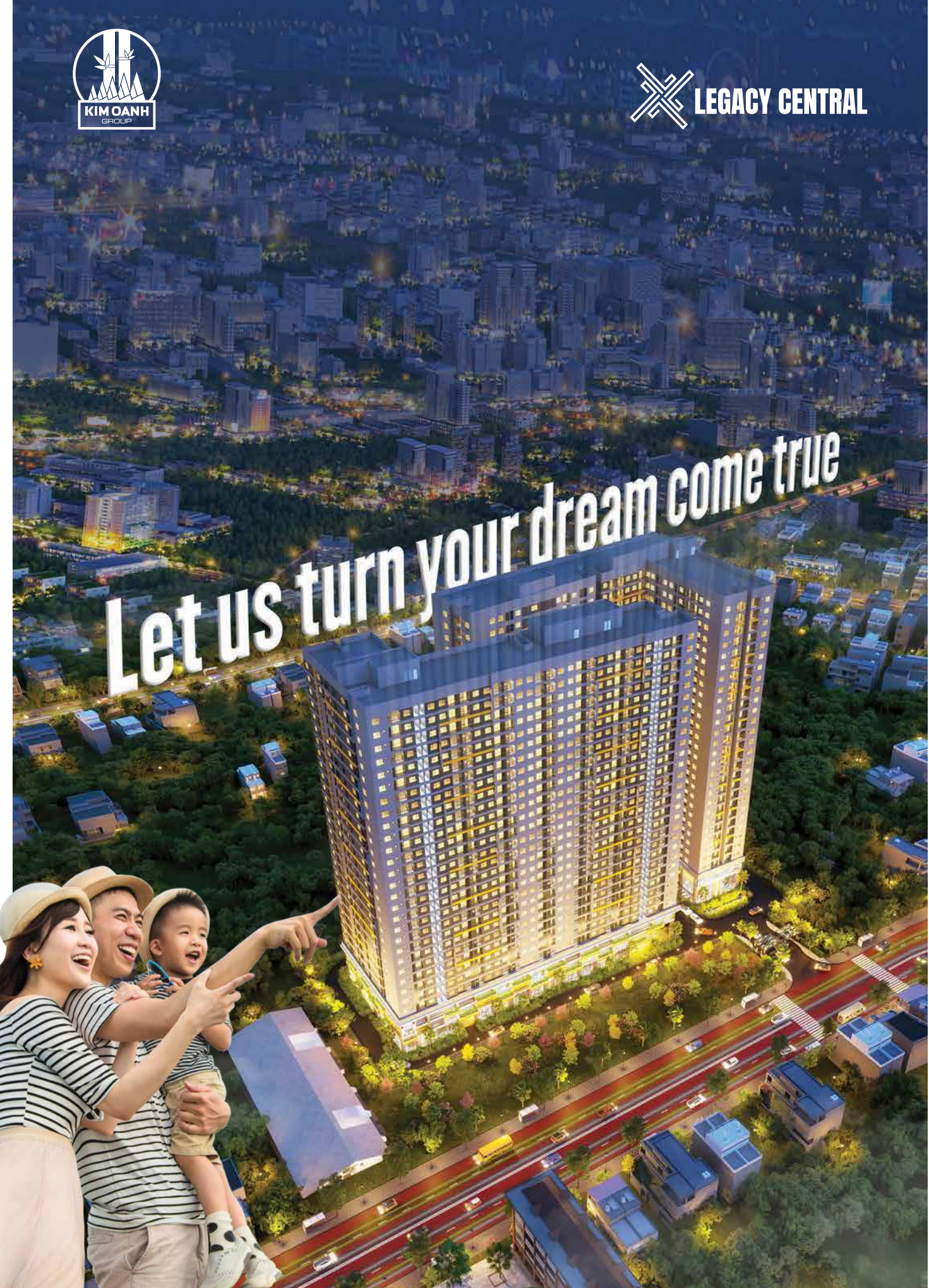
Club Med will open its first Southeast Asia greenfield beach resort in 2023. Club Med Borneo Kota Kinabalu will allow the company

to capture the vast untapped potential of this pristine location.

The resort operator worked closely with project owner Golden Sands Beach Resort City on the new property which is six hours from key Asian markets. According to Club Med, this will be one of their most upscale retreats in Southeast Asia.

"Club Med has been an outstanding partner in our collaboration for the Club Med Borneo Kota Kinabalu resort. They bring expertise in crafting unique experiences at resorts, and they have the right savoir faire to bring them to life and elevate stays in the resort," Peter Wong, Managing Director of Golden Sands Beach Resort City, noted.

He continued, "We have utmost confidence in Club Med's capabilities of creating a sense of destination at the Borneo Kota Kinabalu resort with upmarket designs that evoke emotional connections for guests."



Residential project at Thuan An - Binh Duong

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THE VIETNAM RESIDENTIAL PROPERTY MARKET CONTINUES TO ATTRACT INVESTORS



Not even the COVID-19 pandemic could derail the momentum of the Vietnam residential property market as it continues to grow. According to Savills Vietnam, investors are still looking for opportunities in the country despite the fact economic activity was limited in 2021

Troy Griffith, Deputy Managing Director of Savills Vietnam, told Vietnam Plus that the Vietnam residential property market recorded a 270 percent increase in new supply during the first half of last year. Even with new units being launched, demand remained strong leading to price increase across multiple segments

The consultancy found that Hanoi apartment market prices have increased for ten consecutive quarters. One of the standout performers in the city is the Cau Giay district where prices have risen by 14 percent annually since 2017.

The low-rise segment in Ho Chi Minh City has led the way there with secondary prices jumping by 15-20 percent in Districts

7, 9 and Nha Be. Investors are seeing these performances throughout the country and are looking for opportunities in the Vietnam residential property market.

Long-term prospects are also bright since the domestic economy is likely to continue its growth. This benefits not only the Vietnam residential property market, but other sectors as well. What's more, the country's focus on infrastructure will support growth across all property markets.

"The country is embracing many new residential real estate trends with more diversified and high-quality products that suit the tastes of homebuyers better. In addition, the development in the infrastructure system also promotes the trend of suburban real estate in big cities," Matthew Powell, Director of Savills Hanoi, explained to the website. "However, the potential of the market development does not lie in residential real estate, he said, adding that commercial and industrial real estate and retail are promising segments."



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HANOI READY TO RIDE AS VIETNAM'S FIRST EVER METRO STARTS SERVICE

Service began on Vietnam's first ever metro in Hanoi late last year with the public queuing up for rides on the highly anticipated rail line. Originally scheduled for completion in 2015, the project dealt with numerous delays over the years, including land acquisition issues, that saw it postponed multiple times.

However, all of that is in the past with the grand opening of the Cat Linh-Ha Dong line which runs from north-central Hanoi to the city's southwest suburbs. The elevated train line covers 13 kilometers and cost USD868 million to complete, more than USD300 million above original estimates.

For many people, it was worth the wait. VietnamNet Global reported a gathering at the Cat Linh Metro Terminal with riders eager

to take a trip on Vietnam's first metro line. It was noted that more than 25,000 passengers boarded trains on the inaugural day of service. Tickets were free during the first two weeks of operations.

The hope is that Vietnam's first ever metro helps eliminate the congestion and traffic currently plaguing Hanoi. A second line, the Van Mieu Line, is tentatively set to open in 2023 while there are plans in place to expand service further in the coming years.

Benefits of Ho Chi Minh City Metro line already being realized

Despite not even being in service, the Ho Chi Minh City Metro line has already made its mark on the city. Home prices along Metro

Line 1 increased by 25-75 percent from their launching price, according to a report from CBRE Vietnam.

"End-users and buy-to-let investors are advised to purchase residential units in developments located along metro lines within The Eastern City due to the better connectivity they offer to other areas within the city and to HCMC's central business districts," Dung Duong, Senior Director of CBRE Vietnam, told Vietnam Express.

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A HOME FOR ALL: SMDC DEVELOPMENTS MADE MORE AFFORDABLE FOR THE MODERN-DAY FILIPINO



Owning a home remains a faraway dream for a sizable portion of Filipinos. The current housing backlog in the country is estimated to be around 6.7 million homes – a statistic which could balloon to 22 million units if the issue is left unaddressed.

Addressing the housing backlog requires more than just building homes. The focus is shifting toward developing communities that are secure, economically stimulating, and sustainable.

Leading the way in Affordable, Secure, and Sustainable Housing

SM Development Corporation (SMDC) has been unwavering in its commitment to providing modern-day Filipinos with access to luxurious urban living. With developments strategically located across key areas around Metro Manila and easily accessed by neighboring provinces, SMDC properties are designed to be innovative and to serve as catalysts for the enjoyment of a better quality of life. With more affordable housing, more Filipinos enjoy the conveniences and amenities of an upgraded lifestyle. Residential buildings are integrated into master-planned townships that provide easy access to essential goods, transport hubs, recreational and economic opportunities, and more.

SMDC has started expanding to fast-rising growth centers in Luzon, Visayas and Mindanao, introducing new formats to cater to the ever-evolving needs of homeowners.

Building Sustainable Cities

By employing an approach that factors in the elements of sustainability in economic activity, environmental stewardship, and social connectedness, the push for developing sustainable lifestyle cities in and beyond Metro Manila is in line with SMDC's commitment to infuse the key principles of Environment, Social, and Governance (ESG) in its core business strategies and operations.

Sustainability is at the heart of every SMDC development. President Jose Mari Banzon explained how a holistic approach to sustainability is a key factor in all SMDC developments.

Banzon said: "In terms of our projects, our approach to sustainability is encompassing - from site selection, design considerations to reduce material wastage, and mechanisms for water efficiency and waste management. However, our commitment to sustainability goes beyond 'green space'. By placing residential towers as part of integrated townships, we encourage walkability. With 40-50% of land area used in our developments used for open space, we provide safe places that enrich well-being among those in our communities."

Communities are the lifeblood of SMDC developments. This underscores the company's push towards the creation of living spaces that generations of homeowners can enjoy.

Elaborating his point, Banzon said: "All our projects meet standards in terms of resilience and minimizing environmental impact. By disaster-proofing our buildings, we help safeguard our communities against extreme weather events. Our building designs maximize fresh air flow, heat reduction through landscaping, and natural lighting – working alongside our use of energy-efficient fixtures to reduce consumption. These efforts all go together in the pursuit of truly sustainable design – making it more accessible to homeowners of today, and for those who will follow."

By making luxury living affordable to more people, SMDC is providing more people with the opportunity to become homeowners in the process – positively impacting the housing shortfall by making it possible for more Filipinos to afford homes now, and in the generations to come.

To learn more about SMDC and its developments, visit <https://www.smdc.com/>.

THE KEYS TO SELLING AFFORDABLE HOMES AND CONDOS



A lot of real estate agents prefer selling luxury real estate. In a commission-based world, that obviously makes sense. However, many professionals have found success selling affordable homes and condos. But it obviously calls for you to take a much different approach.

For starters, you are working within the budget constraints of each client. Unlike the luxury property market, where decisions are driven by tastes, selling affordable homes and condos requires you to be understanding of the needs, wants and purchasing capacity of a homeseeker. This presents you with a unique set of challenges.

Set realistic expectations

When you are helping someone find an affordable home or condo, it is important you set realistic expectations around their budget. The first step is understanding what are the

one or two things they absolutely need. This can serve as a starting point for their search.

If you explain to them that it is possible to find a place with those features within their budget but the other items on their wish list may not be possible, it helps set realistic expectations for their search. As you'll see, this ties in quite a bit with the next point.

Prepare lots of options

It is vital you have lots of options for clients when selling affordable homes and condos. People tend to have a long list of things they want when searching for a new property. As previously mentioned, finding one with everything they desire is usually unrealistic.

This is where you come in. Presenting clients with a wide range of options at the start of their home search helps them weigh the pros

and cons of various features. Now, there is no guarantee they will find something, but at least you'll know that's not for a lack of choice.

Increase your exposure

Having more properties means you need more visibility. And while there are many ways to increase your exposure, the easiest and most cost-effective method is to sign up with Proppit. This simplified marketing solution places your listings on up to five leading property portals. However, you pay one fee, and everything filters through one dashboard. Proppit is the powerful, new tool for real estate agents in Southeast Asia.

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Cebu City



The Radiance Manila Bay
Roxas Boulevard



The Trion Towers
Bonifacio Global City



Chimes Greenhills
Annapolis, San Juan City



Sierra Valley Gardens
Cainta, Rizal

WOODSVILLE CREST DHSUD PLTS No. 210 Project Completion: August 2026 Address: Merville, Paranaque City | **THE SAPPHIRE BLOC** North and West Towers: LS No. 29309 Date Issued: Dec. 12, 2014 Completion: Mar. 2016 (North Tower), Sept. 2018 (West Tower); East and South Towers: LS No. 034570 Date Issued: Mar. 28, 2015 Completion: Feb. 2025 (East Tower), Feb. 2026 (South Tower) Address: Sapphire, Ortigas Center, Pasig City | **THE MAGNOLIA RESIDENCES** HLURB LITS No. 25715 Date Issued: June 7, 2012 Project Completion: December 2014 Address: Aurora Blvd. cor. Diana Hermoso St., New Manila, Quezon City | **GALLERIA RESIDENCES CEBU** HLURB LITS No. 0059 (Tower 1) HLURB LITS No. 0060 (Tower 2) HLURB LITS No. 0061 (Tower 3) Date Issued: October 26, 2015 Address: Sergio Osmeña Street corner Commerce Street, Cebu City | **THE RADIANCE MANILA BAY** HLURB LITS No. 27008 Date Issued: August 29, 2013 Project Completion: December 2017 (North Tower), June 2020 (South Tower) Address: Roxas Blvd. cor. Meybong St., Pasay City | **THE TRION TOWERS** Tower 1 HLURB LITS No. 22754 Date Issued: March 12, 2010 Project Completion: December 2012; Tower 2 HLURB LITS No. 29194 Date Issued: June 5, 2014 Project Completion: December 2015; Tower 3 HLURB LITS No. 030761 Date Issued: November 13, 2015 Project Completion: September 30, 2018 Address: 8th Ave. cor. McKinley Parkway, Bonifacio Global City, Taguig City | **CHIMES GREENHILLS** HLURB LITS No. 030727 Address: Annapolis Street, Greenhills, San Juan | **SIERRA VALLEY GARDENS** HLURB LITS No. 035198 Completion Date: May 2023 | Owner/Developer: RLC Residences



MAKE YOUR LISTINGS MORE EFFECTIVE BY DOING THESE 4 THINGS

Listings are the lifeblood of your business. They are the first point of contact most people have with a property. What they see and read about it will determine if they ask for more information or simply move on to the next place. And yet, there are so many bad listings floating around.

The thing is, it's not that hard to make your listings more effective. You probably already have all you need. The key is putting in a little extra effort to make sure they stand out. Do it right and you'll be receiving more leads in no time. With that in mind, let's take a look at four ways to make your listings more effective.

MORE PHOTOS

Dot Property allows you to upload up to 30 photos for each listing. Take advantage of this by adding as many pictures as you have for the property. There is no reason to skimp. As we all know, photos are a key driver of leads. The more people see, the more likely they will be to inquire about it.

CREATE A GREAT TITLE

A simple way to make your listings more effective is to give them a great title. Don't simply state the name of the building and how many bedrooms it has. Find a unique selling point and focus in

on that. This could be a fact that makes it special, such as being a corner unit, or a trait other properties may not have, like being family friendly.

With so many listings out there with plain titles, creating a great one is an easy way to get more eyes on your property.

SAY SOMETHING ABOUT IT

A lot of people put minimal effort into the description. This is a big mistake. Providing details in this section helps fill in the blanks a person may have about the listing. Photos can't always convey certain aspects. Property seekers want to know about the neighborhood, the amenities and other things like that. Give them this information in the description.

DON'T BE VAGUE

When someone is looking for a property, they steer clear of listings that are vague. Especially when it comes to location, price and condition of the property. Being transparent about these is a quick way to make your listings more effective.



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4 THINGS TO KNOW ABOUT PHILIPPINE PROPERTY INVESTMENT IN 2022



Philippine property investment in 2022 comes with both potential and risk. The long-term prospects of the country's real estate market remain strong with positive economic signs already being seen. For example, OFW remittances increased during most of last year. Many experts believe a full recovery is likely to happen once the COVID-19 pandemic passes.

Of course, when exactly that happens remains uncertain. The emergence of the Omicron variant derailed plans to reopen the country to tourists and could dampen prospects in the first quarter of the year. Prior to the most recent outbreak, economists at the Japan Center for Economic Research and Nikkei had set the Philippines 2022 GDP growth forecast at 7.1 percent.

Another thing to keep an eye on is the presidential election set for April. This will have an impact on both the economy and real estate market moving forward. With that in mind, here are four things to know about Philippine property investment in 2022.

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What you should know about Philippine property investment in 2022



WAITING ON THE RECOVERY

Philippine property investment in 2022 is directly connected to a greater real estate market recovery which may or may not begin in earnest during the next 12 months. Those searching for positive news will look to predictions from the Philippines central bank, BSP, as proof that a turnaround is on the cards.

"The BSP anticipates that activity in the real estate market will recover in line with a rebound in overall economic growth in 2022," BSP Governor Benjamin Diokno was quoted as saying by Philstar Global. "Real estate demand slipped due to the uncertainties brought about by the global health crisis as capital values for office and residential units in the country's major commercial and business districts slumped in 2020."

Meanwhile, property prices in Cebu began to increase last year and that trend is expected to continue in 2022. Don't get too excited though. It may take a little longer for the market to recover due to two factors. Firstly, its reliance on overseas investment means travel restrictions will need to be removed in order for activity to pick up. Secondly, a lack of new launches, especially in Metro Manila, could limit interest in the short term.

RETURN TO THE OFFICE

Companies resuming full, in-office operations would be a boost to Philippine property investment in 2022. The business process outsourcing (BPO) sector would be a key driver should there be an uptick in demand. More office space uptake creates more hiring which has historically boosted interest for residential real estate nearby.

SUBURBAN GROWTH

The biggest change when it comes to Philippine property investment in 2022 is happening in the suburbs. People continue to swap CBD condos for housing outside the city. This is especially true in Metro Manila where township developments to the north and south of the National Capital Region have lured people away from metropolitan areas.

Provinces around NCR are benefiting from the completion of major infrastructure projects, such as the NLEX-SLEX Connector and the Central Luzon Link Expressway among others. If the "New Normal" and work from home policies become the norm, it could dampen condo investment prospects in certain locations.

DAVAO LEADING THE WAY

The Davao economy and real estate market have outperformed the rest of the country over the past two years. Buoyed by infrastructure investment along with an influx of national and international companies, the region has become a destination.

"In our view, the (Davao) economy is ripe for further expansion and development," Joey Roi Bondoc, Senior Research Manager at Colliers, said. "With a thriving real estate market, an abundant pool of quality labor, and a competitive business environment, Davao is set to attract future property investors to operate in the area."

More talent and a continued increase in jobs would be a boon to condo investment in Davao. Many leading Philippine homebuilders have begun launching projects in the region which has elevated the local real estate market even further.



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4 THINGS TO KNOW ABOUT THAILAND PROPERTY INVESTMENT IN 2022

It is important to look at numerous factors in order to understand Thailand property investment in 2022. On one side, there are opportunities available as prices have yet to recover to pre COVID-19 levels. On the other hand, the real estate market as a whole is dealing with significant uncertainty.

The Bank of Thailand had predicted economic growth of 3.4 percent this year, but the Omicron outbreak could see that eventually be revised. Especially considering the slow reopening of tourism which still requires visitors to take multiple PCR-RT tests.

However, the situation isn't all bad. Far from it, in fact. Specific developers and projects reported record sales last year and activity will continue. Here are a few things to know if you are thinking about Thailand property investment in 2022.



BEST INNOVATIVE CONTRACTOR VIETNAM 2021



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UNCERTAINTY ABOUT BANGKOK CONDO LAUNCHES

Colliers International Thailand surprised many when they predicted that new condo supply launched in Greater Bangkok would grow by 28.5 percent in 2022. According to the consultancy, new launches will be driven by affordable projects in suburban locations. This would be the first increase in three years.

However, sources in the Thai construction industry told Dot Property Group that they are not expecting a large increase in demand due in part to a lack of new condo launches. It remains to be seen just how this will play out over the course of 2022, but the situation bears watching.

THE YEAR OF THE MEGAPROJECT

Work continues on countless megaprojects across Bangkok with these driving Thailand property investment in 2022. Sales at The Forestias, MQDC's flagship development, soared last year with the opening of the project's showroom. Demand for residences in the award-winning mixed-use estate is likely to carry over into this year.

If you have driven by One Bangkok, you will notice buildings are rapidly taking shape. While residential sales have yet to begin, they could launch sometime this year. Units have hit the market over at Dusit Central Park with CPN working on the redevelopment of the historic Dusit Thani hotel site.

Finally, progress is slowly being made on Bangkok Mall which will be the largest shopping center in Southeast Asia once opened. The project is also expected to have a residential component with serviced residences the most likely option.

COMPLETED PROJECTS PREFERRED

For years, off plan projects dominated real estate sales in the Kingdom. That looks to be changing and Thailand property investment in 2022 will be led by completed projects. This is evident in tourist destinations, such as Phuket.

According to CBRE, buyers in these areas are after ready-to-move-in properties that they can view immediately. One reason for the change in preferences is that it allows them to use the property as a safe haven should the pandemic worsen.

DON'T EXPECT REFORMS

Both The Board of Trade of Thailand and the Real Estate Information Center urged the Thai government to improve foreign condominium ownership rules last year. Despite these calls, it remains to be seen if action is taken with some proposals having already been rejected.

Simplifying money transfer requirements is arguably the most pressing item on the agenda. Currently, a foreign national is required to transfer money to Thailand from overseas in their own currency. Once that is completed, the buyer must then declare or show a foreign exchange transaction certificate to the Lands Department. This is required even if the buyer owns a business in the Kingdom or is married to a Thai spouse.

It is extremely convoluted and an unnecessary detriment to overseas property investors. However, the government has a number of other items on its to-do list, including the launch of an improved Smart Visa for skilled overseas workers and attracting more foreign business investment. It is possible they delay condominium ownership reforms for later and opt to work on these instead.

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RESIDENTIAL MASTERPIECE

Pattaya is changing. It has become a destination for Bangkokians who want to leave the urban life behind on weekends or holidays. The city is also bringing in a wave of entrepreneurs and employees looking for upscale residences that provide style, comfort and convenience.



The unique features of AROM Wongamat

- All units have a full sea view
- High ceilings to maximize views
- Private elevator for select units
- Top level rooftop amenities
- Last land plot on Wong Amat Beach



Colours Development is out in front of this change. Through the firm's 'Living Beyond Possibility' concept, it looks to create projects that set new standards for real estate along Thailand's Eastern Seaboard. This decision was based not only on what Pattaya is becoming, but also what the city will be in the future.

"The Easter Economic Corridor (EEC) is transforming Pattaya into a Smart City and a place that is attractive for businesses to expand into. This has created demand from a different type of homebuyer," Khun Park Thannaakkarachol, Colours Development CEO & Founder, explains. "The area will continue to be popular with tourists as well. Several initiatives, such as the Jomtien Beach Sand Reclamation Project, are ensuring this is a place everyone wants to visit."

From a residential real estate perspective, COVID-19 sped up changes in demand, especially as it relates to condominiums. Research from Dot Property Group found that enquiries made through the network's websites rose for units priced at THB10 million and above during the pandemic. Meanwhile, there was a noticeable decline in demand for condominiums with an asking price below THB5 million.

To put this in other terms, property buyers in Pattaya are now after luxury condominiums that offer a quality living experience. There is an emphasis on more space, better amenities and greater convenience.

Delivering that is what drives Colours Development in its quest to empower residents to live beyond what is possible. This led to the launch of AROM Wongamat, a stunning high-rise condominium that stands out as a residential masterpiece.

A MASTERPIECE RISES

AROM Wongamat sits on top of what has been called the last piece of land on Wong Amat Beach. For Colours Development, there was a responsibility to launch a project befitting of this rare plot.

"There is nothing to block the land AROM Wongamat sits on. This is quite hard to find," Khun Park stated. "Our team realized the uniqueness of the land and wanted to create residences that would be seen as a legacy holding for the person who owns it. To accomplish this, we selected Thailand's best designer who fully understood what the land represented."

Situated along the beach and next to several of Pattaya's iconic destinations, including Surf & Turf Beach Club & Restaurant and Pullman Pattaya Hotel, AROM Wongamat will undoubtedly be among the city's most prestigious addresses once completed in 2024.

What's more, this is a location where supply outstrips demand. According to data from Colliers International Thailand, Wong Amat Beach has the second highest property sales rate in Pattaya. But with no land for future projects, opportunities to own a residence here will most likely be limited moving forward.

Location alone is not enough to build a masterpiece, however. Design plays a vital role as well. There are a number of outstanding elements found throughout AROM Wongamat, but let's start with the most notable one. All residences boast direct sea views. This is extremely rare for a beachfront development in Pattaya.

These beautiful vistas have been accentuated through thoughtfully curated living spaces which merge artistry and functionality. Furniture and fixtures using low toxicity fabrics and materials that have been recycled or harvested sustainably were selected. All of this has been tied together with creativity and fine craftsmanship to ensure a wonderful home.

This beauty extends to the project's exterior where glass terraces reach out from the tower to create texture and light while curved details reflect the motion of waves and the wind. The 55-storey building is remarkable in every sense of the world.

AROM Wongamat also boasts a long list of impressive amenities. From direct beach access that is only steps outside the lobby to rooftop facilities offering gorgeous panoramic views, convenience and fun can be found just around corner.

Ultimately, there is real substance behind the unmatched style of AROM Wongamat. This is something Colours Development focused on. The homebuilder wanted the condominium to be more than a nice place. Its goal was to craft an unrivaled living experience that went beyond anything available in Pattaya.

"Luxury doesn't always mean the most expensive. It is about having good tastes when it comes to lifestyle choices," Khun Park notes. "Besides designing the project to guarantee residents get the most out of beachfront living, including providing direct sea views in all units, we also wanted to ensure a quality lifestyle through concierge services."

Colours Development's work on AROM Wongamat was rewarded at the Dot Property Thailand Awards 2021 when the project was named Best Luxury Condominium Eastern Seaboard.

"Winning the Best Luxury Condominium Eastern Seaboard award was vindication of the driving force behind the project development team. Our mindset is dare to think. We are committed to developing projects that reach new standards of real estate on the Eastern Seaboard and this award symbolizes our journey down that path," Khun Park explained. "It is also inspiring us to create new works that will be released this year."

THE NEXT COLLECTION

AROM Wongamat is the first project in the AROM Collection, the signature series from Colours Development. The firm sees this as a chance to expand upon its 'Living Beyond Possibility' concept while responding to real demand.



"The AROM COLLECTION maintains the best project development concept for homebuyers wanting a luxury residence. This is a segment where demand remains strong," Khun Chalermphon Khoncham, Colours Development CEO & Founder, says. "Based on the number of customers who visited AROM Wongamat and the project's sales, these are the types of homes people are looking for in Pattaya."

One of the most exciting upcoming launches under the AROM Collection is AROM Jomtien. The condominium is being tailored to suit different lifestyles while offering all residents the absolute best.

"For AROM Jomtien, we are partnering with top-notch designers who are looking to create a low-density space where residents can enjoy the beauty of the surroundings," Khun Park explains. "Privacy is something that is

important as well. Additionally, every unit will have direct sea views much like AROM Wongamat. We are planning to announce more details soon, but this will be a very worthwhile investment."

AROM Jomtien is located at the heart of Jomtien Beach, a vibrant place known for its beautiful sunsets. It's also undergoing a huge restoration effort that is adding 680,000 cubic meters of sand to combat the effects of coastal erosion and make it a usable area for future generations.

THE MASTERPIECE'S CREATOR

The ambitious aims of Colours Development are a product of its background. The firm was born in 2020 through the merger of three major real estate companies with each one boasting unique perspectives and areas of expertise.

Apus Development Group, The Urban Property and Sirisa Group have a combined 30 years of experience and have completed more than 60 projects. But by joining forces, the trio realized they could create a new future for living across the Eastern Seaboard and Thailand as a whole.

"Colours Development sets the bar high, not just in terms of our own rigorous standards, but also when it comes to our key partnerships. We actively seek partners with peerless reputations in their fields," Khun Park details. "We are excited to build upon the success of AROM Wongamat and the AROM Collection will allow us to further elevate the standard of property in Pattaya and beyond."



INNOVATIVE DOT PROPERTY AWARDS 2021

HONORS REGION'S BEST REAL ESTATE
WHILE SUPPORTING A GREAT CAUSE

Dot Property Vietnam Awards	p50
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DOT PROPERTY VIETNAM AWARDS 2021

CELEBRATE WINNERS WHO INSPIRE SUSTAINABLE GROWTH IN REAL ESTATE



The Dot Property Vietnam Awards 2021 are pleased to announce this year's winners after what has been an extremely challenging year. More than 40 developers, projects, real estate agencies and consultancies from across the country were honored.

The fifth edition of the Dot Property Vietnam Awards championed sustainable growth in real estate, a trend that has emerged across the property market. Developers and projects have focused on this as they overcome key issues, such as improving safety and wellbeing; providing sustainable, green spaces; positively affecting local economies; and elevating society.

VINHOMES JSC has worked towards these goals during the past 12 months and its efforts were rewarded with the award for Developer of The Year Vietnam 2021. The firm's ability to craft the ideal living experience under the "New Normal" is one of the many reasons it was named as the best developer this year.

Sunshine Homes – A Member of Sunshine Group is a regular at the Dot Property Vietnam Awards and they won a total of six honors in 2021 including Best Sustainable Property Developer and Best Financial Hub Iconic Design for KSFinance Hanoi.

"The Vietnam property market was challenged in 2021 and this year's winners were able to remain resilient in the face of adversity," Adam Sutcliffe, Dot Property Director, Events and International Markets, says. "We applaud their efforts to create and maintain sustainable growth in real estate as the benefits of this extend throughout the country."

The most coveted honor is the Vietnam People's Choice Award for Project of the Year 2021 with the public choosing Diamond Crown Hai Phong project from Doji Land and Hai Phong Invest as its favorite project. The impressive development received more than 6,000 votes.



Developer of The Year Vietnam 2021
VINHOMES JSC

DOT PROPERTY VIETNAM AWARDS 2021 DEVELOPER WINNERS:

Best Luxury Lifestyle Developer
Phu My Hung Development Corporation

Best Developer Southern Vietnam
Cat Tuong Group

Best Luxury Developer
DOJI LAND

Best Innovative Developer
GFS Group

Best Sustainable Property Developer
Sunshine Homes

Breakthrough Developer
Danh Khoi Group

Best Township Developer
Development Investment Construction J.S Corporation (DIC Corp)

Best Mixed-Use Developer
TNR Holdings Vietnam

Best Commercial Developer
Onsen Fuji

Best Industrial Real Estate Developer
TNI Holdings Vietnam

Projects in Vietnam continue to focus on providing the best for residents while adapting to quickly changing lifestyle needs. Luxury condominium, township, resort and boutique development winners highlight how developers are able to meet shifting requirements without sacrificing quality.

Vietnam People's Choice Award for Project of the Year 2021
Diamond Crown Hai Phong





DOT PROPERTY VIETNAM AWARDS 2021 PROJECT WINNERS:

Best Sustainable Township Development
EcoCity Premia

Best Lifestyle Township Development
La Vida Residences

Best Mid-Market Condo Development
Legacy Central

Best Beachfront Condo Development
The Ruby Ha Long

Best Beachfront Resort Apartment
Dolce Penisola Quang Binh

Best Luxury Boutique Condo
T-Place

Best Beachfront Luxury Hotel & Resort Development
Sunshine Heritage Da Nang I

Best Township Development
Meyhomes Capital Phu Quoc

Best Entertainment and Resort Complex
Sunshine Heritage Hanoi

Best Luxury Mixed-Use
Léman Luxury

Best Integrated Real Estate Development Vietnam
TMS Homes Wonder World

The Dot Property Vietnam Awards 2021 also recognized design, innovation and contractor categories. Some of the country's most notable projects, including Pullman Phu Quoc Beach Resort and KSFinance Hanoi, were honored.

DOT PROPERTY VIETNAM AWARDS 2021 DESIGN, INNOVATION AND CONTRACTOR WINNERS:

Best Township Master Plan Design
Meyhomes Capital Phu Quoc

Best Luxury Hotel Architecture Design
Pullman Phu Quoc Beach Resort

Best Beachfront Resort Villa Architecture Design
Sunshine Heritage Mui Ne

Best Luxury Mixed-Use Architecture Design
King Crown Infinity

Best Luxury Resort Complex Iconic Design
Charm Resort Ho Tram

Best Luxury Residence and Hotel Iconic Design
Diamond Crown Hai Phong

Best Resort Architecture Design
Meysenses Lucia Bay Bai Lu

Best Financial Hub Iconic Design
KSFinance Hanoi

Best Innovative Contractor
MHung Thinh Incons

Best Sustainable Contractor
Handong E&C

Best Innovation and Technology Vietnam
Topenland Vietnam

The Special Recognition Awards returned in 2021 with a focus on property management and smart finance solutions. These winners are pioneers in their respective fields and are providing unique benefits to help drive the real estate market forward.

DOT PROPERTY VIETNAM SPECIAL RECOGNITION AWARDS:

Special Recognition Award for Property Management Businesses Vietnam
Anabuki NL Housing Service Vietnam

Special Recognition Award for Smart Finance Solution
KSFinance

Additionally, the Dot Property Vietnam Awards 2021 once again celebrated real estate agencies and property consultancies.

Vietnam's Best Real Estate Agencies 2021
DKRA Vietnam

Vietnam's Best Property Consultancy Firms 2021

WeLand Real Estate

DKRA Vietnam

New for this year was the introduction of the Vietnam Real Estate Persons of The Year 2021. Two of the industry's leading figures were presented with this very special honor.

Vietnam Real Estate Persons of The Year 2021

Mr. Nguyen Dinh Trung

Chairman of Hung Thinh Corp

Mr. Pham Lam

Chairman of DKRA Vietnam

A number of consultants helped make the Dot Property Vietnam Awards 2021 possible. We want to express our deepest gratitude to Mr. John Gardner of Optimum Hospitality, Mr. Eric Montell of Art Consulting Asia, Mr. Damien Jamet of Casamia Interior, Mr. Gwen Lefebvre of Gwendesign, Mr. Amir Ohayon Goldenberg of Paradise Bay Resort Company Limited, Mr. Lucas Senault of Bureau Veritas and Mr. Stan Hug of Hafele Vietnam.

Additionally, the Dot Property Vietnam Awards 2021 wishes to thank this year's media partners, Toan Canh Bat Dong San, InvestTV, Nam Huong Media & Event and RealCom, as well as strategic sponsor Subaru.

The Dot Property Vietnam Awards 2021 is also proud to support the efforts of Habitat for Humanity Vietnam, the official charity partner of the awards.

"We want to congratulate all of the developers, businesses and real estate projects that won this year. They are a bright spot for the entire industry and a model of the spirit of overcoming difficulties in what has been a tumultuous year," Ngoc Bui, Dot Property Country Events Manager Vietnam, stated. "Unfortunately, the ongoing COVID-19 pandemic meant we were unable to host our grand celebration. However, we are optimistic that we can welcome everyone back in 2022."

Anyone interested in joining the Dot Property Vietnam Awards should contact: **Ngoc Bui**, Country Events Manager Vietnam
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DIAMOND CROWN HAI PHONG

NAMED THE VIETNAM PEOPLE'S CHOICE AWARD FOR PROJECT OF THE YEAR 2021



The Vietnam People's Choice Award for Project of the Year is one of the few honors to be voted on by the public which makes it unique. There were 27 projects that made the list of finalists in 2021.

Online voting took place in November with the votes tallied shortly before the Dot Property Vietnam Awards 2021 Presentation Day ceremonies in Hanoi and Ho Chi Minh City.

The Vietnam People's Choice Award for Project of the Year 2021 was won by Diamond Crown Hai Phong from developer DOJI Land. The beautiful mixed-use development is one of Vietnam's most well-designed projects with this visual splendor catching the eye of the public.

The Vietnam People's Choice Award for Project of the Year 2021 Finalists

- Vinhomes Ocean Park
- Cam Ranh Mystery Villas
- Charm Resort Ho Tram
- Diamond Crown Hai Phong
- DIC Star Hotels & Resorts Hau Giang
- Dolce Penisola Quang Binh
- EcoCity Premia
- Five Star West Lake
- Gia Loc - Hai Duong Industrial Park
- King Crown Infinity
- KSFinance Ha Noi
- La Vida Residences
- Legacy Central
- Leman Luxury
- Meyhomes Capital Phu Quoc
- Meysenses Lucia Bay
- Pullman Phu Quoc
- Saigon Mystery Villas
- Sunshine Heritage Danang
- Sunshine Heritage Hanoi
- Sunshine Heritage Mui Ne
- Aston Luxury Residence
- The Peak
- The Ruby Ha Long
- TMS Homes Wonder World
- TNR Stars Bim Son
- T-Place



VINHOMES PRESENTED WITH DEVELOPER OF THE YEAR VIETNAM 2021

Vinhomes work across Vietnam is unsurpassed. From advanced smart cities to ideal living spaces and urban parks, the developer strives to show the public their properties are where happiness dwells.

In a year full of obstacles and challenges, Vinhomes remained steadfast in its mission to provide an excellent quality of life to residents. Its work was rewarded by being named Developer of the Year Vietnam 2021 at the Dot Property Vietnam Awards 2021.

The firm is a pioneer in crafting ideal living experiences in Vietnam's urban locations. Vinhomes developments feature professionally planned residential complexes that are in harmony with nature. This is accomplished

through integrated facilities and a green environment that have come together to form a new lifestyle for the Vietnamese people.

Its vision in this regard is unquestionably ambitious. The developer has completed 48 urban parks in the country along with building Vietnam's largest saltwater lake and largest man-made freshwater lake with white sand.

Vinhomes is also a leader in smart cities and continues to allocate resources to the research and application of digital technologies and smart solutions for construction, management and operation of urban areas. The result is dynamic communities that provide the modern, lively and gracious environment people today seek.

At the core of the developer's approach is sustainable growth which is guiding its efforts to become a world-class enterprise. Vinhomes takes pride in offering superior scale, execution speed and service quality, three traits that have helped it ascend to the top of the market.

With a portfolio of outstanding developments and a willingness to go above and beyond in its desire to offer customers the best living experience, Vinhomes is a worthy winner of Developer of The Year Vietnam 2021 at the Dot Property Vietnam Awards 2021.

SUNSHINE HOMES

WINS SIX AT THE DOT PROPERTY VIETNAM AWARDS 2021



- **Best Sustainable Property Developer**
- **Best Beachfront Luxury Hotel & Resort Development**
Sunshine Heritage Da Nang I
- **Best Entertainment and Resort Complex**
Sunshine Heritage Hanoi
- **Best Beachfront Resort Villa Architecture Design**
Sunshine Heritage Mui Ne
- **Best Financial Hub Iconic Design**
KSFinance Hanoi
- **Special Recognition Award for Smart Finance Solution**
KSFinance

Sunshine Homes – A Member of Sunshine Group continued its success at the Dot Property Vietnam Awards this year with the developer winning a total of six honors, including Best Entertainment and Resort Complex.

The firm is a leader in sustainable development as it looks to research and develop environmentally friendly products that benefit society. Its work in this field saw it bestowed the honor Best Sustainable Property Developer.

Its accomplishments in the project categories were headlined by Sunshine Heritage Hanoi winning Best Entertainment and Resort Complex. The impressive development combines traditional craft villages and heritage features with a resort element that embraces local culture.

Meanwhile, the stunning Sunshine Heritage Da Nang I was named Best Beachfront Luxury Hotel & Resort Development. Located on the beautiful central Vietnam coastline, the resort boasts a collection of upscale hotels and residential components. Materials throughout the development have been carefully selected with everything meeting or surpassing 5-star quality.

With everything from a golf course to thoughtfully crafted residential subdivisions, Sunshine Heritage Mui Ne has a lot going on. However, its stunning villas have drawn the most attention among buyers who want an exclusive experience surpassing what's currently found in the country. This is one of the reasons it earned Best Beachfront Resort Villa Architecture at the awards.

Last year, Sunshine Homes – A Member of Sunshine Group won six awards after having earned five honors in 2019.



DOT PROPERTY VIETNAM

SPECIAL RECOGNITION AWARDS REVEALED

Two Special Recognition honors were handed out at the Dot Property Vietnam Awards 2021. This year, the program wanted to highlight Property Management and Smart Finance Solutions with both these areas being vital to the real estate market and, in particular, end users.

Special Recognition Award for Property Management Businesses Vietnam Anabuki NL Housing Service Vietnam

Anabuki NL Housing Service Vietnam began operations in 2012 with the goal of providing a Japanese standard property management and customer service under its motto of "management for happiness". The company currently oversees a number of large projects in Ho Chi Minh City in addition to entering the Hanoi market in 2020. Ultimately, Anabuki has succeeded through steady progress and relentless dedication to the community.

Special Recognition Award for Smart Finance Solution KSFinance

KSFinance is committed to shaping and promoting the future of the national financial industry in Vietnam by creating opportunities for international trade. The smart finance solution is assisting the country on its mission to master financial technology and develop prosperity for all.

INTRODUCING THE BEST

REAL ESTATE AGENCIES AND PROPERTY CONSULTANCIES IN VIETNAM

The Dot Property Vietnam Awards 2021 celebrated the leading real estate agencies and property consultancies in the country.

Vietnam's Best Real Estate Agencies 2021 DKRA Vietnam

Vietnam's Best Property Consultancy Firms 2021

WeLand Real Estate
DKRA Vietnam

DKRA Vietnam is a leading broker agency and property consultant in Vietnam. The company provides a wide range of services, including market research; project development consultancy in hospitality and residential property; sales and marketing; and property management. This is the second consecutive year DKRA Vietnam was honored in both categories.

Founded in 2017, WeLand Real Estate has quickly become one of the country's most respected real estate agencies. It focuses on partnering with developers in key cities through creativity, professionalism and dedication. The firm is also helping bridge the gap between homebuilders and the market by working with decisiveness and speed.

DOT PROPERTY VIETNAM AWARDS 2021

DEVELOPER WINNERS GO ABOVE AND BEYOND

The developer winners at the Dot Property Vietnam Awards 2021 are leading the country's real estate market forward through sustainable growth, innovation and a focus on the environment. In their respective areas of expertise, these winners exemplify excellence in their knowledge, abilities and skills which are displayed in their outstanding work.



Best Luxury Lifestyle Developer

Phu My Hung Development Corporation

Through green spaces, leading amenities and residential areas that offer serenity, Phu My Hung Development Corporation has curated the luxury lifestyle people in Vietnam have come to love. The firm boasts an impressive array of master planned communities designed to empower residents with the best life has to offer.

Best Developer Southern Vietnam

Cat Tuong Group

Last year began an important decade for Cat Tuong Group as it looks to scale up business and elevate real estate in Southern Vietnam. The developer has a number of landed projects in its portfolio as it looks to offer homebuyers all the elements needed for a happy life in a single place. Among its notable developments is Cat Tuong Western Pearl, an 80-hectare, mixed-use development featuring residential complexes, lifestyle spaces, commercial centers, schools and hospitals along with parks and green areas to create peaceful, low-density living.

Best Developer Northern Vietnam

TLG Property

TLG Property won Best Developer Northern Vietnam at the Dot Property Vietnam Awards 2021. This was the firm's first victory at the Dot Property Awards.

Best Luxury Developer

DOJI LAND

Founded by DOJI Gold & Gems Group, DOJI LAND's focus on the luxury property segment was a natural extension of their core business. The firm is committed to providing homebuyers with the best at all their developments. Luxury isn't simply a marketing tool for the company, but a mindset that inspires their projects. The developer is driven by a desire to create masterpieces that offer unsurpassed quality of life. Developments such as Sapphire Residence are designed to produce one-of-a-kind beauty as if they were a precious gemstone.





GFS Group

Best Innovative Developer

GFS Group

For GFS Group, the key to success is cooperation, creativity and knowledge sharing. This is what drives their attempts to innovate across all business activities. The GFS Tower project is a great example of this innovation in action. The building is equipped with a rooftop solar energy system that reduces electricity consumption and protects the environment. Innovation like this is rare in Hanoi and demonstrates GFS Group's unique capabilities.

Breakthrough Developer

Danh Khoi Group

Established in 2006, Danh Khoi Group boasts 15 years of operation and cumulative experience. The firm has delivered a diversified real estate portfolio featuring more than 60 residential and resort projects. Last year was seen as a breakthrough 12 months for Danh Khoi Group as it transformed itself with the introduction of a new brand identity system along with the announcement of a restructuring strategy and comprehensive development orientation.

Best Township Developer

Development Investment Construction
J.S Corporation (DIC Corp)

DIC Corp has long been a pioneer in the development of new urban areas and real estate projects. Township developments have been an area of emphasis for the firm as it looks to both create livable places and uplift the surrounding communities through the creation of spaces and jobs. DIC Corp townships are detail orientated with large features, such as housing and public zones, interwoven with small touches like well-planned infrastructure.

Best Integrated Real Estate Developer

Tan A Dai Thanh – Meyland

The focus of Tan A Dai Thanh – Meyland is on creating world-class urban areas in Vietnam that are completely integrated. To do this, the developer builds friendly and comfortable living environments that boast modern functions. These are then placed alongside diverse offerings, such as administration services, healthcare providers, retail spaces, life services, businesses and schools.



Danh Khoi Group



Development Investment Construction
J.S Corporation (DIC Corp)



TNR Holdings Vietnam

Best Mixed-Use Developer

TNR Holdings Vietnam

One key feature of all projects developed by TNR Holdings Vietnam are the amenities which embrace nature and green spaces. This ensures the firm's mixed-use developments are landmarks where people come to escape the hustle and bustle of the city. The various elements of each project (residential, commercial, retail, etc.) are then carefully placed in a manner that provides convenience.



Onsen Fuji

Best Commercial Developer

Onsen Fuji

Onsen Fuji is dedicated to the investment and development of luxury commercial projects that service and inspire visitors. The developer's most well-known project, Wyndham Lynn Times Thanh Thuy, showcases its vision. The 5-star resort features a hot spring mineral park and a row of Japanese-style adjoining shops for a one-of-a-kind experience. Meanwhile, the hotel will boast more than 2,000 rooms across a pair of 33-story towers. Onsen Fuji has worked diligently to curate the commercial aspects so they meet the needs of guests.



TNI Holdings Vietnam

Best Industrial Real Estate Developer

TNI Holdings Vietnam

TNI Holdings Vietnam continues to lead the way when it comes to Vietnam's industrial real estate market. The firm has developed some of the country's top industrial developments over the years. An understanding of customer needs and value chains allows it to build cutting-edge spaces that go beyond competitors. TNI Holdings Vietnam's industrial projects have an 80 percent occupancy rate on average which is far better than industry standards.

VIETNAM'S TOP REAL ESTATE PROJECTS

EXHIBIT QUALITY AND STYLE ACROSS THE MARKET

The Dot Property Vietnam Awards 2021 showcased the best projects in the country. The Vietnam real estate market continues to improve, and these efforts can be seen in the consistently rising standard in housing, township, apartment and condominium developments.

This year's class of project winners stand out thanks in part to their combination of quality and style. While each development is unique, they have all exhibited what it takes to be the best and were honored for this work.


EcoCity Premia

Best Sustainable Township Development

EcoCity Premia

The sustainability at EcoCity Premia starts with the lake park that serves as the green heart of the township. This expansive natural feature helps build an environmentally friendly eco-system that offers a healthy lifestyle. Sustainability is supported through the amenities inside EcoCity Premia. There is an Eco Mall; International Eco Health Care Clinic; European-Asian restaurants with indoor and outdoor seating; and a clubhouse. The result is a safe environment that provides a colorful life similar to what's found in Europe.


La Vida Residences

Best Lifestyle Township Development

La Vida Residences

La Vida Residences launched a new model urban area in Vung Tau City focused on creating an elevated lifestyle for owners. This starts with the 5-star standard amenities found throughout the township. It is extended to the exquisite design from Architect Ngo Quan Hien who wanted to capture the allure of semi-ancient looks with the modern style residents have grown to love. Everything is then connected with a smart city system that offers convenience and large green spaces that cover up to 73 percent of La Vida Residences.


Legacy Central

Best Mid-Market Condo Development

Legacy Central

Aiming to be a source of happiness for unit owners, Legacy Central boasts modern interior designs, high-standard construction and stylish living spaces at an affordable price. The daily lives of residents are made easy thanks to the retail spaces and modern amenities available at the condominium. Meanwhile, a park and green walking routes create separation from the noisy and dusty city without needing to leave home.


The Ruby Ha Long

Best Beachfront Condo Development

The Ruby Ha Long

Located in the up-and-coming Ha Long, The Ruby Ha Long has raised the bar for beachfront condo projects in the country. Nearly all of the units inside the development have a panoramic view of the bay which has been made possible thanks to its bow-shaped design. Each residence also features a sleek, modern design suitable for those wanting a second home or investment property. All facilities at The Ruby Ha Long have been crafted to international standards while maximizing the beachfront vistas.


Dolce Penisola Quang Binh

Best Beachfront Resort Apartment

Dolce Penisola Quang Binh

Tourism to Quang Binh is expected to increase over the coming years as more people discover its sublime beaches and stunning natural scenery. Dolce Penisola Quang Binh is well positioned to offer visitors the ideal luxury residence when they arrive. Featuring a pair of 27-story towers, the resort apartment project boasts a number of luxurious details that are sure to impress. These include a cloud footbridge made of glass that connects to two main structures and a transparent swimming pool.


T-Place

Best Luxury Boutique Condo

T-Place

T-Place is a modern apartment, office, commercial and entertainment complex project built according to international standards. It is also the first development to have successfully renovated an old apartment building in Hoan Kiem district. This has created a boutique feeling throughout the condo that buyers love. However, luxury has not been sacrificed. T-Place contains outstanding designs in terms of functionality and upscale finishing materials for a high-end appearance that resonates with property seekers.

DOT PROPERTY VIETNAM AWARDS 2021

HONORS DESIGN AND INNOVATION THROUGHOUT THE COUNTRY



Meyhomes Capital Phu Quoc

Best Township Development

Meyhomes Capital Phu Quoc

Meyhomes Capital Phu Quoc selected a prime location surrounded by long-standing historical sites and what is considered to be the most beautiful beach in Phu Quoc to launch a smart and ecological urban area unlike anything currently available in Vietnam. The 5-star standard township is equipped with residential projects, retail spaces, parks and other amenities designed by leading overseas companies. On top of this are several technological and sustainable innovations to ensure this is Phu Quoc's most livable destination. Meyhomes Capital Phu Quoc also won Best Township Master Plan Design.



Léman Luxury

Best Luxury Mixed-Use

Léman Luxury

Léman Luxury strives to find new ways to enhance green spaces while giving them a sense of luxury. For example, the project's residential component features hanging gardens which are a rarity in Vietnam. There is a range of high-end retail and commercial options inside Léman Luxury as well. The Swiss-standard is found throughout the mixed-use development with designs inspired by Léman Lake and the snowy peaks found in Switzerland.



TMS Homes Wonder World

Best Integrated Real Estate Development Vietnam

TMS Homes Wonder World

Situated in Hanoi, TMS Homes Wonder World spans 38 hectares with the urban ecological complex located next to a reservoir. It is also near key business hubs and transportation facilities as the developer sees the project becoming a dynamic economic area. Within the confines of TMS Homes Wonder World is an unmatched selection of housing along with lifestyle comforts set against a backdrop of natural wonder.



Meyhomes Capital Phu Quoc

Best Township Master Plan Design

Meyhomes Capital Phu Quoc

The plan behind Meyhomes Capital Phu Quoc sees technological and sustainable innovations integrated into a one-of-a-kind location. This allows for the creation of a 5-star township that offers unmatched livability. The master plan was created in conjunction with leading overseas companies to ensure it met international standards. What's more, it is the first Smart City in Phu Quoc. Meyhomes Capital Phu Quoc also won Best Township Development at the Dot Property Vietnam Awards 2021.



Pullman Phu Quoc Beach Resort

Best Luxury Hotel Architecture Design

Pullman Phu Quoc Beach Resort

Spanish architect and town planner Salvador Pérez Arroyo took luxury hotel architecture design in Vietnam to the next level with Pullman Phu Quoc Beach Resort. This stunning development has been crafted to maximize its beautiful surroundings with the architecture enhancing the guest experience. Inspired by local fishing villages, the resort is designed to appear like a fish swimming in the sea while retaining an upscale ambiance to impress discerning visitors.



King Crown Infinity

Best Luxury Mixed-Use Architecture Design

King Crown Infinity

King Crown Infinity boasts architecture design that is sophisticated and timeless to create the perfect space. Residences and retail areas have been tailored to those who expect the finest from life. The apartments boast a modern European style that is harmoniously integrated with traditional Asian details. The retail space and walking street at King Crown Infinity were carefully designed to incorporate green features that accentuate the project's architecture.



Charm Resort Ho Tram

Best Luxury Resort Complex Iconic Design

Charm Resort Ho Tram

The iconic design of Charm Resort Ho Tram starts with the details. The architectural landscape, villas, hotels and rare 6-star facilities have been meticulously crafted to inspire all who stop by. It is a tropical masterpiece that is helping establish Ba Ria - Vung Tau province as a must visit tourist destination in Vietnam. From the beautiful accommodations to the unmatched scenery, Charm Resort Ho Tram is an icon in every sense of the word.



Diamond Crown Hai Phong

Best Luxury Residence and Hotel Iconic Design

Diamond Crown Hai Phong

The ambitious design of Diamond Crown Hai Phong is unlike anything found in Vietnam. Containing residential and hotel towers, the development's exterior features a lattice made from a beautiful polished ceramic material that creates a luxurious appearance that is easily recognizable. Each building also displays a crown expression that was inspired by the lotus flower. These design elements have been incorporated into a modern project that will be an icon for decades to come.



Meysenses Lucia Bay Bai Lu

Best Resort Architecture Design

Meysenses Lucia Bay Bai Lu

For Meysenses Lucia Bay Bai Lu, it was vital that the project's architecture design reflect the beauty of its local surroundings. Situated along what many believe to be the most beautiful beach in the North Central region and with lush greenery around, Dark Horse Architecture and HBA Architecture worked diligently to create a design that is modern while maintaining colorful Vietnamese cultural traditions.



KSFinance Hanoi

Best Financial Hub Iconic Design

KSFinance Hanoi

KSFinance Hanoi is both the largest financial hub in Vietnam and one of the 100 largest in the world. Its design is iconic due to both the pleasing appearance and innovative elements, including a smart building operation and management system. In addition to an international trade center, KSFinance Hanoi contains a 6-star hotel, cutting-edge office space and a modern convention center.



Hung Thinh Incons

Best Innovative Contractor

Hung Thinh Incons

Hung Thinh Incons continues to find new ways to elevate the quality of construction in Vietnam. The firm is behind some of the country's most notable projects, such as Richmond Quy Nhon, New Galaxy Nha Trang and Q7 Saigon Riverside Complex. It utilizes leading techniques and the latest building advancements to ensure developments are of the highest standard.



Handong E&C

Best Sustainable Contractor

Handong E&C

Sustainability is at the core of Handong E&C's work. The firm remains committed to building solutions based on superior technology and knowledge that incorporates sustainable principles. Its corporate social responsibility efforts and safety management are among the ways sustainability goals are reached. Ultimately, Handong E&C strives to be a positive presence in the communities it is a part of.



Topenland Vietnam

Best Innovation and Technology Vietnam

Topenland Vietnam

As a pioneering real estate technology platform, Topenland Vietnam is leveraging innovation to improve the country's property sector as a whole. The organization's goal is to help everyone participate and succeed when it comes to buying, selling or investing in real estate. Its platform is designed to streamline and simplify these processes using cutting-edge technology.

SUSTAINABILITY AND INNOVATION IN REAL ESTATE CELEBRATED

AT THE DOT PROPERTY THAILAND AWARDS 2021



Sustainability and innovation in real estate were the key themes at the Dot Property Thailand Awards 2021 as the country's top developers, projects and real estate agencies build for a better future. A total of 32 winners were honored this year.

Developer MQDC has introduced a number of cutting-edge sustainability features as well as several never before seen innovations to Thailand at The Forestias. These efforts were recognized with five awards, including Developer of The Year Thailand 2021 and Best Innovative Development.

The public also gave its stamp of approval to MQDC and The Forestias as the development won Thailand People's Choice Award for Project of the Year 2021. There were 12 projects nominated with voting taking place in early November.

"Winning these awards makes us very proud. It makes us feel like we are developing The Forestias in the right direction. We don't only want to develop a good project, we want it to be one of the best projects in the world," Khun Kittiphun Ouyamaphun, MQDC Senior Vice President, proclaims.

SC Asset, winner of Developer of The Year Thailand 2020 and the Thailand People's Choice Award for Project of the Year 2019, earned a pair of honors in 2021 for their work in the housing sector. Notable developer winners include Pieamsuk Property Development and Navarang Asset while Nichada Group of Companies was named Best Lifestyle Developer.



From right to left:
Mr. Adam Sutcliffe, Dot Property Group Director, Events and International Markets;
Khun Apipu Phromyothi, Navarang Asset Chief Executive Officer;
Khun Kittiphun Ouyamaphun, MQDC Senior Vice President;
Mr. James Claassen, Dot Property Group General Manager;
Khun Korn Narongdej, Chief Executive Officer of Raimon Land
Khun Wasawat Watanaudomkit, SC Asset Innovative Strategic Manager;
Khun Preecha Kulphalsaltham, Pieamsuk Property Development Managing Director

Developer of The Year Thailand 2021
MQDC

DOT PROPERTY THAILAND AWARDS 2021
DEVELOPER WINNERS:

Best Boutique Developer (Luxury Villas)
Dynasty Development

Best Lifestyle Developer Koh Samui
SGQ DESIGN AND CONSTRUCTION COMPANY

Best Boutique Housing Developer Phuket
Zenithy Development

Best Boutique Developer Koh Samui
LDR Group

Best Housing Developer
Pieamsuk Property Development

Best Developer Residential High-Rise
Navarang Asset Co

Best Lifestyle Developer
Nichada Group of Companies

Best Breakthrough Developer Phuket
Andaman Asset Solution





In the project categories, Raimon Land once again proved its expertise in creating upscale developments by winning Best Luxury Condominium Bangkok for the second time with Tait Sathorn 12 honored.

Life Sathorn Sierra from AP and Noble Form Thonglor from Noble Development were among the other notable Bangkok projects to win in 2021. Outside of the capital, Andaman Asset scored three awards for its work in Phuket while Santi Pura Villas was named Best Villa Architectural Design Koh Samui.

Thailand People's Choice Award for Project of the Year 2021

The Forestias

DOT PROPERTY THAILAND AWARDS 2021 PROJECT WINNERS:

Best Green Development

The Forestias from MQDC

Best Innovative Development

The Forestias from MQDC

Best Sustainable Residential Development

The Forestias from MQDC

Best Luxury Housing Development

Grand Bangkok Boulevard East Rama 9 from SC Asset

Best New Launch Villa Development

Bangkok Boulevard Donmueang – Chaengwat-thana from SC Asset

Best Luxury Condominium Bangkok

Tait Sathorn 12 from Raimon Land

Best New Launch Condominium Bangkok

Noble Form Thonglor from Noble Development

Best Affordable Condominium Bangkok

Life Sathorn Sierra from AP (Thailand)

Best Villa Architectural Design Koh Samui

Santi Pura Villas from LDR Group

Best Boutique Housing Development / Eastern Seaboard

The Plantation Estates from Base Real Estate

Best Luxury Condominium Eastern Seaboard

Arom Wongamat

Best Luxury Villa Development Phuket

Anchan Hills from Pearl Island Property

Best Urban Lifestyle Development Phuket

The Residence from Andaman Asset Solution

Best New Launch Villa Phuket

The Victory from Andaman Asset Solution

Best Luxury Townhome Phuket

The Residence from Andaman Asset Solution

Best Affordable Housing Development Hua Hin

The Village from Boontani36

Thailand's Best Real Estate Agencies 2021 featured six winners from across the country. Phuket's Coldwell Banker SEA Property, Pattaya's PBRE Real Estate and Bangkok's Shinyu Real Estate were a few of the firms honored.

Thailand's Best Real Estate Agencies 2021

PBRE Real Estate

Pearl Property Pattaya

Shinyu Real Estate

CMP Realty

Coldwell Banker SEA Property

Forbest Properties

"Sustainability and innovation are extremely important for the real estate sector and this year's winners are leading the way. These efforts have been recognized both from within the industry and outside of it as we see The Forestias winning Thailand People's Choice Award for Project of the Year 2021," Adam Sutcliffe, Dot Property Group Director, Events and International Markets, says. "Despite facing challenges related to the pandemic, all 30 winners displayed resiliency and helped carry the property market forward during a difficult year."

The Dot Property Thailand Awards 2021 would like to thank Savills Thailand and their CEO Robert Collins for serving as official Awards Consultants. A special mention also goes to official venue partner Park Hyatt Bangkok and VIP Transportation provider Mercedes-Benz Primus Autohaus for their continued support.

For more information on the Dot Property Awards, please visit www.thailand-property.com/events





MQDC LEADS THE WAYS

WITH FIVE HONORS AT THE DOT PROPERTY THAILAND AWARDS 2021

- **Developer of The Year Thailand 2021**
- **Thailand People's Choice Award for Project of the Year 2021**
The Forestias
- **Best Green Development**
The Forestias
- **Best Innovative Development**
The Forestias
- **Best Sustainable Residential Development**
The Forestias

Magnolia Quality Development Corporation (MQDC) has never been afraid to think differently. Ambitious developments, such as Whizdom 101, introduced never before seen concepts to the Thailand real estate market.

The firm's efforts in 2021 were driven by continued work on The Forestias, MQDC's flagship development in the suburbs of Bangkok. The project was bestowed with four honors at the Dot Property Thailand Awards 2021, including the highly coveted Thailand People's Choice Award for Project of the Year 2021.

MQDC was also presented with the Dot Property Thailand Awards' top honor, Developer of The Year Thailand 2021, due to its continued emphasis on sustainability and innovation. The recognition capped off an impressive 12 months for the firm in which it opened the country's largest real estate showroom for The Forestias and set sales records for the mixed-use development's seven residential projects.



Khun Kittiphun Ouyamaphun, MQDC Senior Vice President, reported that more residences within The Forestias were sold in May, June and July of 2021 than in the three years since the project was first announced.

Between the overwhelming sales performance and winning four project awards in 2021, The Forestias has proven to be a rousing success. Of course, this isn't the first time the project has been honored. It took home Best Green Development at the Dot Property Southeast Asia Awards 2019.

According to MQDC, the project was designed based on the public's preference for wanting to live around green spaces and nature along with a desire to promote health and well-being for residents.

"Green areas are also key to improving air quality, which is one of the many benefits for well-being we anticipate from The Forestias. Under our strategy of 'sustainnovation', we are finding technological solutions that can reduce power generation, traffic and resource consumption at the site," MQDC Chief Executive Khun Visit Malaisiriratt said. "The Forestias, for instance, will have innovative high-efficiency utilities, a smart grid and green transport that will work alongside the forest ecosystem to keep the air healthy."

This focus on sustainability and green living is being empowered through practical innovations that reflect evolving consumer demand driven in large part by the COVID-19 pandemic and "New Normal". MQDC has been extremely agile and responsive in identifying trends and adapting its projects to support those requirements.

"An interesting example of how the COVID-19 crisis is accelerating trends already under way is in 'intergenerational' living," Khun Visit explained.

He continued, "MQDC is pioneering intergenerational living with its brand Mulberry Grove, dedicated to reviving multi-generational living in extended families. Our research found this need and desire in Thailand. The outbreak is set to further drive this trend as families further recognize the value of living together with older relatives."

During a year of challenges and changes, MQDC led the way in 2021 through sustainability and innovation. By taking home five honors at the Dot Property Thailand Awards 2021, the developer has proven it is leading the way for real estate in the Kingdom.

DOT PROPERTY THAILAND AWARDS 2021

DEVELOPER WINNERS

Developers across Thailand continue to innovate and adapt. Homebuilders have acted quickly and decisively to keep up with evolving consumer needs under the "New Normal". While this could be viewed as a challenge, the Dot Property Thailand Awards 2021 developer winners have approached the situation as an opportunity. Their hard work in that regard has seen them rise to the top of their field and earn recognition.



Navarang Asset

Best Developer Residential High-Rise

Navarang Asset

Navarang Asset boasts nearly three decades of experience. Over the years, its focus has been crafting developments that offer privacy, luxury and quality. Na Reva Charoennakhon, a recent high-rise launch along the Bangkok riverside, features several innovations for the area, including being the first to contain loft-style units.

Beyond that, it has been diligent in designing multi-functional living quarters tailored for today's generation. The emphasis at high-rise projects such as Na Reva Charoennakhon is livability which the developer creates through space.



Pieamsuk Property Development

Best Housing Developer

Pieamsuk Property Development

When it comes to low-rise housing in and around Bangkok, no one does it quite like Pieamsuk Property Development. The homebuilder has been active in this segment for almost 40 years. Its focus is on building quality homes that use strong, dependable materials.

Additionally, Pieamsuk is committed to creating innovations that improve the daily life of homeowners. Cool Tech, a feature that helps keep homes cool, and a specialized mobile application that provides a streamlined living experience for residents are just a few examples of its work in this regard.

Best Lifestyle Developer

Nichada Group of Companies

Nichada Group of Companies excels when it comes to lifestyle having won this title at the Dot Property Southeast Asia Awards 2020 in addition to taking it home again at the Dot Property Thailand Awards 2021. So, what's the developer's secret?

It starts with a singular focus on creating a lifestyle that appeals to those searching for a peaceful, safe, family-friendly place to live. From an international school to healthcare facilities and retail centers to green spaces, Nichada Thani contains everything the modern household needs in a single community just outside of the Bangkok city center.



Nichada Group of Companies



Andaman Asset Solution

Best Breakthrough Developer Phuket

Andaman Asset Solution

While Andaman Asset Solution boasts more than 15 years of experience, 2021 saw the developer scale up its efforts and breakthrough to a new level of success. Its projects show a deep understanding of Phuket along with a desire to help elevate the local real estate market.

The homebuilder focuses on villa developments that use authentic materials and handpicked furniture to ensure maximum quality. In addition to winning Best Breakthrough Developer Phuket, Andaman Asset Solution picked up three awards in the project categories last year.

Best Boutique Developer Koh Samui

LDR Group

Santi Pura Villas from LDR Group took boutique villa developments on the island to the next level. It was also a sign of the firm's continued growth as a homebuilder. From a leading investment program to exquisite designs, the developer offers the knowledge and capabilities of a big company with personalized service you'd expect from a small business.

Ultimately, LDR Group's passion for property, extensive local connections and unbeatable customer service has empowered it with a unique perspective that benefits customers. It comes as no surprise to learn Santi Pura Villas is among the most popular projects on Koh Samui.



LDR Group

Best Boutique Developer (Luxury Villas)

Dynasty Development

Dynasty Development makes sure its residences are practical in use but sophisticated by design with livability a key area of emphasis. This is accomplished by looking after every last detail, no matter how small.

The developer's flagship project is ISOLA Phuket, a previous winner at the Dot Property Thailand Awards. The luxurious villa estate provides the same level of bespoke service and attention to detail you would find at a 5-star resort but maintains an accessible price point.



Dynasty Development

Best Boutique Housing Developer Phuket

Zenithy Development

Zenithy Development takes a unique approach to boutique housing. The firm is driven by a vision to create beautiful and luxurious homes that offer exceptional value and quality that is within reach of most buyers.

Its projects are functional yet stylish and feature high-end materials throughout. As a boutique developer, Zenithy Development is also careful to maintain a low density and ensure exclusivity for its residents.



Zenithy Development

Best Lifestyle Developer Koh Samui

SGQ DESIGN AND CONSTRUCTION COMPANY

SGQ Design and Construction is a relatively new homebuilder, but it did launch one of the island's most exciting projects in 2021. Avant Garden is a sleek villa estate featuring a unique aesthetic that is different from most developments currently found on Samui. This was done to create an exclusive lifestyle not available anywhere else.

From the limited number of villas available to an emphasis on the finer details, SGQ Design and Construction has curated a truly special experience. This was extremely important for the developer as it sought to provide the type of lifestyle people expect when visiting Samui.



SGQ DESIGN AND CONSTRUCTION COMPANY



Grand Bangkok Boulevard East Rama 9



Bangkok Boulevard Donmueang – Chaengwatthana



Tait Sathorn 12



Arom Wongmat



Santi Pura Villas

THAILAND'S BEST REAL ESTATE PROJECTS DRIVE THE REAL ESTATE MARKET TO NEW HEIGHTS

Best Luxury Housing Development

Grand Bangkok Boulevard East Rama 9

Best New Launch Villa Development

Bangkok Boulevard
Donmueang – Chaengwatthana

This year saw SC Asset collect two awards in the project categories with its industry leading housing developments taking center stage. The amazing Grand Bangkok Boulevard East Rama 9 won Best Luxury Housing Development while Bangkok Boulevard Donmueang – Chaengwatthana was presented with Best New Launch Villa Development.

The two awards are proof of SC Asset's commitment to being Thailand's number one housing development brand. It continues to launch high quality projects equipped with modern living solutions that suit the needs of homeowners.

An example of this is the housing design at Bangkok Boulevard Donmueang – Chaengwatthana that features larger spaces and energy saving innovations. Additionally, a fully-fitted co-working center at the project ensures residents are able to work from home in comfort.

Best Luxury Condominium Bangkok

Tait Sathorn 12

For the second consecutive year, a Raimon Land project won Best Luxury Condominium. Last year, it was The Estelle. This year, the impressive Tait 12 was recognized. Located in the heart of Sathorn, this 40-storey condominium boasts an elegant exterior design with large glass panels.

Inside, six-storeys of amenities have been placed on the upper levels of the project. These cater to the needs of modern residents who require spaces for working and entertaining guests in addition to more traditional facilities.

Best Luxury Condominium Eastern Seaboard

Arom Wongmat

Arom Wongmat from Colours Development is the new benchmark of luxury living along the Eastern Seaboard. The condominium has reimagined the residential experience serving as a masterpiece fitting of Pattaya's most prestigious address.

With preferences in this part of Thailand evolving, luxury residences are more popular now than ever before. Arom Wongmat is helping meet this growing demand. The collection of luxurious beachfront residences provides a bespoke experience tailored to those with discerning tastes.

Best Villa Architectural Design Koh Samui

Santi Pura Villas

Santi Pura Villas features design from the legendary architect Bodin Srirakul. Featuring his trademark Moon Shadow styling, the luxury villas are works of art. Each residence was laid out to not only maximize sea views but to also provide spacious, comfortable living areas that offer unmatched tranquility.

The developer behind Santi Pura Villas, LDR Group, was named Best Boutique Developer Koh Samui at the Dot Property Thailand Awards 2021.



The Plantation Estates



The Residence



The Victory



Anchan Hills



The Village from Boontani36

Best Boutique Housing Development / Eastern Seaboard

The Plantation Estates

The Plantation Estates is an exclusive housing community featuring high-quality construction and modern designs. This creates the tropical lifestyle people love about Thailand's Eastern Seaboard in a peaceful, low-density environment.

One of the most unique aspects of The Plantation Estates is the flexibility given to homeowners. In order to fulfill its mission to be a boutique development, developer Base Real Estate provides assistance with furniture and interior design elements to ensure a one-of-a-kind residence.

Best Urban Lifestyle Development Phuket

Best Luxury Townhome Phuket

The Residence

Best New Launch Villa Phuket

The Victory

Developer Andaman Asset Solution took home a trio of project awards, including Best Luxury Townhome Phuket and Best Urban Lifestyle Development Phuket for The Residence and Best New Launch Villa Phuket for The Victory. Each one of these honors shows the developer's understanding of Phuket and its willingness to help elevate the local real estate market.

The Residence provides homeowners with an unbeatable lifestyle without the drawbacks of urban living. Easy access to school, work and leisure guarantees convenience while a peaceful home and fulfilled family life are ensured through the exquisite smart design that offers timelessness and unrivaled comfort.

Andaman Asset Solution launched The Victory in 2021 looking to usher in the next wave of ultraluxury pool villas in Phuket. The project boasts distinctive modern architecture, luxurious finishes and superior craftsmanship that must be seen to be believed.

Best Luxury Villa Development Phuket

Anchan Hills

Anchan Hills from Pearl Island Property is a regular at the Dot Property Awards having won in 2018, 2019 and 2020. The project continued to earn plaudits in 2021 with its latest honor being Best Luxury Villa Development Phuket.

Featuring a modern Balinese style, Anchan Hills has redefined luxury in Phuket. No expense has been spared to create a truly unique residence. Meanwhile, the architectural design inspires harmony between the internal and external spaces that embrace the island's tropical charm.

Best Affordable Housing Development Hua Hin

The Village from Boontani36

The Village from Boontani36 is set amidst the breathtaking landscape of Hua Hin's hillside which provides a tranquil backdrop for residents. The two hallmarks of The Village are comfort and convenience. An example of this is the fact several plot sizes and villa styles are available to choose from.

Additionally, modern technology can be found in the residences and common areas to ensure seamless daily living. All of this is provided at an affordable price point meaning people are able to enjoy a splendid home without breaking the bank.

THE FORESTIAS NAMED THAILAND PEOPLE'S CHOICE AWARD FOR PROJECT OF THE YEAR 2021



As one of the few honors to be voted on by the public, the Thailand People's Choice Award for Project of the Year is special. This year saw 11 of the country's best and brightest real estate projects secure a spot as finalists.

Online voting took place in November with the votes tallied shortly before the Dot Property Thailand Awards 2021 Presentation Day in Bangkok with the winner being revealed during the festivities.

Thailand People's Choice Award for Project of the Year 2021 was won by The Forestias from developer MQDC. The impressive mixed-used development also took home three other honors during the Dot Property Thailand Awards 2021, securing its spot as the top project in the Kingdom this year.

Thailand People's Choice Award for Project of the Year 2021 Finalists

- Anchan Hills
- The Forestias

- Santi Pura Villas
- The Plantation Estates
- Grand Bangkok Boulevard East Rama 9
- Bangkok Boulevard Donmueang – Chaengwatthana
- Arom Wongamat
- The Residence
- The Victory Tait 12
- Noble Form Thonglor
- Life Sierra Sathorn

The Forestias joins The Estelle Phrom Phong from Raimon Land (2020) and BEATNIQ from SC Asset (2019) as previous winners of Thailand People's Choice Award for Project of the Year.



THAILAND'S BEST REAL ESTATE PROJECTS DRIVE THE REAL ESTATE MARKET TO NEW HEIGHTS

A total of six firms made the list as Thailand's Best Real Estate Agencies 2021. These companies were instrumental in assisting property buyers and sellers during what was an extremely challenging 12 months.

Coldwell Banker SEA Property

For the second consecutive year, Coldwell Banker SEA Property has been named as one of Thailand's Best Real Estate Agencies. Overseen by Norbert Witthinrich, the firm has a long track record of success when it comes to Phuket real estate.

Shinyu Real Estate

Faithfulness, punctuality and sincerity are what drive Shinyu Real Estate and allow the company to build meaningful relationships. This empowers customers to confidently make the best possible property decision.

Pearl Property Pattaya

This dynamic property agency has brought a fresh approach to the Eastern Seaboard real estate market. From its popular YouTube channel to using the latest technologies, Pearl Property Pattaya is engaging home seekers in new and innovative ways.

Forbest Properties

This Bangkok-based agency has more than 30 years of experience having grown up alongside the capital's real estate market. These days, Forbest Properties is known as a trusted partner who works diligently to find the best property for the right buyer.

PBRE Real Estate

Founded in 2005, PBRE Real Estate has opened five new offices this year and is now the Eastern Seaboard's largest agency. The firm is dedicated to providing customers beyond the best service shaped by experience, industry knowhow and professionalism.

CMP Realty

CMP Realty assists global customers looking for property in and around Pattaya and Phuket. What's more, it is backed by an international name with activity all over the world making them a well-connected and experienced agency.



DOT PROPERTY PHILIPPINES AWARDS 2021

CELEBRATES THE REAL ESTATE SECTOR'S RESILIENCE

After a one-year hiatus due to the COVID-19 pandemic, the Dot Property Philippines Awards returned to celebrate the resilience of the property sector. More than 20 honors were presented to leading developers, projects and real estate agencies from across the country.

The top award, Developer of the Year Philippines, went to Robinsons Land Corporation. But that was not all for the highly-respected homebuilder as they also won Best Luxury Condo Development for The Residences at The Westin Manila Sonata Place and Best Mid-Rise Condo Development for Sierra Valley Gardens.

"We are honored and thrilled to be receiving the Developer of the Year Award. This award is affirmation that we are achieving and succeeding in our goal. It is also going to push us to keep doing better. Being nominated is an honor and winning is a double honor," John Richard Sotelo, Senior VP & Business Unit General Manager, Residential Division at Robinsons Land, proclaimed.

With eight victories, SM Development Corporation (SMDC) secured the most honors at the Dot Property Philippines Awards 2021. The firm was named Best Developer Metro Manila and Best Developer Visayas in addition to taking home six project awards. SMDC was also presented with the Special Recognition Award for Corporate Social Responsibility.

The coveted Philippines People's Choice Award for Project of the Year 2021 went to Grand Residences from Grand Land. Voted on by the public, the people selected this outstanding Cebu development which is one of the region's largest. There were 11 projects nominated for the honor this year.



Developer of The Year Philippines 2021
RLC Residences

DOT PROPERTY PHILIPPINES AWARDS 2021 DEVELOPER WINNERS:

Best Developer Metro Manila
SM Development Corporation

Best Developer Visayas
SM Development Corporation

Best Developer Mindanao
Filinvest Land Inc.

Best Developer North Luzon
Filinvest Land Inc.

Best Developer Cebu
Grand Land Inc.

Projects from across the country were celebrated during the Dot Property Philippines Awards 2021. SMDC's Vine Residences and Bloom Residences won Best Lifestyle Condo Development and Best Investment Property Metro Manila, respectively. The Dusit D2 Residences from Grand Land picked up Best Serviced Apartment Philippines while Las Brisas from Solar Resources took home Best Investment Property South Luzon.



Philippines People's Choice Award for Project of the Year 2021

Grand Residences

DOT PROPERTY PHILIPPINES AWARDS 2021 PROJECT WINNERS:



Best Luxury Condo Development

The Residences at The Westin Manila Sonata Place from RLC Residences

Best Lifestyle Condo Development

Vine Residences from SM Development Corporation

Best Serviced Apartment Philippines

Dusit D2 Residences from Grand Land Inc.



Best Mid-Rise Condo Development

Sierra Valley Gardens from RLC Residences

Best Affordable Condo Development

Charm Residences from SM Development Corporation

Best Mid Range Housing Development

City Homes Minglanilla from Grand Land Inc.

Best Condo Interior Design

Green 2 Residences from SM Development Corporation

Best Investment Property Metro Manila

Bloom Residences from SM Development Corporation

Best Investment Property South Luzon

Las Brisas at Tierra Del Sol from Solar Resources Inc



Best Investment Property Cebu

Grand Residences Cebu from Grand Land Inc.

Best Investment Property Bacolod

Smile Residences from SM Development Corporation

SMDC continues to make positive contributions that extend beyond the property sector and benefit society as a whole. These efforts were acknowledged with the Special Recognition Award for Corporate Social Responsibility.

Special Recognition Award for Corporate Social Responsibility

SM Development Corporation



Philippines' Best Real Estate Agencies 2021 saw two firms recognized for their outstanding service.

Philippines' Best Real Estate Agencies 2021

Tricia Liu Properties

EDUKATE GROUP LIMITED



"After the challenges of the past two years, it is truly an honor for the Dot Property Philippines Awards to return. It has been a difficult time for us all and being able to celebrate the real estate industry, even in this modified format, offers a much-needed sense of normalcy," Adam Sutcliffe, Dot Property Director, Events and International Markets, says. "This year's winners represent the absolute best the Philippine property market has to offer, and their outstanding work is leading the sector forward."

The Dot Property Philippines Awards 2021 honored winners individually during a private event at The Peninsula Manila.

For more information on the Dot Property Awards, please visit www.dotproperty.com.ph





GRAND RESIDENCES CEBU

WINS THE PHILIPPINES PEOPLE'S CHOICE AWARD FOR PROJECT OF THE YEAR 2021

The Philippines People's Choice Award for Project of the Year is one of the few honors to be voted on by the public which makes it unique. A total of 11 of the country's best and brightest real estate projects competing this year.

Online voting took place in November with the votes tallied shortly before the Dot Property Philippines Awards 2021 Presentation Day in Metro Manila.

The Philippines People's Choice Award for Project of the Year 2021 was won by Grand Residences Cebu from developer Grand Land. The outstanding condominium project has raised the bar for real estate in Cebu and is seen as one of the country's premier places to both live and invest in.

The Philippines People's Choice Award for Project of the Year 2021 Finalists

- The Residences at The Westin Manila Sonata Place
- Las Brisas at Tierra del Sol

- Dusit D2 Residences
- Smile Residences
- Green 2 Residences
- Grand Residences Cebu
- City Homes Minglanilla
- Charm Residences
- Bloom Residences
- Sierra Valley Gardens
- Vine Residences

Park Cascades from Alveo Land won the inaugural People's Choice Award for Project of the Year at the Dot Property Philippines Awards 2019 while there was no winner in 2020 as the awards were postponed due to the COVID-19 pandemic.

RLC RESIDENCES REACHED THE PEAK OF REAL ESTATE IN 2021



RLC Residences may be a new name to the Dot Property Philippines Awards, but the firm behind the developer, Robinsons Land Corporation, is no stranger to success. For more than 30 years, that company has been a real estate leader, creating sought-after residential, commercial, hospitality and mixed-use destinations.

The revamped residential brand was rolled out last year in order to better serve the public under the 'Raise Live Connect' philosophy. Its efforts did not go unnoticed as RLC Residences was named Developer of the Year at the Dot Property Philippines Awards 2021.

"We are honored and thrilled to be receiving the Developer of the Year Award. This award is affirmation that we are achieving

and succeeding in our goal. It is also going to push us to keep doing better. Being nominated is an honor and winning is a double honor," John Richard Sotelo, Senior VP & Business Unit General Manager, Residential Division at Robinsons Land, proclaimed.

The highly-respected homebuilder concluded an impressive first year by taking home Best Luxury Condo Development for The Residences at The Westin Manila Sonata Place and Best Mid-Rise Condo Development for Sierra Valley Gardens.

RLC Residences pays close attention to the evolving needs of aspiring homebuyers and strives to fulfill the demand from young families and professionals for urban residences. The developer's portfolio of

projects shows it understands what the public expects from a home and goes beyond that to elevate the residential experience.

The firm's beautiful, well-designed residential projects are the pride and joy of homeowners across the country. Whether it is providing more opportunities for leisure and relaxation with families and loved ones or tailoring spaces that ensure an optimal balance between work and home life, the homebuilder continues to set the bar for real estate.

Winning the Developer of the Year Award at the Dot Property Philippines Awards 2021 is affirmation of its hard work, dedication and commitment to crafting extraordinary residential projects.

DOT PROPERTY PHILIPPINES AWARDS 2021

DEVELOPER WINNERS

From North Luzon down to Mindanao and everywhere in between, the developer winners at the Dot Property Philippines Awards 2021 were able to make significant progress in the face of adversity. The pandemic disrupted the real estate market in many far-reaching ways.

However, homebuilders adapted quickly to these rapidly changing trends through innovation. It was no easy feat and the efforts of this year's class of winners has gone beyond expectations.



Best Developer Metro Manila | Best Developer Visayas
SM Development Corporation

In Metro Manila, SMDC is behind a wide range of exciting residential developments that cater to the city's diverse population. The key for the developer has been keeping up with the constantly changing trends found in Metro Manila. Its work in 2021 was recognized with the Best Developer Metro Manila award.

"SMDC is always mindful of the changing landscape in Metro Manila. We always like keeping out ear to the ground so that we understand the trends as well as what the buyers' tastes, needs and financial capabilities," Jose Mari Banzon, SMDC President, said. "Because of that, our projects are always evolving."

That wasn't the only developer honor for SMDC at the Dot Property Philippines Awards 2021. The firm was also presented with Best Developer Visayas. Despite being a relatively new entrant into the market, SMDC understood what the people here wanted and delivered that.

"We discovered that the people in Visayas are just as sophisticated and just as discerning as their counterparts in Metro Manila. We were able to take the same luxury, same affordability and same design features that make our Metro Manila projects successful and offer them in Visayas," Banzon stated.



Best Developer Mindanao | Best Developer North Luzon
Filinvest Land Inc.

Filinvest Land Inc. has achieved a great deal of success throughout the Philippines with some of its most notable work coming beyond Metro Manila. Mindanao is a growing region and has become an economic success during the past decade. That has created a huge demand for modern housing with Filinvest Land helping meet this need with high-quality residences equipped for the present and future.

The homebuilder's contributions here saw it win Best Developer Mindanao at the Dot Property Philippines Awards 2021. However, that was not the only developer award for Filinvest Land who were

tabbed as Best Developer North Luzon as well. These achievements are something it is extremely proud of.

"Wherever we are, we carryover the same principles of creating green and sustainable developments for our homeowners. In these areas, we are building on our previous successes. This is also our way of reaching out to our fellow Filipinos and helping them own their own homes as our ethos at Filinvest is building the Filipino dream," Tristaneil Las Marias, Senior Vice President at Filinvest Land Inc., noted.



Best Developer Cebu
Grand Land Inc.

Grand Land has been a fixture at the Dot Property Philippines Awards having won in 2017, 2018, 2019 and now 2021. When it comes to the Cebu real estate market, the firm is a local homebuilder who deeply understands and cares about both end users and investors.

Using its local knowledge, the developer creates projects that have the right blend of residential spaces, retail areas, amenities and more to ensure the needs of both groups are met. Winning Best Developer Cebu at the Dot Property Philippines Awards 2021 is

confirmation once again that no one understands the market quite like Grand Land.

"For the past several years, we are proud to say most of our projects have been nominated and won at the Dot Property Philippines Awards. Moreover, Grand Land is one of the fastest growing developers in the region. We greatly appreciate the confidence in our company," Tina Pestano, Grand Land VP Sales and Marketing, explained.

HERE ARE THE BEST REAL ESTATE PROJECTS IN THE PHILIPPINES

The most luxurious, affordable and green projects were just a few of the development to be recognized at the Dot Property Philippines Awards 2021. Developers are now focused on meeting demand for housing from the public but don't want people to sacrifice quality when looking for a new home.

This year's project winners have proven to be the absolute best at what they do. From offering a lifestyle experience suited to modern individuals to providing outstanding investment potential, here are the developments that shined in 2021.



The Residences at The Westin Manila Sonata Place

Best Luxury Condo Development

The Residences at The Westin Manila Sonata Place

The Residences at The Westin Manila Sonata Place are the first Westin-branded residences in Southeast Asia. This project features more than simply a name as the upscale condominium contains Westin's Six Pillars of Wellness in addition to several other notable amenities. The development empowers residents to live their best life by elevating at-home wellness in the Philippines.



Vine Residences

Best Lifestyle Condo Development

Vine Residences

The lifestyle at Vine Residences offers residents both an outstanding location and fantastic amenities. For starters, the popular SM City Novaliches shopping mall is steps away from the project. Meanwhile, two separate park areas around the condominium provide a direct connection to nature.



Dusit D2 Residences

Best Serviced Apartment Philippines

Dusit D2 Residences

Dusit D2 Residences has been a welcome addition to Cebu, providing much needed service residences in this growing tourism and business hub. The project combines contemporary design and connectivity to ensure the needs of modern residents are met. Situated close to the city's business district, Dusit D2 Residences boasts an all-day dining restaurant, gym, pool and meeting rooms.



Sierra Valley Gardens

Best Mid-Rise Condo Development

Sierra Valley Gardens

Sierra Valley Gardens is truly unique for a mid-range condo development in that large green spaces have been made available. Despite being a condominium, there is plenty of room for families along with ample amenities. And as part of the large, master planned Sierra Valley mixed-use estate, a premium has been placed on convenience.



Charm Residences

Best Affordable Condo Development

Charm Residences

With its unwavering commitment to quality, Charm Residences ensures the best life has to offer is within reach. The garden-inspired residential development contains lush, green surroundings in addition to 5-star amenities. Units are specially designed while high-end materials were utilized. The end result is a luxury residence without a luxury price tag.



City Homes Minglanilla

Best Mid Range Housing Development

City Homes Minglanilla

City Homes Minglanilla is a horizontal condominium project offering people a different type of residential lifestyle in Cebu that is well-suited for the "New Normal". Spread across two hectares, developer Grand Land worked hard to create a low-density experience that allowed residents with the space required to breathe and grow. Meanwhile, homes have been smartly crafted to meet the requirements of modern homeowners.



Green 2 Residences

Best Condo Interior Design

Green 2 Residences

The interior design found at Green 2 Residences stands out. Developer SMDC knew that its location near several prominent universities meant the project needed to be different. To that end, interiors throughout the development have been tailored to be ideal spaces for students. The design has come to life as a perfect place to study, play and rest in comfort.



Bloom Residences

Best Investment Property Metro Manila Bloom Residences

Bloom Residences was designed as a haven for urbanites and young families who live active and healthy lives. Amenities cater to this group's unique needs to provide a dynamic living experience all year round. The large units at Bloom Residences also support this lifestyle and ensure space is never an issue.



Las Brisas at Tierra Del Sol

Best Investment Property South Luzon Las Brisas at Tierra Del Sol

South Luzon is an up-and-coming destination as more people look to escape the hustle and bustle of the city. As an investment property, Las Brisas at Tierra Del Sol benefits from an accessible location that will be bolstered by continued infrastructure development. Of course, there is a lot more to the project than a good location. Its beautiful surroundings, low-density living and famous cool breeze ensure it is the region's best.



City Homes Minglanilla

Best Investment Property Cebu Grand Residences Cebu

Winning comes as no surprise as Grand Residences Cebu took home the award for Best Investment Property at the Dot Property Philippines Awards 2018. The project features a mix of condominiums, serviced apartments and hotel units spread out across one of central Cebu's largest land plots.

Investors benefit from Grand Land's local knowledge as they have carefully designed Grand Residences to ensure strong demand along with a steady return on investment.



Smile Residences

Best Investment Property Bacolod Smile Residences

The investment potential of Smile Residences starts with its location within the SM City Bacolod Complex. Simply put, no other project can match the level of convenience found in one of the country's most well-known areas. It is also situated by the bay meaning residents are able to enjoy a spectacular view of Bacolod's dazzling sunsets each and every day. Beyond that, attractive lobbies and amenities along with a wide range of unit types adds to the value of Smile Residences.

SMDC HAILED FOR ITS CORPORATE SOCIAL RESPONSIBILITY EFFORTS



The Special Recognition Award for Corporate Social Responsibility at the Dot Property Philippines Awards 2021 was bestowed upon a homebuilder making positive contributions that extend beyond property.

SM Development Corporation's efforts know no bounds. Recently, the developer teamed up with local government units and the Philippine Red Cross on a large blood drive. Throughout the pandemic, SMDC has given back to the public.

However, that is just one of the reasons why they are known as The Good Guys. SMDC continues to find new and inspiring ways to support local communities, such as its efforts to promote home-based entrepreneurs and help them expand their business.

By fostering community spirit, promoting healthy lifestyles and developing secure and safe neighborhoods, SMDC truly are the Good Guys. They are worthy winners of the Special Recognition Award for Corporate Social Responsibility at the Dot Property Philippines Awards 2021

PHILIPPINES BEST REAL ESTATE AGENCIES 2021 CELEBRATES TWO PROPERTY INDUSTRY LEADERS



The Philippines Best Real Estate Agencies celebrates those firms who offer outstanding service and support to customers. This year, the Dot Property Philippines Awards recognized two organizations leading the way in the country.

Tricia Liu Properties

Tricia Liu Properties is a dynamic agency that embraces new and innovative ways to help property seekers. From its popular social media channels to a young, motivated team, the agency is on the cutting-edge of real estate in Metro Manila.

"The key values we always take note of are excellence, integrity, organization and, most importantly, building relationships. It is about going above and beyond the real estate industry to create genuine human connections. For me, all clients are VIPs," Erica Patricia Liu, Owner of Tricia Liu Properties, said.

Edukate Group

Edukate Group offers a wide range of services and has developed an outstanding reputation for being knowledgeable about the real estate market. The agency works diligently to assist customers in order to meet their unique property requirements.

"Me and the entire team are honored to win this award. It inspires us to do even more and to do even better for those who want to acquire property in the Philippines," Katarzyna Maria Brzezinska, Owner and Founder of Edukate Group, proclaimed.



AWARD WINNING

SC ASSET ADAPTS TO FIND SUCCESS IN 2021



The housing segment has been an area of emphasis for SC Asset over the years. And while the COVID-19 pandemic has seen demand for homes grow in Bangkok, that didn't mean the developer could rest on its previous accomplishments.

"Since the COVID-19 pandemic hit in 2020, we started to see some changes in consumer behavior. We did research and found that people become home heavy users. They spend and do more activities at home, therefore people started looking for more space and low-rise properties seem to be the answer. So, we continue focusing on the low-rise segment and aim to be number one in the market," SC Asset Head of Marketing, Khun Nattagit Sirirat (Khem), told Dot Property Group.

The research conducted by SC Asset revealed a number of pain points that it worked to address in 2021. The biggest thing the developer has come to understand is that the home has become more than just a place to sleep. It is now a place for everything.

"For instance, they need more space, focusing more on energy saving since staying at home all day could cause high energy consumption," Khun Khem said. "They also want spaces that can support their usual activities and relax at the same time. And once people have to spend long hours in a place, aesthetics is something that can't be compromised as well."

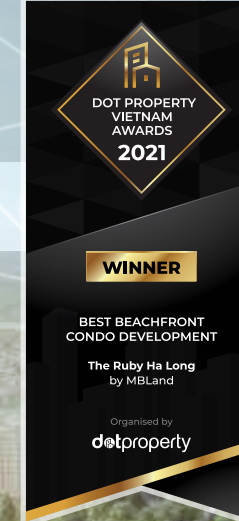
SC Asset has also been mindful of the need to create family housing which allows for multigenerational living. It is vital projects support residents of all ages, and the homebuilder has launched many features to reach that goal. This innovation can be seen at projects under its Grand Bangkok Boulevard brand.

"The houses in Grand Bangkok Boulevard projects usually have a lot of space and large family areas where multi-generation family members can come spend good times and moments together. And if they want to have some privacy, the house has a lot of rooms and each room is large, giving a great personal space for each member," Khun Khem noted.

He continued, "The house at Grand Bangkok Boulevard projects has what we called the eldercare solution such as the slope for a wheelchair, a soft floor designed to absorb the shock when they fall, the restroom on the first floor is equipped with a handrail and the floor doesn't have a step to supporting the senior family members."

The homebuilder's work in the housing sector last year was recognized with two honors at the Dot Property Thailand Awards 2021. Grand Bangkok Boulevard East Rama 9 was named as Best Luxury Housing Development while Best New Launch Villa Development was presented to Bangkok Boulevard Donmueang – Chaengwatthana.

"At SC Asset we never stop improving our living solutions and this award is a great witness of what we've achieved so the only way for us to go is to do better and better. We aim to develop living solutions continuously and continue our growth by keep opening new high-quality projects that is to make us Thailand's number one housing development brand," Khun Khem reported



THE RUBY
HA LONG



Best Beachfront CONDO DEVELOPMENT

☎ | **1900 988 996**

Web: therubyhalong.com.vn

Add: Cao Xanh - Ha Khanh A, Cao Xanh ward,
Ha Long city, Quang Ninh province

The Ruby Ha Long by
MBLAND

NAVARANG ASSET

SOARS WITH A NEW OUTLOOK ON HIGH-RISE DEVELOPMENTS



When Navarang Asset launched Na Reva Charoennakhon, it was seen as a gamechanger for Bangkok's riverside. The condominium boasted a number of innovations for a high-rise project in this part of the Thai capital including being the first to contain Loft-style units.

This work was recognized at the Dot Property Thailand Awards 2021 with Navarang Asset winning Best Developer Residential High-Rise. The award was something the homebuilder took great pride in.

"It is a great honor for us. Our company is still young, but winning this award is such an important accomplishment for us," Khun Onkarit Phromyothi, Navarang Asset Chief Operating Officer, proclaimed.

The firm has nearly 30 years of experience under its belt and is committed to launching developments that offer privacy, luxury and

quality. Delivering on that promise in its high-rise projects provides Navarang Asset with the opportunity to do something truly unique.

For example, the aforementioned Na Reva Charoennakhon boasts double-spacious, multi-functional living quarters suited for today's generation. It provides the high-rise lifestyle people love with features and layouts tailored to modern residents as well as the "New Normal".

"We are the only loft-style condominium on this side of the river. We put a lot of effort into balancing the space and function of the residences. That is why we utilized extra height so the units had more space than other condominiums. Our units are also wider than what similar projects offer. This allows us to provide customers with a good experience so they can enjoy the river view," Khun Onkarit noted.



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DOT PROPERTY PHILIPPINES AWARDS 2021

Best Developer Cebu
Grand Land

Philippines People's Choice Award for Project of the Year 2021
Grand Residences

Best Investment Property Cebu
Grand Residences Cebu

Best Serviced Apartment Philippines
Dusit D2 Residences

Best Mid Range Housing Development
City Homes Minglanilla

DOT PROPERTY SOUTHEAST ASIA AWARDS 2019

Best Mid Range Condominium Development
Amani Grand Citygate Davao

DOT PROPERTY PHILIPPINE AWARDS 2019

Best Developer Cebu
Grand Land

Best Investment Development
Amani Grand Citygate Davao

DOT PROPERTY SOUTHEAST ASIA AWARDS 2018

Best Investment Development Southeast Asia
Grand Residences

DOT PROPERTY PHILIPPINE AWARDS 2018

Best Mid-Range Condominium
Amani Grand Mactan

Best Investment Condominium
Grand Residences

DOT PROPERTY PHILIPPINE AWARDS 2017

Best Hotel Development Cebu
The Grand Tower

Grand Land is a fixture at the Dot Property Awards having won an impressive 12 honors since 2017. The Cebu-based firm has built a name for itself by targeting international buyers, OFWs and local investors with outstanding projects, including condotels. It was one of the first Philippine developers to go down this route.

The firm's first victory was Best Hotel Development Cebu for The Grand Tower at the Dot Property Philippine Awards 2017. The project, which will be managed by Dusit Hotel Group, is one of Cebu's most impressive hospitality developments.

Grand Land won a pair of awards at the Dot Property Philippine Awards 2018. Amani Grand Mactan was named Best Mid-Range Condominium while Grand Residences Cebu was honored as Best Investment Condominium. Both developments have drawn interest from local and international real estate investors.

In 2019, the company received three awards in total. Amani Grand Citygate Davao, Grand Land's first project in Davao, received Best Investment Development at the Dot Property Philippine Awards 2019. The project also won Best Mid Range Condominium at the Dot Property Southeast Asia Awards 2019. The firm's efforts in Cebu were rewarded with Best Developer Cebu.

They would be presented with that title once again at Dot Property Philippines Awards 2021, one of five honors Grand Land collected last year.



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(63 32) 260 3230
(63 32) 412 7999

Cebu Showroom Office:

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Cebu City 6000

Cebu Main Office:

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NOVALAND KEEPS REACHING NEW HEIGHTS

DOT PROPERTY SOUTHEAST ASIA AWARDS 2019

Developer of the Year 2019

Novaland

Best Entertainment and Tourism Complex

NovaWorld Phan Thiet

DOT PROPERTY VIETNAM AWARDS 2019

Best Developer Vietnam

Novaland

Best Luxury Mixed-Use Development Vietnam

The Grand Manhattan

Best Innovative Resort Landscape Architectural Design Vietnam

NovaWorld Phan Thiet

DOT PROPERTY VIETNAM AWARDS 2017

Best Developer Vietnam

Novaland

Best Luxury Residential Development

Lakeview City

Dot Property Southeast Asia's Best of the Best Awards

Lakeview City

Vietnamese developer Novaland is no stranger to winning Dot Property Awards. In fact, the company's Lakeview City project was one of the inaugural 21 winners at the very first Dot Property Awards in 2016. The company would reach greater heights the following year.

Lakeview City was also named Best Luxury Residential Development at the Dot Property Vietnam Awards 2017. However, that wasn't the only honor presented to Novaland. The homebuilder also took home the top honor of Best Developer Vietnam in 2017.

Novaland was able to surpass its 2017 success in 2019 as the firm won Best Developer Vietnam for the second time in three years. The developer added two project awards to its haul at the Dot Property Vietnam Awards 2019 with NovaWorld Phan Thiet and The Grand Manhattan each being honored.

A few months later at the Dot Property Southeast Asia Awards 2019, Novaland was named Developer of the Year 2019, the top regional award. The developer won Best Entertainment and Tourism Complex for its NovaWorld Phan Thiet at the Dot Property Southeast Asia Awards 2019 as well.

For more than 25 years, Novaland has transformed Vietnam's landscape with amazing property developments spanning all sectors of the industry. Every Novaland development meets exacting standards to surpass the expectations of a discerning clientele who expects the best. Those living or staying at a project developed by Novaland aren't simply acquiring a unit, they are guaranteeing themselves the ability to live the lifestyle they want.

TOPENLand

BEST INNOVATION AND TECHNOLOGY VIETNAM 2021



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SUNSHINE HOMES LEADS THE WAY

AT THE DOT PROPERTY AWARDS



Best Cultural Heritage Development
Sunshine Heritage Resort

Special Recognition Award for Innovation
Sunshine App

Special Recognition Award for Smart Green Solution

DOT PROPERTY SOUTHEAST ASIA
AWARDS 2019

Best Developer Vietnam Best Innovation and Technology
Sunshine Group

DOT PROPERTY VIETNAM AWARDS 2019

People's Choice Award for Project of the Year
Sunshine Diamond River

Best Luxury Developer Vietnam

Best Luxury Condo Development Vietnam
Sunshine City Saigon

Best Innovative Green Building Vietnam
Sunshine Diamond River

Best Integrated Resort Master Plan Design Vietnam
Sunshine Diamond Bay

DOT PROPERTY VIETNAM AWARDS 2018

Best Luxury Landed Development
Sunshine City

No developer in Dot Property Awards history has had the success of Sunshine Homes – A Member of Sunshine Group. The developer has taken home a total of 19 honors over the years including People's Choice Award for Project of the Year for Sunshine Diamond River in 2019, Best Innovation and Technology in 2020 and Best Sustainable Property Developer in 2021.

With a portfolio of luxurious residential developments, the firm has become the preeminent luxury developer in Vietnam. The company's projects meet exacting international standards and feature only the best in terms of fittings, finishing and design.

This work can be seen at its Sunshine City Saigon project which won Best Luxury Condo Development at the Dot Property Vietnam Awards 2019. The developers' USD4 billion Sunshine Diamond Bay took home Best Integrated Resort Master Plan Design Vietnam while Sunshine Diamond River was named Best Innovative Green Building Vietnam in addition to winning People's Choice Award for Project of the Year.

Sunshine Homes – A Member of Sunshine Group won six honors at both the Dot Property Vietnam Awards 2020 and Dot Property Vietnam Awards 2021. Its first victory happened in 2018 when the Sunshine City project was presented with Best Luxury Landed Development.



SUNSHINE HERITAGE
HANOI

The First Destination

Of Resort, Entertainment, Cultural Experience in Hanoi



Location: Phuc Tho, Hanoi



Area: 250ha



Product type:
Detached Villa, Semi-detached Villa

Located at the center of Phuc Tho district, along the canal leading water from the Red River to the Day River, Sunshine Heritage Hanoi has a natural scenery of the Northern countryside lying on the poetic land of feng-shui layout like "A blessed dragon is landing on water"

Sunshine Heritage Hanoi is positioned as a complex of smart eco-resort villas with 4.0 resort style that has appeared in Hanoi for the first time - Creating a LIFESTYLE BEYOND STANDARDS for upper class residents, inheriting and preserving heritage culture values for future generations.

MARK QUINN AND PBRE

BRING A NEW LEVEL OF SERVICE TO THAILAND REAL ESTATE



Born and raised in Oxford, England, Mark Quinn was a qualified building surveyor in the UK before moving to Thailand 12-years ago. His experiences over the years, both at home and abroad, have provided him with a holistic view of real estate.

Earlier in 2021, Mark brought this mindset to PBRE as it looked to scale up expansion efforts. Joining the agency as its Managing Director, he has overseen the opening of five new offices while continuing to emphasize a service-driven approach.

"Having spent a significant amount of time in the Thailand real estate industry, I've seen many different ways of doing business. Seeing what works and what doesn't allows us to create a better experience for customers," Mark explains. "One of the biggest misconceptions people have about real estate agencies is that they exist to sell properties. In reality, our job is to provide a service, and that is what guides PBRE's approach to real estate."

This manifests itself in the agency's motto: 'Discover a New Level of Service'. Mark believes this involves combining skills and knowledge with meaningful connections to create services only PBRE can offer.

"Obviously, there is a lot of competition, so it is important for us to truly deliver something that goes beyond anything else when it comes to experience, industry knowhow, professionalism and a number of other characteristics," Mark details. "Creating and maintaining relationships with clients is paramount. Having a connection with someone when buying or selling a home allows you to provide the personal touch and really feel what the customer needs, whilst making the whole process as easy as possible."

PBRE balances growth with service

PBRE was founded in 2005 as Pattaya Bay Real Estate. The firm has grown significantly over the years and is now respected as a market leader in addition to being the region's largest agency. A recent rebranding signified both its top-of-mind status as a company and ambitions to keep growing moving forward.

"Our aim is to continue our expansion and signify to people we cover a larger area than just the Eastern Seaboard and a Bangkok office is on the horizon. For example, we now have six offices and are exploring

opportunities to open more," Mark says. "Of course, this is done while maintaining our emphasis on service. We still have the same customer-focused approach with unmatched local knowledge that ensures an exceptional experience."

The growth of PBRE in some ways mirrors the growth of Thailand's Eastern Seaboard. Several notable infrastructure projects, such as the Route 7 motorway linking Chonburi with Bangkok and U-tapao International Airport, are complete with others, including the high-speed rail link between the capital and the Eastern Seaboard, under construction.

"You are seeing a lot of investment in infrastructure across the Eastern Seaboard. Several new developments are also underway," Marc reports. "There is so much going on right now and the future here is bright. In many ways, this is the perfect time to invest in the area."

That, of course, is where PBRE comes in. The firm was named as one of Thailand's Best Real Estate Agencies 2021 at the Dot Property Thailand Awards with its service-driven approach being recognized



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7 YEARS OF INSIGHTS

Since first launching in 2014, Dot Property Magazine has spoken with countless leading real estate industry figures who shared invaluable knowledge and insights. From developers to architects and agents to proptech players, we have chatted with them all over the years.

While each of our interviewees has offered amazing knowledge, we wanted to revisit seven of our favorites in celebration of Dot Property Magazine's seventh year of publication.

DEVELOPER
DANH KHOI

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DESIGN
KUME

TAKASHI
OCEAN
SUITE
KY CO

Japanese Identity
by **Quy Nhon Bay**



Located in Nhon Hoi Economic Zone on Phuong Mai peninsula, Takashi Ocean Suite Ky Co is a coastal urban area developed by Danh Khoi Group with the orientation of becoming the first **"Vibrant Entertainment Center"** in Quy Nhon.

Takashi Ocean Suite Ky Co has an area of 8.3 hectares, including 17 apartment blocks and 1 hotel block with 39 floors high, divided into 4 subdivisions and inspired by famous Japanese cities such as Sapporo, Kyoto, Osaka and Tokyo.

Designed by Kume Design Asia from Japan, Takashi Ocean Suite Ky Co is a one-of-a-kind project developed entirely in Japanese style from architectural design, landscape, utility, interior design to lifestyle. The highlight is the 7.4ha green valley park with many special features.

Converging different experience values, Takashi Ocean Suite Ky Co is not only an ideal coastal resort destination but also an unforgettable place for entertainment.

The project is developed by **Danh Khoi Group**.

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KHUN TANYATIP (TANYA) CHEARAVANONT
CEO AND FOUNDER AT ONE.SIX DEVELOPMENT

**BRINGING A NEW PERSPECTIVE TO
THAILAND REAL ESTATE**

“

“At first, I was adamant about sticking to my core beliefs. That being said, talking to the market softened my views. I want to push the boundaries of real estate, but I also need to find a compromise. It is necessary to understand where the market is at and how it will adapt to changing preferences. We want to build projects that will always be in demand. Our focus isn't on quantity and that means we have the freedom to pursue our passions.”

Khun Tayna details finding balance between her vision and what the market demands.



WINNER

BEST LUXURY
DEVELOPER
DOJI LAND

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dotproperty



DOJI LAND

Best Luxury Developer VIETNAM 2021

NHÀ PHÁT TRIỂN BĐS HẠNG SANG
TỐT NHẤT VIỆT NAM NĂM 2021



DOJI LAND

DOJI LAND REAL ESTATE
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DR. (HC) IR. CIPUTRA

FOUNDER AND CHAIRMAN OF CIPUTRA DEVELOPMENT

A BETTER MINDSET



“

“Entrepreneurship is a life science that can be applied in various sectors, one of which is property. I built Ciputra Group into the large company it is today through three philosophies: Integrity, Professionalism and Entrepreneurship. This is commonly abbreviated as IPE. With entrepreneurial thinking, Ciputra Group has created spectacular projects that are beneficial to many people while also driving the economic value of the surrounding region. This is where entrepreneurship can positively impact the property business.”

The late Dr. (HC) Ir. Ciputra on the role entrepreneurship plays in real estate. The legendary property figure passed away in 2019 at the age of 88.

An aerial view of the Sunshine Heritage Da Nang I resort complex. The image shows several modern, multi-story buildings with curved facades and balconies, surrounded by lush greenery and palm trees. A large swimming pool is visible in the foreground, and a sandy beach with people is in the background. The complex is situated on a hillside overlooking the ocean.

DOT PROPERTY VIETNAM AWARDS 2021

WINNER

BEST BEACHFRONT LUXURY HOTEL & RESORT DEVELOPMENT

Sunshine Heritage Da Nang I

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SUNSHINE HERITAGE DA NANG I

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An impressive complex of 100% of apartments and villas looking to the coast with the rare length of 600m is constructed by skillful Italian architects, inspired from natural beauty of sea and mountains, therefore, the complex is the medley between soft waves and strong overlapping mountains.

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JAMES CLAASSEN
DOT PROPERTY GENERAL MANAGER

**ALLOW US TO REINTRODUCE
OURSELVES**

“

“Proppit allows property professionals to work smarter. One thing I have learned about the real estate industry in Southeast Asia since moving here is that everyone is busy all the time. And yet, so many people spend a great deal of time on redundant tasks. Proppit eliminates that. You no longer have to post the same listing on six different websites, pay six different subscriptions and respond to leads on six different platforms. It can all be done here.”

James explains the benefits of Proppit, Dot Property Group's newest innovation which launched in 2021.

WINNER

BEST MIXED-USE DEVELOPER

TNR Holdings Vietnam

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PAULINE CHONG
PRINCIPAL AT CEN TO VENTURES

**WHY DOES PROPTech MATTER
IN SOUTHEAST ASIA?**



“

“Proptech, to be placed in context, has lags behind the fintech revolution by almost a decade in Southeast Asia. One of the contributing reasons is that the real estate sector across Southeast Asia has enjoyed strong organic growth and the traditional way of doing things yielded good profits. This is quickly changing with rising financing costs and a cooling economic climate. There is now a strong incentive for real estate corporates and governments to invest in an improved way of delivering a better customer experience and improved productivity across the sector.”

Pauline notes the changes that are driving proptech investment in Southeast Asia.



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BUITHI THANH HUONG

VICE CHAIRWOMAN AND CEO OF SUN GROUP

**UNDERSTANDING TOURISM
FOCUSED REAL ESTATE IN VIETNAM**

“

“Compared with other countries in the region and around the world, Vietnam not only has advantages in natural resources but also in terms of its political and social stability. Moreover, in recent years, with the participation of major investors, including Sun Group, Vietnam's tourism infrastructure has seen major investment in large scale and high-class developments that have expanded opportunities for tourism. The room for Vietnam's tourism development is still very large; many fields remain open, yet to be adequately explored.”

Bui Thi Thanh Huong opens up about the potential of Vietnam's tourism sector.



WINNER

BEST INDUSTRIAL
REAL ESTATE DEVELOPER

TNI Holdings Vietnam

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experience

14 Industrial
Parks

Total scale up to
3000 ha



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KHUN PITCHAKORN MEESAK (JARN) BRIDGE ESTATE MANAGING DIRECTOR

BUILDING BRIDGES



“

“Our relentless passion and personal commitment are what distinguishes us from others. Our mission is to offer each and every client a worry-free experience by providing the fully integrated service in real estate, sell or purchase transaction and tenancy management. We strive to reach high levels of success for our clients, based on our decades of execution experiences in local and international markets.”

Khun Jarn on how Bridge Estate excels as a real estate agency.

NGUYEN HOAI NAM CEO OF ROLLING ANT

A NEW WAY TO VIEW PROPERTY



“

“The difference between our services and other digital/arch visualization is not about visuals. It is about how we stimulate the project and find ways to gamify the viewing experience. Our approach is to understand the unique selling point of a project and then create an emerging moment that captures it. Rolling Ant’s solution helps show them all perspectives at any time of the day from any angle. We cover the imagination gap for purchasers.”

Nam details Rolling Ant’s approach to the property viewing experience.

**SUNSHINE HERITAGE
MUI NE**

The
Perfect match
Bringing PHAN THIET to THE WORLD

As the first billion dollars project meets the world standard in Phan Thiet, Sunshine heritage Mui Ne is meticulously designed on each detail, which perfectly reflects the cultural specificity and preserves the natural breathtaking scenery of Hon Rom in its. Sunshine heritage Mui Ne is promised to redefine resort real estate and make Phan Thiet one of the most attractive destinations in Asia.

**DOT PROPERTY
VIETNAM
AWARDS
2021**

WINNER

**BEST BEACHFRONT RESORT
VILLA ARCHITECTURE DESIGN**
Sunshine Heritage Mui Ne

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KSFinance Hanoi is expected to become a symbol of Vietnam in the international financial market.

Scale | +52.000 m²

Total investment amounts | +600 million USD

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© Nam Thang Long Urban Area – Hanoi

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Scan the QR code to get updated on KSFinance Hanoi project



WINNER

BEST FINANCIAL HUB
ICONIC DESIGN

KSFinance Hanoi

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