

LPS-RE/MAX SHANGHAI

MAGAZINE 杂志

EDITION
2020-2021



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GLOBAL FOR 5+ YEARS

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在岛上
闲人勿扰 唯我独尊

如果
您有一座私人海岛
它可以万里随行
在岛上
清晨有切沃港的晨光朝拜
傍晚有卡普里的夕景仰

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Dear readers,

Welcome to this exclusive 2020-2021 edition of the LPS RE/MAX Shanghai Magazine.

This edition will allow you to browse through some of the world's most spectacular luxury homes currently presented by RE/MAX agents.

Thanks to our exclusive cooperation with RE/MAX Shanghai, we are glad to invite you to get onboard a voyage into the fascinating world of luxury properties!

亲爱的读者们，

欢迎赏阅《LPS RE/MAX上海》杂志2020-2021版！

在本期杂志中，RE/MAX 将为您特别呈现一系列全球当前最吸睛的待售豪华房地产项目。

LPS携手本杂志独家合作伙伴RE/MAX瑞麦上海，诚邀您与我们一起踏上这场非凡的豪华房地产世界之旅！



虹桥核心区稀缺企业独栋，国家会展中心零距离轨道交通2号线徐泾东站300米，17号线诸光路站800米，7分钟直达虹桥高铁站赠送企业冠名权、下沉式庭院、屋顶花园、全明地下室2层买5层享8层空间面积，使用率高！

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屋顶花园300平左右、
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NO.1 ASIAN RE/MAX BROKER
IN CANADA 2018 & 2019

2018 & 2019 年度加拿大瑞麦地产
排名第一华人经纪



QIANG (KEN) ZHONG
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REAL ESTATE SPECIALIST/地产专家





INTERVIEWS 采访



千载难逢的机遇 AG区域 RD 5-7 未来发展可期



待售的15.65英亩多户住宅开发裸地、大拐角地块，目前划为Ag-RD-5/7、有机土壤，位于Vineyard Gap住宅开发项目区域，Florin路和树篱沿线的基础设施已得改善，并增加了南北向车道以及新的交叉路口交通信号灯。目前正在种植冬小麦。Elk Grove Florin社区正在改善中，由此将带来巨大增长潜力。102个潜在地块或房源组合。公用设施可供工地使用。两条入口，就在机遇区！真是再好不过了~



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独家专访

MR. NATHAN YANG
CEO
RE/MAX SHANGHAI

杨澄先生
瑞麦上海总裁



LPS: 简单介绍一下您自己和瑞麦地产?

杨澄: 我是瑞麦地产的上海区域总裁杨澄, 瑞麦地产 (RE/MAX) 这个品牌已经成立 47 年, 如今在全球 100 多个国家分布有 8,000 多家门店。2015 年, 瑞麦正式入驻上海, 秉承“以服务经纪人为中心”的经营理念, 用国际化平台为每一个地产经纪人搭建通向成功的阶梯。海量的全球资源与丰富的在线培训课程, 时刻供经纪人使用; 高度自由的工作模式也让每位经纪人创新出最适合自身的发展方法。

LPS: 是什么让您想到通过特许经营模式把瑞麦带入中国市场?

杨澄: 我最早是在一次去葡萄牙出差的工作中, 接触到了当地的瑞麦地产经纪人, 对他们有了很好的印象。在聊天过程中得知这是一个全球化的品牌, 但并没有涉足过中国市场, 我觉得这是一个不错的机会。虽然我之前并不涉足地产行业, 但这和我当时从事的工作也有一定相辅相成的关系, 所以就通过特许经营跨出了第一步。

LPS: 相比传统房地产经纪的工作模式, 瑞麦上海的模式有什么独到之处?

杨澄: 首先, 我们引入了一个以经纪人为核心的服务模式。最开始我提出这种无底薪、地产经纪人交管理费的形式时, 很多同行不能理解, 觉得这个想法很“疯狂”。但我们不妨试想一下, 当一个成熟的经纪人在拥有了销售经验和人脉之后, 就会更希望独立进行业务。他们足够自律, 不需要 KPI 考核来激励, 也不需要公司提供太多资源培养。

对于能力强的经纪人来说, 传统公司提供的资源和分成并不成正比, 他们需要的只是一个办公室, 公司只要为他们解决行政、财务等杂事, 提供一些培训项目。瑞麦的理念就是服务于房产经纪, 颠覆了传统地产公司的分成模式, 所有专业的经纪人都能获得更高的佣金, 享受覆盖所有地产领域的弹性经营模式。越来越多同行也开始认可这种模式并考虑进行尝试。

此外, 我们推行独家代理权。通过拿到房东的独家代理权, 我们把房子交给不同的地产中介去售卖, 同时线上线下进行宣传。我们站在房东的利益上进行代理、利益分配更清晰, 既能替客户筛选更有价值的信息、节省客户的时间精力, 又能保障地产中介的利益, 避免不当竞争。

LPS: 可以解释一下什么叫独立经纪人吗?

杨澄: 独立经纪人的概念最早出现在美国。是由 RE/MAX “瑞麦地产”的创始人 Dave Liniger 和他的妻子 Gail Liniger 最先提出的。Dave Liniger 有一个富于争议的想法。他想建造一个房地产权威, 在那里所有经验丰富和高成交量的经纪人都能获得更高的佣金, 并且享受以他们认为合适的方式经营自己事业的自由。在经历了最高佣金模式之后, Liniger 意识到专职认真的专业经纪人宁愿共同承

担中介公司的费用也不愿以传统方式分成。将这一模式与强有力的营销以及其他经纪人服务相结合, 便诞生了前所未有的创新天才, 这也毋庸置疑地永远改变了美国房地产行业的格局。

RE/MAX 的独立经纪人运营模式, 是对国内房产经纪领域去公司化最好的榜样。具体模式是由瑞麦地产为门店提供品牌、风险管控, 运营策划, 技能培训, 营销战略等所需的所有公司后台支持, 经纪人和门店没有制度上的依附关系, 不用朝九晚九上班, 不用接受各种制度的约束, 完全为自己打工, 他需要做的, 就是深耕社区, 和社区居民交朋友, 为他们提供量身定制的房产租售服务。

有能力的经纪人, 也可以自由创业, 组织团队, 成为区域合伙人。由此, 个人的生活尊严、自由, 以及未来的发展空间, 能够由自己完成把控, 实现最大化的个人价值。

相较于传统经纪人模式, 独立经纪人具有三大优势:

- 完全自主的工作时间、工作方式;
- 远高于门店拿到的提成, 收入更丰厚;
- 以个人为核心, 打造个人经纪品牌。

而对客户来说, 亦有两大好处:

- 其一, 房产交易成本大幅降低, 由独立经纪人提供服务, 可以不需要再承担中介公司转嫁的沉重的公司管理、运营费用;
- 其二, 避免过多的骚扰。目前公司化的二手房交易模式, 只要透露出房源信息, 客户信息就会进入公司数据库, 买房、卖房、租房, 甚至是延展出的贷款、理财电话骚扰。

更为重要的是, 独立经纪人模式下, 中介公司的角色将慢慢淡化。在中介行业面临洗牌、二手房交易从销售时代走向营销整合时代的新形势下, 独立经纪人优势的发挥, 将逐步终结传统的中介经营模式。

从 RE/MAX 创建初期, 经纪人就成为了整个运营体系中最重要的一环, 公司中的所有其他部门都是为第一线的经纪人服务, 以达到他们的效率和专业程度最大化。也是由于体系中经纪人的独立作业能力的提高, 成单率的提高, 佣金收入的稳定提升, 成就了经纪人的职业操守的确立, 建立了在行业中的信誉和地位, 也为他们吸引了更多可靠和稳固的客户群体。

独立经纪人, 不能只是一种概念, 或者一种模式, 而是要以一种新型的职​​业存在, 他的存在与发展, 是有强大的后台和体系支持来维护的, 现在很多国内的经纪公司积极效仿国外的独立经纪人模式, 但后台服务与支持并未达到国外大牌公司的实力和规模, 也不没有一套成熟培训和推广体系为经纪人打造他们自己的品牌, 以及对品牌的推广。



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A Legendary Life

诺莱仕游艇会 (Noahs Yacht Club), 始于2013年, 是一家会员制国际游艇俱乐部, 汲取海派文化氤氲, 紧跟国际风尚, 搭建中国城市新贵阶层共享平台。



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SHANGHAI

LPS: Can you please give us a brief introduction of you and your company?

Mr. Nathan Yang: I am Nathan Yang, the regional CEO of RE/MAX Shanghai. The RE/MAX brand has been established for 47 years and has now more than 8,000 stores in more than 100 countries around the world. In 2015, RE/MAX officially settled in Shanghai, adhering to the business philosophy of "service brokers as the center", using an international platform to build a ladder to success for every real estate broker. RE/MAX's massive global resources and rich online training courses are always available for brokers; the highly free working mode also allows each broker to innovate the most suitable development method for himself.

LPS: What made you think of bringing RE/MAX to The Chinese market through the franchise model?

Mr. Nathan Yang: It was during a business trip to Portugal that I first came into contact with the local Real estate agents of RE/MAX and I had a good impression on them. During our conversation, I learned that this is a global brand, but it has never set foot in the Chinese market. I thought that is a good opportunity. I wasn't involved in real estate before, but it somehow went hand in hand with what I was doing, so I took the first step through franchising.

LPS: Compare with the working model of traditional real estate brokerage, what are the unique features of RE/MAX?

Mr. Nathan Yang: Firstly, we introduced a service model centered on brokers. When I first proposed this form of "no base salary and management fees paid by real estate agents", many colleagues did not understand and thought this idea was "crazy". But we might as well imagine that when a mature broker has sales experience and contacts, he would prefer to conduct business independently. They are self-disciplined enough, do not need KPI assessment to motivate, and do not need the company to provide too many resources for training.

For capable brokers, the resources provided by traditional companies are not directly proportional to their share. All they need is an office. The company only needs to solve administrative, financial and other chores for them and provide some training programs. RE/MAX's philosophy is to serve real estate brokers, subverting the traditional real estate company's sharing model. All professional brokers can get higher commissions and enjoy a flexible business model covering all real estate fields. More and more peers have begun to recognize this model and consider trying it.

In addition, we promote exclusive agency rights. By obtaining the exclusive agency rights of the landlord, we hand over the houses to different real estate agents for sale, and at the same time we promote it online and offline. We act in the interests of the landlord to act as an agent, and the distribution of interests is clearer, which not only can we screen more valuable information for customers, save customers' time and energy, but also we can protect the interests of real estate agents, avoid improper competition.

LPS: Can you explain what an independent broker is?

Mr. Nathan Yang: The concept of independent brokers first appeared in the United States. It was first proposed by Dave Liniger, the founder of RE/MAX and his wife Gail Liniger. Dave Liniger has a controversial idea. He wanted to build a real estate authority where all experienced and high-volume brokers can get more commissions and enjoy the freedom to run their own business in the way they see fit. After experiencing the highest commission model, Liniger realized that full-time and serious professional brokers would rather share the cost of the intermediary company than share it in the traditional way. Combining this model with powerful marketing and other brokerage services gave birth to unprecedented innovative talents, which undoubtedly changed the pattern of the US real estate industry ever since.

Re / Max's independent broker operation mode is the best example of decorporatization in the field of domestic real estate brokerage. The specific mode of its operation is that RE/MAX provides the store with all the company back-end support required for branding, risk control, operation planning, skills training, marketing strategy, etc. The broker and the store have no institutional dependency, and there is no need for working at a fixed time. At work, one does not need to accept the constraints of various systems, but works entirely for himself only. What a broker needs to do is to cultivate the community deeply, make friends with community residents, and provide them with tailor-made real estate rental and sales services. Capable brokers can also be free to start businesses, organize teams and become regional partners. Therefore, the dignity, freedom and future development space of individuals can be controlled by themselves to maximize their personal value.

There are three advantages of being an independent broker compare with the traditional broker model:

Fully independent working hours and working methods;
Far higher than the Commission of the store, the income is more lucrative;
Individual centered and build personal brokerage brand.

Two advantages as to the customers:

First, the real estate transaction costs are greatly reduced, and independent brokers provide services, so there is no need to bear the heavy company management and operating expenses passed on by the intermediary company;

Second, avoid excessive harassment. Under the current corporatized second-hand housing transaction model, as long as housing information is revealed, customer information will enter the company's database, causing all kinds of house purchases, house selling, renting, and even extended loan and wealth management call harassments.

More importantly, under the independent broker model, the role of intermediary companies will gradually fade. Under the new situation that the intermediary industry is facing a reshuffle and the second-hand housing transaction moves from the sales era to the marketing integration era, coupled with the advantages of independent brokers, these will gradually end the traditional intermediary business model.

From the beginning of RE / max, brokers have become the most important factor in the whole operation system. All other departments in the company serve the front-line brokers to maximize their efficiency and professionalism. At the same time, due to the improvement of the broker's independent operation ability, the increase of the order rate and the stable increase of the commission income in the system, the establishment of the professional ethics of the brokers has been achieved, the reputation and position in the industry have been established, and more reliable and stable customer groups have been attracted to them.

Independent brokers cannot be just a concept or a model, but must exist as a new type of profession. His existence and development are maintained by a strong background and system support. Many domestic brokerage companies are actively following the model of independent brokers abroad, but the back-end services and support have not reached the strength and scale of foreign big-name companies, and there is no mature training and promotion system to build their own brands for brokers as well as their brand promotions.

LUXURIOUS MANSION WITH LARGE LOT FOR SALE 大面积的待售豪宅



32 Brookfield Dr
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A newly renovated magnificent stone mansion located in Hoggs Hollow, Toronto. The large 5,000+ sqft home comes with a spacious front- and backyard allowing for plentiful space for individual leisure activities such as gardening and outdoor barbequing. The home is also conveniently located within minutes from various groceries stores, restaurants, stores and other greenspaces.

4 bedrooms | 5 bathrooms

一个全装修的宏伟的石头豪宅位于霍格斯霍洛，多伦多。这座 5000 多平方英尺的大房子配有宽敞的前庭和后院，为个人休闲活动提供了充足的空间，如园艺和户外烧烤。家也很方便，距离各种杂货店、餐馆、商店和其他绿地仅几分钟的路程。

位于多伦多 Hoggs Hollow 的一栋新近装修的宏伟的石头城堡。该豪宅为边复式 4 层格局，建筑师根据地形将每一层都设计在地面之上，所以，让你感觉不到有地下室的存在。豪宅配有 4 卧 5 卫双车库，实际使用面积超过 5 千平方尺。由于拥有巨大的前院进深，不仅尽显豪宅感十足，更有大量的停车位和充足的回车空间。

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独家专访

MR. JAMES BOVELL

BROKER/OWNER AT RE/MAX CAYMAN ISLANDS
 JAMES BOVELL 先生，
 RE/MAX CAYMAN ISLANDS 经纪人兼所有者



LPS: 可否请您为我们介绍一下您本人以及您的公司？

我在房地产行业已历经 25 个多年头了，我在 RE / MAX (瑞典) 赢得了许多职业奖项，其中包括 The Luminary of Distinction Award，这是 RE / MAX 颁发给庆祝与瑞典共同度过 20 年的经纪人的最高奖项。在超过 125,000 个经纪人中，只有 68 名曾获得此奖项。

从 20 多岁开始，我就成为了开曼群岛房地产行业的一分子。作为一个积极进取的房地产经纪人和代理人，我的工作是从一开始就与客户建立牢固的关系、倾听客户的需求、共享信息，然后尽我所能，在所需的时间范围内为他们找到理想的房地产。

LPS: 对于投资者，您能给他们在开曼群岛的投资提供哪些建议呢？

Bovell 团队引以为豪的是我们全过程协助客户 - 我们为客户提供的不仅是在开曼群岛房地产交易服务，还有围绕置业展开的诸多事项，包括装修、新建、移民、银行、学校、医疗保健、抵押贷款、旅行、临时住宿、物流甚至到为客户推荐一些很棒的餐厅和海滩等。

我们 85% 的客户都是通过推荐获得的，我们的团队反应迅速、专业而谨慎，得到了全球客户的认可。

LPS: 中国投资者投资开曼群岛的理由有哪些呢？

因全球疫情随之而来的税收上涨和收入不确定性的增加，促使许多人到开曼群岛等国家寻求庇护，这里不征税、经济和金融结构稳健、生活水平高。

无论是移居、购置第二家园还是投资房地产，开曼群岛一直以来都是一个炙手可热的所在。事实上，自今年开春以来，我们见证了“不到场”置业投资者的增长。(客户直接购买，没有亲临现场)。

开曼群岛不征收所得税、财产税、资本利得税、公司税、销售税和遗产税，这应该对许多中国投资者非常具有吸引力。稳定的政府、一流的医疗保健系统、美式、英式及国际教育模式的优秀学校、一流的通讯服务和清洁的环境，所有这些都使开曼成为加勒比地区最高的生活标准之一。

作为世界第六大银行中心，开曼群岛的银行和金融机构拥有超过 1.7 万亿美元的资产 (约占世界银行总资产的 6%)，是主要的国际金融中心。其最大的行业是银行、对冲基金的形成和投资、结构性金融和证券化、专属保险和一般企业活动。开曼总人口刚刚超过 65,000 人，拥有强大的经济、世界级的基础设施、基于英国普通法的强大法律框架，以及债务与 GDP 比率第七低。作为世界第六强的货币，开曼群岛还被穆迪评为 Aa3 级。

LPS: 通过 Bovell 团队投资开曼房产，中国投资者需要经过哪些步骤？

谈及投资的第一步，对于有意在开曼群岛作初次投资的中国投资者，我建议他们首先与我接洽安排一个会议，探讨他们在个人房地产投资上有什么样的目标。

每个投资者的目标、意向及战略都大有不同。凭借在开曼群岛房地产行业 25 年多的经验，我可以为客户提供前所未有的知识和专业经验来实现任何水平的投资。



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LPS: Could you please introduce yourself and your company?

Having been in the real estate industry for more than 25 years, James Bovell has won numerous career awards at RE/MAX including The Luminary of Distinction Award, the top award at RE/MAX presented to agents celebrating 20 years with RE/MAX. Only 68 out of more than 125,000 agents have ever been honored with this award.

"I've been part of the Cayman Islands real estate industry since my early 20s. As a motivated and committed real estate agent and broker, it is my job to create strong relationships with customers from the start, listening to their needs, sharing information and then doing my very best to find the ideal property in the desired timeframe," added James Bovell.

LPS: What services do you provide to Chinese investors looking to invest in the Cayman Islands?

"At the Bovell Team, we pride ourselves by helping our customers every step of the way not only with their real estate transaction but with many aspects that surround the purchase of property in the Cayman Islands including renovation, new construction, immigration, banking, schools, healthcare, mortgages, travel, temporary accommodations, shipping and all the way down to suggesting some great restaurants and beaches," added James Bovell. "With 85% of our customer base coming from referrals, our team is recognized by customers worldwide as being responsive, professional and discreet."

LPS: Why should Chinese invest in the Cayman Islands?

The global pandemic, subsequent rising taxes and growing income uncertainty have impelled many people to seek sanctuary in countries like the Cayman Islands which tout no taxes, a sound economic and financial structure, as well as a high standard of living.

"The Cayman Islands has always been a desirable location to either relocate or to purchase a second or investment property," added James Bovell. "In fact, we have seen an increase of many purchasers buying "sight unseen" since Spring this year."

"The Cayman Islands boast no income tax, no property tax, no capital gains tax, no corporation tax, no sales tax and no death tax, which should be very appealing to many Chinese investors," added James Bovell. "Its stable government, first-rate healthcare system, excellent schools offering US, UK and international based education models, first-rate communication services, and the clean environment, all lead to one of the highest standards of living in the Caribbean."

As the 6th largest banking center in the world with its banks and

financial institutions holding more than US\$1.7 trillion dollars in assets (roughly 6% of the world's total banking assets), the Cayman Islands is a major international financial centre. The largest sectors are banking, hedge fund formation and investment, structured finance and securitisation, captive insurance and general corporate activities. With a total population of just over 65,000, Cayman features a strong economy, world-class infrastructure, a strong legal framework based on English Common Law, and 7th lowest debt to GDP ratio. With the 6th strongest currency in the world, the Cayman Islands also touts a Moody's Aa3 rating.

Another feature that may be appealing to Chinese investors is the residency opportunity offered by purchasing real estate. The Government offers two residency options for individuals who purchase real estate in the Cayman Islands. First is the Investment Certificate for Persons of Independent Means which is valid for 25 years and enables individuals and dependents to reside in Cayman without the right to work. Individuals must invest a minimum of US\$1.2 million of which at least half must be in developed residential real estate in Grand Cayman. The second is the Certificate of Permanent Residency for Persons of Independent Means wherein the holder and qualifying dependents have lifetime right to reside in the Cayman Islands without the right to work. Individuals must invest a minimum of US\$2.4 million in developed real estate in the Cayman Islands. This option also offers a path to naturalization as a British Overseas Territories Citizen once the applicant has been legally and ordinarily a resident in the Cayman Islands for five years.

LPS: What are the steps involved for Chinese Investors in order to invest with the Bovell team?

"As for the first step and my advice to Chinese investors willing to invest for the first time in the Cayman Islands, I would recommend scheduling a meeting with myself to discuss your individual real estate investment goals," added James Bovell. "Each individual investor's objective, interests and strategy vary differently and with over 25 years' experience in the Cayman Islands real estate industry, I can offer unprecedented knowledge and expertise to achieve any level of investment."



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对于一个只有 259 平方公里的国家来说，人口刚刚超过 65000 的开曼群岛是世界上最活跃的房地产市场之一。

2019 年，总销售额超过 11 亿美元，成交 1381 笔，平均成交额为 74.5 万美元。2018 年，房地产交易和成交量创下 2005 年以来的最高水平。

即使在 3 月 22 日至 6 月 3 日，开曼群岛全球疫情期间处于完全封锁状态，其 2020 年的成交数字仍然惊人。

从历史上看，开曼群岛在所有房地产行业（公寓、住宅、土地和商业）的存量水平都很低。在 2020 年前 2/3 的时间里，即使是在疫情期间，活跃的房源也只同比增长了 5%。相反，这一时期的成交量上升了 6.5%，表明房地产价格总体上仍在上涨。

当您细看新房源时，在 2020 年的前 9 个月内只有 1,034 个上市，比 2019 年同期减少了 150 个。总体存量继续保持较低水平，但在市场的各个领域都有出色的房产待售。

不足为奇的是，今年迄今为止的销售额下降了 26%，但是待处理的交易增加了 182% 以上，由于没有特殊的销售条件，因此可以保证完成交易。所有迹象表明，2020 年的房地产市场实际上将超过 2019 年的数据。

开曼群岛由大开曼群岛、小开曼群岛和开曼布拉克岛三个岛屿组成，为各个层次的投资者提供房地产机会，从舒适的海滨公寓、住宅到加勒比的专属私人地产。大开曼岛最负盛名的房地产位于七英里滩、水晶港、维斯塔德尔马 (Vista Del Mar) 以及朗姆角岛 (Rum Point) 和开曼凯岛 (Cayman Kai) 的北侧。

最贵的住房位于七英里海滩 (Seven Mile Beach) 沿岸，根据《美国新闻与世界报道》(U.S. News & World Report)，七英里海滩是大开曼群岛西端的珊瑚沙滩，距离国际机场约 15 分钟车程。从每平方英尺 1000 美元起，房地产价格可高达 2500 万美元，但对于较新、设施丰富的开发项目，则可高达每平方英尺 2000 美元。七英里海滩的几个新开发项目目前正在建设中，其中 5 个正在开发的新公寓项

目或将在未来几个月内上市。

在整个岛上，新的开发项目正在蓬勃发展，尤其是在公寓板块，当前有超过 75 个正在建设中。事实上，在封锁期间，大约有 70 个新的发展项目，相继获得政府批准在未来 2 至 5 年内开发。这相当于至少 17 亿美元的开发（库存）目前正在或正在预先批准的建设中，已经预售超过 7.5 亿美元。

近期，人们对运河前住宅的兴趣与日俱增。总的来说，它们往往比海滨房产更实惠，但同时也能为主提供绝佳的景观。运河滨水住宅现在正在沿着 7 英里海滩走廊建设，一直延伸到西湾，主要位于丽思卡尔顿酒店以南的土地和游艇俱乐部以北的土地上。大开曼群岛至少有 20 个运河住宅区，其中一半位于七英里海滩 (Seven Mile Beach) 和西湾 (West Bay) 沿线。最昂贵的房产位于维斯塔德尔马 (Vista Del Mar) 和索尔特克里克 (Salt Creek)，房屋价值从 450 万美元到 1650 万美元不等。七英里海滩走廊仍有极少量的未开发土地，土地价值从 50 万美元到 100 万美元不等。

至于您希望根据自己的意愿建设理想住宅的地块，开曼群岛的土地价格继续强劲上涨。2019 年，海滨地段的平均价格为每平方英尺 61 美元，高端运河前地块的平均售价为每平方英尺 40 美元。

在开曼群岛购买房地产的另一个好处是，除了新开发项目外，大多数公寓和住宅都是全装出售的。

值得注意的是，开曼群岛不征收年度房产税，但购房者需要一次性支付购买价 7.5% 的印花税。相反，开曼群岛没有遗产税。

此外，开曼群岛的租金收益率也很高，根据《全球房地产指南》的研究，七英里海滩的租金收益率为 5-7%，其他海滩社区的租金收益率为 7.5-8.2%。

从历史上看，从现在到未来，开曼群岛房地产市场以各种价格提供不同层次的房地产投资机会，其中许多投资机会可在开曼群岛获得居留权和公民身份。



For a country of only 259 sq. km., the Cayman Islands with its population of just over 65,000, has one of the most robust real estate markets in the world.

In 2019, the total sales volume exceeded US\$1.1 billion from 1,381 transactions with a transaction average of US\$745,000. In 2018, property transactions and volume were at their highest level since 2005.

Even with the global pandemic in which the Cayman Islands was under complete lockdown from March 22 to June 3, the Cayman Islands are seeing stellar numbers for 2020.

Historically, the Cayman Islands maintains a low level of inventory across all real estate sectors – condominiums, homes, land and commercial. In the first 2/3 of 2020, even with the pandemic, the active listings only increased by 5% year-over-year. Conversely, volume for that period is up by 6.5% showing that real estate prices are continuing to rise overall.

When you look specifically at new listings, only 1,034 came onto market during the first 9 months of 2020, which is 150 less than the same time period in 2019. Overall inventory continues to remain low but there are outstanding properties for sale in all sectors of the market.

Not surprisingly, year-to-date sales are down by 26% but the pending transactions, which are guaranteed to close as they have no outstanding conditions on the sales, are up by more than 182%. All signs indicate that the 2020 real estate market will in fact exceed its figures in 2019.

The Cayman Islands, which consist of 3 islands – Grand Cayman, Little Cayman and Cayman Brac – offer real estate opportunities for every level of investor from amenity-rich beachfront condominiums and homes to exclusive, private Caribbean Estates. The most prestigious real estate in Grand Cayman can be found on Seven Mile Beach, Crystal Harbour, Vista Del Mar as well on the North side of the Island in Rum Point and Cayman Kai.

The most expensive housing is along Seven Mile Beach, the #1 beach in the world according to U.S. News & World Report, which is a coral-sand beach on the western end of Grand Cayman approximately 15 minutes from the international airport. Property prices can reach as high as US\$25 million starting from US\$1,000 per square foot but can reach up to US\$2,000 per square foot for the newer, amenity-rich developments. Several new developments are currently under construction along Seven Mile Beach with 5 new condominium developments currently or coming on the market within the next few months.

Throughout the island, new construction particularly in the condominium sector is booming with more than 75 developments

currently in construction. In fact, during lockdown approximately 70 new development projects continued to secure Government approvals to proceed over the next 2 to 5 years. This equates to a minimum of US\$1.7 billion in developments (inventory) currently in or with pre-approved construction with over US\$750 million already pre-sold.

Recently, there has been increased interest in canal front homes. Overall, they tend to be more affordable than oceanfront properties, yet offer incredible views to homeowners. Canal front homes are now under construction along the Seven Mile Beach corridor stretching up to West Bay, primarily on land south of The Ritz-Carlton and land to the north of the Yacht Club. There are at least 20 canal residential subdivisions in Grand Cayman, half along Seven Mile Beach and West Bay. The most expensive, with strong covenants and manned security gates are located in Vista Del Mar and Salt Creek with home values ranging from US\$4.5 million to US\$16.5 million. There is still limited undeveloped land in the Seven Mile Beach corridor with land values ranging from US\$500,000 to US\$1 million.

With respect to land where you can build the exact home you'd like, land prices continue to increase strongly in the Cayman Islands. In 2019, the average price of a beachfront lot sold for US\$61 per sq. ft. and a high-end canal front lot sold at an average of US\$40 per sq. ft.

Another benefit of purchasing real estate in the Cayman Islands is that most condominiums and homes are sold completely furnished, except for new construction.

One thing to note is there is no annual property tax in Cayman, but buyers do pay a one-time stamp duty fee of 7.5% of the purchase price. Conversely there is no estate tax in the Cayman Islands.

Additionally, the Cayman Islands offer good rental yields, ranging from 5-7% along Seven Mile Beach to 7.5-8.2% in other beach communities based on Global Property Guide research.

Historically, today and continuing into the future, the Cayman Islands real estate market offers a variety of real estate investment opportunities at various price points many of which can lead to residency and citizenship opportunities in the Cayman Islands.





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一直以来，我们与来自世界各地的客户合作，这些客户有兴趣在我国各地购买豪华度假住宅、投资性房地产、商业地产或个人住宅。我们为客户提供一支能说日语、汉语和英语的多语种团队。

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Please feel free to contact Aki Shimizu who is an extremely experienced agent who has worked in NYC and here in Tokyo if you are in need of professional for your property search.

无论您是用于自住，或是被动投资，我们总能满足您的需要！此外，我们的管理公司 Axios Management，多年来一直服务于需要专业和诚实的双语房产管理的外国业主。

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PREMIST Higashiginza Tsukiji 由 2 座 14 层高的建筑组成，分别为 Arc court 和 Edge court。这些建筑均刚落成，Edge 于 2020 年 5 月完工，而 Arc 计划于 2021 年 3 月开放使用。他们的设计旨在添加一个现代化的创新综合体，以进一步加强该地区的特色。



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RE/MAX 瑞麦地产，目前为全球最成功的房地产经纪集团，美国上市公司。于 1973 年成立于美国科罗拉多州丹佛市，是拥有超过 12 万名经纪人、8000 多家加盟店、覆盖全球 110 个国家和地区的全国性房地产经纪网络。无论是行业地位、经纪人成交量、行业认知度、全球分布以及品牌辨识度等，RE/MAX 都占据着无可超越的位置。

2015 年，RE/MAX 正式进军上海，将 46 年全球的成功经验带进中国。

截止 2020 年，瑞麦上海现已发展至 8 家门店，超过 100 人的经纪人团队。秉持创新进取的企业文化，我们鼓励每一位独立经纪人创新思维，交流共享，创建有效的解决方案，进而协助客户加快他们的成功。瑞麦上海为上海地区的经纪人提供了持续的支持和服务，招募和服务经纪人是公司的运营核心，为经纪人提供完善的培训，提供全球合作平台以及资源，给予经纪人最大化的利益，帮助经纪人取得事业上的成功。从而实现“人人皆赢”的企业理念，为中国房地产经纪行业带来颠覆性的变革。

RE/MAX Real Estate is currently the world's most successful real estate brokerage group and a US listed company. Established in Denver, Colorado, USA in 1973, it is a global real estate brokerage network with more than 120,000 brokers, more than 8,000 franchise stores, and covering 110 countries and regions around the world. Whether it is industry status, broker turnover, industry awareness, global distribution, brand recognition, etc. RE/MAX both occupy an unsurpassed position.

In 2015, RE/MAX officially entered Shanghai, bringing 46 years of successful global experience into China.

By 2020, RE/MAX Shanghai has now grown to 8 stores and a broker team of more than 100 people. Adhering to an innovative and enterprising corporate culture, we encourage every independent broker to innovate in thinking, exchange and share, and create effective solutions to help customers accelerate their success.

RE/MAX Shanghai provides continuous supports and services to brokers in the Shanghai region. Recruiting and serving brokers are the core operations of the company. It provides brokers with comprehensive training, global cooperation platforms and resources, and maximizes the benefits of brokers so as to help brokers achieve career success. In this way, the enterprise concept of "everyone wins" is realized and a disruptive change is brought to China's real estate brokerage industry.



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NOTHING COMES CLOSE™

SOUTH AFRICA'S MOST EXCLUSIVE COASTAL ESTATE



Vacant Plots & Completed Homes
Price: USD 500,000 - 4,200,000

At the heart of the most southern coastal region of South Africa, named the Garden Route, lies the small town of Knysna. Next to the town, perched up on the coastline with its high cliffs, views of white waters, tranquil little beaches and breathtaking beauty, you will discover Pezula Private Estate.

Exclusivity - Luxury - Privacy - Tranquility - Security

Francois Brand
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francois@remaxcoastal.co.za



RE/MAX SHANGHAI

瑞麦上海

价格: 1,500,000 - 150,000,000 美元

Price Range : USD 1,500,000 - 150,000,000



优秀人才，是瑞麦上海持续发展的引擎

瑞麦上海现有遍布上海各区的 8 家门店和经纪人约 130 人，优秀的人才实现企业战略目标的基础，是企业持续发展的动力。注重科学的人才培养方法、有效的激励机制、公平的竞争平台、广阔的事业发展空间广纳良才，不断优化人员素质结构。

瑞麦上海将 40 多年成功研发的 IT 系统带到国内，成功建立本地房源挂牌系统，经纪人可以上传自己的独家代理房源、并且实时更新房源动态，以图片、影像、音频、3D、VR 等多种形式展示房源，帮助经纪人最大限度的宣传推广，让独家代理的房源获得最大程度的曝光。

Excellent talents are the engines for the sustainable development of RE/MAX Shanghai

RE/MAX Shanghai currently has 8 stores and brokers in various districts of Shanghai, with approximately 130 staff. Outstanding talents are the foundation for achieving the company's strategic goals and the driving force for the company's sustainable development. Pay attention to scientific talent training methods, effective incentive mechanism, fair competition platform, broad career development space to recruit talents, and continuously optimize the quality structure of personnel.

RE/MAX Shanghai has brought the "IT system" which has been successfully developed for more than 40 years to China. Brokers can upload their own exclusive agency listings and update the listings in real time, with pictures, videos, audios, 3D, VR and other forms of listings are displayed to help brokers to maximize publicities and promotions, so that the exclusive agency's listings can be exposed to the greatest extent.



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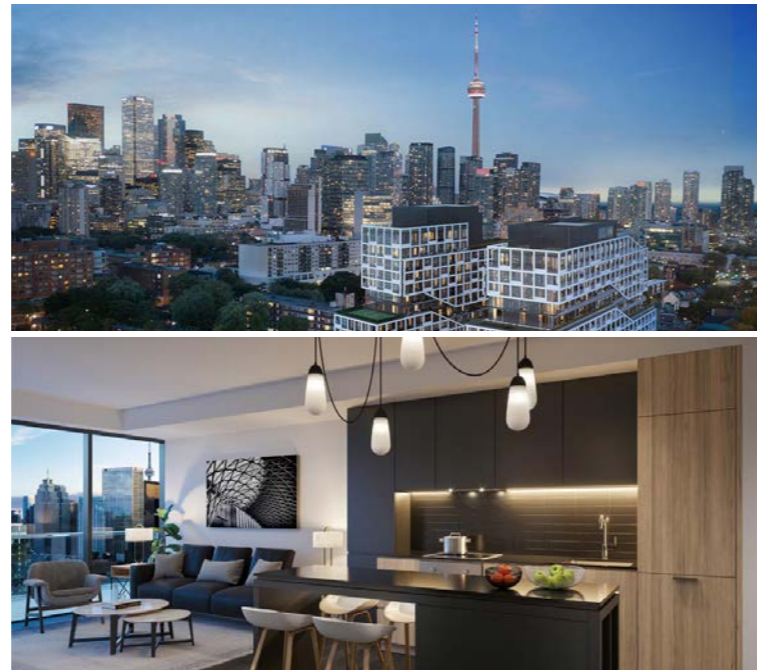
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RE/MAX ADVANCE REALTY., BROKERAGE – MANNI XU

价格: 600,000 - 6,000,000 美元

Price Range : USD 600,000 - 6,000,000



无论您是想购买自住房还是作为投资, Manni 都能帮助您找到最合适的房产。

购买房地产可能是一项艰巨的任务。整个过程中会有许多问题和决定要做。我应该购买还是租赁, 哪种更划算? 什么时候是购买的最好时机? 我应该在哪儿买? 我应该搬到哪里去? 我应该投入多少钱? 当前的市场价格是多少? 我应该买民宅还是公寓? 哪个是更好的投资, 民宅还是公寓? 我应该期待什么? 我还有其他问题要问吗? 如果我有疑问, 我应该问谁?

Manni 精通流利的英语、广东话和普通话, 让她帮助您寻找合适的房产。凭借超过 13 年的房地产经验, Manni 积累了丰富的知识、经验、信任、融洽与客户(买家、投资者、房东和租户)和交易联系人(律师、装修公司、银行、抵押经纪人及保险经纪人等)的关系。

As a real estate professional, Manni can provide you with expertise and experience to find you the **Right Home** for your immediate or future needs. As an experienced real estate salesperson, she can also help you in your search for a profitable property to add to your **investment portfolio**.

Whether you are looking to buy to live in or to invest in, let Manni help you in obtaining the right property for you.

Buying a real estate property can be a daunting task. There are many questions and decisions to make. Should I buy or would it make better financial sense to lease? When is it a good time to buy? Where should I buy? Where should I move to? How much should I put down for? What is the current market rate? Should I buy a house or a condo? Which is a better investment, a house or a condo? What should I expect? Are there any other questions that should I ask? If I have questions, who should I ask?

Fluent in English, Cantonese and Mandarin, let Manni help you in your quest in finding the right property. With over 13 years of real estate experience, Manni has accumulated a wealth of knowledge, experience, trust, rapport, and friendship amongst her clients (buyers, investors, landlords and tenants) and trades contacts (lawyers, renovators, bankers, mortgage brokers, insurance brokers, etc...).



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REMAX - QIANG (KEN) ZHONG

价格: 209,000 - 3,750,000 美元

Price Range : USD 209,000 - 3,750,000



钟强 Ken

加拿大瑞麦地产 2018&2019 年度排名第一华人经纪

自 2006 年以来, Ken 一直致力于了解客户的需求, 并运用自己的知识和敏锐的谈判技巧确保房地产交易的成功。

Ken 于 2003 年来到蒙特利尔, 他了解魁北克的诸多优势, 包括全球独一无二的英法双语教育体系, 加拿大最健康的经济增长体, 以及欧洲北美文化相结合的独特风情。Ken 于 2006 年加入房地产行业, 并在 2018 年和 2019 年获得魁北克 Re/Max 旗下的经纪人排行第一名, 这是中国经纪人首次在与当地地产经纪的竞争中脱颖而出, 获得此项殊荣。在过去的 14 年里, Ken 帮助了许多新移民家庭找到他们的梦想之家。他在加拿大的华人社区积极参与社区慈善活动, 有着很好的声誉。Ken 在社交媒体、网站、报纸、社团活动等各种平台上展示他的项目。他建立了一个庞大的专业网络来帮助和满足客户的房地产需求, 包括公证人、抵押贷款专业人士、房屋包装师、室内设计师、杂工和售后客户服务等。Ken 拥有优秀的沟通技巧, 注重细节, 精益求精, 在交易的每个步骤中都与客户同在, 为客户提供从 A 到 Z 的全方位专业服务。



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Qiang (Ken) Zhong

No.1 Asian Re/Max broker in Canada for 2018 & 2019

Representing present and future homeowners since 2006, Ken is strongly committed to understanding his clients' needs and utilizes his knowledge and keen negotiation skills to ensure a successful real estate transaction.

Arrived in Montreal in 2003, Ken understands the numerous benefits of living in Quebec, from its unmatched education and possibility of financial growth to the culture and diversity this province has to offer. Ken joined the Real Estate profession by the year 2006 and has been awarded with the No.1 broker within the Re/Max banner in Quebec for 2018 and 2019 which is the first time a Chinese broker has gained competitive advantage over other local agents. In the past 14 years, Ken has helped many new immigrant families by finding them their dream home. He is well established and actively involved in the Chinese community in Canada. Ken showcases his homes on various platforms as social media, websites, newspapers, conferences and other. He has created a vast network of professionals to assist and cater to his clients' real estate needs including notaries, mortgage professionals, home stagers, interior designers, handymen and contractor services, etc. Ken has excellent communication skills, he is thorough and detail-oriented and he is alongside his clients every step of the way to ensure a stress-free and professional service.



RE/MAX CAYMAN ISLANDS

价格: 475,000 - 25,000,000 美元

Price Range : USD 475,000 - 25,000,000



由 James Bovell 领导的 RE/MAX 开曼群岛的 Bovell 团队，目前排名 RE/MAX 全球住宅团队第三的和 RE/MAX 全球商业团队第 2，团队已连续 5 年以上在 RE/MAX 全球排名前 5 名。James Bovell 也是 RE/MAX Cayman Islands 的所有者兼经纪人，该公司将于 2021 年庆祝成立 30 周年，十多年来一直是开曼群岛排名第一的房地产公司。

开曼群岛是英国的海外领土，是加勒比海最安全的岛屿之一，距离迈阿密 90 分钟航程，距离纽约或多伦多 4.5 小时航程；这个世界级的国家，美丽而安全，具有壮观的景色，热带气候，私密性和令人惊叹的海滩。据《美国新闻与世界报道》，大开曼群岛最负盛名的七英里海滩排名世界第一，而群岛本身也在 2019 年被《全球复杂性指数》评为“世界上最容易工作的地方”。

大开曼国际机场有来自多伦多、华盛顿特区、纽约、波士顿、迈阿密、奥兰多、休斯顿、达拉斯、芝加哥、亚特兰大、明尼阿波利斯、丹佛的直飞航班，还有一个设备齐全的一流私人机场。此外，今年将完成的跑道扩建将增加来自美国西部和加拿大的直飞航班，如温哥华、西雅图、旧金山和洛杉矶。

开曼群岛的投资者来自世界各地，具备极具吸引力的房地产投资。开曼群岛对外国人持有房产没有任何限制，外国投资者也无需土地持有许可证。此外，开曼群岛实行 (Torrens system) 托伦斯土地登记制度，政府是所有土地及其所有人的总记录的保管人。

开曼群岛的房产种类繁多，价位各异。7 里海滩上的海滨住宅价格从 47.5 万美元到 2500 多万美元不等。开曼的房地产行业已经繁荣了十多年，甚至在全球疫情期间未曾止步。开曼群岛的新开发项目继续蓬勃发展，目前预建或在建的存货价值超过 17 亿美元，已预售超过 8.5 亿美元。

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RE/MAX
CAYMAN ISLANDS

RE/MAX CAYMAN ISLANDS

价格: 475,000 - 25,000,000 美元

Price Range : USD 475,000 - 25,000,000



Current ranked as the #3 RE/MAX Global Residential Team and the #2 RE/MAX Global Commercial Team, the Bovell Team at RE/MAX Cayman Islands, headed by James Bovell, has been in the top 5 rankings at RE/MAX Global for more than 5 consecutive years. James Bovell is also an Owner/Broker at RE/MAX Cayman Islands, which is celebrating its 30th year in 2021 and has been the #1 real estate company in the Cayman Islands for more than 10 years.

Regarded as one of the safest islands in the Caribbean, the Cayman Islands are a British overseas territory located 90 minutes from Miami and 4.5 hours from New York or Toronto; a world-class country that is both beautiful and secure featuring spectacular scenery, a tropical climate, privacy and stunning beaches. The most prestigious area of Grand Cayman, Seven Mile Beach, is the #1 beach in the world according to U.S. News & World Report and the islands themselves were awarded "the easiest place in the world to work" by the Global Complexity Index in 2019.

Grand Cayman International Airport is serviced by direct flights from Toronto, Washington D.C., New York, Boston, Miami, Orlando, Houston, Dallas, Chicago, Atlanta, Minneapolis, Denver and also includes a fully equipped, first-class private airport. Additionally, the runway expansion, to be completed this year, will add additional non-stop flights from the Western part of US and Canada such as Vancouver, Seattle, San Francisco and Los Angeles.

With investors from all of the world, the Cayman Islands provide a very attractive real estate investment. There are no restrictions on foreign ownership of property in the Cayman Islands and no alien landholding licenses required. Additionally, the Cayman Islands operates the Torrens system of land registration in which the government is the keeper of the master record of all land and their owners.

The Cayman Islands offers a wide array of properties at a variety of price points. Beachfront residences range from US\$475,000 up to over US\$25 million along Seven Mile Beach. The Cayman real estate industry has been thriving for more than 10 years and is continuing to boom even during the global pandemic. New developments continue to thrive in Cayman with more than US\$1.7 billion worth of inventory currently in pre-construction or construction and over US\$850 million already pre-sold.

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RE/MAX
CAYMAN ISLANDS

RE/MAX LIVINGLAND REALTY

瑞麦慧捷地产



张美玲

作为一个单枪匹马从美国到中国来“看看”的女孩子，中国的一切，无疑是在我认知内完全不同也不懂的世界。上海作为我第二个落脚的城市，因为一些个人的原因，让我留在了这个城市。从2002年开始的2年内，我在看房子，到买房子的过程中，经历了各种不懂，无止境的问号，语言沟通问题，诚信问题，让我不断地摸索，不断地学习和成长，2003年加盟过21世纪不动产，在2007年，成立了自己的慧捷房地产经纪有限公司，致力服务予和我一样，在人生地不熟的他乡，找一个安置自己的窝。

在累积了多年的经验，终于在2018年，加入了自己熟悉的美国品牌Re/Max Realty，拥有多年的房地产实战经验沉淀，不论卖房子或是买房子，租赁房子或是办公室，瑞麦慧捷Livingland Realty能够满足那些希望在中国寻找、谈判或收购甚至投资房产的私人客户的需求。我们瑞麦慧捷的顾问将解释每个房产和区域的积极和消极方面。包括购买谈判，租赁谈判，并尽一切努力为客户谈判有利的条款。

Millie Chang

As a woman who came to China from the United States all by myself just to "have a look", everything in China is undoubtedly a completely different world in my knowledge. Shanghai is my second place to stay. For some personal reasons, I stayed in this city. In the two years since 2002, during the process of selecting houses and buying houses, I have experienced all kinds of incomprehensible, endless question marks, language communication problems, and integration problems, which allowed me to constantly explore, learn and grow. In 2003, I joined the 21st Century Real Estate. In 2007, I established my own Livingland Real Estate Agency Co., Ltd., dedicated to serving the customers who are similar to me: looking for a home to settle in a homeland where I am unfamiliar.

After accumulating many years of experiences, finally in 2018, I joined the American brand that I am most familiar with: Re/Max Realty. I have many years of real estate practical experiences. Whether selling a house or buying a house, renting a house or an office, Re/Max Livingland Realty can meet the needs of private clients who desire to find, negotiate, acquire or even invest in real estate in China. Our consultants at Re/Max Livingland Realty will explain the positive and negative aspects of each property and area, including purchase negotiations, lease negotiations, and make every effort to negotiate favorable terms for customers.



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RE/MAX SHANGHAI

瑞麦上海



茅海涛——商业办公地产领域从业16年，曾先后经历资深经纪人、商办地产项目总代理、公司负责人等工作。负责营销管理的商办项目连续2年获上海市年度商办项目销售额冠军，并且曾搭建百人规模的商办地产经纪、项目代理团队。为国内外中高端企业、商家、投资者提供办公与商业空间的优化、选址租赁、购置投资等全程顾问服务，通过专业的策略分析，帮助客户选取合适的商务空间，实现最优资产组合。

他说：从经纪人到开发商，再回到经纪领域创业，从前线到后台管理，再回到前线，虽然一直在围城世界中蜿蜒前行，但不同的角色看到的风景却也各有不同，对地产的认知也变得更加立体丰满。面对每一位选择我的客人，面对每一栋有生命的建筑，用心做好专业服务，做一个与众不同的经纪人。剩下的就交给时间吧！

Mao Haitao, who has been engaged in the field of commercial office real estate for 16 years, has successively worked as a senior broker, general agent of commercial real estate projects, and person in charge of the company, etc. The commercial-run projects under which he's responsible for marketing management have won Shanghai's annual commercial-run project sales champion for two consecutive years, and he has built a 100-person commercial real estate brokerage and project agency team. He provides full-process consulting services such as optimization of office and commercial space, site selection and leasing, purchase and investment for domestic and foreign mid-to-high-end enterprises, merchants, and investors. Through professional strategic analysis, he helps customers select suitable business spaces and achieve optimal asset portfolio.

"From broker to developer and back to brokerage, from front line to back office, back to front line, all the way winding through the besieged world, different roles that I played brought me different views, my perception of real estate has become more concrete and complete." He said. "Facing to each customer that chooses me as well as every living building, all that I have to do is provide my best and professional services to be, and be unique. Time will tell us the rest."



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游艇界的王者

—— 法拉帝集团

总部设在意大利弗利的法拉帝集团是世界豪华动力游艇和休闲船舶在设计 and 制造领域的领导者之一，产品长度在 8 米到 90 米之间，旗下拥有全球极负盛名、各具特色又优势互补的多个品牌：Ferretti Yachts、Riva、Pershing、Itama、Mochi Craft、CRN、Custom Line 和 Wally。

通过旗下八大品牌可以追溯到 170 多年的历史，集团继承了意大利乃至国际上最优秀的航海传统。集团 2019 年的员工人数超过 1500 人，其中在意大利工作的有 1400 多人，当年总收入达到 6.91 亿欧元，与 2018 年相比增长了 20%。

在首席执行官 Alberto Galassi 的领导下，法拉帝集团除欧洲以外，还通过美国子公司——法拉帝集团美国有限公司，管理北美地区的销售中心和经销商网络，专注于集团产品在北美市场的营销；在亚洲建立了位于香港的子公司——法拉帝集团亚太有限公司，以及位于上海的代表处及展厅。

在最新的三年计划（2019-2021）中，集团计划开发出 13 个 30 米以上的新项目，以及大型和超级游艇领域的 66 款新船型。

法拉帝集团的游艇品种繁多，包括飞桥、快艇、开放式、酷派式、龙虾艇、大型游艇和巨艇等，但相同之处在于它们都是结合创新美学和实用方案，并同众多享有国际声誉的建筑师和设计师紧密合作的产物：包括 Antonio Citterio 和 Patricia Viel、Filippo Salvetti、与 Alessandro Nazareth 共同创建 Valllicelli 设计工作室的 Andrea Valllicelli、与 Sergio Beretta 共同创建意大利设计工作室（Officina Italiana Design）的 Mauro Micheli、Zuccon 国际项目工作室创始人 Gianni Zuccon、Fulvio De Simoni 公司灵魂 Fulvio De Simoni、以及 Francesco Paszkowski 设计工作室、Nuvolari Lenard、Studio Sessa 和 Lebanov 设计工作室。

正因如此，法拉帝集团的游艇以高品质、安全性及杰出航海性能所著称，同时其独特的设计和永恒的魅力，令其在全球范围卓尔不群。

船厂

法拉帝集团在意大利共有六家船厂，总面积达到 24 万平方米，其中包括 99000 平方米的室内厂房。

- 弗利 (Forlì): 主要建造 45 尺到 75 尺的 Ferretti Yachts、Itama、Mochi Craft 和 Wally 游艇；
- 萨尔尼科 (Sarnico): 主要建造 27 尺到 66 尺的 Riva 游艇；
- 拉斯佩齐亚 (La Spezia): 主要建造 66 尺到 110 尺的 Riva 游艇；
- 卡特利卡 (Cattolica): 主要建造 75 尺到 96 尺的 Ferretti Yachts 游艇；
- 蒙多尔福 (Mondolfo): 主要建造 Pershing 和 Itama 游艇；
- 安科纳 (Ancona): 主要建造 CRN、Riva 超级游艇部、Pershing 品牌的钢铝材质超级游艇、以及 Custom Line 品牌全系列玻璃钢游艇。



安科纳超级游艇基地



蒙多尔福船厂

萨尔尼科船厂



法拉帝游艇 (Ferretti Yachts):

集团中具有历史意义的品牌，成立于 1968 年，生产 50 尺到 100 尺 (15-30 米) 的玻璃钢飞桥式游艇，以上层开放式甲板和室内外两套操控台为主要特征。船厂设在弗利和卡特利卡总部，后者于 2001 年投产。



丽娃 (Riva):

1842 年创立，2000 年加入法拉帝集团，是全球最著名的豪华玻璃钢游艇制造商之一，生产 27 尺到 110 尺 (9-34 米) 的开放式、飞桥式和酷派式游艇。2014 年，丽娃增设了 50 米到 100 米长的钢铝材质全定制游艇系列，称为丽娃超级游艇部。21 米以下的丽娃游艇在伊塞奥湖 (Lake Iseo) 畔的萨尔尼科老船厂建造。更大的型号则在拉斯佩齐亚船厂建造。全定制系列在安科纳船厂建造。

博星 (Pershing) :

1985年创立, 1998年加入法拉帝集团, 是全球开放式和酷派式高性能玻璃钢游艇的顶尖品牌之一, 生产50尺到140尺(15-43米)的高速艇。基地位于非常现代化的蒙多尔福船厂。新旗舰Pershing 140在安科纳超级游艇基地建造。



意达马 (Itama) :

1969年创立, 是意大利造船业的历史性品牌, 世界最著名的玻璃钢开放式游艇品牌之一, 船长45尺到75尺(14-24米), 以露天驾驶台和经典船体造型为独特标志, 航速可达34-50节。意达马游艇在弗利和蒙多尔福船厂建造。



Mochi Craft:

2001年加入法拉帝集团, 自2003年起设计和生产13-23米的玻璃钢豪华游艇——海豚滑航系列拥有4款龙虾艇, 融合了新英格兰传统捕龙虾渔船的外形与现代的意式设计及布局。Mochi Craft龙虾艇在弗利船厂建造。



CRN:

1963年成立, 全名为Costruzioni e Riparazioni Navali S.r.l., 1999年加入法拉帝集团, 主要生产45-90米的全定制钢铝材质排水型巨艇。全部产品在安科纳超级游艇基地建造。



定制法拉帝 (Custom Line) :

成立于1996年, 产品分为两个截然不同的玻璃钢游艇系列: 30-38米的滑航系列(106'和120')、以及天梭半排水系列: 30、33、37和42, 后者适合更远程的航行。定制法拉帝的全系列游艇在安科纳超级游艇基地建造。

沃利 (Wally) :

由Luca Bassani创建于1994年, 2019年成为法拉帝集团旗下品牌。沃利为休闲游艇业带来了豪华游艇的全新概念和设计, 从帆船开始, 然后拓展到动力艇。今日, 沃利共有三条独树一帜的产品线: 帆船、动力艇和排水型游艇。



法拉帝公务舰艇部 (FSD)

法拉帝公务舰艇部, 简称FSD, 是法拉帝集团于2016年2月组建的业务部门, 专为特定客户设计、开发和建造拥有最先进技术的船舶平台, 其主要参数和目标是为了满足客户完成安防、巡逻、国际或本土水域和海岸线的防卫等领域任务的需求。

凭借集团在意大利境内六家船厂的强大产能, 加上集团上乘的工程技术, 足以保证FSD公务舰艇部开发出适合广泛用途的各类专业船舶, 按船体可分为滑航型或排水型, 按材料可分为复合材料、不锈钢或铝合金。无与伦比的高品质专有技术将帮助机关客户出色完成搜救、巡逻和监控等多方面任务。

法拉帝 150 型:

战艇长16.2米, 重22吨, 两台800马力发动机可以将航速轻松推到45节以上。如升级到两台1200马力发动机则可以达到50节极速。该船最多可搭载3名船员和最多22名执勤人员。

法拉帝 195 型:

高速巡逻船, 该艇全长20米, 重36吨, 航程500多海里, 极速超过50节。该船配备的是两台1900马力发动机。

法拉帝 350 型:

长35米, 重125吨, 是在FSD最强悍的平台上开发的产品, 配备两台3700马力发动机, 极速超过45节, CODAG柴油/汽油混合动力版本更能突破55节。该船可以搭载20位执勤人员和4名船员。

世纪传奇

——丽娃品牌故事

一部当代传奇

丽娃游艇迷人风度的秘密隐藏在其始终如一、独具匠心的超凡造诣之中。

1842年，伊塞奥湖上，一场突如其来的风暴摧毁了捕鱼船队。所幸，一位年轻的造船师创造了奇迹，修复了大部分船只，赢得了当地居民的尊重和钦佩。

这位年轻人就是 Pietro Riva 先生，自此，丽娃游艇的传奇诞生了。在来到萨尔尼科小镇的那一刻，Pietro Riva 先生就成为了命运的主人。他在这里创办了自己的船厂并推出了第一批丽娃船艇，很快就以其典雅和个性脱颖而出。

丽娃迅速赢得了良好的声望，Pietro 先生的儿子 Ernesto 子承父业，带领船厂继续蓬勃发展，并引进了内燃机等先进技术。

此时，湖面上大型客货船的时代已经来临。



一战结束后，公司掌门人 Serafino Riva 先生将船厂的知名产品打造成真正的品牌，在游艇发展史上留下了浓墨重彩的一笔。产品从运输工具转向动力艇，当时该领域还处于发展初期。

上世纪 20 年代末 30 年代初，丽娃赛艇在国内外多项比赛中打破纪录，取得了无数胜绩。

上世纪 50 年代是 Carlo Riva 先生的时代，他的才华和激情使品牌成为游艇界最耀眼的新星之一，丽娃游艇成为同时代名流巨贾的梦想，占据了设计品位和生活方式的当红地位。意大利工业革命的十年间，以工程师头衔为荣的 Carlo Riva 牢牢抓住了主流精神——“速度神话”，打造出一系列设计独到的木质快艇。

1956 年，他开始与船舶设计建筑师 Giorgio Barilani 合作。

1962 年 11 月，一个奇迹诞生了：她就是 Aquarama。充满魔力的线条和不可抗拒的魅力使她一跃成为经典——丽娃品牌的象征，被称为最棒的“那艘船”，名副其实的“品牌中的品牌”。

1969 年，丽娃传奇历史中的又一座里程碑出现了：船厂开始建造玻璃钢游艇。首批两款游艇分别是日用快艇 Bahia Mar 20' 和客舱快艇 Sport Fisherman 25'。此后的 30 多年，丽娃陆续开发了更多款式的玻璃钢游艇，St. Tropez 和第一款大尺寸客舱快艇 Superamerica 便是个中翘楚。虽然玻璃钢游艇获得了成功，丽娃木质快艇的生产仍然持续到 1996 年。最后一艘 Aquarama Special 游艇就是在那一年出厂的，船体编号 784。

受到工会动荡氛围的困扰，Carlo Riva 于 1969 年 9 月将船厂卖给了美国 Whittaker 公司，但他仍保留了董事会主席和总经理的职务。1971 年 7 月他将这两个职务交由妹夫 Gino Gervasoni 担任，俩人从 1950 年便已是合作伙伴。

1989 年，丽娃公司被英国 Vickers 集团收购一年后，Gervasoni 离开了他工作 41 年的船厂，从此 Riva 家族的时代落下了帷幕。1991 年日内瓦船展上，丽娃 58' Bahamas 亮相，这是由 Mauro Micheli 设计的首款丽娃游艇。



今时今日

如今的丽娃

2000年5月，法拉帝集团收购了丽娃船厂，引领品牌重回国际游艇业的先锋地位，成为意大利豪华游艇的公认典范。这场美妙旅程源自集团工程部的专业知识和设计师Mauro Micheli的艺术敏感性。Mauro Micheli和Sergio Beretta联合创办了意大利设计工作室（Officina Italiana Design），独家设计所有的丽娃系列游艇。

同年Aquiriva下水，在它33英尺长的身躯内，包含着丽娃新一代产品的品牌DNA——独特、创新和鲜明风格，都集中在这款于工程、可靠性和性能表现方面都堪称革命性的产品中。

2012年，法拉帝集团宣布了新的大股东：中国山东重工集团（潍柴集团）。这是一家真正的工业巨头，是全球汽车、商用车和工程机械行业首屈一指的企业集团之一。潍柴的实力和战略愿景使丽娃实现了又一次飞跃，保障了品牌项目和资源的长期规划发展。

2014年，全新的丽娃超级游艇部建立，标志着品牌重返巨型游艇领域。受Carlo Riva先生的启发，丽娃向实现轻合金排水型超级游艇的梦想迈进。他的雄心和天才促使他开拓了新视野。在上世纪60-70年代，他打造了著名的Caravelle（快帆）和Atlantic（大西洋）系列超级游艇。从1970年至1978年，Marco Polo（马可波罗）系列推出了六艘20多米长的动力艇，此外船厂还建造了两艘分别长90英尺和100英尺的Vespucci（韦斯普奇）游艇。

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萨尔尼科的丽娃船厂：跨越时代的造船厂

1842年，在弗朗恰柯塔地区深处的萨尔尼科（邻近贝加莫），一家船厂创建于伊塞奥湖畔。时至今日，您来此地，仍能强烈感受到丽娃品牌的脉搏。这里是品牌故事的开始与延续之地——从过去的传奇木船到现在27至68英尺长的豪华游艇。

船厂的灵魂是Carlo Riva先生的办公室，被称为“舵手室（La Plancia）”，从风格到功能性设计都是Carlo Riva先生的心血结晶，从厂房向湖面延伸的悬空拱顶跨度40米，底下由两根立柱支撑，它们同时还支撑着两台能够起吊20吨船只的起重机。

从湖对岸就可以看到这一建筑杰作。这里连同整个船厂均被官方纳入环境资产保护范围。船厂占地面积约3.6万平米，其中建筑面积约1.7万平米，拥有10个泊位、两台旋臂起重机、4间喷漆房和一辆用于搬运船只成品和其他大型物件的50吨电动吊车。

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拉斯佩齐亚的丽娃船厂：未来已来

拉斯佩齐亚的生产基地是丽娃品牌重要的战略和工业枢纽。

该船厂于2004年投产，旨在扩大原有产品线，现已成为法拉帝集团在利古里亚和第勒尼安海流域的技术、后勤和销售中心。

船厂总占地面积逾6万平米，其中建筑面积1.3万平米，包括厂房、办公室和总长度约400米的码头岸线，配有300吨级的移动吊车。

以最先进的生产技术理念为基础，打造范围最广的游艇型号——从76英尺到110英尺——这里是法拉帝集团最大的游艇检测、下水和交付中心，集团旗下所有品牌的船东均可在此享受技术和码头服务。

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安科纳的丽娃船厂：丽娃超级游艇部之家

安科纳船厂占地面积近8万平米（其中建筑面积占三分之一），是欧洲最大的造船厂之一。丽娃超级游艇部的工程师和设计师团队在此扎根，与意大利设计工作室（Officina Italiana Design）的设计师Mauro Micheli及其同事紧密合作。

该船厂主要建造四款游艇平台，长度分别是50、60、70和90米。这就是丽娃50米游艇诞生的地方，她是钢铝合金打造的海上巨头，是先进科技和精致细节融合的杰作，处处彰显品牌精神。

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生活方式

丽娃游艇：从8米到50米的极致诱惑

丽娃是享誉全球的著名游艇品牌：当电影电视中出现一艘船艇的画面，无论是经典还是现代风格，都有很大的可能是一艘丽娃。

从8米长的Iseo（伊赛奥）到轻合金的巨型游艇，所有工艺细节都无可挑剔，这是一个多世纪以来的经验结晶，其辉煌的意大利工艺传统与尖端技术相得益彰。丽娃游艇是风尚的象征，精选上等的桃花心木，并提供各式色泽和纹理。

举例来说，丽娃世代传承的专业技艺还有木料的上漆和抛光。遵循Carlo Riva当年的原创方案，手工精心涂刷24层漆料，既保护木材免受海水侵蚀，也为木质表面留下了完美光泽。同样地，船上的每一颗十字螺钉都保持方向一致，螺帽则漆上与船身相同的颜色。

丽娃产品系列拥有各种尺寸和类型，其中玻璃钢打造的游艇从8米至34米不等，分为开放式、酷派式和飞桥式等不同款式。

此外，全新的丽娃超级游艇部在安科纳设有专属团队，负责设计、开发和建造50米至90米长的排水型巨型游艇。



CARLO RIVA（1922–2017）意大利航海先驱

1922年2月24日，Carlo Riva 出生于萨尔尼科（Sarnico），恰逢动力艇的黄金时期和运动快艇建造的初期。

1954年，Carlo Riva采用现代化生产模式建立丽娃新船厂。同时，他将船艇理念从交通工具转变为豪华的休闲生活方式，并以此创造了一系列具备独特外形和实质、兼优雅和细节关注于一身的艺术品。

Carlo Riva的现代意识和创新精神不仅体现在他建造的游艇中，更在于他全面的创业远见，认识到品牌形象和市场公关的重要性。

1957年，预见到船东们的需求，Carlo Riva 创建了丽娃船艇服务中心（Riva Boat Service），为船东们提供技术和销售支援。第一家服务中心便是位于萨尔尼科（Sarnico）著名的R.A.M.，两年后位于蒙特卡洛的摩纳哥船艇服务中心（Monaco Boat Service）成立，乃至以后在世界各地陆续设立的更多服务点。

Carlo Riva持续不断地投入对创新材料的研发。上世纪60年代，他将船体材料从船用胶合板改为玻璃纤维，这一技术新发现堪称休闲游艇建造史上的一座里程碑。

1972年离开船厂后，他投入到位于拉帕洛（Rapallo）的国际旅游港项目（Porto Turistico Internazionale）中。1975年7月25日，该项目完全拨归他所有和管理。

1988年，Carlo Riva被意大利游艇协会（UCINA）授予“航海先驱（Pioneer of Navigation）”的头衔。2005年摩纳哥阿尔贝亲王将“海之子（Personnalité de la Mer）”的荣誉称号颁发给Carlo Riva。

2017年4月10日以来，全球游艇界都因为这位风尚和优雅大师的离世而悲痛，他是一位伟人，他将家族姓氏化为一代传奇，将一个品牌升华为游艇的代名词。

以下游艇型号介绍，仅供参考和选择：

OPEN 开放式

ISEO（伊赛奥）为您量身打造的瑰宝

Iseo（伊赛奥）——这艘精巧的8米游艇，以丽娃传奇源起的湖泊命名，具有前所未有的现代感。她沿袭了丽娃的标志性风格，线条流畅，外观诱人，同时融入前沿科技。这场传统与创新的联姻无疑令人沉醉。这件精彩绝伦的作品蕴含非凡的多功能活力。无论是用于湖泊揽胜还是作为您超艇的附属接驳艇，Iseo都能从从容应对各种挑战。她也极易运输，令您随心所欲地享受她带来的极致舒适的陪伴。

AQUARIVA SUPER（超级出水丽娃）传奇航迹的杰作

Aquariva Super（超级出水丽娃）的诞生就是为了讲述一个传奇的故事，而她始终以迷人的风度完成这一使命。作为早先的明星游艇Aquarama（出水拉玛）的新世纪传承，Aquariva Super 延续了经典款的永恒魅力，并通过尖端科技注入了新鲜的当代风格。她温文尔雅，优雅的线条继续着诱惑的游戏，如同她的前辈曾经令影星碧姬·芭铎和索菲娅·罗兰如痴如醉。精致考究的配件和细节赋予她无与伦比的舒适与典雅，为您打造别具一格的巡航体验。

56' RIVALE（对手）卓越典范

集豪放与婉约于一身，56' Rivale（对手）是一款无与伦比的开放式游艇，别出心裁的设计充满活力与动感。作为意大利设计工作室（Officina Italiana Design）与法拉帝集团工程部通力合作的成果，她是丽娃立于游艇界巅峰的所有品质的升华。绝伦的艺术、精湛的工艺和顶尖的技术汇聚在一艘游艇上，令人叹为观止。无论是享受水上假期，还是通过一场难忘的巡游来品味丽娃传奇，她都是完美的选择。

RIVAMARE（丽娃魅迹）美梦成真

Rivamare（丽娃魅迹）是丽娃皇冠上的一颗明珠，与包括Aquariva Super 和 Aquarama 在内的品牌其它杰作并肩闪耀。凭借蜿蜒流畅的线条，这项工程和设计上的壮举融合了传奇、现代和纯粹的格调，一眼望去就充满诱惑与动感。Rivamare自豪地延续了Carlo Riva先生的梦想：建造无与伦比的漂亮船艇。

76' BAHAMAS（巴哈马）难以言表

Bahamas（巴哈马）这个名字一直是丽娃故事的一部分。它唤起了人们驾乘梦想之船探寻天堂岛屿的异国情怀。

76’ Bahamas 背后的灵感植根于打造第二款敞篷硬顶游艇的计划，完美融合了经典设计的魅力与创新技术的文化乐趣。

不出所料，这款快速、优雅、高科技兼性感的开放式运动艇受到了

众多船东的追捧。

88' FLORIDA（佛罗里达）酷派的豪情，开放的自由

完美永不止步。88’ Florida（佛罗里达）身体力行，重新书写了游艇艺术的规则，带来前所未有、激动人心的巡航体验。动感曲折的线条包孕着双重灵魂，从跑车领域汲取灵感全新打造的“敞篷硬顶”专利推动她扮演着酷派式和开放式游艇合二为一的角色。她的鲜明风格——源自设计师Mauro Micheli的丰富想象——同时结合先进的航海技术。充满丽娃印记的优雅、创意和气势满足您对力量和速度的追求——得汝如此，夫复何求？

SPORTFLY 运动飞桥式

66' RIBELLE（逆浪）高科技的诱惑

66’ Ribelle（逆浪），从名字就昭示着她打破常规、特立独行的精神，但这只是一个开始。这艘宏伟的游艇成就非凡，完美融合了标新立异的风格与愉悦舒适的巡航体验。66’ Ribelle 产自萨尔尼科船厂，以卓尔不群的风格彰显了丽娃精神，科技和美感兼备。

FLYBRIDGES 飞桥式

90' ARGO（南船座）以传奇之名

90’ Argo（南船座）是新一代丽娃飞桥艇的独特典范。一个唤起传奇的名字，凭借未来主义的设计和一系列高科技解决方案，90’ Argo 极具吸引力的美感使其在全球游艇界成为一颗不可撼动的新星。流畅动感的线条瞬间吸引人们的眼球，前瞻性的设计理念缔造了她随性有力的轮廓。丽娃出类拔萃的宽敞空间与最富盛名的意大利室内设计相得益彰，共同构筑优雅舒适的奢华成就。

100' CORSARO（海盗）完美的冒险

Corsaro——海盗船——不仅是一个名字，更是一个承诺。这艘游艇带着她斗志昂扬、无法抑制的灵魂劈风斩浪，次次皆然。她的壮观尺寸与动感设计和谐地融为一体，拥有流畅动态的线条。承续其他传奇游艇的楷模故事，100’ Corsaro（海盗）开拓进取，将舒适与性能、技术与设计、安全与格调融为一体。意大利设计大师们倾情贡献的独创内饰更是杰作中的杰作。

110' DOLCEVITA（甜蜜生活）定义时代的飞桥

作为一件瑰丽的艺术品，110’ Dolcevita（甜蜜生活）如同现代史中那段最神奇的同名年代般耀眼，成为丽娃玻璃钢舰队的旗舰，也是品牌全新飞桥系列的杰作。这艘无与伦比的飞桥艇是意大利设计工作室（Officina Italiana Design）与法拉帝集团工程部合作的成果。无论在何种意义上她都是一个伟大的创造——凭借惊艳的视觉冲击、无穷的美感、舒适和高科技的融合，以及她所赋予的精彩巡航体验。

OUR STORY – DISCOVER THE LEGEND

A contemporary legend

The Riva story is all about the unique, inimitable savoir-faire that is the secret of its winning beauty and style today and has always been from the very beginning.

It was 1842, and on Lake Iseo, a sudden storm had devastated the fishing fleet. Yet a young shipwright was working wonders, restoring many of the vessels to full seagoing health and earning the local people's respect and admiration in the process.

And so the Riva legend was born and, with it, that of Pietro Riva, who took his destiny in his hands the moment he arrived in the little town of Sarnico. Here, he opened the yard where he would launch the first Riva creations, craft of outstanding personality and class even then.

Riva rapidly gained an excellent reputation, and the yard continued to flourish under Pietro's son Ernesto, who introduced boats powered by internal combustion engine.

The era of the large passenger and cargo boats on the lake had arrived.

After World War I, it was Serafino Riva who gave the firm its definitive stamp, transforming the yard's prestigious products into a genuine brand that would make yachting history. Production shifted from transport vessels to motorboats, still an embryonic market in those days.

In the late '20s and early '30s, Riva's racing yachts swept all before them, claiming countless wins and records in national and international competitions.

The '50s belonged to Carlo Riva, whose talent and passion turned the brand into one of the brightest stars in the nautical firmament, as Riva boats seduced the celebrities of the day and acquired the status of design and lifestyle icons. In this decade of Italian industrial revolution, L'Ingegnere, as Carlo Riva was known, tapped into the predominant ethos – the lionisation of speed – with a series of wood-based designs of unmistakable verve.

From 1956, he began to collaborate with designer and architect Giorgio Barilani.

And in November 1962, the legend was born: Aquarama. Her magical lines and irresistible allure made her an instant classic – the Riva icon, "the boat" par excellence, a brand within a brand.

Another historic milestone arrived in 1969, when the company began making vessels from fibreglass. Riva's first two composite models were the day cruiser Bahia Mar 20' and the cabin cruiser Sport Fisherman 25'; others would follow

over the next three decades, notably the St. Tropez and the Superamerica, the first cabin cruiser on a grand scale. Even as fibreglass gained ground, Riva continued to make wooden runabouts until 1996, when the final Aquarama Special, no. 784, was built.

Disillusioned by the climate of industrial unrest, Carlo Riva sold the yard to the US concern Whittaker in September 1969, although he stayed on as Chairman and General Manager, handing over the reins in July 1971 to his brother-in-law Gino Gervasoni, his partner since 1950.

In 1989, a year after the Riva company was fully bought out by the British group Vickers, Gervasoni's 41-year association with the yard came to an end, bringing down the curtain on the Riva family era. Then at the 1991 Genoa Boat Show, Riva unveiled the first yacht designed by Mauro Micheli – the 58' Bahamas.

THE PRESENT

Riva today

In May 2000, Riva became part of Ferretti Group, who restored it to where it is today, at the vanguard of world boating as a recognised icon of fine Italian yachting artistry. This felicitous journey is down to the know-how of the group Engineering department and the sensibility of designer Mauro Micheli, co-founder with Sergio Beretta of Officina Italiana Design, the studio that exclusively designs the whole Riva fleet.

That year also saw the launch of Aquariva, a 33-foot embodiment of the brand DNA that set the tone for the future output – a triumph of élan, innovation and exclusivity encapsulated in a product of revolutionary engineering, reliability and performance.

In 2012, Ferretti Group announced a new majority shareholder: Shandong Heavy Industry Group (Weichai Group) of China, a true industrial giant, one of the world's most important conglomerates in the automotive, commercial vehicles and construction machinery sectors. Weichai's strength and strategic vision have enabled Riva to make yet another leap forward, with a flow of projects and resources assured for the long term.

In 2014, the brand signalled its return to the megayacht sector, with the new Riva Superyachts division. The dream of creating Riva light-alloy displacement superyachts is very much inspired by Carlo Riva. His ambition and restless genius spurred him to reach for new horizons, with the celebrated Caravelle and Atlantic series megayachts in the '60s and '70s and, from 1970 to 1978, the six over-20-metre motor yachts in the Marco Polo series plus a 90- and a 100-foot Vespucci.

The Riva yard in Sarnico: the timeless atelier

The production yard in Sarnico (near Bergamo) opened in 1842 on Lake Iseo deep in the Franciacorta area and remains the heartbeat of the Riva story today. This is where it is all made and always has been – from the legendary wooden hulls of the past to the modern 27- to 68-foot yachts.

The yard centres on Carlo Riva's office. This was his personal brainchild, from the design to the functional amenities. Known as La Plancia (the bridge), the office stands in the middle of the work shed, its great 40-metre-wide arch borne on two pillars that also support a pair of bridge cranes, each capable of lifting craft weighing in at 20 tons.

This architectural masterpiece makes a fine sight, even from the far side of the lake. A listed building, it is officially protected along with the rest of the yard as an environmental heritage treasure. The shipyard spans 36,000 sqm, about 17,000 sqm of it indoors, and boasts 10 moorings, 2 jib cranes, 4 painting cabs and a 50-ton trolley for transporting the finished yachts to the jetty and for handling shells or bulky items.

The Riva yard in La Spezia: the future is now

The La Spezia production facility is a key strategic and industrial hub.

Built to extend Riva's range and production capacity, it became operational in 2004 and is now the group's technical, logistical and commercial centre of excellence for the Ligurian and Tyrrhenian seas.

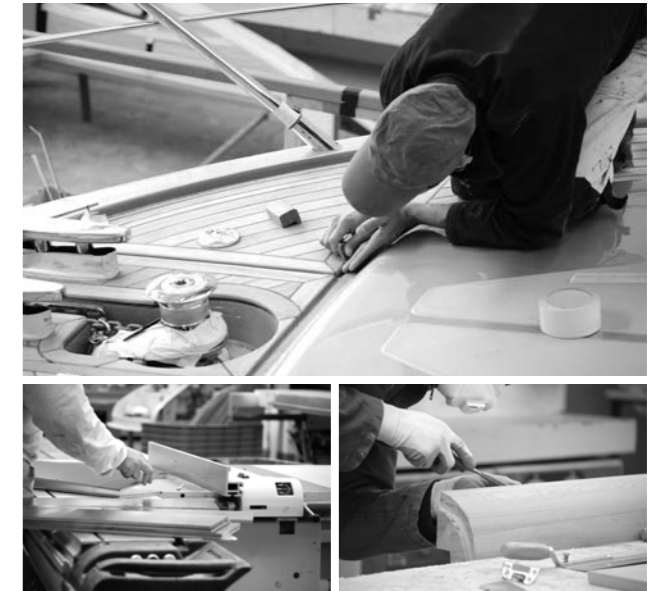
The entire site occupies an area of 60,000+ sqm, with 13,000 sqm of indoor facilities. These include industrial work sheds and office blocks as well as piers and jetties with a total length of around 400 metres, serviced by a 300-ton wheeled travel-lift.

Conceived to champion state-of-the-art production techniques and to build the largest models in the range – from 76- to 110-footers – it is home to the largest centre for testing, launching and delivering yachts in the whole of the Ferretti Group. Owners of yachts by all the group brands can enjoy customer-care and marina services here.

The Riva yard in Ancona: the home of the new Riva Superyachts division

Spanning almost 80,000 sqm (nearly a third of it indoors), the Ancona yard is one of the largest shipbuilding facilities anywhere in Europe. It's home to the engineering and design team from the Riva Superyachts division, who work closely with designer Mauro Micheli and his colleagues at Officina Italiana Design.

The yard produces four naval platforms, of 50, 60, 70 and 90 metres in length. This is where we build the Riva 50m, a steel and aluminium giant of the seas, a masterpiece of advanced technology and attention to detail suffused with the spirit of the brand.



LIFESTYLE

The Riva boats: from 27 to 164 feet of seductive appeal

Riva is the best-known nautical brand in the world: when there's a boat in a film or TV advert, it's sure to be a Riva, whether in classic or contemporary guise.

All the craft, from the 27-foot Iseo up to the light-alloy megayachts, are marvels of unmistakable detail, the fruit of well over a century of experience, where glorious Italian craft tradition meets cutting-edge technology. And they are also icons of style, with a judicious use of the finest woods from mahogany to streaked in an endless variety of colours and grains.

For a sublime example of this production expertise, take the painting and varnishing of the woodwork. This still follows Carlo Riva's original method, involving 24 coats lovingly applied by hand to protect the wood from salt-water ruin and leave it with a perfect shiny finish. Likewise, the screws are still all precisely positioned in the same direction, heads painted to match the colour of the hull.

The Riva range vaunts a comprehensive array of sizes and types, with fibreglass yachts from 8 to 50 metres, including open, sportfly and flybridge models.

With a dedicated team at the Superyacht Yard in Ancona, the new Riva Superyachts division designs, develops and builds displacement megayachts from 50 up to 90 metres in length.

CARLO RIVA (1922–2017): THE PIONEER OF THE ITALIAN BOATING INDUSTRY

Carlo Riva was born in Sarnico on 24th February 1922, during the golden period of motorboating and the start of the production of the first speedboats.

In 1954, Carlo Riva opened the new Riva shipyard that adopted a modern productive approach. At the same time he transformed the notion of the boat from a working vessel and means of transport into an object of luxury and pleasure. In so doing, he created a product that was unique in its form and substance, elegance and attention to detail.

Carlo Riva's modern and innovative spirit is reflected not only in the boats he produced, but also in his panoramic entrepreneurial vision that recognised the importance of brand image and marketing communications.

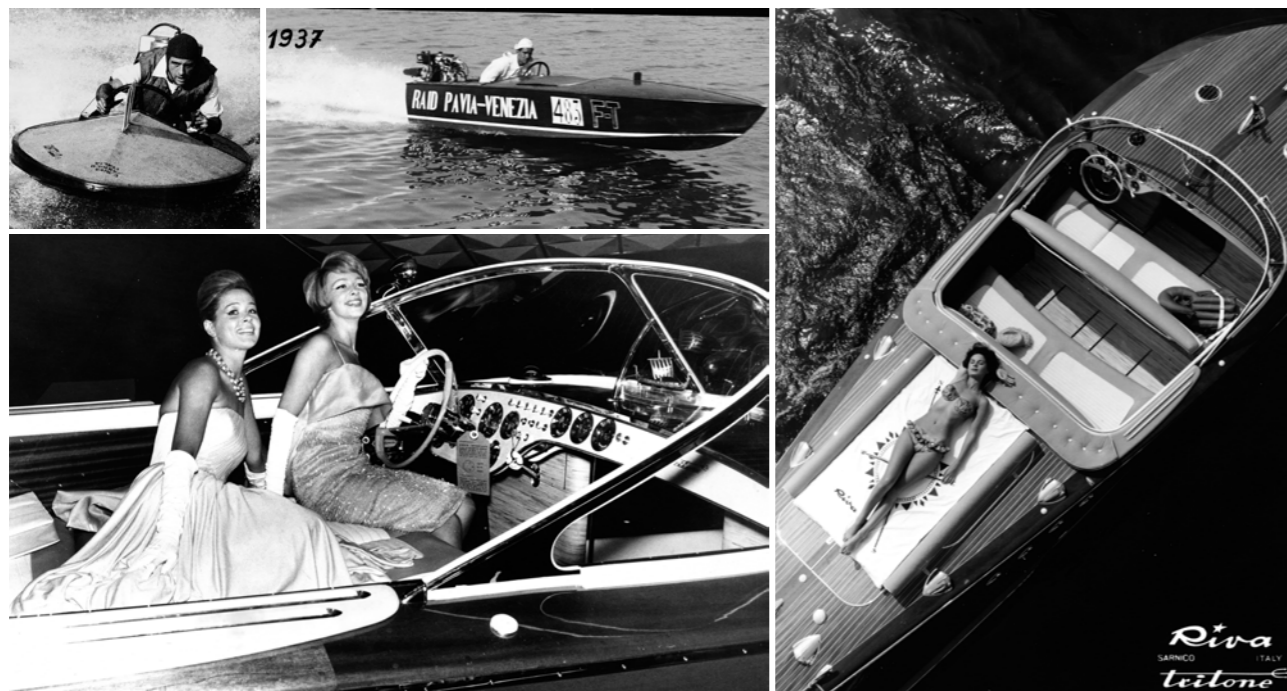
Anticipating the needs of owners, in 1957 Carlo Riva founded the Riva Boat Service to provide technical and sales assistance. The first service centre was the historic R.A.M. in Sarnico, followed two years later by the Monaco Boat Service in Monte Carlo and others around the world.

Carlo Riva invested in innovative material research by switching from marine plywood, a technological discovery that changed the history of the construction of pleasure yachts, to fibreglass in the 1960s.

Having left the shipyard in 1972, he devoted himself to the Porto Turistico Internazionale in Rapallo, which was dedicated to him on 25 July 1975.

Carlo Riva was nominated "Pioneer of Navigation" by UCINA in 1988 and "Personnalité de la Mer" by Albert of Monaco in 2005.

Since April 10th the entire world of yachting is grieving over the loss of Carlo Riva, a master of style and elegance. An extraordinary man who turned his family name into a legend and a brand into a synonym of yachting itself.



OPEN

ISEO

A gem tailor-made for your every need

Iseo. The origin of the Riva legend echoes in her name, but this sophisticated 27-foot runabout is more modern and contemporary than ever. For while her lines and her design are as smooth and seductive as always, in emblematic Riva style, Iseo can also boast some of the very latest technology. The result is a marriage of tradition and innovation that cannot fail to beguile all who experience her. The defining virtue of this marvellous creation is her remarkable versatility. Whether as your vessel of choice for excursions on the lake or the exclusive tender for your yacht, Iseo rises magnificently to any challenge. And she is so easy to transport, so you can enjoy her wherever and however you please – in great company and total comfort.

AQUARIVA SUPER

A masterpiece with legend in her wake

Aquariva Super was created to take up the story of a legend, and she has always fulfilled that mission in style. Anointed heir to the iconic Aquarama, she retains all her forebear's timeless allure, adding a fresh contemporary twist with her cutting-edge high-tech accoutrements. Her suave, elegant lines continue the game of seduction that once bewitched divas like Brigitte Bardot and Sophia Loren. The exquisite fittings and details confer an unrivalled degree of comfort with uncompromising elegance, for a cruising experience of sublime originality.

56' RIVALE

The encapsulation of excellence

Alluring and potent, 56' Rivale is an unrivalled open cruiser of consummate verve and sporty panache, courtesy of some unique and ingenious design features. A fruit of the partnership between Officina Italiana Design and the Ferretti Group Engineering department, she is a fabulous distillation of all the qualities that have put Riva at the pinnacle of the yachting world. Peerless artistry, masterly craftsmanship and state-of-the-art technology come together in a yacht that immediately bowls over all comers. She is perfect for holidays on the waves and for savouring the Riva legend on unforgettable day cruises.

RIVAMARE

The dream lives on

Rivamare is a jewel in the Riva crown that shines alongside other yachting masterworks in the brand's oeuvre, like Aquariva Super and Aquarama. With her sinuous, flowing lines, this feat of engineering and style is a fusion of legend, modernity and sheer class – a seductive, sporty motor boat that charms from the very first glance. Rivamare proudly perpetuates Carlo Riva's dream: to build boats of peerless beauty.

76' BAHAMAS

Simply Indescribable

The name Bahamas has long been part of the Riva story. It evokes the exotic glamour of paradise islands to explore aboard the boat of your dreams. This was the inspiration behind the 76' Bahamas – the second-ever convertible yacht, a remarkable motor boat combining the allure of timeless style with the cultured pleasures of innovative technology. No surprise, then, that this fast, elegant, super-high-tech, sexy open sportfly is the object of so many owners' desire.

88' FLORIDA

The exhilaration of a coupé, the freedom of an open cruiser

Even perfection can evolve. 88' Florida proves the point, as she rewrites the rulebook of the art of yachting once more, for a cruising experience that excites like never before. Her racy, sinuous lines embrace a twin spirit, as her coupé and open-cruiser personas change places courtesy of the exclusive patented Convertible Top system borrowed from the world of fast cars. Her unmistakable style – the fruit of designer Mauro Micheli's fertile imagination – combines to perfection with state-of-the-art nautical technology. Elegance, innovation and élan meet power and speed, all with the distinctive Riva hallmark – what more could you want in a yacht?

SPORTFLY

66' RIBELLE

High-tech temptation

66' Ribelle's bold, maverick spirit is clear from her name, but that's just the start. There is nothing ordinary about this magnificent boat that combines exclusive style with the pleasure and comfort of an array of ingenious on-board features. The flagship open cruiser from the Sarnico yard, 66' Ribelle embodies the Riva spirit in her own inimitable style, with an exhilarating blend of technology and beauty.

FLYBRIDGES

90' ARGO

In the name of the legend

90' Argo is a unique example of the new generation of Riva flybridges. With a futuristic design, a name that evokes the stuff of legend, and a supreme array of high-tech on-board solutions, this creation of magnetic beauty is an uneclipsable star in the global yachting firmament. The instantly recognisable, forward-looking design defined by fluent, sporty lines lends her a free-flowing, potent profile that captures the eye to compelling effect. And in a sumptuous triumph of elegance and comfort, the generous spaces complement the unmistakable Riva style with contributions from the most prestigious names of Italian interior design.

100' CORSARO

An adventure in perfection

Corsaro – the corsair – is much more than just a name. It's a promise that this yacht, with her pugnacious, irrepressible soul, will keep every time she rides the waves. Her majestic proportions combine harmoniously with her sporty design, with fluid, arrow-like lines. Taking up where other legendary yachts have left off, 100' Corsaro forges ahead in the wake of her illustrious forebears, with a bewitching fusion of comfort and performance, technology and design, safety and style. The interior is a masterpiece within a masterpiece, set off in particular by the signature touch of the masters of Italian design.

110' DOLCEVITA

The era-defining flybridge

Majestic like the work of art she is, as scintillating as the most magical epoch in modern history, 110' Dolcevita is Riva's new fibreglass flagship, the latest masterpiece to grace the revamped flybridge fleet. The fruit of a collaboration between Officina Italiana Design and the Ferretti Group Engineering department, this nautical marvel is a flybridge of boundless beauty. She is a great creation in every sense – for her breathtaking visual impact, for her peerless blend of aesthetics, amenity and high technology, and for the elite cruising experience she bestows.



FUTURE X 未来战机

60-70 英尺级别的 X 世代新星——博星 7X 在 2020 杜塞尔多夫游艇展上全球首秀。

几乎所有人都在热议新款的博星 7X，她已成功俘获几乎所有参加 2020 杜塞尔多夫游艇展（1 月 18 日 -26 日）的业内专家与普通观众的目光。这款 X 世代的新星正泰然自若地提升观众们的肾上腺素，抬高了航行体验的惊喜标准。得益于从未止步的创新浪潮，博星从未间断地为满怀激情的船东们建造着艺术级的游艇精品，她们将设计、舒适与性能完美结合，而这正是博星最典型的品牌特征。

该艇得以诞生来源于 Fulvio De Simoni 设计工作室、工程师 Piero Ferrari 领衔的法拉帝集团产品战略委员会、以及集团工程部之间的通力合作。这款新型号拓展了品牌现有的产品线，为 20 米以上级别细分市场贡献了一款充满竞争力的产品。无论从风格、功能还是性能方面考虑，她都代表着一次真正的进化。

除采用顶级结构材料碳纤维以加强流线型设计之外，该艇还应用了其他丰富多样的制造方案。其流畅动感的外观设计为典型的博星风格增添了丰富的美学创新，船体和上层建筑也采用了全新的涂色方案。而令人着迷的室内设计则通过创新的风格特征以及最佳空间利用来表达。在储藏空间得以增加的同时，该艇在航行性能与高科技特性方面丝毫不见妥协。在保证绝对舒适与安全性的前提下，博星 7X 极速可达 50 节（初始数据），这是 X 世代开启动感假期的最佳保证。

博星 7X 配备了两台 MAN V12 柴油发动机，每台额定功率可达 1800 马力，配以带表面螺旋桨的 Top System P85X 表面驱动传动装置。该艇性能在同级别游艇中遥遥领先：极速可达 50 节，巡航速度 42 节，最远航程可达 300 海里。



- 1. 发动机**
2 x MAN V12 1800 转速达到 2300 rpm 时
额定功率为 1800 马力 / 1323 千瓦
满载排水量 42 吨
限载人数 16
认证等级 (指令 2013/53/EU) A
证书类型 B + F + A
- 2. 速度 (节)**
最大速度 50
巡航速度 42
- 3. 续航里程 (海里)**
最大速度时 260
巡航速度时 300
- 4. 主要尺寸**
LOA= 总长 21.11 米
LH= 船体长 20.27 米
LWL = 水线长 16.13 米
船宽 5.35 米
满载吃水深度 1.52 米
空载排水量 (即船重) 35 吨
- 5. 技术数据**
船体: 扭曲船体, 带防溅条, 船艏底部倾斜度 17°
H= 从龙骨计算的整体高度 7.07 米
P= 护栏 + 船艏平台 0.84 米
油箱容量: 3600 升
水箱容量: 800 升
- 6. 性能参数**
性能数据根据以下条件评估测得:
游艇在标准配置下, 1/3 载重排水量为 37.1 吨时, 船体干净, 气温 25° C, 天气晴好, 船载 8 人的情况下, 则游艇每过 1.5 吨时, 游艇最大航速降低 1 节。

Pershing 7X, the new star of Generation X in the 60-to-70-foot range, made its world premiere at Boot Düsseldorf 2020

Everyone raved about the new Pershing 7X as it captivated the interest of industry experts and members of the public who took part in Boot Düsseldorf 2020 from January 18 to 26. The new star of the Generation X range is poised to provide adrenaline rushes and raise the bar when it comes to the thrill of sailing. Thanks to its unstoppable wave of innovation, Pershing continues to produce state-of-the-art yachts for the delight of all those who are passionate about the unparalleled combination of design, comfort and performance that is so characteristic of the brand.

The result of collaboration between the design studio of Fulvio De Simoni, Ferretti Group's Product Strategy Committee, led by engineer Piero Ferrari, and the Group's Engineering Department. The new model expands the current range of the brand, entering the over 20-meters market segment with a competitive product that embodies a genuine evolution from a point of view of style and functionality as well as performance.

Carbon fiber, the primary construction material, was the inspiration for the design that focused on enhanced streamlining, also carried out using various constructive solutions. The design of the sleek, sporty exterior adds considerable aesthetic innovation to the quintessential Pershing style, and the hull and the superstructure are in a brand-new color. In the interior, the captivating design is expressed through innovative stylistic features and optimal use of all spaces. The areas and space available for storage have been increased without any compromises being made in either performance or the inclusion of high-technology features. Pershing 7X achieves a top speed of 50 knots (preliminary data) in absolute comfort and complete safety, a testament to the sporting vocation of Generation X.





舒适至极

作为品牌有史以来最大尺寸的飞桥艇，法拉帝 1000 以两种截然不同的内装风格重新定义了空间与艇内生活理念。

对于一艘游艇来说，极致舒适的衡量标准应该是：给创意灵感更大的发挥空间，给海上生活更新的自由拓展，载入更多的居家感受。

宏伟、全能，满足任何市场的需求，提供两种截然不同的内装风格。法拉帝 1000 以高雅而奢华的质感带来最佳的价值感，正如品牌理念——“宛若居家”（Just Like Home）所述：舒适、意式品质，以及永恒的设计与工艺。这款新艇的船体设计来自自由工程师 Piero Ferrari 领衔的法拉帝集团产品战略委员会与工程部的内部强强联手，外观设计出自著名设计师 Filippo Salvetti 之手，而焕然一新的室内设计则来自 Ideaeitalia 设计工作室。

法拉帝 1000 是品牌史上第一款百分百的宽体型号。该艇的外观设计承袭了近年来同系列其它型号的风格：轮廓动感，全景玻璃墙包围着两侧和船艏。优雅时髦的室内设计源自于法拉帝游艇 DNA 中的航海传统。法拉帝 1000 的设计理念中一大独特亮点便是由 Ideaeitalia 设计工作室带来的两种截然不同的室内风格：柔软、传统、对比精细的经典风格；以及色彩大胆，更具城市化与现代感的当代风格。法拉帝 1000 带来了革命性的船艏理念，打造出可以和超级游艇相媲美的 40 平方米起居区域。船艏是名副其实的海滩俱乐部，直接连通游泳平台和艇艏，组成一片开放的休闲区。船艏和大海紧密相连，为船东提供了尽情体验各种户外活动的可行性。船上的人员走向经过了彻底的翻新设计：艇艏处的两侧台阶可以前往飞桥，从艇艏处还能前往完全私密的船艏区域。

该游艇的空间布局和人体工程学设计堪称典范，宽敞的沙龙直接俯瞰大海，船东套间独树一帜。这款游艇的杰出特色之一是多用途厨房，可以满足最挑剔的船东。空间足有 10 平方米，配备齐全。带电动开启系统的墙面后方是吧台，可以与餐区相连。

亮点

船厂在法拉帝 1000 项目首次大量采用碳纤维，包括硬顶在内的全部上层建筑都使用了这种高科技材料。

船东可以在沙龙两侧选配可以开启的玻璃门。沙龙入口处的玻璃门消除了室内外的屏障，打造出海滨露台的视觉感受。

船东套间是出色工匠技艺的典范。船东可以舒心地享用配备齐全的“私人公寓”，与船体等宽的宽敞卫浴由大理石和木材装饰。

HIGHLIGHTS

Ferretti Yachts 1000 is the company's first vessel ever to feature substantial use of carbon: the entire superstructure, including the hard top, will be made of this material.

On request, the large floor-to-ceiling glazed windows in the lounge on the main deck can be made to open up on both sides. Along with the glass door at the entrance, they break down the visual barriers dividing the inside and outside, making it feel like a seafront terrace.

Owners can happily stay in the Master Suite with a full range of facilities, including a sizeable full-beam bathroom adorned with a perfect blend of marble and wood. It is a beautiful piece of exceptional workmanship.



定制法拉帝天梭 30，欢迎进入设计界的全新维度

备受期待的定制法拉帝天梭 30 是第一艘

由 Antonio Citterio Patricia Viel 工作室和 Filippo Salvetti 分别负责内外观设计的超级游艇。该艇采用了多项全新技术与设计风格，包括品牌前所未有的解决方案。

定制法拉帝的世界即将开启新篇章：品牌半排水系列新品天梭 30 (Navetta 30) 很快将出现在 2020-2021 年度的秋季船展上。通过将适航性、舒适性、安全性和定制化深入贯彻到设计全程，这款超级新艇奠定了天梭系列的未来。定制法拉帝成功地将这些令自己闻名于世的特点塑造成型，如果考虑到全新的外观风格与内装设计，新项目将更加绝无仅有。

长 28.43 米 (93 英尺)，宽 7.3 米 (24 英尺)，这款新艇是由工程师 Piero Ferrari 领导的法拉帝集团产品战略委员会与工程部共同开发的，同时她也是负责外观设计的建筑师 Filippo Salvetti 与负责内装设计的 Antonio Citterio Patricia Viel 设计工作室联手打造的第一艘定制法拉帝游艇。

“新项目天梭 30 将我们带入了设计界的全新维度，”法拉帝集团首席商务官 Stefano de Vivo 解释道，“介于新一代天梭所取得的巨大成功，我们希望每一款新艇都能呈现出旷世杰作般震撼人心的神韵。天梭 30 不仅能够做到这一点，在赋予船东和他的亲友们无与伦比的幸福感方面已然更上一层楼。”

该艇拥有完美平衡的经典外形轮廓，着重于横向线条的伸展延伸是该艇与众不同的设计特色之一，使通向各层甲板的垂直通道隐匿无踪。

除此之外，上层甲板的前沿首次被缩短到靠近主卧玻璃窗的位置，进而赋予该艇一个更具竞赛与运动气息的流线外形。不止于此，该艇另一处惊艳特色在于船体与上层建筑间的衔接方式，通过将船体与上层建筑的衔接处升高到上层甲板，创造出了两个清晰的独立部分。

建筑师 Filippo Salvetti 是这样表述的：“增添了新款天梭 30 之后，定制法拉帝的半排水系列得到了拓展更新，她将宽敞的空间与优雅迷人的设计融为一体，这种经典魅力将永不过时。她拥有堪比舰船级别的承载力，同时让无数的视觉魅力得到和谐平衡。船体与上层建筑间的完美平衡至关重要，此外，外部线条的横向拓展为这艘复杂的独特造物凭添一抹俏丽神韵。”

该艇在外观设计方面的醒目亮点还包括：开于船体与上层建筑上、高度超 2 米的超大落地窗，以及贯穿全艇的宽敞空间。该艇的户外空间装饰处理及家具摆设与室内风格保持一致，不仅可用于聚餐，还完美适用于休闲娱乐，让宾主在享受艇上生活的同时拥有绝佳的私密性。此外，该艇的内外区域衔接同样被重点照顾，室内空间被设计成尽可能向户外开放，以营造更加宽敞、毫无阻碍的全景视野，目光越过洋面，地平线尽收眼底。

该项目在许多重大方面开创新天地。首先我们从不可思议的空间说起：新艇的三层甲板空间之大在同级别游艇中绝无对手。100% 的等宽设计意味着宾主拥有和船体等宽的主甲板船东套房与沙龙区，以及位于下层甲板的 4 间贵宾舱与船员区。上层甲板拥有用餐区和

休憩区，以及位于船艏位置的驾驶舱。超乎想象的大面积阳光甲板同样也难逢对手，为该艇的卓越空间设计完美收尾。

除却外形与甲板布局之外，一个全新的船体被打造出来，承载上述这一切，以此为基，拓展向前。然而这个特殊船体被设计出来并非只为拥有超大空间而已，它同时还可提供顶级的性能与最小化的能耗。

该艇创新的室内设计风格出自 Citterio Viel 的手笔。从概念到配色，这家著名的工作室赋予传统海洋风以最新颖的质感。家具与窗户外框的经典弧形线条，以及柚木的使用，让该艇在海洋传统基础上呈现出现代化的外观。在“动感时髦”的碳纤维细节充满活力，再加上石英纤维与玻璃纤维混编而成的定制织物表面，以及精细的漆面与深蓝色条纹面料的补充之下，它的魅力愈加隽永。

“内部设计是和负责船体设计的工程师与设计师共同完成的，” Antonio Citterio Patricia Viel 设计工作室联合创始人 Patricia Viel 表示，“BIM 让我们完美掌控每一个独立空间，进而确保了照明、室内设计及船体形状完美无瑕地融为一体。”

这次的设计摒弃了以往更偏向住宅的外观风格，避免让游艇本身与艇内物件之间产生明显的割裂感。嵌入式家具经过特殊设计，采用真皮、实木或胶合板来打造，呈现出精致的工艺匠心。设计工作室提出了一种本艇专属的家具设计方案，它包含两种美学理念：其中“质感模式”更加清新年轻；另一种“木调模式”更加简约而经典，在这种模式下，木料是内装选材的绝对主角。

至于材料与表面处理，作为定制法拉帝品牌旗下尺寸最小的半排水型超级游艇，空间利用是天梭 30 在内装设计上的聚焦点，竭尽可能地充分利用可用的每一寸空间与每一处表面。

定制法拉帝天梭 30 是以低油耗与高性能实现远洋航行的理想之选，同级别游艇中无出其右。该艇标配版安装了两台 800 马力的 MAN 16 发动机，可提供 14 节极速，在 10 节的经济航速下可实现跨大西洋的 1000 海里航程（初始数据）。除此之外，该艇还提供另外两种动力配置选项：

- 两台 1000 马力 MAN V8 发动机，也是新项目第一艘艇的配置；
- 两台 1200 马力 MAN V8 发动机。

为了获得停泊状态下的最大舒适性，天梭 30 安装了减摇鳍。需要的话，还可以加装 Seakeeper 稳定系统。

舒适性与安全性是定制法拉帝品牌的首要关注。如其所示，该艇不但拥有 CE A 级认证，她的内外空间之大在传统游艇市场上前所未见。除此之外，该艇的舒适性还得益于先进的隔音解决方案，通过对艇内每一处噪音源进行专门的数据分析，品牌打造出一种特殊的悬浮地板，不但大幅隔绝了传输到起居空间内的机舱噪音，也明显减弱了乘员行走的脚步声。

归自未来

丽娃 88' Folgore (闪电)
以不可思议的方式结合了格调与创新，如同刚从未来之旅归来。让我们先来一窥其秘密和特点吧！

仿佛一艘高等级的宇宙飞船优雅地掠过水面，探灯照亮了前方的航路。不同于以往所见的任何舰船，她拥有超现代的设计、前卫科技、以及顶级的意大利手工艺。

第一艘丽娃 88' Folgore (闪电) 于 5 月底在拉斯佩齐亚船厂触水，已然跃为全球船东的首选豪艇。

和近些年来下水的所有丽娃杰作一样，88' Folgore 的诞生得益于 Officina Italiana Design (由著名设计师 Mauro Micheli 和 Sergio Beretta 共同创立的“意大利设计工作室”)、由著名工程师 Piero Ferrari 领衔的产品战略委员会以及法拉帝集团工程部三方的紧密合作。

全新的外观设计哲学，借鉴自汽车界的弧线与元素灵感，不失奢华与动感。

丽娃 88' Folgore 在材料使用上实现了传统和现代的完美平衡，诸如碳纤维等创新材料的使用与桃花心木嵌饰、不锈钢装饰等传统元素的呈现相得益彰。

兼顾美学与实用，新艇为船东提供了一个颠覆性的游艇设计理念：艇库门翻开之后有两档高度可调：既可以在海平面位置营造出一片 6 平方米的海滩俱乐部，也可以进而没入水中，为接驳艇的收放提供便利。艇库能够同时容纳一艘 Williams Sportjet 395 接驳艇和一台三人摩托艇。

此外，该艇的艇库面积达到了惊人的 22 平方米，设有超大沙发与餐桌，以及一个配有电动大理石台面的吧台。

外部设计的另一个有趣元素是上层建筑的玻璃硬顶，打开之后可以向前后倾斜，无论航行途中或是水面锚泊时，均可为室内带来源源不断的新鲜空气。

该艇的内部设计同样进行了翻天覆地的重构，使用蔷薇木为内饰主基调，并辅以大量不锈钢、大理石和玻璃等高档装饰材料。船东套间定为完全开放式的布局，呈现为起居区内饰风格的自然延伸，用不锈钢和玻璃将它和配套卫浴隔开，强调各功能区的空间感。此处特别要提的细节在于涂上高光漆的天花板，赋以玻璃质感，与波光粼粼的海面相映成趣。

除船东套间外，就寝区还包括位于船艏的贵宾舱，以及另外两间各自带有独立卫浴的大床客舱。厨房空间依旧保持独立，专用入口确保服务的私密性。

与厨房打通的船员区包括服务区、洗衣区和两间卧舱（每一间均配设上下铺和独立卫浴），可供 4 名船员休息。

丽娃 88' Folgore 配有两台 2638 马力的 MTU 16V 2000 M96L 发动机，极速可以达到 39 节，巡航速度 33 节。



HIGHLIGHTS

The Riva 88' Folgore strikes the perfect balance between past and present, combining the use of innovative materials like carbon with traditional stylistic elements such as mahogany inlays and steel decorations.

丽娃 88' Folgore 在材料使用上实现了传统和现代的完美平衡，诸如碳纤维等创新材料的使用与桃花心木嵌饰、不锈钢装饰等传统元素的呈现相得益彰。

The concept for the stern has been completely reworked with a garage door that swings open and can be positioned in two ways: parallel to the waterline to take advantage of a 6m² (20 ft²) beach club, or underwater for the launching and landing of the tender.

船艉的设计亮点在于艇库门，翻开之后有两档高度可调：既可以在海平面位置营造出一片 6 平方米的海滩俱乐部，也可以进而没入水中，为接驳艇的收放提供便利。

The style of the interiors has been extensively updated using luxurious materials – rosewood is predominant with the addition of mahogany, steel, marble, and glass. Different layouts for the Master Cabin available upon request.

该艇的内部设计使用大量珍贵饰材进行了翻天覆地的重构，蔷薇木作为主基调，并辅以桃花心木、不锈钢、大理石和玻璃等。船东套间共有三种布局可选。



丽娃的甜蜜心境

全新丽娃开放艇提供独特、难忘的沉浸式航海体验，开辟了风尚与设计的新时代。

这不是一艘普通的游艇，她是丽娃，更确切地说，她就是 Dolceriva (甜蜜丽娃)。她诗一般的魅力前所未见，传奇而又超现实，不愧为全球最知名游艇品牌的嫡系传人。

她以一系列史无前例的特色重新定义了所在的细分市场：包括由 Officina Italiana Design (意大利设计工作室) 打造的全新外观、为品牌现产的所有型号开创新的下一代风格理念、对船上空间的巧妙运用、以及向 177 年历史的老船厂致敬的丰富细节。

Dolceriva (甜蜜丽娃) 由 Officina Italiana Design (由 Mauro Micheli 和 Sergio Beretta 创立，并已由丽娃全系列产品执笔外观设计 25 年的意大利设计工作室)、法拉帝集团工程部以及产品战略委员会共同合作完成，全长 14.92 米 (48 英尺)，宽 4.26 米 (14 英尺)。

跑车灵感

这款新艇的原创外观来自丽娃标志性的优雅风格以及小型快艇的最新潮流，即从汽车行业汲取灵感并对奢华进行更运动感地诠释。船体窗户的设计出自意大利设计工作室的精心研究：黑色铅笔勾勒出游艇侧窗的线条，轻巧地上升至甲板。这一设计方案开创了独创的船体 - 甲板配套体系：船艉区域完全摆脱了防撞条，采用了带不锈钢框架的碳纤维出气口。一系列迷人的美学设计为这艘游艇更添魅力，比如采用球面水晶打造的反曲面挡风玻璃注定成为丽娃的全新标志。

船厂对品质和细节的关注度一如既往地无可匹敌：主甲板的船艉表面采用了如今已成为传奇符号的桃花心木甲板，并经过 20 道上下漆工序。

航海尚品

圆润的船艉向丽娃经典型号 Ariston 和 Tritone 致敬，同时也令人联想起豪华跑车的车尾，将汽车特色拓展到游艇上。舱盖在关闭时可用作长椅，开启时则露出内部的桃花心木台阶以及大型海上平台：利用船艉的斜面和海滩平台的位置，可以摆放两张经过特殊设计的人体工程学日光浴垫，提供独特时髦的海上体验。舱盖开启时，可以露出更多台阶，内部的两处储物空间还可以存放 Seabob 潜水器。

完美内饰

不锈钢和玻璃打造的舱盖通往一片宽敞、豪华的通透空间，配设带沙发的小餐区、厨房、带独立淋浴间的卫浴以及壁橱。右舷墙上安装了一台 43 英寸电视。宽敞的船东卧舱位于船艏，由一扇不锈钢玻璃移门与小餐区隔开，移门玻璃内的金属网在确保私密的同时允许光线的进入。船东卧舱配备了一张中央大床、两个步入式衣柜以及储物箱。

Dolceriva (甜蜜丽娃) 的所有内饰材料都完美遵循丽娃风格，第一艘游艇上采用了亮光漆的桃花心木、镜面、皮革、不锈钢以及哑光或亮面的烤漆木板。

一流性能

Dolceriva (甜蜜丽娃) 配备了 V 轴推进系统，可以选配两台 Volvo Penta D13 发动机，2400 转速下每台发动机可提供 1000 马力。该配置下，游艇极速可达 40 节，巡航速度 35 节。选配的摇杆系统包含岸泊模式，使得在狭窄水域操控游艇变得极为便捷，侧向靠泊亦是轻而易举。

科普篇：游艇都有哪些类型呢？

荷兰今年的当红电影《信条》中出现了不少游艇和帆船，那么就让我们为大家奉上一份简易版的「游艇百科」，方便一次性快速了解基础的游艇类型，感觉有用的话也欢迎分享给身边的朋友。

根据维基百科的定义，游艇指的是用于娱乐、巡航或比赛的帆或动力船，今天法拉帝和大家科普一下游艇中的几种典型种类。

No.1 兜风达人 —— 开放式游艇

开放式游艇好比敞篷车，指的是主甲板完全敞露的游艇，风和日丽时出海可以和大自然亲密接触，当然高配艇在静止状态下也可以打开软篷遮阳，大尺寸的底下还有一层宽敞的室内空间。

开放式游艇中比较知名的，如 Riva、Itama 等等。这类的船通常体积不会很大，有些还会作为接驳艇或者附属艇，藏在超级游艇的肚子里。开放式游艇中的 Riva 是其中的佼佼者，当年的 Riva Aquarama 因为经典的设计获得不少名人的青睐，被评为“世间最美船艇”。



No.2 运动大神 —— 运动型游艇

运动型分为两种，开放式游艇也属于其中的一种，另一种是酷派型，这类运动艇将主甲板包括驾驶舱和沙发在内的中间部分设计为室内空间，比如法拉帝集团旗下的 Pershing 就属于酷派型，以其独特设计、高性能及豪华内饰著称。



No.3 派对达人 —— 飞桥游艇

休闲一些的豪华游艇类型：飞桥游艇，一般有三层或四层甲板。飞桥 Flybridge，指的是游艇顶层的开放空间，也有把它称作游艇的露台，登上飞桥景色独好。在飞桥上也会有第二个露天驾驶台，方便船长驾驶时拥有足够开阔的视野。飞桥是不少豪华游艇的标配，是夏天举办海上派对的不二之所。



No.4 巡航专家 —— 龙虾艇

这个类型的游艇原型来自于美国新英格兰地区捕捞龙虾的渔船，船通常较宽，室内空间大，生活设施齐全是其最大的优势。比如 Mochi Craft 便是其中的佼佼者，2001 年被法拉帝收购后，推出了一个全新的 Dolphine 海豚系列，是一个具有现代气息的意式龙虾艇款式，而且 Dolphine 54' 的极速能够达到 32 节，可谓巡航艇中的“超级跑车”。



No.5 破冰先锋 —— 探险艇

探险艇是远洋游艇的终极武器，破冰界的扛把子，游艇中的瑞士军刀，大海上的贝尔格里尔斯，严酷的热带海域和南北极地终结者，是极限游艇玩家的最爱，上可停直升机，下可藏潜水艇。CRN 船厂之前曝光最新的 Alfa Rosso 项目，是由 Francesco Paszkowski 设计工作室设计的全新探险艇概念，有 45 米、50 米和 55 米三种长度可选，其中 45 米的款式总吨位达到 499 吨。Alfa Rosso 概念在排水型游艇中表达了人类与大自然亲密接触的最基本需求，是专为那些热爱远洋航行去探索遥远目的地的船主而设计的。



No.6 时尚达人 —— 帆船

帆船指的是依靠风为主要动力的船舶，而利用风的方式主要是靠装在桅杆上的帆。创立于 1993 年的 Wally（沃利）是全球代表性的复合材料顶级帆船及动力游艇制造商，其每艘帆船堪称艺术精品。世人无不惊叹 Wally 创始人 Luca Bassani 的船艇哲学和天赋。讲求速率、简洁、时尚是沃利理念的精髓，这使得沃利向着简洁外观流线型、速度快捷、超舒适度、易于操作的特点发展；每艘 Wally 帆船都能将简约前卫的设计、前沿科技以及新材料科学完美结合，不仅性能优越还安全可靠。



游艇圈还有其他一些船型，包括拥有多个船体的多体游艇，拥有相比单体船更宽敞的空间以及较高的稳定性；在船艏设有专业海钓座椅以及超高瞭望塔的钓鱼艇，等等。以上信息希望能对您有所帮助呢！

随法拉帝集团到大自然间度个假

当您尊享全新视野与无限自由时，记得要轻松洒脱。放松自我的最佳方式是与亲友在海天山水之间肆无忌惮地挥洒时光。最理想的选择自然是到海边度假，如果还能弄来一艘游艇那就更棒了：这个完美的方案将自由、安全和无可比拟的舒适度完美融合，让您在私密的巡航旅程中，轻松自如地去探索自然界的壮丽景色。

法拉帝集团在全球游艇界是个响当当的名字，在工程设计与创新方面，拥有业内首屈一指的技术储备。这一切都凸显在集团旗下拥有精湛工艺的八大品牌身上：Wally、Ferretti Yachts、Pershing、Itama、Riva、Mochi Craft、CRN 和 Custom Line。这些品牌的游艇可以满足您的任何需求，留下一段又一段的水上欢愉体验。

每一款型号都完美无瑕地将实用性 with 视觉之美融会贯通。得益于可满足任何需求的精妙设计，例如大空间舱室、直通大海的海滩俱乐部、宽敞明亮的室内沙龙、配有按摩浴缸的户外甲板、健身房、私人影院、以及可为您和亲友带来无尽乐趣与悠闲心境的接驳艇和水上玩具等，法拉帝集团的每一艘游艇都能带给您丰富而高品质的艇上生活。



博星 7X —— 带您领略伊比萨无敌景致的完美游艇

莹剔透的海水，温情浪漫的日落，人间天堂般的海滩……伊比萨岛不但以活力四射的夏日夜场著称，如您有幸驾乘一艘博星 7X 出行，会发现这里还是个适合家庭度假的绝佳去处。作为品牌“X 世代”的最新成员，博星 7X 堪称轻快与性能的杰出代表，设计师与工程师们倾尽所能，赋予她独一无二的风格与品质。她长 21 米（约 69 英尺），宽 5.35 米（约 17 英尺），将最新的博星科技与品牌御用设计师 Fulvio De Simoni 笔下的流线型动感外观完美结合，是您探索白岛壮丽海湾，以及前往“博星露台”（Pershing Yacht Terrace）的最佳方式。“博星露台”位于五星级度假村 7Pines 的核心地带，是造型以博星游艇侧翼为灵感的独特酒吧，您可以在这里放飞心绪，一边品尝美味的鸡尾酒，一边欣赏埃斯韦德拉岛的迷人景致。

丽娃 90' ARGO —— 与传奇一起融入克罗地亚克瓦内尔海湾的无限风光

无论您锚泊海上还是驶向岸边，都会发现克瓦内尔湾是您在地中海见过的最风景如画之所在。探索克罗地亚这片热门水域，丽娃 90' Argo（南船座）将是您的理想之选，这艘得名自神话的飞桥艇早已凭借其圆滑的创新设计闻名航海圈，她拥有巨大的船体舷窗与 360 度全景的上层建筑落地门窗，为您确保安全与自由，让您饱览克罗地亚蓝海翠岸间的动人景色。这是艇与自然融为一体的绝妙方式。与此同时，该艇主甲板艉部的艇库内还可存放一个 Williams Sportjet 395 接驳艇和一台水上玩具，任您随兴探索那些神秘的岛屿。如果您想上岸后继续浸淫在经典的丽娃情调中享受美酒佳肴，那就驾艇前往奥帕提亚吧！这个度假胜地从未让全球旅游精英们失望，最令人惊喜的是，位于 Ikador 豪华精选水疗酒店内的丽娃会所与包厢将这家萨尔尼科船厂的纯正精髓完整地封装其中。会所的内部设计重现了风靡上世纪 50 年代的“甜蜜生活风”，再加上不锈钢包边与上漆桃花心木等大量细节装饰，让您的脑海里瞬间闪过那个歌舞升平的黄金年代。



法拉帝 720 —— “携家同游”波托菲诺海岸的舒适与幸福

坐落于海豚湾及其同名海岬间的波托菲诺小镇，历来都备受全球知名人士的青睐。不来的理由千万种，想来的理由不约而同：欣赏那些令人心醉的美景。对于那些既想跻身上流社会，又想品味宁静海湾的人而言，这是理想的目的地，因为您只有乘船才能抵达这里，而法拉帝 720 便是最佳座驾之一。登上该艇让您感觉如同回到家中。得益于工作团队在设计、装饰与细节上所倾注的心血，这款与众不同的飞桥艇为我们提供了前所未有的品质、舒适与幸福感。在实用性与风格塑造方面，法拉帝 720 拥有同级别游艇中罕见的诸多创新，为一种全新的生活理念奠定了基础，那就是：乘风破浪，感受幸福。

定制法拉帝 120' —— 搭乘定制奇迹，畅游直达加勒比

如果您是一位远航爱好者，不妨试试搭乘定制法拉帝 120'，从地中海起航，一路驶向晶莹剔透的加勒比。得益于在任何海况下均可提供一流可靠性与安全性的高品质，这款远洋别墅可以为您带来无可匹敌的舒适海上生活。定制法拉帝 120' 是品牌首款由 Francesco Paszkowski 设计工作室执笔的滑航型超级游艇。从艉阱通向沙龙的玻璃门充满创意：这个呈 45 度角向船艏倾斜的定制玻璃门不仅可以分两扇向左右滑动开启，而且还可以向上仰起遁入天花板。这个天才般的解决方案意味着艉阱区可与室内沙龙打通成一个面积达 80 平方米（约 861 平方英尺）的连贯空间，仅以隔帘和柚木镶板作为区分。除拥有面积超大的船体舷窗之外，该艇的上层建筑落地窗还营造出与海无缝连接的通透感。室外区域中，舒适的飞桥与动感的硬顶在阳光甲板上相互映衬，全景视野与私密性也在此相辅相成。飞桥甲板艉部区域同样备受欢迎，这里配备了按摩浴缸和可移动家具，一面折叠软篷可为该区域遮荫避暑。不使用时，软篷可以折叠收入配有天窗的硬顶内。声学舒适度方面同样受到了极大关注：定制法拉帝 120' 采用了浮动地板设计，并且在室内舱壁及吊顶内填充了辅助隔音材料，以追求最佳隔音效果。



沃利 48WALLYTENDER —— 当完美优雅邂逅翡翠海岸与马达莱纳群岛的自然奇观

水波斑斓的海面映衬着纯净无瑕的自然之美，神级景观外加绝佳的区位优势让撒丁岛翡翠海岸与马达莱纳群岛成为最受沃利船东们欢迎的目的地之一。如果您准备从切沃港出发，一路遍访卡雷拉、贝德利和斯巴吉等热门地点，还有什么比驾乘 48wallytender（沃利接驳艇）更好的方式呢？这艘 14.5 米长的游艇不但拥有沃尔沃 IPS 650 发动机带来的 960 马力澎湃动力，她的一切内部设计均以照顾休闲巡航为首要，例如该艇外部区域拥有舒适的座位区、巨大的日光浴垫，以及设施齐全的户外厨房和餐区。在当下的游艇市场，您绝对找不到与 48wallytender 相类似的同型竞品。作为标配，该艇船艏两侧舷窗可以外翻，当您停艇锚定之后，可以以此扩大活动空间。当您在海上潇洒一日后，泊于 Phi 海滩享受日落美景是个令人愉悦的安排，这里是地中海最酷的露天酒吧之一，您可以一边品尝大师手调鸡尾酒，一边欣赏壮观绝美的地中海落日。



船东专访 —— 我爱博星！

MR. DAVID BOULTER

美国一家大型建筑公司副总裁 David Boulter 和我们聊起了他的博星 62。实际上，他和妻子 Kerry 都是游艇爱好者。此外，Kerry 还是一位很有天赋的女骑手。David 在 10 年前搬到了美国加州，而今则住在佛罗里达州劳德代尔堡一处离海滩很近的地方，当然这也意味着十分靠近他的梦想游艇。

《领袖》：您加入法拉帝集团大家庭多久了？是哪一件产品把您带进来的？

D.B: 大约两年前，我有幸成为了一艘博星 62 的船东。但实际上我喜爱这个集团的产品已经很多年了。我本质上是个工程师，但对时尚设计情有独钟。我喜欢任何设计美妙、品质与性能卓越的东西。它们是工程与艺术的激情碰撞。

《领袖》：博星游艇的什么特性最吸引您？

D.B: 意大利风尚、顶级的材料和伟大的设计……这是一套无懈可击的组合。另外，我们都生活在同一个世界里，“是时候放松一下了”是这个世界上最大的奢侈，所以能够快速而舒适地从 A 处到 B 处极其重要。作为生活在佛罗里达州的英国家庭，我们喜欢户外活动（这也是我们来此的原因！），所以当博星的船艏门窗通入地下后可将主沙龙和艏阱区域连成一片是个巨大的吸引力。

《领袖》：您最喜欢法拉帝集团哪一点？您为什么会推荐它？

D.B: 客户服务、响应力和作为船东的整体体验，在整个行业内是首屈一指的。和法拉帝集团做生意不仅仅是买件产品那么简单，它关乎整体体验，只要客户愿意，您既可充分参与，也可当个轻松的甩手掌柜。对我而言，我喜欢自己驾驶游艇，所以我总是渴望学到更多。也就是说，关键在于法拉帝集团工作人员的素质，我的经验告诉我他们远超预期。

《领袖》：您最喜欢的目的地，或者总能带给您美妙的艇上时光的旅程是怎样的？

D.B: 我们很喜欢去巴哈马。但很遗憾，在那里我们最喜欢的地点——Abacos 群岛的 Hope Town 在上一次飓风中损坏惨重……所以，就目前而言，我们最喜欢的是 New Providence 的 Albany，那是个很棒的地方。但，老实说，仅仅只是登上博星游艇漂在水面上就已经是极大的享受。有时候，我甚至会只是一直待在船上就够了，根本不用启航离开码头。

《领袖》：我们知道您跑完了 2020 年迈阿密马拉松的全程，并且您在比赛中穿了件法拉帝集团的衣服。您是怎样把健身和玩艇日程结合起来的？

D.B: 太简单了。我们每次玩艇都会带上跑鞋：我太太 Kerry 和我们都喜欢在旅途中探索新地点，跑步就是种完美的补充方式。你可以比通常情况下去离码头更远的地方，随后在船艏的餐区享用一顿美味的早餐，外加一杯浓郁的意式咖啡。另外，我们还随船携带了两辆自行车，相比跑步，这样我们可以去到更远的地方。

从我个人角度而言，我想分享的是，通过跑 2020 迈阿密马拉松，我成功筹集了 26200 美元的善款捐赠给“许个愿基金会”（Make-A-Wish Foundation）。再次，我想感谢每一位慷慨解囊支持这项善举的朋友。

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船东专访 —— Michael Greenberg 的两岸生活

MR. MICHAEL GREENBERG

运动品牌斯凯奇（Skechers）总裁 Michael Greenberg 是一位激情满满的资深游艇玩家。他把他的 2003 款法拉帝 68 和 2014 款法拉帝 800 分别放置在美国东西海岸，以享受太平洋和大西洋的不同。我们坐下闲聊，探索他加入法拉帝大家庭的缘由所在，倾听他的两岸生活，和他最爱的玩艇目的地。

《领袖》：请和我们分享一下您的玩艇历史，这是您一贯以来的激情所在吗？

M.G.: 我从小在佛罗里达与船为伴。2003 年我拥有了我的第一艘法拉帝游艇——法拉帝 68，把她停靠在我住处附近的 Marina del Rey 码头。我喜欢她的意式风格，被她的低调与简洁的线条所吸引。她让我爱上了拥有一艘游艇的生活。又过了些年，我去劳德代尔堡游艇展随便逛了逛，看到了当时最新款的法拉帝 800。去之前我没有任何购艇的计划，但是那天我对她一见钟情，当场就直接下单了。买了新船后，我原本计划把她带到加州去，再把原来那艘法拉帝 68 卖掉。但最后我还是决定不卖了，把 68 继续留在佛罗里达，并移到了现在的码头。我感到很幸运，不但可以驾艇领略太平洋的广阔，还可以继续徜徉大西洋和加勒比海。

《领袖》：是什么让法拉帝集团与众不同？

M.G.: 法拉帝集团是家市场定位精准、服务经验丰富的公司。当你拜访这家公司时，你可以体验到很棒的服务。他们会采用让你倍感舒适的方式解答你的疑惑、满足你的期待，他们为自己的产品感到自豪。我很享受和法拉帝团队的相处，以及和其他法拉帝船东相互交流的时光。

《领袖》：为什么选了现在拥有的这两款游艇？

M.G.: 法拉帝游艇最吸引我的是我所能得到的充足空间感。不同人的需求与用艇目的是各不相同的，我在船上的很多时光是和众多好友和家人们一起度过的。我也很喜欢孩子们最爱的水上玩具，比如能存放在船上艇库里的水上摩托或小快艇，它们都很棒。船上有专门的工作人员照顾我们，其中法拉帝 800 可以轻松容纳 4 名船员，为我们提供全方位的服务。

《领袖》：是什么让您爱上了游艇生活？

M.G.: 漂在海面上的感觉特别美好。我这一生总在海上，无论是在加州还是佛罗里达，我都对此充满热情。我喜欢在海上时那种自由自在、彻底解放自己的感觉。

《领袖》：您是否有些最喜欢的玩艇目的地？为什么是它们？

M.G.: 如果在加州，我会去卡特琳娜岛，再一路往南到圣迭戈、纽波特，最后直达墨西哥的巴拉德纳维达海滩。这条 1600 海里的航线我至少跑过 150 次。如果在佛罗里达，我会沿着东海岸由南到北反复航行，同样充满了乐趣。今年冬天我打算去特克斯和凯科斯群岛。

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集团公众号

RE/MAX ADVANCE REALTY



MRKT at Alexandra Park – A 15-floor stylish midrise building.
Location: Toronto (Dundas Street West & Spadina Avenue).
Within walking distance from various vibrant downtown Toronto neighborhoods including the Kensington Market, Chinatown, and Queen West

No. of Bedrooms: 1, 2, 3-bedroom suites

Size: 500 to 1,300 sqft

Amenities: Rooftop deck & swimming pool, 2-storey gym, party room, youth & kid zone, and community garden

MRKT at Alexandra Park – 一座 15 层时尚的中高层建筑
地点: 多伦多 (Dundas Street West 和 Spadina Avenue)。步行即可到达多伦多市中心繁华地区, 包括肯辛顿市场、唐人街和皇后大道
卧室数量: 1、2、3 卧套房
面积: 500 至 1,300 平方英尺
配套设施: 屋顶平台和游泳池、2 层健身房、宴会厅、青少年儿童区和社区花园



The Towns on Bayview – A community of luxurious 3-storey townhomes.

Location: Richmond Hill (Bayview Ave & 19th Ave)

No. of Bedrooms: 3, 4, 5-bedroom units

Size: 2,000 to 3,000 sqft

Features: Grand rooftop terrace & garden patio, 8 to 10 ft ceilings, floor to ceiling windows, smooth finish ceilings, extended upper kitchen cabinets, double stainless under mounted Blanco steel sink, and spacious double car garage.

The Towns on Bayview – 豪华的三层联排别墅社区

地点: 列治文山 (Bayview Ave & 19th Ave)

卧室数量: 3、4、5 卧室单位

面积: 2,000 至 3,000 平方英尺

特点: 宏伟的屋顶露台和花园露台、层高 8 至 10 英尺、落地窗、光滑的天花板、加高的上层橱柜、双不锈钢下置式白钢水槽和宽敞的双车库。

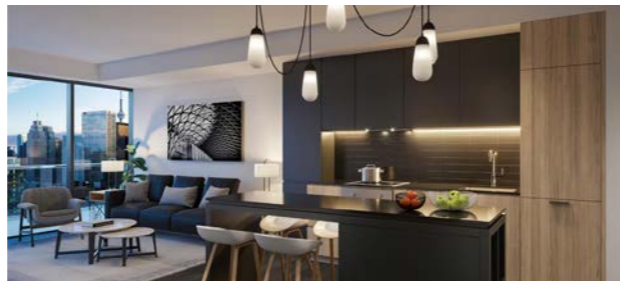


联系人 / P: Ms. Manni Xu

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+1 416-491-4002 (Office)

地址 / A: Broker of Record, MCNE, SRS, CLHMS
#208A - 8901 Woodbine Ave, Markham
L3R 9Y4



The Saint – A 47-storey sophisticated condominium.

Location: Toronto (Church Street & Adelaide Street). Within walking distance to many restaurants and shopping stores.

No. of Bedrooms: Studio, 1, 2, 3-bedroom suites

Size: 400 to 1,500 sqft

Amenities: Meditation room with salt rock walls, rain room with light therapy & infrared sauna, spin/yoga room, gym, spa rooms, co-working lounge, and dining room.

The Saint – 一座 47 层的高级公寓

地点: 多伦多 (Church Street 和 Adelaide Street)。步行即可到达许多餐厅和购物商店。

卧室数量: 单间、1、2、3 卧套房

面积: 400 至 1,500 平方英尺

配套设施: 带盐岩墙的冥想室、带光疗和红外线桑拿的雨室、旋转/瑜伽室、健身房、水疗室、联合办公休息室和餐厅。



Union Village – A community that includes single family homes and townhomes.

Location: Markham (16th Avenue & Kennedy Road)

No. of Bedrooms: 2, 3, 4-bedroom units

Size: 1,300 to 1,900 sqft

Features: A mixed design community including French, Modern, Canadiana...etc. The interior plans of the homes have also been audited by international Feng Shui master, Paul Ng.

Union Village – 该社区包含独户住宅和联排别墅

地点: Markham (16th Avenue 和 Kennedy Road)

卧室数量: 2、3、4 间卧室单元

面积: 1,300 至 1,900 平方英尺

特点: 混合设计社区, 包括法式、现代、加拿大式等设计风格。住宅的内部平面图也已由国际风水大师 Paul Ng 审核过。

CANADA MONTREAL (SOUTH SHORE)
WATERFRONT

倍享盛誉的当代住宅, 机不可失。独特的建筑设计, 带有开放区域, 保留了极佳的私密性。景观庭院, 设有恒温泳池。

该项目距蒙特利尔市中心仅 30 分钟路程, 配有 4 间卧室和双车库。

豪宅入口气势恢宏。无论您目及何处, 通过欧式大窗户都能欣赏到壮丽的河景。

生活空间与花园在同一层。宽敞的餐厅和明亮的起居室, 配有燃气壁炉。

梦幻厨房配有胡桃木饰面橱柜和落地式石英石台面。步入式储藏室能让任何挑剔的厨师都感到满意。

上层配置硬木地板, 主卧室有诸多大窗户和通往阳台的门。主卧室连接独立浴室及衣帽间, 尽显奢华。

起居室通往恢弘入口, 时刻等待着您。

它是市面上的不二珍品, 您必会为它怦然心动!

价格: 1,300,000 美元

Prestigious contemporary residence where nothing has been left to chance. Unique architectural design with open areas retaining a lot of privacy. A landscaped courtyard with heated swimming pool.

Located 30 minutes from downtown Montreal. 4 bedrooms and double garage.

Majestic and glazed entrance. Wherever you lay your eyes, the large European windows offer you a magnificent view of the river.

On the garden level, discover the living space. Huge dining room and large bright living room with gas fireplace.

The dream kitchen has walnut finish cabinets and drop-effect quartz countertops. A walk-in style pantry will delight any discerning cook.

Upstairs, the floors are hardwood and the master bedroom has huge windows and a door to the balcony. It has a very luxurious, adjoining private bathroom and a fitted dressing room.

A living room open to the entrance welcomes you.

You will be seduced! Unique on the market!

Price Range: USD 1,300,000



联系人 / P: Mr. Robert Somma

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RE/MAX OF LAKE COWICHAN

**Stunning Luxury Real Estate overlooking our Pristine Cowichan Lake**

Built in 2018 and sitting on 0.29 of an acre, this 3 bedroom, 3 bathroom home has so much to offer! Highlighting the open concept living on the main floor with 2 bedrooms, 2 bathrooms, kitchen and living space with over 9ft ceilings, high end appliances, a cozy propane fireplace and walk in pantry! Just off the main living area, there is an additional games room featuring a wet bar with beautiful sliding doors leading out to the luxurious swimming pool and pool deck, perfect for hosting get togethers. The upper level features a grand master suite with a 5 pc bathroom.

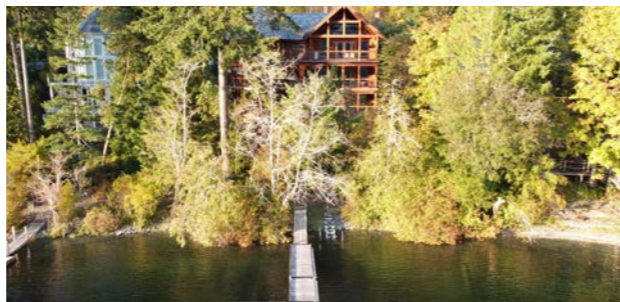
Price: USD \$993,589

378 Point Ideal Drive, Lake Cowichan, BC

可俯瞰 Pristine Cowichan 湖美景的令人赞叹不已的豪宅

这栋 3 卧 3 卫的住宅建于 2018 年，占地 0.29 英亩，配备众多生活设施！强调开放式理念，主楼设有 2 间卧室，2 间浴室，厨房和层高超过 9 英尺的客厅，配有高端电器，舒适的丙烷壁炉和步入式厨房！就在主要起居区域旁，还有一间额外的游戏室，其带滑门的湿吧通向豪华的泳池和露天平台，非常适合举办聚会。上层设有带 5 个浴室的豪华主人套房。

售价：993,589 美元

**Riverfront Beauty with 4 suites – 139 ft of Precious Waterfront**

Gorgeous riverfront home! Bright and sunny. This huge home has 6 bedrooms and 5 bathrooms. Great gardens, greenhouse, hot yoga, multiple decks, including a large covered one. Walk out glass doors and easily access your own swim beach. It is an easy walk to town. Start enjoying your life!

Price: USD \$1,200,000

坐拥滨河美景的 4 间套房 – 距珍贵海滨 139 英尺

华丽的湖畔家园！尽享阳光明媚。这个超大的住宅有 6 间卧室和 5 间浴室。壮丽花园，温室，热瑜伽，多个平台，其中包括一个超大遮阳平台。走出玻璃门，悠闲走进属于您自己的游泳海滩。步行可达镇里。现在就开始享受您的悠然生活！

售价：1,200,000 美元



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REMAX - QIANG (KEN) ZHONG

**1 Square Phillips 菲利普斯广场壹号**

Montreal's tallest residential tower. Enjoy living high up, in a peaceful sanctuary right downtown. Our one- and two-bedroom studios and condominiums ranging from 365 to 1,365 sq. ft. The development is scheduled for completion in 2024. 1 Square Phillips has a total of 498 units. As soon as you walk through your door, the city's din subsides. Calm returns and you relax once again. Time doesn't matter in your custom unit.

蒙特利尔最高塔楼，当之无愧的楼王，未来蒙城的地标建筑菲利普广场壹号。户型包括开间，一居室，两居室等，面积从 365 平方尺 - 1365 平方尺不等。塔楼计划于 2024 年完工。共 498 个单位。生活在蒙特利尔市中心的核心理段，每次推门回家，都可以将城市喧嚣抛诸脑后。

售价：225,000 美元起 / Price: USD 225,000+

**Quinzecents 1500 号**

Quinzecent Condos will be 37 storeys with a total of 440 condo units. Estimated completion date is set for 2022.

The mixed-use building is the new gateway to the bustling downtown core and has been exquisitely appointed to enhance the quality of life and urban vibrancy of the neighbourhood.

Quinzecent 公寓大楼共有 37 层，共 440 套公寓。预计竣工日期为 2022 年。

这座塔楼集商业及住宅用途为一体，是处于市中心核心位置不可忽视的全新建筑。其设计精巧，旨在提高邻里的生活质量和增添城市活力。

售价：225,000 美元起 / Price: USD 225,000+



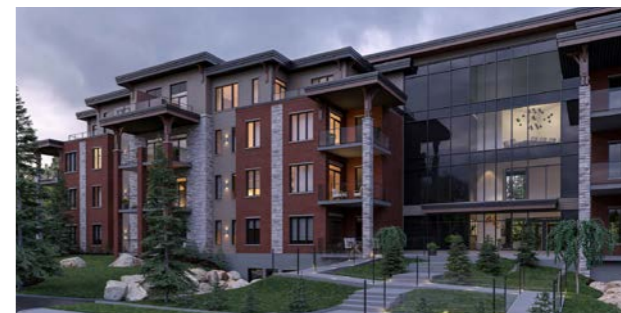
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**Victoria sur le Parc 维多利亚公园塔楼**

Launched in the fall of 2018, Victoria sur le parc is the embodiment of balance. It is a glass beacon rooted in the heart of a green space; a 200-metre-high tower built on a human scale. The 58-storey skyscraper will comprise 400 units, all steps away from the downtown core and Old Montreal.

2018 年秋季推出的维多利亚公园塔楼，让您身处欧式风情的老港，转身即见市中心的现代与繁华。它是一个被绿地公园包围的玻璃式塔楼，有 200 米之高。这座 58 层的摩天大楼包括 400 个住宅单元，距离市中心和蒙特利尔老城仅有几步之遥。

售价：225,000 美元起 / Price: USD 225,000+

**Le West Hill 西山公寓**

Le West Hill project is literally breaking new ground in Beaconsfield, as the first project with complete underground parking and abundant green space. Built on the 120,000-square-foot site of the old Club West Island Fitness facility at Alton Dr. and Elm Ave., Le West Hill will sit mere steps from the AMT's Beaconsfield train station and a few blocks from Highway 20, which makes it a commuter's dream, according to Gilles Champagne of KF Construction, the company developing the project.

Le West Hill 项目是蒙特利尔西岛 Beaconsfield 第一个拥有完整地下停车场和丰富绿地的房产项目。Le West Hill 位于 Alton 路与 Elm 路交界处的西岛健身俱乐部旧址上占地 12 万平方英尺，距离 Beaconsfield 城际车站仅几步之遥，距离 20 号高速公路仅几条街，这使它成为通勤者的梦想之所。

售价：185,000 美元起 / Price: USD 185,000+



RE/MAX CAYMAN ISLANDS

**Villa Mare – Vista Del Mar**

One of Cayman's finest homes. Designed on a grand scale. Classical French-Mediterranean style home with extraordinary details and countless features. Equipped with guest cottage, spa room, jacuzzi, private beach area with BBQ, 4-car garage and a nearby double dock allowing berthing of substantial craft up to 60'+ in length. A gated driveway with lush landscaping allows for ample privacy.

Villa Mare – 滨海别墅

Villa Mare – 开曼群岛精良美宅最佳之一，设计规模宏大。经典法式地中海风格之家，细节非凡，特色繁多。该别墅带有客用屋、Spa 水疗室、按摩浴缸、私家海滩区带烧烤设施、4 位车库及附近的双马头，可停泊长达 60 英尺以上的大型游艇。封闭式车道，植被繁茂，为您提供了绝佳隐私性。

6 bed | 8 bath | 13,785 sq. ft. US \$16,500,000 MLS 412226
6 房 | 8 卫 | 13,785 英尺 美元: \$16,500,000, MLS 412226

**The Watermark Seven Mile Beach**

Without question, the most prestigious new development on Seven Mile Beach. From the International Property Award-winning team behind The WaterColours, The Watermark features 54 exclusive beachfront units with unsurpassed amenities and services featuring modern architecture and design unmatched in Grand Cayman. Under construction.

The Watermark Seven Mile Beach – 毋庸置疑，这是七英里海滩

(Seven Mile Beach) 最负盛名的全新开发项目。由国际房地产获奖团队 The WaterColours 打造，The Watermark 囊括 54 个海滨单元，配备无可企及的设施和服务，其现代建筑和设计在大开曼群岛无与伦比。在建中。

3 bed | 4.5 bath | 4,526 sq. ft. US \$8,000,000 MLS 411649
3 房 | 4.5 卫 | 4,526 英尺 美元: \$8,000,000, MLS 411649

**Grand Hyatt Beach Resort Presidential Suite – Penthouse – Seven Mile Beach**

Absolutely stunning beachfront residence in the North Tower across the whole front of the building. All rooms are beachfront featuring spectacular sunsets all year. Large terraces on both sides of residence. Vast array of 5-star facilities including resort pools, sandy ocean lagoon, world-class spa and fitness facility, 5 restaurants and bars, and more. Under construction.

君悦海滩度假酒店总统套房 – 顶层公寓 – 七英里海滩

North Tower (北塔) 整个建筑前部的海滨住宅绝对令人惊艳。所有房型均面朝大海，一年四季可赏优美落日。住宅两边皆有大露台。缤纷的 5 星级酒店设施包括：假日泳池、沙滩泻湖、世界一流的水疗和健身设施、5 家餐厅和酒吧等等。在建中。

3 bed | 3.5 bath | 4,200 sq. ft. US \$6,500,000 MLS 408842
3 房 | 3.5 卫 | 4,200 英尺 美元: \$6,500,000, MLS 408842

**The Renaissance Penthouse Seven Mile Beach**

One-of-a-kind Penthouse on the 7th floor with majestic views of the entire island. Private balcony surrounds the Penthouse on 2 sides. Opulent interior with 14' ceilings. 3 of the 5 bedrooms feature stunning views of Seven Mile Beach with large sliding doors for full ocean views. Second floor includes amazing theater-like living room plus private, separate guest area. 2 car garage included.

七英里海滩万丽顶层公寓

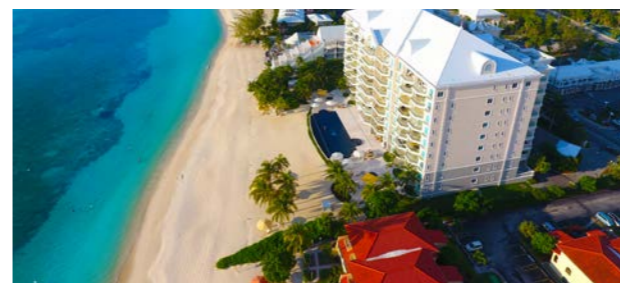
位于 7 楼独一无二的顶层公寓坐拥全岛恢弘景致。私家阳台环绕顶层公寓两翼。内部豪华，天花板高达 14 英尺。五间卧室中的其中三间，配备大型滑动门，畅享七英里海滩的绚丽全景。二楼的剧院式客厅魅力非凡，另有独立会客区域。包含 2 个车位。

5 bed | 5.5 bath | 5,300 sq. ft. US \$5,750,000 MLS 411643
5 房 | 5.5 卫 | 5,300 英尺 美元: \$5,750,000, MLS 411643

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RE/MAX
CAYMAN ISLANDS

RE/MAX CAYMAN ISLANDS

**The WaterColours Seven Mile Beach**

One of the most sought-after addresses on Seven Mile Beach, the International Property Award-winning The WaterColours offers unsurpassed luxury and amenity collection including 4 owner's guest suites, luxurious car service, chef's kitchen, full bar service in lounge, pool deck and beach, large infinity pool, 24-hour security, full time concierge, valet, pool towel service and much more.

The WaterColours – 七英里海滩

最受追捧的所在之一，屡获国际房地产大奖殊荣，其奢华程度无与伦比，便利设施包含 4 间主人客房、豪车服务、厨师厨房、Lounge 休息区全套酒吧服务、泳池甲板 and 海滩、大型无边际泳池、24 小时安保，全天候礼宾、贴身服务及泳池毛巾服务等等。

4 bed | 4 bath | 3,620 sq. ft. US \$5,595,000 MLS 408596
4 房 | 4 卫 | 3,620 英尺 美元: \$5,595,000, MLS 408596

**Prospect Point Seafont Estate**

Amazing, secluded oceanfront estate on private 2.5 acres situated right on the point giving you both spectacular sunrises and sunsets. The property has been completely renovated and is turnkey. Top-of-the-line modern kitchen, natural stone floors, fabulous pool, master suite with commanding views of the pool and beach, lush landscaping, guesthouse and much more.

Prospect Point Seafont Estate

该房产占地 2.5 英亩，位置幽僻、景色奇艺，可直接欣赏到日出日落的自然美景。该项目经过全新翻修，提供交钥匙服务，囊括顶级的现代化厨房、天然石材地板、美妙的泳池、可欣赏泳池和海滩美景的主卧套房、繁密的绿植和客房等。

6 bed | 5.5 bath | 7,000 sq. ft. US \$4,295,000 MLS 408679
6 房 | 5.5 卫 | 7,000 英尺 美元: \$4,295,000, MLS 408679

**Crystal Drive Home with Extra Lot**

Absolutely stunning canal front home. Completely renovated in 2018 by one of Cayman's top interior design firms. Sparing no expense, the attention to detail and top-notch quality is evident throughout. Downs view kitchen, completely private backyard, sliding doors in living room fully open to create ultimate indoor/outdoor living and more all situated on 200'+ of water front.

Crystal Drive Home with Extra Lot

绝对令人惊叹的运河水滨家园。2018 年，开曼群岛顶级室内设计公司之一对其进行了全面翻新。不惜一切代价，对细节和一流品质的关注贯穿始终。项目涵盖 Downsview 厨房设备、绝对私密后院、客厅滑动门完全展开，创造极致室内/户外生活。不仅如此，所有住宅均坐落于 200 多英尺的水滨之上。

4 bed | 4 bath | 6,800 sq. ft. US \$3,995,000 MLS 412150
4 房 | 4 卫 | 6,800 英尺 美元: \$3,995,000, MLS 412150

**Crystal Harbour Land**

With 102' of water frontage, this large, 0.4 acre lot in the sought-after area of Crystal Harbour is surrounded by multi million dollar homes and has both great views of the 14 fairway of the North Sound Golf Course and the wide basin of water. Excellent location. Walking distance to The Ritz-Carlton and Seven Mile Beach.

水晶港区

这片占地 0.4 英亩的大型土地位于水晶港备受追捧的地区，临海面积为 102 英尺，周围环绕着数百万美元的房屋，并享有 North Sound Golf Course (直译: 北声高尔夫球场) 14 球道和宽阔的丽水美景。地理位置优越，步行即可到达丽思卡尔顿酒店和七英里海滩。

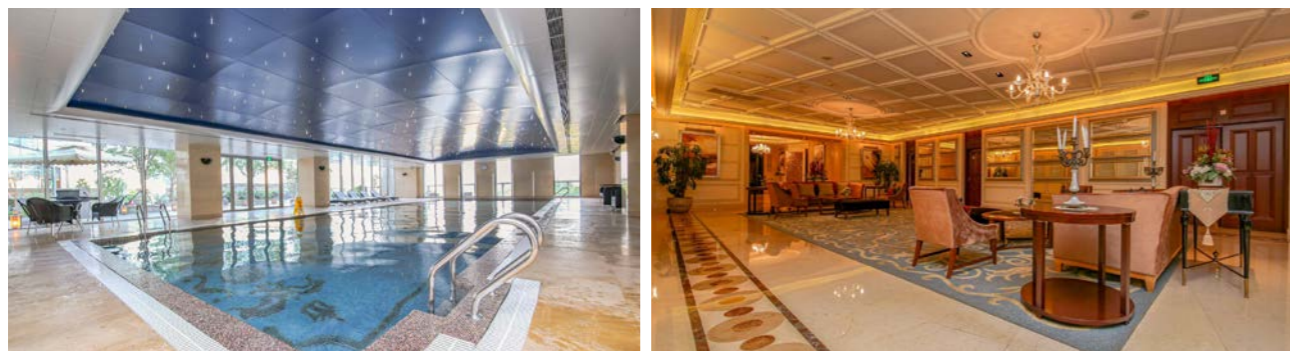
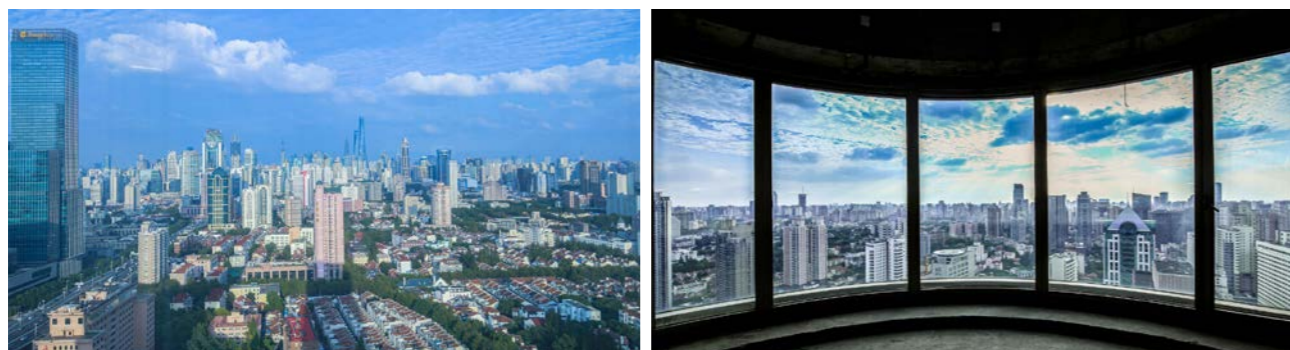
0.4 acres US \$598,800 MLS 411890
0.4 英亩 美元: \$598,800, MLS 411890

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RE/MAX
CAYMAN ISLANDS

RE/MAX SHANGHAI

瑞麦上海



御华山：不限购豪宅荣耀回归

百年华山路 · 恒久塔尖资产

荣耀 18 席 封藏华山路
[位置]

经典老静安，全上海最稀缺地城市地段尽在足下 百年华山路，收藏源自 1862 年的上海故事 不限购藏品面积段豪宅，华山路唯一可售的城市天际线大宅 人生值得封藏的不动产，御华山不应缺席。

[华山路——上海地脉血统最高贵的一条路]
华山路是上海传统的老洋房地段，也是曾经的法租界领馆区，底蕴深厚，从清末民国起便是中外政商与文化名流的聚居地，李鸿章、张公权、蔡元培、白杨等都曾居住于此。围绕御华山的是不可动迁的老洋房历史保护区域，保证了该地段的不可再生属性以及绝佳的视野。



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RE/MAX SHANGHAI

瑞麦上海

十里江湾



区位图

十里江湾占位集政治、经济、教育、文化中心于一体的崇明新城心正核，以臻贵一英里生活圈崛起都会生活。



社区景观

汲取崇明自然灵感，划分全龄互动场域，以一轴三进五境八景交错式布局为崇明构筑未见的沉浸式园林。



别墅样板间

板块内难得墅居臻品，最大约 5.25m 地下空间挑高、最大约 6.4m 客厅挑高，同步尊崇视野，谨献城市塔尖。



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鸟瞰图

携手 GOA 担纲创作，以当代美学梳理传统结构细节，以国际东方的时代生活方式打造崇明全新的人居境界。



洋房样板间

将罕见墅级宽度，创新于洋房舒适度，更以科学规划，灵动空间设计，满足不同阶段不同人群的居住全周期需求。



洋房样板间

将罕见墅级宽度，创新于洋房舒适度，更以科学规划，灵动空间设计，满足不同阶段不同人群的居住全周期需求。



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瑞麦上海

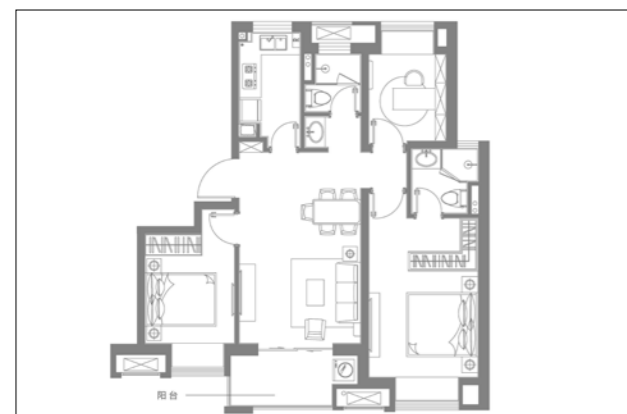
佳兆业城市广场



多维立体交通，畅享城际往来。直面2大通勤轨交，“城广号”短驳巴士直达轨交11号线，“两横四纵”高速路网，迅达各大商圈。



继一、二、三期产品之后，再次以高标准钜献四期新品。匠造南低北高纯正低密住区，以三房高层与品质叠墅，满足多样需求。



建面约98m²三房户型，格局方正，南北通透，以恰到好处空间设计、合理的功能布局，让“佳”人遇鉴当代大城生活。



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60万方综合大城，自带约5万方自有商业，汇集餐饮、亲子、购物、影院等多重业态于一体。举步即享繁华，家门口的一站式醇熟配套。



诚邀 BHL 大师执笔社区园林，因地制宜，匠造竹啼春晓、寻竹之境、绿竹幽径的滨水3重境及6大主题全龄生活场。



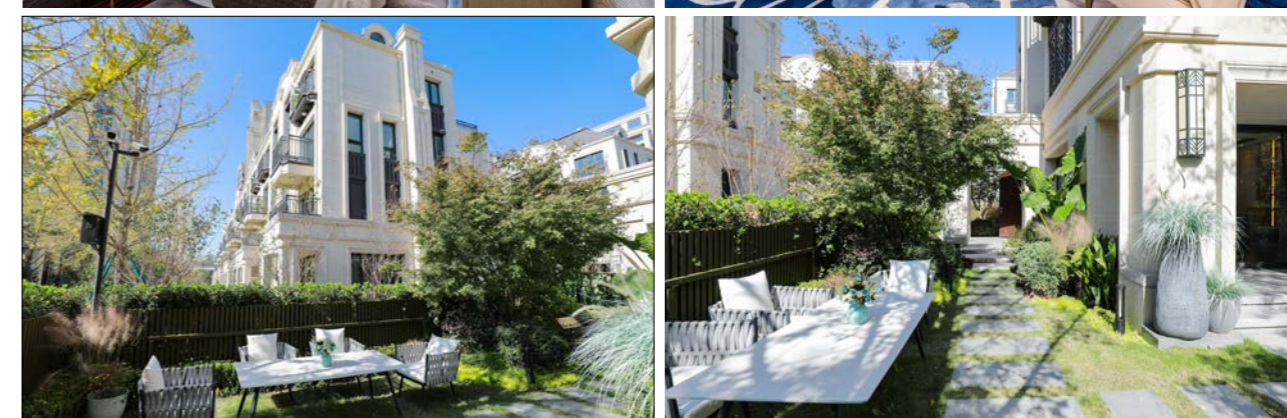
融合客、餐、厨“LDK”一体化空间布局，将日常生活动线打包，境呈南向三开超10m的墅级敞阔感。



RE/MAX SHANGHAI

瑞麦上海

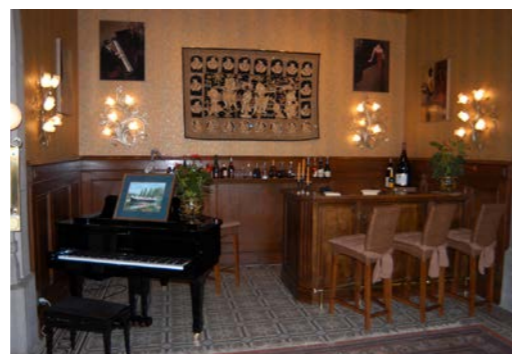
印象·花语墅，南滨江地铁旁
中国铁建于上海首个语系高端产品。



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RE/MAX IN BAD TÖLZ



我们正在出售一座前狩猎城堡，它与勃艮第运河 (Canal de Bourgogne) 同时建于 1850-1880 年间。她优雅地坐落在法国的中心位置，历史悠久的勃艮第地区第戎附近。主楼包括 3 个入口大厅、2 个客厅、2 个办公室、9 个房间和套房，带有 9 个浴室 / 半浴室、3 个额外的卫生间、2 个专业厨房和 3 个相邻的房间。地下室和顶层也增加了额外的空间。

特别之处是与主楼相邻的家庭礼拜教堂，配有祭坛和高级设施。

附楼包括 2 栋公寓楼、1 栋葡萄酒博物馆和 1 栋行政楼（包括马厩）。这些建筑另配有 7 个房间，带浴室和半浴室、厨房、桑拿系统和多个车库。

这座城堡，风景绝伦，坐落在一个公园用地上，面积超过 40 万平方米（98.8 英亩），另有 4 座附楼、多个休息和娱乐区，以及一个私人葡萄园，目前约有 1500 棵葡萄树。该房产当前用于居家和企业办公。

We are offering for sale a former hunting castle, built concurrently with the Canal de Bourgogne between 1850-1880. It is beautifully situated in the heart of France, the historic region of Burgundy near Dijon. The main building consists of 3 entrance halls, 2 parlors, 2 offices, 9 rooms and suites with 9 bathrooms/half-baths, 3 additional sanitary rooms, 2 professional kitchens, and 3 adjacent rooms. The basement and top floor offer additional space.

A special feature is the house chapel adjoining the main building, complete with altar and high-grade installations.

The auxiliary buildings consist of 2 apartment buildings, 1 cooperage/wine museum, and 1 administration building including stables. These buildings offer an additional 7 rooms with bathrooms and half-baths, a kitchen, sauna system and multiple garages.

This breathtaking property sits on a parkland of more than 400,000 sqm (98.8 acres), and offers an additional 4 auxiliary buildings, multiple resting and entertainment areas, and a private vineyard with currently about 1,500 vines. The property is currently being used as a home as well as a corporate office.

Price Range: USD 11,500,000

价格：11,500,000 美元

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雨虹艺术

雨虹艺术中心创立于2002年，是国际知名的高定位艺术品品牌机构，致力于打造一个多元化的艺术品服务平台。

旗下囊括六大板块

雨虹艺术投资

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雨虹艺术衍生品

雨虹艺术教育

雨虹艺术多媒体

雨虹艺术创立至今，凭借专业的艺术品投资及专业的艺术品管理团队，为艺术品需求者提供专业的艺术品服务，雨虹艺术承载着整合异业资源，做百业联盟，使合作者资源倍增，能量倍增。

雨虹艺术的优势和未来发展趋势

多年的诚信品牌；
与众多国际知名艺术家合作，成功策划多场知名艺术家展览；
集收藏、交流、展览、设计、策划、咨询服务为一体的艺术中心；
国内外艺术交流和百业联盟共赢将是雨虹艺术发展的主要方向。



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