

dotproperty

ISSUE 019 Jul | Aug 2017

EXQUISITE LIVING IN PHUKET

INTRODUCING BOTANICA
LUXURY VILLAS



Dot Property
Thailand/Malaysia
Awards
2017
Winners Announced



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IT'S NOW POSSIBLE IN MUCH OF
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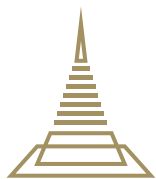
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ON THE COVER

The bespoke villas of Botanica Luxury provide the most luxurious experience in all of Phuket. You won't be surprised to learn the project was honoured as Best Luxury Villa Development Phuket at The Dot Property Thailand Awards 2017.

Dot Property Thailand Awards 2017

Best Villa Development Phuket 50
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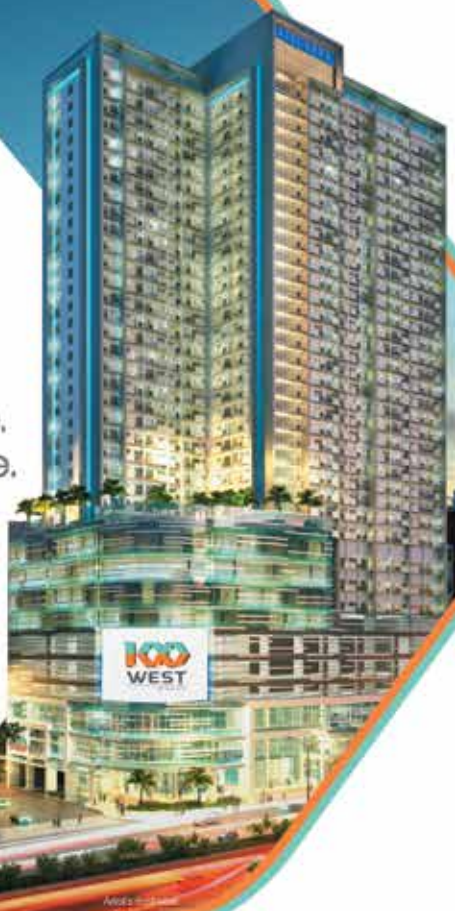
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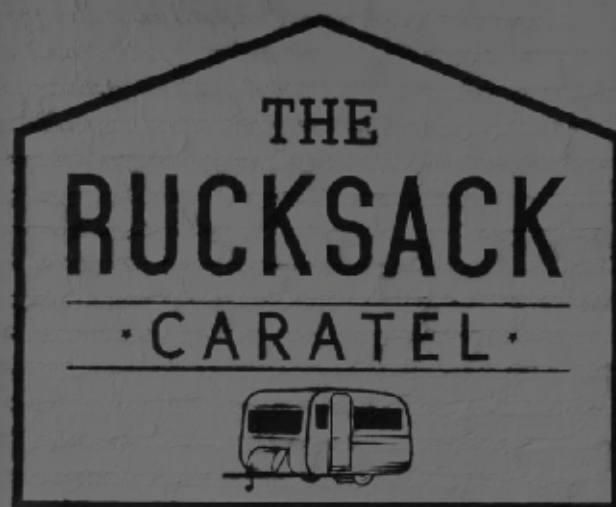
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EDITOR'S NOTE



One of the biggest challenges living in Southeast Asia is finding correct information. It seems odd that such a problem exists in the so-called “Information Age”, but getting answers to certain questions can prove to be problematic. And it’s not simply a language barrier issue.

When the local cable operator here in Thailand decided to remove HBO from their channel line up, my wife, who is Thai, struggled to find any information on what exactly was going on or the options we had available to us. We eventually decided to cut the cord, but doing so hasn’t been without its challenges.

There were some materials out there regarding cord cutting in Southeast Asia, but neither of us found anything comprehensive on the subject. The good news is that we have put together some information in this issue on cutting the cord for those who live in the region. Hopefully this answers most of your questions on the subject.

Another topic many people can’t find information on is Airbnb and namely its legal status in Southeast Asian countries. The website has become a popular tool for both homeowners and travellers in the region, but it has also come under fire from both hotels and some governments. This rhetoric has caused confusion and there isn’t really a lot of information clarifying if this is simply blustery talk or something more tangible.

Until now that is. We have an exclusive interview with Airbnb’s Country Manager for Southeast Asia, Hong Kong & Taiwan who explains how the company is working with local governments to ensure a better experience for all parties and also details what the future holds for the popular website. Additionally, we have compiled a brief guide of what you need to know about Airbnb in several ASEAN countries.

There isn’t a shortage of information on the best real estate developers and projects in Thailand and Malaysia. Winners from both The Dot Property Thailand Awards 2017 and Dot Property Malaysia Awards 2017 have been announced and you can turn to p. 48 to learn more.

If you want all of this great information delivered to your mobile device, be sure to download the Dot Property app in the Apple Store and Google Play store to have the latest issue of Dot Property Magazine delivered as soon as it is released.

One last thing to remember, you can never have too much information when it comes to buying or selling real estate in Southeast Asia. Dot Property has a network of 10 country-specific websites that feature invaluable knowledge on all things property related. If you ever need to know anything, Dot Property is your go-to source. And yes, that was a shameless plug.

Thanks for reading,
Cheyenne Hollis

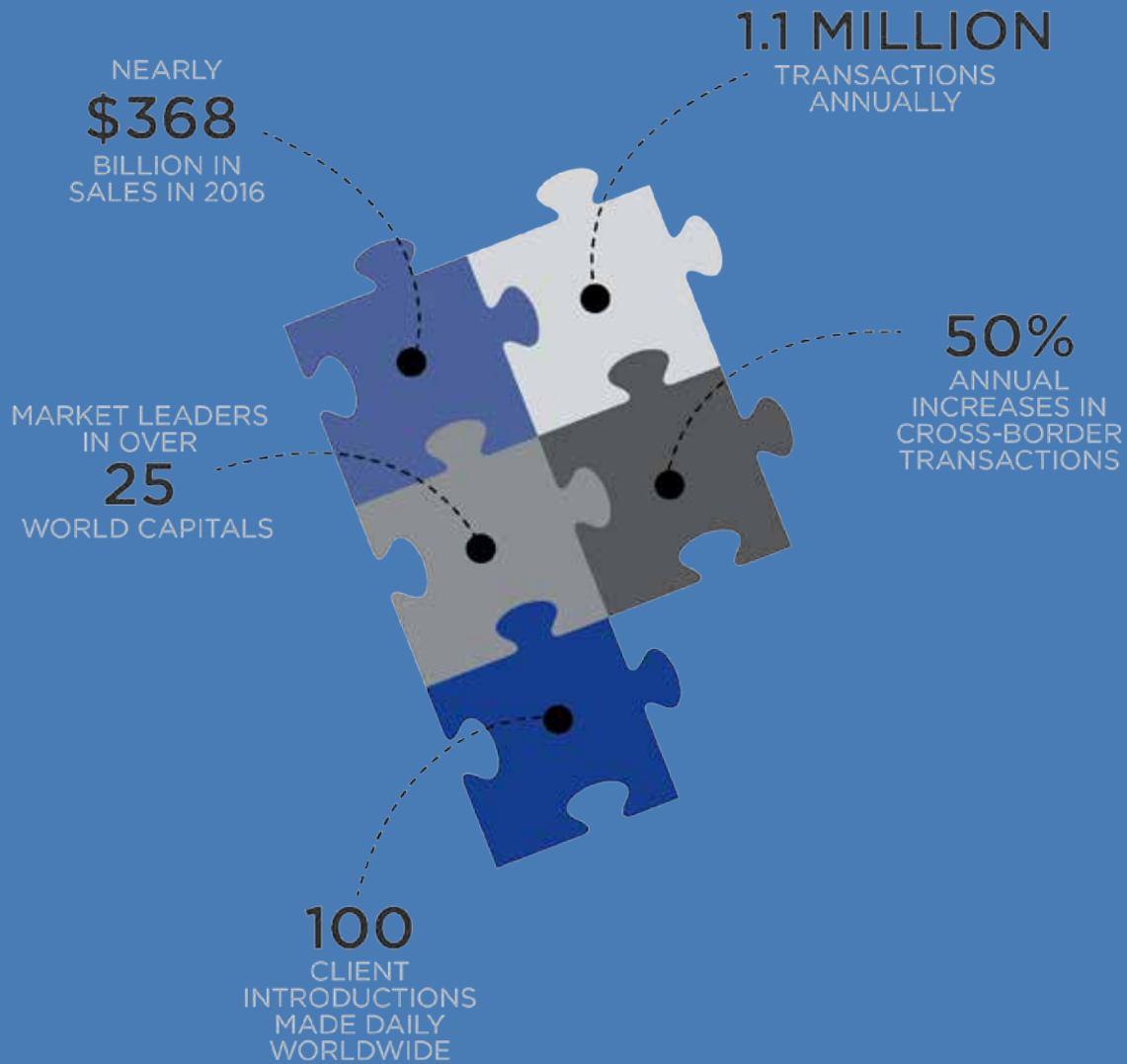
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Regional News Thailand



Singha Estate teams up with Singaporean investment firm

With so much foreign investment flowing into Thai real estate at the moment, Singha Estate decided to get in on the act. The firm has partnered with Singapore-based Trillion Global in a deal that is expected to be worth around THB 1.66 billion. The joint venture will see Trillion Global invest in the developer's condominium projects.

The first stage of the relationship between Trillion Global and Singha Estate was at The Esse Asoke where the investment outfit purchased a bulk number of units in the condominium. They have since gone on to invest in The Esse at Singha Complex. William Loke, managing director at Trillion Global, commented Thailand's reasonable property prices and potential make it an ideal market for investment.

Jamba Juice is loose in Thailand

America's favourite smoothie and juice shop has made its way to Bangkok. The popular Jamba Juice is now open in Siam Paragon serving up the same healthy concoctions found at its US outlets. There are 900 stores worldwide and the juice seller is now targeting Southeast Asia. The company currently operates stores in the Philippines as well as Thailand.



The hungry ghost returns to Phuket

The Por Tor Hungry Ghost Festival will take place in Phuket once again in August. There will be parades and a number of other festivities at the event which sees people making merit for their ancestors. During Por Tor, it is believed the gates of hell are open allowing ancestral ghosts to escape and visit their descendants who hold a feast in their honour.

"The Por Tor Festival helps to preserve the beautiful cultural traditions of Thai -Chinese local residents and pass on the practice to their younger generations. Event organisers aim to educate both Thais and foreigners about our culture and beliefs and to boost tourism for Phuket Town," Phuket City mayor Somjai Suwansupana told the Phuket News.



Meet Thailand's most trusted developers

Land & Houses, Prukha, Sansiri, Ananda and Supalai are the most trusted property brands in Thailand this year, according to a recent Chulalongkorn University survey. The five prominent homebuilders recorded brand trust of 81 percent each in the survey that polled 1,142 correspondents in Bangkok and surrounding provinces who either bought or are planning to buy their own residence.

"Customers are most concerned about what happens after they move in, but most property developers barely focus on this factor," Ake Pattaratanakun, director of the Chulalongkorn University Brand Centre, was quoted as saying by the Bangkok Post. "Homebuyers do not want to pour a large portion of their savings into a residence that has many problems."





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Ascott unveils its first mixed-use development in Thailand

Somerset's newest project in Thailand is a bit different than its previous efforts. The CapitaLand subsidiary has officially opened Somerset Ekamai, the firm's first mixed-use development in the country. The property contains 130 studio, one- and two-bedroom service residences and 81 one-, two- and three-bedroom apartments spread across three buildings as well as 51 Urban Community Rooms, single hotel rooms set in a co-working environment. There is also a restaurant and a multifunction conference centre.

Like all Somerset properties, Somerset Ekamai is designed with the comfort and convenience of home allowing guests and their families to feel at ease. The property boasts a number of features such as an automatic car parking tower, an outdoor swimming pool, a gym, gardens, a children's play area and a residents' lounge. Situated on Ekamai Road, one of Bangkok's most popular neighbourhoods, Somerset Ekamai is a short walk from the Ekamai BTS Station. Gateway Ekamai, a shopping mall can be found close by and there are numerous restaurants, cafés and bars accessible on foot.

www.somerset.com

Friends, fun and football; vets show out in Bangkok

Twenty five teams from around Asia took part in the Bangkok International Veterans Soccer 7's in June at Playmaker Fields. The tournament featured three age categories: over-35, over-45 and over-55 years old with more than 300 players, friends and family turning up. Players came from as far away as Edinburgh, London, Paris and the US to participate in the tournament, which has established itself as one of the region's most popular social and sporting events for mature-age players.



Bangkok's Siam Printing prevailed over Footy Japan from Tokyo in the over-45 division, while Bangkok Spartacus knocked off Bangkok Angels in the over-55 age group. The over-35 final was won by the host team, Playmaker, who overcame Bangkok's Japan All-Stars.

Looking to get out and play? The Australia International Veterans Soccer 7's will be held in Gold Coast on 14-15 October with several of the same teams taking part. The Saigon 7s is scheduled for 4-5 November in Ho Chi Minh City. Teams interested in any of these tournaments should contact Glen Martin at glenm@interfmcg.com



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Regional News The Philippines



Congrats to OviaLand

OviaLand continues to lead the way when it comes to affordable developments in the Philippines. One of the developer's newest projects, Terrazza de Sto. Tomas, won Best Affordable Housing Development at The Dot Property Philippines Awards 2017. Fatima Olivares-Vital (left), OviaLand, Inc. Business unit head, and Bryan Vital (left), OviaLand, Inc. finance head, recently received the award from the Dot Property Philippines team.

"We are thankful to have Terrazza de Sto. Tomas recognised as Best Affordable Housing Development at The Dot Property Philippines Awards 2017," Olivares-Vital stated. "It means the efforts of our staff have paid off and we are truly appreciative of their hard work. We are also appreciative of our clients who turn to us to find the house of their dreams."

Enjoy some rest in Tagaytay

Get away from the sweaty city and take a quick trip to Tagaytay. The second summer capital of the Philippines is a popular vacation spot not only because of its cooler climate, but also because it's just two hours away from Metro Manila. And why not make it a proper summer holiday by getting a treatment at Qiwellness Living, the region's most popular spa?

Inspired by Chinese architecture and healing practices, Qiwellness Living is a spa destination for anyone who wants to feel calm and at ease. This retreat has become the toast of Tagaytay and is busy throughout the year. It is recommended to reserve your treatment 48 hours before arrival.



Trump Tower at Century City no longer promoting the man himself

Those hoping to catch a glimpse of US president Donald Trump promoting Trump Tower at Century City will be disappointed after videos and links featuring the former reality TV star and his daughter Ivanka Trump were removed from the project's website, according to the Washington Post. The content endorsed the 56-storey tower and its upscale residences to potential buyers.

Trump did not own or invest in the development that is being constructed by Century Properties Group. The developer did pay to use the Trump brand with the president having received several million dollars in royalties between 2014 and 2016, according to Trump's financial disclosures.

Ascott looks north with newest property

Well-known serviced residences operator Ascott will soon open its first property in northern Metro Manila. Citadines Millennium Ortigas Manila will become the firm's seventh property in the Philippines and features 293 contemporary apartments of various sizes. The 32-story mixed-used project was developed in conjunction with CDC Holdings who incorporated several energy-and water-saving features into the project.



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Regional News Vietnam



Cristiano Ronaldo scores a Danang property

Cristiano Ronaldo has won another Champions League title, but that may not be the most beautiful prize the Real Madrid man collected in recent months. The Portuguese star also scored some real estate at Cocobay Towers in Danang, a development launched in 2016.

Called a 'tropical paradise' by developers Empire Group, the four-time Ballon d'Or winner adds to his already extensive property portfolio that stretches across the world and includes both residential and commercial properties. Ronaldo apparently wanted a Vietnam property as he admires the local culture, scenery and welcoming population. His most notable real estate purchase was made back in 2015 when he bought an apartment at Trump Tower in New York City for USD 18.5 million.



More good news for Vietnam's property market

Figures collected for the month of May revealed a healthy increase in the number of property transactions when compared to the previous month, according to the Vietnamese Ministry of Construction. The hike was reported in two popular investment spots in the country.

Approximately 1,200 transactions were recorded in the capital city of Hanoi during May, a rise of 14 percent from April. This takes the annual tally for the northern city to 5,400 transactions. In the southern powerhouse of Ho Chi Minh City there have been 5,870 transactions so far this year. There was a respectable 12 percent rise in May from the previous month, equalling some 1,300 property transactions.



Pizza with purpose

Everyone loves pizza and most people think peace is a good idea. Combining the two only seems natural. The owner of Pizza 4P's and some friends wanted to use the magic of pizza and the pizza oven to bring people closer together. They opened the first Pizza 4P's in 2011 and now have restaurants in Hanoi, Ho Chi Minh City and Danang. The 4P's in Pizza 4P's stands for 'for peace'.

The pizzeria uses farm-to-table ingredients and house-made cheese to create the delicious pies. BBC and Thrillist are among the notable media outlets to have featured the shop and its noble cause. With food like this, who needs war?

www.pizza4ps.com

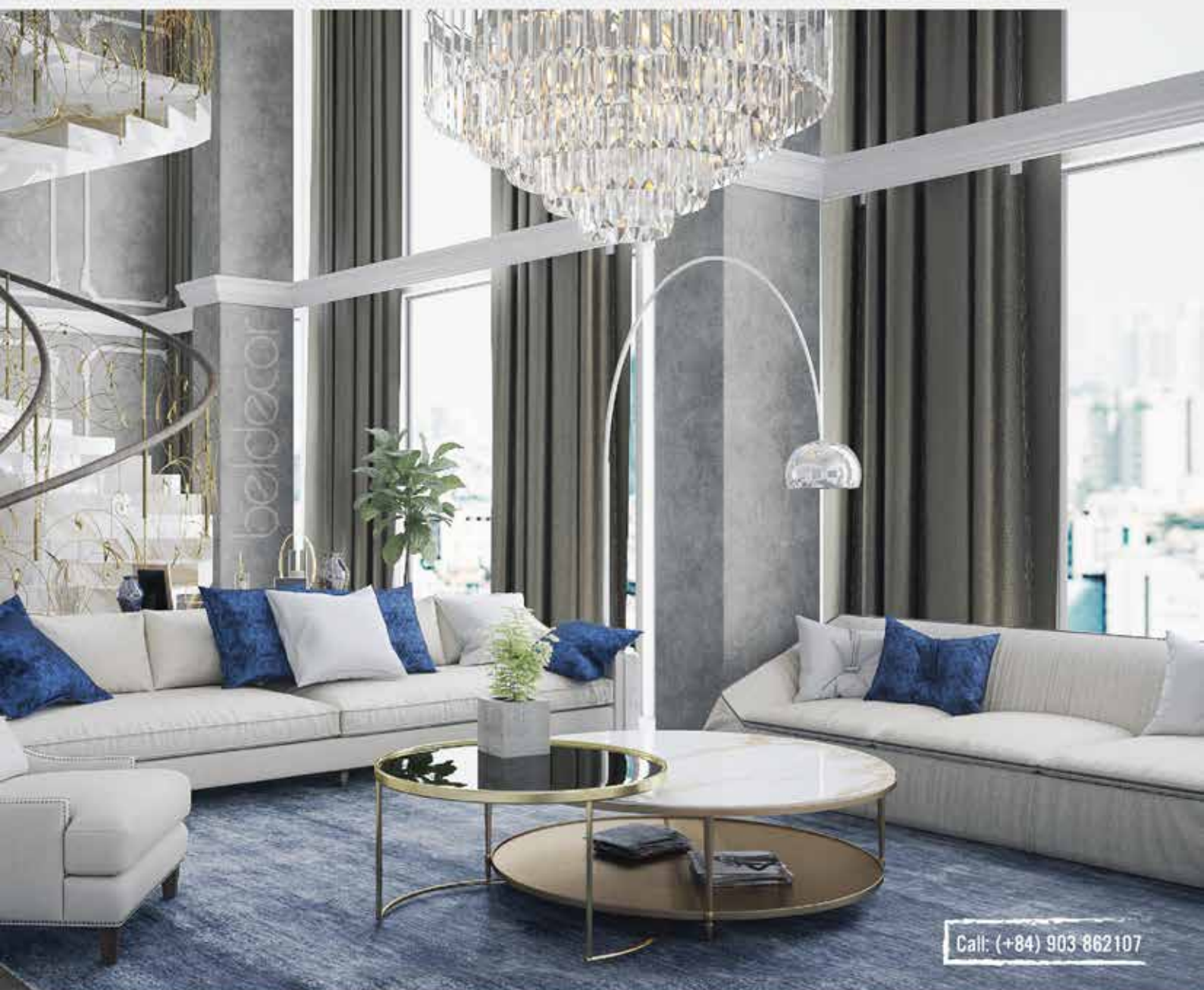
Vietnam's most famous Rolex fetches \$5 million

A Rolex owned by the last emperor of Vietnam, and considered to be one of the brand's rarest timepieces, brought in a historic USD 5 million at an auction in Switzerland. It became the most expensive Rolex wristwatch ever sold at auction, according to Bloomberg.

Bao Dai purchased the watch during Geneva peace negotiations in 1954 where he was named as Head of State for what was then known as South Vietnam. There were a total of 13 bidders vying for the watch with an unnamed buyer securing the rare Rolex. The timepiece is one of only three black-dial models with diamond hour markers known to exist.



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X2 HOI AN, VIETNAM



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X2 Hoi An has a positive energy that is evident throughout the design of the project. The architectural philosophy of the development is based on feng shui, ecology and heritage. The focus on all three is evident throughout the project. All five tenets of feng shui can be found in each villa as well as the common areas while the developer has gone to great lengths to ensure the project is environmentally friendly.

The location of X2 Hoi An allows residents to truly understand the heritage of Hoi An. It is situated along the banks of the Co Co River while Hoi An's ancient town is close by allowing those staying here to have a greater appreciation of the region and its history.

The X2 brand, pronounced cross-to, has become a leader in managing boutique resorts in Southeast Asia and owners of a villa at X2 Hoi An are extended membership in the exclusive X2 Owners Club. This innovative exchange program allows owners of any X2 property to swap holiday time with each other, on a like-for-like basis. This means they can explore new destinations and stay at any of X2's 27 resorts in Southeast Asia.

Of course, it may be difficult to pull residents away from the lush tropical surroundings and unparalleled river views of X2 Hoi An. There are also a number of features including a rejuvenating spa where guests can enjoy top-tier wellness services, a modern gym facility and an eco-friendly bar and restaurant at the resort. The project has a two-kilometre jogging track that goes around the property and a kid's area as well.

The villas themselves are magnificent and there are five different unit types available ranging from one- to four-bedrooms. Features at each villa include a private swimming pool, a large dining area and a modern kitchen as well as a layout that ensures privacy and tranquillity.

When not staying at the resort, investors will be able to enjoy strong rental yields. Not only is the X2 brand one of the most popular in all of Asia, but X2 Hoi An's unique positioning as an eco-friendly project will position it to take advantage of the growing number of eco-conscious tourists travelling to Vietnam.

X2 Hoi An has been awarded Best Villa Resort Development and Best Villa Development at The Dot Property Vietnam Awards 2017 for its intuitive design that combines feng shui and environmentally-friendly features as well as its strong branding and ownership scheme. Buying a villa here is a decision you won't regret.

Project:	X2 Hoi An
Developer:	Myviet Joint Stock Company
Product:	Residential, Condotel & Hotel
Architect:	HTA+Pizzini
Location:	Dien Duong Commune, Dien Nam New Urban, Dien Ngoc Ward, Dien Ban District, Quang Nam Province.
Launch:	August 2017
Completion:	December 2019
Total land area:	70,000sqm
Number of units:	100 units
Facilities:	Restaurant, spa, bar, kid corner, library/business centre
Email:	julia.p@ixorarealestate.com
Website:	x2hoian.com

Regional News Malaysia & Indonesia



Warning sounded after alleged Bali real estate scam

A warning to domestic and foreign investors about the presence of shady, or even illegal, companies either based in Indonesia or offering opportunities in the country was sent out by Indonesia's Financial Services Authority. These entities have been offering lucrative investment opportunities, especially in the real estate sector, but failing to deliver on their promises.

Bali Investments B.V., a real estate company based in the Netherlands, is one such firm. It offered individuals attractive returns for investment at two property development projects. It collected EUR 1.2 million from more than 30 investors but was declared bankrupt by a local court in February. The project never began and now investigators are trying to understand where the money went.

TSR Capital agrees to develop mixed-use project in Port Dickson

TSR Capital has officially agreed to develop a massive mixed-use complex situated along the Port Dickson waterfront, The Star Online reported. The project will consist of residential, resorts and hotels plus commercial and corporate buildings. No timetable has been set for completion as of yet.



In a related deal, TSR Capital announced a joint venture agreement with Globe Venture Holdings to develop a water chalet resort that will be built at the same site. Port Dickson is a growing seaside tourist hub in Malaysia. The city is a 90-minute drive from Kuala Lumpur.



Melbourne's favourite coffee now in Jakarta

Melbourne is known for its coffee shop culture which is currently leading the way Down Under. And now one of the city's trendiest coffee shops has made its way north to Jakarta. Highly regarded for its specialty coffee, St. Ali uses the best Colombian and Brazilian beans. If you are feeling peckish then there is a choice of breakfast specials and snacks to tuck into including quinoa pudding and truffle fries.

Being the only international St. Ali in the world makes it a good enough reason to check out this contemporary café, but it also has a cool vibe that separates it from other coffee shops. The opening of St. Ali is another sign that Jakarta's budding café scene is taking off and could soon rival Bangkok or Ho Chi Minh City.

Digital nomads love Penang

Penang has made the headlines once again, but for a reason other than protecting the popular historical buildings found in the capital city of George Town. The northeastern state has become a hub for innovation and start-ups, according to real estate firm JLL.

In addition to its historical charm, the government has been keen to support new initiatives that cater to start-ups. In fact, these efforts have paid dividends as Penang is now home to award-winning companies such as infographic design app developer Piktochart.





Global real estate buyers eye opportunity to invest in the next Shenzhen

No one knew much about Shenzhen when it was tabbed as the first Special Economic Zone of China in 1980. Located directly across the border from Hong Kong, the city has witnessed one of the most rapid urban expansions in history, transforming from a sleepy fishing village into the Silicon Valley of China.

As many of mainland China's leading firms, including WeChat inventor Tencent, smartphone powerhouse Huawei and insurance company Ping An, moved into Shenzhen, so too did millions of employees. More than 90 percent of the city's residents are non-local, Bryan Chan, director of Advisory Services for South China at Colliers International, told the South China Morning Post.

Real estate prices in the city are now some of the highest in the world because of this. According to research from JLL's South China office, home prices in Shenzhen between the start of 2015 and August 2016 rose 76 percent and continue to trend upward.

Just north of Singapore in Malaysia sits Iskandar, a place many experts

have dubbed the next Shenzhen. The similarities are countless. Both are special economic zones linked to a nearby metropolis. More importantly, both feature strong joint-government efforts. Hong Kong's economic integration with Shenzhen contributed to the latter's success while the governments of Singapore and Malaysia are working together to ensure Iskandar benefits everyone.

And while many real estate investors regret missing out on Shenzhen before the boom, residential property in Iskandar is still affordable and available. Investors from the UK, Japan and China have all been active in the region, however, leading developer Astaka Holdings has noticed an uptick of interest from Southeast Asia.

These investors want to diversify their real estate portfolios, but the options are limited. They end up choosing domestic real estate investments, which is a risky strategy, or look to places like London or Melbourne that offer stable returns, but little room for growth. Opportunities such

as Iskandar provides Asian real estate investors the opportunity to diversify their portfolio while investing in a region expected to see significant price growth in the coming years.

Projects such as The Astaka @ One Bukit Senyum mixed-use development are attractive to international investors for a multitude of reasons. Located in Johor Bahru's new central business district, the project will have two luxury residential towers, a 5-star hotel, a grade A office tower and an upscale shopping mall. The Astaka will also feature Southeast Asia's tallest residential towers when completed.

Ishmael Ho, chief executive of Ho Chin Soon Research, explains to The News Straits Times that prices for residential and commercial properties in Iskandar's Flagship A zone, where The Astaka @ One Bukit Senyum is located, are expected to increase significantly during the next ten years. With a weak Ringgit and low prices, it is advantageous for investors to acquire a property now or face missing out on what will be the next Shenzhen.

Regional News



Phnom Penh looks towards the sky for traffic solution

Traffic in Phnom Penh has been getting progressively worse during the past few years with residents clamouring for a public transportation system to be built. Japan International Cooperation Agency (JICA) heard those pleas and will conduct a feasibility study for a USD 800 million skytrain that would run through the Cambodian capital, the Phnom Penh Post reported.

Work on the study for the skytrain will start in August and the firm intends on submitting its findings to the Cambodian government for review once completed. The expected setup of the system will likely be similar to that of the skytrain in Bangkok.

"The objective of the project is to construct an urban railway in Phnom Penh in order to address the increasing traffic demands, hereby contributing to mitigating traffic congestion in the capital," Chin Kimheang, program officer at the Public Relations & Training Affairs Section for JICA Cambodia, told the newspaper.

Need a breath of fresh air? Go to Brunei

While clean air is a bit of a rarity in many Southeast Asian metropolises, Brunei Darussalam has no such concern. According to the Global Health Observatory 2017 report released by the World Health Organization (WHO), the Sultanate has the third cleanest air in the world bested by only the Solomon Island and New Zealand. Brunei has a pollution level that is well below the WHO's ceiling for acceptable outdoor air quality and the breathability is far better when compared to other countries in the region.

Hilton Garden Inn opens in Singapore

Hilton Garden Inn has opened its first property in Singapore as the company continues to eye expansion in the Asia Pacific region. The upscale, mid-price range Hilton offshoot officially welcomed guests to the Hilton Garden Inn Singapore Serangoon last month.

"Hilton Garden Inn Singapore Serangoon is located in Singapore's Little India district – one of the most vibrant and well-connected areas of the iconic Garden City," John Greenleaf, Global Head of Hilton Garden Inn said in a press release. "With the brand's globally recognised service-driven culture, bolstered by its high standards of comfort, safety, cleanliness and flexibility, we are confident in our ability to provide guests with exceptional experiences."

Situated just off Serangoon Road, the Hilton Garden Inn Singapore Serangoon is a 400-metre walk from the Little India MRT station and is close to shopping, dining and entertainment options.



Singapore price record no match for Chinese buyers

Mainland developers Logan Property and the Nanshan Group joined forces to offer SGD 1 billion for a residential plot in Singapore, The Street reported. The bid was the most money ever offered for a development site in Singapore and set the per square foot price record as well.

The Chinese joint bid beat out several offers from domestic firms who all wanted a chance to acquire the land, which is close to the Queenstown MRT stop. The price record in Singapore had stood for 20 years before the recent bid from the mainland outfits.

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Plaza Hotel finds a prince to possibly save it

The ritzy Plaza Hotel in Manhattan has a long and storied history. It was featured in numerous movies, including *The Great Gatsby* and *Home Alone 2*, but has fallen on hard times recently after the Plaza's current landlord, Subrata Roy, found himself jailed in his home country of India for allegedly scamming investors out of billions of dollars. Royalty could soon be stepping in to reverse the hotel's flagging fortunes.

Saudi Prince Al-Waleed Bin Talal has partnered with Ashkenazy Acquisition to launch a bid that would see it take control of the Fifth Avenue property that is adjacent to Central Park, according to the New York Post. The hotel has fallen into disrepair with the Oak Room and Oak Bar, an on-site restaurant and watering hole once frequented by a who's who of celebrities, having closed under Roy's watch. The new owners would reopen the entire Plaza Hotel while also springing for an upgrade of the rooms.

US real estate agents see success using Snapchat

Snapchat isn't strictly for teenagers sending photos with weird graphics anymore. Real estate agents in the US have been finding success using the app which boasts more than 100 million active users. Virtual tours, geographic-based targeting and a more authentic feeling are a few of the benefits agents enjoy when using Snapchat.

"I use Snapchat to tell stories and educate people about real estate and smart home technology, as well as to highlight specific homes for sale in the Salt Lake City area," Dustin Brohm told Realty Biz News. "Even more valuable than snapping your listings, Snapchat shows me to be authentic, unrehearsed and real. These days, people are turned off by the polished, rehearsed salesman giving a sales pitch on why they're the best realtor for the job. They want to work with someone authentic and real, but who has also given them value and educated them."



Japan's shrines become luxury properties

In an attempt to find a way out of troubling financial situations, many Japanese shrines are turning to luxury real estate. Temples and shrines happen to occupy some of the best buildable spaces in Japan, especially in cities like Osaka, Kyoto and Tokyo, which are strapped for land.

On the surface, it's a win-win scenario. New upscale housing and hotel developments are built while some of Japan's 180,000 temples and shrines are able to alleviate the deep financial trouble they find themselves in. "They need side businesses to make ends meet," Yoshihide Sakurai, a professor of

sociology of religion at Hokkaido University, said to The Japan Times.

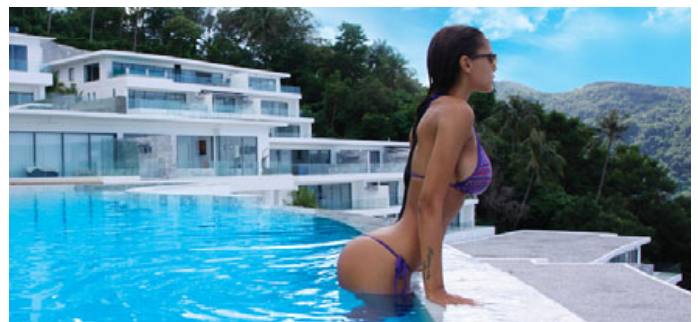
However, the move hasn't been well received by everyone. When land at the Unesco World Heritage Site of Shimogamo Shrine was flattened to make way for a luxury apartment complex, neighbours became upset. Even some parishioners at the shrine were unhappy, but the project, and similar ones like it throughout Japan, continue to move ahead.

THE VIEW

Luxury Condominium | Kata | Phuket



TAKE A DEEP BREATH



Prime location | panoramic sea view | private pools | luxurious two-, three- and four-bedroom suites

Location

The View is conveniently located overlooking the beaches of Kata, Kata Noi and Karon on the prestigious western sunset-soaked coastline of Phuket, only about 800m away from Kata Beach, home to high-quality restaurants, coffee shops, spas and banks. The area has a pace of life generally considered to be quiet and relaxed and for those searching for livelier nightlife or shopping, it's good to know that Patong is just a 12-minute drive north and is buzzing most days (and nights) of the year. Chalong Pier, the departure point for Phuket's many nearby islands, is a five-minute drive away.

Concept & architectural style

The View's low-density, low-rise architectural style is in a modern tropical contemporary design with a strong and deliberate emphasis employed to maximize the views, whilst at the same time protecting personal privacy. Careful selection of appropriate materials has helped ensure the practicality and durability of the construction without compromising the aesthetical or functional delivery of the units.

Each block is bright white, allowing excellent natural light, due to the generously proportioned windows and doors, while the cleverly arranged tiers of units and blocks represent the graceful curve of a wave and its continual movement. Facilities include a wellness centre with spa, a fitness gym and sauna, as well as a restaurant and two swimming pools

Options

We offer a wide range of high-quality sea view choices, ranging in size from our generous one-bedroom units at 116sqm to our opulent 674sqm six-bedroom penthouse. Our highly competitive pricing for these condominium units provides you with a chance to invest in high-quality real estate and to secure value for money in Phuket. The units are designed to achieve both significant rental returns and capital growth.

Strength-based development team

Our team is a strength-based structure with each member regarded as a top-tier specialist within their respective functions. DCM, our contractors, has successfully completed a number of high-quality developments that are regularly used as the benchmark of development quality in both Phuket and all around Thailand. Carefully selected consultants, each with key local and international technical knowledge, augment the core team to ensure an excellent finished product.

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Ayala Land Premier and 62 Ongpin Manila Realty

sign up for exciting
Shanghai property show

China is dominating real estate markets worldwide. According to real estate consultancy CBRE, Chinese investors bought USD 16.1 billion in overseas real estate during the first half of the year.

That's twice the amount of what they invested in the same period last year. Real estate experts forecast that 60 percent of high net worth individuals from China are going to buy property abroad in the next three years.

Chinese investors are looking for quality projects in new and exciting areas. They want investments located in prime locations, like tourist destinations, that can provide a good return on investment after a few years and possibly serve as a holiday home as well.

Several of the Philippines' best developers will be taking advantage of this interest by presenting their developments at The Dot Property Show Shanghai. Scheduled for September 14 to 17 at Super Brand mall in Shanghai, The Dot Property Show Shanghai will

showcase top developers and projects to the most influential market in Asia today. The event promises to be a stress-free opportunity for developers and real estate buyers to come together.

Exciting Filipino projects to be on display

The Philippines' very own Ayala Land Premier will be showcasing three breakout projects: Arbor Lanes, a scenic condominium development located at the heart of Taguig City; The Alcoves, a condominium project that towers over the highly urbanised Cebu Business Park; and Anvaya Cove, a seaside residential community set against the waters of Subic Bay and the mountains of the Bataan range.

Meanwhile, 62 Ongpin Manila Realty will present a truly exciting project, Omni Gardens. This residential development will soon rise up in the centre of Manila. The 41-storey tower has been designed by WTA Architecture and Design Studio,

one of the Philippines' most prominent architectural firms.

About The Dot Property Show Shanghai

Located in Central Pudong and surrounded by the most important financial district in the city, Super Brand mall is the number one shopping destination in Shanghai with 30 million visitors stopping by annually.

The venue gives shoppers from China a rare chance to see the projects from Ayala Land Premier, 62 Ongpin Manila Realty and other developers from Southeast Asia in person and speak to the developers directly. There will also be Chinese agents on hand to make sure the buying process is a smooth one along with plenty of entertainment.

**For more information about
The Dot Property Show Shanghai**
contact events@dot-expo.com
or visit www.dot-expo.com



Sena partners with Japan's Hankyu Realty

to bring home innovations to Thailand

Like any good partnership, Sena Development and Japanese property firm Hankyu Realty spent time getting to know each other before agreeing to a deal. During this introductory period, the two developers realised they shared similar business philosophies and could benefit from working with each other.

Sena and Hankyu Realty finalised a joint venture agreement to launch two condominium projects worth a combined THB 7 billion this year. The first project is Niche Mono Sukhumvit Bearing station and the second is Niche Pride Taopoon Interchange.

"It's an honour to work with Hankyu Realty as they are a prestigious company with a strong reputation and over a hundred years of experience in Japanese real estate. We currently have two projects together and we will look to expand that in the future if the market conditions are good," Kessara Thanyalakpark, Sena Deputy Chief Executive Officer, said.

For both Sena and Hankyu Realty, it was important to find a partner who they could work with at all levels, sharing knowledge and experience to create the best possible projects.

"We have found a good partner in Hankyu Realty. They are one that shares a similar philosophy to us when it comes to business. Working together will see our two companies become more

aligned allowing us to find better ways to serve consumers," Kessara added. "It is the customer who benefits the most from our combined experience, ideas and teams."

One of the most exciting aspects of the partnership will be the implementation of Hankyu Realty's GEO FIT innovations, which will bring several cutting-edge products to the two condominiums the joint venture will launch.

GEO FIT is a process which starts by collecting residents' opinions and suggestions on how to improve everyday life comfort, convenience,

safety and best use of space. The ideas are then developed into product prototypes, tested by the residents and customers in the GEO FIT Lab and eventually installed to serve the residents.

"There are three main benefits we have gained from applying GEO FIT. The first one is functionality. Together we can create spaces that have improved functionality and utilise the knowledge Hankyu has in this area," Kessara explained. "The second benefit is innovation. Japan is well known for being a leader in this category and we will be able to take some of Hankyu Realty's innovations and adapt them to our projects. Finally, design will be another benefit. We can come up with designs that fit with the lifestyle of our customers."

For the Osaka-based Hankyu Realty, the agreement with Sena allows the firm to continue expanding its reach in Southeast Asia.

"Our main motivation with this agreement is to expand our presence. Japan is an aging society and the Kansai region where Hankyu Realty is based will likely see the population shrink. That is why we have been looking at opportunities outside of Osaka, both in Tokyo and Southeast Asia," Ryuichi Morotomi, President and CEO of Hankyu Realty, said.



Cutting the cord makes its way to Southeast Asia

Cheyenne Hollis



At the start of the year, there was a major kerfuffle in Thailand when True Visions, the country's largest cable operator, suddenly yanked its HBO channels from the air and replaced them with a hodgepodge of new offerings most customers felt to be inferior.

Some customers decided to cut the cord and switched streaming services such as Netflix to watch their favourite TV shows and movies.

While cutting the cord has long been popular in the US and Europe for a while now, it has only recently gained traction in Southeast Asia. Part that is due to slower internet speeds or frustrating connections in some countries such as Vietnam and Thailand.

The second issue was a lack of options. Netflix didn't have a presence in Southeast Asia until 2016 while iFlix, a regional competitor, got started in 2014 offering streaming services in Malaysia before expanding to more countries in the region during the past three years.

iFlix has been a hit in particular thanks to modifications with its app that helps it cope with slower internet connections. While the costs of streaming services

vary, subscribing to them still provides a cheaper alternative to cable which costs USD 20 or more in most Southeast Asian countries. That being said, cable is still far more reliable in terms of picture quality and diversity of content, two major factors to consider before making the switch.

The dark side of IPTV

There are plenty of legal services offering streaming services, also known as IPTV, but quite a few illegal services can be found out there too. You may have even seen flyers for some of these at condominium buildings in Thailand, Vietnam and Indonesia where expats are known to live.

These IPTV companies traditionally sell black boxes that can be hooked up to your TV and connect to the internet. Some claim to have live English Premier League football while others boast the same channels you would find in the US. However, nearly all of these services are streaming this content illegally.

Bangkok police conducted a series of raids to crackdown on these illegal IPTV operators in May of this year. Two UK men were eventually arrested for

allegedly providing pirated broadcasts of Premier League football in Southeast Asia, according to BBC reports. While no end users were taken into custody, they ended up with a useless box since service was disconnected.

Even if you ignore the legal ramifications of using these IPTV boxes, there are plenty of other issues to consider. For starters, picture quality can vary wildly and channels often come and go since the provider is basically trying to stay one step ahead of the TV provider they're leaching off.

Many of the outfits running these operations are also of the fly-by-night variety meaning your service could vanish at any moment.

To cut or not to cut

The decision to cut the cord is now a viable option in Southeast Asia. As long as you have a stable internet connection and know what you want to watch, you can find the services to match these needs.

On the other hand, if you are a channel surfer or value specific content, like European football, you might not want to cut the cord just yet.

No cable? No problem.

Watch TV with these apps

For people living in Southeast Asia, cutting the cord is no longer a pipe dream. With so much legal content and apps floating around, you just might find yourself able to ditch cable for cheaper alternatives. Here are some of the most popular content streaming services available in Southeast Asia.

Netflix



The popular streaming service is available just about everywhere in the world, but its content library is not as robust in Southeast Asia as it is in America. It does have the familiar Netflix interface and is available on just about every device imaginable. This is a solid choice for digital nomads or people who tend to move around. *Prices start at est. USD 6 per month.*

iFlix



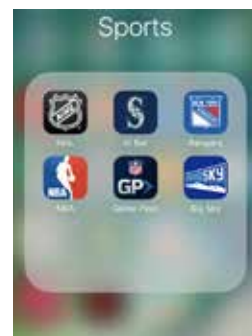
This popular regional start-up, founded and based in Kuala Lumpur, has grown rapidly since launching in 2014. The ability to download shows and local language capabilities has made it the most popular content streaming provider in Southeast Asia. The service is not available in Singapore or Cambodia. *Prices start at est. USD 3 per month.*

HOOQ

Only available in Indonesia, the Philippines, Singapore and Thailand, HOOQ claims to offer 35,000 hours of content with everything from Hollywood to Bollywood covered. *Prices start at est. USD 4 per month with weekly and movie rental options available in select markets.*

American Sports

All of the major US sports have dedicated streaming apps where users can watch matches live or on demand. All of these apps are available on a wide-range of devices and offer broadcasts in HD quality. The only downside is that you have to invest in a single sport and aren't able to enjoy a selection of different ones without paying for multiple packages. *Prices start at USD 100+ per season for each sport.*



RugbyPass

The ultimate app for rugby lovers, RugbyPass is available throughout Southeast Asia and has just about every league or competition you could want including Super Rugby and the NRL. The app itself is reliable with great picture quality and Chromecast compatibly. *Price is USD 19.99 per month with weekly and yearly packages available.*

News



Unfortunately, there isn't much in the way of online news that can be streamed live. CNN, Fox News, BBC and Al Jazeera all have video new stories and other clips from

their programmes up on their respective websites and apps, but rarely show anything live. News agency Reuters and its Reuters TV app is the closest thing to having live news at your fingertips. It is updated with news stories 24-hours a day. You can also create customised news broadcasts which can be downloaded and saved for offline usage.

Live... Play... Invest Dalat



Situated 1,500 metres above sea level, Dalat is one of the more unique destinations in Southeast Asia. Unlike the tropical climate elsewhere in the region, the city is cool with spring-like weather all year round. Dalat has a rich history as well with French colonial-style buildings found throughout the city. It is increasingly popular with domestic and foreign tourists while retirees are settling down here in greater numbers. Regardless of if you want a place to live or are simply looking for a solid investment off the beaten path, Dalat is worth considering.

Live

The French influence can be found throughout Dalat in the charming villas and chalets that have been built. One of the most notable projects is La Vallee de Dalat by Dai Phuc Development, winner of Best Developer Dalat at The Dot Property Vietnam Awards 2017. The project overlooks a lush valley and rolling mountains, on the cliff of a hillside next to Bao Dai Palace II. This hillside location allowed the developer to design villas that feature breathtaking views that can be enjoyed from the spacious terraces or verandas on each level of every villa.

Play

If you like the outdoors, then Dalat is the place for you. Cyclists and joggers will enjoy the rolling hills with pleasant scenery. Meanwhile golfers can hit the links at one of the three golf courses in the region. The highlight is Dalat Palace Golf Club which traces its roots back to the 1920s. Hiking, kayaking and horseback riding are just a few of the other outdoor activities that can be found in Dalat.

Invest

Investing in Dalat is possible, but there aren't a ton of opportunities available for foreign buyers. La Vallee de Dalat is one of only 12 projects in Lam Dong Province approved for sale to foreign buyers. Even with the limited choices, there is reason to buy now. Land prices in Dalat are going up quickly as there aren't many plots left. Experts are predicting substantial escalation in land and property values in the years to come making a villa an excellent long-term investment. With increasing tourist numbers, it's possible to rent property, especially villas, on the short-term market for those more interested in short-term investment.

Final Thoughts

Dalat provides a respite from the heat and humidity found throughout Southeast Asia and is truly unlike anywhere else in the region. It looks as if the city will continue to grow in popularity and with only a limited amount of land left, there won't be many new projects launched in the future. While investing in Vietnamese real estate can be complicated, La Vallee de Dalat makes the process easy. Not only will you be buying into an award winning project, but you can be sure of earning a solid return on investment both in the short and long term.

La Vallee de Dalat

Vietnam's most exclusive project
From Dalat's Best Developer



ONLY
7 VILLAS
AVAILABLE

Transport yourself to a bygone era with the elegant craftsmanship and romantic design of the French colonial style homes found only at La Vallee de Dalat from Dai Phuc Development.

2-story villas starting from \$950,000
3-story villas starting from \$1.45 million

La Vallee de Dalat is majestically situated a mile above sea level with each of 7 completed villas cleverly nestled into a hillside overlooking a lush valley and rolling pine-covered mountains. The development is the only private guarded compound in Dalat and is a mere 5 minutes from the storied Dalat Palace Golf Club and adjacent to Bao Dai's Summer Palace II.

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BEST TOWNSHIP DEVELOPMENT THANG LONG HOME HUNG PHÚ LAUNCHES IN STYLES

The official launch of Thang Long Home - Hung Phú at the Gem Center in Ho Chi Minh City's District 1 was quite a spectacular affair. In addition to receiving the award for Best Township Development from The Dot Property Vietnam Awards 2017, developer Thang Long Real Group pulled out all the stops to launch its impressive new project.

Investors and potential buyers were treated to a show with musical performances and a choreographed opening number inspired by La La Land. There was also a lucky draw where three scooters and several Samsung Smart TVs were handed out to those in attendance.

Thang Long Home - Hung Phú won Best Township Development at The Dot Property Vietnam Awards 2017

for a number of reasons and Dot Property Magazine Editor in Chief Cheyenne Hollis was able to present Vo Van Anh Tuan, Deputy Managing Director of Hung Phu Invest, with the award.

"Thang Long Home - Hung Phú is the winner of Best Township Development because it is a world-class development that people can be proud to call home. The township doesn't meet expectations, it surpasses them," Hollis explained. "On behalf of Dot Property Vietnam, Dot Property Magazine and The Dot Property Vietnam Awards, I would like to congratulate Thang Long Real Group for developing such an outstanding township that is truly worthy of being called the best."



What to do when selling a luxury home in the Philippines

Pat Bation

Selling a property is hard. But selling a luxury property is even harder. Upscale units often come with a steep price tag and we all know that expensive things can be harder to sell, especially in the Philippines where people don't want to spend their hard earned money frivolously. Buyers here, both Filipino and foreigners, are smart and study the market. If you want to sell a luxury home in the Philippines, follow these tips to help land the right buyer.

Present the luxurious lifestyle

When buying a home, prospective buyers want to imagine themselves living in the property. Make sure the opulent lifestyle, dream location and luxurious amenities of the property are being shown through your various marketing strategies. Include any upscale facilities or exclusive privileges residents will receive in your listings.

Also, focus on the location of the property. Certain areas, like Makati and Taguig, promise a lifestyle that buyers would want to know about. Location also adds property value to the house that you're selling, making it easier for you to increase the price.

Level up the appeal

First impressions are everything when selling a house. To make a great sale, do not forget to improve the appeal of the property, both inside and out. Homebuyers expect to be wowed by a

luxurious property from the first moment they see it. Invest in some nice accessories to give the property you're selling the "wow" factor a luxury home should have.

Take professional photos

Marketing via social media is all about appearance. Don't post grainy, amateur photos of the property online. Send a professional photographer to snap some great photos of the house. Ask a stylist to design the interior of the house so that future homebuyers can experience living in the property through the photo. A picture may be worth a thousand words and thousands of dollars when selling an upscale home.

Find the right marketing platform

Marketing and advertising a luxury home is a whole different ballgame. Luxury properties must exude opulence and exclusivity – something that cannot be found in other properties. These characteristics should be shown throughout your marketing strategies. Pick the right social media platform to show off the property to a targeted audience. Facebook can help you reach older generations like baby boomers while Instagram can hook you up with younger buyers. Posting on a property portal, like Dot Property Philippines, can help you garner more interest in your upscale property since people going to the site are actively looking to buy a home.

WHAT'S GOING ON WITH YANGON'S REAL ESTATE MARKET?

Cheyenne Hollis



There was a time when Myanmar was seen as the next big thing in real estate investment. Both international and regional firms lined up to enter the market with Yangon, the country's economic hub, poised to benefit the most. Confusing taxes and foreign ownership regulations along with political crisis has tempered expectations even if some believe things will soon get better.

"There was a very bullish market from 2011 as the economy opened up and investment came in, but residential property has quieted down quite a lot in the past 18 months," Cyrus Pun, executive director at local property developer Yoma Holdings, said in an interview with Bloomberg.

In a bid to reserve the fortunes of Myanmar's sluggish real estate market,

the government rolled out a new law in 2016 that allowed for 40 percent foreign ownership of a development. However, the legislation did not include how a project would qualify under the scheme and the benefits of it have yet to be realised.

While there is a belief among Pun and other experts that the rules allowing foreigners to buy property will be clarified, and as soon as this year, there are still other issues facing the market. Colliers International Myanmar predicted sales in the short to medium term won't benefit from this based on current market conditions.

"Current condominium selling prices in Yangon are still very much higher than anywhere else in Southeast Asia – making it a risky investment in the short

run," Colliers International Myanmar analyst Joshua De Las Alas noted.

Others hold out hope

Despite concern in some corners, Singapore-based Oxley Holdings has decided now is the time to forge ahead with plans to develop a luxury condominium with its local partner Mottama Development Group.

The pair launched Min Residences, a USD 250 million condominium that will have all the luxurious bells and whistles you would expect. The project's biggest claim to fame is that it will be the first property in Myanmar to contain more than 60 fitness, wellness and recreational facilities. And while others are more skittish about the Yangon market, Oxley Holdings sees sunnier days ahead.

“We are confident that the property market will see an upswing after the market re-adjustment period that we just recently underwent,” Ching Chiat Kwong, executive chairman and CEO of Oxley Holdings, stated. “The demand for higher levels of living is very strong in Myanmar as it races to catch up with the neighbouring countries.”

Serge Pun, executive chairman of the SPA Group of Companies, is equally as optimistic about Yangon even if the market hasn’t been growing as expected.

“I don’t think that the slow growth of the real estate business is a bad situation, because over the past 24 months, the market was slow but the prices were stable,” Pun explained to the Myanmar Times. “But five years ago, the real estate market, especially in Yangon, the price of lands and apartments or condos were surging extremely rapidly that we can call it a critical condition. So, now, the government has adjusted the market and this situation is no longer as worrying.”

Building starts and stops

It’s not just the developers who are struggling to make sense of the market.

There are a number of unfinished high-rises scattered throughout Yangon. Several neighbourhoods contain multiple-tower projects that have been started and are waiting to be finished.

Sources tell the Nikkei Asian Review, construction has been suspended on several of these projects with government revoking building permits. A total of 200 projects saw their permits taken away after the government re-examined the legality of development procedures in 2016.

Some construction has resumed while the foundation of other projects sit neglected waiting to find out what’s next. This uncertainty hasn’t stopped firms like Oxley Holdings from entering the market, but there are plenty of foreign developers as well as individual buyers on the sidelines waiting to see how the situation in Yangon plays out.

More mixed signals

In May, Success Property Consultant held a sales event for several of the Yangon projects it represents including Golden City, Kanbae Tower and River Front Garden. The firm reported strong

sales and hailed the event as a success. Additionally, Yoma has reported some residential projects could bring in rental yields of 8 to 12 percent in the coming years, making them an attractive investment.

On the other hand, the number of luxury condominium units in Yangon has increased from 1,000 in 2011 to nearly 6,000 at the moment with some real estate analysts warning of a glut. The closing rate for new units has dipped drastically in the past four years and now sits at 50 percent, down from 80 percent recorded in 2013.

There is no denying the Yangon real estate market has equal amounts of opportunity and disaster right now. Given the secretive nature of Myanmar, which partially remains even now, and the political uncertainty facing the country, it is hard to get a read on the real estate market.





Ho Chi Minh City real estate looks good if you have the right help

Things are looking good for the property market in Ho Chi Minh City. The government has restored investors' confidence and there is better oversight protecting the entire market to ensure things stay on the right track. Of course, if you are looking at buying or renting real estate in the city, it is important to work with a partner you can trust.

UniHomes knows the Ho Chi Minh City real estate market inside and out. With more than ten years in business, they have experience in handling management, brokerage, leasing and marketing of real estate in Ho Chi Minh City.

In 2015, developers moved 24,000 units in the city and another 16,800 units were sold in the first half of 2016, research from JLL shows.

This impressive total is 250 percent higher than the sales rate from 2011 to 2014. There are two main reasons for this incredible turnaround.

Vietnam's booming economy is the first reason behind the increase in sales. Ho Chi Minh City, the country's commercial capital, has benefited immensely from

this with the effects trickling down to the real estate market. The manufacturing sector has led the way as a number of companies have moved operations from China to Vietnam in an attempt to save money.

Even with the impressive growth of both the economy and real estate market, buyers and sellers can find navigating the city's real estate market to be tricky. That is why it is important to partner with a firm who has a proven track record working with both clients and developers.

UniHomes has those valuable relationships. It works with Vietnam's best developers as well as several international firms including:

MIK Group
CapitaLand
Vsip-Sembcorp Gateway
N.H.O.
Mapletree Investment

This broad range of experience in the industry allows UniHomes to truly understand the needs of its clients and provide the best possible service. Whatever is required, the skilled staff at UniHomes is able to assist and advise



to ensure the best possible outcome for everyone it works with.

Additionally, it has solidified its reputation by distributing some of Ho Chi Minh City's most notable projects including: The Krista, Kris Vue, Sun Tower, Sunview Town, Dat Gia, River Park, Park Riverside, Villa Park, Richland Residence, The Habitat and Gateway Thao Dien.

Whatever clients need, UniHomes will make it happen. That is why they have won Best Real Estate Agency Ho Chi Minh City at the Dot Property Vietnam Awards 2017.

For more information:

www.unihomes.vn

+84 28 6298 9898 / +84 9 1230 8839

Interested in moving or investing in Hanoi real estate?

Find the right partner



While Ho Chi Minh gets most of the attention when it comes to Vietnamese real estate, Hanoi is a location that is just as exciting these days. Several high-profile projects are springing up through the city and sales have trended upwards in the past few years.

When it comes to buying or investing in Hanoi real estate, it is necessary to work with a real estate agency that has built up strategic relationships with the region's leading developers and companies. Phu Quy Land is a pioneer when it comes to marketing and distributing real estate in Hanoi.

All sectors of Hanoi's real estate market are performing reasonably well at the moment. In the high-end segment, more than 30 percent of the market in Hanoi has consisted of luxury properties. This trend will likely continue for the foreseeable future as there has been a surge of interest in the Tay Ho and Ba Dinh districts.

The apartment market has seen significant supply launched which is giving investors more choices. Growth isn't limited to launches. Apartment sales were up by 16 percent in the first quarter of 2017 when compared to the same period last year. The affordable housing sector also looks solid with demand in the districts of Ha Dong, Hoang Mai, Tu Liem and Thanh Xuan helping keep this segment stable.

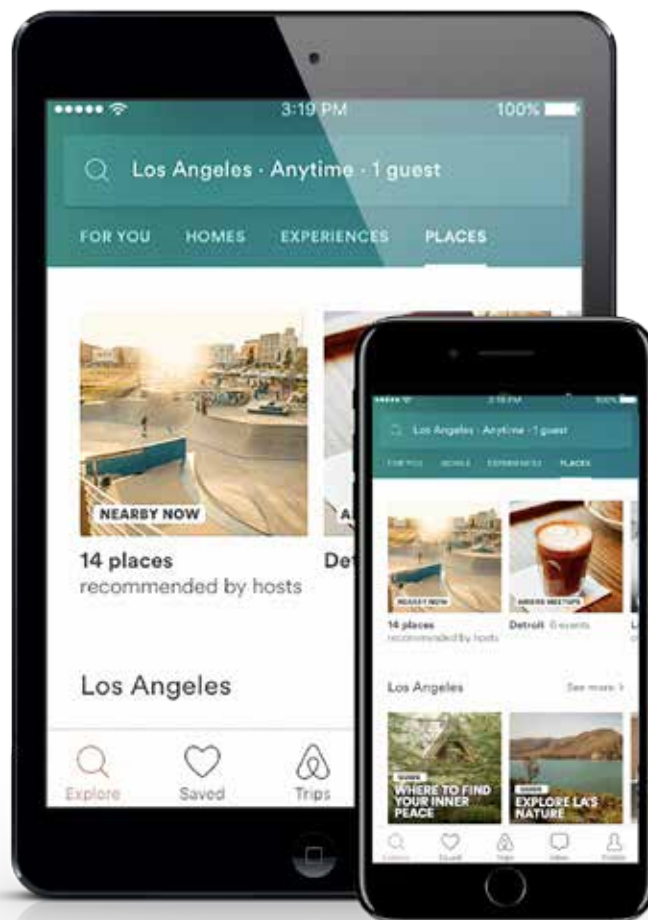
The villa and townhouse market has also witnessed an increase in supply, launches and sales. In fact, the overall transaction numbers have increased 40 percent so far in 2017 when compared with the previous year. The eastern part of Hanoi continues to be the most popular place of villas and townhouses, but this is not the only area where they are being built.

Whether you want to buy a new villa, luxury apartment or simply need more information on the Hanoi real estate market. Phu Quy Land remains the most trusted agency and a reputable distributor working with developments such as Gelexia Riverside.

In 2015 and 2016, Phu Quy Land was selected by the Vietnam Real Estate Association (VNREA) and Vietnam Real Estate Brokers Association as one of the top 10 distributors in the country.

The reason Phu Quy Land earned this distinction was due to its customer service philosophy and experienced staff who are experienced and dedicated to helping clients. The firm strives to be the top brand in the real estate industry and has proven to be a true leader in Hanoi.

For more information:
www.phuquyland.net
 +84 04 6292 8753



WELCOMED GUEST

Airbnb feels at home in Southeast Asia

Cheyenne Hollis

"We know that people all over the world want a new kind of travel. They're no longer satisfied with the same cookie-cutter experiences that have been offered for years, or going to the same tourist traps that everyone's already seen. People, especially millennials, want unique and authentic experiences; the kind that allow you to really get under the skin of a place, discover its hidden gems and understand its real character. In other words, people want to live like locals."

- Robin Kwok, Airbnb Country Manager of Southeast Asia, Hong Kong & Taiwan

Outdated laws and concerned hotels initially created some confusion over the status of Airbnb in Southeast Asia. However, the service persevered and is now the go-to resource for tourists and homeowners in the region.

Airbnb has been a hit in the Asia-Pacific region since 2012 and is now one of the company's fastest growing market. Both guests and those with space to let have embraced the service. Airbnb attributes its success in Southeast Asia to the incredible array of experiences, stories and cultures people want to explore. And live like locals they did. Nearly 11 million guests utilised Airbnb to book rooms in Asia (excluding Australia and New Zealand) last year and the firm recorded an astonishing 177 percent growth in the region. Malaysia and Thailand proved to be particularly popular with inbound travellers. A total of 700,000 people stayed in Malaysia last year using Airbnb while Thailand welcomed 774,000 inbound guests via the service.

Obviously, experiences play a big role in attracting visitors to use Airbnb. Each country has unique hospitality traditions people want to experience and Airbnb is able to seamlessly connect hosts with guests interested in the character and personality of the places they visit. This idea is what gets users interested in Airbnb, but it is localisation and technology that fuels the service.

"Localisation has also been an integral contributor to the success story of Southeast Asia. Be it payment methods, translation of languages and localised marketing campaigns, every country is



different and we want to help tell that authentic local story," Kwok reports. "Additionally, technology plays an integral role for travellers in Southeast Asia with the region's online travel population at 39 million across Indonesia, Malaysia, Singapore and Thailand. Our mobile and desktop application is localised to language and payment methods."

Putting Airbnb on sound legal footing

One of the main issues Airbnb faced upon entering Southeast Asia was legality. Similar to other tech-based companies like Uber, most countries in the region had no rules or regulations to protect or ban the service. Instead, hotel or property laws were used to categorise Airbnb, which created confusion as to its legal status in markets like Thailand.

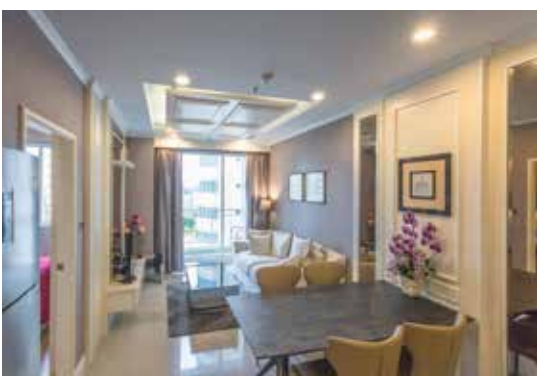
"Many of the laws regulating home sharing around the world were drafted long before the arrival of the internet and, just like every new innovation, it can take time to adjust and catch up to the pace of change," Kwok says. "We recognise that every city is unique and has its own set of challenges and priorities. What works in Tokyo may not work in Singapore, and what suits Singapore might not be right for Bangkok."

Airbnb has been diligent in its efforts to dispel this confusion and has reached out to governments directly to help clarify any misconceptions. The company has already reached agreements with policymakers in more than 275

jurisdictions around the world to ensure users are able to use the service hassle free.

"We are incredibly proud of the fair and progressive rules for home sharing that continue to be passed in places such as in London, Chicago and Tasmania. We've learnt many lessons through this process which we've used to develop the Airbnb Policy Tool Chest. The Policy Tool Chest is intended as a valuable resource to help governments as they consider drafting or amending their own rules for home sharing, to help them understand what has worked well elsewhere and benefit from our experience around the world."

The National Diet of Japan recently pushed through legislation to allow home sharing and short term rentals throughout the country after close collaboration and dialogue with Airbnb. There have already been talks between the company and the Malaysian government as the two look to create a beneficial partnership. The ultimate goal of Airbnb is to guarantee everyone can benefit from home sharing including the countries themselves.



Options and freedom, not competition

Unsurprisingly, hotels are concerned about Airbnb usurping their market share. Some have even gone as far as lobbying governments to ban the service or impose tough regulations on listed properties. In reality, Airbnb offers a different type of experience and, in some markets, fills a need for tourist accommodations.

According to the Nikkei Asian Review, there is a shortage of hotel rooms in Japan that will continue to worsen. The story is similar on Mactan Island in the Philippines and several other popular tourist destinations in Asia. Arrivals keep increasing oftentimes outpacing the number of new hotel rooms being completed in these regions.

"We believe that for us to win, no one has to lose. There have been more than 180 million guest arrivals in Airbnb listings since Airbnb was founded in 2008, and even as more people share their homes, traditional hotels around the world continue to take in robust profits," Kwok states.

It is also important to note that many properties listed on Airbnb offer something different than what can be found at hotels. Whether this is in terms of locations, facilities or hosting, people choose Airbnb because they have found something not always available elsewhere.

"One of the things we're proudest about at Airbnb is the way it both diversifies and democratizes travel. For example, 75 percent of Airbnb listings in Singapore are outside of traditional hotel districts, so travellers get to experience neighbourhoods they might never have otherwise seen," Kwok reports.

She continues, "Not only does this help people from all over the world appreciate Singapore in new ways, but Airbnb guests are more likely to spend money in the neighbourhoods where they stay, which helps distribute tourism spend to local businesses - restaurants, cafes and shops

- that have not traditionally benefited from tourism and hospitality."

More than a place to stay

Until recently, Airbnb has been all about homes, letting travellers see cities through the eyes of locals by staying in their homes and experiencing the authentic side to a local neighbourhood. That changes with the launch of Trips, an enhanced service that offers guests not just a place to stay, but also authentic local Experiences and inside guidebooks all in one place. .

"We want to make this process seamless and simple, and make sure that the trip itself is memorable, authentic and unique. That's why Trips is such an important milestone for us; we're taking that first step to move Airbnb beyond the concept of home sharing, with Experiences and Places now helping travellers see the true character of a city, through the people who live there," Kwok says.

And Airbnb isn't stopping with Trips. As travelling evolves, both in Southeast Asia and internationally, it wants to find new ways to simplify how plans are made.

"Our ultimate goal is to take this even further, and for people to be able to research, plan and book every aspect of their trip through the Airbnb app, becoming an end-to-end hospitality solution," Kwok proclaims. "At the moment, people have to go to lots of different places to research

and book different elements of their trip – flights, accommodation, what to do when they reach their destination."

It's not just travellers who benefit from the website. Southeast Asia is full of Airbnb success stories on the hosting side as well.

"We're having meaningful and productive conversations with the Malaysian authorities, who are excited by the prospect of home sharing and the benefits Airbnb is already bringing to tourism in Malaysia. We look forward to working with them to develop a clear and simple framework that allows everyone to get the best out of home sharing and promote Malaysia as a global destination."

Whether it's young people in the Thailand wanting to meet travellers from around the world and show off their country or families in Indonesia who want to earn extra income to help pay bills, Airbnb offers benefits to people of all ages and backgrounds. Through connecting people from around the world by breaking down barriers and helping them explore new places in a whole new way, it's clear that Airbnb is doing what it set out to do: make travel magical again and help people feel at home anywhere.





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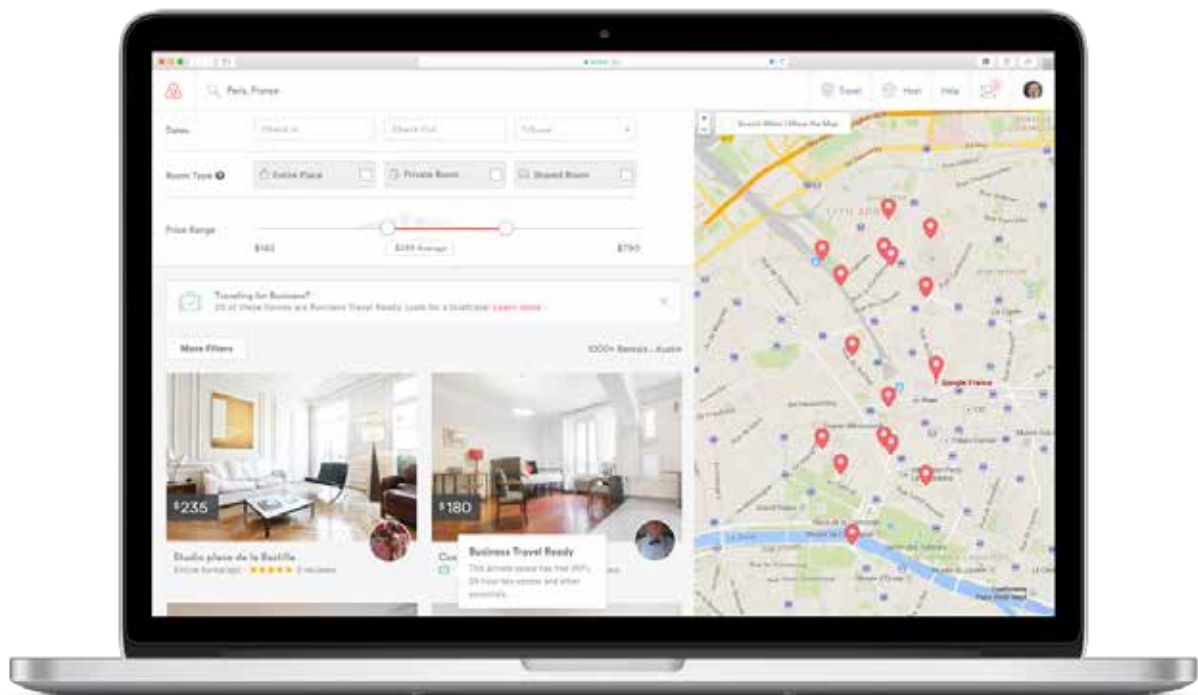
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OVERVIEW OF AIRBNB in Southeast Asia



Before you list your spare room or condo unit on Airbnb or use the popular website to find accommodation, it's important to understand what regulations exist throughout Southeast Asia. While Airbnb requires all users with a listing on the website to verify they are not in violation of any regulations, it's always better to be safe than sorry. Here's a brief overview of Airbnb in the region to help ensure you don't break any rules you might not know about.

Thailand

There are two areas of Thai law that need to be considered when it comes to short term letting, the Hotel Act and the Condo Act. Some believe the terms of the Hotel Act aren't very transparent when it comes to short term lettings. One argument is that short term lets are hotels operating illegally. But under the Hotel Act this is only applicable to anyone who has in excess of three units in a building. This then means if you are letting out one room via Airbnb you are within your rights under this law. Despite this, the act is regularly cited by condominiums to deter owners from renting out their property via the online marketplace even if it is false.

However, short term letting is not permitted in a building should it be clearly stated in the condominium's own rules. These are covered in a comprehensive handbook that is provided with each unit. Any new proposed terms needs to be raised within and agreed by over 50 percent of the building. Essentially the Condo Act means that any rules of a condominium are enforceable by law. Therefore if there is no mention of short term lettings in the rules, you are free to rent your room unit as you wish.

It's important to note short term letting has been under fire in Thailand with some in the hotel industry very protective of their profits. Conscious of this, the government tried to crackdown on short term lettings in Phuket by advising property owners that they cannot let their property out for any period less than 30 days. The situation is a fluid one in Thailand and one you should monitor.

Virginia Ewart-James

Vietnam

By May of 2017, the number of Ho Chi Minh City listings on Airbnb surpassed the 4,000 mark while Hanoi has nearly 2,500 listings on the site. The latter city is also increasingly popular among those looking to rent a room with searches for Hanoi accommodations on Airbnb having risen by 261 percent in 2016.

It has also proven to be a success endeavour for short term letting. The internet is full of stories of property owners who have found success using Airbnb and eventually acquired more units

to let. It fits in naturally with the country's strong entrepreneurial spirit as many people in Vietnam have side projects to earn extra money.

In the case of Vietnam, no news is good news. While there have been some murmurings from hotels about short term letting websites, there has been nothing officially discussed about restricting them. It's important to note that some buildings may have specific rules against the short term letting of a unit and you may be obliged to follow this.

Thieu Nguyen

Malaysia



Airbnb is recognised within Malaysia with the federal government having little interest in regulating this sector of property leasing, according to the Urban Wellbeing, Housing and Local Government Ministry. However, there have been some issues in the various areas of the country when it comes to short term letting.

Penang has taken a hard line towards Airbnb and similar services citing two laws: the Town and Country Planning Act of 1976 plus the Trades, Businesses and Industries By-Laws of 1991 by the Municipal Council of Penang Island. Any property in the state that is let on a short term is considered a hotel, serviced residences or lodging house. As such, they require approval from the local planning department in order to use the property in this way. Anyone not seeking this prior approval could receive summonses according to the Environmental Health and Licensing Department.

In Kuala Lumpur and other parts of Malaysia, it's a different story. There are no requirements for hosts to hold a license to let their property out as long as it is used solely for residential purposes. Each building may have rules that restrict lettings of a certain period of time in order not to disrupt other residents of the buildings and you will be required to follow these.

Virginia Ewart-James



The Philippines

Listings on Airbnb continue to grow in the Philippines thanks to the booming real estate and tourism industry. The site remains the easiest way for foreigners to check out properties when they plan to visit the country. It's also an amazing opportunity for Filipinos to earn some extra income, especially overseas foreign workers who may leave their house empty for weeks or months each year. Baguio, Tagaytay, Cebu and Davao are among the most viewed locations in the Philippines.

While there have been some minor complaints against Airbnb in the country, the service is perfectly lawful. Some users are not aware that Airbnb hosts do not offer hotel services leaving them a little confused while others have been disappointed because the property listed does not look like its pictures on the website.

In 2015, the Philippine Hotel Owners Association made a plea to the Department of Tourism (DOT) to create a regulatory legislation for websites like Airbnb. The association asserted the lack of laws for online rental services can put tourists in danger. Arturo P. Boncato Jr., DOT assistant secretary for Mindanao cited the Canadian Province of Quebec that has a law that required the same hotel taxes be levied upon on Airbnb establishments. The association also mentioned that Airbnb establishments in the Philippines lack rules and decorum on dealing with guests that can lead to neglecting the needs of the customers. No action has been taken on these recommendations as of now.

Pat Bation

Singapore

Airbnb is popular in Singapore with approximately 7,000 listings. The service has proven to be a hit as it is estimated that hosts earn SGD 5,000 on average every year over an average duration of 45 nights. Unfortunately, things may be getting more difficult for those using the site.

In February, the government in Singapore passed a new law that directly influences Airbnb. The legislation states that properties cannot be let out for a term less than six months unless the owner has permission obtained from the Urban Redevelopment Authority (URA). This replaces the previous guidelines set out by the URA that suggest private homes should be not let out for a period of less than six months.

Additionally, properties can only be let out to six unrelated individuals at any one time. The figure was previously eight and this amendment could class some properties as dormitories that need approval from the URA to operate. The new law was passed as a result of the URA receiving 608 complaints regarding short term lettings in 2016. This was an increase of 61 percent from the previous year.

There is some good news as the URA are considering permitting short term rents for a whole new category of private home. This notion has only been discussed and hosts are advised to keep an eye on the news for any new developments that could influence how long they are permitted to rent their property out.

Virginia Ewart-James

Elsewhere in Southeast Asia



In Indonesia, especially Bali, you can find a good number of listings on Airbnb. There have been some minor issues with short term letting in the country, but as of now there is nothing against doing it. That being said, it is important to stay up to date on latest goings on as things can change quickly in the country.

Cambodia and Laos may not be the biggest markets for Airbnb, but the service remains popular for tourists visiting these countries. The laid-back nature of Laos makes Airbnb a natural fit, while the number of listings in Cambodia has risen recently. There are no laws or regulations banning short term letting in either country, but some buildings may not allow it.

Myanmar is the only country to have laws in place prohibiting short term letting. There are by-laws written in the country's 1947 Immigration Act that stipulate foreign visitors on a tourist visa must stay in a hotel.

Additionally, Minister for Hotels and Tourism, U Htay Aung, declared foreign visitors coming to Myanmar should not stay in private homes unless no other accommodation is available to them. While there are Myanmar listings on short term letting websites, both renters and stayers could face fines or other punishment if caught.

Cheyenne Hollis

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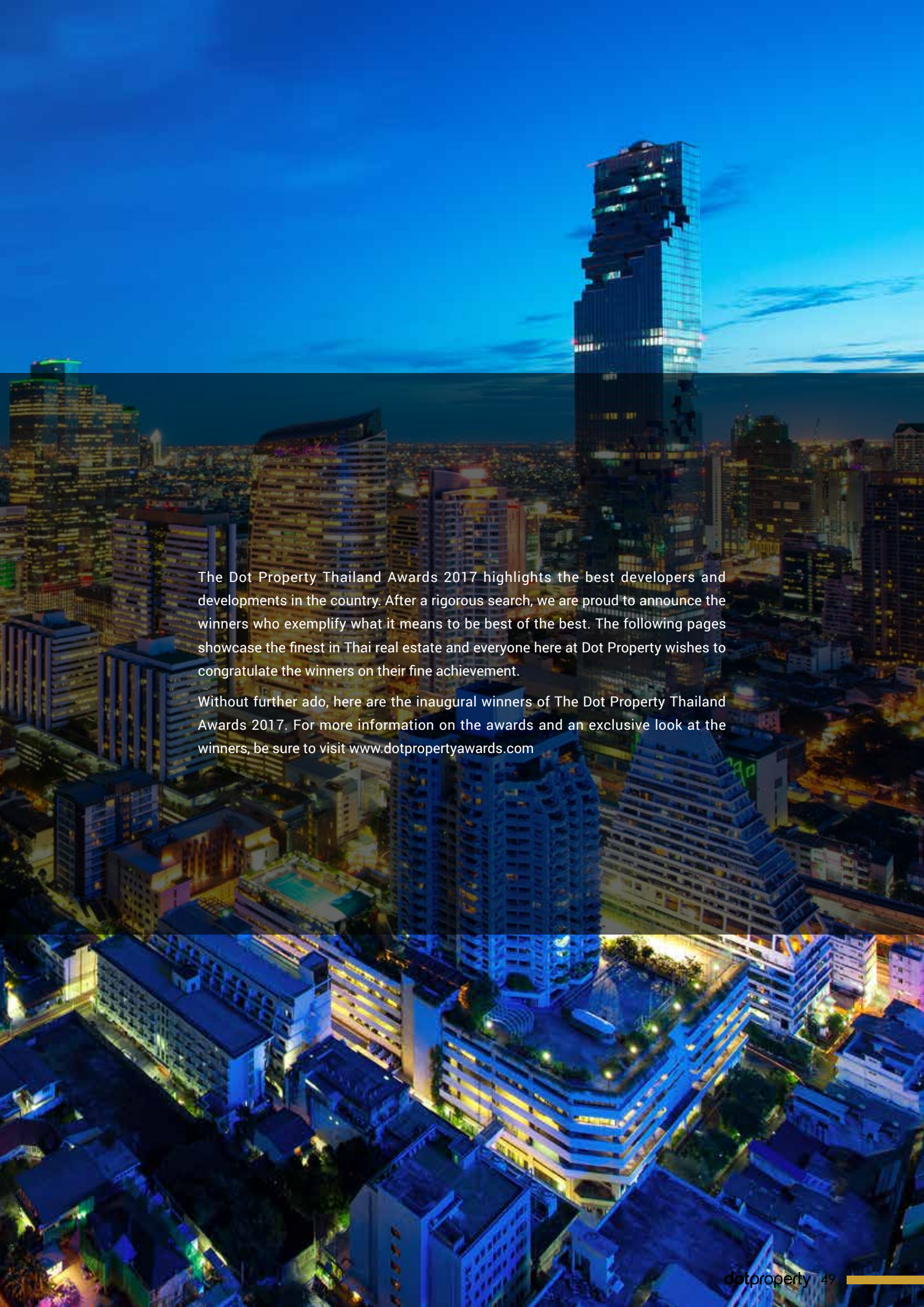


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DOT PROPERTY THAILAND AWARDS 2017



The Dot Property Thailand Awards 2017 highlights the best developers and developments in the country. After a rigorous search, we are proud to announce the winners who exemplify what it means to be best of the best. The following pages showcase the finest in Thai real estate and everyone here at Dot Property wishes to congratulate the winners on their fine achievement.

Without further ado, here are the inaugural winners of The Dot Property Thailand Awards 2017. For more information on the awards and an exclusive look at the winners, be sure to visit www.dotpropertyawards.com

BOTANICA LUXURY: PHUKET'S CUSTOMISABLE LUXURY VILLA



Botanica Luxury Villas is the winner of Best Luxury Villa Development Phuket at The Dot Property Thailand Awards 2017. These bespoke villas are designed to provide harmonious living by seamlessly connecting the lovely indoor spaces to the skilfully landscaped tropical gardens.

The villas at Botanica Luxury are centred around a natural stone-tiled, infinity-edge swimming pool. Each villa features free-flowing floor plans that are capped by a vaulted ceiling and are framed by concertina glass doors. While the villas do share exterior common characteristics, there are three standard designs to choose from, all residences are custom built to suit your style.

At the heart of Botanica Luxury is a unique design that encompasses the artistic vision of the renowned architect Khun Attasit Incharooti of AAP Architecture Co Ltd. This is paired with the functionality of a home which is purposely crafted to adhere to Phuket's tropical climate. It provides families with an integrated indoor and outdoor living space and, most importantly, maintains the aesthetic flair the Botanica brand is synonymous with in Phuket.

While the swimming pool and courtyard area of the villa impeccably blends the interior space with the outdoor areas, doing this was one of the most significant challenges faced by AAP Architecture. Many villas in Phuket do not feature ample covered outdoor space, a functionality problem the firm was determined to overcome. Botanica Luxury solved this issue by creating a covered terrace with four wooden based columns to compliment the wooden clad pitched roof. This signature feature of the villa ensures all spaces are dramatic and feel interconnected in a cleverly composed manner.



Many buyers purchase a villa in Phuket for personal or family vacation usage with a view to letting the property for rent during a portion of the year. The developer drew upon its extensive architectural design and construction experience to create a project that suits a broad criteria spectrum. The villas lend themselves perfectly to both rental accommodation and residential living and a premium has been placed on space. Even the smallest villa in the Botanica Luxury collection has three bedrooms, three full bathrooms, a guest powder room and separate storage and laundry rooms.

For short holidays, the villas can easily accommodate a minimum of three couples while the larger three- and four-bedroom villas have up to 700 square metres of build area which is big enough to comfortably host four couples and still have extra room for visitors.



There is no shortage of upscale developments in Phuket and Botanica Luxury Villas offers far more than other villa complexes on the island. The development has 24-hour security as well as fully staffed reception and lobby service. There is also a boutique coffee & café on-site to provide even more convenience to those staying here.

Botanica Luxury Villas offers a managed and maintained estate which is situated in a sophisticated and sought after area of Phuket. The fabulous white sandy beach of Bangtao, which stretches a spectacular eight kilometres, and the popular Laguna golf course and Canal Village are less than a five-minute drive from the estate.

What really sets Botanica Luxury Villas apart from other developments is the fact that the architect team is on hand to customise each and every villa to the exact requirements of their clients. Additionally, the developer encourages potential buyers to see the show villa in person to really appreciate how inspired the design team is.

In order to provide a truly bespoke experience all viewings at Botanica Luxury Villas begins with a visual tour and a personalised meeting in which the professionals walk a client through their dream list for an off plan villa build.

Whatever the wishes of the client are, they can be accommodated provided the exterior aesthetics are preserved and the privacy of each villa lot is maintained. In many cases the team of architects at Botanica Luxury will take the ideas of a client and build upon them to really accentuate their vision. Buyers are able to see the team of designers and architects breathe life into their vision while also taking care of the tiniest of details they may not have considered; everything from the blending of natural wood with natural stone to imported kitchen cabinetry and high specification smart home technology.

The Dot Property Thailand Awards 2017 is proud to honour Botanica Luxury Villas as Best Luxury Villa Development Phuket. You are cordially invited to visit the show villa at Botanica Luxury Villas which is open daily from 09:00 – 18:00.

BOTANICA LUXURY VILLAS, THAILAND



DOT PROPERTY
THAILAND AWARDS

WINNER

BEST LUXURY VILLA
DEVELOPMENT
PHUKET
Botanica Luxury Villas
by AAP Architecture
Properties & Development
2017

Awarded by
www.dotproperty.co.th





The first thing you notice about Botanica Luxury Villas is the bespoke designs and large usable areas that range from 265 to 700 square metres. In a world where spaces seem to be getting smaller, the large open plans of the villas exude class and sophistication.

Owning one of the most desirable addresses in Phuket, the Bangtao/Laguna neighbourhood, no expense has been spared in the development of Botanica Luxury Villas. The 21 elite residences are custom built meaning you aren't buying a unit, you're buying the villa of your dreams.

An exquisite living experience

Each villa at Botanica Luxury Villas centres around a natural stone tiled swimming pool that serves as the pièce de résistance to the free-flowing floorplan. The vaulted, teak wood ceilings create an elegant and authentic look throughout the villas while the concertina glass doors and transom windows above the doors add light and a positive feeling to the main area of the home.

To celebrate the idyllic outdoor ambience of Phuket, the eaves have been overextended to create an added lounge or dining area on the terrace which is supported by striking pillars. The grand tile flooring in the front room matches that of the terrace for a seamless transition to the outdoors that maintains a luxurious appeal.

Situated in the secluded Bangtao/Laguna neighbourhood, those staying at Botanica Luxury Villas can enjoy having numerous family-oriented activities a short drive away. Additionally, there is a beautiful eight-kilometre stretch of white sand beach nearby where you will find boutique shops and restaurants that are among some of the most popular in Phuket.

A rare investment opportunity

For the investor, a home at the Botanica Luxury Villas can guarantee five years of rental income through short term holiday lettings. With tourist arrivals to Phuket continuing to increase, this presents investors with a great opportunity to strike while the iron is hot.

Guests staying at the estate will have access to a reception office and a café at the main entrance that will be operated by an established tour operator who will also manage all aspects of holiday rentals. This provides an effortless return on the investment.

AAP Architecture is the firm behind Botanica Luxury Villas. The developer has been developing private homes on Phuket for more than 12 years and applied its architectural genius into creating a sanctuary living environment filled with calmness and mountain scenery. The result is a project investors and guests will love.

Project:	Botanica Luxury Villas
Developer:	AAP Architecture Properties & Development
Product type:	Villas
Architect:	Mr.Attasit Intarachooti (Master plan, concept and details)
Location:	Moo 6, Chengtalay Sub-district, Thalang District, Phuket Province, Thailand
Launch date:	January 2017
Completion date:	December 2020
Number of units:	21 Villas
Title:	Freehold & Leasehold
Facilities:	Reception, office and café
Sales office:	+66 (0)98 394 7097
Email:	info@botanicavillasphuket.com
Website:	www.botanicavillasphuket.com

BLUE HORIZON, THAILAND





Blue Horizon keeps bringing home the gold

When Blue Horizon claims to be the best, they have the accolades to back it up. The developer and its highly acclaimed projects won three honours at The Dot Property Thailand Awards 2017. It has also been bestowed with several international awards cementing the firm's place as one of Thailand's best.

With a stable of some of Phuket's most talked about projects, including Skylight Villas, The Beachfront and Grand Himalai, Blue Horizon has earned Best Developer Phuket at The Dot Property Thailand Awards 2017. Additionally, the ambitious Grand Himalai picked up two accolades; Best Mid-Range Development Phuket and Best Mixed-Use Development Phuket.

Grand Himalai can be found at a prime, beachfront location situated upon a hillside leading to the water. The upscale residences carry the world famous Ramada Plaza brand. The project boasts no shortage of spectacular amenities with a gym, sauna, two-storey restaurant and the uniquely-designed Birds Nest Spa all available to those staying here.

"Grand Himalai is without a doubt the most prestigious and upscale project we have launched to date. As this is our fifth project, we have introduced luxurious facilities while offering a very unique design concept, all within a 5-star resort style setting," Andres Pira, CEO and Founder of Blue Horizon, says.

He adds, "What makes the project so unique is that we have a very large spa called Birds Nest Spa set alongside a natural waterfall. We also included a meditation garden accessible via cable car that will run throughout the resort servicing guests and stopping at various points. A very stunning iceberg reception building can be found near the large communal iceberg swimming pool."

Blue Horizon has paid attention to every detail of Grand Himalai and this is evident in the architectural design displayed throughout the development. Of course, the location is just as important. The project is located along the popular Millionaire's Mile in Kamala. The neighbourhood is known as the most private, luxurious and exclusive area in Phuket offering some of the best views in Southeast Asia.

Strong hospitality brands take Blue Horizon projects to another level

In Southeast Asia, it is important for developers to have a strong brand behind their projects. Especially in resort destinations like Phuket where the growing number of tourists want to invest or buy from a name they trust. Blue Horizon has recognised this trend and selected Ramada Plaza and Best Western to manage a few of their projects.

The benefits of these partnerships are two fold. Not only do those staying here enjoy high-quality service from a brand they trust, but investors are able to benefit in the form of stronger returns. This is because well-known brands have higher occupancy rates throughout the year and command higher prices as well since guests are willing to pay extra for the international-standard service they know is offered.

"Working with well-known, highly credible and reputable management companies is a must. Investors need to know that they will receive a strong rental return and have professionals assisting with this as well as the maintenance of their properties," Pira notes. "Our aim is to ensure clients have full peace of mind in this respect. The fact that these companies are willing to represent us says a lot about who we are and the kind of projects we offer, as they are extremely selective in who they work with."

In order to deliver projects leading brands like Ramada Plaza are willing to trust, Blue Horizon is always integrating new technologies and utilising the latest innovations. This ensures the firm's projects are completed on time, something that can be a challenge in Phuket, and meet the exacting standards of international hospitality brands.

"Managing large scale projects does present its challenges and we have used these challenges as opportunities to deliver an even better product, making us even more innovative in the process," Pira explains. "Of course the island of Phuket is no stranger to rainy weather, so this does impact us at times. However, our teams are experts when it comes to making up for this interrupted time. We also work with highly experienced and qualified project managers to ensure all standards are being met, as quality is our priority."

BLUE HORIZON, THAILAND





Blue Horizon is the best in Phuket

Blue Horizon's track record speaks for itself. The firm has developed numerous outstanding projects that capture the attention of buyers. Investors trust the firm to deliver strong returns while end users enjoy the top-notch amenities and well-designed residences.

Notable Blue Horizon Developments include:

- Skylight Villas – 19 villas
- The Beachfront – 220 units
- Signature Villas – 16 villas
- Himalai Condominiums – 448 units
- Grand Himalai Condominiums – 426 units

The developer started with a few smaller projects and took off from there. With more than 15 years of experience, Blue Horizon has developed everything from villa projects to mixed-use developments, each one meeting the needs and demands of clients.

"It goes without saying that we are trusted and well known for our credibility within the market. People know they are buying a great property through a company that offers a strong track record of credibility," Pira says. "Initially, Blue Horizon was responsible for developing smaller projects throughout Thailand and we have introduced larger scale developments as the company has grown."

There are a number of factors behind Blue Horizon's popularity. Understanding that location is arguably the most important aspect

of real estate, the firm selects only prime, in-demand areas for its development. Building on this foundation, the developer incorporates designs that appeal to buyers. Blue Horizon offers these while keeping prices affordable, a fact that is not lost on clients.

All of this is evident at Grand Himalai. These are among the reasons the project won Best Mid-Range Development Phuket and Best Mixed-Use Development Phuket. For Blue Horizon, winning Best Developer Phuket at The Dot Property Thailand Awards 2017 is a reward for their tireless efforts.

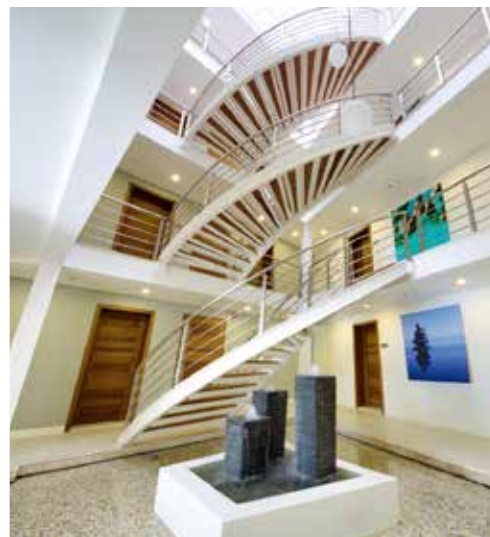
"We are honoured to have received this award and have worked very hard to get here. We feel extremely privileged to have been considered. We strive for excellence and are thrilled to know we have been recognised as the leaders in the industry," Pira notes. "Blue Horizon is very much the leader in the market because we combine many things so we can offer our clients the best in terms of return on investment, quality, location, branded management companies and facilities within each of our projects. We are visionaries and know how to set ourselves apart from others."

Being the best isn't enough for Blue Horizon, however. The developer has its sights set on building upon its success in the years to come.

"We will continue to surprise folks as we keep raising the bar even higher and continue to break records," Pira exclaims.

HORIZON HOMES, THAILAND





Beautiful projects for a beautiful island

Horizon Homes, the developer of Horizon Villas and Horizon Residences among other notable projects, has unmatched knowledge of Koh Samui. They have chosen the prime location of Choeng Mon on the beautiful northern coast of the island for these two developments. The destination is simply stunning and the projects are equally as impressive.

Winning Best Developer Koh Samui isn't only about creating the best residential projects, it's about capturing the island feel and relaxing vibe that has made Samui a world renowned tourist destination. That is what Horizon Homes has done at both Horizon Villas and Horizon Residences.

Of the many luxurious developments on Thailand's Koh Samui, this pair is by far the most highly sought after. Not only are they an excellent investment opportunity, but homebuyers can also enjoy staying here. It's possible to rent it out to holiday stayers when you're not around and then use it during other times of the year.

Only the best

Horizon Villas and Horizon Residences have been built to incomparable standards utilising international construction expertise. Every home has been developed to the highest of standards and finished with high-end materials such as marble, granite, teak wood and natural stone.

Each residence embodies the tropical paradise that is Samui through smart designs that offer open, airy living spaces. Whether it is the private pools and sea views at Horizon Villas or the private townhomes at Horizon Residences, owners and guests will feel as if they are getting the best.

Speaking of the best, the amazing location is just as appealing as the properties themselves. Choeng Mon is one of Thailand's hidden gems and a short walk away from both projects. There are also numerous eateries, cafes and bars in the area for added convenience.

Samui Airport is roughly a ten-minute drive away from both developments allowing guests who arrive on the island to get to their residence quickly. This is more important than you might realise. After all, once a person arrives in paradise, they don't

want to waste time driving to their accommodation.

An investment to treasure

Most foreigners who purchase a property in Samui have previously enjoyed holidays on the island. They fall in love with Samui's many charms; the inexpensive cost of living and the relaxed way of life. When they find out how affordable property is in Samui, scooping up real estate is an easy decision to make.

Many people buy a property on the island as a holiday home, but it can actually be a savvy investment. With tourist arrivals to Samui increasing each year, they now surpass the one million mark, a home on the island can be let out when not being used by the owner.

Koh Samui's global appeal ensures that there is always a steady flow of arrivals regardless of world events. The local economy isn't affected by external happenings meaning the island has a stability not found in many other places. British, French, German and Australian tourists have always visited Samui in large numbers, but Russians, Chinese, South Korean and Indian visitors have now joined them.

Unlike other beach destinations in Thailand, such as Phuket, Pattaya and Hua Hin, Samui is not overcrowded. The good news is the island has a huge potential for future growth without infringing upon this. Even as other tourist destinations have fluctuated in popularity, Samui has remained beloved by visitors, both domestically and from abroad.

The general consensus among real estate agents and developers in Samui is that a return on investment of 15 percent is realistically achievable for holiday rentals on the island. There are very few places in Thailand, let alone Southeast Asia, where this is possible making the market in Samui very attractive.

Victory on the horizon

No one has more local knowledge than Horizon Homes and this can be seen in the work at Horizon Villas, Horizon Residences and all of their projects in Samui. The firm was named Best Developer Koh Samui at The Dot Property Thailand Awards 2017 for its fantastic developments along with its commitment to help clients with any problem no matter how large or small.

www.horizonhomes-samui.com

HORIZON RESIDENCE IS YOUR HOME IN SAMUI



Horizon Residence offers its owners both beauty and practicality. Developed by Best Developer Samui winner Horizon Homes, the project offers buyers a fully managed investment and lifestyle opportunity. The stunning apartments and townhouses are built to the highest standards while the design is contemporary and welcoming.

And the location is perfect as well. The development is only a four-minute walk from Choeng Mon beach along the northeast tip of Samui. There are plenty of restaurants and popular shopping areas around. More importantly, Samui International Airport is a short drive away meaning no time is wasted travelling. After all, this is paradise and you don't want to be stuck in a car

Speaking of paradise, the idyllic setting of Horizon Residence is calming with the beautiful gardens and inviting pools providing a peaceful environment for owners and guests to enjoy. The top-notch facilities include three communal swimming pools, a restaurant and gym.

Embrace a healthy life

The high quality accommodations have been designed around the concept of healthy living. The condo units and townhouses are equipped with living areas that are both spacious and

functional. The entire project has been designed in such a way that also allows for maximum privacy for guests.

Green living is an important aspect of Horizon Residence and the developer has pushed the envelope to create Samui's most ecologically-friendly development. An Alu + aluminum composite is used on the exterior of the buildings to dramatically reduce heat within the units. This cuts down on the use of air-conditioning, and also means the exterior of the building will not need to be re-painted as often.

Maybe the most ingenious of all the innovations is the fact that heat generated from the air conditioning units is used to power the water heaters within the buildings. This means no additional electricity is required to heat the building's hot water.

There is also a professional team of hotel-experienced staff on hand to ensure Horizon Residence will be a great place to stay for the abundance of tourists and owners who want the amenities of home while still having the conveniences of a hotel. Both maid and room service are available while the management staff can help organise other services upon request. There is also a shuttle that will take those at Horizon Residence to the airport and beach.

A BEAUTIFUL HORIZON



In Samui, there is nothing quite like relaxing in a villa, especially one that has a view of the beautiful Gulf of Thailand. It's a peaceful experience unlike any other on earth. Horizon Villas offers buyers this tranquil experience. Best Developer Samui winner Horizon Homes is the mastermind behind the project which contains villas that have been designed and finished to the highest European standards.

The development boasts a number of sea view villas ranging from three to five bedrooms. There is also a selection of two- and three-bedroom garden villas available ensuring you can find the space that is just right for your needs.

It is not just the space that will fit your needs. Each villa is unique with the furnishings reflecting a little of the owner's personality or background. All of the furniture is of a high standard and has been chosen by interior designers. This adds character to each villa and makes it feel as if it truly belongs to you.

There are plenty of standard features as well. These include private pools, large terraces for entertaining and garden spaces. The open-plan living and dining areas at each villa create an air of spaciousness and a seamless blend of indoor and outdoor living that provides the island feel you would expect to find in Samui.

The villa estate is equipped with a fitness facility and there is 24-hour security and maid service. The on-site resort management team is there to assist you during your stay. They can help arrange in-villa spa treatments, discounted car rentals and luxury private land and sea tours. They also know Samui and will make sure you get the most out of your vacation.

Picture-perfect backdrop

Horizon Villas is located in an ideal setting on the northeast coast of Koh Samui. The gated development is just outside the delightful town of Cheongmon and only a 10-minute drive from the airport. You will find a wide variety of restaurants, gift shops, spas and convenience stores in town.

At the end of the day, people head to Samui for the beach and only a short walk from the resort you'll find the picture perfect Cheong Mon beach. And that's not all. The sprawling white sand beach and large selection of shopping outlets of Chaweng, the island's largest town, is a short-drive away.



BEST DEVELOPER RAYONG, THAILAND



Mae Phim Property brings the best projects to Rayong

GrandBlue Condominium was something never before seen in Rayong. The project's developer, Mae Phim Property, created a themed living experience featuring a modern building with hotel-style facilities and an oversized swimming pool overlooking the beautiful Mae Phim Beach.

The project, which was completed in 2016, highlights Mae Phim's continued commitment to the region. The developer has completed everything from economical holiday accommodation to major hotel projects in Rayong helping to serve the growing number of people choosing the lovely city for both holidays and long-term accommodations.

With an intimate knowledge of the area and a portfolio of quality developments, Mae Phim Property was selected as the winner of Best Developer Rayong at The Dot Property Thailand Awards 2017.

"This is a combination of hard work and commitment that we have put in over the years and the fact that we work very closely with our customers and value their feedback extensively. After all, they are the ones who helped us get to the position we are at now," Pasi Marjamaki. Director of Sales & Marketing, said.

Mae Phim Property's relationship with its clients is unique and helped it become Rayong's Best Developer. Not only does their feedback assist the developer in better understanding how to improve what it creates, but it also determines what type of project it should build.

"We have been able to foresee future market trends just right and because of that, we have been able to create projects that customers are looking to buy at certain moment. Our portfolio has varied from budget condos to high-end ones, from budget villas to high-end ones and everything between," Marjamaki stated.

He adds, "Since the market situation changes constantly, it's important to stay ahead and build what consumers are looking for. Because of this, our customers are always eager to know what is coming next and are more interested to invest in different segments rather than putting their money into one."

Rayong is considered to be one of Thailand's hidden gems with both international travellers and locals visiting the town throughout the year. Mae Phim Beach, in particular, is popular for its nice beaches and peaceful, slower lifestyle. Even as it has grown in popularity, it still has much less traffic than Pattaya or Hua Hin.

"We came across a very beautiful sleepy beach spot on the coast, Mae Phim Beach, as we were developing our first project in Bangsaen. It was a place that no one else had discovered. Not only did it have an amazing real genuine Thai feeling, but its close proximity to major areas such as Bangkok and Pattaya made us

feel this is the place," Marjamaki explained. "If you are looking for a peaceful setting with nice beaches and easy access, but still with all the services and restaurants you need, then Rayong is the right place for you."

Most of Mae Phim Property's projects cater to those looking for vacation or long-term accommodations. While its projects don't necessarily differ that much from traditional residential developments in popular tourist destinations, they do feature resort-inspired amenities such as the incredible pool and beachfront fitness centre found at Escape Condominium.

"A vast majority of our customers are looking for a second/holiday home and only a small percentage are living at our developments full time," Marjamaki pointed out. "This is due to the fact that Mae Phim still is an independent holiday destination and not, for example, a gathering place for expats looking to stay during employment periods."

Investors from abroad have been very active in Thailand recently and the country's real estate market is picking up, especially in tourist destinations. While some markets, such as Pattaya and Phuket, have seen heavy foreign investment in real estate, Rayong is equally preferred by both locals and buyers from abroad who prefer something off the map.

"We keep hearing from visitors that have been to Thailand many times, and love it, but are looking for some new areas to visit and invest in, outside of major tourist spots. And, that's where we come to their 'rescue,' Marjamaki said. "Foreign buyers have been pretty consistent for us and the Thai market is thriving as well. Not all Bangkok Thais are going to Hua Hin these days. They are heading this way now and in large numbers."

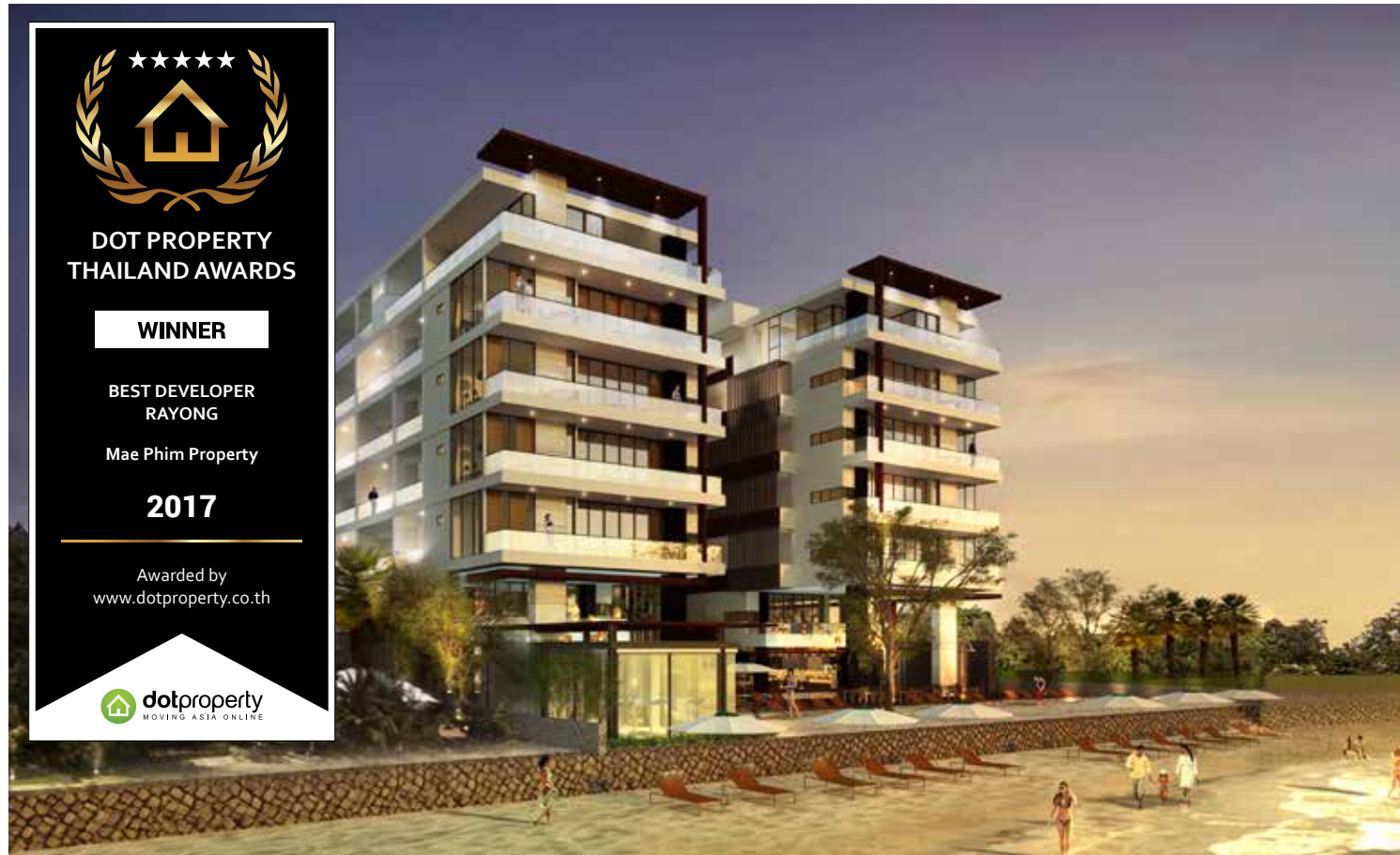
While Rayong may be one of Thailand's best kept secrets, the region's best developer stands out thanks to a deep understanding of the area, its relationship with clients and smartly designed projects. Congrats to Mae Phim Property for winning Best Developer Rayong at the Dot Property Thailand Awards 2017.

"Winning means a lot. It is a confirmation that what we have been doing is getting recognition from broader areas and, frankly speaking, it will give us much more enthusiasm to push forward even harder," Marjamaki proclaimed.

And for anyone who hasn't visited Rayong recently or spent time at Mae Phim Beach, Marjamaki has one request.

"If you are thinking where to visit next time, make a stop by Mae Phim Beach for a few days. I can confirm you will not regret it!"

BEST DEVELOPER RAYONG, THAILAND





Project:	Escape Condominium
Developer:	Mae Phim Property / Avatara Co., Ltd / Logans Residence Development Co., Ltd
Product:	Condominium
Architect:	East Indies Living CO., LTD.
Location:	Mae Phim Beach, Rayong
Launch:	April 2016
Completion:	October 2018
Number of units:	78 units
Title:	Freehold
Facilities:	Two swimming pools, Jacuzzi, bar, restaurant, beachfront sundeck, garden, lounges and beachfront fitness centre
Sales office:	Mae Phim Beach Road (next to Buffalo Bill Steak House) +66 (0) 817613233
Email:	sales@maephimproperty.com
Website:	www.maephimproperty.com

It should come as no surprise that Rayong's Best Developer, Mae Phim Property, is behind the region's most talked about resort. Escape Condominium is situated directly on the picturesque Mae Phim Beach allowing those staying here to feel as if they are residing on their own private beach.

Escape truly is an escape from the ordinary. As most real estate buyers know, purchasing a property comes down to three key factors: location, location and location. The location of Escape is, simply put, the best in the whole area. The land plot the project is located on was one of the most in demand in all of Rayong. It gives residents the feeling of having a private bay, but is also a few minutes' walk from the centre of Mae Phim Beach where popular restaurants, bars and cafes can be found.

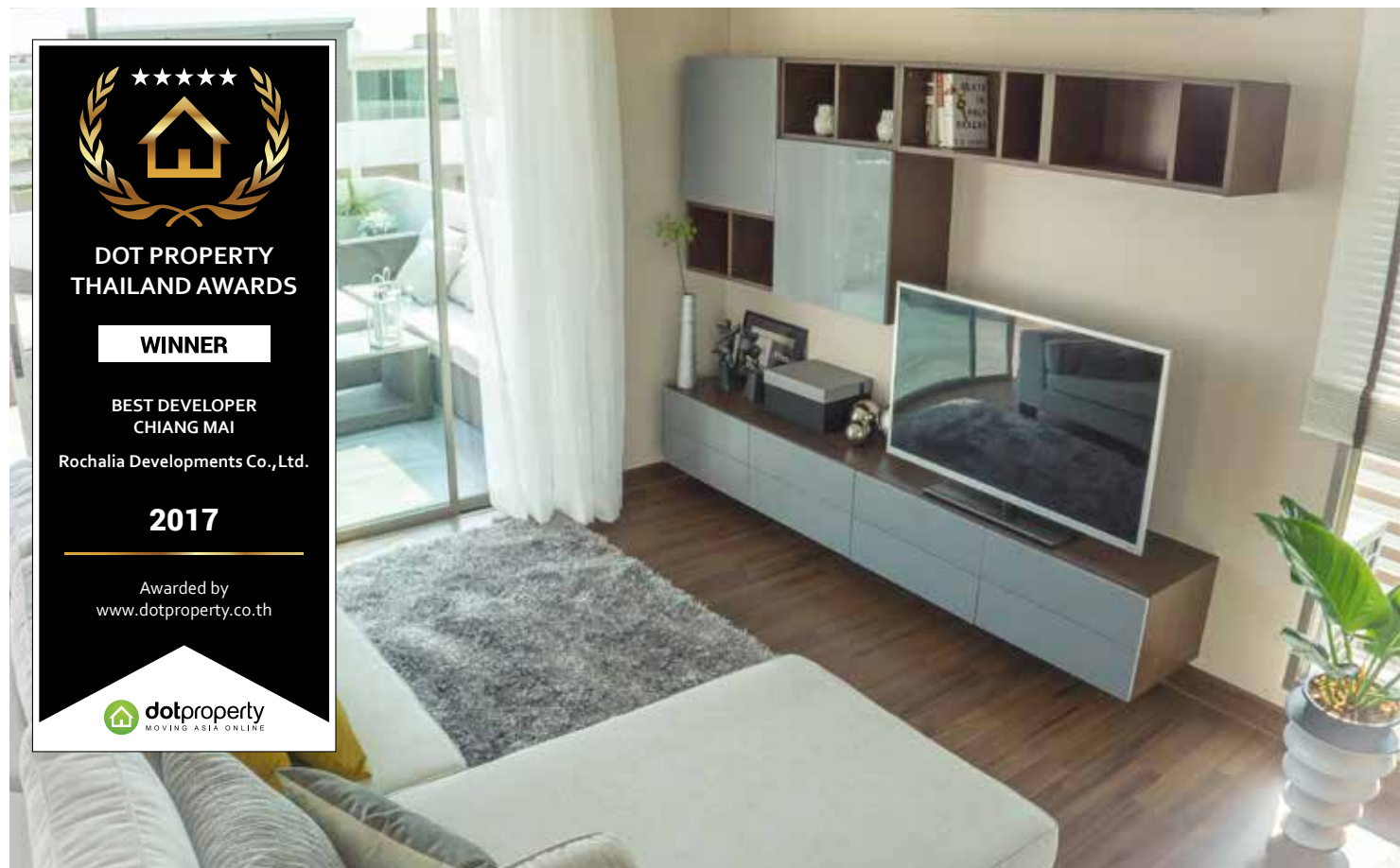
In addition to the wonderful beachfront location, the entire development has a secluded ambience giving you the feeling of utmost privacy. Each unit has been carefully designed to maximise space and allow residents a luxurious living experience. There are studio, two- and three-bedroom units available, each type offering lots of space and well thought out floor plans.

With only 78 units, ranging in size from 39 to 207 square metres, the project does not feel cramped or overpopulated. The design of Escape is contemporary and cleverly uses open floor plans that feel spacious and homey. The developers have also carefully found ways to incorporate the facilities into the project ensuring there is no wasted space.

Of course, it's impossible to ignore the superb facilities at Escape. There are two swimming pools as well as a Jacuzzi and a beachfront fitness centre that are all resort quality. The property also has a restaurant and bar on-site along with a lounge to add another level of convenience not found elsewhere. Regardless of if you are looking for a holiday home to spend a couple months each year at or live in Bangkok and want a weekend getaway property, Escape is the place for you.

It is highly desirable projects like Escape Condominium that helped Mae Phim Property win Best Developer Rayong at The Dot Property Thailand Awards 2017. They have managed to take one of Thailand's most outstanding locations and develop a project worthy of the area. Escape simply isn't a beachfront condominium, it is a place that will serve as your own personal paradise.

ROCHALIA DEVELOPMENT, THAILAND



Rochalia Development shines in Chiang Mai

Chiang Mai is one of Thailand's most romanticised places and for good reason. The unique ambience is far different than Bangkok or the country's resort destinations, but still remains inherently Thai. Even as the city has rapidly grown in the past decade, it has not lost this charm.

For Rochalia Development, the goal is to retain this charm while creating projects that are still very much modern. Nowhere is this more evident than at its Sky Villa development. The spacious residences have layouts designed to create the "wow" factor while there are plenty of small touches that preserve the look and feel of old Chiang Mai such as the use of wood throughout each villa.

Something different in a unique city

Rochalia Development was named Best Developer Chiang Mai for its ability to create projects that cater to all buyers. Several unique groups with differing needs are interested in Chiang Mai property and the developer understands this. There are growing local families who want a place to call home, Thais from Bangkok who want a holiday home in the North and foreign buyers with a Thai spouse from places like Hong Kong, Singapore, Malaysia and China.

That is why the homebuilder carries out copious amounts of research and development in terms of design, material selection, price position and extra service that may be needed for all buyers. The company keeps its eyes open and listens to feedback in order to create projects that cater to everyone.

With more and more foreigners married to Thai partners looking to buy a property in Chiang Mai, Rochalia Development noticed that the market was dominated by condominiums since Thai law allowed international buyers to have a freehold ownership of this type of property. However, foreign buyers prefer acquiring a villa in Thailand via leasehold ownership these days as it allows them to enjoy a bigger area in terms of both land and house.

This, coupled with the fact domestic buyers prefer larger homes in Chiang Mai as opposed to condominium units, saw Rochalia Development turn to villas. They were a style of housing all types of buyers wanted, but weren't being developed in the city. When the company launched its Sky Villa project, buyers looking for something different quickly embraced the concept.

The uniquely designed villas are built with high-end materials and several one-of-a-kind features such as the Sky Garden. This rooftop space is the perfect place for relaxing and offers views of the beautiful surroundings.

Focusing on what's important

Rochalia Development prides itself on reliability. It believes in creating quality products in both the real estate and hotel industries that meets the needs of buyers from all backgrounds. The developer is also proud to keep its prices reasonable since it knows buyers, no matter where they are from, want value for money.

The company is guided by its philosophy that states business should be done with goodwill in order to achieve the best results for buyers and the local area. It wants to use its creativity and innovation to not only develop world class projects, but to improve local business in the area and add value to the surroundings so everyone benefits.

Earning the title of Best Developer Chiang Mai

Rochalia Development has earned the trust of buyers in Chiang Mai by acting with sincerity, integrity and responsibility. It may not seem like a lot but, as those who have purchased a unit with the developer can attest to, it makes the entire process a lot easier.

Not only do you know you are purchasing a high-quality unit that offers value for money, but you will be buying from a developer who will continue to find new ways to improve your living experience. Living in a Rochalia Development will never get old or become undesirable.

It starts with the tranquil location surrounded by stunning Chiang Mai scenery and extends to the amazing amenities that include *the region's first mineral pool at a housing estate*.

No expense has been spared to create projects that are memorable while also embracing the charm the city has to offer. The units capture the feeling of Chiang Mai in all its glory.

While Rochalia Development may be a relative newcomer to the Chiang Mai property scene, the company has shown the skill and knowledge required to make it a market leader. And they haven't been afraid to think outside the box in order to meet the requirements of buyers from all walks of life.

The Dot Property Thailand Awards 2017 is proud to honour Rochalia Development as Best Developer Chiang Mai. The firm has worked hard to back up the claim that it is the best and this award shows those efforts have paid off.

www.rochalia-asia.com

ROCHALIA DEVELOPMENT, THAILAND





Living in the Chiang Mai Sky

The Sky Villa project from Rochalia Development is a unique concept that has impressed buyers. It should come as no surprise that the project comes from the winner of Best Developer Chiang Mai at The Dot Property Thailand Awards 2017.

With a total of three phases, Sky Villa is quite different from the cookie-cutter condominiums that are springing up throughout the city. The project boasts beautiful villas with modern facilities set upon the tranquil surroundings of Chiang Mai.

Let's start with the design that brings the best of modern living and combines it with the charm of Chiang Mai that people from around the world love. The developer has used quality materials as well as technological innovations to provide residents with convenience.

Sky Villa only has 89 units to guarantee privacy for those living here as well as keep the tranquil ambiance the developer envisioned when creating the project.

The space is used to create rooms that have the "wow" factor the developer strives for. There is a family/entertainment room that is the perfect place for relaxation or quality time with loved ones.

Each villa has several impressive features including Sky Garden, a unique rooftop recreation area for relaxation, parties, barbecues and more. It is the ideal gathering space for friends and family that allows everyone to take in the beauty of Chiang Mai.

There is a double wall system in place that both helps

keep the house cool all the time plus prevents noise pollution from entering.

Rochalia Development uses only premium-grade materials and this can be seen in the windows and sliding doors which are sourced from a leading Japanese brand. Each villa also contains dry/wet kitchens with designer cabinets.

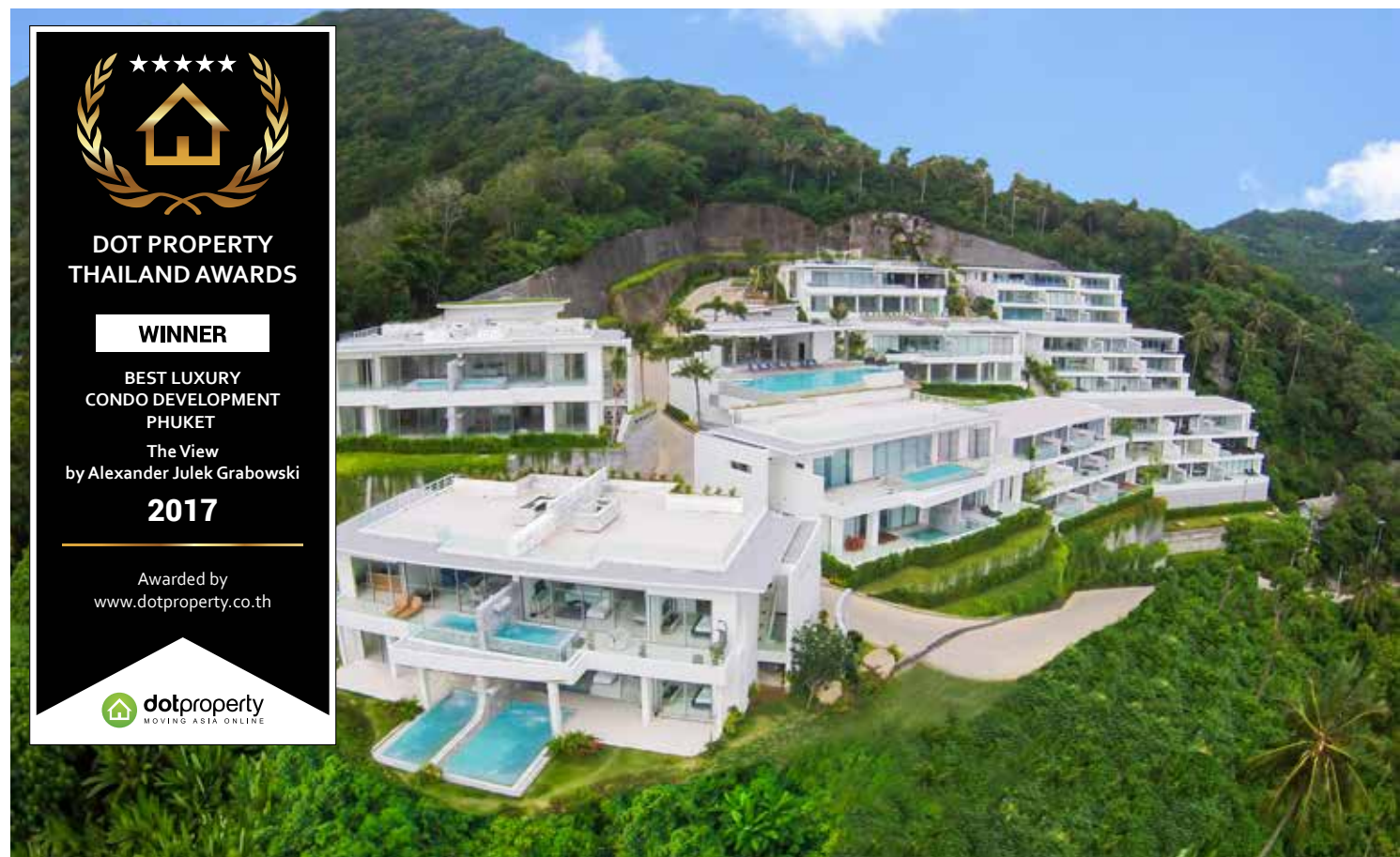
The developer has put a lot of time and effort into the facilities at Sky Villa. There is a clubhouse that was designed using eco-friendly concepts. It has an open space with a vertical garden wall that embraces the building. Residents will also be able to take advantage of a fitness room, pool table, foosball table, counter bar and a lounge area with sofas.

Saving the best for last, Sky Villa Grande is equipped with a mineral water swimming pool, the very first one at a residential complex in Chiang Mai. The developer is also working on a green park which will have a running track, water pond and a pavilion for yoga or meditation when completed.

Even with all of these amazing features and amenities, Rochalia Development kept prices at Sky Villa affordable. It could be argued that no other project in Chiang Mai offers as much value for money as Sky Villa Grande does.

It is one of the many reasons Rochalia Development was honoured as Best Developer Chiang Mai at The Dot Property Thailand Awards 2017.

THE VIEW, THAILAND



THE VIEW



The honours for The View keep rolling in like waves crashing onto the nearby beach that can be seen from the spacious units at the development. It has won Best Luxury Development Phuket at The Dot Property Thailand Awards 2017 due in part to its brilliant architecture, quality-driven facilities, convenient rental management programme and unmatched sea views.

It's another major honour for The View which has made a habit of collecting awards. In 2016, the luxury development was named as one of Southeast Asia's 'Best of the Best Residences' by Dot Property certifying it as undoubtedly one of Thailand's finest projects. Buyers from around the world have purchased units at The View, impressed with everything it has to offer.

The View has what may be the best views overlooking Phuket's Kata Beach. The 53-apartment project sits on the highest position possible overlooking the beautiful blue waters of the Andaman Sea. The project has a simple yet stunning building form that is modelled on the shape and mass of ocean waves. Additionally, each villa is designed in a way that maximises the ocean views.

Designed to be a quiet, upscale development where residents can stay as long as they want or take advantage of the convenient rental management programme. The vision for the development aims to ensure quality throughout. The facilities are second to none with a swimming pool, spa and fitness centre all available for residents to use.

In this day and age, space plays an important role for any villa development. The View sets itself apart in this category. The smallest units start at two-bedroom villas measuring from 116 square metres while the three-bedroom units have an impressive 220 square metres available. The design provides an unmatched level of freedom and luxury not found elsewhere on Phuket.

They say seeing is believing and as soon as you see The View in person, you'll understand why it has won Best Luxury Development Phuket at The Dot Property Thailand Awards 2017. From magnificent villas to breathtaking panoramas, it is a luxury development that words cannot truly describe.

Project:	The View
Developer:	Alexander Julek Grabowski
Product:	Condominium
Architect:	Atta Studio
Location:	Kata Beach, Phuket, Thailand
Launch:	2012
Completion:	2016
Total land area:	8 Rai / 35.3 sq wah
Prices:	From THB 19.8 million
Number of units:	53 units
Facilities:	Pool, spa, fitness centre, security and a helipad
Sales office:	Alexander +66 (0) 816 666 622 Khun Nitty +66 (0) 950 399 196
Email:	sales@theviewphuket.com
Website:	www.theviewphuket.com

GRAND HIMALAI, THAILAND



DOT PROPERTY
THAILAND AWARDS

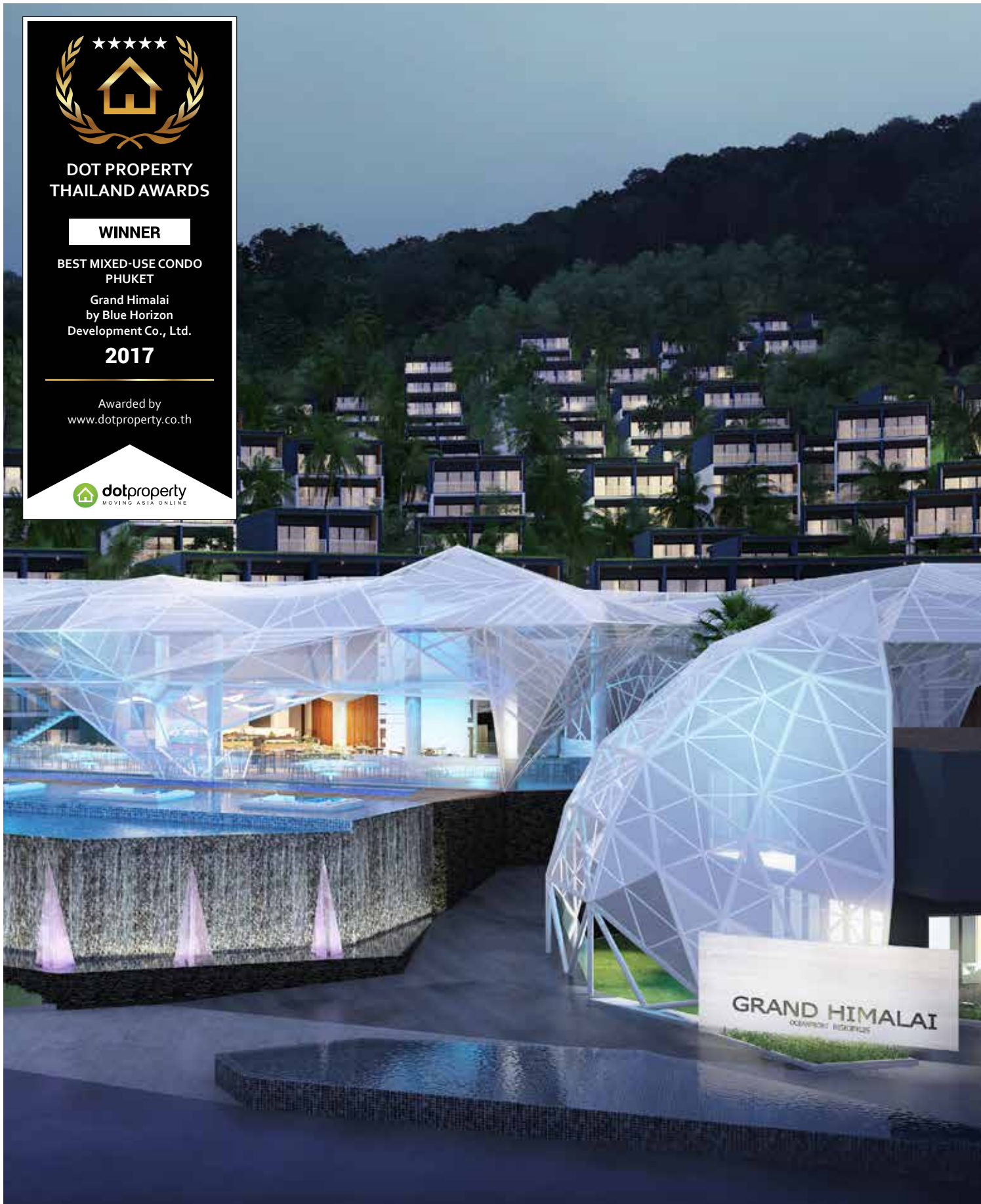
WINNER

BEST MIXED-USE CONDO
PHUKET

Grand Himalai
by Blue Horizon
Development Co., Ltd.

2017

Awarded by
www.dotproperty.co.th





No mix up, Grand Himalai is a winner

Start with amazing views of one of Phuket's prettiest beaches, add in studio apartments managed by the respected Wyndham – Ramada Plaza and top it off with numerous five-star facilities and you get Grand Himalai, winner of Best Mixed-Use Development at The Dot Property Thailand Awards 2017.

Creating a mixed-use development is no easy feat, but developer Blue Horizon, winner of our Best Developer Phuket award, has managed to create a project that ticks all the boxes. Not only does it have a prime, beachfront location situated upon a hillside leading to the water, but investors can appreciate the high-quality, branded residences that create a resort-style environment that will be in demand when the development opens in 2019.

Speaking of the branded residences, let's start there. Operated by the world-famous Ramada Plaza, both residents and investors can expect the absolute best from their units. There are a total of 426 generous studio-size units with 34 square metres WITH each one offering direct ocean views. Opportunities to open this up by combining units makes it possible to create two-bedroom units while investors also have the options to add connecting doors should they want. The residential portion of the development has been well received with buyers snapping up units during the pre-launch phase.

Facilities are fantastic

Moving from strength-to-strength, the luxurious facilities at Grand Himalai are outstanding and will certainly impress those staying here. From a visual standpoint, the stunning iceberg pool with a bar and a children's pool is the most notable feature. There is also a slope lift to help people get up and down the hill the project is situated upon, a nice convenience for those not interested in walking.

Peace of mind can also be achieved at the development through a number of different features. There is a serene waterfall that pours into a Koi pond which offers a wonderful place to step back and reflect. Those preferring even more tranquillity can use the project's meditation orchid garden where you can take a class or simply clear your mind on your own. Finally, the Birds Nest Spa offers an unmatched relaxation experience where you can indulge in a massage or spa treatment in this uniquely designed complex.

Grand Himalai has it all

Blue Horizon is no stranger to success and following the incredible success of Himalai, it has taken things a step further with Grand Himalai. Situated next to the Grand Hyatt Resort on Millionaires Mile in Kamala, the project contains amazing location, units and facilities. The Dot Property Thailand Awards 2017 is pleased to honour Grand Himalai as Best Mixed-Use Development.

Project:	Grand Himalai
Developer:	Blue Horizon Development Co., Ltd.
Product type:	Studio apartments within a resort-style community
Architect:	Luck Living
Location:	Kamala, Phuket
Launch:	October 2016
Completion:	September 2019
Total land area:	16 Rai
Number of units:	426 units
Title:	Leashold & Freehold
Facilities:	Birds Nest Spa, meditation garden, iceberg pool, kids pool, pool bar, waterfall, gym, sauna, two-storey restaurant, car parking, reception, meeting room facilities, shuttle bus to Kamala beach and cable cars.
Sales office:	+66814590152
Email:	info@grandhimalai.com
Website:	www.grandhimalai.com

KATA SEA VIEW CONDOTEL CO., LTD., THAILAND





Making boutique chic in Phuket

There is nothing quite like owning a boutique residence in a tropical paradise. They are less dense than larger projects ensuring those staying here are able to relax and get away from it all. In Phuket, there is no better boutique developer than Kata Sea View Condotel.

The developer's skill has been recognised by The Dot Property Thailand Awards 2017 who named Kata Sea View Condotel as Best Boutique Developer Phuket for its impressive efforts in this category.

Splendid Condo is the developer's signature project and happens to be one of the most exciting projects in Phuket. It offers a uniquely luxurious lifestyle, where every day is a tranquil experience to be enjoyed. The high-end community of homes is individually designed to celebrate the moods of the Andaman Sea.

An exclusive place in paradise

Every resident at Splendid Condo enjoys the pleasure of a stunning sea view overlooking the Kata-Karon Bay. The hillside location offers unobstructed views of the water and a secluded space away from the hustle and bustle found closer to town.

The project boasts unmatched tranquillity with the collection of 13 bespoke residences providing a splendid lifestyle filled with peace and privacy. There are one- and two-bedroom condominium units as well as duplex apartments and a spectacular rooftop penthouse at the complex.

Every residence at Splendid Condo comes furnished in an aquatic theme. And what better way to enjoy the sea view than to do so while soaking in the Jacuzzi tub on the private balcony or rooftop vantage hangout that can be found in every unit?

It's the perfect place for watching the sunset and taking in this island paradise.

The developer promises only the best by using top-of-the-line materials and utilising practical and durable designs of the highest quality. The result is beautiful homes built to last a lifetime.

A cool location

Situated on the west coast of Phuket, Kata Beach and the town of Karon are well-known throughout the world. Splendid Condo is a five-minute drive from the pristine beachfront, nestled in the natural hillside surroundings of the bay.

Once a quiet fishing village, Karon is now an established international community and connected tourist destination. Despite this, the town hasn't lost its distinct, rustic appeal. You'll find plenty of local eateries and shops that capture the region's spirit and history.

There are countless spas, cafes and entertainment options near the development meaning whatever you need is only a short drive away. Whether you want to play a round of golf, explore the local art scene or see the sights of Phuket, it is all at your doorstep.

The best when it comes to boutique

Boutique projects require a developer to understand buyers, the local area and design trends. It then has to use this knowledge to artfully craft residences that are truly unique.

With developments like Splendid Condo, Kata Sea View Condotel has shown it can do just that. It is this ability that allowed the firm to win Best Boutique Developer Phuket at The Dot Property Thailand Awards 2017.

www.splendidcondo.com
Phone: +66(0) 86 321 4999
Email: info@splendidcondo.com

SANSARA DEVELOPMENT, THAILAND



**DOT PROPERTY
THAILAND AWARDS**

WINNER

**BEST LIFESTYLE COMMUNITY
HUA HIN**

Sansara Hua Hin
By Sansara Development Ltd

2017

Awarded by
www.dotproperty.co.th





Live life on your terms

When most people look at buying a home they focus on the house itself. The features, layout and finishes all factor into the decision. These are no doubt important, but only when you are inside the house. Access to world class amenities, a vibrant community and highly trained staff are just as important. This is something not lost on the people behind Sansara Development.

The goal of the project was to rethink how living should be. Instead of focusing on the housing itself, Sansara emphasises the people and place that makes it feel like home. The high-end apartments and villas are stunning, but there is much more to the development than nice residences.

Here you will find luxurious accommodation as well as a thriving community with 5-star, full service hospitality. The little details make the difference in terms of comfort, ease and aesthetics and Sansara has gone out of its way to take care of these. Residents can enjoy the life they love amidst the charming hillside of Hua Hin.

With its commitment to providing the best possible living experience, Sansara has won Best Lifestyle Community Hua Hin at The Dot Property Thailand Awards 2017.

Everything needed for a good time

The centrepiece of the project is the 27-hole Black Mountain Golf Club. It is undoubtedly one of Thailand's top courses and hosts the only annual European PGA Tour event held in Asia. Residents will also have access to the club's resort facilities and the on-site water park which is popular with children.

Sansara has a number of fun facilities for residents to indulge in. You'll find everything from bocce courts

to a plaza space for Tai Chi and yoga along with numerous walking trails where the beautiful nature surrounding the development can be explored.

Being a community and not a traditional resort, there are plenty of activities offered at Sansara designed to help residents make new friends and have fun. You can learn to speak a second language, craft with your own hands, create a masterpiece or improve your tennis skills. Sansara's operations team is dedicated to finding and introducing unusual and fun learning opportunities into your daily routine.

If you want to explore more of what Hua Hin has to offer, hop on the community bus that stops in the city centre. You can browse the local shops, enjoy a meal at one of the many restaurants and even take a walk on the beach. Day trips and excursions are also offered to residents.

An ideal retreat

At the end of a fun day, you can return to your luxurious and stylish residence at Sansara. There are pool villas and apartments available with both featuring modern designs that maximise space. The development has 13 pool villas and a number of apartments that come in a multitude of sizes.

Perhaps best of all, living at Sansara is quite affordable. When you factor in everything available to residents, you won't find any other project that matches it in terms of affordability. Enjoy 5-star living at Sansara, winner of Best Lifestyle Community Hua Hin at The Dot Property Thailand Awards 2017.

www.sansara.asia

Phone: +66 63 268 0088

Email: customercare@sansara.asia

SKY DREAM VILLA, THAILAND



**DOT PROPERTY
THAILAND AWARDS**

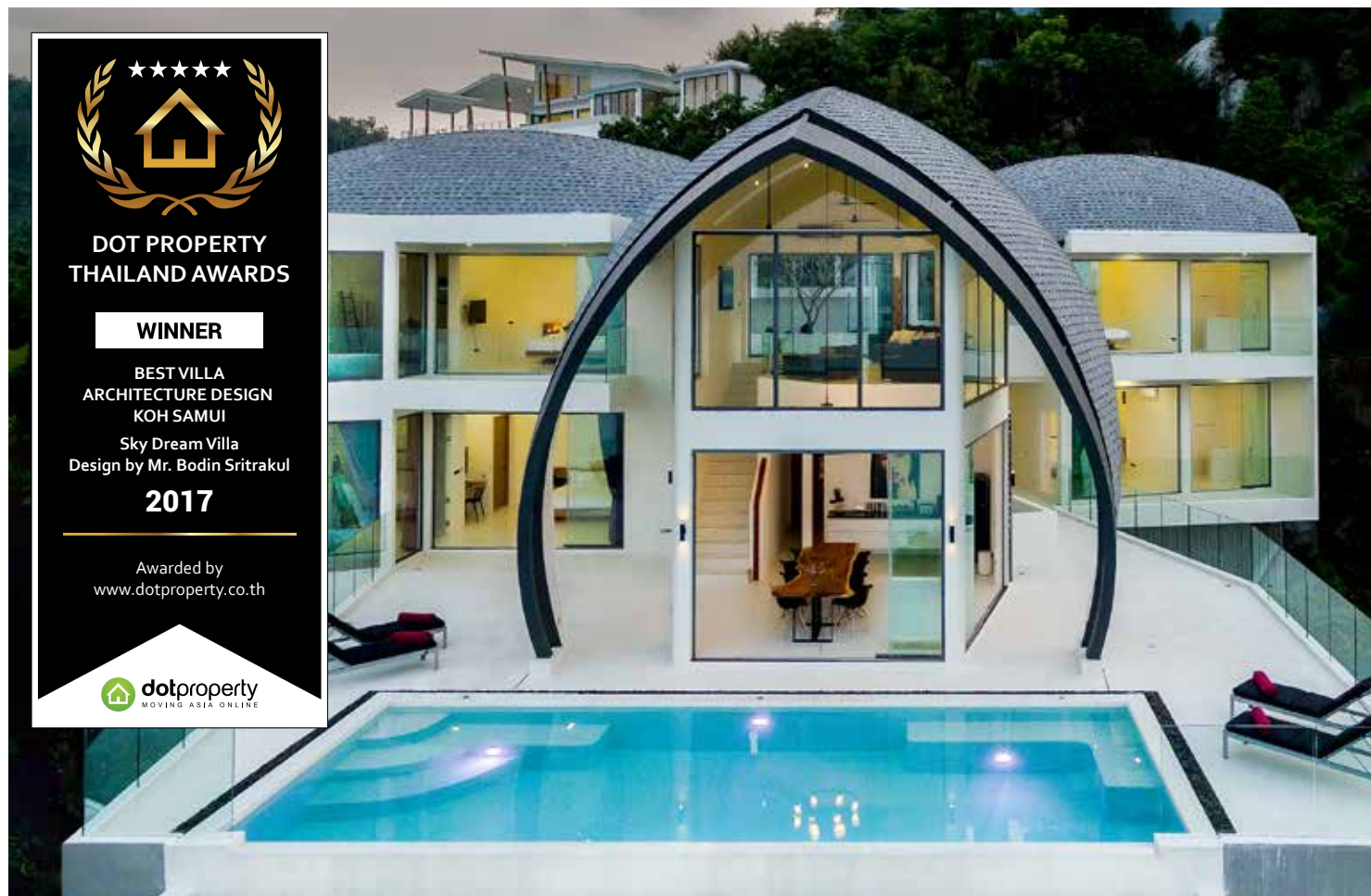
WINNER

**BEST VILLA
ARCHITECTURE DESIGN
KOH SAMUI**

Sky Dream Villa
Design by Mr. Bodin Sritrakul

2017

Awarded by
www.dotproperty.co.th





Designing a dream

When it comes to architecture, one of the most daunting challenges is making sure imaginative design concepts are still practical to use. After all, what good is a house or villa that looks cool but is ultimately uncomfortable? In many cases, architects are forced to tone down their concepts in order to create a property that is livable.

Award winning Thai design director and architect Bodin Srirakul has been designing and building villas exclusively in Koh Samui for more than 10 years. His goal for Sky Dream Villa was to create a place where dreams come true. He wanted it to be a villa where guests constantly need to pinch themselves to double check if they are in fact awake.

Sky Dream Villa is real and it's spectacular. The cathedral-like villa is a masterpiece of architectural design that looks as if it came straight from a movie. The property is incredibly positioned offering magical views of Chaweng Noi Bay's blue waters. The bedrooms provide guests with unobstructed, 180-degree ocean views that are some of the best in Samui.

The villa is located in the lush hills of Chaweng Noi. It is only a 10-minute drive to the beach. A taxi shuttle service to and from Koh Samui airport, Lomprayah ferry pier and Nathon pier is provided with all rentals.

Don't fall asleep

As you walk up the steps that lead to the dining hall, you can't help but notice the tropical feel. These feelings will be fully realised once you enter the expansive space and soak up the enchanting scene that awaits you. It will be a moment you never forget.

And that's only the first impression. As you explore the four-bedroom, four-bathroom villa, you will find dramatic terrace views, a majestic infinity pool, a large cast-in-concrete bathtub, simply divine interiors and everything else you could possibly need during your stay here.

There is no need to dream about the ultimate island getaway. Not when you can stay at Sky Dream Villa and experience unrivalled, luxurious bliss.

Dream Team makes a life a breeze

Those staying at the villa will be able to enjoy the exclusive service provided by the Sky Dream Team. Whether you could use some groceries, have laundry that needs to be done or require something else, the Dream Team is on-hand to make sure it is taken care of.

The English speaking staff will greet you upon arrival, take care of your luggage and escort you to your own personal sanctuary. Best of all, they are happy to show you how to cook typical Thai cuisine.

Should you want to get a workout in or partake in some activities, have the staff take you to the Game & Fitness Room. There you will find a Ping-Pong table, a billiards table and darts along with a fully equipped gym.

It's a reality

All of this may seem too good to be true, but we can confirm Sky Dream Villa is not a figment of your imagination. The gorgeous villa is the winner of Best Villa Architecture Design at The Dot Property Thailand Awards 2017.

www.sky-dream-villa.com
Email: tim@sky-dream-villa.com

VERANO RESIDENCE, THAILAND



**DOT PROPERTY
THAILAND AWARDS**

WINNER

**BEST VILLA DEVELOPMENT
KOH SAMUI**

Verano Residence
Samui Be One Co., Ltd.

2017

Awarded by
www.dotproperty.co.th





Set along the hills of Chaweng Noi and offering some of the best sea views found on all of Koh Samui, Verano Residence is one of the most exciting developments on the island. Less than one kilometre from the entrance of the residence is the stunning Chaweng Noi beach while several popular amenities including restaurants, international schools, international Hospitals and Central Festival department store are less than 10-minutes away. Between the convenient location and sweeping views of Chaweng Bay and Koh Phangan, Verano Residence is the perfect project for investors.

Verano Residence launched Phase 2 in May of 2016 after the quick success of the first phase which is completely sold out. The architect has kept the natural aspect of the residence in mind and managed to integrate the villas into the surrounding mountains. The concept of Phase 2 remains similar to Phase 1, however, there have been some changes made in the layout. For example, the living room areas have been extended to make the villas even more spacious and enjoyable to live in.

There are two types of villas available in Phase 2. Regardless of type, every villa at the project has a private carpark with space for two vehicles as well as a laundry and storage room. Residents will find a large, open-plan living, dining and fully-fitted kitchen area with direct access to a large covered terrace and infinity swimming pool on the main floor. An impressive two-metre wide staircase takes you to the top where you will find three large bedrooms with each one equipped with en-suite bathrooms and private balconies. In total, a stunning 400 square metres of living area is available, and that doesn't even include magnificent the sea views available in each room.

It's not just the villas that shine. The infrastructure at Verano Residence can't be beat. The project's developers made the choice to offer their investors large, eight-metre wide roads instead of packing the available land with more units. Additionally, each villa has at least 650 square metres of private land. On top of that, water, electricity and fibre optic Internet are all taken care of on-site.

Owners at Verano come from all corners of the world with China, Thailand, England, Australia, Hong Kong, South Africa and Singapore represented. Equally as impressive, approximately 50 percent of buyers having chosen Verano to be their permanent residence showing that once you visit, you may never want to leave.

All the villas of Phase 2 are currently under construction with the first villa set to be completed in August of this year. Demand has been very strong and there is currently only one villa available for sale. Due to the demand, the developer will launch a 3rd phase in September and interested clients can contact Verano directly for more information.

The Dot Property Thailand Awards 2017 is pleased to announce that Verano Residence has won Best Villa Development Samui. In the days when units are getting smaller and developments more crowded, Verano has bucked the trend. The spacious project truly cares about the comfort and well being of residents, something that is refreshing to see.

Project:	Verano Residence
Developer:	Samui Be One Co., Ltd
Product:	Luxury Seaview Villas
Architect:	By Vista Co., Ltd
Location:	Chaweng Noi, Koh Samui
Launch:	July 2015
Completion:	End 2019
Total land area:	23 Rai
Number of units:	40 units
Facilities:	24/7 security, CCTV, fiber optic Internet, 3-phase underground electricity
Sales office:	+66 77 960 560 +66 83 182 5430
Email:	sales@veranosamui.com
Website:	www.veranosamui.com

POOL VILLA 18 SAMUI, THAILAND

POOL
VILLA 18



**DOT PROPERTY
THAILAND AWARDS**

WINNER

**BEST VILLA
DEVELOPMENT RESORT
KOH SAMUI**

Pool Villa 18 Samui
Designed by Bodin Sritrakul

2017

Awarded by
www.dotproperty.co.th





Pool Villa 18 Samui has something for everyone

There are two striking aspects of Pool Villa 18 Samui that stand out. For investors, it's the guaranteed return of six percent for 10 years. Those with an eye for details can't help but notice the wonderful designs executed by the renowned Bodin Srirakul. The award-winning Thai designer has created another masterpiece with Pool Villa 18 Samui.

Khun Bodin has designed some of Samui's most coveted villas and when you pair that with the unique investment scheme, you have a project that will impress both design enthusiasts and savvy investors. Pool Villa 18 Samui has also been recognised by The Dot Property Thailand Awards 2017 as Best Villa Development Resort Samui.

A splashy investment

Neo Estate Corporation, the firm behind Pool Villa 18 Samui, is no stranger to the island having worked on several other villa projects. The development company understands the unique requirements a villa resort must have in order to cater to those staying here as well as investors looking for both a holiday home and an investment that will provide steady returns.

In addition to the generous guaranteed return of six percent for 10 years, there are plenty of other benefits that will entice investors. These include no operational cost deductions from rental income along with no management fees or sinking fund costs ensuring returns are not diminished.

Pool Villa 18 Samui is a wonderful development and investors may want to enjoy their spectacular unit in person. That's why all owners can enjoy two complimentary weeks at their villa annually between 15 April and 30 November apart from the month of August.

Everything is taken care of

Pool Villa 18 Samui has enlisted a top-notch property management company to handle everything. The Pool Villa 18 Management Company will have an on-site office

to take care of the needs of the residents. This is done to make sure all who stay here have a pleasant stay.

The management team will provide a shuttle service from Pool Villa 18 Samui to the airport and beach along with maid service and room service. Much like other resorts, the management team will be able to assist guests with organising services such as chauffeur hire, baby sitting, in-house spa treatments, tours and car and motorbike hire.

Whether you are staying here yourself or your villa is being let out to guests, you can rest assured that everything is being taken care of by the skilled management team.

The place to stay in Samui

As the Pool Villa 18 Samui name would suggest, every unit in the development has its own swimming pool as well as a sun deck. There are three different unit types at the complex ranging in size from 244 square metres to 336 square metres.

All villas offer breathtaking views of the always impressive Gulf of Thailand where guests will be able to soak in the tropical ambiance that has made the island a must visit destination. Speaking of tropical ambiance, all the luxurious units come fully furnished with items designed to capture the feel of paradise.

With a desirable investment programme and magnificent designs, Pool Villa 18 Samui has won Best Villa Development Resort Samui at The Dot Property Thailand Awards 2017.

www.poolvilla18samui.com

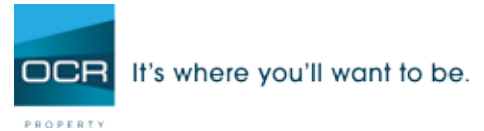
Email: info@poolvilla18samui.com



DOT PROPERTY MALAYSIA AWARDS 2017

The Dot Property Malaysia Awards 2017 celebrates the best developers, projects and hotels in the country. We're thrilled to announce this year's winners and you can find their details on the following pages. The entire Dot Property team would like to congratulate the winners on their fine achievement. For more information on The Dot Property Malaysia Awards 2017 be sure to visit www.dotpropertyawards.com

OCR LAND HOLDINGS SDN. BHD., MALAYSIA



OCR's style helps it win Best Boutique Developer

Having won Best Boutique Developer at The Dot Property Malaysia Awards 2017, it's safe to say OCR knows a thing or two about style. The developer has built its reputation on creating projects that are not only desirable living spaces, but also capture the imagination of residents.

This combination is evident at its Flexus Signature Suites @ Jalan Kuching, a development revolutionising suites in Malaysia. The 286 units are thoughtfully designed to blend the interior space with modernity and practicality. The 20-storey complex has retail space along with the signature suites.

There is also a range of cutting-edge facilities including a fitness area, swimming pool and multi-purpose function hall/meeting rooms. This is topped off by the rooftop landscape garden and sky lounge that allows the Kuala Lumpur cityscape to serve as a panoramic backdrop. Additionally, the freehold project is easily accessible to major highways.

OCR doesn't simply build places to live, they create a lifestyle that meets your life's expectations.

BELLEVUE @ CYBERSOUTH, MALAYSIA



Best Townhouse Development goes to Bellevue @ Cybersouth

Buyers determine the ultimate success of any development. This is especially true of townhouse developments where most of those purchasing a home are end users who want a space for their family. Bellevue @ Cybersouth, from leading developer MCT Berhad, is a project that has been in high demand with the developer reporting the project is 90 percent booked.

"Bellevue is targeted at first-time homebuyers, young couples, professionals and small families. It is also suitable for those who want to have their parents living under the same roof, yet have their own space and privacy," MCT Berhad Chief Executive Officer Jose Juan Z. Jugo said in a recent interview.

It is easy to see why the project has been so popular with buyers. The beautifully-crafted homes are designed with families in mind. They are also spacious yet affordable meaning residents do not have to choose between price or space. Bellevue boasts plenty of amenities as well. The Dot Property Malaysia Awards 2017 is pleased to name Bellevue @ Cybersouth as Best Townhouse Development.

ARMANEE TERRACE 2, MALAYSIA



Armanee Terrace 2 is a real estate inspiration

One of the most notable trends in Malaysian housing is resort inspired living. People want to have the amenities of a resort at their primary residences and this is something developer MK Land has taken note of. Located in the hillside of Damansara Perdana township and only a short drive away from the Kuala Lumpur city centre, Armanee Terrace 2 feels like a resort despite its urban location.

Buyers have fallen in love with the project's concept that has seen Armanee Terrace 2 honoured as Best Resort Inspired Development Kuala Lumpur at The Dot Property Malaysia Awards 2017.

What makes the development stand out? Unlike other projects that simply add a pool or resort-style decorations, MK Land went the extra mile to ensure Armanee Terrace 2 has all of the qualities one would expect to find at a resort. The firm enlisted the best landscape architects and resort designers in the region to create a project that is a private tropical escape. The result is a development that transforms resort living into a true art form.

Exquisite gardens can be found throughout the project and these are complemented by art décor pieces in and around Club Armanee, the on-site clubhouse. Other amenities at the development include a swimming pool, Jacuzzi, tennis courts, fitness centre, children's playground and a BBQ area.

Resort living that still feels like home

Armanee Terrace 2 features spacious duplexes with impressive private sky gardens perfect for the growing family who needs comfort, privacy and security. The best fittings and materials have been used throughout the residences so owners can be confident they are receiving the best. From a design perspective, the units feature touches of Balinese architecture that skilfully blend in with the hillside greenery. The result is a living space that is luxurious and beautiful.

Unlike resorts, which can be isolated, Armanee Terrace 2 is well connected in one of Kuala Lumpur's most coveted locations. Residents will be able to enjoy the convenience of being surrounded by world-class shopping, retail, F&B and entertainment options which can be found only minutes away by car.

After a day of fun, they will then be able to retreat back to the relaxing confines of the development. It truly is the best of both worlds. MK Land's effort has paid off as Armanee Terrace 2 has been awarded Best Resort Inspired Development Kuala Lumpur at The Dot Property Malaysia Awards 2017.

QUAY WEST RESIDENCE, MALAYSIA



While Penang is recognised for its heritage and great food, the island also has several amazing luxury projects. However, developer Asia Green Group has taken luxury living to a whole new level with Quay West Residence, winner of Best Luxury Condo Development, Penang at The Dot Property Malaysia Awards 2017.

Residents can truly enjoy the finer things in life with a gorgeous infinity swimming pool overlooking Queens Bay and private lifts among the project's most impressive features. The freehold condominium development has too many amenities to count as well as units that are spacious and smartly designed.

www.quaywest.com.my

PICASSO RESIDENCE, MALAYSIA



They say art imitates life. Well, at Picasso Residences life is art. Hailed as a masterpiece of contemporary architecture, the project is so well designed that it would have made Picasso proud. The condominium project offers residents an elegant lifestyle that is complemented by the exquisite services and amenities that go above and beyond one's expectation.

The two 38-storey towers offer awe-inspiring views of Kuala Lumpur and the project is situated next to the picturesque Embassy Row. Those looking for a little rest and relaxation can head up to the rooftop where several luxurious amenities like a sky deck, games room and hammock garden can be found.

www.picassoresidence.com.my

DAMANSARA CITY OFFICE TOWERS, MALAYSIA



Damansara City at Damansara Heights, Kuala Lumpur is a magnificent mixed-use project being developed by GuocoLand Malaysia. The project consists of a pair of 28-storey luxury residential towers known as DC Residensi; two Grade A office towers, Wisma GuocoLand and Menara Hong Leong; the upscale Sofitel Kuala Lumpur Damansara; and an F&B-centric lifestyle mall. It truly is a place that has it all.

When it comes to office developments in Malaysia, Damansara City Office Towers truly shines. The 33-storey Menara Hong Leong was completed in 2015 and the second tower, Wisma GuocoLand, is now open and has welcomed tenants. The development is so impressive that it has made people actually want to go to work. Wisma GuocoLand and Menara Hong Leong won Best Office Development at The Dot Property Malaysia Awards 2017 because of its inspirational design and outstanding features that creates the most modern of workplaces.

Designed as a contemporary workspace environment, Damansara City Office Towers were carefully planned to suit the needs and wants of employees. Spaces offer energy and exuberance allowing for creativity to flourish, something that is incredibly important to the work force today.

For leading companies, retaining and attracting top talent is more challenging than ever before. The workplace is seen as one of the most important aspects to current and potential employees. That is why GuocoLand Malaysia went out of their way to develop an office project that wasn't simply a workspace, but a place people want to be.

A number of international corporations and leading Malaysian companies have set up shop at Wisma GuocoLand and Menara Hong Leong including The Hong Leong Group and AECOM Malaysia. The project is environmentally friendly as well, allowing companies to both save money and be proud of their workplace.

Certifications at Damansara City Office Towers include:

- MSC status ready
- LEED Gold roofing
- GBI certified

The prominent office towers are surrounded by the hustle and bustle of a vibrant city. The entire Damansara City project has a buzz around it that adds to the offices. After all, no one wants to work in an empty area devoid of life.

The central location of Wisma GuocoLand and Menara Hong Leong and the two nearby MRT stations makes moving around the city and even flying out of Kuala Lumpur a breeze with road and rail links easily accessible. Both the KL city centre and KL Sentral station can be reached in minutes, making it an ideal location for business.

Congratulations to Damansara City Office Towers for winning Best Office Development at The Dot Property Malaysia Awards 2017.

SKYWORLD, MALAYSIA



SkyWorld has burst onto the Malaysian property scene with several outstanding projects that offer both style and comfort. The company prides itself on marrying value-added features that are unique with lush conceptual designs. The result is developments that provide the ultimate sky living experience in the city centre.

The firm's continuous commitment to deliver the right product mix and its desire to think outside the box are just a few of the reasons that propelled it to be named Best Emerging Developer at The Dot Property Malaysia Awards 2017.

SkyWorld was founded on one single vision; to be the best city developer in Malaysia by providing sustainable sky living to the country's city communities. Nowhere is this vision and execution more evident than at SkyArena.

The project is Kuala Lumpur's first vertical community to emphasise active living and wellness. This unique 28-acre mixed-use development is anchored by a 9.4 acre, multi-facility sports complex and is unique not just for Malaysia, but Southeast Asia as a whole.

Situated in Setapak, an emerging suburb of Kuala Lumpur, SkyArena is in a well-connected community that is close to international schools, medical centres and shopping malls. It's also a short drive from the Kuala Lumpur City Centre and provides easy access to the entire city.

This integrated development will have residential, hotel and commercial space that supports a healthy lifestyle along with a multi-storey sports complex. Bennington Residences @ SkyArena, the second residential tower at the project, will have several features that promote wellbeing for both the body and mind. The Sky Gym allows residents to stay in shape while the rainforest-themed Sky Park provides a sanctuary to get away from the noise and chaos of city life.

It's this bold approach that leverages innovation and modern techniques to create projects that break the mould which sets SkyWorld apart from its peers. The firm isn't simply building residences, it is creating urban high-rise developments that provide living experiences.

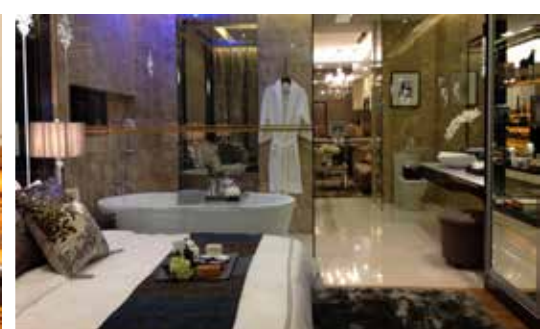
With a prime, strategic landbank spanning around the city including the areas of Setapak, Sentul, Bandar Baru Sentul, Taman Danau Desa, Bukit Jalil, Kenny Hills and Setiawangsa, it will be exciting to see what Skyworld has planned for these sites. The landbank totals more than 137 acres and has an estimated gross domestic value of MYR 13 billion.

Hailed as Best Emerging Developer by The Dot Property Malaysia Awards 2017, SkyWorld is poised for growth as it continues to aim for the stars by offering residents a chance to live in the sky.



DORSETT RESIDENCES BUKIT BINTANG, MALAYSIA





Luxury living in Kuala Lumpur has a new name: Dorsett Residences Bukit Bintang

Bukit Bintang is the heartbeat of Kuala Lumpur. KLCC Petronas Towers, KLCC Convention Centre, Pavilion, KL New Financial District and several 5-star hotels along with numerous embassies are found here. The area is also set to be home to one of Malaysia's most exciting residential developments.

Dorsett Residences Bukit Bintang offers its residents distinctive living where the outstanding amenities are connected. The result is unmatched convenience complete with everything a person could possibly need being at their fingertips. Of course, that is what is to be expected from the renowned Dorsett brand. The Dot Property Malaysia Awards 2017 is pleased to announce Dorsett Residences Bukit Bintang has won Best Luxury Branded Residences.

These service apartments are helping redefine luxury in Malaysia. All units are fully furnished and feature stylish interior design. Nine unit types are available with one-, two- and three-bedroom residences. The high-end residences surpass international standards and contain the features which young expats and millennials would look for in their home.

Dorsett Residences Bukit Bintang has an infinity swimming pool, a sun deck, Jacuzzi, sauna and steam room and a fitness centre to ensure the needs of residents are taken care of. The most impressive amenity is the valet parking service. Simply leave the car at the entrance and trained valets will take care of the rest.

Paired with renowned Dorsett hospitality brand, the development promises to comfort with numerous amenities available at their doorstep of those living here. The development is next to the iconic Dorsett Kuala Lumpur.

Located in Kuala Lumpur's Golden Triangle, the location is without a doubt the most desirable in Malaysia. Some of the most popular restaurants and bistros can be found a short walk away from Dorsett Residences Bukit Bintang meaning residents will always be in the heart of the action. There are also several upscale shopping malls in the neighbourhood.

Dorsett Residences Bukit Bintang has raised the bar when it comes to luxury living in Malaysia. There was no other choice for Best Luxury Branded Residences at The Dot Property Malaysia Awards 2017.

Project:	Dorsett Residences Bukit Bintang
Developer:	Dorsett Bukit Bintang Sdn Bhd (wholly owned by Far East Consortium International Limited – Hong Kong)
Product type:	Serviced Apartment
Location:	Bukit Bintang
Total land area:	0.406 acre
Number of units:	252 units
Title:	Freehold
Facilities:	Infinity swimming pool, splash pool and children's pool, sun deck, Jacuzzi, sauna and steam room and a gym room
Sales office:	+6011-1111 3333
Email:	info@mayland.com.my
Website:	www.dorsettresidencesbb.com

HAMPTON DAMANSARA, MALAYSIA





A well-designed life

What is lifestyle residential design? It's design that incorporates all aspects of daily living into a residential development. Lifestyle residential design creates a positive way of a life for residents that allows them to enjoy the things that really matter, like family. In Malaysia, no project embodies this quite like Hampton Damansara, winner of Best Lifestyle Residential Design at The Dot Property Malaysia Awards 2017.

As the only serviced residence in Country Heights Damansara, it has become the most prestigious address in the area. The project is adjacent to the best schools, healthcare facilities, shopping complexes and recreation areas. Additionally, expressway connections are a stone's throw away meaning you can quickly get to where you need to be.

Boasting a pair of 43-storey towers, there are 700 units at the development, each one providing luxury living. Units have been designed with a touch of refinement and every single detail has been cared for. The end result is unique residences that makes everyday feel like a retreat.

Facilities for everyone

The 70,000 square foot facilities podium is a marvel to behold. Spread across two floors, there are 40 different facilities for you to choose from. Each one is equipped with best-in-class equipment and finishes that provides residents with the ability to create the lifestyle they want. From leisure to fitness, you will find it all at Hampton Damansara.

Health and wellbeing is an important part of daily life for most people. Understanding this, the developer behind Hampton Damansara has outfitted the project with a state-of-the-art fitness centre, an Olympic size salt water swimming pool and a jogging path.

Those who enjoy partaking in sports won't be disappointed. The project has a basketball court and an indoor golf simulator. After your workout, you can unwind in the Jacuzzi or crystal salt sauna and give those tired muscles a rest. Hampton Damansara also has indoor and outdoor yoga spaces as well as a tai chi area.

Spending time with family is very important and the facilities podium has several unique activities for this including a BBQ area. There is also a children's pool, sun deck and several other spaces that can be used by families.

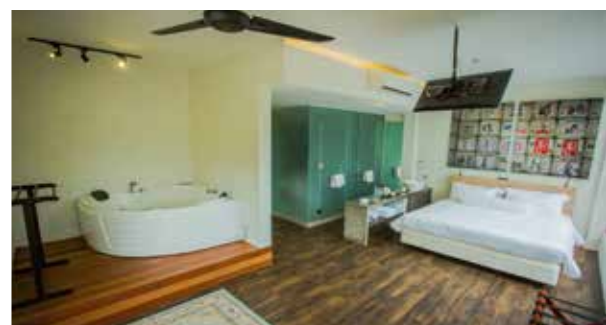
A deserving winner

Hampton Damansara is a development that has utilised lifestyle residential design in ways most people never thought possible. It is a deserving winner of Best Lifestyle Residential Design at The Dot Property Malaysia Awards 2017.

Project:	Hampton Damansara
Developer:	Malaysia Land Properties Sdn Bhd
Product type:	Serviced Apartment
Location:	Country Heights Damansara
Number of units:	700 units
Title:	Freehold
Sales office:	+60 011 -1111 3333
Email:	info@mayland.com.my
Website:	www.hampton.com.my

THE RUCKSACK CARATEL, MALAYSIA





Check in to Melaka's oasis

There are plenty of great hotels in Melaka but none manage to capture the imagination of guests quite like The Rucksack Caratel, winner of Best Hotel Melaka at The Dot Property Malaysia Awards 2017. The Hip and Happening Group, the company behind the property, wanted to bring about a refreshing change to Peranakan-themed accommodations found in Melaka.

In this search they came up with the idea of a caravan hotel, a concept inspired by road trips they had taken around the world. Now almost two years old, The Rucksack Caratel provides travellers with an oasis where they can relax and rejuvenate while spending time in Melaka, a UNESCO Heritage site.

Rooms for resting

After a day of adventure in Melaka, you'll need some rest. The spacious rooms at The Rucksack Caratel are the perfect place to unwind and recharge your batteries. Each room at the property has air conditioning and a flat-screen TV. There is also an en-suite bathroom with complimentary toiletries and free slippers to use.

Certain rooms offer views of the gardens and pool at the hotel while others feature views of Melaka's historic streets. While you're admiring the view, you can enjoy a cup of tea or coffee thanks to the in-room electric kettle. Most important of all, you will find free Wi-Fi in all of the rooms and common areas of The Rucksack Caratel. There are several different room types available including Caravan Rooms, which are great for friends to share, and the Garden Suite with Jacuzzi, a popular room for couples looking for a romantic ambiance.

Facilities for fun

The most unique amenity at the property has to be the Caravan Park which boasts a foosball table, rustic

swings, a basketball hoop, stationary bikes and cushy seats where you can sit and mingle with other like-minded travellers. It's a unique space that offers a chilled out vibe not available elsewhere.

Those who want to literally chillout can take a dip in the swimming pool. The pool area features lounge chairs for those wishing to work on their tan and the space overlooks the lush, floral garden of the nearby Melaka Sultanate Palace. The Rucksack Caratel also has a sound stage with a full console system, four microphones and two standing speakers should you feel inclined to show off your musical prowess.

Magnificent Melaka

As a UNESCO Heritage site, there is no shortage of things to see and do in the city. However, the location of The Rucksack Caratel puts many of the city's iconic destinations within walking distance. Melaka Sultanate Palace and Christ Church are a short stroll from the property while the famed souvenir shops of Dataran Pahlawan and Jonker Street are easily accessible.

Known as Malaysia's "Historic State", the colonial town centre is a melting pot of different cultures with Malay, Chinese, Portuguese, Dutch and British influences all present. And while people come for the culture, they fall in love with the delicious food. Visitors from around the world have become smitten with Melaka's countless charming restaurants, cafes and food stalls.

Grab your rucksack

Whether you are mingling in the Caravan Park at The Rucksack Caratel or relaxing in your room after a day of fun in Melaka, the hotel is the place to stay in this historic city. Congratulations to The Rucksack Caratel for winning Best Hotel Melaka at The Dot Property Malaysia Awards 2017.

www.therucksackgroup.com

REGUS, MALAYSIA





Regus provides an office everywhere you go

Regus Malaysia has expanded significantly in the past few years, growing from four to 28 centres in the country. Their network spreads throughout Malaysia and Regus now has a presence in the cities of Penang, Johor, Kuala Lumpur, Selangor, Kota Kinabalu and Labuan.

And while each space is unique, every Regus serviced office facility is of the highest quality and staffed with employees who care about those working here, regardless of if they are there for a few hours or several weeks. When it comes to serviced offices, Regus Malaysia remains the standard bearer and it is a deserving winner of Best Serviced Office Malaysia at The Dot Property Malaysia Awards 2017.

When you enter any of the Regus centres, you know you will be able to take advantage of an international standard work environment that can't be beat. The company has built its reputation on this and is now found in 3,000 locations across the globe.

This allows Regus Malaysia customers to establish a base in one of the Regus centres in the country and enjoy access to all of the company's locations globally. Additionally, Regus community members are entitled access the firm's business lounges across Malaysia and all over the world as well as being able to take advantage of discounts from the exclusive partnerships Regus has.

Convenience is also important to Regus and that's why they created the MyRegus app that can be downloaded from the Apple App Store or Google Play store. The app can help you find the nearest centre, book a meeting room or rent an office by the day.

These days, a lot of focus has been placed on co-working spaces but not everyone understands the differences, or lack thereof, between what they offer and serviced offices. The latter normally have co-working space to cater for communal events, networking and shared working spaces for entrepreneurs and start-ups in addition to more traditional serviced offices.

Of course, Regus is always evolving and the company's newest designs have large co-working spaces that meet the current workspace demand. Regus, as part of the IWG group, also has another brand called Spaces which have large co-work spaces that cater for millennials and the co-working trend with cooler layouts.

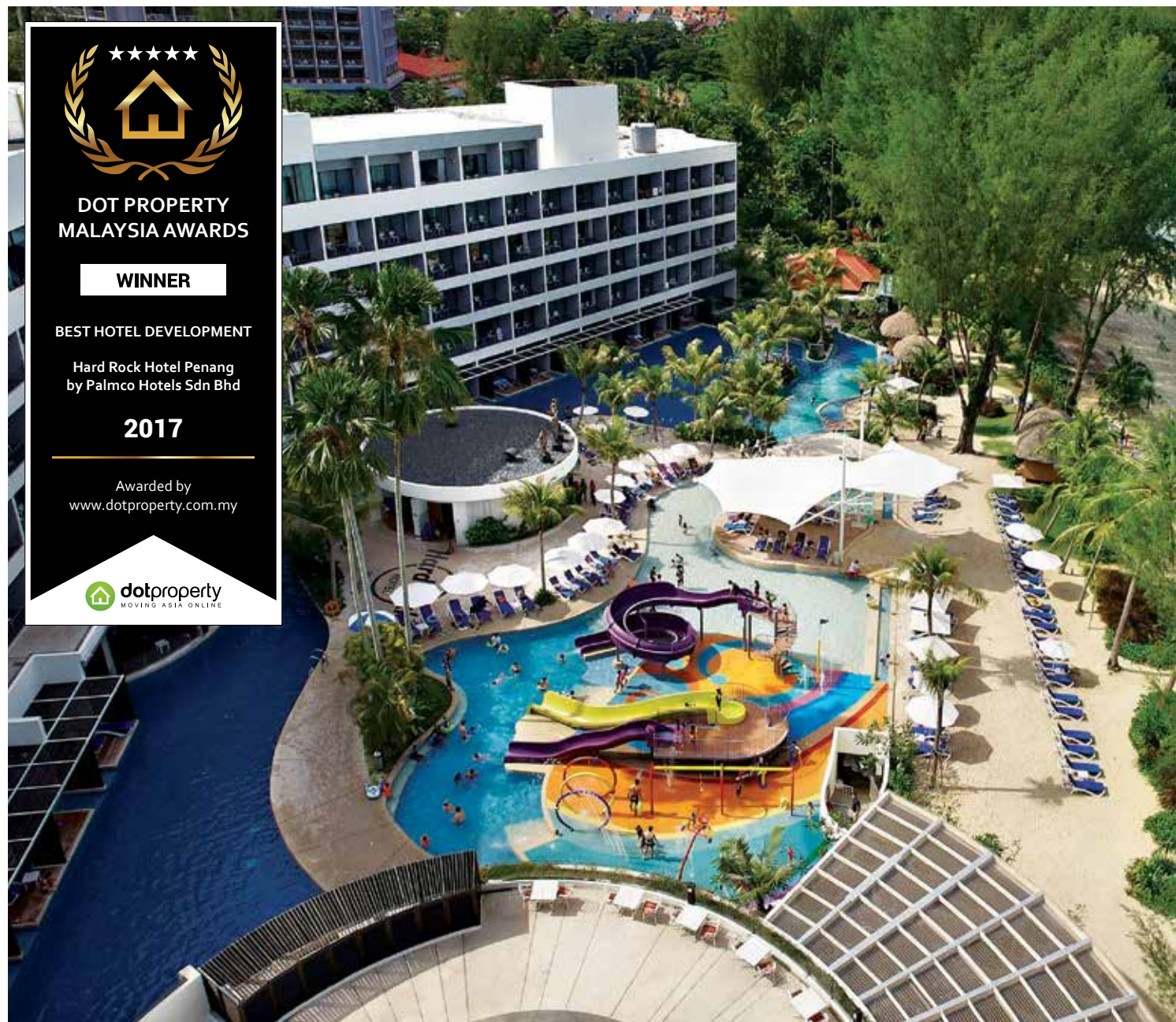
The company expects to continue expanding its network over the next few months with Regus and Spaces designs giving clients in Malaysia even more options. There is a reason Regus is popular with small- and medium-sized enterprises, multinational corporations, start-ups and entrepreneurs from all industries. It's because the company offers the best serviced office experience possible.

Best Serviced Office Malaysia at The Dot Property Malaysia Awards 2017 goes to Regus Malaysia, a company that continually goes above and beyond client expectations.

www.regus.com.my



HARD ROCK HOTEL PENANG, MALAYSIA



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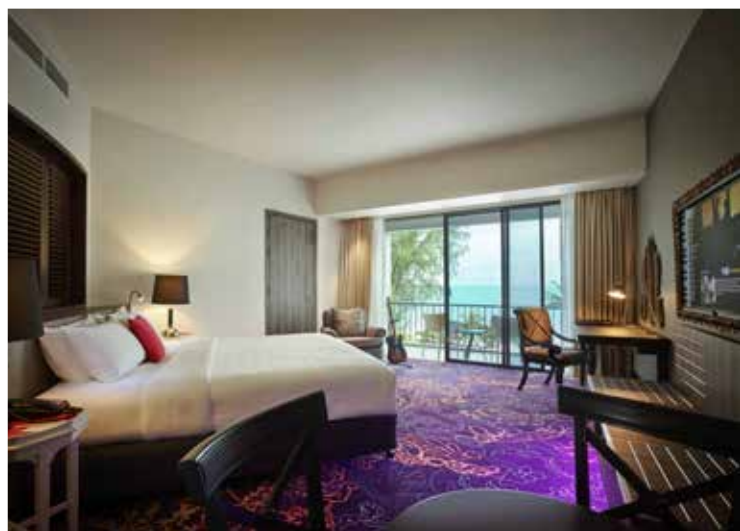
WINNER

BEST HOTEL DEVELOPMENT

Hard Rock Hotel Penang
by Palmco Hotels Sdn Bhd

2017

Awarded by
www.dotproperty.com.my





Hard Rock life

Deep down inside, everyone wants to live the rock 'n' roll lifestyle, even if it's only for a couple days. Hard Rock Hotel Penang is one of the few places where this fantasy can become a reality. Not only does the property offer the cool vibe you'd expect from the Hard Rock brand, but it's the winner of Best Hotel Development at The Dot Property Malaysia Awards 2017.

Hard Rock Hotel Penang is located on absolute beachfront with the sandy shores of Batu Ferringhi only a few steps away. Many of the rooms and suites at Hard Rock Hotel Penang offer stunning views of the water as well as balconies where you can relax and soak up the ambience.

When you're not enjoying the beach, be sure to take a stroll around the property and check out the rock 'n' roll memorabilia from artists including Taylor Swift, Lady Gaga and Rihanna. The resort, which opened in 2009 and completed a refurbishment in 2016, has an impressive design that maximises space and seamlessly ingrates the facilities.

Let the good times roll

From the minute you enter the lobby until the time you check out, the familiar notes of rock 'n' roll hits will serve as the soundtrack to your stay. Of course, this is the norm at all Hard Rock Hotels, but serves as a refreshing change of pace when compared to other properties in Malaysia. There is also live music nightly at Hard Rock Café should you want to take in a performance and enjoy some of the tasty favourites served up.

The facilities at Hard Rock Hotel Penang really stand out, in both quality and design. The free-form swimming pool, Penang's largest, winds around the resort and has sand islands, a children's play area and plenty of space for lounging.

Image is everything in the world of music, so the hotel naturally has this covered. You can work on your appearance at Body Rock, the on-site fitness centre that features cardio and weight equipment plus a workout space for yoga or other activities.

If you find that you have partied a little too hard, head over to the Rock Spa and enjoy one of many spa treatments on offer. That's mind and body taken care of. Let's not forget about the young ones. They can be the most difficult to entertain and often times leave a path of destruction behind

that would make a rock star blush if they are left to their own devices. Hard Rock Hotel Penang, perhaps being familiar with both rock stars and children, ensures kids of all ages have something fun to do. In addition to the swimming pool, there is Roxity Kids Club for the little ones, Lil' Rockers Club for infants and TABU Teens Club for those who are a little older and cooler. Each club offers unique activities and entertainment to keep the kids happy.

Rooms really rock

Hotel rooms are a vital part of the rock star experience and the 250 rooms at Hard Rock Hotel Penang don't disappoint. The decor screams rock 'n' roll without being too over the top. The spaciousness of the rooms and suites is second to none ensuring you have the privacy celebrities can only dream of.

Regardless of whether you want to party all night and sleep all day or sleep all night and have fun all day, the rooms offer plenty of comfort and amenities. For starters, Hard Rock's 'Sleep Like A Rock' bedding is so nice you may never want to get out of bed. Each room also has a 50-inch LED TV with a customised menu screen and a selection of free movies along with a BOSE sound system. This means you can rock out to your favourite tunes or lay in bed and watch movies. There's no wrong decision.

As good as a Grammy

There is nothing quite like spending time at Hard Rock Hotel Penang. The place is fun and really does cater to people from all walks of life. Couples, families and even retirees from both Malaysia and abroad continue to flock to the resort thanks to its stylish rooms, hip amenities and chilled out vibe. It's one of those things you have to experience in person to fully appreciate.

Beyond that, the staff goes out of their way to make sure your stay is a good one. There are also three restaurants and three bars on-site offering just about everything you can imagine. Hard Rock Hotel Penang hosts plenty of cool events each month including family friendly foam parties.

While there are plenty of quality hotels in Malaysia, the creative design and awesome ambience separates Hard Rock Hotel Penang from the rest of the field. This is why it is the winner of Best Hotel Development at The Dot Property Malaysia Awards 2017.

www.penang.hardrockhotels.net

8

Unique things to do in Penang

Tourist arrivals to Penang have ebbed and flowed in the past few decades much like the tides along its beaches. In the 1970s and 80s, it was one of the must visit destinations for travellers from Europe and Australia, however, it was passed by the likes of Koh Samui in Thailand and Ho Chi Minh City in Vietnam during the 90s.

The historical core of the island's capital, George Town, was named as a UNESCO World Heritage Site in 2008 and this saw international tourists return to Penang in droves. If you haven't been, it is a great place to spend a weekend, and if you have visited the island, why not check it out again? Here are eight unique things you can do in Penang.



1

Cook the Penang way

Penang has some of the best food in the world and is a melting pot of flavours and cooking traditions. Many people fall in love with the cuisine and want to take it home with them. Thanks to Nazlina Hussin and her Nazlina Spice Station, you can learn how to make your favourite Penang dishes at home. Nazlina will teach you the origins of Malay spices, their significance in Malaysian cuisine and how to use the old methods to cook Penang cuisine.

www.pickles-and-spices.com



2

Take a trishaw ride

While not the most efficient means of transportation, there is something charming about taking a trishaw ride through the streets of historic George Town. A trishaw is like a rickshaw but instead of being pulled by a person on foot, you are shuttled around by a driver on a bicycle. If you are looking to check out a bunch of sites in one go, rent one for an hour or more with a driver who can show you around.



3

Visit a camera museum

The Penang Camera Museum has more than 1,000 vintage cameras on display as well as a dark room and special exhibitions. There is also a pinhole room at the museum that lets you see how a camera works from the inside out. Located in a refurbished shop house in Penang, it's safe to say the museum has captured the imagination of photography enthusiasts.

www.thecameramuseumpenang.com

4

Record setting reclining Buddha

The reclining Buddha at Wat Chaiyamangkalaram happens to be the third longest in the entire world, measuring in at 33 metres. It is part of a Thai Buddhist temple that was built in 1845 and highlights Penang's multicultural flair. The reclining Buddha was constructed 100 years later at the temple amid great fanfare. The late King of Thailand, Bhumibol Adulyadej, and Queen Sirikit even visited Penang in 1963 to see the temple and statue in person.



5

Sip a rare coffee



Part café and part laboratory, Full of Beans has just about every type of coffee bean you could dream of from the rare Jamaica Blue Mountain to exclusive single-origin African offerings. Found in the Straits Quay Marina, the shop is peaceful and provides an authentic coffee house experience. The skilled baristas craft each beverage by hand

and you can even watch them make it should you order a pour over. It really is a sight to behold. The only thing better is sipping your delicious drink.

www.fullofbeans.my

6

Explore a fort

First built more than 200 years ago, Fort Cornwallis remains the largest standing fort in Malaysia. It was designed to protect the island from pirates and other enemies and massive cannons can still be seen facing out to the sea. In reality, the fort never saw much in the way of action, but remains an interesting and unique structure to explore.



7

Buy food souvenirs



Penang is a great place to buy unique food souvenirs for everyone back home or at the office to enjoy. There are countless foodstuffs on hand, including popular biscuits and dried meats, as well as rojak, a shrimp-based sauce usually eaten with fruit. If you're looking for something truly unique, go with the Tau Sar Piah, a flaky bun-shaped pastry filled with ground mung bean. You can find it being made fresh on the streets of George Town during the day.

8

Bug out

It has been over 30 years since the Penang Butterfly Farm first opened, giving visitors a chance to see these beautiful creatures up close. It has since been reimagined as Entopia, a place where the butterflies and insects are free to come out and play. Even if bugs aren't your thing, Entopia is a cool place to learn about insects and discover how they help the world we live in. It's also a destination the whole family can enjoy.

www.thecameramuseumpenang.com



GREAT PROJECTS, SPECIAL DEALS AND A GREEN GUY... ...DOT PROPERTY SHOW HAD IT ALL





The recently completed Dot Property Show had something for everything. People came out to see famous actor Mario Maurer and stayed for the chance to take advantage of some of the best real estate deals ever offered in Thailand. They were entertained by various performances held during the four-day event and had the opportunity to explore some of the most exciting real developments from Bangkok, Phuket and Pattaya as well as international projects from Australia and the UK.

Bangkok's world famous shopping mall played host to the event that welcomed 20 developers and agents. These companies were able to present their projects to eager real estate investors and those looking for a holiday home. Buyers also had the opportunity to enjoy generous discounts and special deals only available during the Dot Property Show.

Dot Expo would like to thank everyone who stopped by this year's Dot Property Show along with those who participated in the show. Be sure to visit www.dot-expo.com for information on upcoming shows in 2017.





Innovation, Affordability Keys

To Brentwood Winning Best Condo Development Cebu

When a person first sees Brentwood, they may not actually consider it to be a condominium at all. The low-rise buildings and open spaces provide residents with peace and quiet. However, the prime location ensures they still enjoy the best of city living. With the perfect blend of innovation and affordability, Brentwood is the deserved winner of Best Condo Development Cebu at The Dot Property Philippines Awards 2017.

“Brentwood is a new type of development. Most of our competitors are focusing on high-rise condominiums, so we wanted to do something a little different. We know residents don’t want to live in highly populated spaces and they also like green areas. We created Brentwood as a low-rise condominium that costs the same as a unit at a high-rise building,” says Ramero Espina, Vice President for Sales and Marketing at Primary Homes, the developer of Brentwood.

He adds, “At Primary Homes, we are very particular on quality. Our parent company is Primary Structures Corporation, the region’s largest general contractor and builder, so we are able to oversee quality on all aspects of our developments. This also allows us to cut costs since we oversee the entire value chain. We are always looking to find ways to improve what we do.”

Espina received the award from Dot Property Philippines Senior Business Development Manager Aprilynn Pascual and Dot Property Magazine Editor in Chief Cheyenne Hollis.

“We are very proud of the recognition from The Dot Property Philippines Awards. Awards mean a lot as potential buyers will see it as a sign of excellence and trust our work,” Espina said. “Owners also take pride in winning an award as it shows they live in one of the best developments.”

Unlike regular condominiums, Brentwood is divided into innovative clusters with each floor composed of two to seven units. Each unit has well-designed, functional spaces with various unit types available. The project also boasts resort-style amenities ensuring buyers feel as if they are receiving value for their money.

“What is so impressive about Brentwood is that buyers can be confident that they are getting the best without having to overspend for it,” Hollis explained. “Primary Homes has used the best construction materials, technology and design to develop a project that is worthy of the title Best Condo Development Cebu.”

For an exclusive look at Brentwood, winner of Best Condo Development Cebu at The Dot Property Philippines Awards 2017, be sure to visit dotpropertyawards.com



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Hua Hin Property Listings Agent Owners : Glenn Thomson & Robert Long

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Business : Fully Trading 20 Room Hotel, on generous Land Plot with feature lake. There are lakeside villas, family and double rooms pool and garden side, second floor lake view rooms, 3rd floor terrace, gym, spa, freeform pool, meeting and TV room and offices with parking for 10 vehicles. **Amazing Price at 24M BAHT** info@huahinpropertylistingsagent.com
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Villa : Beautiful, large corner plot Pool Villa with unrestricted views of county side. The Villa features lots of outdoor entertaining areas as well as a large pool to have fun or get some exercise. The Villa has 3 Bedrooms, modern high gloss, soft close Kitchen, lots of storage and built-in wardrobes. **Well Priced at 9.2M BAHT** info@huahinpropertylistingsagent.com
Ref No. HS0213000



Condo : Very functional 250 sqm 5 bed / 5 bath Sea View Condo in lovely beach area, South of Hua Hin Centre. The 2nd Floor unit, has high grade wooden floors throughout, spacious balcony overlooking the gardens, pool and out to sea and large rooms throughout well designed for this family unit. **Very Well Priced at 12.95M BAHT** info@huahinpropertylistingsagent.com
Ref No. CS050945



Land : Prime Development Land with Sea Views from 70% of the area of 43 Rai. This cleared Land is perfect for a Developer wishing to offer medium and high Luxury property in an area with Banyan Golf and Mahar Sumudra Country Club very close by and town and beaches within 5 minutes. **Very Well Priced at 140 M BAHT** info@huahinpropertylistingsagent.com
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Phuket: Luxury 3 Bed Pool Villa at Nai Harn, 9% return, 12.9m



Bangkok: Asoke Lowrise - New Condo at Sukhumvit Soi 13, 1-2 beds, From 3.1m



Hua Hin: 3 Bed Pool Villa Development, 550m2 + land plots, from 10.9m



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*depends on market situation



Coming in the next issue...



The next issue of Dot Property Magazine will contain the official winners announcement from The Dot Property Indonesia Awards. The special awards section will showcase the leading developers and projects, designs and innovation on offer in Jakarta, Bali and throughout the country.

The Dot Property Indonesia Awards are considered to be the premier property awards in the eyes of buyers and investors from the country. The magazine will offer valuable information and insights on these award winning developers and developments.

Last year's winning companies and developers included:

- Instant Offices
- Crystal Lagoons
- Novaland
- Vista Land

Additionally, the September/October issue of Dot Property Magazine will have an exclusive look at Italy. We will explore everything from investing in the country's potential packed real estate market to where to stay and what to do in the land of wine and fine art.

As always, you'll news, information and tips when it comes to real estate and life in Southeast Asia. Be sure to pick up the next issue or download the Dot Property Magazine App and have it delivered to your phone as soon as it's released. Just search for Dot Property in the Apple Store or Google Play store.



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LOOK: New REAL ESTATE Investment HOTSPOT

Nowadays; when one says real estate investment the first thing that comes into mind are condos, condos, condos. One can't really blame anyone for this top of mind as these feasible real estate assets are literally omnipresent in Metro Manila. Condominium units in Metro Manila are still good real estate investments but the buy low sell high part of the investment spectrum for these condo units have already passed. In other words, the ship to value appreciation, high income and light payment terms has already left. So where does one go to have buy low sell high real estate investment opportunities?

Enter Tanza, Cavite a real estate investment hot spot that you should not miss! To keep it simple; here is a list for the POSITIVE INVESTMENT reasons in Tanza, Cavite FLOOD FREE! Located on the higher parts of Cavite ; Tanza remains to be flood free on its non-coastal side . Water just simply flows downward from Tanza, Cavite all the way to the low lying waterways making it ALWAYS Flood Free!



INFRASTRUCTURE: Tanza Cavite is only a few mins away from the CAVITE EXPORT PROCESSING ZONE (CEPZA) and is highly accessible thru the following expressways. NAIA EXPRESSWAY, SKYWAY, CAVITEX, SLEX.

It goes without saying that more infrastructure means more economic investments. **CONVENIENCE** for only an hour or less investors may luxuriate in the following lifestyle centers: MALL OF ASIA, ENTERTAINMENT CITY - OKADA, SOLAIRE, and CITY OF DREAMS et al. Prestigious educational institutions: DE LASALLE UNIVERSITY, U.P.MANILA, MANILA TYTANA COLLEGES, UNIVERSITY OF SANTO TOMAS. Tanza Cavite is only 20 MINS AWAY from LAS PIÑAS, 30 MINS AWAY from PASAY, 60 MINS AWAY from MAKATI and 90 MINS AWAY TO Punta Fuego , Pico De Loro and TAGAYTAY!

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Completion: November 2014

LTS No. 029231

The Glades, Brgy. Malanday,
San Mateo, Rizal
Completion: October 2015

LTS No. 22770

Banyan Crest, Brgy. Guinang,
Bayan II, San Mateo, Rizal
Completion: June 2011

LTS No. 12050

Mandala Residential Farm Estates,
Brgy. Malanday, San Mateo, Rizal
Completion: February 2008

LTS No. 18627

Banyan Ridge,
Brgy. Malanday, San Mateo, Rizal
Completion: June 2009

LTS No. 14578

The Ranch, Brgy. Guinang,
Bayan I, San Mateo, Rizal
Completion: December 2007

LTS No. 18620

Mandala Residential Farm Estates 2,
Brgy. Guinang Bayan I, San Mateo, Rizal
Completion Date: June 2009

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