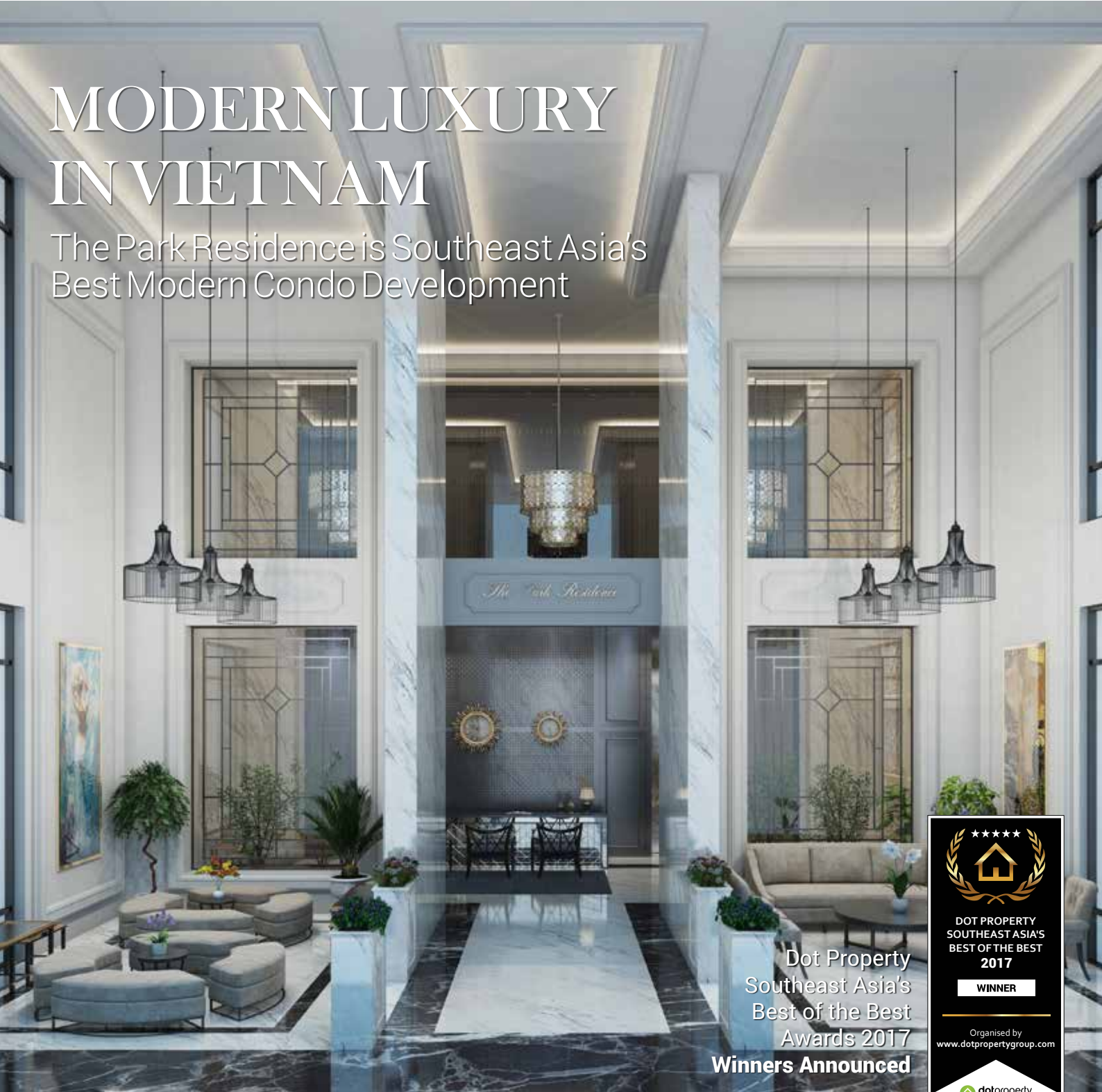


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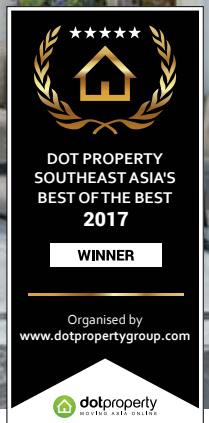
ISSUE 021 Nov | Dec 2017

MODERN LUXURY IN VIETNAM

The Park Residence is Southeast Asia's
Best Modern Condo Development



Dot Property
Southeast Asia's
Best of the Best
Awards 2017
Winners Announced



ENTREPRENEUR

THE SPIRIT BEHIND CIPUTRA
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LEADER

MEET THE MAN HELPING REAL
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oceanami

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Located at Long Hai – Vung Tau beach, 90 minutes away from Ho Chi Minh City by car, Oceanami Villas and Beach Club boasts a rare and beautiful Feng Shui position with mountain behind it and the beach in front.



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KHU ĐÔ THỊ
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CHỌN ĐẦU TƯ





ON THE COVER



Anpha Holdings pulled out all the stops to create a project that had everything the modern resident could want in Ho Chi Minh City. The result is The Park Residence, winner of Best Modern Condo Development at The Dot Property Southeast Asia’s Best of the Best Awards 2017. With spectacular interiors and a host of cutting-edge facilities, The Park Residence has redefined residential living in Southeast Asia. Turn to page 43 for more information.

Dot Property Southeast Asia’s Best of the Best Awards 2017

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EDITOR'S NOTE



This is our last issue of 2017 and usually that means these messages can go one of two ways: either a look back at the year that was or a look ahead at what's to come. And while a review or preview is fully warranted when it comes to real estate in Southeast Asia, I'd prefer to stay in the moment.

And what a moment it is. We are proud to announce the winners of The Dot Property Southeast Asia's Best of the Best Awards 2017. With more than 20 honours being handed out, we have managed to compile the premier list of developers and projects in the region.

One of the biggest winners this year was Anpha Holdings who were bestowed with three honours including Best Boutique Developer. You can check out one of their award winning developments, The Park Residence, on the cover. It was named Best Modern Condo.

Anchor Land Holdings Inc. was another developer to win multiple awards this year. The Filipino firm earned Best Emerging Market Developer for efforts in its home market while one of the company's commercial projects, Anchor Land Commercial Center, picked up Best Sustainable Development.

On behalf of the entire Dot Property team, which spans across ten countries in Asia, we would like to salute the winners of The Dot Property Southeast Asia's Best of the Best Awards 2017. Their efforts are second to none and exemplify what it means to be the best in the real estate sphere.

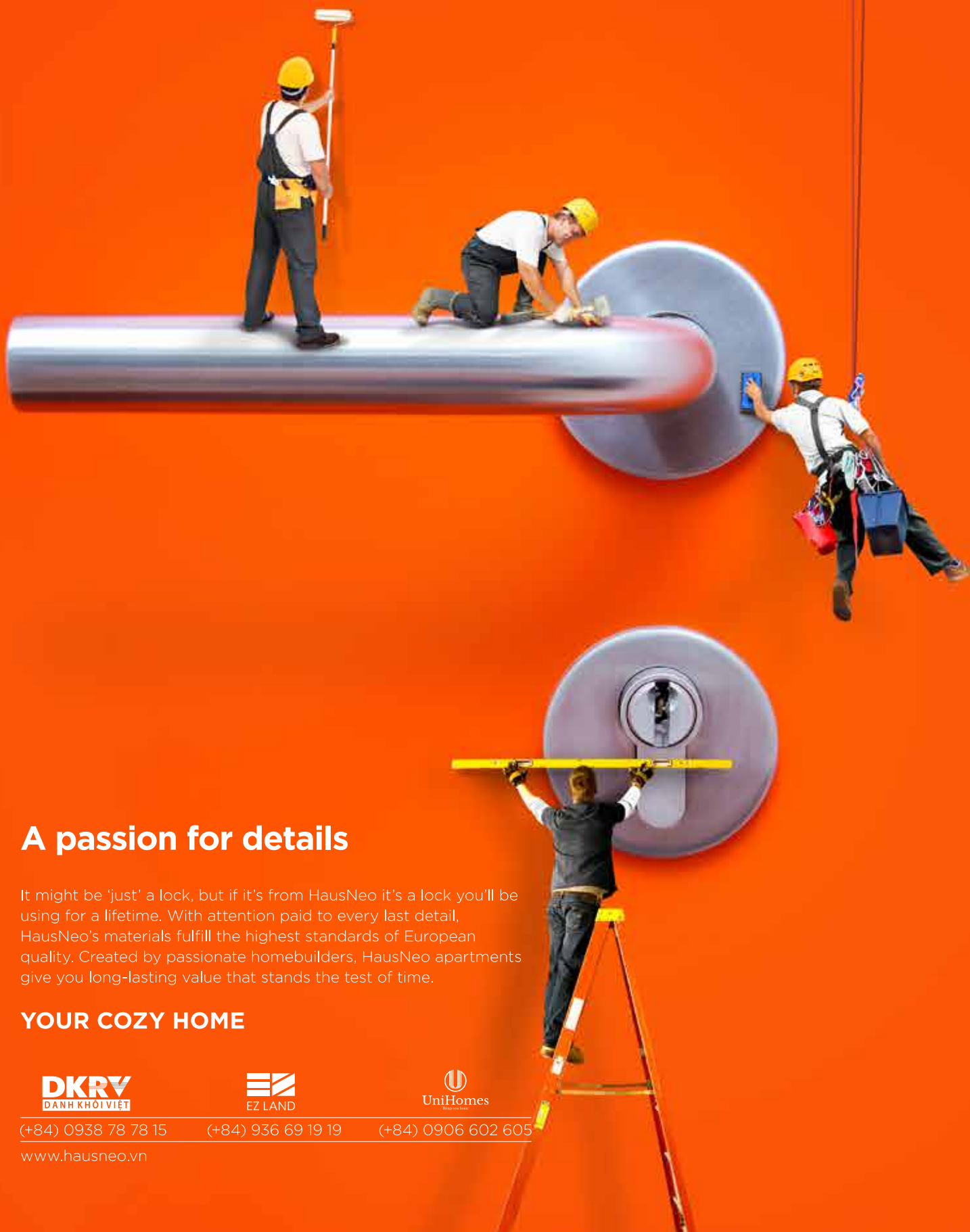
Outside of the awards, we interview three leading figures in real estate including Dr. (HC) Ir. Ciputra, the founder and chairman of Ciputra Development, Indonesia's premier real estate developer. We also take a look back at our most recent property show held in Singapore.

One last thing to note before signing off for 2017. Dot Property Magazine will be switching from bi-monthly to quarterly beginning with the next issue which will be out in March. Be sure to check it out.

Thanks for reading,
Cheyenne Hollis

Handwritten signature of Cheyenne Hollis.

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THE PARK RESIDENCE

The Park Residence is a 1220-unit condominium in Saigon South City of Vietnam. The Park Residence is proud to possess the Vietnam's largest infinity pool with 1.5 times of the Olympic size. The 2 million sqft pool is a masterpiece in the 1.6ha state-of-the-art park among other top class facilities like 360-degree clubhouse, spa & sauna, business lounge, international child-care center, tennis courts, poolside & riverfront BBQ deck and shops.



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Regional News Thailand



Sansiri introduces a voice enabled smart assistant

Sansiri launched a new Thai voice enabled smart assistant for its Sansiri Home Service mobile property management application. The new app feature will be available for those living in Sansiri condominiums and detached houses in 2018. The technology is being built using Artificial Intelligence from Amazon Web Services.

"This is a year of transformation at Sansiri as we prepare for greater growth and strengthened leadership and to better address our customers' demands. A major part of the transformation is our investment in innovation. With 35 years' experience

in the Thai property market, we have observed rapid changes in customers' lifestyles and demands in the digital era. Technology is the answer to complete their living experience, we believe," Sansiri chief technology officer Dr. Tawicha Trakulyingyong explained.

DraftBoard is more than a co-working space

With more start-ups and freelancers setting up shop in Thailand, there has been an influx of co-working spaces opening their doors. DraftBoard has all of the hot desks, fixed desks, private offices and other features you would expect to find, but a lot more as well. There is a photo studio onsite as well as a chill zone where you can relax. Unlike other co-working facilities, those working here have 24/7 access to the centre. DraftBoard can be found in the Orakan Building, which is a five-minute walk from BTS Chidlom. www.draftboard.co.th



X2 launches 'Happy Weekday'

Those looking for a nice trip to Thailand this winter can do so and save some money in the process thanks to the X2 Happy Weekday promotion. All direct bookings made via the company's websites will receive discounts of up to 63 percent at the 18 hotels, resorts and villas under the X2 (pronounced Cross To), X2 Vibe and Away brands. This includes the brand new X2 Vibe Pattaya Seaphere Residence.

The Happy Weekday promotion is available on all stays from Sunday through Thursday not including public holidays. The special deals run from now until 31 December. Bookings can be made at www.X2lobby.com, www.X2vibe.com and www.awayresorts.com.

Property Perfect latest Thai developer to team with Japanese partner

Several Thai developers have formed joint venture partnerships with Japanese firms in the past few years. Not wanting to miss out on this trend, Property Perfect recently announced that it will team up with Tokyo-based Sumitomo Forestry on a new condominium project in Bangkok, Deal Street Asia reported.

"The joint venture with Sumitomo will increase our competitiveness as well as expand our customer base especially among Japanese people," Chainid Adhyanasakul, CEO of Property Perfect, stated. Work on the new project is expected to begin before the end of the year.



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Iconic luxury in Koh Samui

With just 16 exclusive villas available for purchase at Luxana, you are invited to infuse every moment of your life with the signature touches, quality and soul that make the development such an iconic presence on Koh Samui. Luxana Villas are located in one of the island's most prestigious residential communities, the Bophut Hills, with numerous attractions and amenities close by.

Located on a spectacular tropical hillside surrounded by luxuriant foliage, the stunning, three-bedroom seaview villas at Luxana are miles away from the ordinary. Each one is a study in contemporary tropical design with exotic touches dazzling with charm. They are your own private sanctuary where you can marvel as the sun makes its spectacular entrance over the Gulf of Thailand or wind down with a refreshing cocktail as the daylight fades away over the horizon.

The modern design at the development stands out and the villas are finished to a high international standard. The use of an exclusive ARMANI/CASA wallpaper series adds a touch of uniqueness to the residences. Tastefully furnished and situated in a private and secure environment, Luxana offers a luxurious living experience that must be considered one of the best in Thailand.

What's more, all villas come with guaranteed seaviews, a rarity for the island. There is also management on-site with personalized concierge services available upon request. The end result is a villa you will never want to leave.

An opportunity not to be missed

Of course, it may not be possible to live in Samui year round. That is why Luxana provides an excellent investment opportunity when you happen to be away. Rental returns of 8.8 percent to 15.5 percent are possible for villa owners.

Perfect for both a holiday home and as an investment, Luxana is among the most highly sought residential developments in all of Thailand. The superb villas here will not last long, so you should arrange for a viewing as soon as possible if you are interested.

The Dot Property Thailand Awards 2017 is proud to announce that Luxana has won Best Luxury Villa Development Koh Samui. It is a paradise befitting of its beautiful, tropical surroundings.

Project:	Luxana Villas
Developer:	Avalon Developments
Product type:	Luxury Villas
Architect:	Avalon Developments
Location:	Koh Samui
Launch date:	August 2017
Completion date:	December 2019
Number of units:	16
Title:	Chanote
Facilities:	Reception, concierge, security and office
Sales office:	Henrik Woehlk, 6/18 Moo 5, Bophut, Koh Samui, Surat Thani, Thailand 84320
Email:	henrik@luxanavillas.com
Website:	www.luxanavillas.com

RELIFE THE WINDY CONDOMINIUM





Affordable luxury in Phuket

The wonderful thing about Phuket real estate is the wide variety of unit types and prices available. There truly is something for everyone no matter his or her budget. ReLife The Windy Condominium is one of the most exciting developments on the island. With one-of-a-kind design and a suburban location less than one kilometre from two pristine beaches, it has everything you could possibly want, including an attractive price.

The project is located in the heart of this island paradise, Phuket's award-winning Nai Harn Beach which is a ten-minute walk away. Meanwhile the waters of beautiful Harn Lake are less than a five-minute stroll from ReLife The Windy Condominium. This exclusive location is one of the best in all of Thailand.

And location isn't the only thing to love about the condominium. It features a Loft+Modern+Japanese design that is a perfect blend of charm and relaxation. There are four stylish studio and one-bedroom unit types to choose with sizes ranging from 31 square metres to 56 square metres. When you aren't in your residence, ReLife The Windy Condominium has plenty of amenities to be enjoyed. Among these are swimming pool and a state-of-the-art fitness centre.

ReLife The Windy Condominium isn't just a great place to stay, it is one of the best residential projects for investment in this area. The well-designed condominium units can easily be rented out and they are sure to appreciate in value in the years to come. The developer also allows buyers to take part in a rental programme that offers seven percent per year guaranteed returns for the first three years.

The Dot Property Thailand Awards 2017 honours ReLife The Windy Condominium as Best Affordable Condo Phuket. The project's attractive price point, generous rental programme and outstanding location secured its status among real estate's elite.

Project:	ReLife The Windy Condominium
Developer:	TPG Development Co.,Ltd.
Product type:	Condominium
Architect:	I AM AOM Co., Ltd.
Location:	Nai Harn Beach
Launch date:	December 2015
Completion date:	September 2019
Number of units:	120 Units
Title:	Chanote
Facilities:	Luxury lobby, fitness room, pool bar, roof terrace and restaurant, 24-hour security
Sales office:	+66(0) 85-570 6754, +66(0) 93-125 9499, +66(0) 76- 388 256
Email:	bd-mkt.mg@relifecondo.com relifecondominium.sales.asst@gmail.com
Website:	www.relifecondo.com



Alphaland unveils luxury in the mountains

A new project outside of Baguio City promises to offer something completely different to buyers. The Alphaland Baguio Mountain Lodges is a master-planned development of 300 lodge-style log homes. Residents will be surrounded by Benguet pine forest and can enjoy the pollution-free mountain air the region is famous for.

"I decided that I want to do something for those who really love Baguio. It's my latest baby. We opened it on 1 September for viewing and on that day, 20 units were sold. Some guests bought two units," Roberto V. Ongpin, chief executive officer and director of Alphaland, told The Philippine Star.



Call centre concerns could force employment rethink in the Philippines

The Philippines has added more than a million call centre jobs in the past 20 years as foreign companies looked to outsource customer support and sales tasks overseas. However, as many as half of these positions could be automated meaning workers in this industry will need to be retrained to meet the demand for higher skilled jobs in the healthcare, banking, finance and insurance sectors.

"The biggest challenge is people. We lack people with enough technical expertise and experience to service emerging needs," Jojo Uligan, president of the Contact Center Association of the Philippines, explained to Bloomberg.

Quezon City among the best areas to lease an office

According to Libra Prime, a leading property consultancy, Quezon City is one of the best areas to lease office space in the Philippines. Its status as a famous university town means it is easy to attract top talent while the region's economy is as strong as ever.

The Quezon City government has introduced several measures to encourage new business including the opening of a Business One Stop Shop that makes the business registration process a breeze. In the past few years, a number of leading Filipino firms have opened new offices in Quezon City highlighting the region's potential.



Banks tighten real estate lending

According to local media reports, Bangko Sentral ng Pilipinas (BSP), the central bank of the Philippines, has implemented tighter rules on property lending and the financing of real estate projects. Some experts have been concerned that the sector's rapid growth was putting the country's banking system at risk. The bank's new guidelines include enhanced reportorial requirements and strengthen the oversight of the banking system's real estate and project financing activities.



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A luxury residence in the heart of the world's oldest Chinatown is the most prestigious Mansion Suites at Omni Gardens. This exquisite 4 bedroom suite offers approximately 338 square meters of luxury living on one expansive level and features an open plan layout for the living, dining, and outdoor area. Finally, a home where you can redefine your lifestyle and experience the gold standard in luxury living is here.



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The Kahuna is set for the Ho Tram Strip Development

Ho Tram Strip Development is Vietnam's largest integrated resort. In fact, you could say it is the Big Kahuna after the launch of its fifth phase. The Kahuna Ho Tram Strip condotel and villa project will have 164 hotel units situated in a 12-storey tower, 36 double-key villas and eight beachfront villas all available to investors on a leasehold basis.

Located two hours from Ho Chi Minh City by car, Ho Tram Strip has become one of Vietnam's most popular coastal holiday destinations. The 5-star Grand Hotel, the Greg Norman designed Bluffs Golf Course and the Gallery Villas residential development are just a few of the projects at the development.

Lotte likes the look of Vietnam

It is not hard to find Lotte's presence in Vietnam. You will find Lotte Marts and Lotterias throughout the country as well as the Lotte Center, a massive mixed-use development, in Hanoi. Early this year, the South Korean giant signed a contract with Ho Chi Minh City's authority to invest VND 20.1 trillion (USD 884.25 million) in a property project.

Most recently, the firm's Lotte Card subsidiary purchased TechcomFinance from Techcombank in a move to expand in Vietnam and break into the country's booming consumer finance market. The acquisition highlights the commitment of Lotte in Vietnam.



Is compact living coming to Ho Chi Minh City?

While compact living and small unit sizes are nothing new in places like Hong Kong and Singapore, the thought of these developments popping up in Ho Chi Minh City has caused a spot of concern. Some in the city fear the building of these projects could lead to the creation of slums and activists have made a plea to the Ministry of Construction to put a minimum apartment size of 45 square metres into place.

In May, the Ministry of Construction announced plans to increase the supply of housing through compact living. Its plans call for apartments of at least 25 square metres to be built. This would help meet the

demands of low income earners and also single occupiers. According to the municipal Department of Construction, there are 300,000 households that require social housing to rent which shows the dire need for housing in Ho Chi Minh City.

Vietnam is currently undergoing rapid change and urbanisation. Cities such as Ho Chi Minh City and Hanoi are drawing in vast numbers of new residents. Smaller unit sizes would help house them, however there are fears that compact housing would put added pressure on existing and future social and infrastructure services.



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Regional News Malaysia & Indonesia



Paramount Land honoured at ABEx

Arebi Banten Expo (ABEx) 2017 took place in September and during the show Paramount Land managing director Andreas Nawawi was presented with the firm's three Dot Property Indonesia Awards 2017 certificates by Kristian Brennan, Dot Property Indonesia country manager. Paramount Land won Best Developer Tangerang, Best Township Development Tangerang and Best Commercial Tangerang.



During the ceremony, Nawawi expressed his gratitude for the awards and thanked consumers for trusting Paramount Land. "We promise to continue to innovate and to produce the best property products. The belief from our clients is our motivation. We will continue contributing to the development of the country's property industry," he proclaimed.

Real estate investment not limited to Jakarta

While Indonesia's property investment market is in a quiet period, CBRE explained the long-term outlook remains positive in its latest research report. The usual slowdown in investment activity ahead of the next presidential election is being offset by strong fundamentals such as solid economic growth, rising domestic consumption, steady urbanisation and an emerging middle-class population.

However, skyrocketing land prices in Jakarta and an oversaturation of many sectors have seen investors shift their focus to new areas in the country. CBRE highlights both Surabaya and Bandung as two areas that property investors should consider moving forward.



SkyWorld tops off another development

SkyAwani 1 Residences at Sentul, Kuala Lumpur held a topping off ceremony which was attended by numerous illustrious individuals including Amin Nordin bin Abd. Aziz, mayor of Kuala Lumpur, and Datuk Ng Thien Phing, founder and group MD of SkyWorld. Developed by SkyWorld Development Group, SkyAwani 1 will be completed early next year.

"A big part of our job, as a KL-centric city developer is to provide the ultimate Sky Living experience in a sustainable environment. Be it for affordable apartments or exclusive condominiums, we are committed to our three key strengths. Today, our SkyAwani 1 Residences saw its successful topping off ceremony and is targeted for early handover in 2018," Datuk Ng stated.

Luxury comes to Langkawi

Langkawi is getting a taste of luxury after the opening of The Ritz-Carlton, Langkawi. The popular island has become a popular weekend getaway spot and The Ritz-Carlton, Langkawi is sure to be a hit with those looking for an upscale retreat. Set in a tranquil private bay, the resort is surrounded by an ancient jungle, while its beachfront is sheltered by trees and gently lapped by the Andaman Sea.



"With spectacular coastal views, lush rainforests and a blend of cultures, Langkawi offers stunning natural beauty with a fascinating story. The Ritz-Carlton, Langkawi provides guests with the opportunity to experience the wonders of this unique island for themselves," Hervé Humler, president and chief operating officer of The Ritz-Carlton Hotel Company, said.



ISKANDAR MALAYSIA

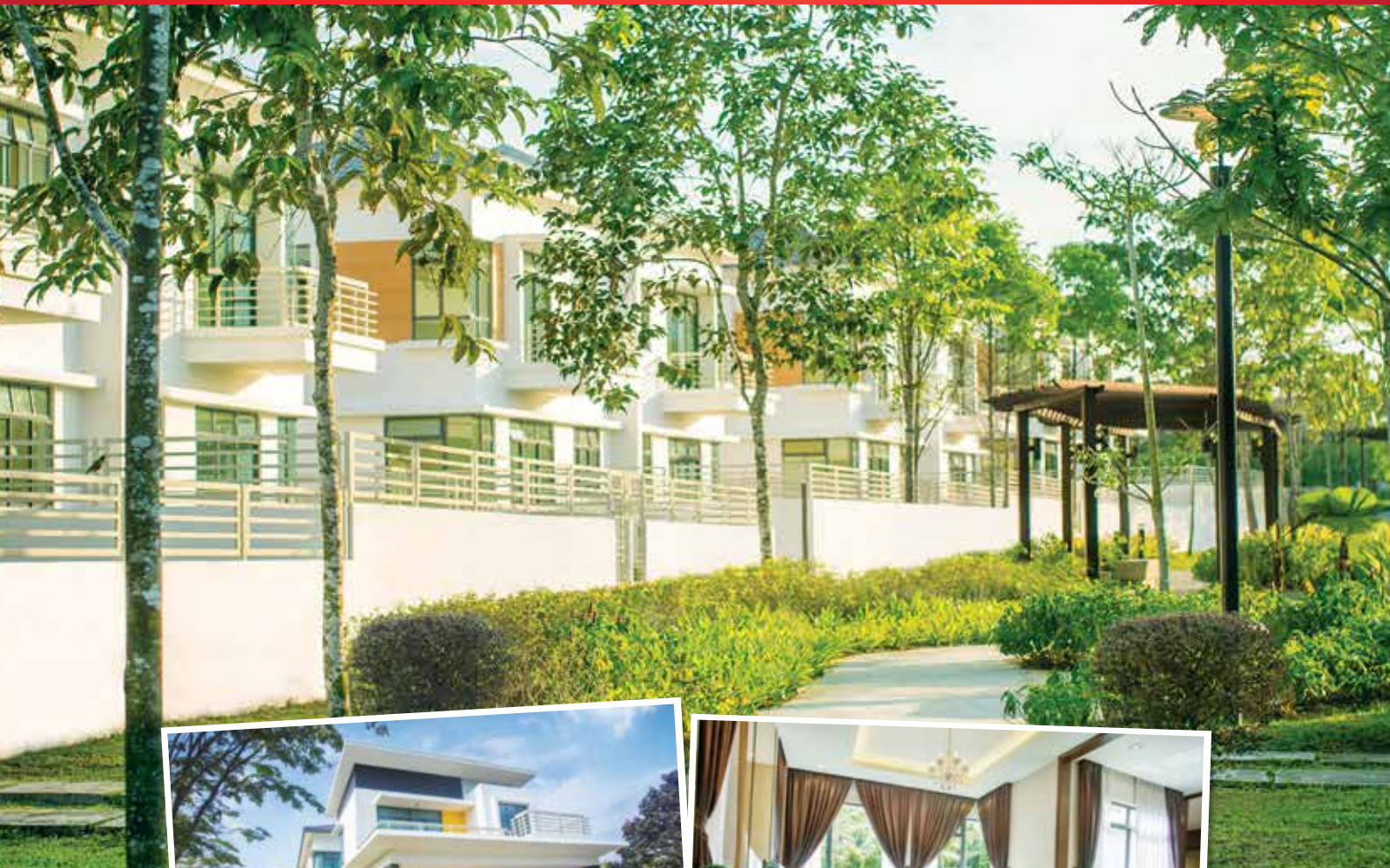
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THE RUCKSACK CARATEL, MALAYSIA





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 ensuite 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. Be sure to visit the property on your next trip. For more information, please visit: www.therucksackgroup.com

Regional News



More real estate agency consolidation in Singapore

OrangeTee and Edmund Tie & Company launched a joint venture company that will see the associate agency division of both firms join forces. OrangeTee & Tie will boast more than 4,000 real estate agencies making it the third largest associate agency in Singapore. The newly formed company is behind the PropNex Realty and Dennis Wee Group (DWG) merged outfit and ERA Realty Network.

"To do well in real estate, we need to be able to create economies of scale to enhance productivity and cost effectiveness, harness adequate manpower with broad skill sets for market coverage and penetration, and leverage on technology to maximise efficiency and effectiveness." OrangeTee managing director, Steven Tan, explained to the Business Times Singapore.

Luxury living in Phnom Penh

Award-winning developer Urbanland and lead architect Hok Kang have introduced Embassy Central to Cambodia. The freehold, luxury condominium is located in the heart of Phnom Penh at Boeung Keng Kang 1, the most sought-after address within the city.

Embassy Central's nature inspired communal spaces and contemporary interiors remedies the disconnect between urban living and the quality of life residents desire. The 119 apartments feature several amenities including a fully equipped European kitchen and an oversized balcony.



Travel the Mekong in style

Pandaw Cruises introduced its newest river cruise ship that will begin operating in two year's time. The RV Sabei Pandaw is set to offer expeditions from Laos to China along the historic Mekong River. Guests will travel from Vientiane to Jinghong, meandering through Thailand and Myanmar along the way.

The cruise itinerary will include stops in all four countries where guests can enjoy expeditions ashore, either on foot or by mountain bike. The ship itself is a double-decker vessel specifically designed to deal with the shooting rapids in the Laos gorge. www.pandaw.com

Singapore among world's most competitive cities

Singapore is one of the most competitive cities in the world. This is according to a recent study conducted by Jones Lang LaSalle and The Business of Cities. Singapore ranked fourth in the chart leading the pack for Asia. It holds this position due to its status of being a smart city.

"To retain its ranking as a global city, Singapore needs to continue fostering its innovation economy and presenting itself as a hub for talent and business," Jeremy Kelly, director of global research at JLL, commented.



SOUTHEAST ASIA'S
BEST OF THE BEST

WINNER

GREEN DEVELOPMENT

ASIANA CAPELLA
by GOTEC VIETNAM

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LIVING IN PEACE
EVERYTHING IN PLACE



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PROJECT LOCATION

184 Tran Van Kieu Street, Ward 11,
District 6, Ho Chi Minh City, Vietnam

HEAD OFFICE

157 - 159 Tran Binh Trong Street, Ward 2,
District 5, Ho Chi Minh City, Vietnam

www.gotecvietnam.com



Shanghai welcomes Dot Property Show

The Dot Property Show in Shanghai concluded in September. Located at Super Brand Mall, Shanghai's premier shopping destination, the show allowed potential real estate buyers to see some amazing properties first hand and learn more about the real estate opportunities available in Southeast Asia.

Leading developers from the Philippines, Malaysia, Thailand and Cyprus were all on hand to introduce their exciting projects to eager Chinese buyers. Ayala Land (the Philippines), Mayland (Malaysia), Aristo (Cyprus) and Areeya (Thailand) were just a few of the firms in Shanghai to participate in the event.

Forget a lodge, rent an entire ski mountain

Love skiing but hate waiting in long lines just to get up the slopes? Several resorts are now offering guests the ability to rent an entire mountain. Silverton Mountain in southeastern Colorado provides this option for USD 14,000 per day. Should you be looking for a more affordable option, the private ski club also sells memberships where you can use the mountain when it isn't rented out. To keep things quiet, the resort limits access to 80 members per day.

So, what is it like having a mountain to yourself? Jack Ezon, president of Ovation Vacations, a US-based travel agency, tells Bloomberg, "Private ski resorts are the new private jet. They give luxury travellers a hassle-free, line-free experience, so they can focus more attention on their family and travel partners."



Google said to move into property development

A division of Google's parent company, Alphabet, has set its sights on developing a digital city in Toronto as part of its attempts to be more than a search engine. The firm is negotiating to build a digital-city project on 12 acres of waterfront land in the Canadian city, according to a report in The Wall Street Journal.

Alphabet's Sidewalk Labs is looking to direct development at the plot along Toronto's eastern waterfront. No specific plan or costs were announced and Google declined to comment on the report. The project is expected to gain approval from the board of Waterfront Toronto, the agency that oversees city development along the shore of Lake Ontario, before the end of the year.

Prime luxury property in London warms up again

Home values in prime London neighbourhoods are predicted to rise by 20.3 percent during the next five years, research from Savills shows. Brexit concerns have proven to be overblown and the city's position as a global financial hub is still attractive to international buyers. Things are expected to pick up in 2018 which would end a slump that has seen prices for luxury homes in prime locations drop 15.2 percent from their peak in 2014.

S . A . P . P . H . I . R . E

PHÂN KHU ĐẲNG CẤP NHẤT DỰ ÁN TNR GOLDMARK CITY

TNR Goldmark City – 136 Hồ Tùng Mậu – Bắc Từ Liêm – Hà Nội
Quản lý và phát triển bởi TNR Holdings Vietnam



Why you should use Instagram to sell property?

Cheyenne Hollis



More than a few heads were turned when Vorasit Issara, managing director of Issara Junfa Co., revealed his firm had sold two luxury villas at Baba Beach Club Phuket using only Instagram. Each unit had an asking price of THB 180 million (US\$ 5.4 million), which highlights just how limitless the app can be when harnessed.

And it is not just developers who can utilise Instagram to make sales. Real estate agents in the US and Europe have leveraged the app for years and several leading agencies in Southeast Asia have begun to follow suit. With a population that is highly connected and mobile savvy, it can be an easy way to connect with buyers from Southeast Asia.

But enough with the vague generalities. Here are the four reasons you should use Instagram to help sell your property.

1) Reach a younger audience

It can be difficult to reach buyers under the age of 34. While baby boomers are more likely to use Facebook or an old fashion Google search, the younger crowd prefers Instagram.

In fact, half of the app's 500 million users are millennials which means you should tailor content targeting a younger demographic with your Instagram account.

2) It's easier for people to find you

Thanks to hashtags, geographic searching and an emphasis on recent posts, it is easier for people to find your posts on Instagram and, in turn, the properties you are trying to sell. These processes are very refined which is why the app is popular with both real estate agents and users. When someone looks for #luxuryvillabali, that is what they will find.

3) Photos do the talking

The great thing about Instagram and real estate is that they both lend themselves to stunning photography. Sure, you could describe an infinity-edge swimming pool, but why waste your breath when you could simply show someone a photo of it? Chances are, you already have great photos of the properties you represent (if you don't, you really should) so put them to work. One great photo of a penthouse or villa posted to the app may be all that's needed to make a sale.



4) People buy using Instagram

According to estimates by Bain & Co, nearly 30 percent of all online sales in Southeast Asia last year occurred through social networks including Instagram. The research also found that 80 percent of shoppers in the region utilised social media to find more information on items and contact sellers. When you use Instagram, you aren't simply reaching window shoppers. You are connecting with interested buyers.

CHANGING THE LANDSCAPE OF MANILA CHINA TOWN



ACTUAL PHOTO OF MANILA CHINATOWN

Are robot vacuums worth the price?

The idea of the robot vacuum seems cool. Sure, it's no Rosie from *The Jetsons*, but if you are the type of person who doesn't want to spend time cleaning floors, buying one makes sense. Or at least it does in theory. Robot vacuums aren't a one-size-fits-all solution to cleaning that will keep your floors clean forever. However, these computerised helpers can be of use in the right situation. Here are some of the factors you need to consider before taking one home.

What do they do?

The battery operated robot vacuum roams around a house on a set schedule picking up dirt with spinning brushes and a vacuum. It has sensors to guide it around rooms and has the ability to clean both carpets and floors. Once it is finished cleaning, it will retreat back to its charging station where the batteries will be replenished. Charging times vary by model but usually require several hours.

Home size

Robot vacuums are ideal for studio or one-bedroom condominium units for many reasons. Firstly, most robot vacuums have a battery life of anywhere between one and two hours meaning it will only be able to cover an area of up to 50 square metres before needing a recharge. There is also the matter of stairs. Robot vacuums are unable to navigate these which means they are not recommended for multi-story houses.

Maintenance

It is important to have a floor that is free of debris, such as clothes or cords, as these can impede robot vacuum cleaners. You will also need to empty out the dust bin a couple of times each week as well



as regularly check its rollers to ensure no hairs or other items have become tangled up in them.

Price

Several low-end models have hit the market with prices coming in around USD 100, but, as you would expect, their performance can best be described as dicey. Several mid-range options from Neato and iRobot are available for roughly USD 300 with these devices performing well. Dyson, iRobot and Samsung all sell high-end models in the USD 600-1000 price bracket with these robo-cleaners offering best-in-class performance.

Verdict

If you live in a condominium and aren't inclined to vacuum, this is a great alternative to keep the floors clean. It is far from a perfect device, but even the cheapest models work well enough to prevent dust from building up as long as you don't have a bunch of clutter lying around. Alternatively, if you already vacuum regularly or live in a big house, then you may be disappointed with the results from the robot vacuum.



„Dream the impossible because dreams do come true.“ – Elijah Wood



High-end premium villa with panoramic sea view on the hills of Chaweng Noi Koh Samui, Thailand

A stay at Sky Dream Villa is an experience like no other. When you wake up in this incredibly positioned villa with magical views over the Chaweng Noi bay, with the sounds of the waves crashing below you, it genuinely feels like your own piece of paradise on earth. From the dramatic terrace views, the majestic infinite pool, the large cast in concrete bathtub, to the simply divine interiors, elegant bedrooms and several bathrooms with world beating sea views, you will feel in unmitigated and unrivaled, luxurious bliss. Our English-speaking guest & villa management will welcome you with our 24/7 In-Villa staff. They take care of your luggage and escort you down the steps to the dinning hall where the enchanting scene awaits.

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Live... Play... Invest Chiang Mai



Chiang Mai is one of Thailand's most romanticised places. The unique ambiance is far different than Bangkok or the country's resort destinations. The city is inherently Thai despite rapid growth during the past decade. Tourists from around the world visit this laid back locale in order to experience a more authentic side of Thailand.

Some of these guests have fallen head over heels for Chiang Mai going as far as purchasing a holiday home in the city. Buyers from Singapore love the region's cool winters while entrepreneurs from the US and Europe settle down here as it has become a hub for startups.

Live

A number of condominiums have sprung up throughout Chiang Mai and while many of these are nice, for a little more money buyers can enjoy the space and privacy of a villa or detached house. Sky Villa from Rochalia Development, winner of Best Developer Chiang Mai at The Dot Property Thailand Awards 2017, boasts beautiful villas with modern facilities.

Set upon the tranquil surroundings of Chiang Mai, each villa has several impressive features including the Sky Garden, a unique rooftop recreation area for relaxation, parties, barbecues and more. Here you can soak up the beautiful surroundings and tranquil ambiance.

Play

While Old Chiang Mai remains a must visit destination, Nimmanhaemin Road has blossomed into the city's most happening spot. Here you will find trendy bars and restaurants popular with tourists and locals alike.

It is also home to Chiang Mai's popular art scene. Numerous galleries can be found on the small streets in the neighbourhood. And surprisingly, you will stumble upon a few hipster antique shops around Nimmanhaemin Road with everything from old Rolex watches to neon beer signs for sale.

Invest

Honestly, the Chiang Mai property market is nothing to write home about. The market was hot in 2014 but began cooling off in 2015 and became rather stagnate with weak supply and demand in 2016. However, there has been a turnaround in 2017.

"The real-estate market trend for Chiang Mai in 2017 shows a likelihood of demand growth, partly from the development of local infrastructure projects," Anukul Ratpitaksanti, managing director of Plus Property, said. "There is also a trend of increased foreign demand for real estate in Chiang Mai, which is a popular city for foreign nationals. Foreign media outlets, such as The Huffington Post in the United States, have ranked Chiang Mai as one of the best real-estate investment locations in Southeast Asia."

Final Thoughts

If you are going to buy real estate in Chiang Mai, it's probably best to avoid condominiums for the time being unless you plan on living here. Residential developments such as Sky Villa are not only in high demand from both international and foreign buyers, but contain better features.

For example, Sky Villa is equipped with a mineral water swimming pool, the very first one in a Chiang Mai residential complex. Rochalia Development has also added a green park that has a running track, water pond and a pavilion for yoga or meditation.

workyos

A SMART OFFICE WITH FLEXIBLE CHOICES

On average, everyday 100 companies are set up in Ho Chi Minh city, the economical center of Vietnam. This dynamic city is witnessing a big wave of domestic start-up and foreign investment. The demand of office, as a result, is increasing high. Workyos - a brand new business center brings to the market a very modern office concept and more flexible choices.

Amazing view & space

Located right in a new building of Vietnam biggest telecommunication group, the office has an amazing city view and easy access to all city areas. This building offers healthy air-conditioner system and secured high speed Internet. The U-shape architecture with all glass window surfaces brings this office pleasant natural light from sunrise to sun set. The beautiful in-house bar, the creative design and smiling helpful staff of Workyos will make you want to come to work everyday. Furthermore, if you need legal license, production, marketing or design support, you can trust on Workyos' reference.

Its management board is experienced entrepreneurs with wide business network in Vietnam.

Whether you need an office, a meeting room, an event venue by hour or just a working desk, Workyos will flexibly meet your demands. No need big investment, saving time and administration work, what you need to do is just bringing your laptop. Tenants at Workyos believe choosing Workyos office is a very smart choice for their company brand and a good foundation for their business. Workyos is recently recognized as Southeast Asia's Best of the Best Serviced Office by Dot Property Asia.



Private office
Meeting room
Event venue





LEADERS OF REAL ESTATE

Dr.(HC) Ir. Ciputra

Questions by Cheyenne Hollis

Translation by Farras Hanifa (Ayash)

There is no denying that Dr. (HC) Ir. Ciputra is among the most important figures in Southeast Asian real estate. From his humble background, he used the spirit of entrepreneurship to become a Leader of Real Estate. He has established several companies during his career and is the founder and chairman Ciputra Development, Indonesia's premier real estate developer. Dot Property Magazine is pleased to name Dr. (HC) Ir. Ciputra as one of our inaugural Leaders of Real Estate. He was kind enough to share his thoughts on Indonesian real estate, his projects, entrepreneurship and overcoming challenges.

Founder, chairman, businessman, philanthropist. You have held a lot of titles, but is it safe to say being an entrepreneur is what you're most passionate about? What were some of your first entrepreneurial experiences growing up?

I have had the soul of an entrepreneur since I was young. I've always felt the call of the entrepreneur in my heart. During my

teenage years, I learned many things, both academic and non academic, while studying at Institut Teknologi Bandung. Here my experience as an entrepreneur began. When my studies were nearing completion, I set up an architectural building consultancy with two of my best friends, Ismail Sofyan and Budi Brasali. The company was named PT Daya Cipta. That's where my entrepreneur's soul was honed.

What role does entrepreneurship play in real estate?

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

Ciputra Development has done it all. The firm is not just an Indonesian developer, but an international one that has won numerous awards. What are your proudest accomplishments?

Obviously, I am proud of all the achievements we have obtained so far. All the achievements and successes of the company are important, but it is also important to acknowledge the spirit of IPE that has been applied throughout the entire company, from management to staff level employees. Another point of pride is when we applied our vision of "Turning Waste into Gold". We look at ways we can change something that was once considered to be worthless into an item or idea that has a high value.

There have also been many challenges for Ciputra Development throughout the years including the Asian Financial Crisis. How do you cope with challenges? Do you have any advice on how to overcome problems?

Every businessperson must be prepared for the worst situation including times of economic crisis. During the 1998 economic crisis, my life became full of stress and anxiety. At that time, the company's debt was greater than what the financial reach of the family was. I was able to solve the problems facing the company by integrating the principles of Integrity and Excellence as well as by maintaining honesty. This, along with God providing me with the strength to deal with the problems, allowed us to navigate these challenging times.

Looking at the Indonesian real estate market as a whole, can you share any observations on it? Is it better or worse than in the past?

For me, the property world never knows the word backwards. The world of property will continue to move dynamically from year to year. There may be years where sales are sluggish or down, but I'm sure the property market will improve following these down periods.

You are very active in giving back to the community. What causes are you passionate about? You have set up foundations to support everything from sport to education in Indonesia. Can you explain why this is important for you?

The entrepreneurial spirit should be applied to various fields, especially sports and education. Sport is vital as it is something important to both the nation and world. It can be something everyone in Indonesia can take pride in while providing us with a platform on the global stage. As for education, I established Universitas Ciputra Entrepreneurship Centre where entrepreneurship courses are among the subjects all students must study as I feel these are a necessity.

Can you explain to readers what the Universitas Ciputra Entrepreneurship Centre is? How will it help Indonesia?

Universitas Ciputra Entrepreneurship Centre is an online education platform that focuses on spreading entrepreneurial spirit and knowledge from around the world. It is only through entrepreneurship that Indonesia can progress economically. With entrepreneurship, Indonesia will also be able to address the problem of social inequality.

Is there any advice you wish to share with readers?

My advice to the young generation of Indonesia and everyone is this: do not be afraid to become an entrepreneur. An entrepreneur that falls 10 times will wake up 11 times ready for the next opportunity. An entrepreneur is the only person with the knowledge and ability to turn ideas or needs into gold. And they can do this while still helping society.



LEADERS OF REAL ESTATE

Parikshat Chawla

Interview by Cheyenne Hollis



Get in touch with Parikshat at
pchawla@leadingre.com

To learn more about LeadingRe, please
visit: www.leadingre.com

Leading Real Estate Companies of the World® continues to grow at an impressive rate, adding important members to its global team. The company, which boasts the world's market-leading independent residential brokerages in 65 countries, recently hired Parikshat Chawla to serve as APAC Business Development Director. In his new position, Chawla will head LeadingRE's continued push in Southeast Asia, India and several other markets. In this issue of Dot Property Magazine, he talks in-depth about his new role as well as what the firm has planned in 2018.

Congrats on being appointed APAC Business Development Director at LeadingRE. What excites you about working for LeadingRE? What experience will you bring to the company's Southeast Asia push?

Thank you. I am really looking forward to working with Leading Real Estate Companies of the World. I've been following the organization for a long time and appreciate its global community of strong independent companies. Our model truly encourages cooperation and allows companies and their agents to stand out from their competitors.

I've had varied experiences since joining the real estate sector – from running a small agency to working with developers and most recently, heading international marketing for a major property

consultancy in Malaysia. My strength lies in understanding agents' requirements and being able to craft solutions for future LeadingRE offerings, such as developer project marketing.

What does LeadingRE have planned for 2018 when it comes to Asia? What markets are being targeted and why?

We are going to continue building our network in Asia after enjoying great success over the past few years. We are currently speaking with numerous potential members in the larger markets such as Japan, Indonesia, India and others such as Thailand, Vietnam and Cambodia. We aim to expand aggressively over the next two years while taking care to work with agencies that demonstrate the same values that bind our members globally.

You will be playing a role in the creation of LeadingRE's Developer Program in the region. Can you explain what this is?

The Asian markets are quite exciting when we look at the new homes or off-plan market segments. There is a tremendous amount of cross-border investing already prevalent – whether it is Hong Kong investors buying apartments in Kuala Lumpur or Singaporeans purchasing vacation homes in Niseko, Japan. Now, when you also add renewed global interest in Asian markets, the need for catering to this segment becomes apparent. Last but not least, there is a large volume of Asian buyers who continue to invest heavily in global cities such as London, Dubai, Melbourne, New York and Vancouver – just to name a few.

The aim of the developer program is quite simple – work with our agent partners to identify the most compelling projects with international appeal and then formulate bespoke strategies to market these properties across the network. Our strategy is to start with a couple of key markets in 2018 and expand the program in a phased manner. More details will follow soon.

How can working with LeadingRE benefit real estate agencies in Asia? What will you do to help current members?

Leading Real Estate Companies of the World is present in more than 65 countries with almost 570 firms as its members. Our network gives Asian agencies access to global markets and an opportunity to provide their clients with worldwide options pertaining to their property requirements.

As a major global network of the finest independent (not franchised), locally- and regionally-branded real estate firms, we are dedicated to providing valuable business resources, tools and referral transactions. Our affiliated real estate firms want the ability to control their own destiny, unparalleled innovative services for their clients and a way to combine their local success with a global

reach. Buyers working with a LeadingRE affiliated company have access to people and properties around the world, while sellers can count on unparalleled global marketing exposure for their properties. The result is billions of dollars of affiliate-to-affiliate home sales each year.

We frequently get requests from our existing community about expanding further into Asia so we can cater to the many cross-border referrals we get on a regular basis. The developer program will also aim to address the requirements of key international buyer demographics in Asian projects.

What role do real estate agents play in Asia? What can they do to better serve clients and stand out?

Real estate agents in Asia represent trust and knowledge. While the internet has allowed many buyers, sellers, landlords and tenants access to market data – most clients still look to agents for their advice and direction. Whether it's a million-dollar city centre penthouse or a small beachfront apartment – a good agent helps guide his / her client through the property chain and helps make sense of legal and financial jargon that may overwhelm many.

Agents should always be looking to enhance their knowledge and offerings. Robust local information, market intelligence and technology are core tools that should be kept updated. Continually expanding one's network helps an agent stand out from the rest, as many clients would prefer to grow their business relationship with individual agents from

a trusted company, rather than work with multiple companies.

Obviously, you're no stranger to real estate in Asia. What are some trends you have noticed? Are there any up-and-coming markets (either type or geographical) you are particularly excited about?

Although the markets have slowed a bit recently, most Asian buyers remain attracted to new property launches across the region. Overseas properties also run strong, with balanced interest in education, business and residency options.

To me, Cambodia is a potential gem in the making with heightened global investments lately and the opening of new international airports. From an asset-class perspective, I like mixed developments featuring good hotel operators, as these represent potentially secure investments with income features.

Is there anything else you would like to share with readers about yourself or LeadingRE?

Other than the property markets, I'm a technology enthusiast and am always looking at interesting trends changing our industry, such as the blockchain, crypto-currencies, AR / VR, crowdfunding etc. I enjoy travelling and networking with interesting people, am always happy to meet over coffee.

Regarding Leading Real Estate Companies of the World, I like the idea of it being the home of the best independents in the real estate industry. We are a true global community of like-minded top professionals sharing ideas, best practices and knowledge.



Better understanding Myanmar's real estate sector

Myanmar remains one of the most unpredictable real estate markets in Asia. And given its status as a frontier market, this is to be expected to a certain extent. The one person who has seen the country's ups and downs during the current decade is Antony Picon, currently serving as vice-chairman at Colliers International in Myanmar, he has been living and working in the country since 2012. He was kind enough to share his expert insights on Myanmar's property market.



Overall, how would you describe the performance of Myanmar's property sector this year? Are there any sectors performing better than others? What have been some of the positives?

It has been a mixed picture for real estate so far in 2017. On the downside, the condominium market remains in the doldrums while office demand is somewhat cool awaiting

further economic liberalisations measures which would boost the sector. The upscale hotel sector in Yangon is in a very challenging period due to a rapid increase in supply and muted demand in terms of tourist visits to Yangon. On the bright side retail is very robust, the serviced apartment market remains strong largely due to the inherent weaknesses in the condominium sector. Of more importance to the economy is the rise of the industrial sector which is very promising.

The condominium market in Myanmar has been cited for its sluggish performance. Do you see any signs of a recovery on the horizon? Are there any segments of the condominium market that stand out?

An eventual implementation of the condo law will help spur a renewed interest in the sector with some added demand from foreigners. However, the long term prospects are gloomy given the parking requirements of 1.2 spaces per unit which makes it very difficult to reduce the unit sizes and cater for growing untapped demand for more affordable units. There is a growing oversupply of large, three-bedroom units and undersupply of smaller one-bedroom units and this will remain while the parking requirements are in force.

Overall in a difficult market the mid-end category remains more robust.

There has been a lot of confusion in regards to foreign ownership of property with regulation of the 2016 Condominium Law still yet to be enacted. Can you provide an update on the foreign ownership rules? If these do take effect, what will their impact be?

For the past five years, a condominium law has been in the process and we are still at a stage where there is no notification of the 2016 law and as such we can only consider statements for various government officials.

At present the law may allow 25 percent foreign ownership of the number of units which is lower than the previously slated 40 percent. However, it will still help spur demand particularly from Asian buyers. There are a number of provisions that provide security to buyers of off-plan projects and having a legal definition of a condominium would help.

For the full interview, please visit: www.dotproperty.com.mm



THE DOT PROPERTY SOUTHEAST ASIA'S BEST OF THE BEST AWARDS **2017**

Dot Property would like to extend heartfelt congratulations to all of this year's winners. The Dot Property Southeast Asia's Best of the Best Awards 2017 are the culmination of our wide ranging award series that started by honouring developers, projects, hotels, golf courses, technology and innovations in individual countries. We now concluded this year's programme with the best real estate in Southeast Asia, which can be found over the following pages.

TTC LAND (FORMERLY KNOWN AS SACOMREAL)



With a portfolio of outstanding real estate developments and a commitment to bring quality and value to each product and service it offers, TTC Land, formerly known as Sacomreal, has become one of the best homebuilders in Vietnam over the past few years. The company being named Best Residential Developer at The Dot Property Southeast Asia's Best of the Best Awards 2017 confirms TTC Land's status among the country's elite.

With more than 10 years of experience, TTC Land has proven time and again that it is one of the leaders of the Vietnamese real estate market. The firm has developed a wide range of projects, including massive townships, that provide the best in family living and affordable apartments that offer residents first-class amenities.

TTC Land has built its reputation on creating developments that boast unmatched quality while still providing value for buyers. For example, the company's Jamona-branded projects are among the most unique in Vietnam allowing residents a chance to be a part of an urban centre. Everything a person could possibly need is at their fingertips and this convenience should not be overlooked.

Notable projects from TTC Land:

Charmington La Pointe
Charmington Iris
Jamona Golden Silk
Carillon 1
Jamona Home Resort

All of TTC Land's residential projects are designed to allow residents to enjoy the lifestyle they desire. From top-notch facilities to well-designed living spaces, no developer can match TTC Land's skill in this sector.

The Dot Property Southeast Asia's Best of the Best Awards 2017 is proud to announce TTC Land as Best Residential Developer. The firm has earned this honour through hard work and dedication.

For more information:

Email: info@ttcland.vn / info@sacomreal.com
Phone: +84 (028) 3824 9988
Website: ttcland.vn

THE PARK RESIDENCE, VIETNAM



When The Park Residence opened in Ho Chi Minh City, it revolutionised condominium developments in Vietnam. The project is branded under Anpha Holdings' "Park" series which includes Park Vista, Park Riverside, Park Premier and Imperia Park.

From Vietnam's largest swimming pool, a whopping 1.5-times larger than an Olympic-sized pool, to a pair of rooftop eateries, The Park Residence has become one of Ho Chi Minh City's most iconic developments.

It should come as no surprise that the project sold out quickly. It is not simply a place to live, it is the place to be. It boasts a cutting-edge fitness centre, a riverside park and a number of other outstanding facilities.

As winner of Best Modern Condo Development, The Park Residence continues to lead the way when it comes to cutting-edge residential living in Southeast Asia.

Project:	The Park Residence
Developer:	Anpha Holdings
Architect:	Fujinami & Anpha Consulting
Location:	Southern Urban, Nha Be, Ho Chi Minh City, Vietnam
Launch date:	November 2015
Facilities:	Two thousand square metre swimming pool, 360-degree clubhouse and gym, riverside park and sport centre and two rooftop bars and cafés
Email:	info@anphaholdings.com
Website:	www.thepark.vn

SIMCITY PREMIER HOMES, VIETNAM



SIMCity is an innovative smart city project that meets international standards. Developer Anpha Holdings as modelled the project with the "Future City" initiative concept from Japan. At SIMCity, the value of life and happiness is tied to a healthy and sustainable living environment. This goal has been achieved through the application of high-tech renewable energy, a green park system, landscape lakes and a modern fountain all located on a large land plot that spans over one hectare. The project boasts several residential clusters including SIMCity Luxury Villas, a modern living space that is popular with expats and leading local business figures. The living room in each villa is equipped with a natural light-flooded glass system, a mosaic pool/Jacuzzi, something usually reserved for 6-star resorts, and a plethora of other popular features. The end result is villas that residents are proud to call home.

Project:	SIMCity Premier Homes
Developer:	Anpha Holdings
Architect:	Anpha Consulting
Location:	Eastern Urban, District 9, Ho Chi Minh City, Vietnam
Launch date:	August 2017
Facilities:	Luxury floating Clubhouse and sport centre, lake and green park, start-up incubation mega-centre, private elite clubhouse and business lounge, spa pavilion, smart-citizen application
Sales contact:	Road No 4, Lo Lu Street, Truong Thanh Ward, District 9, Ho Chi Minh City
Email:	simcity@anphaholdings.com
Website:	www.simcity.vn

ANPHA HOLDINGS, VIETNAM



Anpha Holdings is a leading real estate developer and investor in Vietnam. The company has a large development portfolio including luxury resorts, serviced residences, condominium, villas and townships.

The firm has developed more than 5,000 condominium units, 600 compound villas and houses, two luxury hotels and a luxury serviced apartment in the past five years, establishing itself as Vietnam's Best Boutique Developer.

The company has developed a reputation for defining urban living by leveraging technology and allowing residents to enjoy a resort lifestyle at home.

Anpha Holdings is a pioneer in smart city development and have successfully applied Internet of Things (IoT) and Artificial Intelligent (AI) innovations at several of their projects including SIMCity, winner of Best Luxury Township Development at The Dot Property Southeast Asia Best of the Best Awards 2017.

As one of the country's leading developers, Anpha Holdings has been recognised internationally for its high level of service quality and product development. In addition to winning Best Boutique Developer, the company won two other Dot Property Southeast Asia Best of the Best Awards 2017.

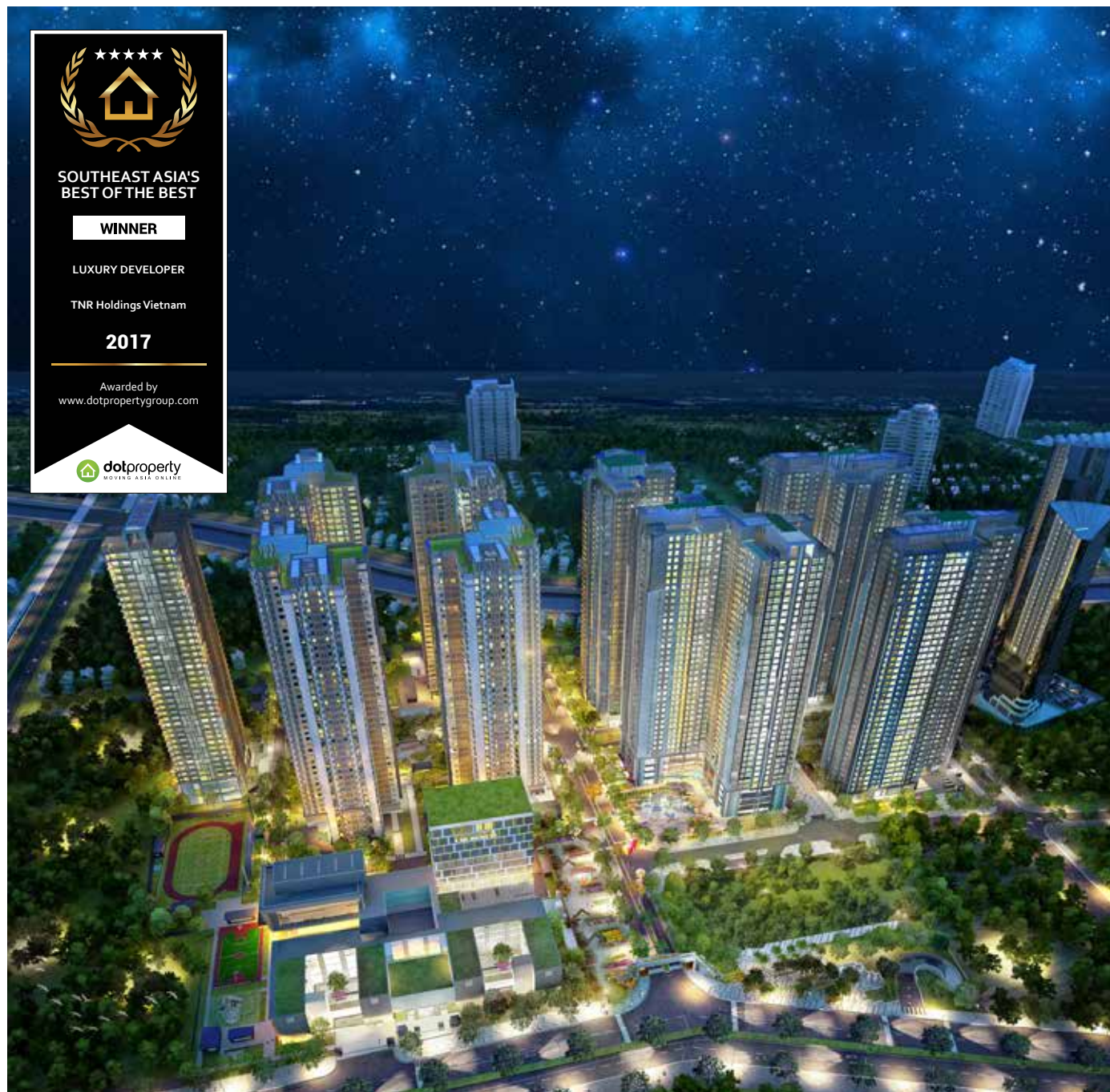
For more information:

Email: info@anphaholdings.com

Phone Number: +84 18006900

Website: www.anphaholdings.com

TNR HOLDINGS, VIETNAM



The luxury sector in Southeast Asia continues to grow by leaps and bounds as more and more residents want to live the upscale lifestyle. TNR Holdings Vietnam has not only recognised this growing trend, but it developed a range of luxury projects to allow residents to enjoy the best that life has to offer.

One of the firm's most impressive projects is TNR GoldSeason, winner of Best Residential Architectural Design at Dot Property Southeast Asia's Best of the Best Awards 2017.

The impressive project boasts an unique, American-lifestyle design not found anywhere else in the region.

TNR Goldmark City is another one of the developer's outstanding projects. It features a modern, Singapore-style design that gives residents the best possible lifestyle with low building density.

One key feature of all projects developed by TNR Holdings Vietnam are the amenities which embrace nature and green spaces.

Every residential development has parks, footpaths and other features that embrace nature in all of its glory. Each project has several other upscale facilities including swimming pools, fitness centres and beautiful lobbies.

When it comes to luxury in Southeast Asia, no one does it quite like TNR Holdings Vietnam.

For more information:

Email: tnrholdings@tnrholdings.com.vn

Phone Number: +84 043.248.4282

Website: www.tnrvietnam.com.vn

ANCHOR LAND HOLDINGS, INC., PHILIPPINES



Anchor Land's Executive Committee (From Left to Right) Honorio Alvarez (AVP Engineering), Eric Tan (Senior Operations Manager. MPMC), Stephen Lee (Chairman), Steve Li (Vice Chairman and Chief Executive Officer), Elizabeth Ventura (President), Neil Chua (Director and Chief Financial Officer)



Anchor Land's Board of Directors (Standing from left to right) Neil Chua, Director and Chief Financial Officer; Avelino M. Guzman Jr., Director; Stephen Lee, Chairman; Edwin Lee, Director; Steve Li, Vice Chairman and Chief Executive Officer; Charles Stewart Lee, Director; (Seated from left to right) Violeta J. Josef, Independent Director; Elizabeth Ventura, President; Christine Base, Director and Corporate Secretary; Ma. Victoria A. Villaluz, Independent Director

Property investors prefer emerging markets where cheaper prices and higher yields can be found. Of all of the world's emerging markets, the Philippines is arguably the strongest. A booming economy, stability and quality real estate projects have made investors take notice of the country.

At the forefront of this real estate renaissance is Anchor Land Holdings, Inc., winner of Best Emerging Market Developer at The Dot Property Southeast Asia's Best of the Best Awards 2017. The firm specialises in the development of sophisticated and luxurious residential condominiums that are attractive to both end users and investors.

The company has set itself apart by infusing Old Manila with modern condominium living that blends the needs of today's residents with the traditional comforts and practices of this historic location.

Anchor Land's developments take inspiration from upscale residential projects in major cities around the world while incorporating age-old Feng Shui principles that residents look for when choosing a place to live.

There is no shortage of iconic developments in the company's portfolio. For example, Admiral Baysuites has created the ultimate luxurious residential experience at one of Manila's most popular addresses, the Admiral Hotel.

Meanwhile Anchor Grandsuites in the heart of Manila's Chinatown is set to become the tallest building in both Manila and all Chinatowns around the world when completed.

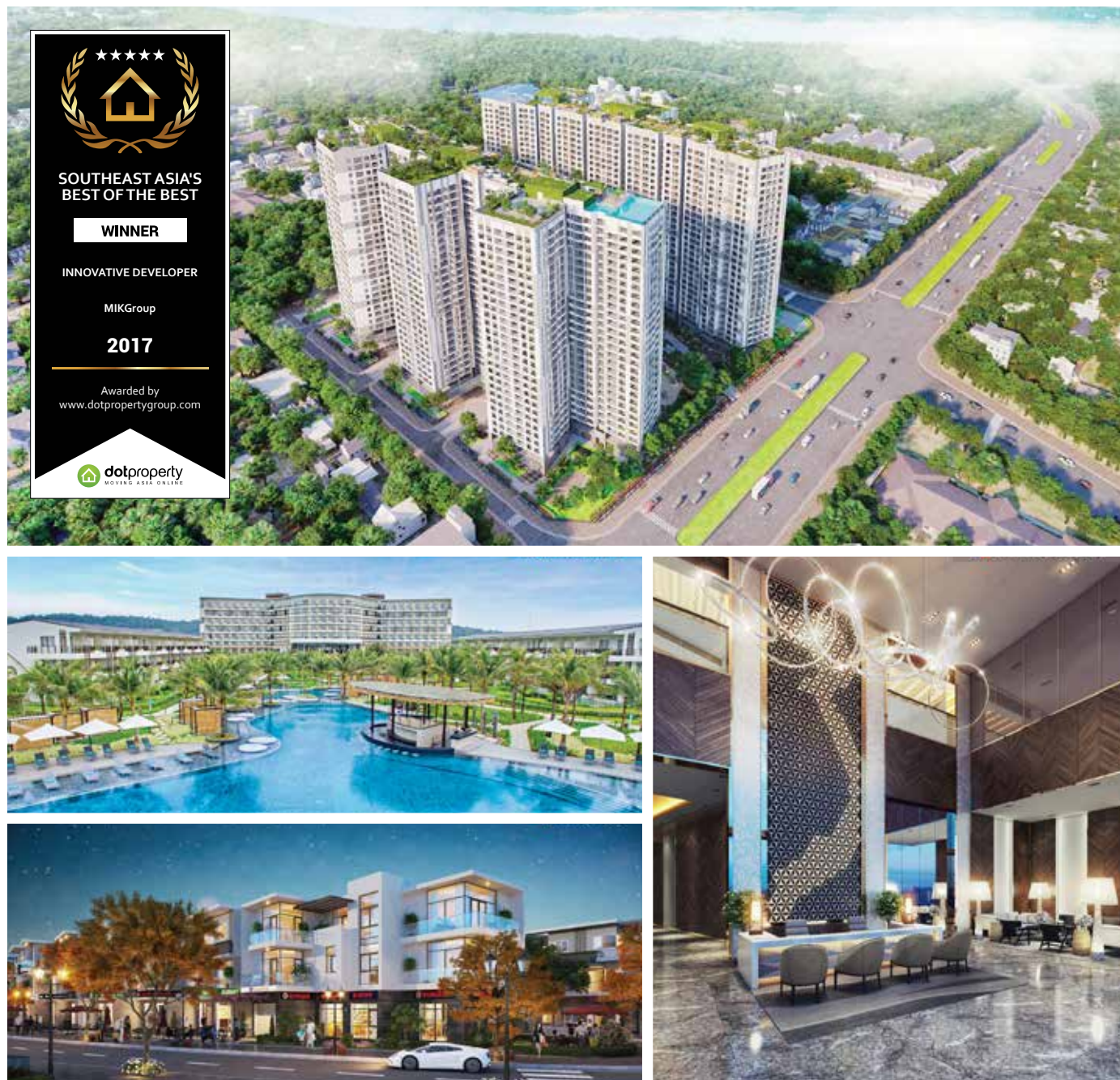
While Southeast Asia is home to a number of emerging markets, no developer in these countries has the body of work to compete with Anchor Land. Their thoughtful approach and highly-skilled staff and management team has set itself apart from the competition.

For more information:

www.anchorland.com.ph

Email: inquires@anchorland.com.ph

MIKGROUP, VIETNAM



MIKGroup is a leading real estate development and investment company headquartered in Hanoi. MIKGroup's competitive advantage is its significant asset base and extensive market network with various leading international and domestic partners. Utilising its extensive design, development and operational capabilities, MIKGroup develops and manages high-quality real estate products and services throughout Vietnam that are innovative and exciting.

The developer boasts a diverse and sterling portfolio of residential properties in Hanoi and Ho Chi Minh City that are popular with residents. The firm has expertise in integrated townhouse and shophouse developments, villa and landed house complexes and high-end condominiums with each type incorporating innovative technologies. Imperia Sky Garden, Park Riverside Premium and Rio Vista are just a few of the notable projects in MIKGroup's portfolio.

The developer is also focusing on luxury integrated beach hotel and resorts on Phu Quoc Island. Its first project here, Sol By Melia, opened in 2016 and has earned the firm several accolades. Located at Long Beach, one of the most gorgeous beaches on Phu Quoc Island, MIKGroup teamed with Melia Hotels International Group for this exciting development.

This is just one of many innovative projects MIKGroup has planned for the island. Mövenpick Resort Waverly Phu Quoc, winner of Best Beach Front Development at The Dot Property Southeast Asia's Best of the Best Awards 2017, promises to bring a 5-star, Swiss standard experience to the region. These exciting partnerships are another one of MIKGroup's innovative ways.

For more information:

Email: info@mik.vn

Website: www.mik.vn

PARK RIVERSIDE, VIETNAM



Park Riverside & Park Riverside Premium from MIKGroup is ideally located in the well-established residential area of Ho Chi Minh City's District 9. It offers easy access to many destinations including Long Thanh International Airport, Ho Chi Minh City's administrative centre in District 2 and financial street in District 1.

The picturesque development features amazing facilities catering to those of the discerning lifestyle. You will find a comprehensive range of recreational facilities including a pool, gymnasium, a large lake and a clubhouse. The development also contains a supermarket, restaurants and 24-hour security service.

The luxurious villas and landed houses offer residents a quality of life that is perfectly suited for families. Each unit is spacious and with wide range of styles and area sizes available, you will be sure to find the home that best suits your needs.

Best of all, the river front location provides residents with a peaceful, private environment that is restful and charming.

Project:	Park Riverside & Park Riverside Premium
Developer:	MIK Group Vietnam JSC (MIKGroup)
Design:	CPG Consultant
Location:	Bung Ong Thoan Road, Phu Huu, District 9, Ho Chi Minh City, Vietnam
Launch date:	August 2017
Telephone:	+84 1900 55 88 37
Email:	info@mik.vn
Website:	www.mik.vn

8990 HOLDINGS INC., PHILIPPINES



Developer 8990 Holdings Inc. wants to build more than just housing. It wants to create communities and places people are proud to call home. This has helped the firm become the number one mass-market homebuilder in the Philippines over a span of 14 years. As of the second quarter of 2017, 8990 Holdings Inc. delivered almost 53,000 units to satisfied residents.

Affordability and quality are the two most important aspects of a house for many homebuyers in the Philippines. This is something 8990 Holdings Inc. understands fully and the company is dedicated to providing quality housing that doesn't break the bank. The company pioneered low equity and low down payment terms to ensure their houses were within reach.

One of the company's newest developments is Urban Deca Towers EDSA. Located in Mandaluyong City, the project offers semi-furnished housing for workers or students who need a convenient place to live in Metro Manila. Of course, the

development is so much more than a place to stay. The high-quality amenities and community spaces provides a positive ambiance that improves the lives of its residents.

This ambiance can be found at all of 8990 Holdings Inc.'s developments, which span from high-rise condominiums to housing complexes. Each project features modern living spaces as well as a sense of community that can be hard to foster in this day and age.

8990 Holdings Inc. believes mass housing is not about houses, it's about people. And this vision and commitment to people is why it has won Best Community Developer at The Dot Property Southeast Asia's Best of the Best Awards. 2017.

For more information:

Email: house@8990holdings.com

Website: 8990holdings.com

Telephone: +63-2-533-3915

ANCHOR LAND CORPORATE CENTER, PHILIPPINES



The two-tower Anchor Land Corporate Center is designed to cater to the needs of the growing office industry of the Philippines. Located inside the ASEANA Business Park, this Manila Bay area project is set to become one of the country's most sustainable office buildings when it opens in 2019.

Anchor Land Corporate Center broke ground in 2016 with the goal of providing top grade office space with convenient and modern amenities. There are ample outlets for relaxation including a spa, gym, garden lounge and open deck in addition to the smartly designed offices inside the 12-storey buildings.

The project is LEED Pre-Certified GOLD and boasts a wide-range of green features including:

- Construction activity pollution prevention
- Fundamental commissioning
- Minimum energy performance
- Fundamental refrigerant management
- Storage & collection of recyclables
- Minimum IAQ performance
- Environmental tobacco smoke (ETS) control
- Bicycle storage and changing rooms
- Low-emitting and fuel-efficient vehicles
- Innovative wastewater technology
- Water use reduction
- Storage & collection of recyclables

These sustainable features are commendable and among the most innovative in Southeast Asia. The end result is an office space that is good for tenants and the environment.

Project:	Anchor Land Corporate Center
Developer:	Anchor Land Holdings, Inc.
Architect:	ASYA Design
Location:	1 Aseana City, Paranaque City
Groundbreaking date:	2019
Certifications:	LEED Pre-Certified GOLD
Email:	customerservice@anchorland.com.ph
Website:	www.anchorland.com.ph

100 WEST, PHILIPPINES



Cosmopolitan Makati is where business, leisure and culture converge, with leading-edge corporations, modern infrastructure and a thriving shopping, dining and art scene. With over 62,000 business enterprises and 1,159 BPO companies, the country's financial capital is home to a broad, multicultural workforce of locals and expats.

Makati, with a sizable ready rental market and continuously surging land values, is an ideal choice for a real estate investment with maximum growth potential. Taking advantage of this promising landscape, Filinvest presents 100 West, a dynamic high-rise development designed for the lifestyles of the city's busy professionals.

With modern Scandinavian-inspired residential units, prime BPO office spaces, commercial podium and retail shops, 100 West offers the convenience of condo living and the flexibility to let its residents master time and conquer life. Enjoying unparalleled access to the South Luzon Expressway and strategically located beside the soon to be completed Skyway 3 project, 100 West is your gateway to the North and South. Built for the live-work-play lifestyle, 100 West is sure to grow in tempo with the city's pace.



Project:	100 West Makati
Developer:	Filinvest Land Inc.
Architect:	Aidea Inc.
Location:	100 Sen. Gil Puyat Ave. cor. Washington St., Makati City
Facilities:	Leisure hub, infinity pool, kiddie pool, family outdoor lounge, poolside patio, the greens playground, meditation garden, fitness centre, yoga studio, kiddie central, study hall, jogging trail, private rooftop club, function halls, skyline deck and the sunset deck
Telephone:	+63 2 850 0888
Email:	filinvestlmc@filinvestland.com
Website:	www.100westfilinvest.com

ARIYANA BEACH RESORT & SUITES, VIETNAM



Ariyana Beach Resort & Suites is one of Danang's most notable projects. The 18-storey condotel is appealing to both investors and holiday home seekers thanks to its sublime beachfront location. Located next to Furama Villas and Ariyana Convention & Exhibition Centre, the development is the latest addition to the Furama Danang Hotel complex. Situated in Da Nang, Vietnam's third largest city, the complex has revolutionised the region's resort scene. And Ariyana Beach Resort & Suites is the next step in this movement. Units at the development offer a great design while guests at Ariyana Beach Resort & Suites will have access to all of the 5-star facilities at the Furama Danang Hotel. This includes the use of water sports equipment on the beach, tennis courts, volleyball areas and a garden. Guests will also have access to the hotel's spa and diving centre.

Project:	Ariyana Beach Resort & Suites
Developer:	Ariyana Hotel and Tourism Joint Stock Company
Architect:	DarkHorse
Location:	107 Vo Nguyen Giap street, Ward Khue My, District Ngu Hanh Son, Danang City, Vietnam.
Launch date:	3rd Quarter 2017
Sales office:	(+84) 0983006666
Email:	info@ariyana.vn
Website:	www.ariyana.vn

NORTH DASMA GARDEN VILLAS, PHILIPPINES



Cavite has been one of the most important places in the Philippines throughout the years. The province is known as the historical capital of the Philippines, but it is also playing a key role in the country's current growth. Cities like Dasmariñas have recorded significant population increases in the past few years and Cavite's real estate scene is bustling with activity. One of the most notable projects is North Dasma Garden Villas by DDC Land. This landed development features affordable homes that are both spacious and well designed. The project has a wide-range of facilities for residents to take advantage of as well. These include a basketball court, a playground, a swimming pool and lots of green spaces. It is a place where families can grow together and where future generations will be welcomed.

Project:	North Dasma Garden Villas
Developer:	DDC Land, Inc.
Architect:	Engr. Edna R. Sutter (Planner / Designer)
Location:	Molino-Paliparan Road & Paliparan-San Marino Access Road, Brgy. Salawag, Dasmariñas, Cavite, Philippines
Launch date:	March 2016
Facilities:	Swimming pool, basketball court, parks, playgrounds, spacious lanais and balconies, landscaped garden, 24-hour CCTV and monitoring system, mini soccer field, multi-purpose hall, billiards and darts area, jogging paths, guarded entrance and exit gate
Sales office:	(02) 551 8888 / +639985919786
Email:	marketing@ddcland.com
Website:	www.ddcland.co

ASIANA CAPELLA, VIETNAM



Developer Gotec Vietnam has several stunning projects in its portfolio including Summer Square and Asiana Plaza. The firm has built a reputation for developing beautiful projects that offer the best retail, commercial and residential spaces.

Gotec Vietnam's latest development, Asiana Capella, continues this trend, but also has another quality that makes it better than the rest. It has utilised several environmentally-friendly innovations that stand out. This helped the mixed-use development win Southeast Asia's Best Green Development.

Project:	Asiana Capella
Developer:	Gotec Vietnam
Architect:	TTT Architect
Location:	184 Tran Van Kieu Street, Ward 11, District 6, Ho Chi Minh City, Vietnam
Launch date:	December 2017
Head office:	2nd Floor, 157-159 Tran Binh Trong, Ward 2, District 5, HCMC.
Telephone:	+84 28.3836.3688
Email:	info@gotecvietnam.com
Website:	www.gotecland.vn

MIZUKI PARK TOWNSHIP, VIETNAM



Located on Nguyen Van Linh Road in Ho Chi Minh City, Mizuki Park Township is one of the most stylish residential projects in Southeast Asia. The aquatic advantages of the surrounding river and central lake help ensure temperate weather all year long. This provides an ideal living environment the whole family will enjoy. There are four key elements, community, ecology, education and civilised urban lifestyle, which have been brought together at Mizuki Park Township. The result is the perfect combination between landscape, nature, green life and urban conveniences. The project is being developed as part of a joint venture between Nam Long, Hankyu Realty from Osaka and Nishi Nippon Railroad from Fukuoka which has seen the essence of Japan infused in the township.

Project:	Mizuki Park Township
Developer:	A joint venture between Nam Long, Hankyu Realty from Osaka and Nishi Nippon Railroad from Fukuoka
Location:	Binh Chanh, HCMC, Vietnam
Facilities:	Walkways, a bike trail, artificial canal, landscape lake; more than 103,000 square metres of trees, medical facilities, education area, a retail center and an administrative and cultural area
Sales office:	Nam Long Investment Corporation Office: No.6 Nguyen Khac Vien Street, Tan Phu Ward, District 7, HCMC, Vietnam
Telephone:	+84 028 54161718
Email:	info@namlongvn.com
Website:	http://mizuki.vn

FORTUNE HILL, PHILIPPINES



The striking residential enclave of Fortune Hill is the latest jewel in the upscale neighborhood of San Juan. With only four units to a floor, it offers a secure and spacious sanctuary where you can nurture the family and lead a balanced life. Fortune Hill's architectural design is reflective of its Asian influence while its numerous amenities ensure the comfort and privacy of its exclusive clientele. Exuding timeless sophistication, each residence is designed with an abundance of refined elements such as marble countertops, natural lighting, cross-ventilation and tiled balconies with panoramic views of the Makati skyline and Wack-Wack neighbourhood. At the end of the day, there is no better reward than coming back to a residential masterpiece like Fortune Hill.

Project:	Fortune Hill
Developer:	Filinvest Land, Inc
Architect:	ASYA Design
Location:	173 P. Gomez St., Brgy. Addition Hills, San Juan City
Launch date:	Q1 2014
Facilities:	Music room, day care centre, outdoor playground, library, two function rooms, lanai, billiard room, family room, gym, yoga, swimming pool, kiddie pool, outdoor lounge and amenity deck
Email:	filinvestlmc@filinvestland.com
Website:	www.fortunehill.com.ph
Telephone:	+632 850 0888
Mobile:	+63 917 877 0888

TNR GOLDSEASON, VIETNAM



With its unique American-lifestyle architecture, TNR GoldSeason has become a place that people love to call home. Residents can enjoy four seasons in a day at the development. A walk along the green footpath offers the feeling of spring while a nice dip in the pool provides the summer lifestyle all year long. The elegant interiors have the look of autumn and the cool air conditioning in the retail and commercial spaces can provide a crisp, winter-like feel. All four elements have been skilfully interwoven throughout TNR GoldSeason to create one of Vietnam's most unique developments. There are four buildings at the project, each one standing 35-storeys tall. All of the 1,500 residential units have been designed to cater to the needs of modern, urban citizens who love nature and life ensuring a highly-desirable living experience.

Project:	TNR GoldSeason
Developer:	TNR Holdings Việt Nam
Architect:	Công ty thiết kế Moore Ruble Yudell (Mỹ)
Location:	47 Nguyễn Tuân – Thanh Xuân – Hà Nội
Launch date:	December 2015
Facilities:	International school, commercial centre, gym, high-class spa, swimming pool and public footpath
Email:	cskh@goldseason-tnr.com.vn
Website:	www.goldseason-tnr.com.vn

RAINTREE RESIDENCES, MALYSIA



There are no two more important elements in daily home life than space and greenery. Space lets us feel free and gives us the ability to pursue our passions in life. Meanwhile greenery lets us connect with nature and enjoy health and happiness. These two tenants serve as the anchor of Raintree Residences where space and greenery can be found in abundance.

This superb housing estate is located in one of Iskandar's most desirable areas and is close to the Johor Premium Outlets (JPO). At Raintree Residences, families can grow together, enjoying a happy life without any restrictions. Developed by Genting Property Sdn Bhd, the residential project boasts contemporary homes that cater to the needs of the entire family. You can enjoy the urban lifestyle you have always wanted at Raintree Residences.

Project:	Genting Indahpura - Raintree Residences
Developer:	Genting Property Sdn Bhd
Architect:	DC Architects Sdn Bhd
Location:	Kulai, Zone E of Iskandar Malaysia
Launch date:	June 2015
Facilities:	Guardhouse, entrance park and linear park
Sales office:	+607-663 1188
Email:	indahpura@genting.com
Website:	www.gentingproperty.com

MÖVENPICK RESORT WAVERLY PHU QUOC, VIETNAM



Located at Ong Lang Beach on the northwest tip of Phu Quoc Island and nestled in the heart of a pristine beach with turquoise coloured sea water is Mövenpick Resort Waverly Phu Quoc. The development is the first project from the partnership of MIK Group and Movenpick Hotels & Resort and the luxury beach resort does not disappoint.

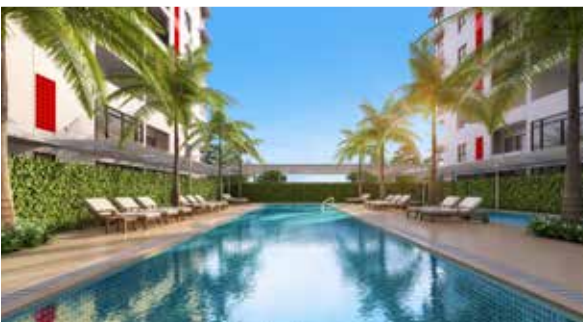
Tucked away in a secluded area for unmatched privacy, the hotel rooms, suites and condotel units boast a private ocean view balcony. The resort will feature several ocean front villas as well with each one equipped with private pools and luxury services catering to family or group travellers.

The project's architecture maximises the tropical landscape, enriching the unique resort experience. The development contains a wide variety of luxurious amenities and relaxation services such as a restaurant, beach club, executive lounge, spa, international standard yoga studio and gym, a games and entertainment centre and a kid's club. Another one of the resort's highlights is the sophisticated culinary options.

Mövenpick Resort Waverly Phu Quoc will also have the premier, Swiss standard experience the brand is synonymous for. Guests will be treated to absolute relaxation with world-class amenities when staying at Mövenpick Resort Waverly Phu Quoc.

Project:	Mövenpick Resort Waverly Phu Quoc
Developer:	MIK Group Vietnam JSC (MIKGroup)
Architect:	CBaumschlager Eberle, HALO interior & architecture
Location:	Ong Lang Beach, Cua Duong, Phu Quoc Island, Vietnam
Launch date:	2018 (planned)
Telephone:	+84 24 7308 2828
Email:	info@mik.vn
Website:	www.mik.vn

HAUSNEO, VIETNAM



Quality and affordability are what stands out most about HausNeo. The vibrant condominium project has numerous family-friendly facilities such as a kid's pool, a playground and an on-site kindergarten. The condominium units are well-designed featuring architecture that utilises intuitive living spaces, minimises impractical details and maintains aesthetic longevity.

The location of HausNeo in Ho Chi Minh City is perfect for professionals with easy connections to District 1, District 2, District 7 and Long Thanh International Airport. There is also easy access to nearby facilities such as shopping centres. EZ Land, the project's developer, drew their inspiration from housing projects in modern countries where there are recognised quality standards for homes. The firm is truly a pioneer when it comes to building high quality, affordable housing in Vietnam and this is evident throughout HausNeo.

Project:	HausNeo
Developer:	EZ Land
Architect:	Green Design
Location:	Phu Huu Ward, District 9, HCMC
Launch date:	October 2017
Facilities:	Outdoor parking, convenience store, kid's water playground, outdoor gym, kid's pool, hauspool, parking lot, sky garden, BBQ place, kindergarten, community hall and kid's playground
Sales office:	+84 0936 69 19 19
Email:	info@hausneo.vn
Website:	www.hausneo.vn

THE VENICA, VIETNAM



SOUTHEAST ASIA'S
BEST OF THE BEST

WINNER

VILLA COMPOUND

The Venica
by Khang Dien

2017

Awarded by
www.dotpropertygroup.com



The Venica possess the beauty of an emerald. They are both stunning, green and luxurious. As one of the only 5-star+ villa compounds in all of Vietnam, The Venica offers residents a rare lifestyle in District 9 of Ho Chi Minh City.

The development is optimally located near the expressway making it easy to get anywhere in the city. The compound itself is a splendid green oasis surrounded by water and green spaces allowing those living here to enjoy nature.

The Venica also has excellent facilities including a world class swimming pool, a fitness centre and a bar/café. Meanwhile, each upscale villa is opulently designed featuring unique architecture. The Venica is a true gem that shines much like an emerald.

Project:	The Venica
Developer:	Khang Dien House Trading and Investment Joint Stock Company
Location:	Ward Phu Huu, District 9, Ho Chi Minh City, Vietnam
Launch date:	April 2016
Facilities:	Fitness club, swimming pool, bar/café and park
Sales contact:	+84 941 49 68 68
Email:	info@khangdien.com.vn
Website:	www.thevenica.com.vn

WORKYOS, VIETNAM



Workyos is more than just a place to work. It is a smart business centre from which your business can grow. You will be working smarter, more creative and more effective when based at Workyos.

You will find spacious, flexible working spaces, a fully-equipped meeting room, a bar and relax room and everything else you require to be productive.

Best of all, Workyos is situated in the heart of Ho Chi Minh City providing easy access to the suburbs, airports, entertainment facilities, shopping and sports. Located in the newest and biggest tower of Viettel group in District 10, everything you could possibly need is nearby.

There are a range of workspaces at Workyos to best suit the needs of you and your business. You will find flexible desks and offices, fixed desks and amazing city-view private offices.

Monthly and daily passes are available, so you don't have to worry about getting locked into a long-term commitment you may not want.

Of course, you will need a support team to help you grow your business, and the staff at Workyos is with you every step of the way. The founders of Workyos and its team members boast peerless work experience. They have helped startups in many European and Asian markets and are always ready to collaborate, discuss, introduce and support your business. They can assist with everything from networking to marketing and can even act as a branding consultancy.

At Workyos, you will save money, work in a creative environment, network with like-minded professionals and grow your business. No other serviced office in Ho Chi Minh City can empower you with this. Stop working hard and start working smart at Workyos, the smart business centre.

dotproperty



THE DOT PROPERTY AWARDS 2017

OFFICIAL REVIEW

Thailand / Vietnam / Philippines / Indonesia / Malaysia / Singapore

To learn more about all of this year's winners, please visit

www.dotpropertyawards.com

Thanks to LeadingRE,

sponsor of The Dot Property Indonesia Awards 2017
and The Dot Property Philippines Awards 2017



Leading Real Estate Companies of the World® (LeadingRE), the home of the world's market-leading independent residential brokerages in over 60 countries, was the proud sponsor of The Dot Property Indonesia Awards 2017 and The Dot Property Philippines Awards 2017. Everyone here at Dot Property Magazine would like to thank them for their support of these two wonderful awards programmes.

LeadingRE has actively expanded their presence in Southeast Asia during recent years and partnered with Asia's most exciting property awards to reach one of the world's most exciting real estate markets. The LeadingRE network generated more than 30,000 leads in 2016 and managed to push their referral conversion rate of closed transactions from 43 percent to an industry leading 52 percent. The company is committed to creating a truly global organization and recognises the fact business is done very differently in many parts of the world.

"We are proud to be sponsor The Dot Property Indonesia Awards and The Dot Property Philippines Awards this year," Chris Dietz, LeadingRE's Executive Vice President of Global Operations, exclaimed. "We strongly believe in the Awards and being associated with them has allowed us to attract more quality real estate operations to our network and helped us expand our reach in both countries."

He continues, "We would also like to congratulate all the winners from both countries. Their commitment to quality and excellence has been recognised by both judges and the public and it's easy to see why they have been honoured."

"We're thrilled to have LeadingRE sponsoring The Dot Property Indonesia Awards 2017 and The Dot Property Philippines Awards 2017. The exposure they receive will undoubtedly help LeadingRE's expansion efforts in the Indonesia and Southeast Asia," Sunniya Kwatra, Managing Director International Markets at Dot Property, announced. "The Awards have received great feedback from consumers and developers in the country and are the perfect platform to showcase the best of the best."

For more information, please visit www.leadingre.com

PHUKET SHINES

IN DOT PROPERTY THAILAND AWARDS 2017



Phuket-based homebuilder Blue Horizon was the star of this year's awards. The firm took home Best Developer Phuket while its Grand Himalai development was honoured with the Best Mixed-Use Development and Best Mid-Range Condo Development Phuket awards.

"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," Mr. Andres Pira, CEO and Founder of Blue Horizon, said.

He continued, "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."

Staying in Phuket, the upscale Botanica Luxury Villas scooped up Best Villa Development Phuket while The View was a worthy winner of Best Luxury Condo Development Phuket. Best Boutique Developer Phuket was bestowed upon Kata Sea View Condotel, the firm behind Splendid Condo.

The Dot Property Thailand Awards 2017 full list of winners:

- Best Developer Phuket – Blue Horizon
- Best Developer Samui – Horizon Homes
- Best Developer Rayong – Mae Phim Property
- Best Developer Chiang Mai – Rochalia Development
- Best Boutique Developer Phuket – Kata Sea View Condotel
- Best Villa Development Phuket – Botanica Luxury Villas
- Best Mid-Range Condo Development Phuket – Grand Himalai
- Best Mixed-Use Development – Grand Himalai
- Best Luxury Condo Development Phuket – The View
- Best Lifestyle Community Hua Hin – Sansara
- Best Villa Architecture Design – Sky Dream Villa
- Best Villa Development Samui – Verano Residence
- Best Villa Development Resort, Koh Samui – Pool Villa 18 Samui
- Best Architectural Villa Design Phuket – Himmapana Villas

SKYWORLD, MAYLAND AND HARD ROCK HOTEL

AMONG THOSE HONoured AT DOT PROPERTY MALAYSIA AWARDS 2017



SkyWorld's commitment to providing sustainable sky living to the country's city communities propelled it to win Best Emerging Developer at The Dot Property Malaysia Awards 2017. Among the firm's notable projects is SkyArena, Kuala Lumpur's first vertical community to emphasise active living and wellness.

Mayland scooped up a pair of awards. Hampton Damansara took home Best Lifestyle Residential Design while One Stonor was named as best Best Ultra Luxury Condo Development.

In the luxury categories, Quay West Residence was honoured as Best Luxury Condo Development, Penang and Best Luxury Condo Development, Kuala Lumpur was bestowed upon Picasso Residence.

Hard Rock Hotel Penang earned the highest hotel award: Best Hotel Malaysia. The Rucksack Caratel was selected as Best Hotel Malacca.

Meanwhile in the office category, GuccoLand's Damansara City Office Towers was a worthy winner of Best Office Development and Regus snagged Best Serviced Office Malaysia.

The Dot Property Malaysia Awards 2017 full list of winners:

- Best Emerging Developer - SkyWorld
- Best Boutique Developer - OCR Land Holdings
- Best Luxury Branded Residences - Dorsett Residences
- Best Ultra Luxury Condo Development - One Stonor
- Best Lifestyle Residential Design - Hampton Damansara
- Best Luxury Condo Development, Kuala Lumpur - Picasso Residence
- Best Resort Inspired Development, Kuala Lumpur - Armanee Terrace 2
- Best Townhouse Development - Bellevue @ Cybersouth
- Best Hotel Malaysia - Hard Rock Hotel Penang
- Best Hotel Malacca - The Rucksack Caratel
- Best Office Development - Damansara City Office Towers
- Best Serviced Office Malaysia - Regus
- Best Luxury Condo Development, Penang - Quay West Residence

DOT PROPERTY PHILIPPINES AWARDS 2017

HIGHLIGHTS THE COUNTRY'S BEST REAL ESTATE



Robinsons Land Corporation received the award for Best Developer Philippines, the highest honour at The Dot Property Philippines Awards 2017. The renowned developer was rewarded for its commitment to building residential projects that meet the dreams of homebuyers in the country. This ambition can be seen in the firm's The Residences at The Westin Manila Sonata Place project that has captured the imagination of the public.

Davao City is one of the Philippines' most exciting markets with low crime rates and a booming economy helping transform Mindanao's regional centre. There were a number of candidates for Best Developer Davao City at The Dot Property Philippines Awards 2017, but DMCI Homes was the victor thanks to its stunning Verdon Parc development. The project is Davao City's first residential project to offer resort-inspired living and has already proven to be a hit with the hard-working professionals and start-up families living in the city.

"Winning Best Developer in Cebu by Dot Property Philippines confirms that our advocacies are very much aligned with that of the discerning customers," Crystal Chloe Ong-Chua, Citrineland's Internal VP for Sales and Marketing, explains. "It means we are doing the right thing and it inspires us to build more and build better so more Cebuanos would be able to enjoy the perks of having homes of good quality at affordable price points."

Alveo Land, Ayala Land's leading residential subsidiary, scored Best Developer Metro Manila at the Dot Property Philippines Awards 2017. Celebrating its 15th year in business, Alveo Land's ability to create sustainable, masterplanned communities featuring living and work spaces tailored to the needs of residents in Metro Manila was one of the many reasons it was chosen as the winner.

Winners at The Dot Property Philippines Awards 2017 included:

- Best Affordable Housing Development – Terrazza de Sto. Tomas by Ovialand
- Best Luxury Condominium Development – Admiral Baysuites by Anchor Land
- Best Condo Development Cebu City – Brentwood by Primary Homes
- Best Housing Development Bacolod City – Golden River Village by Jeco Development Corporation
- Best Hotel Development Cebu – The Grand Tower by Grand Land
- Best Boutique Developer – Mañosa Properties

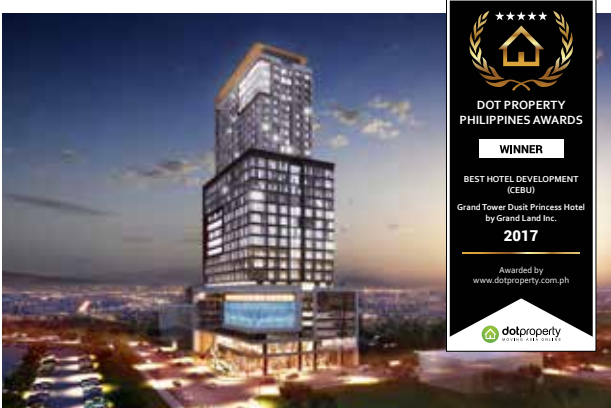


CITRINELAND

Best Developer Cebu - Citrineland

Citrineland is a local real estate developer in Cebu City, Philippines. It is a subsidiary of Innoland Development Corporation, the developer of Cebu's first iconic green building, Calyx Centre. Citrineland diligently follows the same philosophy espoused by its mother company. They build sustainable projects that do not compromise the quality of life while respecting the environment and, at the same time, making it accessible to more people from a price perspective.

There were many solid candidates for Best Developer Cebu at The Dot Property Awards 2017, but the developer's commitment to its core values is truly impressive. It is just one of the many reasons Citrineland is the winner of Best Developer Cebu this year.



THE GRAND TOWER

Best Hotel Development Cebu - The Grand Tower

There are countless hotels in Cebu but only one fuses occupation, recreation and rest in a vertical community. That is The Grand Tower, the winner of Best Hotel Development – Cebu at The Dot Property Philippines Awards 2017. The stunning property is managed by Dusit Princess of Dusit International and has delighted visitors thanks to a modern design and first class facilities.

The Grand Tower is situated in a prime location near Cebu International Harbour, Ayala Centro Mall and several premier medical centres. Additionally, the location offers easy access to many important roads making it easy to travel around the city.



MAÑOSA PROPERTIES

Best Boutique Developer - Mañosa Properties

The best boutique residential developments manage to capture the imagination of the public while still providing a high level of livability. This isn't always an easy balance to strike, but no one does it better than Mañosa Properties, Inc., the winner of Best Boutique Developer at The Dot Property Philippines Awards 2017.

Mañosa Properties was founded by Architect Francisco "Bobby" Mañosa and his son Dino as a natural offshoot of their award-winning architectural firm, Mañosa & Co., Inc. in 2009. In the years since its inception, Mañosa Properties has made its mark in the upscale property development arena, earning both local and international recognition for creating artisanal urban communities that combine the best of sustainable Filipino design with earth-friendly innovations and professional property management.



BRENTWOOD

Best Condo Development Cebu - Brentwood

With its promise to improve the lifestyle of every Filipino, Primary Homes, Inc. has done it again this year as it launches a brand new project that incorporates resort and urban living. The developer released Brentwood, the third project in its Courtyards series following the acclaimed The Courtyards at Banawa in 2014 and The Courtyards at Brookridge in 2016. The newest development is set to shine and has already taken home some gold. Brentwood is the winner of Best Condo Development Cebu at the Dot Property Philippines Awards 2017.

Located at Basak, Lapu-Lapu City, Brentwood is an ideal location for people who want to experience a luxurious island/city lifestyle. It's located near the world-class beach resorts of Mactan and adjacent to major establishments such as Mactan Doctor's Hospital, MEZ II, Cebu Light Industrial Park, five-star hotels and the Mactan International Airport.

FROM BALI TO JAKARTA AND BEYOND,

THE DOT PROPERTY INDONESIA AWARDS 2017 CELEBRATES THE BEST



Ciputra Development was a worthy recipient of Best Developer Indonesia at The Dot Property Indonesia Awards 2017 presented by LeadingRE. The firm's expansive portfolio has brought excellence and innovation to the country's real estate scene over the years and it has become consumers' first choice for property in the country.

The most awards went to Paramount Land who earned three honours in 2017 including Best Developer Tangerang and Best Township Development Tangerang.

Mirah Bali Property was another multiple award winner taking home Best Developer Bali and Best Villa Resort Development Gili Islands for its Cocana Villas and Resorts.

Pikko Land and PP Properti were among the firms to be named Leaders of Real Estate at The Dot Property Indonesia Awards 2017. This category honours a select group of developers who impress with their innovative projects, designs and ambitions.

A special mention goes to PT Conwood for winning Best Innovation and Technology. The company's commitment to protect the environment and ability to provide a sustainable wood alternative were two of the main reasons behind the company's success.

The Dot Property Indonesia Awards 2017 full list of winners:

- Best Developer Indonesia - Ciputra Development
- Best Developer Tangerang - Paramount Land
- Best Developer Bali - Mirah Bali Property
- Best Boutique Developer - Private Sanctuary
- Best Villa Resort Development – Kuta Sunset
- Best Villa Resort Development Gili Islands - Cocana Villas and Resorts
- Best Retail Development Palembang - Aldiron Plaza Cinde
- Best Luxury Condo Development - South Jakarta - Foresque Residence
- Best Apartment Development – Jakarta - Bintaro Park View Apartment
- Best Landscape Architectural Design – Bogor - Bukit Golf Riverside
- Best Mixed-Use Development – Bekasi - Vasanta Innopark
- Best Luxury Condo Development – Depok - Atlanta Residence
- Best Township Development – Depok - Grand Depok City
- Best Township Development Tangerang – Kota Gading Serpong
- Best Luxury Condo Development - Central Jakarta - The Stature Jakarta
- Best Office Architectural Design – Jakarta - Gran Rubina Tower 1
- Best Innovation and Technology - PT Conwood
- Best Residential Architectural Design – Jakarta - Arzuria



COCANA VILLAS AND RESORTS

Best Villa Resort Development Gili Islands - Cocana Villas and Resorts

In the nearby Gili Trawangan, Mirah Bali Property is working on the jaw dropping Cocana Villas and Resorts. The project won Best Villa Resort Development Gili Islands and it really is stunning. The beautiful villas embrace the minimalist luxury vibe that is a staple of modern design. Here you can indulge in laid back luxury while you enjoy spectacular views of the turquoise water and postcard worthy sunsets. You won't be disappointed at this award winning resort.

Getting to Gili Trawangan from Bali is incredibly easy as well, making this location a must stop destination for those in the area. It is just a 40-minute flight from Bali to Lombok Airport and from there it is an hour's drive to Senggigi Harbour where the Cocana Boat will take you to your villa at Cocana Resort.



KUTA SUNSET

Best Villa Resort Development - Kuta Sunset

Kuta Sunset by Private Sanctuary is a villa resort development that truly shines. Nestled in the hillside overlooking The Mandalika Resort Area, a government backed project designed to increase tourism in the region, Kuta Sunset is a beautiful development that will become the most in demand place to stay over the coming years. It won't come as a shock to learn Kuta Sunset has won Best Villa Resort Development at The Dot Property Indonesia Awards 2017.

The plots at Kuta Sunset provide the opportunity to construct villas of varying sizes from two to five bedrooms. Private Sanctuary has a number of designs available for buyers to select or the firm can put your visions and requirements on paper and design a customised, modern, sustainable and ergonomic villa with amazing views.



PARADISE PROPERTY GROUP

Best Real Estate Agency Bali - Paradise Property Group

Owning a villa or condominium in Bali is something most people dream of. However, if you want to turn that dream into a reality, Paradise Property Group are the people to call. With 13 years of experience, the firm has become one of the most trusted real estate agencies in all of Indonesia.

Of course, they aren't simply a real estate agency. They boast advisors, analysts, consultants, partners and creatives. Their team is able to connect you with quality buyers and sellers so you find the perfect property or land investment, whether it be in beautiful Bali or the thousands of other tropical islands found in the country. Paradise Property Group's track record of helping clients with whatever they need was among the many reasons it was bestowed with Best Real Estate Agency Bali at The Dot Property Indonesia Awards 2017.



BUYERS SCOOP UP REAL ESTATE

at The International Property Show

The International Property Show returned to ION Orchard in October with leading real estate developers from Malaysia, Indonesia and Cyprus taking the opportunity to showcase their projects to more than 1.1 million people during the four-day event.

Buyers enjoyed exclusive discounts and offers only available during the show. The International Property Show serves as a one-stop shop for those interested in real estate, allowing them to find their next investment or holiday home in a stress-free environment. Unlike other roadshows where one developer will present one project, there were 7 developers and numerous projects on display.

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Participants at The International Property Show included:

Mayland (Malaysia) - Developer Mayland is known for such projects as the Dorsett Residences in Kuala Lumpur and One Stonor. The company won three honours at The Dot Property Malaysia Awards 2017 including Best Lifestyle Residential Design for its Hampton Damansara development.

Peninsular Smart (Malaysia) – With projects such as The Manhattan Residences, Peninsular Smart has become one of the country's top homebuilders. The company has residential developments throughout Malaysia.

Aristo (Cyprus) - Aristo has 250 projects across Cyprus with several new ones currently under development. Qualified buyers of Aristo units were eligible to receive permanent residency in Cyprus which serves as a pathway to EU citizenship.

One lucky winner at The International Property Show took home a two-night stay at the Marriott Executive Apartments Sathorn Vista Bangkok with daily breakfast for 2 persons. The 5-star hotel is situated in the heart of the Thai capital and is popular with both business and leisure travellers. The hotel boasts a wide array of amenities including an outdoor saltwater pool and top-notch fitness facility.

The Dot Expo team would like to thank everyone involved in The International Property Show at ION Orchard. For more information on upcoming property shows, please visit dot-expo.com



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DOT PROPERTY
MALAYSIA AWARDS

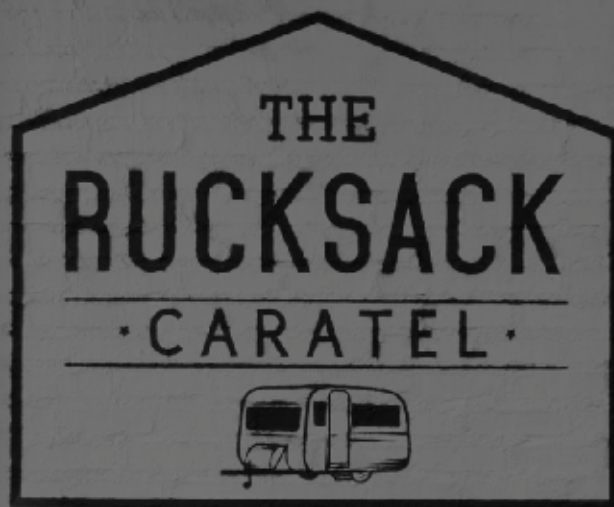
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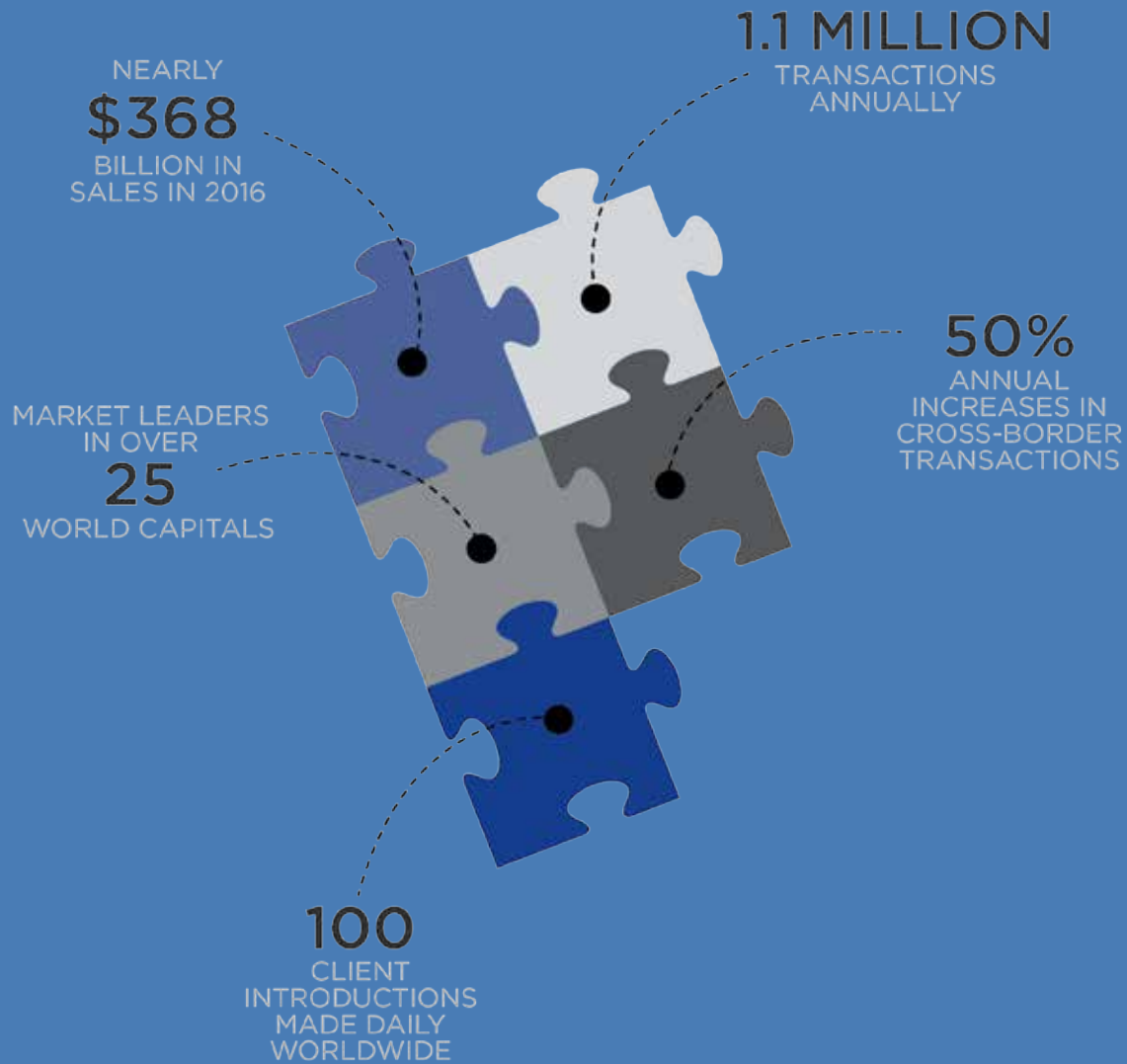
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