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ISSUE 024 Q3 2018



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DOT PROPERTY THAILAND
AWARDS 2018 WINNERS
REVEALED

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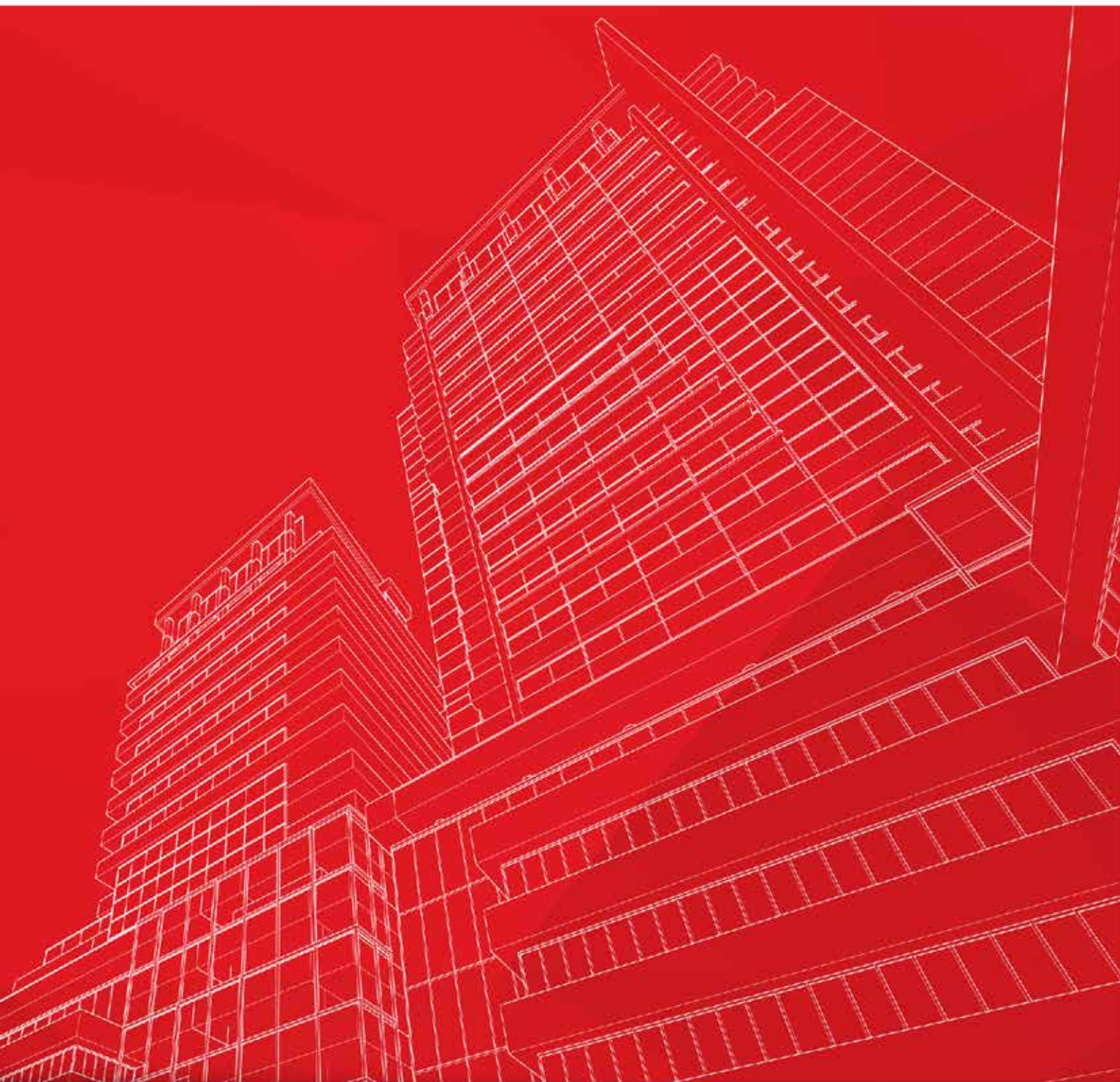
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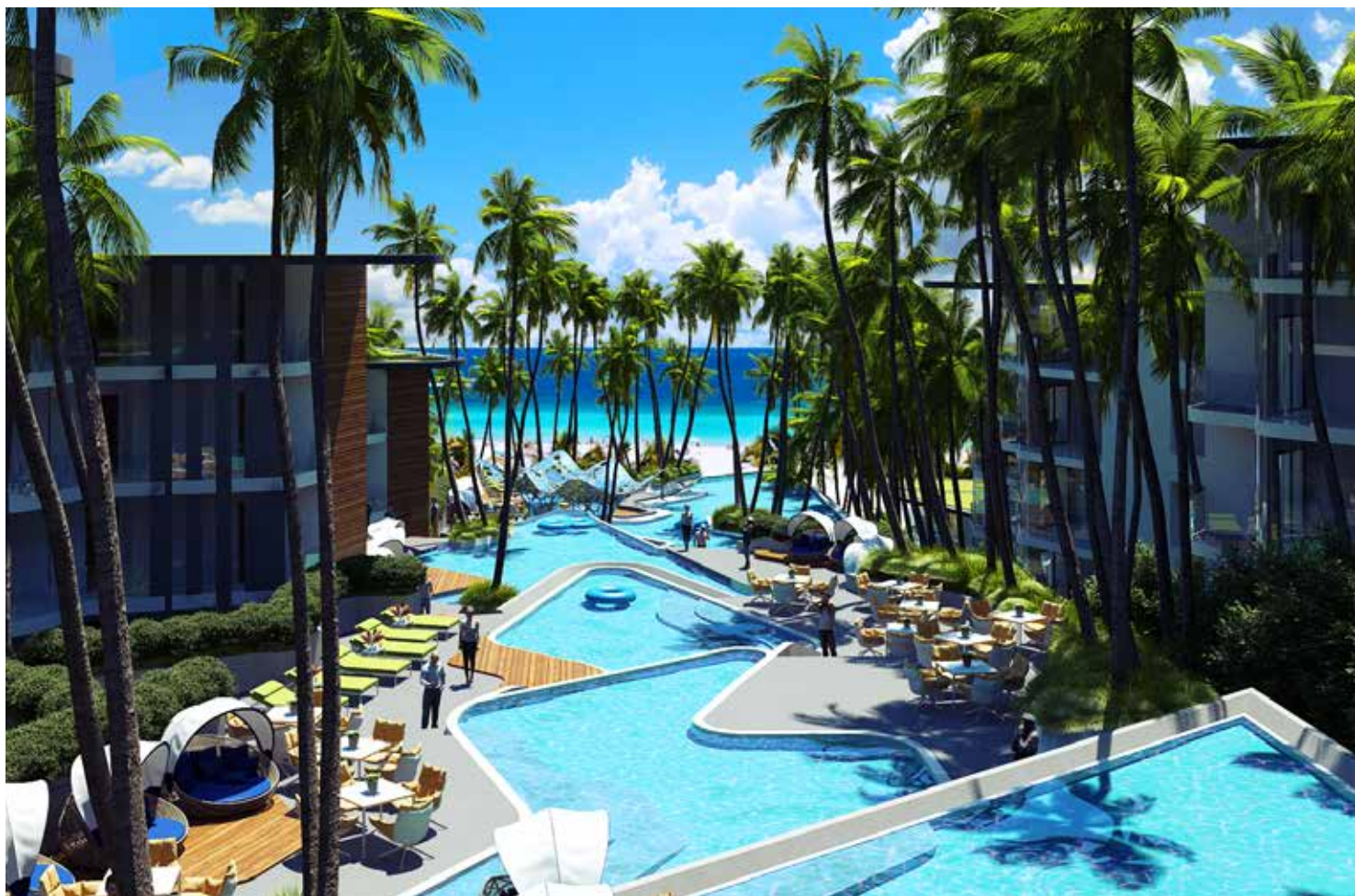

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ON THE COVER



Heavena is the latest development from Blue Horizon. The award-winning firm is back at it again creating another Phuket project that will capture the imagination of both investors and those staying here. The company's work on the island was once again rewarded by the Dot Property Thailand Awards. Blue Horizon won Best Developer Phuket and its Grand Himalai project took home Best Investment Project Phuket and Best Mixed-Use Project Phuket at Dot Property Thailand Awards 2018.

Blue Horizon sets the standard in Phuket [p. 32](#)



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EDITOR'S NOTE



Dot Property is doing so many exciting things that it is getting difficult to keep track of them all. We continue to look for new and exciting ways to help property buyers, sellers, investors, agents and anyone else connected to the real estate industry. Our portals throughout Southeast Asia are seeing a record-breaking number of visits and leads while the Dot Property Awards is generating buzz on the regional level.

Let's start with the awards. The Dot Property Vietnam Awards 2018 were held in Ho Chi Minh City with more than 150 people coming out for the big night. The ceremony saw us honour the first ever People's Choice Award for Best Development. The vote was tallied and we're pleased to announce Hinode City from Vietracimex as the winner. You can see exclusive photos from the ceremony in this issue.

And the festivities are only beginning. We unveil the winners of the Dot Property Thailand Awards 2018 in this issue. Our presentation ceremony takes place in August, so be sure to check out the next issue of Dot Property Magazine for an exclusive event recap.

Our cover story takes an inside look at Blue Horizon Development, winner of three Dot Property Thailand Awards this year including Best Developer Phuket. The firm is responsible for several Phuket developments and its newest project, Heavena, is Blue Horizon's most ambitious yet.

We would like to congratulate Blue Horizon and all of the winners of the Dot Property Thailand Awards 2018. This is a special crop of talented developers and agents.

Moving on from the awards, you can learn more about some of the region's property hotspots. From Indonesia to the Philippines and Thailand, these locations are where savvy investors are targeting.

I could keep carrying on about what's in this issue, but why not check it out for yourself?

Thanks for reading,
Cheyenne Hollis

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



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CHANGING THE LANDSCAPE OF MANILA CHINA TOWN



ACTUAL PHOTO OF MANILA CHINATOWN



HABITAT GROUP USES ITS STRENGTHS TO COMBAT SOFT BANGKOK CONDO MARKET

While some experts are noting that demand for Bangkok condominium units is going soft, or lessening in layman's terms, developer Habitat Group believes its strengths will allow two upcoming projects in the Thai capital to succeed. The firm revealed that it will launch a pair of luxury condominium developments in central Bangkok as well as a Pattaya project later this year.

"We are taking the success we've had and lessons we learned in Pattaya and updating these to suit Bangkok. We understand all types of buyers, including Thai and foreign investors as well as residents," Habitat Group CEO Chanin Vanijwongse explained. "We are using this knowledge to develop products that will be popular in Bangkok."

Habitat Group chooses land plots that it feels are attractive to property buyers. It also utilises popular interior and exterior designs that have won several prominent awards. Chanin added that Habitat pays attention to small details that can easily go overlooked.

This is one of the reasons the developer opted to build low-rise condominiums for

its upcoming Bangkok launches. Walden Sukhumvit 39 and Walden Sukhumvit 31 offer a change of pace to the high-rise residential projects currently being built in central Bangkok. The developer thinks this unique selling point gives it an edge in the market.

"There are lots of benefits to high-rise condominiums, but low-rise residential projects are also appealing to residents," Chanin noted. "They are less dense and have more privacy. When you have a high-rise development with 500 units, common areas can get crowded and overall it feels busier. However, low-rise condominiums can feel more like a home."

The new condominiums boast a different business model from Habitat's branded-resort developments in Pattaya. Habitat Group's hospitality arm, Habitat Hospitality, will be managing the properties. Chanin is confident the developments will be popular with both residents and investors.

"For residents, they can enjoy the outstanding design and high quality of life that living here will offer," Chanin said. "For investors, we will

work to support rental ROI and also ensure that developments see a capital appreciation of 3-5 percent annually. With our proven track record of success, investors can be confident they are getting the best possible support."

Additionally, Habitat Group ensures flexibility for investors. They can either opt into the rental management programme or handle the process themselves. According to company data, 60 percent of Habitat's investment buyers are Thai while investors from Singapore, Hong Kong and China account for a majority of overseas purchases. The developer has also seen an uptick in investors from Europe, the Middle East and Myanmar.

"The property-for-investment market has continued to grow over the past three years with many Thais and international buyers investing. We have seen a high number of people from overseas investing in the condominium sector during this period and in our own developments our international sales have gone up very quickly," Chanin stated. "I'm confident that the property-for-investment market will keep growing for many more years to come."



BEST LUXURY LANDED DEVELOPMENT VIETNAM 2018 FOR SUNSHINE CITY PROJECT DEVELOPED BY SUNSHINE GROUP JOINT STOCK COMPANY

◆ ◆ ◆ ◆ ◆

Project: Sunshine City

Developer: Apartment and nearby villa

Project type: High-rise housing combines commercial services

Architect: Sunshine Design

Location: Land Lot I.A 23 belonging to Nam Thang Long urban area, Dong Ngac ward, Bac Tu Liem district, Hanoi.

Launch date: Quarter III/2017

Expected completion date: Quarter IV/2019

Total number of units: 6 buildings and 1790 apartments

Facilities: Over 40 services - 5* class facilities such as helicopter parking, sky bar, infinity pool ... together with the facilities available in Ciputra urban area such as golf course, international school ...

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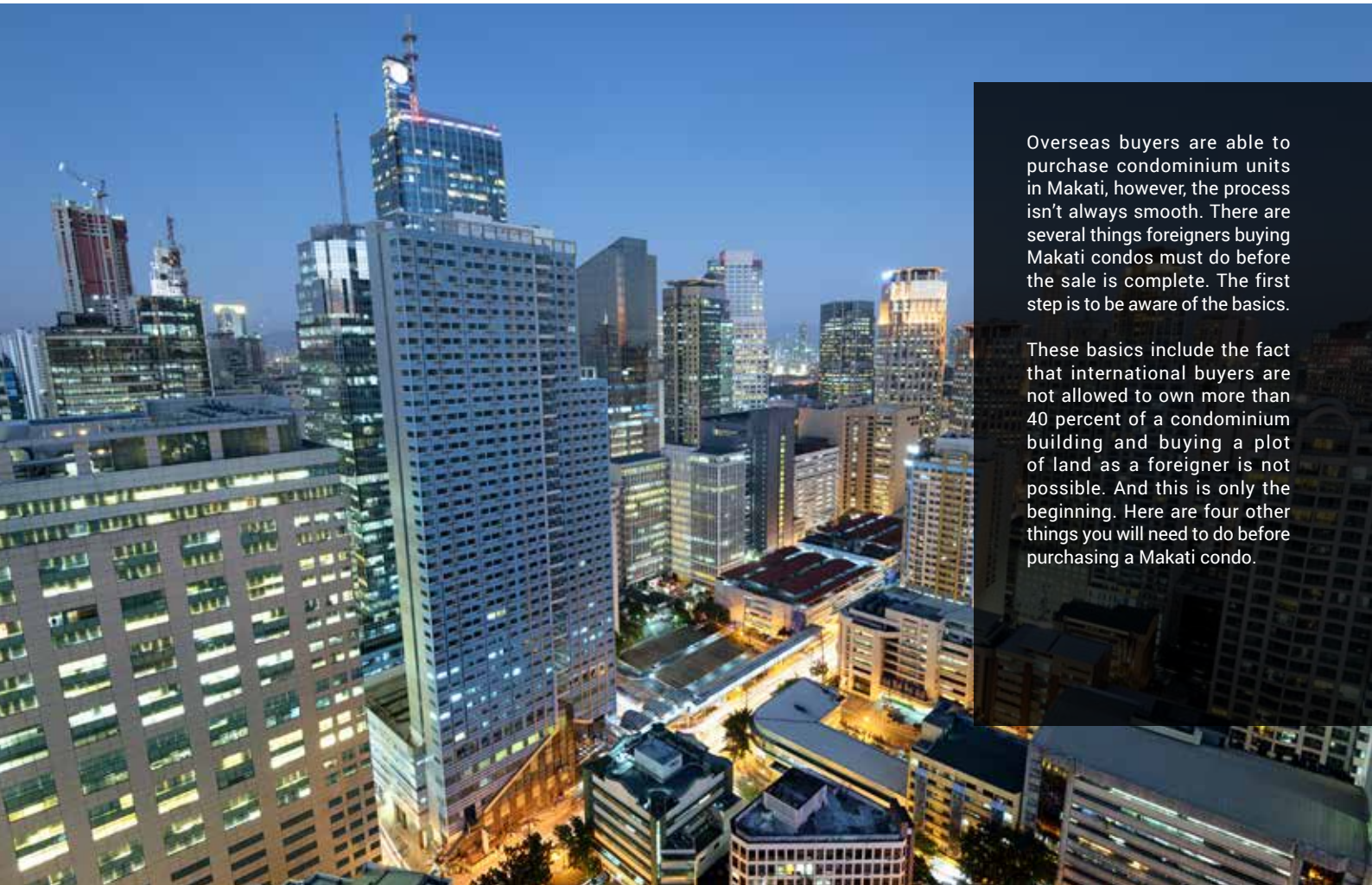
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Website: <http://city.sunshinegroup.vn/>

Hotline: 18006559

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4 things foreigners buying Makati condos must do



Overseas buyers are able to purchase condominium units in Makati, however, the process isn't always smooth. There are several things foreigners buying Makati condos must do before the sale is complete. The first step is to be aware of the basics.

These basics include the fact that international buyers are not allowed to own more than 40 percent of a condominium building and buying a plot of land as a foreigner is not possible. And this is only the beginning. Here are four other things you will need to do before purchasing a Makati condo.

1) Search for the right property

There are no shortage of condominiums in Makati and finding the right one can be overwhelming if you don't know where to look. Among the initial things foreigners buying Makati condos must do is complete a thorough property search. This search should take into consideration what you're buying the unit for and what locations you deem to be most suitable.

Many investors begin their search by looking for new build projects on Dot Property Philippines and then sort by price, location and developer. Others already know the area

they want to buy and start a very narrow search that focuses around that place. Popular areas such as Century City or Rockwell Center can prove to be a good starting point for your search.

2) Transfer money

It's important to transfer enough of your foreign currency into Philippine peso. You'll need an amount at least equal to the purchase price or deposit of the condo you want. This will be investigated and you must prove you have enough pesos for the purchase.

In order to prevent delays in payment, do this ahead of time

instead of waiting until after a deal has been reached.

3) Hire a lawyer and/or agent

This is arguably the most important thing foreigners buying Makati condos must do. These real estate professionals will be able to assist you with issues you may have no knowledge on such as taxes, fees and contracts. It may be possible to take care of some of these on your own, but many overseas buyers run into problems during the process.

It is not unusual for a real estate investor to try and go it alone only to hire an agent or lawyer later on in the process. In most

cases it is easier and quicker just to hire one from the start.

4) Complete due diligence

Working with a trusted real estate agent or lawyer is a good start, but you should not only rely on their feedback. Does the developer have a good reputation and who will be managing the project? These are two questions you will want to have answered before buying. Also, look into rental management programs. Is it offered by building management or do you need to outsource this? This can save you a lot of time once the purchase is complete.



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Invest in the new Bali

Many people still dream of owning a Bali villa despite the staggering number of tourists, crowded beaches and relatively high property prices. A piece of this Indonesian paradise is still too good to pass up. Those who were able to lock down a residence in Seminyak at the turn of the century have profited greatly.

Zoe Rice of Elite Havens told the Financial Times there was generally an increase of 20 percent in land values annually from the early 2000s to 2012. This coincided with a foreign buyer boom with 30 percent of all Bali real estate acquisitions being carried out by people from overseas.

Home prices in Bali have been stagnant over the past few years, but a booming short-term letting market makes it possible for property owners to take in gross rental yields as high as 10 percent. It should be noted a special licence is required to do this.

What if there was a place just as beautiful as Bali, far less crowded and with significant room for future growth? There actually is and it is less than an hour flight from Bali. Lombok is one of Southeast Asia's last remaining

hidden gems and it is primed for future growth. Samara Lombok is offering investors a chance to own a slice of this paradise.

Samara Lombok: idyllic living, impressive investment

Samara Lombok promises to bring something different to the island. Designed by an award-winning architect who has worked with W, Four Seasons and Grand Hyatt, the Samara Lombok villa designs will be sympathetic to the local landscape and influenced by the nature of Lombok.

Additionally, Samara Lombok is more than just a real estate development, it aims to become a bespoke community of likeminded people.

Off the grid, yet equipped with all amenities required for, the contemporary villas are inspired by traditional designs, and are complemented by a range of dynamic land and sea activities as well as dining options.

The project consists of three distinct areas: Samara Bay, Samara Beach and Samara Hills.

Samara Bay features a hotel; Samara Beach is home to a range of studio units and a beach club; and Samara Hills is a stunning villa estate where owners will be able to access the full range of facilities throughout the trio of communities.

Highly-respected developer Rascal Republic is behind Samara Lombok. The firm is predicting strong capital appreciation on the land and villas at Samara Hills. This growth looks to be sustainable long term as Lombok develops into a world-class destination with proper infrastructure.

Another benefit of an investment into Samara Hills is the robust legal structure in place that provides investors with an 85-year leasehold agreement.

It is important to act quickly to secure your land plot at Samara Hills. Only a limited number of plots remain as part of the development's first phase. These will be taken up soon.

For more information, please visit:
www.samaralombok.com



THE MOST IN-DEMAND CONDO FACILITY IS CO-WORKING SPACE

If location is the most important factor property buyers and renters consider when looking for a new home, facilities is the second thing people look for. This has forced developers to get creative in order to surpass rivals since buyers are now expecting more than a swimming pool and fitness centre.

A few years ago, many firms building condominiums opted for exotic infinity-edge swimming pools. However, these have become standard in most new developments and no longer excite potential residents.

A slate of new condos are now being built with automated parking systems. This trend started with The Ritz-Carlton Residences in Bangkok and has since spread to other condominiums, but not all residents are thrilled with this facility.

“Most people have had a negative reaction to automated car parking, either because they are not familiar with the system or they have limited information on how it operates,” Aliwassa Pathnadabutr, CBRE Thailand managing director, explained to the Bangkok Post. “Some are worried about waiting times and many do not like it as they believe it presents certain inconveniences when compared with conventional parking.”

Condo co-working space is hot

Much like the rest of Asia, co-working space fever is alive and well in Bangkok. Local companies like Hubba have built up large client bases with international firms such as Spaces also getting

into the mix. Now, some condominium developers are looking at ways to incorporate this trend into new developments.

SENA Hankyu, a joint venture between SENA Development and respected Japanese property firm Hankyu Realty, was among the first to tap into the condo co-working space movement. The firm’s Niche Pride Taopoon-Interchange has seven co-working spaces spread across 38 floors.

The Line 101 from developer Sansiri is another project with a condo co-working space. Both developers are hoping this facility makes it appeal to both expats and the growing number of millennials looking for homes in the Thai capital.

“Millennials were raised amid technological advances. They live dynamically and choose the types of residence that offer convenience in commuting and are situated in prime locations,” Plus Property managing director Anukul Ratpitaksanti told The Nation. “This group pays attention to a common area that answers to many facets of life, such as the co-working space or co-kitchen rooms found at some projects.”

Condo co-working space is arguably a must have facility for new developments around Bangkok’s mass transit lines. And if co-working continues to grow in popularity, most new condo in Bangkok developments may soon include this facility. Older residential buildings could also look to get in on the act by converting under-utilised areas such as libraries or lounges into work areas.

International buyers face price hikes in Penang



Overseas property buyers eyeing Penang were dealt some bad news after the local government increased the real estate price floor for foreigners. Penang property prices have been on a slow decline in recent times and the move is the government's latest attempt to halt the slide.

"Foreign buyers can no longer buy properties below the floor price. The limit for each property on the island (of Penang) is set at MYR 3 million (USD 742,000) for landed property and MYR 1 million (USD 257,550) for stratified unit," State Housing, Town and Country Planning Committee chairman Jagdeep Singh Deo explained to the Malay Mail.

On mainland Penang, the new landed property price floor for foreigners is MYR 1 million and above while the stratified unit

price floor has been set at MYR 500,000 (USD 123,770). Overseas property buyers investing in Penang prefer residences on the island due to its stronger tourism and historical appeal.

The local government has also enacted a couple of new fees. The first is an approval fee of 1.5 percent that any international buyer will need to pay before the transaction is complete. All real estate buyers, both foreign and domestic, are now subject to a two percent approval fee if they decide to sell a property within the first three years of buying it.

Is it worth buying property in Penang?

As a straight investment play, the Penang real estate market isn't particularly attractive when

compared to other areas around the region. There are positives, however.

A total of 7.2 million tourist arrivals stopped by the island in 2017 and the Malaysian Auditor-General's Report named Penang as the best financially managed state in the country, but these have not been able to kickstart the sluggish real estate sector.

On the other hand, Penang makes a lot of sense as a retirement option. International Living named the island as number six on its list of 'World's Best Retirement Havens' and George Town, Penang's capital, finished tenth on Live and Invest Overseas' 'The World's Best Places To Retire' list.

A major factor in these rankings is the Malaysia My Second Home (MM2H) scheme that permits

foreign retirees to own property in return for a ten-year visa. The financial requirements of this programme are investor friendly.

Retirees aged 50 or above who purchase a Malaysian property either need to open a fixed deposit account in Malaysia of MYR 350,000 (USD 86,640) with a local branch or show proof of monthly off-shore government pension of at least MYR 10,000 (USD 2,475) to qualify.

According to The Sun Daily, 35,381 applications from 127 nations have been approved for the MM2H programme since it began in 2002.

The most application approvals came China with Japan, the United Kingdom, Singapore and Taiwan also ranking in the top ten.



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England's World Cup journey excited fans across the globe. And while there is no way to invest in Gareth Southgate's team, the next best thing is a property purchase around England's famous home, Wembley Stadium. Respected London property specialist GIHLondon is representing Anthology Wembley Parade in Asia.

This is a beautiful development that is part of the regeneration master plan for Wembley. It is a short walk from Wembley Stadium, Sse Arena and London Designer Outlet while the Wembley Park tube station can be reached in four minutes on foot.

Not only is this area bustling with events throughout the year, but it's easy to get to Baker Street and other places thanks to the nearby tube and over ground rail connections. For example, London's Zone 1 can be reached in a little more than 12 minutes. Additionally, many of London's top universities are within 30 minutes of Anthology Wembley Parade.

Anthology Wembley Parade consists of five buildings including a 12-floor tower. It boasts one of London's most efficient designs with ample space found throughout the homes and common areas. Landscape gardens surround the site while an under-coft area links the development's south gardens to Wealdstone Brook.

There are 195 units available in the project with one-, two- and three-bedroom residences available. A key feature is the interiors that have higher than average ceilings with full height doors to ensure a spacious and fluid living space that echoes open plan living.

Not only will the project be a hit with residents, but the surrounding area should prove to be popular as well. A total of 8,000 jobs within 10 minutes of the apartment are going to be created in the coming years. This will support the rental market. The nearby area also boasts excellent local amenities and a new school as well as countless bars and restaurants. Experts believe the

neighbourhood around Anthology Wembley Parade is primed to become a new community for young professionals to live and work.

This is a unique opportunity for investors since Anthology Wembley Parade is the only development from the Quintain redevelopment scheme that can be privately owned. Units are available on a 999-year leasehold basis. The developer expects Anthology Wembley Parade to be completed in the second quarter of 2020.

Turn-key London investment solutions from GIHLondon

GIHLondon is an independent, Hong Kong-based operation with more than 30 years of experience in assisting London residential property investors. The firm works with nationals and expatriates in Asia and the Middle East wishing to invest in London real estate.



The company has an excellent track record of success, facilitating 200 sales per year on average. GIHLondon has generated a total value in excess of UKP 1.5 billion to date.

It considers properties in all areas of London, both established and developing, in which there is potential value. The firm focuses on building, marketing, furnishing and letting properties on behalf of its clients. GIHLondon utilises a turnkey service to provide clients with a fully-managed property investment.

Units offered by GIHLondon are designed and located to maximise returns for investors. Clients enjoy peace of mind knowing they are acquiring a commoditised property that can be judged by performance alone. This differs from most other real estate investments that usually look to entice sales based on an emotional angle.

Developments such as Anthology Wembley Parade are of the highest quality, so investors need not worry about placing their money into an inferior product.

Meanwhile, GIHLondon is constantly working with clients to find the most appropriate way for them to achieve a consistent and above market average yield.

This is something that differentiates GIHLondon from more traditional real estate investment companies representing UK properties.

The firm's full suite of in-house services allows it to do everything from pre-sale advice to managing tenants and properties. It also reduces the risk of renting property and diminishes administrative headaches for the overseas investor.



LEADINGRE

BALANCES LOCAL AND GLOBAL STRATEGY WITH NEWEST PROGRAM



Leading Real Estate Companies of the World® (LeadingRE) boasts 565 member firms in more than 70 countries. The firm remains committed to its vision of being a worldwide company that operates locally as it continues to expand. Its slogan, 'We're Local, we're Global' can be seen in one of the company's newest efforts, the International Property Marketing (IPM) Program.

"The IPM Program unleashes the full potential of our extensive global real estate network and allows our affiliated member companies to market developments they represent in other key territories they may not have had access to otherwise," LeadingRE APAC business development director Parikshat Chawla explains. "Members also appreciate the consultative involvement of our team in helping them strategise

their marketing plans and going beyond a regular introduction."

Plans for the IPM Program are being finalised and LeadingRE expects to roll it out to most of its member real estate agencies later this year. At the moment, select Asia-Pacific members of LeadingRE are participating in a series of pilot projects.

"Feedback from members has been extremely positive. Our affiliated member companies from Malaysia, Rahim & Co International, and Singapore, One Global Property Services, have already started working together on a few developments such as Stadia Three, an all-new housing project in the UK," Chawla notes.

He continues, "We expect some of our other affiliates in the APAC region, especially from China, Thailand and Japan, to join in later

this year. Some developers have also expressed interest in being able to leverage the IPM Program to help sell their developments globally, and we are currently in discussions with a few select companies."

LeadingRE prepares for the future with IPM Program

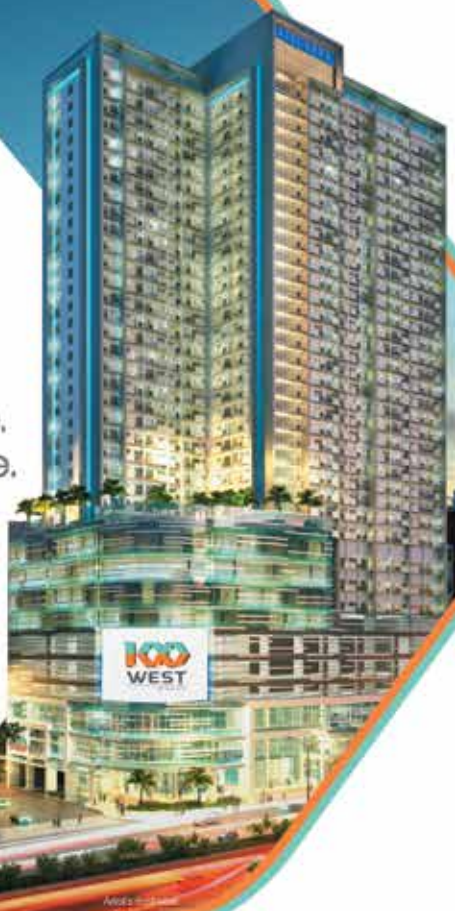
Looking to the future, LeadingRE will use the rest of 2018 to ensure the IPM Program works well and effectively provides members with a valuable service that extends their international reach.

"The long-term goal is to roll this out globally and enable developments across the world to be marketed using our ecosystem," Chris Dietz, head of Global Operations for LeadingRE explains.

For LeadingRE, the IPM Program represents an evolution in the wide array of services the company offers to its network. The firm is always exploring opportunities for its members and continues to ramp up efforts in Southeast Asia. This provides the global network of the finest independent (not franchised), locally- and regionally-branded real estate firms with access to tools and innovation that may otherwise be difficult to obtain.

"We always value feedback from our member agencies, and we will continue developing new programs like this to benefit their businesses. LeadingRE's goal as a B2B network is to continuously explore and provide new business opportunities for our 565 member firms, now in over 70 countries," Dietz concludes.

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Owned and developed by Filinvest Land, Inc. • 100 West is located at 100 Gil Puyat Ave. cor. Washington St., Brgy. Pio del Pilar, Makati City, Philippines • Completion: December 2019



How to choose the right interior designer?

It will take time, patience and trust if you are going to choose the right interior designer. There are plenty of fish in the interior designer sea, but, much like dating, it can be hard to find that perfect match.

For starters, you never want to hire the first designer you interview. This is a common mistake a lot of first timers make. They get on well enough with the first person they speak to, don't bother reaching out to any other designers and end up frustrated because the person they picked isn't as good as advertised.

Don't let this happen to you. We have put together a few tips to ensure you choose the right interior designer.

TIPS TO CHOOSE THE RIGHT INTERIOR DESIGNER

Ask your friends

The internet is full of interior designer reviews, but do you want to base your decision solely on the opinion of strangers? If you have friends who have moved into a new home recently, why not ask if they worked with an interior designer? They can provide solid recommendations that will be the ideal starting place for your search.

Rigorous interview

If you're going to choose the right interior designer, you need to ask them tough questions. Before the interview, be sure to obtain a copy

of the designer's portfolio and question them on why they did specific things. Additionally, detail how you envision the space and see what they say. Do they offer feedback on how it can be improved or do they simply agree with everything you say? These insights will allow you to understand their working process as well as how committed they are to the job.

Match game

You and the designer should have chemistry so that working together will be a breeze. Before hiring an interior designer you need to determine if you two are a good fit.

Does the designer's working style mesh with your expectations? Will they ask for your feedback before doing something or do they ignore you and proceed? Make sure the compatibility is there before hiring a designer.

Budget buddy

The best interior designers are not cheap, but good ones will find ways to maximise your budget. In order to choose the right interior designer, you need to present them with a budget and see how they plan to work with it. If they come back to you complaining that it isn't enough, you may run into issues throughout the process. However, if they come up with a plan aimed at keeping costs within your price range you can feel confident that they really want what's best.



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4 property investment hotspots

in the Philippines



Real estate investment in the Philippines continues to pick up thanks in large part to the strong performance of the country's economy. This has carried over to the property market with the Bangko Sentral ng Pilipinas (BSP) reporting that the residential real estate price index rose by 5.7 percent last year.

Many overseas investors elected to acquire property in Makati. Known as the Financial Capital of the Philippines, strong rental demand and the highest rental rates in the country are appealing to property investors. However, Makati isn't the only place offering strong returns and outstanding capital appreciation.

We've compiled a list of four property investment hotspots in the Philippines. Each one offers something unique in addition to holding a great deal of potential.

1) CEBU

Cebu, along with the rest of Central Visayas, recorded a gross regional domestic product growth rate of 5.1 percent in 2017 after rising by 8.6 percent in 2016, stats from the Philippine Statistics Authority show. This has fuelled a real estate boom in the city.

Demand comes from local professionals and business owners, overseas Filipinos and expatriates with each group having a different preference in regards to property types. And with more workers and tourists arriving to Cebu, the rental market will likely benefit as well.

"With the anticipated completion of the New Cebu International Port in Consolacion, buyers can expect higher property and rental prices in the town as well as in the nearby municipalities," Cebu Real Estate Board Inc. (CEREB) first vice president Eva Miñoza told the Sun Star Cebu.



2) DAVAO

Davao City's property market is on the up. The city boasts convenient transportation links, leading universities and a competitive business environment that supports the growing economy. It was recently named as the fourth safest city in Southeast Asia thanks to a low crime rate and high livability. Additionally, the city has earned the title of "Most Child Friendly" and "Most Peaceful" city in the Philippines.

The city is best known for being the hometown of president Rodrigo Duterte, who served as mayor of the city before taking his current role. A new international airport and the Mindanao railway are among the projects he oversaw.

This work led to a wave of new real estate development with several of the country's major homebuilders starting to take note. Quadruple A developer DMCI Homes was one of the first firms to target Davao City and their efforts helped them take home Best Developer Davao City at last year's Dot Property Philippines Awards.

3) PASIG

Pasig is morphing into one of Metro Manila's hippest neighborhoods. It has become an emerging business district with condominiums, office spaces and entertainment options all readily available.

There is a positive vibe around Pasig that residents love. It is now the place many first-time homebuyers look to when searching for a home. Renters are also flocking here. Prices in Pasig are more reasonable than in nearby Makati while rental yields surpassing ten percent are possible at select developments.

One condominium, Maven at Capitol Commons, is among the most talked about residential developments in this part of Metro Manila.

It boasts a sunny, fun and comfortable lifestyle future residents will surely enjoy. The project is in the heart of Capital Commons and is being designed to cater to the young professional who work and play in Pasig.

4) QUEZON CITY

Now could be the ideal time to invest in Quezon City real estate. The area is popular due to its large green spaces and incredible shopping malls. The city is already the most populous in Metro Manila with almost three million people residing here.

However, traffic and a lack of public transportation to other parts of Metro Manila are currently preventing Quezon City from reaching its full potential.

That could all change in 2019 when the MRT Line 7 starts operating and makes using public transportation a viable option for residents.

An easy commute to Pasig and Makati will boost the prospects of the Quezon City real estate market. Demand from both buyers and renters should increase.

Investors who make a move now may benefit from lower prices than what will be available in 2019.



THESE TWO NEIGHBOURHOODS

ARE THE BEST PLACE FOR BANGKOK REAL ESTATE INVESTMENT

Finding the best place for Bangkok real estate investment has long led property buyers to the city's central business district. In more recent times, so-called Thailand property experts have been trumpeting the potential of neighbourhoods like Rama IX, home to a second business district, as well as locations such as Bearing towards the end of the city's mass transportation lines like the Bangkok Skytrain and MRT.

However, new research from Thailand-based research firm Nexus Property has found that while these neighbourhoods can be lucrative, they are not home to the highest price growth or return on investment during the past five years.

That distinction belongs to the Phrom Phong and Thong Lor neighbourhoods where condominium prices have risen by more than 40 percent since 2013. And this isn't the only reason they are the best place for Bangkok

real estate investment. Research from Nexus Property found Thong Lor provided investors with 66 percent total returns (rent and sales combined), the highest total in the Thai capital, with Phrom Phong not far behind.

This was driven in part by rental rates, which average near THB 1,000 (CNY 200) per square metre per month in the Phrom Phong and Thong Lor neighbourhoods. The total is one of the highest in Bangkok surpassed by only the peak luxury areas of Wireless Road and Chit Lom.

Meanwhile, neighbourhoods such as Rama IV may have potential, but don't have the track record of Phrom Phong and Thong Lor neighbourhoods.

Investors are picking up units here based on expected demand and price growth. However, land is still readily available and more time is needed to fully analyse both rental demand and price appreciation in more suburban

areas of the city. Additionally, some oversupply is already being recorded in fringe areas of the Thai capital.

Nexus Property managing director Nalinrat Chareonsuphong told the Bangkok Post that property prices in Phrom Phong and Thong Lor are soaring due to a limited supply of land available for development and continued demand from Thai and foreign investors in these areas.

She added that land prices have risen in these neighbourhoods for seven consecutive years, a positive sign for such an established location. These prices are predicted to increase by ten percent during the next two years

What makes Phrom Phong and Thong Lor the best place for Bangkok real estate investment?

Phrom Phong and Thong Lor are less than a kilometre apart and share some common traits.

Both are popular residential communities among expats working in Thailand due to their lifestyle options. A wide range of shopping, dining and nightlife can be found in this part of Bangkok which makes it lively during the evening and weekends.

The influence of the city's expat population, who have preferred this part of the Thai capital for decades, can be found throughout Phrom Phong and Thong Lor. Several new shopping centres are popping up as well. EmQuartier in Phrom Phong has become one of Southeast Asia's most popular shopping destinations while The Commons in Thong Lor has developed a reputation as being the spot to hangout in Bangkok.

Finally, each neighbourhood is home to a unique collection of outstanding properties that vary in size. When you put all of these reasons together, it is easy to see why Phrom Phong and Thong Lor is the best place for Bangkok real estate investment.



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Mövenpick Cam Ranh Resort spans an area of over 22ha, boasting international luxury standards in every single detail and is managed by one of the most distinguished European Resort Management companies, Mövenpick Hotels & Resorts Group. This esteemed project offers 118 ravishing villas, each absolutely private with their own swimming pool, ensuring privacy and tranquility on new outstanding levels. The Mövenpick resort also provides 250 hotel rooms as well as 132 Condotels, where every single unit has its direct sea view, which makes this development so unique. The whole resort brings its full own infrastructure, from specialty restaurants, retail, Beach Clubs, Adventure Parks to classy Nightclubs and Bars, all managed by the Swiss Mövenpick Hotels & Resorts Group, which specializes in luxury beach resorts.

Expected to be fully operational beginning of 2019.

Address: Cam Ranh North Peninsula Tourist Area, Cam Ranh, Khanh Hoa Province, Vietnam.

Hotline: 0963 12 8855

Developed by:
**Eurowindow
Holding**

Owner:
Eurowindow
Mha Trang

Management:
MÖVENPICK
HOTELS & RESORTS



Lombok's Kuta

is the Indonesia property hotspot
no one is talking about



Kuta Beach, also known as Kute, on the island of Lombok is slowly waking up. Often confused for the area in Bali it shares a name with, it could now be time to pay attention to this region. Improvements to Lombok International Airport means more people are now travelling to the region than ever before. As the island's most developed area, Kuta Beach has benefited tremendously from this increase in tourism.

The Indonesian government remains committed to its goal of bringing 20 million tourists to the island by 2019. The USD 3 billion Mandalika Resort finally kicked off and the Special Economic Zone (KEK) is predicted to drive economic growth as well as increase tourism figures over the next decade.

Plans call for Mandalika to create 10,533 hotel rooms, 1,500 residential units, a theme park, an eco park, a water park, a large marina and a golf course among other facilities. This should prove to be a major boon to land values in and around Kuta.

The rebirth of the Mandalika Resort project comes nearly a decade after the Indonesian government sold the site to the Dubai Development Corporation (DDC) for USD 240 million. What started with promise ended in failure after the DDC sold the site back to the Indonesian government after being crippled by the Global Financial Crisis in 2008. The Indonesia Tourism Development Corporation is spearheading the latest incarnation of the Mandalika Resort.

Villas provide a investment opportunity in Kuta

For individual investors, villas in Kuta are likely to be the most appealing option. Land plot sales for the development of luxury villas in the area have been strong with developers. They are able to offer these land and villa plots to overseas buyers.

According to hospitality consultancy Horwath HTL, overseas investors are driven to the area due to the relatively low price points and the potential for significant capital appreciation in the coming years.

The firm also found that Lombok land prices were growing by 30 percent annually, but still remained far cheaper than what is available in Bali.

Market reports show that 82 percent of villas in Lombok are priced below USD 400,000 with the average price per square foot coming in at USD 240. This is extremely cheap when compared to Southeast Asia's major tourist areas of Bali and Phuket.

One important thing to note, foreign buyers cannot own freehold land in Indonesia. However, they are eligible to own 100-year leasehold property and many of the developers currently building villas in Kuta are helping buyers navigate the market.



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DOT PROPERTY THAILAND AWARDS 2018

The Dot Property Thailand Awards 2018 highlights the best developers, developments, resorts, innovation and design in the country. This year we are also pleased to bring you Thailand's Best Real Estate Agencies 2018 presented by Leading Real Estate Companies of the World®.

Everyone at Dot Property Group is proud to announce this year's winners who exemplify what it means to be best of the best. The following pages showcase the finest in Thai real estate and everyone here at Dot Property wishes to congratulate the winners on their fine achievement.



Best Developer Phuket
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Best Villa Architectural Design Phuket
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Best Construction Company Phuket
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Best Luxury Villa Development Hua Hin
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by Leading Real Estate Companies of the World®**
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Blue Horizon

sets the standard
in Phuket

Blue Horizon won Best Developer Phuket at the Dot Property Thailand Awards for the second consecutive year. From beautiful projects to a dedicated team, the developer works diligently to stay ahead of the competition.





What makes Blue Horizon the best? It starts with the portfolio of impressive developments including Skylight Villas, The Beachfront, Grand Himalai and its newest creation, Heavena.

That stunning hillside development is one of the largest on Phuket and is unlike any other project currently being developed. The stylish units and villas inside Heavena will be the toast of Phuket. The entire design is modern, yet retains the charm of the local surroundings.

The amenities at the development are just as stylish. From zigzagging pools that weave through the resort to relaxing green spaces and rooftop hangouts, Heavena is creating something truly unique. Most awe-inspiring of all is the Neverland concept that connects all of these amenities.

There will be a golf area, sky walk and vista point with overlooks of the nearby beach that tie the development together. The goal is to create and foster a wonderful space that inspires those staying here. It also guarantees that

Heavena will be a place that attracts tourists from around the world.

Meanwhile Grand Himalai was named Best Investment Project Phuket and Best Mixed-Use Project Phuket at Dot Property Thailand Awards 2018. The trio of honours this year are simply the latest to be bestowed upon Blue Horizon. The company has now taken home ten awards since 2016 and continues to surpass the competition in Phuket.



One aspect that sets Blue Horizon apart from other companies is its development of hotel-branded properties. In Southeast Asia, this offers investors peace of mind and the potential for higher investment returns. These types of projects are especially desirable in a region like Phuket where tourists want to invest or buy from a name they trust.

Understanding this, Blue Horizon selected Ramada Plaza and Best Western to manage a few of their projects. Resort developments such as Grand Himalai undergo thorough inspections by the hotel operators to ensure it meets their exacting standards.

Research shows well-known hotel brands have higher occupancy rates throughout the year and command higher nightly prices since guests are willing to pay extra for the international-standard service. Returns at a development like Grand Himalai

will be greater than what is offered at a non-resort branded residential developments.

Additionally, the innovative rental programme utilised by Blue Horizon lets those who buys a unit at one of their developments use it for a set number of days each year.

Building a winning team

Blue Horizon has more than 15 years of experience working in Phuket. The firm has developed everything from villa projects to mixed-use complexes over the years. Each one has been well received by the public and has allowed the company to build a reputation as being Phuket's best.

"It goes without saying that we are trusted and well known for our credibility within the market. People know they are buying a

great property through a company that offers a strong track record of credibility," Andres Pira, CEO and founder of Blue Horizon, says. "Initially, Blue Horizon was responsible for developing smaller projects throughout Thailand and we have introduced larger scale developments as the company has grown."

One of the keys to Blue Horizon's sustained success has been its staff. A strong company culture allowed the developer to build one of the most skilled staffs in all of Thailand. The Blue Horizon team supports clients from all around the world ensuring they are happy and confident.

Chen-Ni (Jenny) Wang is Blue Horizon's newest team members. She is able to assist clients from mainland China and other Chinese speaking countries in their search for the ideal investment property. She has lived in Southeast Asia for more than ten years, spending the



Project Phuket at the Dot Property Thailand Awards 2018 adding to the Best Mixed-Use Project Phuket and Best Mid-Range Condominium Development it won at the Dot Property Thailand Awards 2017.

Situated next to the Grand Hyatt Resort on Millionaires Mile in Kamala, Grand Himalai is equipped with amazing location, units and facilities as well as amazing views of Phuket's prettiest beach.

The world-famous Ramada Plaza operates the property. This means both residents and investors can expect the absolute best from their units. There are a total of 426 generous studio-size units in Grand Himalai. The development has been designed to ensure each one provides direct ocean views.

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

Grand Himalai also does a nice job of embrace the relaxing surroundings it has been built around. There is a waterfall that pours into a Koi pond, bringing a sense of peace to the entire project. There is also a meditation orchid garden where you can take a class or simply clear your mind when staying at the project.

From an architectural standpoint, the Birds Nest Spa is the most impressive building at Grand Himalai. The spa offers an unmatched service where you can indulge in a massage or spa treatment.

About Grand Himalai

Project: Grand Himalai

Product type: Studio apartments within a resort-style community

Architect: Luck Living

Location: Kamala, Phuket

Expected completion date: September 2019

Total number of units: 426 units

Title: Lease & Freehold

Sales office: +66814590152

Main office: +667634104

Email: info@grandhimalai.com

Website: www.grandhimalai.com

The best in Phuket

Blue Horizon is no ordinary developer. Their portfolio of top-notch projects backed by guaranteed rental returns, means Blue Horizon is a name you can trust when it comes to Phuket property.

The firm chooses only the best locations. It then creates modern resorts designed with visitors in mind. It is a winning combination and Blue Horizon certainly has the awards to show the approach works. Everyone here at the Dot Property Group congratulates the Blue Horizon team for their award-winning work.

If you would like to know more about investing in one of Blue Horizon's award-winning developments, including Grand Himalai, please visit:

www.bluehorizon-thailand.com

past three in Thailand. Originally based in Bangkok, working with Blue Horizon allowed her to leave the city and enjoy the amazing island lifestyle Phuket provides.

"I always like to work closely with my clients to understand why they are looking to invest or relocate to Phuket so I can provide them with the best property to service their specific personal requirements. I like to show potential investors a few different developments, explaining the pros and cons of each, in order to find the perfect fit for the individual's needs," Jenny explains.

Everyone at Blue Horizon is equipped with the same can-do spirit that is supported with unmatched market knowledge. To say they are the best would be an understatement. They are truly willing to overcome obstacles of all sizes.

This was evident during a recent team-building trip to Africa where

they were faced with the prospect of climbing Mount Kilimanjaro. The Blue Horizon staff travelled to Tanzania with their sights set on conquering the 5,895-metre mountain. By utilising team work, positivity and a willingness to do whatever it takes to succeed, they were able to plant the Blue Horizon flag at the summit.

Whether they are climbing one of the tallest mountains in the world or helping you secure the ideal investment property in Phuket, you can be confident in the Blue Horizon staff's ability to do whatever it takes to get the job done.

Grand Himalai keeps winning

Thanks to its latest victories, Grand Himalai is now among the most decorated residential developments in Thailand. It was named Best Investment Project Phuket and Best Mixed-Use

ALL INSPIRE DEVELOPMENT, THAILAND



Inspiring residents and investors

All Inspire Development is no ordinary developer. They take pride in not only building the best possible Bangkok projects, but exceeding the expectations of customers in the process. It is all part of the firm's goal of becoming one of the top five real estate developers in Thailand.

The company has already established itself as a leader in the Thailand real estate industry. Its commitment to providing customers with true understanding and high quality living has allowed All Inspire Development to reach new heights in the past few years.

This commitment is also one of the reasons All Inspire Development has been named Best Developer Bangkok at the Dot Property Thailand Awards 2018. Every Bangkok project in the developer's portfolio offers a level of quality and liveability unmatched in the Thai capital.

A different approach

All Inspire Development's condominium projects are located within community areas preferred by Gen C Thais and foreigners. All Inspire Development started by building low-rise condominiums with modern touches and has since moved into high-rise condominiums and housing projects to allow it to better serve all segments of the market.

New technologies and innovations are constantly being introduced by All Inspire Development in order to provide residents with convenience and ease. The firm also aims to improve the life of its customers outside of the home. One example of this is the Inspire Hub that includes exclusive activities for residents to participate in throughout the year. This is made available to all customers who purchase a unit in an All Inspire Development condominium.

The goal is to make luxury accessible for all of its clients. All Inspire Development wants to create wonderful living spaces while also going the extra mile and offering touches of luxury outside the home. Most importantly of all, All Inspire Development achieves these goals while keeping prices at a level that makes their projects accessible for everyone.

Notable projects from All Inspire Development

Rise Rama 9

With four, eight-storey buildings, Rise Rama 9 is designed to create a peaceful environment in this growing part of Bangkok. The development is surrounded by a number of supermarkets, shopping centres and eateries. The residential complex is



equipped with co-working space and a range of other features that cater to modern residents.

The Excel Lasalle 17

The Excel Lasalle 17 has been thoughtfully crafted using a modern, European concept that provides residents with a touch of the lifestyle found on the continent. The stand out feature of this development is the rooftop where there is a beautiful garden with 360-degree panoramic view. The surrounding sights can be enjoyed through the lens of a telescope which has been installed on the rooftop space.

Rise Phahon – Inthamara

The iconic Rise Phahon – Inthamara is one of the most exciting condominiums around the Saphan Kwai BTS station. This up-and-coming area of Bangkok is located near Ari and is close to the

popular Chatuchak Weekend Market. The 38-storey Rise Phahon – Inthamara has a range of cutting-edge facilities including an auto-parking system.

Bangkok's best homebuilder

All Inspire Development continues to work diligently towards its goals. The company's expertise allows it to craft magnificent condominiums that offer residents the best possible lifestyle. For investors, they can be rest assured they are working with a firm that understands their interests and strives to surpass expectations.

The residential developments from All Inspire Development have changed Bangkok for the better. Superb materials, modern amenities and thoughtful designs ensure All Inspire Development is a market leader. Congrats to the company for being the deserved winner of Best Developer Bangkok.

UTOPIA MAIKHAO SEAVIEW VILLAS, THAILAND



Utopia Maikhao Seaview Villas is a beacon of super-modern, high-end living. The project is located in a prime Phuket area that is close to the beach and tourist attractions as well as one of the island's most prestigious country clubs. Developer Utopia has utilised this outstanding location to create a splendidly-designed villa development.

There are a total of 30 seaview, three-bedroom villas in the complex. Each residence has more than 220 square metres of space and boasts a luxurious appeal that makes it unique in Phuket. Sweeping floor-to-ceiling windows are among the many notable design elements in each villa.

An additional 18 private pool villas can be found at Utopia Maikhao Seaview Villas as well as a selection of townhouses. Each one has been carefully planned and you will find exquisite architectural design in every last property.

For more information, please visit:
www.utopiadevelopment.co.th/projects/utopia-maikhao-maikhao-beach

UTOPIA DEVELOPMENT, THAILAND



International Property Advisory Group (IPA) expanded into Thailand under its Utopia brand at the start of the decade after an extensive search of Southeast Asia. The company's goal was to find potential investment or retirement properties for its Australian clients. Phuket was selected for a number of reasons. The island is home to beautiful beaches, international hospitals, schools, international golf clubs and global yacht clubs. At the end of the day, the firm felt Phuket was the perfect place to make its next move.

The company was founded in Australia during the 1980s. Its reputation was forged on being a trustworthy, one-stop real estate solutions provider. IPA has a range of notable achievements in Australia including developing and selling 18 townhouses in Western Melbourne and the co-development and selling of 600 luxury apartments in Melbourne with MAB.

In Phuket, Utopia now boasts a portfolio of seven outstanding projects. The firm constructs each one to international standards ensuring the highest possible quality. By leveraging its extensive knowledge of Australian design and construction to each of its Phuket projects, Utopia had what it took to win Best Construction Company Phuket this year.

For more information, please visit:
www.utopiadevelopment.co.th

SIVANA HIDEAWAY, THAILAND





There are very few villa developments in Hua Hin that are close to the sea. And while its location near the beach makes Sivana HideAway unique, the luxurious villas are what make the development stand out. As winner of Best Luxury Villa Development Hua Hin at the Dot Property Thailand Awards 2018, Sivana HideAway offers residents the absolute best life has to offer.

The three-bedroom pool villas at Sivana HideAway are tastefully decorated. Each one features a functional design and layout with attention paid to every single detail. High quality materials have been used throughout and each residence features a large open island kitchen with premium brand built-in appliances already installed before move in.

There is also a large covered terrace with an infinity salt water system pool, a spacious master bedroom with walk-in closet, large windows and a high ceiling. Every villa is built to the highest standard with no expense spared. There are a trio of villa types available ranging from 344 to 418 square metres.

Sivana HideAway is a spacious development and with only 22 total villas, residents won't feel restricted. That's because land plots range in size from 560 square metres to 1,150 square metres.

But there is a lot more to the development than the residences. A range of luxurious, resort-style facilities can be found within the estate. These include a bar, restaurant, fitness centre, spa and a large lagoon pool. The development also boasts 24-hour security for added peace of mind.

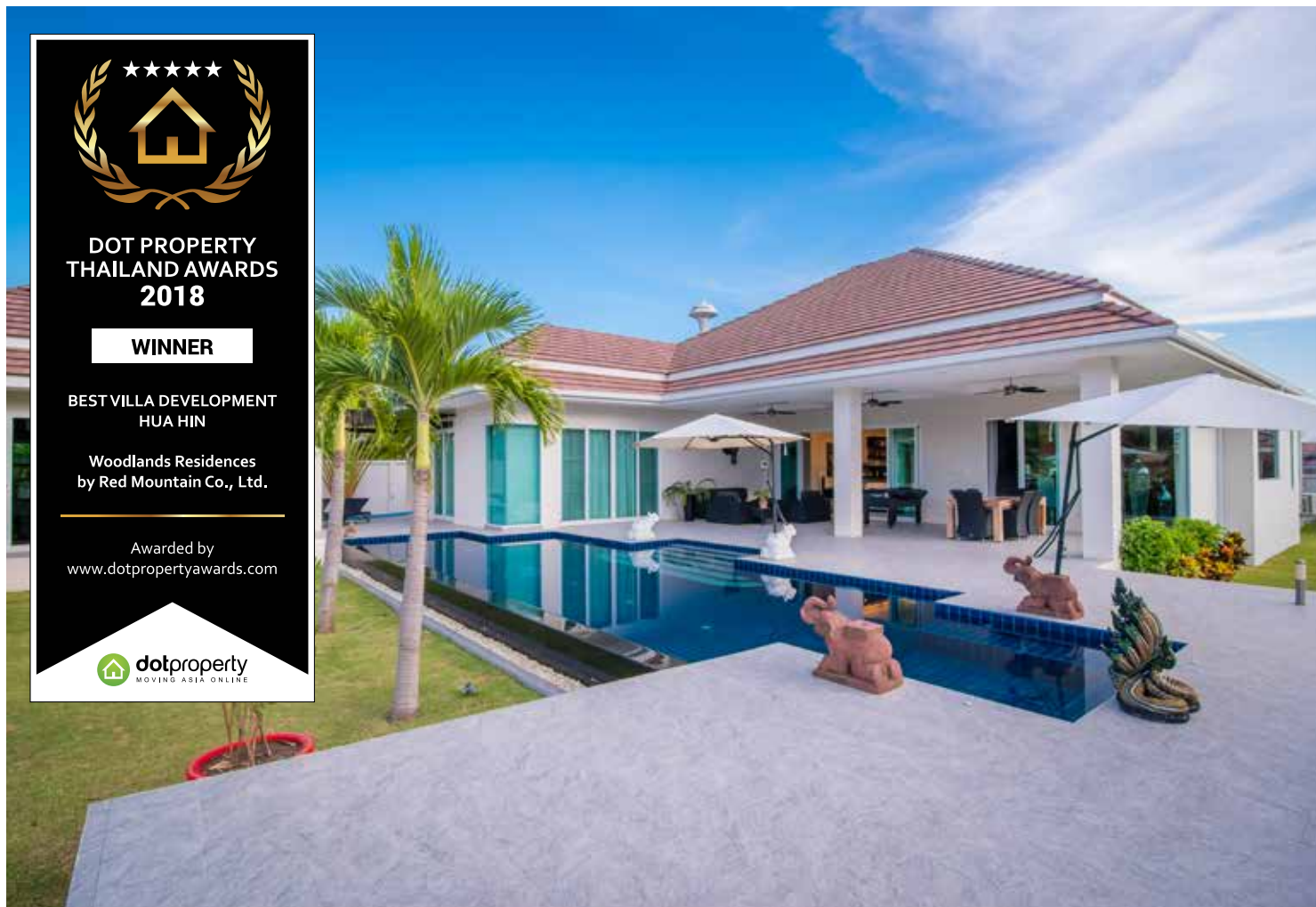
Bangkok Living Development, the group behind the project, wants those living in Sivana HideAway to feel as if they are a member of a community and not simply a homeowner. They strive to create a place that truly feels like home.

An emphasis has also been placed on convenience. Everything needed for cleaning, garden care and maintenance is readily available upon request for those living in Sivana HideAway. Additionally, there is always staff on hand who can assist with anything you may need.

This added service provides the estate with a touch of class unmatched in Hua Hin. Sivana HideAway has truly earned the honour for Best Luxury Villa Development Hua Hin.

For more information, please visit:
www.sivanavillas.com/sivana-hideaway

RED MOUNTAIN, THAILAND



**DOT PROPERTY
THAILAND AWARDS
2018**

WINNER

**BEST VILLA DEVELOPMENT
HUA HIN**

Woodlands Residences
by Red Mountain Co., Ltd.

Awarded by
www.dotpropertyawards.com



The gold standard for Hua Hin villas

Red Mountain is a runaway success. The project offers modern-designed homes with quality finishes, fabulous mountain views, a lake and water features. Perhaps the development's most charming characteristic is the many large, beautiful old trees that have been kept in the land to maintain the natural environment and beauty of the area.

The beauty of the project is what draws in people from all over the world but it is the attractive prices for homes in Red Mountain that sets it apart. The project is now completing its fifth phase. More than 150 houses have already been built in the development but the newest phase will retain the same award-winning features and charm that has made Red Mountain a hit with buyers.

Unlike other projects, the team behind Red Mountain is constantly sourcing the best available options for customers in order to be the pinnacle of properties in Hua Hin. An experienced European on-site management company is on hand to monitor all stages of the construction process. A group of full time skilled technicians are always around to ensure residents are taken care of.

Homes and villas at Red Mountain are designed to guarantee the best possible views. Wide roads, modern common areas and a layered elevation differentiate the development from the majority

of other projects in and around Hua Hin. This also increases the comfort and overall desirability. The designs at Red Mountain have been refined to eliminate wasted space.

They provide the utmost functionality and flow with access to the terrace and pool from kitchens and bedrooms emphasised. This provides the tropical lifestyle of both indoor and outdoor living people would expect to find in Thailand.

Additionally, underground electricity has been installed as the developer believes it is better for the environment than traditional layouts. It has also incorporated as many environmentally-friendly, natural materials as possible to allow residents to have a connection with nature. The goal is to keep as many trees and natural elements within the homes and surroundings of Red Mountain. If a tree does need to be moved, it is transplanted to a new location within the project.

Creating the best possible villa

At Red Mountain, residents can take pride in knowing they are enjoying the best villa living experience. Exteriors use only the best local materials with natural stones such as marble and granite selected. Sand blasted non-slip marble and sandstone can be found around the pool and Jacuzzi areas.



These stones provide thermal insulation to protect homes from heat. Top-quality UPVC window and sliding door suppliers have been sourced. This provides an extra level of thermal insulation that residents can take advantage of.

The kitchen in each villa is equipped with European quality. Fittings are from leading European brands such as Hafele. Other villa features at Red Mountain include private, en-suite guesthouses and hidden car-ports.

Of course, before a villa is transferred, it undergoes its toughest test. All homes at Red Mountain undergo thorough evaluation prior to the buyer sign off ensuring it meets the developer's high standards.

Red Mountain's newest designs have been refined from client feedback and there are now seven standard options for clients to choose from. Each one provides the fresh mountain breeze and privacy as well as high ceilings and large windows. These are installed to create a sense of space and allow for a steady stream of natural light. It truly cannot be bested in Hua Hin.

Congratulations to Red Mountain, winner of Best Villa Development Hua Hin at the Dot Property Thailand Awards 2018.

For more information, please visit: www.redmountainhuahin.com

MAIKHAO BEACH CONDOTEL, THAILAND



Double the honours for Mai Khao Beach Condotel

The condotel is a popular investment for those wanting a piece of the Phuket real estate market. It offers buyers with the perfect combination of a holiday home and investment property without the hassle of finding tenants or building management. Everything is done for the buyer

Mai Khao Beach Condotel is the first fully licensed condotel to be built on the island of Phuket. The project provides investors with an opportunity for better rental returns due to the fact units can be rented out on a daily, weekly or monthly basis. A 5-star hotel brand will manage Mai Khao Beach Condotel once it is completed. This ensures investors receive the best possible rental yield.

Of course, this is only one of the many reasons Mai Khao Beach Condotel is the winner of Best Condotel Phuket at the Dot Property Thailand Awards 2018. The impressive guaranteed five-year rental returns plan is another strong selling point for the project.

What's more, Mai Khao Beach Condotel boasts a wide range of outstanding living facilities that helped it clinch Best Affordable Condominium Phuket at the Dot Property Thailand Awards 2018.

For starters, the development follows universal building design standards so all visitors are welcome here. Accessibility isn't required for buildings in Thailand but Mai Khao Beach Condotel has gone above and beyond to ensure the entire project has no restrictions.

The condominium units at Mai Khao Beach Condotel are of the highest quality as well. The private apartments have been designed to the standard of a 5-star hotel. Every last detail has been carefully planned to provide a pleasant experience for residents regardless of if they are there for a day, a week or a year.

Another interesting fact about the project is its location. Mai Khao Beach Condotel is located directly next to a national park. The space between the development and ocean cannot be used for further development. This will allow the project to maintain a peaceful ambiance for the years and decades to come.

Thai Business Development Company Group is the firm creating Mai Khao Beach Condotel. It has eight years of experience building high-class complexes in Phuket. Everything from boutique hotels to condominiums and condotels can be found in its portfolio.

For more information, please visit: www.mbcphuket.com

KOH JUM BEACH VILLAS, THAILAND



Krabi is one of Thailand's most interesting destinations. It is secluded and contains some of the most wonderful beaches in all of Thailand. No development captures the area's delightful environment quite like Koh Jum Beach Villas. The villa development won Best Waterfront Development Krabi at the Dot Property Thailand Awards 2018.

Koh Jum Beach Villas takes pride in being a hidden gem where nature, relaxation and luxury come together to create a one-of-a-kind atmosphere. The boutique, eco-chic resort features 19 individually designed villas that are directly located on the resort's 700-meter stretch of beach or in lush tropical gardens where residents can enjoy beautiful sunset views overlooking the Phi Phi National Park.

The project is centrally located in Krabi and is just one-hour away from Krabi International Airport. This makes it an ideal place for exploring Krabi's amazing natural beauty and nearby islands.

For more information, please visit:
www.kohjumbeachvillas.com

BAYVIEW PARADISE, THAILAND



Bayview Paradise is a leading condominium development located near Phuket's popular Patong Beach. The quality project features a modern design and is managed by a Swedish firm. The location is fantastic. It is situated in a secluded and peaceful area close to the Amari hotel. Amenities at Bayview Paradise include a gym, café, pool and fishpond.

Most of the condominium units are equipped with amazing sea views while the interior design represents a harmonious combination of Western and Eastern traditions. The developer has paid special attention to luxury and comfort ensuring both are found throughout the project. Every detail has been carefully thought out to provide comfort and a cosy atmosphere.

Despite the luxurious touches, Bayview Paradise has a reasonable price point that makes it attractive to both investors and end users. This combination is why the project has been named Best Mid-Range Condo Development.

For more information, please visit:
www.bayviewparadise.com

Dot Property Thailand Awards is proud to announced



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2018**

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Leading Real Estate Companies of the World® (LeadingRE) is the home of the world's market-leading independent residential brokerages. LeadingRE boasts 565 member firms in more than 70 countries. The firm remains committed to its vision of being a worldwide company that operates locally as it continues to expand while providing members with new business opportunities.

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ACCOM ASIA

Accom Asia is a respected provider of real estate services, supporting local, regional and international clients. The firm concentrates on the most prestigious condominiums and residential housing projects in Bangkok, but does work in other areas of Thailand as well.

The agency boasts 10,000 properties in Bangkok and is continually updating its portfolio to ensure it is comprehensive. The Accom Asia team speaks English, French and Thai. The mission of Accom Asia is to be the most professional and trusted real estate agency in Thailand. Additionally, the company strives to make Thailand property searches efficient and effective by using modern technologies.

For more information, please visit: www.accomasia.co.th



CENTURY 21 SKYLUX

Since opening in 2009, Century 21 Skylux has strived to become the leading real estate solutions provider in Thailand. The firm is a full-service agency who provides a wide range of quality services. Thanks to the company's deep market knowledge and excellent service, it has built a reputation as being one of the Kingdom's most trusted real estate agencies.

Century 21 Skylux covers all areas of Thailand focusing on both investors and end users. The firm's skilled staff are property specialists who focus on a small number of areas in order to provide a high level of customer service. Century 21 Skylux has also invested in cutting-edge technology in order to better serve clients from around the world.

For more information, please visit: www.century21skylux.com



ST. JAMES PROPERTIES

When it comes to Phuket real estate agencies, St. James Properties has been one of the best for more than a decade. The agency's reputation is built upon its excellent service and accurate advice that offers clients total peace of mind. The firm boasts an impressive database of villas and homes for rent or sale as well as a large number of investment properties.

St. James Properties also has a number of exclusive properties that it has secured. With a proven track record of success in Phuket, developers trust the company to secure rentals at their projects.

For more information, please visit: www.phuketrealstate.com



VAUBAN REAL ESTATE

Since 2006, Vauban Real Estate has been serving property buyers and renters. The company has closed thousands of transactions in the more than ten years. The firm's top priority is empowering clients with the ability to purchase their ideal property, whether it is for investment purposes, a residence or holiday home.

Vauban Real Estate takes pride in its precise knowledge of the Thai real estate market. It also stays up-to-date on the latest regulations allowing the company to provide clients with exciting opportunities as well as unmatched protection. With offices in Bangkok, Phuket, Pattaya, Hua Hin, Chiang Mai and Samui, Vauban Real Estate is able to offer personal service throughout Thailand.

For more information, please visit: www.companyvauban.com



PATTAYA REALTY

No one covers Thailand's Eastern Seaboard quite like Pattaya Realty. The company was one of the first real estate agencies to set up shop in Pattaya and the company has been helping clients for 17 years. This has provided the firm with a first-hand perspective of the market and it shares this with its clients.

Pattaya Realty employs both English and Thai-speaking staff who are fully trained to the highest standard, guaranteeing the very best service. They help property buyers, sellers and investors make effective decisions. In addition to residential property, Pattaya Realty also has a wealth of experience in commercial real estate. This sets them apart for many other Eastern Seaboard agencies.

For more information, please visit: www.pattayarealty.com



ISAN REAL ESTATE

Northeast Thailand's leading real estate agency is Isan Real Estate. Property owners, investors or those looking for a home or land in the area have come to trust Isan Real Estate thanks to their understanding of this unique market. The firm uses an exclusive boutique approach that sees them put their time and energy into highly personalised service.

The company established a strong portfolio of genuine buyers ensuring it can satisfy the desires of all parties to achieve maximum results. With an upstanding approach that is supported by the use of technology, Isan Real Estate continues to set the bar high for property in the region.

For more information, please visit: www.isanrealestate.com



PHUKET BUY HOUSE

Phuket Buy House is best known for offering the finest Phuket properties for sale. The company has been in business for more than 11 years. They have the tools to assist discerning buyers purchase the ideal property on the island. The firm also assists owners and developers wishing to sell their Phuket real estate. The entire team at Phuket Buy House is qualified to advise clients on how to invest in Phuket real estate.

For more information, please visit: www.phuketbuyhouse.com



BANGKOK RESIDENCE 88

Bangkok Residence 88 is an established property agent serving both Thai and international clients. The firm acts with unmatched integrity and works with only ethical professionals and real estate agents. Bangkok Residence 88 conducts sales, residential development, property investments and valuations. Clients can enjoy superior service that allows them to make fully informed decisions.

For more information, please visit: www.thebangkokresidence.myweb.in.th/en



PATTAYA FOREIGNER SERVICE

Paul Camilleri, who has been working in Pattaya for nearly ten years, leads Pattaya Foreigner Service (PFS). The firm is an independent Swiss-run property agency that provides unmatched service and affordable prices to all of its clients. Camilleri is best known for taking the time to get to know every buyer and seller and truly understanding what they are looking for. He is always willing to go the extra mile to assist his clients.

For more information, please visit: www.pattaya-immobilien.net



PHUKETCONDO.NET

PhuketCondo.Net was established in 2012 with one goal in mind: specialising in Phuket condominiums. It has worked and these days the firm is the market leader when it comes to Phuket condominium sales and rentals. Don't let the name fool you, however. PhuketCondo.Net also has an inventory of villas and land for sale. The experienced real estate agency has a head office located in Phuket Town.

For more information, please visit: www.phuketcondo.net



HORIZON HOMES

Horizon Homes is no ordinary real estate agency. They are a one-stop shop for all things property in Samui. They operate as an award-winning developer, respected construction company and property management organisation. As a real estate agency, Horizon Homes is able to serve all types of homebuyers wanting to own their very own slice of Koh Samui. If you want a property in this island paradise, Horizon Homes is the name to trust.

For more information, please visit: www.horizonhomes-samui.com



DOT PROPERTY VIETNAM AWARDS 2018

A WONDERFUL NIGHT

Vietnam's top developers, projects, real estate agents and companies all took home honours at the Dot Property Vietnam Awards 2018. Among the big winners this year were Kien A Corporation and Cityland. A total of 23 awards were handed out this year.

Organised by Dot Property Vietnam, the country's fastest growing property portal, the Dot Property Vietnam Awards 2018 took place at the historic Hotel Rex in Ho Chi Minh City. More than 150 guests attended the exclusive ceremony where the winners collected their awards.

"The Dot Property Vietnam Awards 2018 have been an incredible success. We are delighted to have this opportunity to celebrate the country's best real estate developers, projects, companies and agents. The Vietnam property market continues to impress and its outstanding quality is reflected in the hard work of this year's winners." Neil Sutton, Dot Property Business COO and founder, proclaims.

The night's top honour went to Kien A Corporation who was presented with Best Developer Vietnam. Cityland was rewarded for its efforts in the high-end segment with the Best Luxury Developer award while Him Lam Land received Best Residential Developer.

It was a night to remember for Alpha King who picked up a trio of awards including Best Boutique Developer and Best Innovative Developer. SwanCity earned a couple of honours for its eco-friendly developments while Sunshine Marina Nha Trang Bay scored big by winning Best Iconic Development.

The People's Choice Award for Best Development was presented to Hinode City. Voting was open to the public who selected the Japanese-inspired Hinode City from developer Vietracimex as their favourite this year. Hinode City also won Best Innovative Architectural Design.





Developer Categories:

Best Developer

Kien A Corporation

Best Luxury Developer

Cityland Investment Company Limited

Best Residential Developer

Him Lam Land

Best Boutique Developer

Alpha King

Best Innovative Developer

Alpha King

Best Developer Hanoi

Văn Phú - Invest

Best Developer Da Nang

First Real.JSC

Development Categories:

Best Luxury Township Development

Bach Viet Lake Garden

Best Luxury Beachfront Resort Development

Mövenpick Resort Cam Ranh

Best Iconic Development

Sunshine Marina Nha Trang Bay

Best Resort Landscape Architectural Design

Flamingo Cat Ba Beach Resort

Best Mixed-Use Development

Q7 Saigon Riverside Complex

Best Riverside Township Development

King Bay

Best Luxury Landed Development

Sunshine City

Best Green Development

SwanPark

Best Sustainable Residential Development

SwanBay

Best Innovative Architectural Design

Hinode City

Best Condo Development

La Cosmo Residences

Best Luxury Condo Development

One Alpha Riverside District One



Other Categories:

Best Architectural Design Firm
Sagen

People's Choice Award for Best Development
Hinode City

Real estate agents also honoured

Additionally, 2018 saw the launch of Vietnam's Best Real Estate Agencies presented by Leading Real Estate Companies of the World®. This special section of the awards showcased the country's leading real estate agencies and the important role they play in the property market.

Vietnam's Best Real Estate Agencies 2018 presented by Leading Real Estate Companies of the World® winners:

- Hung Thinh Land
- LinkHouse Corporation
- Danh Khoi Real Estate Joint Stock Company

The Dot Property Vietnam Awards 2018 are organised by Dot Property Vietnam in conjunction with Dot Property Magazine. The Dot Property Awards series spans Thailand, Vietnam, Indonesia and the Philippines. More than 100 winners were honoured in 2017.

"We would like to congratulate all of the winners who are dedicated to the growth and success of the Vietnamese property market. Every single one of our winners truly deserve their award," Ho Nguyen Chau Thanh, Dot Property Vietnam head of sales, states. "We would also like to thank Leading Real Estate Companies of the World® for supporting the real estate agent portion of the awards ceremony as well as Hotel Rex for hosting us on this fantastic celebration."



For more information on the Dot Property Vietnam Awards 2018, please visit
www.dotpropertyawards.com

The people choose Hinode City as Vietnam's Best Development



Trần Cường, Hinode City Project Manager, accepts the People's Choice Award for Best Development from Parikshat Chawla, Director, Business Development APAC at Leading Real Estate Companies of the World®.



Hinode City won the inaugural People's Choice Award for Best Development at the Dot Property Vietnam Awards 2018. Hinode City was one of 12 developments up for the award that was decided on exclusively by the public.

Voting was conducted at www.dotproperty.com.vn and open to everyone. Thousands of votes were cast as people selected the project they felt to be the best. Hinode City was the winner, collecting almost more than 1500 votes in less than a week. In order to qualify, a project had to have won a Dot Property Vietnam Awards 2018 development award.

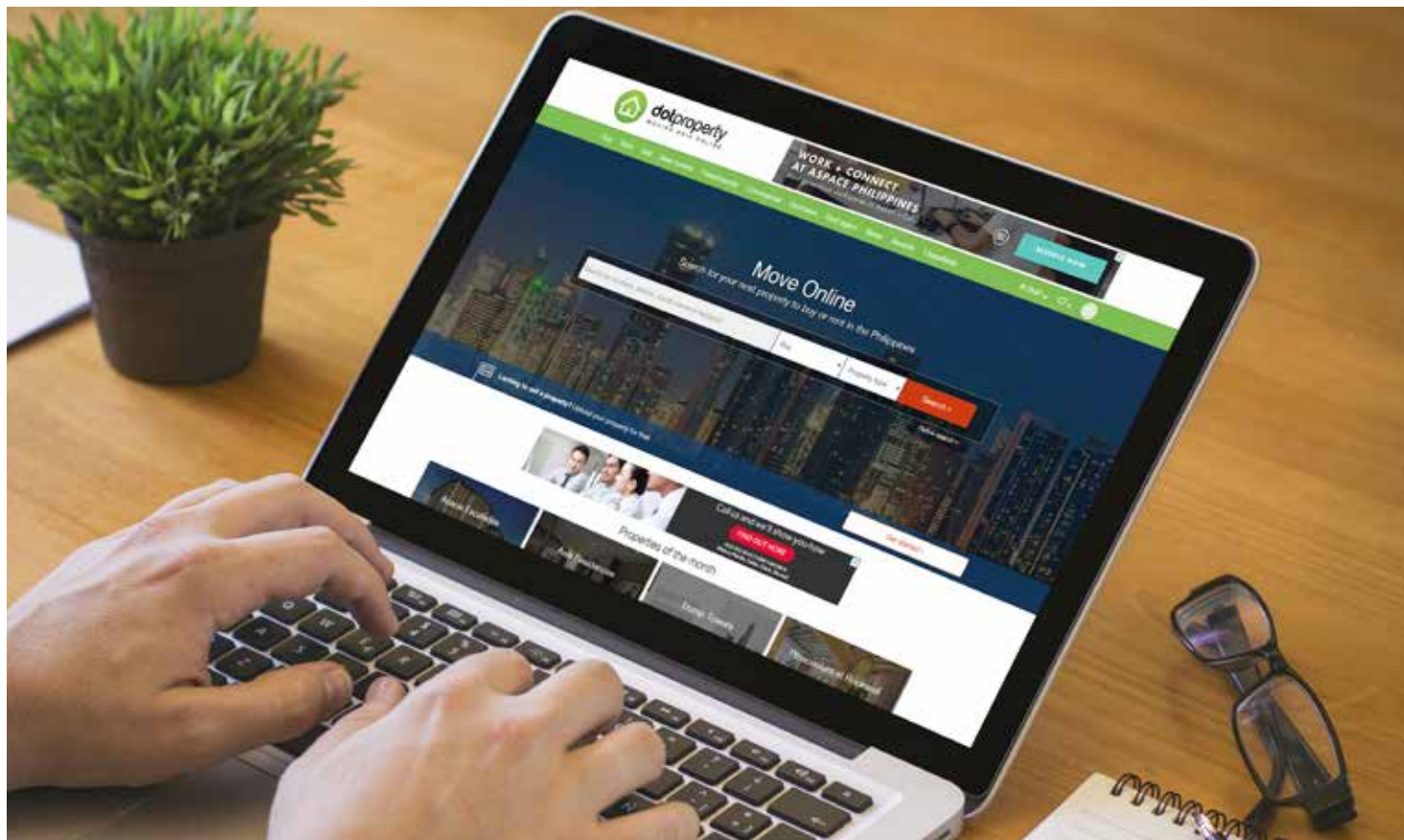
People's Choice Award for Best Development top-3 vote getters:

- 1) Hinode City
- 2) SwanPark
- 3) Flamingo Cat Ba Beach Resort

What makes Hinode City stand out? For starters, it is the first project in Vietnam to be constructed with a landscape architectural system based on the Five-Elements philosophy. Developer Vietracimex utilised five areas symbolising metal, wood, water, fire and earth to create a project unlike anything else currently found in Vietnam.

DOT PROPERTY PHILIPPINES

records more than 1 million monthly visits
as home buyers move online



Real estate developers and agents must adapt to changing consumer habits in the Philippines. Home buyers are now utilizing internet and social media during their search for a new home, disrupting one of the country's last remaining offline-focused industries.

Dot Property Philippines recorded more than one million visits in both May and June of this year, highlighting both the public's willingness to look for a new home online and the company's status as the most trusted property portal in the country.

"More and more home buyers are choosing Dot Property Philippines to find their next property. That is because we have the most comprehensive collection of real estate listings in the entire country," Tanya Peralta-Yu, Dot Property Philippines country manager, explains.

A big reason for the increase in visits was the recent addition of listings from the Mitula Group, Dot Property Philippines' parent company, to the website. This merger, the two sites had been separate until May, empowers Filipino home buyers with even more choices when trying to find the ideal home.

More importantly, Dot Property Philippines users aren't simply window shopping. The number of leads (when a person inquires about a specific property) is up significantly as well. Leads coming through Dot Property Philippines rose 33 percent in May and 26 percent in June when compared to the same period in 2017.

The company expects both visits and leads to keep growing throughout the rest of the year as internet and social media cause further disruption in how people search for property. A survey from Hootsuite found there are

now 67 million internet users in the Philippines. This was the 12th highest total globally, but with only 63 percent penetration, there is room for future growth. Additionally, the survey revealed Filipinos spent an average of 3 hours and 57 minutes a day on social media sites, making it the world leader in social media usage.

"When you look at the number of people using the internet and compare it with the amount of Filipinos searching for property online, we are really only scratching the surface of what's possible," Peralta-Yu notes. "Searching online for property is gaining traction, but as we're seeing first hand, Filipinos are no longer simply browsing. They are reaching out to the seller when they see a property they like on Dot Property Philippines."

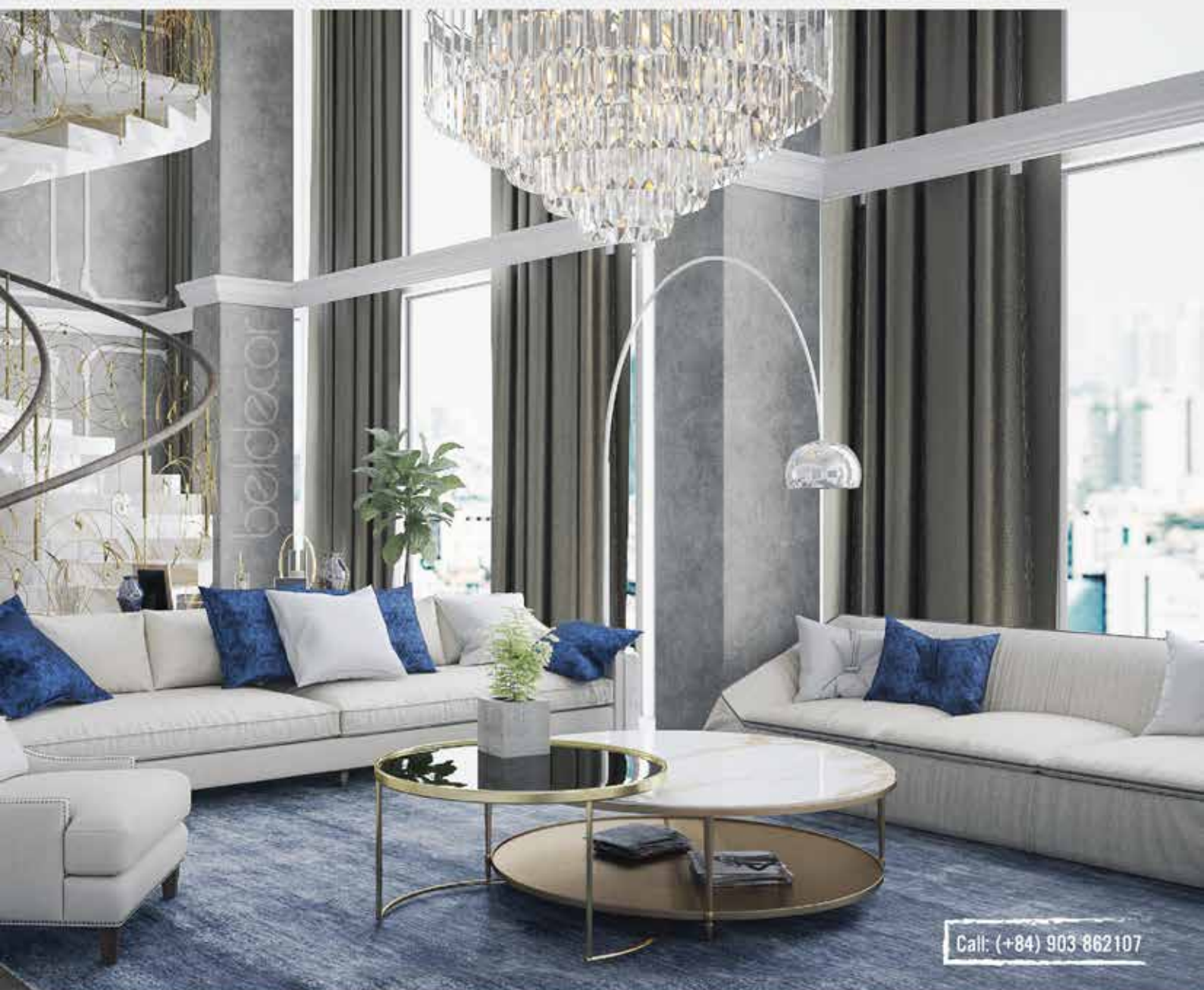
There are many reasons home buyers boast this confidence in the company. Firstly, Dot

Property Philippines is part of the Mitula group which records 85 million visits per month across 100 vertical search sites and 10 property portals in more than 50 countries.

Second, Dot Property Philippines teams with local partners to support more than property browsing. The company is working with BPI Family Savings Bank to provide visitors with access to a mortgage calculator, information on interest rates and special home loan offers not found on other property portals.

"We are proud to be working with BPI Family Savings Bank. Their support allows visitors of Dot Property Philippines to go beyond seeing a property and price," Peralta-Yu reports. "We are also honored the country's best developers and agents choose to list their properties with us. It shows they understand the value only we can offer."

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CONCLUDES

Bangkok's most trafficked mall, Siam Paragon, hosted the Dot Property Show 2018. Local and overseas buyers were able to take an exclusive look at some Thailand's best real estate projects. Those who booked a unit during the show enjoyed special deals and prices not found anywhere else.

Pattaya-based Habitat Group had one of the busiest booths at the Dot Property Show 2018. Attendees were intrigued by its Walden Asoke condominium in Bangkok as well as the firm's Pattaya condotel projects that offer strong rental yields and are backed by world-famous hotel brands.

Major Development presented two projects under its Maru brand at the show. The pet friendly condominiums are designed to appeal to both investors and end users. Property Perfect, Grand Asset Development and V Property were also at the event showcasing their top quality Bangkok projects.







Mae Phim Property, winner of Best Developer Rayong at the Dot Property Thailand Awards 2018, provided those at the show with a look at their Eastern Seaboard developments while The Green Place Samui and Azur Samui represented the beautiful island of Koh Samui.

In total, there were 15 developers at the Dot Property Show 2018 with Chiang Mai, Khao Yai, Pattaya and Bangsaray also represented at the event. Held from 5 to 8 July at Siam Paragon's Fashion Hall, the Dot Property Show is now in its third year. During this time, the event has become the most iconic property event in Thailand.

More than a million people passed through the mall during the four-day show giving developers a chance to show off their projects to buyers from around the world.

For more information on Dot Expo events,
please visit: www.dot-expo.com





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