LPS BEIJING

luxury properties showcase

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Dear visitors, exhibitors, and friends,

This edition of LPS is the 21st consecutive edition of Asia's leading luxury property show. Since 2010, LPS has aimed at providing visitors with a unique experience, by bringing to the heart of Beijing a selection of extraordinary properties from all over the world.

LPS is now firmly established as the ultimate platform to connect China's property investors with the world's most prestigious property agents and developers. On behalf of the LPS team, I would like to thank our exhibitors and sponsors for their trust, our official media and show partners for their support, and of course the Wanda Vista Beijing for assisting us in the preparation of the show.

I wish you all a nice show!

尊敬的嘉宾、朋友、参展商们，

作为亚洲首屈一指的国际性高端房地产展会，第二十一届“2021LPS北京国际高端房产盛会”再度回归中国首都。自 2010 年起，LPS 致力于为受邀嘉宾提供一个独一无二的观展体验，在北京最繁华的金融中心为嘉宾们呈现全球甄选的顶级房产盛宴。

多年来，LPS 专注于为中国精英买家、房地产投资者和全球最受尊崇的高端房地产开发商、代理商建立一个权威的长期互动交流、商洽平台。在此，我谨代表 LPS 团队，诚挚地感谢长期以来全球各大参展商、赞助商的信任，官方合作伙伴以及各大媒体的鼎力支持。并特别鸣谢北京万达文华酒店在 LPS 盛会筹备期间给予的友情相助。

我谨此预祝尊驾观展愉快！

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独家专访

Angie Wang
王婳

General Manager
总经理
Hartman Education Enterprise Ltd
哈特曼文化发展（上海）有限公司

LPS: 请您介绍一下贵司及开发项目?

哈特曼大学城坐落于格林纳达黄金地段，面朝加勒比海哈特曼湾，背靠哈特曼山国家公园，占地面积约 225 英亩，它将是一个在加勒比地区，集文化、旅游、教育、大学生活、娱乐、地产投资于一体的标志性项目，将成为格林纳达最大的生态大学城。

项目由香港上市公司创建集团有限公司的全资子公司，哈特曼教育企业有限公司开发。哈特曼教育企业有限公司业务范围广泛，其使命是为全球的海外学生，尤其是中国学生提供高质量的综合教育产品。

公司将逐步推出多样化的房产产品以满足不同投资人的需求。此外，本项目也是格林纳达政府批准的投资入籍项目，其向投资人提供了获得增值服务的机会。

LPS: 请和我们简单介绍一下格林纳达以及它的投资入籍项目?

格林纳达是一个位于加勒比海西印度群岛的国家，通常被称为加勒比海的香料之岛。它是一块隐藏的宝石，拥有许多自然美景和著名的旅游景点，包括世界上第一个水下雕塑公园 -- 亚特兰蒂斯(国家地理杂志评选的 " 世界 25 大奇迹 " 之一)，世界著名的大安斯海滩，15 个令人惊叹的瀑布，5 个巧克力工厂，3 个朗姆酒厂，以及 30 多个令人难忘的潜水点，包括加勒比海最大的沉船 "Bianca C"，等等。此外，圣乔治大学因其医学院而闻名，在过去的 12 年里，它是美国第一年实习医生的首选。

格林纳达是英联邦国家的成员，在 2013 年 8 月通过了第 15 号公民法，允许投资人通过投资于格林纳达的批准项目来获得格林纳达公民身份。申请过程透明、合法、直接，没有实际居住的要求。通过合格的投资，投资者有资格在相当合理的处理时间内申请格林纳达公民身份。格林纳达公民目前可以免签证前往 140 多个国家，包括英国，欧洲，香港，新加坡，中国，俄罗斯等。此外，格林纳达是加勒比地区唯一一个与美国签订 E-2 条约的国家，允许他们在美国做生意和生活。

LPS: 对于首次有兴趣投资格林纳达的中国投资者，您有什么宝贵建议?

对于任何海外房产投资来说，地点永远是关键。然后，周边地区的未来发展、交通、合理的投资回报、项目的稳定性、开发商的背景及其项目记录等等。

哈特曼拥有最佳的地理位置，依山傍水，距离机场 10-15 分钟车程，毗邻知名大学和核心商业区。

上个月，哈特曼大学城项目获得了 2021 年 TITAN 地产奖的概念类、城市设计类和地产开发类三项大奖。集团致力于在加勒比地区开发高品质的教育综合体，将使投资者对该项目更有信心。

投资回报的确是中国投资者以及任何投资者都在寻找的。然而，未来教育机会的潜力和 CBI 的附加值也是投资者考虑哈特曼项目的判据。

LPS: 中国买家在格林纳达投资房地产以及申请入籍需要采取哪些步骤?

由于我们提供多样化的产品，我们建议您先咨询我们的销售代表，了解哪种产品最适合您的需求，我们的工作人员将根据您的需求和喜好，为您提供灵活的投资方案。一旦您选择了您的房产单位，我们将协助您完成投资和 CBI 申请。主要步骤如下：
1. 签署买卖协议和相关协议；
2. 收集文件资料，我们将协助您准备所有的申请文件；
3. 递交申请；
4. 政府将对申请人进行尽职调查，目前需要 90 天；
5. 政府发出批准或拒绝令。

LPS: Can you please introduce your company and the project?

Hartman University Town is located in a prime location in Grenada, facing Hartman Bay on the Caribbean Sea and backed by Hartman Mountain National Park, covering an area of approximately 225 acres. It will be a landmark project in the Caribbean integrated with culture, tourism, education, university living, entertainment and property investment, and will be the largest eco-university town in Grenada.

This project is developed by Hartman Education Enterprise Ltd, a subsidiary company of Chong Kin Group Limited listed in Hong Kong . Founded in 2020, Hartman Education Enterprise Ltd, offer a wide range of businesses and its mission is to provide high quality and comprehensive education products for overseas students (especially Chinese students) globally.

The company will launch diversified RE products gradually to meet the needs of different investors. In addition, the project is also the Government-approved project of the Grenada Citizenship by Investment Program, which provide the investor the opportunity of obtaining the value-added services.

LPS: Could you please tell us a few words about Grenada and the Grenada Citizenship by investment program?

Grenada is a country in the West Indies of the Caribbean Sea and often called the Island of Spice in Caribbean. It is a hidden gem with many natural beauty and famous tourist attractions including World’s first underwater Sculpture Park - Atlantis (one of the "25 Wonders of the World" by National Geographic magazine), world-famous Grand Anse Beach, 15 breathtaking waterfalls, 5 chocolate factories, 3 rum distilleries, and more than 30 unforgettable dive sites, including the largest shipwreck in the Caribbean ‘Bianca C’, and more. Additionally, the St. George University , famous for its medical school, is Top 1 provider of Doctors into First-Year US Residencies for the last 12 years combined.

Grenada, member of Commonwealth country, passed citizenship act no. 15 in Aug 2013 permitting any persons to acquire Citizenship of Grenada by investing into an approved project in Grenada. The application process is transparent, legal and straight forward and there is no physical residence requirement. Through qualifying investment, the investor is eligible to apply for the Grenada citizenship under quite reasonable processing time. Grenada citizens currently able to travel to 140+ countries visa free including UK, Europe, Hong Kong, Singapore, China, Russia and more. Besides, Grenada is one of the ONLY country in Caribbean has E-2 treaty with US which allow them to do businesses and to live in the US.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in Grenada for the first time?

For any overseas property investment, LOCATION is always the key. Then, future development in the surrounding area, transportation, reasonable investment return, project stability, background of the developer and its project track record, etc.

Hartman has the best location as it 10-15 mins to the airport, next to the University, and core commercial area.

Last month, Hartman University Town Project has received THREE awards by TITAN Property Award 2021 under the category of Conceptual, Urban Design, and Property Development. That shall gives investor extra confidence of the project which the Group is committed to develop a high quality education complex in Caribbean.

Investment return indeed is always what Chinese investors as well as any investors are looking for. However, the potential of future education opportunities and the benefit of CBI are also quality criteria that investors shall consider which Hartman project offer.

LPS: What are the steps involved for Chinese buyers to invest in your real estate development and apply for the citizenship program in Grenada?

Since diversified products are offered, we recommended that you consult our sales representative first to understand with which product suits your needs most, and our staffs will provide you with flexible investment solutions based on your needs and preferences. Once you choose your property unit, we will assist you to complete the investment and CBI application. Main steps are as follows:
1.Signing the sales & purchase agreement and the related agreements;
2.Collecting the documentations. We will assist you to prepare all application documents;
3.Submitting the application
4.Government will conduct its due diligence checks on the applicants which currently takes 90 days
5.Government to issue approval/rejection

独家专访
MR. JEFFREY ROBERTS
American Business Group

LPS: 请您为我们介绍一下您及您的公司 American Business Group

很高兴，我是一位拥有 20 多年工作经验的企业家。我的职业生涯始于一家公共会计公司，从事企业报告、税务和审计工作。经过几次头脑风暴，我创立了美国商业集团。ABG 是一家商业房地产开发公司，管理和采购了许多定制和租赁交易，包括买卖房地产投资。美国商业集团在零售、办公、酒店、住宅、仓储和仓储以及土地开发等领域进行投资。

LPS: 对于有意在美国投资的中国投资者，您提供哪些服务?

美国商业集团拥有完整的管理团队，提供租赁管理、房产维护和财务报告等各方面服务。ABG 自行开发各种投资，涵盖美国市场内的公司关系。构想或业务计划一旦制定，我就会向任何外国投资者开放机会，尽管我的工作重点一直在中国，因为在那里我的许多人际关系都已成熟。

除我自己的项目外，ABG 还具有管理其他投资者项目的能力。这些服务包括薪资和人力资源管理、银行、融资和财产管理。 任何已经进行了投资或正在投资、寻找房地产和财务经理的外国投资者，ABG 都能为该投资者提供服务。

LPS: 您觉得为什么中国投资者应该在美国投资商业地产而不是住宅?

商业地产提供了一个非常安全的长期投资机会。如果投资者希望在短时间内迅速赚到快钱，那么商业地产并不是最好的选择。然而，对于保守的投资者来说，寻找一个安全的长期投资、有保证的回报和最小的风险，则商业房地产是一个不错的选择。

事实上，对于任何一个投资者来说，在考虑长期投资时好的选择有很多。商业地产所能提供的是对通胀的对冲和额外的税收优惠。例如，如果投资者希望投资年平均收益率为 8% 至 10% 的资金，那么商业地产就可以满足这一标准。

请记住，从表面上看，许多投资者可能对这种回报不屑一顾，但一旦投资者明白这种回报可以持续 10 年至 20 年甚至更长时间，这就是价值所在。此外，在投资生命周期结束时，改造和土地仍具有剩余价值。

LPS: 与美国其他州相比，在俄克拉荷马州投资有什么优势？

与美国其他州相比，俄克拉荷马州的经济水平较低，因此作为回报，可以为任何新投资实现更高的内部收益率或现金回报率。此外，俄克拉荷马州土地供应量大，因此任何新开发项目的收购价格都远低于其他州。

与其他州相比，美国商业集团已经能够在经济较低的州开发和管理许多长期的高收益投资。美国商业集团管理着俄克拉荷马州的大部分投资，但在亚利桑那州、阿肯色州、得克萨斯州和佛罗里达州也很活跃。

LPS: 中国投资者向美国商业集团投资涉及采取哪些步骤?

诸如大多数商业活动，最初的步骤始于对话。无论投资者是否有需要管理的项目，还是寻找新的投资项目、或是寻求对新项目的咨询，一切都从对话开始。我与投资者合作，确定他们的需求和愿望，然后提出可供投资者考虑的选择。投资者所需要做的就是联系我并安排初次会面，无论是面对面还是虚拟会面。我个人的偏好是面对面对话。

LPS: 对于第一次在美国投资商业地产的中国投资者，您有什么建议？

耐心。这是在处理商业地产时最有价值的建议。再说一次，这不是一个赚快钱的行业。商业地产有许多运作要素，因此强烈建议投资者花些时间来充分了解这个行业的运作方式、其收益和风险。一旦这种教育得到满足，投资者就会感到更加自在。

LPS: 与中国 / 国际投资者打交道时，您面临的主要挑战是什么？如何克服这些挑战?

最大的挑战是沟通。我的公司里有很多以普通话为母语的员工，所以最大的障碍不是语言，而是体现在商业地产上使用的投资术语和推进过程。投资的理念很简单，投入资金、期待回报，并获取利润。然而，正如许多投资一样，它们都有一定的风险，所以在沟通过程中，投资者充分了解所涉及的风险是很重要的。许多不同的国家针对房地产投资有着不同的税收结构，因此就税收结构进行沟通同样重要，以便理解它，以及它如何对投资或投资者产生影响或好处。

LPS: 您拥有 CCIM 称号（注册商业投资会员）。您能否解释一下 CCIM 的名称，以及为什么在投资美国商业地产的时候，持有这样的名称代表着一种信誉的象征？

CCIM 是注册商业投资会员 (Certified Commercial Investment Member) 的缩写，成立于 1969 年，以商业地产行业的教育、网络和道德规范为基础。CCIM 指定人员是全球网络中的精英成员，被视为房地产知识博士。CCIM 在金融和市场分析方面有丰富的教育和经验，在商业房地产行业也有丰富的经验。CCIM 代表行业内经过证明的合格专业知识。

LPS: 您是否从事商业房地产以外的业务? 对于有意在美国商业集团投资的中国投资者来说，如何能从中获益?

是的，除了商业地产，我还从事商业风险投资。在我 20 年的商业生涯中，我参与了许多定制建筑项目、租赁交易以及买卖。我在零售业、酒店业、住宅、仓储业、制造业、物流业、外贸和土地开发等方面都有创业经验。目前，我管理着超过 32 家美国公司，一家外国公司和 120 多名北美全职员工。我在许多企业中保持着强烈的愿望和兴趣，并在国际商业领域保持多元化的基础。不管我是作为创造者、顾问还是合伙人，都一向如是。投资者将从我在商业方面的丰富经验中获益，以及我的 CCIM 认证，这将增加价值和舒适度，以确保长期的有利投资、满足或超过投资者的需求。

LPS: Could you please introduce yourself and your company: American Business Group?

With pleasure, I am an entrepreneur with over 20 years working experience. I began my career as a staff accountant in a public accounting firm working on corporate reporting, tax and audits. After a few brainstorming ideas and concepts I started American Business Group. ABG as it came to be known, is a commercial real estate development firm that has administered and procured many built–to-suit and lease transactions, including buying and selling real estate investments. American Business Group works with investments in the retail, office, hospitality, residential, storage and warehousing, and land development sectors.

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

American Business Group offers a full management team to service all aspects of lease management, property maintenance and financial reporting. ABG develops a variety of its own investments involving corporate relationships within the USA market. Once an idea or business plan is created, I open the opportunity up to any foreign investors, although my focus has been in China as that is where many of my relationships matured. Other than my own projects ABG has the ability to manage other investors projects. These services include payroll and HR management, banking, financing and property management. Any foreign investors who already have an investment or are in the process of investing and looking for a property and financial manager, ABG is able to offer services for the investor.

LPS: Why should Chinese invest in Commercial estate VS Residential in the USA?

Commercial real estate offers a very secure long-term investment opportunity. If investors are looking for quick dollars to earn in a short period of time, commercial real estate is not the best to consider. However, for the conservative investor looking for a secure long-term investment with guaranteed returns and minimal risk, then commercial real estate is a stellar option. In fact, there are many good options for any investor when considering the placement of money in a long-term investment. What commercial real estate offers is a hedge on inflation and added tax benefits. For example, if an investor is looking to place funds that will yield on average 8% to 10% annual return, then commercial real estate can meet this criteria. Keep in mind that on the surface, many investors may shrug at this return, but once an investor understands that this can be sustained for a period of 10 years to as many as 20 or more

years, that is where the value resides. In addition, at the end of the investment life cycle, there still remains residual value in the improvements and land.

LPS: What are the advantages to invest in the state of Oklahoma VS other states in the USA?

Oklahoma is a state that has lower economics compared to other US States so in return making it possible to achieve higher internal rate of returns or cash on cash returns for any new investment. In addition, Oklahoma offers a lot of land so for any new development the acquisition price is much lower than other states. American Business Group has been able to develop and manage many long-term high yield investments in economically lower states when in comparison to other states. American Business Group manages most investments in the state of Oklahoma but also active in Arizona, Arkansas, Texas and Florida.

LPS: What are the steps involved for Chinese Investors in order to invest with the American Business Group?

As in many ways of business, the initial steps reside in conversation. Whether an investor has a project they need management in place, looking to place new funds, or seeking consultation on a new project, it all begins with conversation. I work with an investor to determine their needs and desires and then propose options for the investor to consider. All the investor is required to do is contact me and arrange an initial meeting, whether it be in person or virtual. My preference is in person, initially.

LPS: Which advice would you give to Chinese investors willing to invest for the first time in Commercial real estate, in the US?

Patience. That is the most valuable advice when dealing with commercial real estate. Again, this is not an industry to make quick money. Commercial real estate has many working components so it is highly advised that an investor takes time to fully understand how the industry works, its benefits and its risks. Once that education is met then the investor will feel more comfortable.

LPS: What are the main challenges that you are facing when dealing with Chinese/international investors and how do you overcome them?

The biggest challenge is communication. Not so much in the language, as that is why I have very experienced native Mandarin speakers in my firm, but the communication of the terminology and process of investing in commercial real estate. The idea of investment is simple, place money, expect returns, and collect profits. However, as with many investments they all have certain risk, so it is important that in the communication process an investor fully understands the risks involved. Many different countries offer different tax structures around investing in real estate so it is as equally important to have communication regarding the tax structure so it will be understood and how it can have an effect, or benefit, on an investment or the investor.

LPS: You hold a CCIM designation (a Certified Commercial Investment Member). Could you please explain what is a CCIM designation and why holding such designation represents a token of credibility at the time to invest in commercial estate in the USA?

CCIM stands for Certified Commercial Investment Member and was established in 1969 under a foundation of education, networking, and ethics in commercial real estate business. A CCIM designee is an elite member of a worldwide network and has been regarded as the PhD of real estate knowledge. A CCIM has extended education and experience in financial and market analysis as well as demonstrated extensive experience in the commercial real estate industry. A CCIM represents proven and qualified expertise within the industry.

LPS: Are you involved in business other than commercial real estate? And how can it benefit to a Chinese investor willing to invest with the American Business Group?

Yes, I am involved in business ventures other than commercial real estate. In my 20 years of business I have been involved with many built–to-suit projects, lease transactions as well as buying and selling. I have ventured experience in retail, hospitality, residential, storage and warehousing, manufacturing, logistics, foreign trade and land development. Currently I manage over 32 US corporations, one foreign company and over 120 full time employees within North America. I maintain a strong desire and interest within many ventures and maintain a diversified foundation within the international business industry. This is held true whether I am the creator, consultant, or partner. The investor will find benefit in my diverse experience in business, along with my CCIM designation, which will add value and comfort to secure a beneficial investment for the long term that meets, or exceeds, the needs of the investor.

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唐人街/韦斯特切斯 | 休斯顿西南部

- 13.6英亩，22.50美元/每平方英尺或总价1300万美元
- 休斯顿唐人街
- 最后剩下的大片土地
- 无限制
- 综合用途开发的理想用地

凯蒂 | 西休斯顿

- 925,000 美元
- 6房、 5卫、3车库
- 高评价的凯蒂学区
- 私家泳池
- 门禁社区

这些项目仅是一部分示范项目，如您希望在休斯顿投资，联系我们了解更多详情

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独家专访

于千里

Chief Representative
首席代表
RUN CY DEVELOPERS LTD
润浦地产北京代表处

LPS: 请您介绍一下您自己和贵司:

我是塞浦路斯润浦地产北京代表处首席代表于千里，润浦地产自 2015 年成立以来已经为超过 500 位客户完成塞浦路斯置业及移民手续。我司将继续秉承安心、暖心、求实的理念，为广大客户提供高效，优质服务。

LPS: 请问为什么中国投资者会选择在塞浦路斯投资房产?

塞浦路斯是个气候宜人的地中海岛国，是世界著名的旅游目的地。油气田的发现与开发为其带来明确的经济前景。同时它还是欧盟、英联邦、欧元区三位一体的国家。仅 30 万欧元的房产投资即享一家三代的绿卡及当地福利。特别是疫情期间塞浦路斯政府发布新政，降低了投资金额，简化了办理手续。真正做到足不出户，全程办理。

LPS: 对于首次有兴趣投资塞浦路斯的中国投资者，您有什么宝贵建议?

抓住机遇，果断出手——相对而言塞浦路斯房产目前仍属于价值洼地，在全球各国政府大量印钞的背景下，塞浦路斯房产未来增值潜力很大。另外，塞政府采取新政减化中间环节，对于投资移民申请人是很好的时机。

LPS: 中国买家在塞浦路斯投资房地产需要采取哪些步骤?

塞浦路斯移民政策及购房手续相对来说简单方便，有意的客户敬请联络我们的客户专员。

LPS: Please introduce you and your company.

Pleased to introduce myself, Yu Qianli, Chief Representative of RUN CY Developers from Cyprus based in Beijing. RUN CY Developers has helped more than 500 customers to fulfil their immigration dream to Cyprus. We adhere to our value to provide high-quality and efficient services safely, warmly and practically.

LPS: Why do Chinese investors choose to buy properties in Cyprus?

Cyprus is a beautiful island country in Mediterranean with a pleasant climate. It is a world famous tourist destination as well. New natural gas field was found in recent years which brought prosperous future for the country’s economy. Cyprus is a member of European Union and an EU zone country, meanwhile it is also a member of British Commonwealth. It is a good value for money to invest 300,000 euro to own a prestigious property there and enjoy permanent residence and all relevant benefits for the whole household of three generations of the investor. Particularly due to the Covid 19 pandemic, Cyprus government introduced new policies to streamline their procedures and lowered the amount of required investment. Currently we can provide remote service to our client which is simple and convenient.

LPS: What advice do you have to the first-time investors in Cyprus?

Grasp the opportunity and take action now. Outbound investment is a global trend. Property price in Cyprus is undervalued as compared to other ‘hot spots’ attracted investors in the past a few years. Many big economies insist to adopt aggressive monetary policies. It is foreseeable that there is great potential for the growth of property price in Cyprus. In addition, the new policy introduced by Cyprus government provides a precious opportunity for the investors.

LPS: What are the procedures for investing in properties in Cyprus?

It’s generally very simple to buy properties and apply for immigration in Cyprus. Please consult with our sales representatives for further assistance.

独家专访

施爱珍

Vice President of Wailian Group

外联集团副总裁

LPS: 请您介绍一下您自己和贵司?

答：我是外联出国的副总裁施爱珍。外联出国在海外移民、国际身份规划及海外投资领域已有 20 多年的历史，分支机构遍布全球。已为数千户中国家庭提供了海外移民的定制化解决方案及全程服务。随着“留学潮”的日益澎湃，越来越多的中国家庭不再单纯考虑孩子留学的问题，而是以子女教育为出发点，综合考虑家庭整体的身份规划，通过配置海外身份来平衡教育、就业、生意、税务和养老的各种需求，实现家庭受益最大化。

LPS: 请问为什么中国投资者会选择在日本投资房产？

答：随着疫情的影响，全球的经济体系都在发生变化，资本的视角逐渐由逐利转变为避险。一方面由于日元自身利率低，且突发贬值的概率低，在全球贸易紧张和经济不确定局势发生的情况下，其独特的避险属性便会带来货币本身的汇率上涨；另一方面，日元也可以对冲美元自身贬值所带来的的风险。除此之外，日本房产市场尤以成熟稳健、透明规范、租金回报率高为大众所熟知。日本房地产市场经历了 30 年的洗礼，已经完全实现去泡沫化，目前还有非常大的上涨空间，这也是很多人到日本购买海外房产的主要原因。
购买日本房产，可以拥有永久的房屋及土地产权，且无任何公摊面积，再加上日本比邻中国，飞行时间短，饮食和生活环境更适宜，所以更多的中国投资人在对比之后，会选择将海外投资的第一站放在日本。外联严选提供不出国门在线看房与在线选房的服务，协助各位客户轻松完成整个房产投资的全过程。

LPS: 对于首次有兴趣投资日本的中国投资者，您有什么宝贵建议?

答：虽然日本房地产市场的法律法规和操作都非常的健全，但作为首次投资日本的客户，建议不要单一的从个人喜好的角度，比如装修风格及户型去考虑，首先需要锁定它所在的城市、地段、交通便捷性、投资额及出租回报率。处于一线城市核心地段的房产，即使是在疫情的影响下，房价也会一直保持平稳上升。此外，建议投资人选择实力强大的中介及开发商来协助您完成交易流程，以确保整个过程合法合规

有保障。如果您对房产的投资有更多的兴趣，或者有通过在日本投资生意获得日本身份的需求，您都可以通过外联严选来为您量身订制解决方案。

LPS: 中国买家在日本投资房地产需要采取哪些步骤?

答：日本的投资流程相当便捷，投资人无需登陆日本即可完成所有投资，购房交易流程大体可以分为五步：
1、订房阶段：投资人选定房产投资项目，并支付房款的 10% 作为定金。
2、签约阶段：投资人签署《不动产合意书》
3、尾款支付阶段：投资人按照《不动产合意书》约定，支付房款尾款 90%，之后签署《委托管理协议》等文件。
4、过户阶段：由持牌宅建士讲解《房产重要事项说明》及《不动产契约书》，投资人提交公证书等过户资料，并支付相关房产税费。
5、交易完成：约一个月后，房产变更产权完成，投资人获得《登记识别情报》(房产证)。

LPS: The interview questions are as follows: Would you please introduce yourself and your company?

I am Shi Aizhen, who is the vice president of Wailian Group. Wailian Group have a history of more than 20 years in the fields of overseas migration, international identity planning and overseas investment, with branches all over the world. Customized solutions and full-process services for overseas immigrants have been provided to thousands of Chinese families. More Chinese families no longer simply consider the problem of their children studying abroad. However, they take their children's education as the starting point and comprehensively consider the identity planning of the family as a whole. They intend to balance the various needs of education, employment, business, taxation and pension, so as to maximize the benefits of the family through the allocation of overseas identity with the increasing tide of "studying abroad".

LPS: May I ask why Chinese investors choose to invest in real estate in Japan?

The global economic system is changing, and the perspective of capital has gradually changed from profit-seeking to risk aversion with the impact of the epidemic. On the one hand, in the case of global trade tension and economic uncertainty, its unique risk aversion attribute will lead to the rise of the exchange rate of the currency itself because the interest rate of the yen is low and the probability of sudden devaluation is low; On the other hand, the Japanese yen can also hedge the risk brought by the depreciation of the dollar itself. In addition, the Japanese real estate market is especially well known for its maturity, transparency and high rate of return on rent. After 30 years of baptism, the Japanese real estate market has completely de-bubbled, and there is still a lot of room to rise, which is the main reason why many people buy overseas real estate to Japan. You can have permanent housing and land property rights without any shared area, coupled with Japan's proximity to China, which has a short flight time and a more suitable food and living environment if you buy Japanese real estate. As a consequence, more Chinese investors will choose to put the first stop for overseas investment in Japan after comparison. Wailian Group provides the service that customers do not need to go abroad online housing inspection and selection. It can help customers easily complete the whole process of real estate investment.

LPS: Do you have any valuable suggestions for Chinese investors who are interested in investing in Japan for the first time?

As a customer investing in Japan for the first time, it is recommended not to consider it solely from the perspective of personal preference, such as decoration style and apartment type though the laws, regulations and operations of the Japanese real estate market are very sound. First of all, it needs to lock in the city, location, transportation convenience, investment and rental rate of return. Property prices in the heart of first-tier cities will continue to rise steadily even under the influence of the epidemic. In addition, it is recommended that investors choose a powerful agency and developer to help you complete the transaction process to ensure that the whole process is legal and compliant. You can make customized solutions for you through Wailian Group if you are more interested in investing in real estate, or if you need to gain Japanese identity by investing in Japan.

LPS: What steps do Chinese buyers need to take to invest in real estate in Japan?

Japan's investment process is quite convenient. For example, investors do not need to land in Japan to complete all the investment. The purchase transaction process can be divided into five steps:
1. Booking stage: The investor selects the real estate investment project and pays 10% of the house payment as a deposit.
2. Signing stage: the investor signs the "Real Estate Agreement"
3. The final payment stage: The investor pays 90% of the final payment of the house in accordance with the agreement of the "Real Estate Agreement". In addition, investor signs documents such as the entrustment Management Agreement.
4. Transfer stage: The builder will explain the "statement of important matters of real estate" and "real estate contract ". Besides, the investor will submit notarial certificate and other transfer materials, and pay the relevant real estate taxes and fees.
5. Transaction completed: The property right change of the real estate is completed, and the investor gets the "registration identification information" (real estate certificate) about a month later.

独家专访

George Ioannou

Founder&CEO
创始人&总经理
Korantina Homes

LPS: 请您自我介绍，并介绍下您的公司

我是乔治 · 约阿努，华伦帝纳（Korantina Homes）的创始人和总经理。

华伦帝纳创始于 1990 年，多年来一直专注建造高端房产项目，用心为客户打造优质的理想居所。华伦帝纳是塞浦路斯最具活力、发展最快的地产开发商。我们的项目在国际上屡获殊荣，其中最具代表性的项目包括圣乔治豪华别墅度假胜地，SOHO 帕福斯城市地标综合体项目，珊瑚郡度假胜地等大型豪华地产项目。前卫的视觉设计和超高水准的建筑质量让我们的项目从竞争中脱颖而出，树立了行业的新标准。

圣乔治一线海景豪华度假胜地，是塞浦路斯迄今为止规模最大的一线海景豪华别墅群项目，也是地中海地区规模最大的项目之一。圣乔治项目内 200 余套私家海景豪华别墅，设有业主专属管家俱乐部，拥有海滨餐厅和酒吧、健身中心、SPA、24 小时礼宾服务，24 小时安保、物业管理服务，沙滩管理服务，各项体育设施，水上运动设施马术俱乐部，儿童游乐园，骑行服务还有其他各项业主专属服务。圣乔治项目内即将建成一座超五星级酒店，酒店的建成将进一步完善度假胜地的设施，使项目的价值不断提升。这个享誉国际的豪华项目已经吸引了许多来自全世界的高净值客户和社会名流定居在此。

LPS: 为什么中国投资者要投资塞浦路斯房产?

多种因素的组合使得塞浦路斯成为一个理想的投资地点。塞浦路斯不仅适合商业投资，同时也有愉悦惬意的生活方式。近年来的新发展也让塞浦路斯的经济增长充满动力，比如近几年发现的大量石油和天然气储备，建设中的欧洲最大赌场，还有游艇码头，高尔夫球场等各项豪华设施。从位置上来看，塞浦路斯是通往欧洲市场的门户，具有很强的战略意义。同时，仅 12.5% 的公司税，完善的英式法律体系，良好的商业环境，种种因素的结合让塞浦路斯成为开设企业的不二选择。

塞浦路斯拥有极佳的气候，一年有 300 多天晴天，还有清澈透明的蓝天和欧洲最干净的沙滩和水域，这里也非常安全（全球最安全国家排名第五位），同时有世界顶级的医疗体系和教育体系。除了以上所述的几点，最重要的是这里的人们热情好客，几乎所有人都讲英语，我们非常欢迎来自全世界的人们融入我们的大家庭！

LPS: 您对有意愿并且是首次投资塞浦路斯的中国投资者有何建议?

正如刚才所提到的，作为欧洲的门户，塞浦路斯是投资和生活的绝佳地点！而在塞浦路斯的投资回报也必然是多重的，包括为家人提供通往欧洲的便利条件，打开欧洲市场，接受更优质的教育，享受更优质的生活。现行的移民政策让这些目标一一加速实现。

在塞浦路斯进行任何投资都是非常安全的，法律法规旨在确保投资的安全性，塞浦路斯强劲的经济发展前景对于投资人来说也是很好的机遇，尤其是投资房地产和旅游业这两个支柱产业。对投资者来说，最关键的还是找到值得信赖的公司和人员来全程协助指导，确保满足不同的投资需求。

LPS: Can you please introduce yourself and your company?

I'am George Ioannou, then founder and CEO of Korantina Homes. Korantina Homes was established in 1990 and over the last years has been focused on developing luxury and exclusive properties. It is without a doubt, the most dynamic and fastest growing property developer in Cyprus and the leading company in the field of exclusive residential resorts. Award winning resorts such as Cap St Georges Hotel and Resort, Coral Residences and Soho Resort visibly and physically differentiate the company from its competition by setting new standards in the real estate industry.

Cap St Georges Hotel & Resort, the flagship development of Korantina Homes, which is the largest and most exclusive seafront resort in Cyprus with 200 exclusive villas by the sea, including a clubhouse with restaurant and bar, spa, gym, 24hr concierge services, 24hr security, property management services, sporting facilities, serviced sandy beach, watersports, horse range within the project, children's playground, cycling and more. A five-star hotel is currently under construction in the resort which will enhance even further the facilities of the resort and add further value to the property investment. This internationally awarded resort has attracted exclusive clients from all over the globe including celebrities and international jet setters.

LPS: Why should Chinese invest in real estate in Cyprus?

Cyprus is a great place to start investing for a range of reasons. It is an ideal place for investment and the best country for somebody to live. The positive economic potentials of Cyprus created by all the new developments such as the discovery of gas and oil, the new casino which is currently under construction and many new infrastructure projects such as Marinas and Golf. The geostrategic location of the island gives easy and full access to all European Markets and in combination with the lowest corporate tax rates in the EU at 12.5%, friendly legal and business environment, Cyprus also can be considered as ideal destination for company relocations.

In Cyprus, we get to enjoy a high quality of life; enjoying 300 days of sunshine, clear blue skies and the cleanest beaches in Europe, safe environment (ranked the 5th safest country in the world) first class health care system and the excellent education system. The most important factor however is the hospitable and friendly people, almost all English speaking, which are always open to welcome and embrace foreigners to the local community!

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in Cyprus for the first time?

As mentioned above Cyprus is an ideal destination for investing and relocating, Cyprus is the door to Europe! By investing, the benefits are multiple including offering to their children and their businesses an access to Europe, an access to better education, an access to better quality of life. The immigration programs which are currently in place are enabling this in the most easy and effective way.

Any investment made in Cyprus is safe, as the legislation is such to secure the safety for all investors and due to the economic potential of Cyprus it is an opportunity for them to make profits, especially by investing in real estate and tourism industry as they are the most solid industries in Cyprus.

It is very important though, to find the trustworthy companies and people that will guide the investor in every step of the process and ensuring the right investment according to the different needs.

LPS: What are the steps involved for Chinese buyers to invest in real estate in Cyprus?

The Chinese market is of the highest importance to Korantina Homes. Our well-established team in China is working hard to provide all assistance and information to our partners and clients in China. Further to this, we have added to our team in Cyprus Chinese-speaking employees that take care of our existing Chinese clients in Cyprus.

Therefore for Chinese buyers which are interested to invest in Cyprus the process is a simple and straightforward. Our team is ready to guide potential investors in every step, setting meeting for presenting the programs and options, arranging an inspection trip to Cyprus, accompanying the potential investor through the trip, and advising for the various investment options and with the assistance of the legal representatives to complete the whole process including immigration applications where needed.

独家专访

Cecilia 惠

Sales Manager
销售经理
Windham Realty China
威翰地产

LPS: 请您介绍一下您自己和贵司?

我是威翰地产的销售经理Cecilia惠，从事海外房产已经超过8年了。威翰地产成立至今已经有 50 多年的历史，‘服务他人，互利共赢’的哲学理念深深扎根于我们的企业文化中，我们坚信优质的服务是我们成长的源泉，客户的成功带来我们的成功，这也是我们公司可以持续稳定发展的基石。

LPS: 请问为什么中国投资者会有兴趣在泰国投资房产？

2019 年底新冠病毒爆发，疫情一直持续到现在两年，我们希望大家可以了解在此大环境下购买泰国房产有哪些好处。
1) 危机下购置不动产是所有投资产品里最稳固的投资产品，也提供了生活的稳定性，保值是作为家庭理财以及投资必不可少的因素之一，而大多数集中在曼谷核心区域项目的保值和抗风险能力要比泰国外府更高，因此持有核心地区的房子就是有效抗通胀的手段之一。

2) 曼谷公寓的进入门槛比国内四大城市同等类型公寓低很多，且不限购
四五百万人民币可能在国内北上广深只能买次级地段一般住宅的一套单元。但相同的价格却能在泰国曼谷市中心黄金地段金融中心区域买到高保值的物业资产。

3) 泰国政府减税政策
购买房屋可享受年度税收减免优惠 .

4) 注意全球经济周期，合理配置资产
在经济危机周期理论有一个十年为一个循环的说法，而新冠正是这场危机的触发器，令全球多方经济体大量推行激进的经济刺激计划，富人们恰恰会在这个阶段把资产转移到更安全的房地产，保值才是度过寒冬的出路。

5) 优质的长期投资
由于曼谷中心区域房地产和土地的数量不会每年都在增加，而除了投资购房需求意外，还有很多外籍和本土高薪人士在市中心居住，所以作为买家来说，您既可以买来进行投资也可以长期持有用来出租；从泰国银行 2008-2021 年的房地产价格指数来看，近 10 年都保持上升的趋势，可以说曼谷核心地段资产的抗通胀能力相对较高，是优质的保值资产。

LPS: 中国买家在泰国投资房地产需要采取哪些步骤?

1)选定好房源，支付总价的 25%，并在 14 天内签订购房合同
2)现房验房后，在接下来的 14 天内支付总价剩余的 75%
3)如果是期房，在交房时支付总价剩余的 75%
4)全价付款后在泰国土地厅转移地契，进行过户

LPS: 请您向我们介绍一下最新的房产项目?

Chambers on Nut，钱伯斯公馆是泰国知名房地产开发商 SC ASSET 旗下火热销售的楼盘之一。这座于 2020 年第一季度刚刚交房的公寓社区已经成为此区域最受关注的新兴楼盘。

随着近两年捷运版图的扩展，BTS 轻轨站 - 安努 On Nut 已经成为曼谷黄金轻轨线素坤逸中段站，而项目距离轻轨安努站仅 230 米，步行仅三分钟即可到达，交通便利，社区配套设施丰富，包括各类超市，街头小吃，商场等应有尽有，给予日常生活极大的便利。

既是繁华都市里的完美家园，也是前景可期的完美投资，坐拥曼谷心脏地带的繁华与便利，为您带来无比舒适的居住享受。

LPS: Can you please introduce yourself and your company?

My name is Cecilia Hui, and I’ m the sales manager in Windham Realty China with more than 8 years’ experience in overseas real estate. Windham Realty has been established for more than 50 years. The philosophy of "serving others and win-win" is deeply rooted in our company culture. We firmly believe that quality service is the source of our growth, and the success of our customers leads to our success, which is also the cornerstone of our sustainable and stable development.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in Thailand for the first time?

The virus outbreak at the end of 2019 and has continued for two years until now. We believe that customers can benefit from buying Thai real estate in this economic climate.

1)Providing the stability in life is buying the assets in times of crisis
The preservation of value is one of the essential factors for financial management and investment, and owning real estate in central Bangkok is an effective solution to immunize against inflation.

2)The entry price of property in Bangkok is lower than major cities in China
Four or five million RMB can only buy a normal residential unit in major cities in China. But you can buy a property with a high value in the financial center of Bangkok with the same price

3)Thai government tax reduction policies
Thai government provides some tax benefit because of virus.

4)Pay attention to the global economic cycle and allocate assets globally
Cycle theory in the economic crisis has a decade for a cycle, and the virus is the trigger of the crisis. So many global economics make aggressive plans to stimulate economy. In this stage, the wealthy will transfer their assets to safer real estate climates to maintain their value, and this is the way to pass the cold winter.

5)High-quality long-term investment
As the land in the central area of Bangkok will not increase every year, not only the investors, but also many foreigners and upper-class of the local populace living in the city center. So as a buyer, you can either buy for investment or long-term hold to rent. According to the real estate price index of the Bank of Thailand from 2008 to 2021, the property price kept rising in the past 10 years. It shows the assets in the core area of Bangkok have relatively high anti-inflation ability and are high-quality value-preserving assets.

LPS: What are the steps involved for Chinese buyers to invest in your real estate development in Thailand?

1) Select a unit, pay 25% of the total price, and sign the purchase contract within 14 days
2) The remaining 75% of the total price will be paid within the next 14 days after house inspection
3) If the property is under construction, the remaining 75% of the total price will be paid at the time of delivery
4) Transfer the title deed in the Land Office of Thailand after paying the full payment

LPS: Could you please introduce new project recently?

Chambers on Nut is one of the hottest properties by SC Asset, one of Thailand's leading real estate developers. It was just opened in the first quarter of 2020, has already become one of the most anticipated new developments in the area.

Along with the expansion of the past two years for MRT and BTS, the on nut station has become a in between stop, the project is only 230 meters away from the station, or a three minute walk. Convenient transportation, generous amount of community amenities, including all kinds of supermarkets, street food, and shopping malls will contribute towards the convenience and quality of life.

It is a perfect home in the bustling city and a perfect investment for promising return, contributing to the prosperity and convenience in the heart of Bangkok.

独家专访

Gary Tom
谭永恒

President, Asia
亚洲区总裁
Walton Group of Companies
和顿集团

LPS: 请您介绍一下您自己和贵司?

我在加拿大出生，在进入房地产行业之前，我在亚尔伯达省的石油和天然气行业工作了 9 年。我在和顿工作了 20 多年，这一切都与集团的愿景、领导力和战略计划的执行有关。在过去的 20 年中，我的职责专注于集团的国际业务拓展和机构投资发展，我亦参与了集团全球 400 多个准发展土地项目的构建和分销。

和顿的业务专注于土地投资，以土地作为投资组合中的资产，为全球投资人提供了另类投资替代策略。和顿为投资者提供横跨北美多个不同区域的众多土地机遇；土地用途包括用于未来发展的各种类型，从独栋别墅住宅和公寓房住宅，到商业和工业用途。

LPS: 对于首次有兴趣投资美国的中国投资者，您有什么宝贵建议?

如果中国投资人对美国房地产投资感兴趣，我会建议他们留意以下几个事项:
· 任用进行全方位宏观和区域市场研究的公司，他们有辨析长期基本增长区域的能力。
· 与可靠及经验丰富的公司合作，他们可以通过对行业的专业知识推进发展流程。
· 熟悉当地法规和发展流程的公司。
· 与全国性和地区性房屋建筑商建立了良好的业绩记录和紧密的合作关系。
· 通过可靠的产权公司对项目 / 物业进行调查和进行交易，他们亦会为项目 / 物业提供产权保单。

LPS: 现在美国的房产市场趋势如何? 机遇何在?

尽管全球疫情大流行，在过去的 18 个月里，全美住宅行业一直是经济中的一个亮点。新冠疫情教会了我们一种新的生活、工作和娱乐方式。在家工作和孩子在家视像上课的趋势都是房屋市场的主要推动因素，因为它们让购房者可以将目光投向更远离市中心。千禧一代是首次购房者的核心群体，加上历史以来的低抵押贷款利率水平有助于进一步加速对新房屋的需求，为于中短期准备开发房地产提供机遇。

大量移民从加利福尼亚州、华盛顿州、伊利诺伊州和纽约州等税收较高、较难负担的州份迁往乔治亚州、科罗拉多州、佛罗里达州和德克萨斯州等天气温暖，而且税收较低的南部州份。独栋别墅住宅是美国经济的亮点，建筑商预计美国各地在未来几年的房屋需求量将持续增长。

和顿看到对郊区土地的需求正在上升，这种需求在某些地区受到大规模企业活动的推动，例如公司总部从一个州搬迁到另一个州。

LPS: 可以和我们分享一个房产项目案例吗?

潭菱山庄 (Tamlin Village) 占地 441 英亩，是和顿的其中一个准发展土地项目，位于科罗拉多州科罗拉多泉地区，属 Banning Lewis Ranch 总发展蓝图的一部分，毗邻科罗拉多州销量最高的社区，全美 50 个最畅销的综合规划社区中排名第 28 位。

和顿于 2017 年收购土地项目，向全球投资者募资 1,440 万美元。于持有土地项目期间，和顿收到一家全国性房屋建筑商发出的收购意向，该建筑商是邻近兴建中社区的其中一家建筑商。及后，和顿于 2020 年初与该建筑商签订买卖协议。土地开发流程审批于 2020 年完成，规划为 2,521 个独栋别墅住宅地块。首阶段 161 个地块的交易已于 2021 年 5 月完成，为投资者带来预计离场收益倍数为 1.80 倍 – 3.60 倍。

LPS: Can you please introduce yourself and your company?

I was born in Canada and worked in the oil and gas industry for 9 years in Alberta before entering into real estate industry. Walton is the company I have worked for over 20 years. It’s all about vision, leadership, and execution of a strategic plan. Throughout the past 20 years, my role has focused on international business development and institutional investment. I have involved in structuring and syndication of over 400 pre-development land projects around the globe.

Walton business model has always been based on land investment. Land as an asset in investors’ portfolio provides alternative strategy for people around the globe. Walton provides investors with numerous land opportunities that span across a diversified geographic area in North America and include a variety of property types for future development from single-family and multi-family residential to commercial and industrial.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in USA for the first time?

If Chinese investor interest in investing in U.S. real estate, there are few things that I would suggest:
· Approach a Company that conducts full range of macro and regional market research, ability to demonstrate long-term fundamental growth area
· Engage with a credible, experienced company that can work through entitlement with industry knowledge and expertise
· Company that is familiar with the local regulations and development process with strong government relationships
· Established track record and good relationships with national and regional homebuilders
· Obtain property survey and process transaction through a reliable title company with title insurance

LPS: What is the U.S. real estate market trend now and where is the opportunity?

Despite the global pandemic, residential uses across the United States have been a bright spot in the economy over the past 18 months. The global pandemic has taught us a new way to live, work and play. Working from home and virtual school for children are both critical factors for the homebuying market because they are allowing homebuyers to look to markets farther outside of city centers. Millennials being the core group of first time homebuyer and historical low mortgage rates help further accelerate the new home demand, providing an opportunity for short to medium term ready to develop property.

There has been significant migration from states such as California, Washington, Illinois and New York where it is less affordable and has higher tax to southern states such as Georgia, Colorado, Florida and Texas where it has warmer weather and lower tax. Single-family residential market is a bright spot in the economy and homebuilders are anticipating continued demand throughout the U.S. in the next few years.

Walton is seeing demand for suburban land on the horizon, with such demand being driven in certain areas by large-scale corporate activity, such as relocation of company headquarters from one state to another.

LPS: Could you please share a sample case project?

Tamlin Village is a 441-acre pre-development land project located in the Colorado Springs, Colorado. It is part of the Banning Lewis Ranch master plan, is adjacent to the largest selling community in Colorado and ranks as the twenty-eighth across the nation’s 2020 Top 50 Master-Planned Communities.

Walton acquired the property in 2017 and raised $14.4 million from global investors. During the holding period, Walton received interest from a national homebuilder that is one of the developers in the adjacent community. Walton then entered into Purchase and Sales Agreement with this homebuilder in early 2020. Entitlement for the project was completed in 2020 and is planned for 2,521 single-family lots. The first 161 lots closed in May 2021 and the projected ROI for the entire property is 1.80x and can be as high as 3.6x by the end of the project.

独家专访

Mr. Korn Narongdej

CEO

Raimon Land Public Company Limited

LPS：请您为我们介绍一下雷蒙置地。

雷蒙置地是一家泰国豪华房地产开发公司，已经在房地产业界耕耘 34 年多了。雷蒙置地是泰国房地产市场上价值 1000 万泰铢及以上项目的领导者。目前，雷蒙置地在泰国拥有 12% 的市场份额，开发项目超过 100 万平方米，占 5368 套，价值 684 亿泰铢。

雷蒙置地在曼谷的房地产开发领域取得了非凡成就，并以 185 Rajadamri，The River，Estelle Phrom Phong，TAIT Sathorn 12，Diplomat 39，The Lofts Ekkamai 和 The Lofts Silom 等项目而闻名。雷蒙置地在曼谷以外的项目包括：Northpoint Pattaya 和 Zire Wongamat Pattaya 。此外，雷蒙置地开发了 One City Center 项目，位于 Ploen Chit 黄金地段的甲级办公楼。这将是新一代现代化设计的租赁办公楼 。

LPS: 雷蒙置地被授予了“泰国 2020–2021 年度最豪华公寓项目”的称号，您能为我们阐述一下雷蒙置地名下项目的特色吗？

- 质量：雷蒙置地打造优质项目，拥有忠实于我们品牌的长期客户，并获得了无数奖项。例如，Estelle Phrom Phong 在第四届 DOT 房地产泰国奖 2020 中获得了“2020 年曼谷最佳豪华公寓大奖”、“2020 年人民之选最佳项目奖”和“2020 年东南亚最佳豪华公寓大奖”等。最近，“TAIT Sathorn 12 号”项目被英国国际金融出版物有限公司（International Finance Publications Limited）的《国际金融》（International Finance）商业和金融杂志授予了“2021 年泰国最佳豪华公寓项目奖”。

- 位置：项目选址是成为房地产市场领导者的关键。雷蒙置地的所有项目均位于高潜力地区，包括市中心和中央商务区（CBD）。

- 差异化：雷蒙置地致力于通过各种创新设施和技术，在每个项目中创造独特的价值，从而为客户提供便利的生活和优美舒适的居住环境。在泰国我们是第一家，也是唯一 一家为客户提供自选材料方案的房地产开发商，客户可以自由地选择符合自己风格的材料和色调。

LPS：可以为我们介绍一下您最引以为豪的主要项目吗？

雷蒙置地的两大主要项目：

- Estelle Phrom Phong，位于 Phrom Phong（蓬鹏区），是市中心黄金地段的唯一豪华高层公寓。该项目是与日本鼻祖级地产企业东京建物合资 。

Estelle Phrom Phong 位于 Sukhumvit（素坤逸）26，是一个高级社区，拥有全套设施，真正迎合城市居民的生活方式。项目包括：24 小时礼宾服务、超跑停车场、访客客房服务、灵感源自死海的漂浮池、温泉、私用宴会厅、会议室、健身室，游泳池和入户电梯等。该项目周围还有世界级的购物中心，如 EM 商圈和 Thonglor（通罗）Ekamai（伊卡迈）区等。

- TAIT Sathorn 12 高层豪华公寓，位于 Sathorn（沙吞）中央商务区，以“享受 Sathorn 的最佳生活”为理念。TAIT Sathorn 12 的独特功能包括现代标志性的斜坡设计、配有减少噪音和隔热的中空玻璃墙，实现终极舒适和隐私。该公寓还设有天台花园、私人阳台、六层共 2000 多平方米的高架公共区域，以及各种设施，如空中酒廊、空中放映院、空中健身中心、空中宴会厅、空中凉亭、空中温控无氯游泳池和按摩池等。

LPS：在泰国投资有哪些优势呢？

泰国是一个拥有丰富资源的国家，是东盟经济共同体（AEC）的中心。凭借着其经济、技术和交通的不断增长，她有完善的基础设施、优秀的公共卫生系统，以及政府发展的政策。在房地产领域，泰国一直以来都鼓励外国投资。例如，49% 的产权比例，允许用旅游签证购买公寓、安全的国际货币转账、为外国人提供信贷，以及投资、转售和租赁支持，这比其他任何国家都要宽容。此外，与新加坡或香港相比，泰国公寓的每平方米价格仍然相对较低。因此，综合以上优势，泰国是一个上佳的投资目的地。

LPS：对于考虑尝试在泰国房地产市场投资的中国客户，您有什么建议呢？

在做任何投资之前，我们必须权衡所有的选择，看看投资是否值得。在投资公寓时，需要考虑以下几个重要因素：

项目位置：项目是否位于像中央商务区（CBD）这样的高潜力区域？那里的交通方便吗？它是否靠近公共交通工具，如轻轨或地铁、高速公路、医院、学校、百货商店或购物中心，以及酒店等？如果选址好，未来的销售价格将会更具优势。处于黄金地段的项目，价格将会逐年上涨，租赁也将更为容易。除了地理位置，房地产公司还必须具有良好信誉、值得信赖，因为直接反映了项目质量。

LPS：投资者在雷蒙置地购置房产需经过哪些步骤？

在雷蒙置地投资非常容易，因为我们公司拥有精通中文的中国销售代表协助中国投资者。由于新冠肺炎疫情，投资者可以通过“Raimon iConnect”云看房并且得到相关的项目资料。注册之后，告诉我们您感兴趣的雷蒙置地项目或致电联系我们的销售代表，我们非常乐意为您服务。

LPS: Could you please introduce Raimon Land?

Raimon Land PLC. is a luxury real estate development company that has been operating in Thailand for over 34 years. It is the leader in the real estate market for projects valued at 10 million Baht and above. Currently, Raimon Land has a 12% market share with over 1 million square meters of developed projects, accounting to 5,368 units worth over 68.4 billion Baht.

The company has accomplished and made its name in real estate development in Bangkok with projects such as 185 Rajadamri, The River, The Estelle Phrom Phong, TAIT Sathorn 12, The Diplomat 39, The Lofts Ekkamai, and The Lofts Silom. It also has projects outside of Bangkok, for example, Northpoint Pattaya, and Zire Wongamat Pattaya. Furthermore, Raimon Land has developed the One City Centre project, a new A-grade office building for rent on prime location, Ploen Chit. It will be an office building for the new generation with modern designs.

LPS: Raimon Land has been awarded ‘Best Luxury Condominium Project - Thailand 2020-2021. Could you please describe the major characteristics of Raimon Land’s projects?

Raimon Land is notable for its:

- Quality: Raimon Land has been entrusted with project quality development standards by its clients and has received numerous awards. For example, The Estelle Phrom Phong has received awards for BEST LUXURY CONDOMINIUM BANGKOK 2020, PEOPLE’S CHOICE AWARD FOR PROJECT OF THE YEAR 2020, and BEST LUXURY CONDOMINIUM Southeast Asia Awards 2020 at the 4th DOT Property Thailand Awards 2020. Recently, TAIT Sathorn 12 has been awarded with “Best Luxury Condominium Project - Thailand 2021” by UK’s International Finance Publications Limited's leading business and finance magazine, the International Finance.

- Location: A key to be the leader in the real estate market is the choice of locations. All of Raimon Land's projects are located in high potential locations, including in the heart of the city and the Central Business District (CBD).

- Differentiate: Raimon Land strives to create a unique value in each of its projects through various facilities and technological innovations to provide convenience and comforts to the clients. We are also the first and only real estate developer that allows clients to customize their own Material Scheme to color tones that match with their lifestyle.

LPS: Could you please describe - NAME OF YOUR PROJECT(S) - as (a) master project(s)?

Raimon Land has 2 key projects, namely:

- The Estelle Phrom Phong, the only luxury High-rise condominium set on prime location in the heart of Phrom Phong. The project is a joint venture with Japanese leading company TOKYO TATEMONO. Located on Sukhumvit 26, The Estelle Phrom Phong is built upon an Exclusive Community with full amenities that truly caters to the lifestyle of city dwellers, including 24-hour Concierge Services, Supercar Parking, Private Guest Rooms, Flotation Pool inspired by the Dead Sea, Onsens, Private and Dining Room, Meeting Room, Fitness room, Swimming Pool, and Private Elevators for special units. The project is also surrounded by world-class Lifestyle Hubs like The EM District as well as being near to the Thonglor-Ekamai area.

- TAIT Sathorn 12, a luxury High-rise condominium located in the Central Business District of Sathorn under the concept of ‘Live the Best Of Sathorn Life’. TAIT Sathorn 12’s unique features include modern Iconic Slope designs, adorned with double-glazed windows with full height curtain wall as well as insulated windows with centered air gaps to prevent heat and external noise for ultimate comfort and privacy. The condominium also features a rooftop garden, private balcony, elevated common areas in six floors totalling over 2,000 square meters, and full amenities such as Sky Lounge, Amphitheater, Sky Gym, Sky Dining, Sky Pavilion, Sky Pool & Jacuzzi.

LPS: What are the benefits of investing in Thailand?

Thailand is a country of high aptitude and a hub of the ASEAN Economic Community (AEC) as it has growth to its economy, technology, and transportation it has complete basic infrastructure, excellent public health system, as well as government supported policies. In the real estate sector, Thailand is always welcoming international investment opportunities. For example, a 49% proprietary ratio, allowing condo purchasing with a tourist visa, uncomplicated international currency transfers, credit push for foreigners, as well as investment, resale, and lease support that is more lenient than any other country. Furthermore, the price per square meter in Thai condominiums is still relatively low compared to countries and regions like Hong Kong or Singapore. Therefore, when considering all of the aforementioned investment factors, Thailand is certainly a favorable investment option.

LPS：What advice would you give to Chinese buyers investing for the first time in Thai real estate?

Prior to making any investment, one must weigh all options to see if it the investment is worth it or not. When investing into a condominium, some important factors to consider are:

Location: Is the project located in a high potential area like the Central Business District (CBD)? Is the location easy to commute? Is it near public transportation, sky train or underground train, toll ways, hospitals, schools, department stores or shopping centers, hotels, etc.? If you choose a good location, the future selling price will be favorable. As the land is located in prime location, the price will increase annually while leasing will be simple. Apart from location, the real estate company must also be reputable and trustworthy as it can reflect the construction quality.

LPS: What are the steps involved for Chinese investors to go ahead and purchase with Raimon Land?

Investing with Raimon Land is very easy as the company has Chinese Sales Representative fluent in the language to assist Chinese investors. Simply register to let us know which Raimon Land project you're interested in and our staff are more than happy to help you. Due to COVID-19, investors or anyone interested can visit the projects online via Raimon iConnect to receive project information virtually. You can also request for a conference call with our Sales Representative.

独家专访

Lau Yew Chong
Kyory 刘耀宗

Director, Sales and Marketing
Alfranko Developments Sdn Bhd

LPS：可以请您简单介绍一下您本身及您的公司吗？

我是爱尔弗兰科发展的销售兼市场总监。我在房地产开发方面拥有超过 15 年的丰富经验，主要从事吉隆坡奢华品牌住宅的营销推广和业务开发。

爱尔弗兰科发展是一家值得信赖的开发商，致力于为我们宝贵的买家提供优质和别样的产品体验。

LPS：您认为中国买家应该投资马来西亚的理由是什么呢？

马来西亚作为一个发展中国家，年轻化的人口结构给我国房地产市场无限的增长潜力。近年来，马来西亚政府增加了很多新的基础设施和落实了很多利好的政策与支持措施，吸引了不少外国买家前来投资，带动了城市的增长价值和提升了文明城市生活体验。

LPS：对于有意在马来西亚尝试投资的中国投资者，您有什么建议呢？

马来西亚是一个相对稳定的国家，我们的房地产市场利好，可提供有竞争力的租金回报和高水平的生活，人们生活指数高，幸福感很强。

我的建议是，选择符合您意愿的房产进行投资，无论是自住、租赁还是退休养老的需求，都要考虑到所投资地区的位置、发展理念、周边基础设施和未来发展潜力。

LPS：在马来西亚投资都需要涉及哪些步骤呢？

我们欢迎所有的外国投资者，尤其是来自中国的朋友。步骤主要是选择您喜欢的城市和项目进行投资。每个国家都有不同的政策规定，不少国家对于外国人买房都有各种不同的限制条件。例如吉隆坡联邦直辖区对海外买家的门槛为购买价值为 100 万马币及以上阈值的房产。

开发商律师将协助买方敲定标准的房屋买卖合约根据 HDA 法令以保障购屋者权益，并代表买方申请外国购买许可。

了解资本税结构，以及从代理商或开发商那里了解购买所涉及的其他成本。

LPS: Can you please introduce yourself and your company?

I am acting as Sales and Marketing Director who represent Alfranko Development Sdn Bhd in overseeing Novo Reserve, Kuala Lumpur project sales and marketing. For the past 15 years of my property development experiences, I am focusing on project business development, marketing and sales of luxury and branded residences in Kuala Lumpur city.

Alfranko Developments Sdn Bhd is a credible developer who committed to deliver an excellent quality of the product and create different experiences to our valued purchasers.

LPS: Why should Chinese invest in real estate in Malaysia?

Malaysia is a developing country with mass big infrastructure and young population that provide unlimited future growth for the country and investors.

Over the years, Malaysia government has implemented various efforts and measures in attracting foreign investments which enhance better growth values and living experience in the city.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in Malaysia for the first time?

Malaysia is a stable country that provide a competitive rental return and high standard living in the region.

My advice to the investors is to identify a property that fit your needs, requirement and intention, whether is for own stay, rental or retirement. Simultaneously, take into account the location and accessibility, development concepts, surrounding infrastructures and future development potential in the areas invest.

LPS: What are the steps involved for Chinese buyers to invest in real estate in Malaysia?

To all foreign investors not limited to Chinese buyers, the steps involve are identifying your preferred city and project to invest that fit your purpose and also understand the state requirement. For example, those who likes city living and rental return may opt for Kuala Lumpur, while Penang will fit well for retirees that like seaside living. Different state has different thresholds and requirement for overseas buyer(s). For Instance, the minimum purchasing price for Kuala Lumpur is RM 1 million and above.

The developer’s lawyer will assist the buyer(s) to finalise the standard HDA agreement and applying a foreign consent to purchase on behalf of the buyer(s) too.

Also, to understand Malaysia capital tax structure and pertinent cost involved in purchasing from your agents or developer too.

独家专访

Mr. STUART READING

Senior Vice President,
Group Property Development
Banyan Tree Group

LPS: 请您介绍一下您自己和贵司?

乐古浪度假村及酒店 ("LRH")，悦榕控股有限公司的子公司，成立于1983年，自1993年起在泰国证券交易所上市。主要业务是酒店运营、房地产开发业务和办公室租赁，主要围绕位于泰国普吉岛的乐古浪综合度假村的运营和管理，以及对曼谷悦榕庄酒店的投资。子公司还从事开发度假物业出售，经营高尔夫俱乐部，销售商品，办公室租赁和销售度假俱乐部会员。

LPS: 请问为什么中国投资者会选择在泰国投资房产？

泰国一直是度假者和投资者最喜欢的地方之一。它吸引游客的能力不仅限于迷人的海滩、充满活力的生活方式和无限的购物选择。泰国美丽目的地的魅力不断吸引游客前往曼谷、普吉岛、清迈、芭堤雅等城市和热带目的地，成为投资者在泰国出售和租赁房地产的显著利好投资热点。

泰国房地产市场的稳定增长主要是由外国投资推动的。更好的经济前景、更高的入住率也为房地产市场的成功做出了贡献。

LPS: 对于首次有兴趣在泰国投资的中国投资者，您有什么宝贵建议?

泰国对外国投资很友好，不像大多数国家要求外国人缴纳额外的财产税。合同是用泰语和英语写的。除了对外国买家有吸引力的税收结构外，房产所有者出售泰国房屋也相对容易。这种竞争性的税收结构加上相对较低的入门价格，使得外国人进入泰国房地产市场具有吸引力。因此，泰国成为全球房地产投资者的首选之一。

对于第一次在泰国置业的中国客人来说，最重要的就是找到一个优秀的开发商，并且有着非常出色的过往业绩。另外，投资的地点也十分重要，不仅要满足投资回报，同时也要给自己和家人提供未来度假的美好地点，我们悦榕集团在普吉岛开发的乐古浪度假村项目拥有多个物业类型，可以为大家提供多种选择。

LPS: 中国买家在泰国投资房地产需要采取哪些步骤?

在泰国购房主要办理：签订认购书、支付定金、签订合同、支付首付等手续。

我们在国内有 11 个城市设立了销售人员，同时和全国大部分的代理机构达成了合作，确保每一位有购房意向的客户都可以得到完善的服务，如果有需要可以联系我们如下人员。

LPS: Can you please introduce yourself and your company?

Laguna Resorts & Hotels (“LRH”), a subsidiary of Banyan Tree Holdings Limited, was founded in 1983 and listed on Stock Exchange of Thailand since 1993. The key businesses are hotel operations, property development operations and office rental, largely revolves around the operation and management of the integrated resort of Laguna Phuket, located on the island of Phuket in Thailand, as well as its investments in the Banyan Tree Bangkok. The subsidiaries also engage in developing resort properties for sale, operating a golf club, sales of merchandise, office rental and sales of holiday club memberships.

LPS: Why should Chinese invest in real estate in Thailand?

Thailand has always been one of the most popular spots for holidaymakers and investors. Its capacity to attract tourists isn’ t limited to the appeal of its stunning beaches, vibrant lifestyle and unlimited shopping choices. The charm of Thailand’ s beautiful destinations continuously attracts tourists to Bangkok, Phuket, Chiang Mai, Pattaya and other beautiful cities and tropical destinations, making it a significantly beneficial investor hotspot for investors to sell and rent real estate in Thailand.

The steady growth in the property market of Thailand has been majorly pushed by foreign investments. Better economic outlook, higher take-ups, and increased occupancy rates have also contributed to the real estate market’s success.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in Thailand for the first time?

Thailand is friendly towards foreign investments, unlike most countries where foreigners may be required to pay additional property tax. Contracts are written in both Thai and English. Besides the attractive tax structure for foreign buyers, it is relatively easy for property owners to sell their Thai home. This competitive tax structure coupled with the comparatively low entry price point makes it attractive for foreigners to enter the Thai property market. Hence this makes Thailand become one of the top choices amongst real estate investors worldwide.

The most important thing for Chinese investors to purchase their first property in Thailand is to find a reputable developer with development track record.. In addition, the location is also very important, not only focusing the return on investment, but also providing yourself and your family a unforgettable destination for future vacations. Laguna Phuket property development by Banyan tree group offers both investment and residential projects across all price pointwhichprovide variety choices for buyers.

LPS: What are the steps involved for Chinese buyers to invest in real estate in Thailand?

The main procedures for purchasing a property in Thailand include signing reservation form, paying booking fee, contract and down payment.

We have got sales staff in 11 cities of China, and have established cooperation with most of the agencies in the industry to ensure that every customer with intention to buy a property get attentive service. For further inquiry,, please contact below.

独家专访

Mr. Tim Murphy

Founder

IP GLOBAL

LPS: 请您介绍一下您自己和贵司?

IP GLOBAL 不是开发商，我们不是销售任何一个地方的房产，我们选择最佳的房产投资市场进行投资。我们所投入的市场投资研究的力量远超于市场。IP Global 与众不同的地方在于我们的项目都是自有资金投入购买的，然后再通过全球的分销和客户网络进行销售，因此我们有不同的财务投入。目前市面上多数房产交易都是中介卖房然后提佣金的模式。正因为这点，我们跟其他公司有不一样的模式。

LPS: 请问为什么中国投资者会选择在英国投资房产？

对英国来说机会就是趁着英镑处于弱势和房产供给不足的窗口期抓紧投资。在脱欧和新冠肺炎这期间英国并没有建足够的房子，供需补缺口变大了。如果找到了一个好的投资项目，不要犹豫，抓紧入手！接下来的几年，供给依旧是个问题。风险就是不要相信你听的所有事情。现在市场上的项目眼花缭乱，确定投资之前一定要做好调查，了解清楚机构，经验是否丰富，过往的项目业绩，成果等。IP Global 已经带领客户投资了超过 30 亿美金的房产。所以，要找到一个可以相信的可靠伙伴。

LPS: 对于首次有兴趣投资英国的中国投资者，您有什么宝贵建议?

对于中国投资者来说，就如同我们所知，如何筛选项目是一个基本却非常重要的问题，IP Global 在筛选市场的时候有严格的标准，比如：法律 层面是不是允许外国人在当地拥有对房屋的所有权，贷款条件是不是便利，客户跟着我们投资的时候是不 是可以申请贷款等等。当我们把微观市场的部分研究清楚后，接着调研项目周边的对比，为什么我们选择 的项目要比旁边的那个好。所以关键问题就是从我们自己的角度出发，我们对项目进行了足够的前期研究，并且让客户在投资过程中尽可能少或者根本不碰到任何问题。

LPS: 中国和欧洲投资者在购买海外房产时有什么不同？

在我看来，中国投资客近两年学习的非常快。也许两年前我会说中国客户可获取的信息有限，但是现在完全不一样了。在投资观念上，欧洲客户更倾向于看回报率，而中国客户更看重资本增长，所以中国投资客更倾向不停的寻找发掘新的有爆发增长的市场。

LPS: Can you please introduce yourself and your company?

IP GLOBAL are not a property developer, we are not just selling everywhere we got, we are selecting the best places.The amount of investment research we put into market is far greater. IP Global why we feel we are very different is the fact that we underwrite most of the schemes that we do, so actually we are parting our own capital we invested into the schemes, we buy and build it in full and we are selling through our global distribution and client network. So we have a very different financial position and all the transactions that we have, most people sell overseas properties that they are basically brokers sell to them and commissions of the back of it. Our position really differentiate ourselves from what our competition is doing.

LPS: Why should Chinese invest in real estate in UK?

I think the opportunity is certainly in UK to take advantage of a slightly weaker currency, to take advantage of the fact that there is not much of property being built during the Brexit and Covid-19 period, so there is an undersupply. If you find a good property, a good project, grab it. Because there is gonna be a lag in development in the next couple of years. So you got to really grab that. I think the risk is that don’t believe everything you hear, there are a lot of companies in china selling property, do your due diligence, make sure you know the company, how long have been in business, what is your track record, how many projects have you built, how many projects have you sold, you know IP Global is transacted 3 billion dollars of property. So go for someone with a track record, don’t just listen to people chatting.

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in UK for the first time?

For Chinese investors,As we know how to filter projects is a fundamental but very important problem， So key criteria to make it a market to invest for IP Global is very much the legal landscape, does a particular market permits foreign owners to legally own the property in that location, that’s a big part of what we do. And obviously mortgage finance property is an asset class where you can leverage again, you can take mortgages out. So we need to make sure that when we go into a location that mortgage finance is readily available for our clients. So once we have certain criteria ticked off the micro level then we dive a little bit deeper into which location will outperform the other location that it is near to. So key ideas for us is to make sure that we are really securing our investments from IP Global stand point but also more importantly make sure that the clients we deal with can legally invest into that market with very little issues or with no issues at all.

LPS: What are the differences between Chinese and European investors when they buying overseas property?

Yes it’s difficult. I think that Chinese investors are getting educated very quickly now. Maybe two year ago I would say they were not as well informed as about buying property. I think Europeans are more interested in yields and Chinese are more in interested in capital appreciation. The Chinese are seeking for good deals for new markets where there is explosive upside.

独家专访

Mr. Charles Li

Agency director
区域总监
Lone Star Trust LLC

LPS: 为什么华人会选择美国保险?

海外华人选择美国保险的原因

1. 法律保护机制完善

2. 保费更低 / 收益更高

3. 税务保密性高

LPS: 对于首次有兴趣在美国投保的中国投资者，您有什么宝贵建议?

我们建议,如果有这方面的需求,可以多和我们的业务代表接触,通过知识讲座获取更多信息，更好的了解和比较美国的保险特性以及不同保险公司的特点，我们会为客户全方位定制适合他们资产配置的保险信托组合。

LPS: 中国买家在美国购买保险信托需要采取哪些步骤?

和我们业务代表接洽,我们做出定制的保险信托组合,客户 赴美旅游体检,保险和信托生效到位。

LPS: Why should Chinese choose USA insurance?

The reason Chinese should consider US insurance

1. Legal protection

2. Lower fee, higher return

3. Tax and financial privacy

LPS: What advice would you give to Chinese investors who would be potentially interested in investing in US for the first time?

We suggest our clients have more contact with our agents, attend more knowledge based seminars we host, so they can learn more about US insurance and trust, also the difference between different insurance companies, we will make fully customed proposal for their asset management and Trust/insurance need.

LPS: What are the steps involved for Chinese buyers to invest in insurance in US?

Contact our agents, we will make fully customed insurance and trust proposal, clients come to US for physical test. Trust and insurance take effect.

独家专访

Mr. Jawahar B Dodani

President 总裁
Arizona Prime Properties

LPS：尊敬的 Joe Dodani 先生，感谢您参与本次采访。您专注于销售亚利桑那州的土地，能为我们介绍一下您介入土地销售生意的原因吗？

让我简单的跟您介绍一下起初我是如何介入到土地销售生意的。

我曾有一位朋友，他是买卖土地的投资者。在 2004 年 6 月时，我破产了，我找到了他，求他给我一份工作。然而他说：“我从中介中买入，又向另一位中介卖出，我所有的文书工作都有专职秘书为我打理。因此，我并不需要像你这样的人。”

此后，我问他是否可以帮助我学习土地生意，他给了我一些启发，我就跟着那些点子做事，其余的则是历史了。2005 年至 2006 年之间，我每月获得的佣金是 100,000 美金。2005 时，我成为了 RE/MAX 品牌的前 100 名销售之一，这家公司在全球拥有 10 万余名经纪人。

LPS：据我所知，您只专注于亚利桑那州的托诺帕（Tonopah）和七叶树（Buckeye）地区。您专注于这两处的原因是什么？

主要原因在于：

- Tonopah，对我而言，是一个“钻石城”
- 比尔盖茨计划在此建造智能城市
- 在美国它还有另外一个名称 - “太阳能城市”
- I-11 高速公路连接亚利桑那州至内华达拉斯维加斯以及墨西哥和加拿大
- 亚利桑那州七叶树（Buckeye）是美国发展最快的城市之一，在过去的几年里一直名列增长最快的 10 个城市之一，并与托诺帕接壤

LPS: 您是否可以为我们更为深入的介绍一下以上所提的几点？

这是理所当然的。就让我先来说说为何将 Tonopah 称之为 “钻石城” 的原因。钻石产自于土地，而我们热爱钻石的原因有很多。首先是感觉及外观，再则就是其最终的底线价值。在土地投资方面上，我亦感如是，尤其体现在土地价值成倍增长的地区。我对客户说：“如您投资 Tonopah，在适当之时，其土地增值之多将可让您购买钻石。”

比尔盖茨，众人皆知，他是微软的创始人也是个慈善家。可知道他拥有自己的房地产集团的人却微乎其微。他的房地产公司正成为最大大型的土地持有公司之一。2017 年，比尔盖茨宣布他计划在亚利桑那州七叶树城外建设一座智能城市。这位亿万富翁通过其子公司莱蒙控股公司（Mt. Lemmon Holdings）斥资 8000 万美元购买了超过 24000 英亩的土地，计划建设一座智能城市，其中包括住房、学校、办公楼和零售业。亚利桑那州的托诺帕市（Tonopah）拥有全美最大的一些太阳能发电厂，并计划建设更多的发电厂。这是因为亚利桑那州的太阳能是美国最高的太阳能之一。

亚利桑那州和内华达州的 I-11 公路将连接该国两个最大的城市（凤凰城和拉斯维加斯），还将与墨西哥和加拿大连接。这条 I-11 高速公路计划穿过亚利桑那州托诺帕的中心。

七叶树是亚利桑那州马里科帕县的一个城市，也是凤凰城市区最西端的郊区。美国人口普查估计，截至 2019 年，人口为 79,620。这是 2017 年和 2018 年美国增长最快的城市。

LPS: 您能告诉我们更多关于 Arizona Prime Properties 的信息吗？

我对 Arizona Prime Properties 的愿景是向全球推广亚利桑那州的房产和代理商。高端住宅、专业商业、太阳能地产和高端土地交易。得益于气候和许多其他优点，亚利桑那州是美国最佳的投资州之一，也是美国第二大房屋市场。

LPS：贵公司与凤凰城其他房地产中介有何不同？

在土地方面，我拥有 20 多年的丰富经验。Arizona Prime Properties 公司将拥有具有多年经验的代理商和业务专家。

LPS：您与中国买家和投资者有打过交道的经验吗？

2018 年 12 月，LPS 在上海举办的展会上我出席参展了。那时，我与许多在中国以及美国的中国投资者建立了联系，并且和一些公司做成了生意。我认为，一旦 COVID 情况好转，发展潜力就很大。

LPS：对于有意在美初次尝试投资的中国投资者您会给出什么建议？

首先，要对想在美国投资的地方进行尽职调查；然后，找出最符合心意的房地产所在位置；最后，要进行深度调查，找寻当地最佳经纪机构，为您完成心仪的房产交易。

LPS：Dear Mr. Joe Dodani, thanks for joining this interview. You specialize in selling land in Arizona. Could you tell us more about why and how you got involved in land business?

I will give you a brief history on first on how I got involved in Land Business.

I had a friend who was an investor buying and selling land. I was broke in July of 2004 and I went to him and asked him for a job and he said “I buy through an agent and sell through an agent and I have a secretary who manages my paperwork, so I have no need of person like you”.

Then I asked him can you help me learn land business. He gave me couple of insights and I just followed them and rest is history. In 2005 and 2006 I was making $100,000 per month commissions. In 2005 I was in top 100 agents with RE/MAX with over 100,000 agents worldwide. I won numerous awards that year. All in helping my clients buying and selling land.

LPS：I understand you specialize in land, in just couple of areas in Arizona which are Tonopah & Buckeye. Why are you are focused on those two areas?

There are many reasons.

- I call Tonopah, a Diamond City.
- Bill Gates is planning to build a Smart City in Tonopah
- It is also is called Solar city of USA
- I-11 Highway connecting Arizona to Las Vega Nevada and to Mexico and Canada.
- Buckeye, Arizona is one of the fastest growing city and always has been in top 10 cities in growth in last few year and is bordering Tonopah

LPS：Mr. Dodani, can you please elaborate on these points？

Sure, let me start with why I call Tonopah a Diamond City.

Diamonds are produced in land and we all love diamonds for many reasons. First is the feel and look but ultimate is the bottom-line value. I feel the same for investing in land, specially in the areas

where the value of the land multiplies many fold. I tell my clients that if you invest in land in Tonopah, in due time this land will appreciate so much that you will be able to purchase diamonds from it.

We all know Bill Gates, we know him as a founder of Microsoft and his philanthropy. But not very many people know that he owns a real estate group. His real estate company is becoming one of the largest land holding company. In 2017 Bill Gates announced plans to build a smart city outside of Buckeye in Arizona. Through his subsidiary Mt. Lemmon Holdings, the billionaire spent $80 million to purchase more than 24,000 acres of land with plans to build a smart city, which will include housing, schools, offices and retail. Tonopah, Arizona has some of the largest solar plants in the country and many more plants are planned. This is due to the Sun power in Arizona is one of the highest in USA.

Arizona and Nevada has an eye toward an I-11 which will connect the two largest cities in the country (Phoenix and Las Vegas) and will also connect with Mexico and Canada. And this I-11 highway is planned to pass through heart of Tonopah, Arizona.

Buckeye is a city in Maricopa County, Arizona, and is the westernmost suburb in the Phoenix metropolitan area. The US Census estimates the population to be 79,620 as of 2019. It was the fastest-growing city in the United States for both 2017 and 2018.

LPS: Could you tell us more about Arizona Prime Properties?

My vision of Arizona Prime Properties is to promote Arizona properties and agents around the globe. High end Residential, Specialty Commercial, Solar properties, and high-end land deals. Arizona is one of the best states in USA for investments as well as 2nd home market due to the climate and many other plus points.

LPS：How is your company different for the other property agencies in Phoenix?

I specialize in land for over 20 years. In Arizona Prime Properties we will have agents with many years of experience and experts in their business.

LPS：What has been your experience dealing with Chinese buyers and investors?

I had a booth in Shanghai LPS in December 2018. Connected with lot of Chinese investors in China as well as based in USA. Already have done business with some. I think the potential is big once circumstances get better due to COVID.

LPS：Which advice would you give to Chinese luxury property buyers willing to invest for the first time？

Do your due diligence on where you want to invest in USA. Then figure out in which area of real estate you are comfortable and finally research and associate with the best agents who specialize in the area and the properties you are looking for.

Arizona Prime Properties

Prime Land Properties | Prime Luxury Homes | Prime Commercial Properties

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Phone: (480) 200-7127 | 8989 East Via Linda #117A
Scottsdale, Arizona USA

- www.CondosAroundTheGlobe.com
- www.ArizonaPrimeProperties.com
- www.GlobalIndiaRealEstate.com
- www.TonopahArizona.com
- www.JustLand.com

Tonopah, Arizona

Bill Gates Purchased an Enormous Amount of
Land to Build His Own "Smart City" in Tonopah, Arizona

Jawahar “Joe” Dodani Tonopah Land Guru

JAWAHAR (JOE) DODANI

dodani@ArizonaPrimeProperties.com

(480) 200-7127

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- Some of the largest Solar Plants in Tonopah and more in progress and many more to come
- Buckeye, Arizona, one of the fastest-growing city in the USA is just east border of Tonopah

ASIA-PACIFIC
亚太地区

DUBAI LAND DEPARTMENT

迪拜土地局成立于 1960 年 5 月，旨在于当地和全球范围内创建最杰出的房地产业。DLD 始终为客户提供卓越服务，并通过组织和推广房地产投资、传播行业资讯，制定必要的法律以推进迪拜房地产业的发展。DLD 通过其自身活跃的部门（房地产登记和服务、房地产推广及投资管理、企业支持）及其活跃的组织（房地产监管机构、租赁纠纷中心）寻求区域和全球范围内的房地产创新。

DLD 孜孜以求的是达成迪拜政府在房地产领域的战略目标、并根据房地产领域的最新国际制度和实践改善土地登记手续。这与战略目标相一致，即规划和发展一项综合战略以增进迪拜房地产行业的发展。该战略还将有助于提高对房地产业的控制和监测能力、监督和制定其租赁条例，并通过建立适当的环境来鼓励投资，以促进房地产在迪拜综合发展计划中的作用。

DLD 的主要利益相关群体包括业主、租户、开发商、投资者、金融机构和银行、经纪人和经纪办事处、估价员和估价办事处以及合资物业管理公司。

Dubai Land Department was founded in May 1960 to establish the most prominent real estate sector locally and globally. DLD provides outstanding services to its customers and develops the necessary legislation to propel the real estate sector in Dubai by organising and promoting real estate investment, and spreading industry knowledge. DLD seeks regional and worldwide innovation in real estate with the aid of its active sectors: Real Estate Registration and Services, Real Estate Promotion and Investment Management, and Corporate Support, as well as with the aid of its active organisations: Real Estate Regulatory Agency, and Rental Disputes Centre.

DLD seeks to achieve the objectives of Dubai Government's strategy in the real estate sector, and improve land registration procedures according to latest international systems and practices in the real estate sector. This is aligned with a framework of strategic objectives to plan and develop an integrated strategy to enhance the real estate industry in Dubai. The strategy will also help improve the sector's control and monitoring competency, oversee and develop its leasing regulations, and encourage investments by establishing appropriate environments to promote the role of real estate in Dubai's comprehensive development plan.

DLD' s key stakeholder groups include owners, tenants, developers, investors, financial institutions and banks, brokers and brokerage offices, valuators and valuation offices, and jointly-owned property management companies.

دائرة الأراضي والأملاك
Land Department

展位 D30

BOOTH NO: D30

联系人 / P: Mr. Firoz Razak
邮件 / E: Investments@dubailand.gov.ae

JINDING REAL ESTATE
金顶置业

价格 : 506,000 - 822,000 美元

Price Range : USD 506,000 - 822,000

金顶置业(上海)有限公司(下简称“金顶置业公司”)成立于 2016 年，总部位于上海外滩金融中心，在北京、广州、深圳等中国 14 座城市开设分公司(西安分筹办中)。

公司专注于开发商在海外的公寓、别墅、房地套餐的销售推广；并协助客户实地考察，了解投资环境和趋势。同时，也为广大客户提供全球移民留学服务。凭借清晰的战略定位、精英的团队组建、现代的管理运营、细致的服务理念，已成为一个具有内涵、精益求精的海外业务综合企业。

我们的愿景是成为海外房产行业具有领先水平的房地产综合服务提供商，服务于来自世界各地的客户及商业伙伴。

上海尚澳置业有限公司(下简称“尚澳置业公司”)，成立于 2020 年，是金顶置业公司长期 战略合作伙伴，其业务范围与金顶置业公司相当，公司旨在开通更多国家版块业务，为客户 发掘并提供更多潜在的海外投资机会！

Jinding Real Estate (Shanghai) Co., Ltd (hereinafter referred to as "Jinding Real Estate"), founded in 2016, is headquartered in the Bund Financial Center of Shanghai, with branches in 14 cities in China including Beijing, Guangzhou, Shenzhen and other cities (Xi 'an branch is under planning).

Jinding Real Estate focuses on the sales promotion of apartments, villas and house & land packages for developers overseas. We assist clients to understand the investment environment and trends by field visit. At the same time, we provide services of global immigration as well as study abroad. With clear strategic positioning, elite team building, modern management and meticulous service concept, Jinding Real Estate has become a comprehensive enterprise with connotation and excellence in overseas business.

Our vision is to become a leading role as a comprehensive service provider in the overseas real estate industry, serving clients and business partners from all over the world.

Shanghai Shangao Real Estate Co., Ltd (hereinafter referred to as "Shangao Real Estate"), founded in 2020, is a long-term strategic partner of Jinding Real Estate. Its business scope is similar to that of Jinding Real Estate. The company aims to expand business to more countries, so as to explore and provide more potential overseas investment opportunities for the clients!

JINDING

展位 D01

BOOTH NO: D01

电话 / T: 400-888-8013
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霞公府

价格： 9,100,000 – 10,500,000 美元 **Price Range :** USD 9,100,000 – 10,500,000

霞公府紧邻紫禁城，东望王府井大街，南至霞公府街，西接晨光街，北邻大纱帽胡同。雄踞于北京内城皇极之地，执掌中国现代豪宅风骨。霞公府地上建筑面积约 3.5 万平米，地下设有 185 个尊贵车位。园区由南、北两栋 7 层板楼围合起一片意境园林，每单元三梯两户，独创 440-590 平米豪阔臻品空间，以国韵大宅的雄浑气宇诠释中国现代建筑与传统文化底蕴的完美结合，谨献 74 席尊贵华宅呈予全球精英。居于此，既可近览故宫的恢弘美景，亦可移步即享王府井的繁华万象，购物、休闲、美食，占尽地利之便。

建筑外立面使用国内首家引进的西班牙陶板，经典的橙红色作为主色调，呈现沉稳而靓丽的高贵气质。霞公府将人本与自然相融合的和谐理念渗透到每一寸空间，园林设计兼得中国皇家园林与日式精致园林之精髓，为居者精心构筑了一片返璞归真的心灵憩园。

霞公府特邀台湾著名设计大师邱德光先生主理室内设计，邱大师以其深厚独到的美学品位，运用古典与现代相结合的设计手法为霞公府打造奢华新巴洛克、典雅装饰主义等鲜明设计风格，淋漓展现出中国传统文化与西方建筑风范的完美融合。

霞公府特聘全球知名物业综合服务企业世邦魏理仕为业主提供管家式物业管理服务。

霞公府

展位 A15

BOOTH NO: A15

联系人 / P: 曹晓静先生
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澳达集团
项目开发 | 建造施工 | 房产中介 | 移民投资

澳达地产集团成立于2012年，总部位于澳大利亚南澳州阿德莱德。专业地产开发商与承建商，主要项目集中在阿德莱德和墨尔本。公司拥有完备的产品开发体系及设计能力，完善的造价控制体系及全程品质监控手段。

通过近9年来超过70余个项目的历练与完善，澳达培养了一支以品质追求为核心的高素质企业团队，成功打造数十个区域新生活区。以**凡事做到不平凡**为宗旨，并将项目开发，建造施工，房产中介和移民投资，整合成体系，成为了一站式房产供应商，将为更多的家庭和社区带来更加完善的人居形态。

AUTA GROUP

The Story of Auta Group began in 2012. Back then we were a developer focused on the residential property development. Today, we are privileged to become a one-stop property group and provide the services including development, construction, real estate and investment for all our clients.

During the last 9 years, more than 70 projects have been developed and built by us. **STRIVING FOR EXCELLENCE** is our belief, we will bring the concept of a better and extraordinary living experience to you.

客服号

公众号

总办公室 +61 08 8338 3588 阿德莱德市区办公室 +61 08 8221 5608 www.autagroup.com.au

WAILIAN GROUP
外联出国

价格 : 217,500 - 286,000 美元

Price Range : USD 217,500 - 286,000

外联出国，是专注海外移民、海外投资的专业机构，致力于打造海外生活服务闭环。在亚太、北美、欧洲和大洋洲的主要城市拥有三十多家分子公司。外联好房推荐平台，为中国高净值家庭提供优质房源信息。

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- 优质房源推荐
- 房源实地考察 / 在线看房选房
- 金融贷款和税务优化咨询
- 签证和移民身份办理

Wailian Group is a professional organization focusing on overseas immigration and overseas investment. The company is committed to creating a closed loop of overseas life services. There are more than 30 molecular companies in major cities in Asia-Pacific, North America, Europe and Oceania. Wailian Premium housing recommendation platform intends to provide high-quality housing information for Chinese high-net-worth families.

We provide our customers with:

- Global real estate investment strategy
- High-quality housing recommendation
- On-the-spot investigation of housing supply / online house inspection and selection
- Financial loan and tax optimization consultation
- Visa and immigration status processing

联系人 / P: 施爱珍
电话 / T: +86 15821100182
网站 / W: www.wailianvisa.com

WAILIAN GROUP 外联出国 ™

展位 C07

BOOTH NO: C07

ALFRANKO DEVELOPMENT SDN BHD
爱尔弗兰科发展集团

价格 : 245,660 - 662,415 美元

Price Range : USD 245,660 - 662,415

曾赢得多个奖项的爱尔弗兰科发展集团，于 2013 年开始在马来西亚运营，是一家来自欧洲的跨国发展公司。爱尔弗兰科集团和 Sezar 集团的合作强化了我们的投资组合，也在世界各地取得卓越的成就，迅速在市场上建立良好的口碑。Sezar 集团是一家欧洲投资与发展公司，并在俄罗斯投资多元项目。

我们以树立品味生活新标杆为主旨，以成为行内先驱之一为目标，为马来西亚房产业带来更高品质的发展项目。

树立无懈可击的声誉，创造非凡的价值

坚持最佳品质，信守品牌诺言，我们旨在成为马来西亚最具口碑的发展商，并为市场以及我们尊贵的利益关系族群，带来最具价值的回报。由高素质专家与行业专才组成，爱尔弗兰科集团通过所掌握的专业知识与经验，努力提升业内质量标准，并致力于成为业内的佼佼者。

Alfranko Group of Companies, a multi-award winning developer, began operations in 2013 as a multinational property developer in Malaysia, which initially from Europe as a European investment & development conglomerate with diversified interest and investment in Russia.

The nexus between Alfranko Group and Sezar Group has strengthened our industry portfolio with the achievements in attaining successful development of remarkable project across the world and expeditiously established a reputable track record in the market.

We are priming ourselves to be the industry' s benchmark for lifestyle properties & strive to be one of the industry top players in leading the high quality standard developments in Malaysia.

Building impeccable reputation, delivering extraordinary value

Without compromising on quality and persistently committed to our brand promise, we are aiming to be one of the most reputable property developer in Malaysia and deliver excellence value to the industry and our valued stakeholders.

Alfranko Group team consist of high-qualified professionals and industry experts, by utilizing the expertise and experience that we have, we endeavour to uplift the industry quality standard and remain committed to be a stand out leader in the industry.

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http://novo.com.my/ (Project website)

ALFRANKO

展位 D29

BOOTH NO: D29

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5
条主要公路

29
所教育学府机构

12
家超市与市场

36
个医疗设施

21
个公共交通点

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环境古朴雅致的国际化社区，
体验高端的大都会生活，一切仅在天耀臻选。

ALFRANKO

DEVELOPED BY
Alfranko Development Sdn Bhd
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Alfranko Development Sdn Bhd 201101012021 (940160-W) A2-3-1, Solaris Dutamas No 1, Jalan Dutamas 1, 50480 Kuala Lumpur • 603 62116688 • Project Name: NOVO Ampang • Developer License: 13532-1/07-2021/02800(L) • Validity Date: 29/07/2020 - 28/07/2021 • Advertising & Sales Permit: 13532-1/07-2021/02800(P) • Validity Date: 29/07/2020 - 28/07/2021 • Land Tenure: Freehold • Approving Authority: Dewan Bandaraya Kuala Lumpur • Approved Building Plan No: (21) dlm. BP U3 OSC 2019 1985 • Selling Price: RM 1,012,800 (Min) - RM 2,376,800 (Max) • Total : 421 Units • Type: Service Apartment. Disclaimer : All illustrations and images are artist impressions only. The information contained herein is subject to change without notification as may be required by the relevant authorities. For avoidance of doubt on the actual information, or plans, please refer to the Sale and Puchase Agreement entered into between the developer and the purchaser.

LAGUNA PHUKET PROPERTY DEVELOPMENT BY BANYAN TREE GROUP

悦榕集团旗下普吉乐古浪综合度假村房产开发项目

价格： 100,000 美元起

Price Range : From USD 100,000

乐古浪度假村及酒店("LRH")，悦榕控股有限公司的子公司，成立于 1983 年，自 1993 年起在泰国证券交易所上市。主要业务是酒店运营、房地产开发业务和办公室租赁，主要围绕位于泰国普吉岛的乐古浪综合度假村的运营和管理，以及对曼谷悦榕庄酒店的投资。子公司还从事开发度假物业出售，经营高尔夫俱乐部，销售商品，办公室租赁和销售度假俱乐部会员。

屡获殊荣的普吉岛乐古浪度假村位于美丽的邦涛海滩，毗邻安达曼海蔚蓝水域的 1000 英亩热带公园内，是亚洲首屈一指的度假天堂，包括豪华酒店和专属封闭社区。

乐古浪是一种生活方式，在这里无论度假、居家、聚会、商务都能满足不同年龄、阶层、团体客户的需求。

乐古浪度假村内拥有自住公寓、酒店投资公寓、别墅等多种物业形态，总价范围从人民币 80 万 -2000 万左右，满足不同客户的需求。与其他开发商单个项目不同，客户购房即可享受邦涛海滩静谧的环境以及整个封闭管理社区的大环境，大配套，安全性和舒适性在普吉岛独一无二。

Laguna Resorts & Hotels (“LRH”), a subsidiary of Banyan Tree Holdings Limited, was founded in 1983 and listed on Stock Exchange of Thailand since 1993. The key businesses are hotel operations, property development operations and office rental, largely revolves around the operation and management of the integrated resort of Laguna Phuket, located on the island of Phuket in Thailand, as well as its investments in the Banyan Tree Bangkok. The subsidiaries also engage in developing resort properties for sale, operating a golf club, sales of merchandise, office rental and sales of holiday club memberships.

Situated within 1,000 acres of tropical parkland fronting the pristine Bang Tao beach and the azure waters of the Andaman Sea, the award winning Laguna Phuket is Asia’ s premier holiday paradise comprising deluxe hotels and exclusive gated communities.

Laguna opens the doors to your dream lifestyle in Phuket, whether for vacation, holiday home, special occasions or business functions, one can always find the perfect fit within the Resort's diverse choices. Laguna Resort offers properties ranging from sea–view apartments, contemporary townhomes, to luxurious pool villas with prices range between RMB 800,000 to 20,000,000. Unlike individual projects by other developers, homeowners will not only be surrounded by lush tranquil forestlands, golf course and astonishing ocean views, but also be backed up by professional integrated community management services which emphasise on safety and comfort of the residents.

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BANYAN TREE
GROUP PROPERTY

展位 D75

BOOTH NO: D75

悦榕集团旗下普吉乐古浪综合度假村房产开发项目

BANYAN TREE
GROUP

乐古浪房产是普吉岛最大和最广受认可的房地产开发商，
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单卧及两卧全装全配公寓

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郭女士：+8613910654696

RAIMON LAND PUBLIC COMPANY LIMITED

价格 : 298,371 - 1,443,825 美元

Price Range : USD 298,371 - 1,443,825

雷蒙置地（Raimon Land）是泰国高端的房地产开发公司，跻身于豪华乃至超级豪华细分市场之上，名下拥有不计其数的非凡项目。
基于本公司愿景中所包含的理念“重构奢华”，我们在泰国为客户提供前所未有的独特服务水平，这样的开发商在泰国是首家。
作为将此理念引入泰国房地产市场的主要开发商之一，我们引以为豪的是，在曼谷中央商务区的中心地带率先推出了一种独特的、极具工业时尚感的阁楼设计。雷蒙置地迄今已在泰国开发了 20 处住宅项目，价值 680 亿泰铢。在房地产开发方面，雷蒙置地继续寻找黄金地段，以进一步扩大其投资组合。
雷蒙置地荣获 2019 年 Frost&Sullivan 大奖授予的“泰国年度房地产开发公司”称号，体现了公司的卓越成就。

雷蒙置地之骄：

- Estelle Phrom Phong 高层超豪华公寓，位于 Sukhumvit Soi 26，是一个拥有顶级生活服务和设施的专属社区，如 24 小时礼宾服务、梅赛德斯 - 奔驰 S 级豪华轿车服务、超跑停车场、专用客房等。
- 价格区间 : 577,620 美元 - 1,604,150 美元 (18MB - 50MB)
- TAIT Sathorn 12，豪华项目，Sathorn 中心最具特色的公寓之一。占地 2000 平方米的公共区域包括健身房、圆形剧场、大型联合工作空间和洞穴游泳池。这是为千禧一代设计的典型生活空间。

Raimon Land is Thailand's leading developer of premium real estate within the luxury and super-luxury segments with numerous outstanding projects to its name.
We are the first developer in the country to provide unprecedented levels of exclusivity to our customers, based on the company's philosophy that is encapsulated by its vision statement Luxury Reimagined.
We take pride as one of the primary developers to bring in such a concept to Thailand's real estate market, having pioneered a unique loft design with an industrial chic feel located within the heart of Bangkok's CBD. Raimon Land has to date developed 20 residential properties in Thailand, valued at 68 billion baht. In this regard, it continues to seek out prime locations to further expand its portfolio.
Reflecting the company's outstanding success, Raimon Land was named 'Thailand Property Development Company of the Year' by Frost & Sullivan Awards 2019.

THE PRIDE OF RML

- The Estelle Phrom Phong, a high-rise ultra-luxury condominium, located on Sukhumvit Soi 26, is designed as an exclusive community with ultimate lifestyle services & facilities such as 24 hours concierge services, Mercedes-Benz S Class limousine service, supercar parking, dedicated guest rooms
- Price Range: USD 577,620 - USD 1,604,150 (18MB - 50MB)
- TAIT Sathorn 12, a luxury project, one of the most distinctive condominiums in the heart of Sathorn. The 2,000-sq.m. common area covers a gym, an amphitheater, large co-working spaces and a cavern pool. It is the quintessential living space designed for the millennials.

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RAIMON LAND

展位 D28

BOOTH NO: D28

WINDHAM REALTY GROUP
威翰地产

价格 : 130,000 - 1,065,000 美元

Price Range : USD 130,000 - 1,065,000

威翰地产是一家成立于 1967 年的集房地产开发、经纪服务与咨询业务的跨国房地产集团公司，该公司总部现位于美国。威翰地产 2007 年进入中国，是最早面向中国市场提供美国房地产投资咨询服务的美国开发商。

随着业务不断扩大，威翰地产现已成为一站式置业平台为全球华人提供多个国家（如泰国、英国等）逾千条环球房源，并有海外房产投资专家协助您做出更英明投资决策。

Windham Realty Group is a multinational real estate group founded in 1967 that integrates real estate development, brokerage services and consulting services. The company is now headquartered in the United States. Windham Realty Group entered China in 2007, and was the first U.S. developer to provide U.S. real estate investment advisory services to the Chinese market.

With the continuous expansion of our business, Windham Realty Group has become a one–stop platform to provide more than 1,000 homes in many countries (such as Thailand, the United Kingdom, etc.) around the world, and we have overseas property investment experts to help you make better investment decisions.

联系人 / P: 惠女士 Cecilia Hui
电话 / T: 400-920-6689
网站 / W: www.windhamchina.com

威翰全球 WINDHAM GLOBAL

展位 D15

BOOTH NO: D15

展位号: D15

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CHAMBERS
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- 优质院校资源
- 新兴商圈，生活便利

BEATNIQ 佩特谷艺术花园 总价仅 ¥280万 起

BEATNIQ

素坤逸 32 巷

- 曼谷富人区高层公寓
- 距 Thong Lo 地铁站仅 250 米
- 国际化医疗教育资源
- 高档配套 精致生活

威翰官方微信

WINDHAM REALTY GROUP 威翰地产 EST.1967

400-920-6689
www.windhamchina.com

威翰全球 WINDHAM GLOBAL

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KORANTINA HOMES
华伦帝纳

价格 : 368,000 - 2,800,000 美元

Price Range : USD 368,000 - 2,800,000

华伦帝纳 (Korantina Homes) 创始于上世纪八十年代，作为塞浦路斯最大的地产开发商之一，多年来聚焦打造高端一流的房产项目，拥有丰富多样的物业类型和建筑风格，赢得了来自全球成功人士的青睐和信任。正如我们的品牌文化精髓———为铭记而生，我们的使命是在风景如画的环境中打造豪华目独一无二的美好家园，我们极度重视客户满意度，专注于满足客户需求。

华伦帝纳集团近年来不断拓展开发领域，通过开发圣乔治项目内的塞超五星级豪华酒店将事业版图扩展至旅游和娱乐产业，引领我们走向卓越未来。

Korantina Homes was established in the 1980’s and over the last years has been focusing on developing luxury and exclusive resorts. Our company has gained a strong reputation in this field and nowadays is recognised as the leading company in luxury properties and large resorts. Our award-winning flagship luxury resorts, Cap St Georges and Coral Residences, attracted exclusive clientele from every corner of the globe. This trust and confidence of our clients inspired us to continue our vision by creating new luxury resort developments in unique locations.

Our group is expanding our portfolio with online developments into the tourism & hospitality sector by developing one of the most luxurious hotels in Cyprus, within the Cap St Georges resort, leading the way into our prominent future.

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KORANTINA HOMES

展位 D16

BOOTH NO: D16

KORANTINA HOMES

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infocn@korantinahomes.com | www.korantinahomes.com

RUN & POWER
润浦（国际）集团

价格 : 350,000 – 2,000,000 美元

Price Range : USD 350,000 – 2,000,000

RUN & POWER 润浦(国际)集团

RUN&POWER 润浦（国际）集团所属的 RUN CY DEVELOPERS 润浦地产多年来在塞浦路斯从事高端地产开发，项目类型包括别墅、公寓、商业等，位置集中在帕福斯、利马索尔等城市。公司致力于从选址、规划设计到建筑施工的全过程精细化管理，拥有塞浦路斯最优质的稀缺土地资源，提供建、售、管一体化服务。

迄今为止，公司已成功办理五百余例投资移民个案，成功率百分之百。我们秉承高品质、低价格、优服务的理念，根据客户的不同需求，提供灵活的投资计划和最佳的解决方案，从而达到理想的客户满意度。

GROUP PROFILE

RUN CY DEVELOPERS LTD. a subsidiary of RUN & POWER GROUP, has focused in the high-end property development in Cyprus over the past years. We have developed a number of villa, apartments and commercial buildings in Paphos, Limassol, etc. We committed ourselves in managing the details throughout the whole process, from selection of site, planning, design to construction. For years, we have built up a large land bank with prominent location in Cyprus. We provide our customers with integrated services, ranging from delivery of the building to sale and management.

Throughout our extensive experience, RUN CY has handled more than 500 investment immigration cases with a success rate of 100%. We adhere to our value to provide excellent customer services with high quality and at a competitive price. We have achieved and retained superb customer satisfaction by applying flexible investment planning and optimized solution which suits the need of each individual client.

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Run Cy 润浦地产

展位 A06

BOOTH NO: A06

开发商直销 无中间环节 全程中文服务

Run Cy 润浦地产

人生B计划
地中海安全岛

海上明珠豪华别墅

项目区域：塞浦路斯帕福斯 Tremithousa 区
物业类型：海景别墅
项目介绍：海上明珠项目位于具有浓郁传统文化气息的富人区，由32套海景别墅组成，靠山面海。周围环境优美，空气湿度、温度适宜。项目距离城市中心2公里，周边主要设施齐全，距离学校，医院，超市，商场约5分钟车程。

君澜半岛豪华别墅 （一期）

项目区域 : 塞浦路斯帕福斯 Chloraka 区
物业类型 : 独栋一线海景别墅
项目介绍 : 项目由 5 栋海景别墅组成。徒步 5 分钟可达海边。地理位置优越，配套设施齐全，租赁需求旺盛，收益稳定。

欧中海景花园

项目区域：塞浦路斯帕福斯 TALA 区
物业类型：独栋海景别墅
项目介绍：项目由 37 套海景别墅组成，享有全海景视野，地中海一览无余。居住人群层次较高，人文自然环境优质。靠近城市中心，周边主要设施齐全，离学校，医院，超市，商场约 10 分钟车程。

翰府

项目区域：塞浦路斯帕福斯 Konia 区
物业类型：独栋海景别墅
项目介绍：项目由 21 套精装海景别墅准现房组成，每户均有泳池花园。靠山面海，风景优美。周边设施配套齐全，距离综合超市、学校、医院等生活配套仅 10 分钟车程。

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400 热线电话：400 647 5188

NEW DEAL

价格 : 50,000 - 5,000,000 美元

Price Range : USD 50,000 - 5,000,000

Newdeal 是希腊最具创新意识、增长速度最快的住宅房产公司，拥有数千位本土客户和强大的国际客户名册。我们是一家集团公司，在希腊提供房地产相关服务已超过 15 年，同时还协助欧洲、中东、中国和美国的客户。

我们的开发公司瞄准最优质地段的地块，并与欧洲最负盛名的建筑师合作，目的是为了创造出具有领先时代的设施和技术的豪华公寓。

我们的管理公司从第一天起就可以接手处理投资者房产的事宜，以确保我们客户的长期或短期租金收入。

Newdeal 提供全包式的服务计划，以保证在房产的各个方面都具有同等的品质和服务文化。

Newdeal is the most innovative and fast-growing lifestyle real estate group in Greece with thousands domestic clients and a strong international client roster. We are a group of companies that has been providing real estate related services in Greece for over 15 years, while also assisting clients in Europe, the Middle East, China and the USA.

Our development company targets plots in the most premium locations and cooperates with the most prestigious architects in Europe in order to produce luxury apartments with amenities and technology ahead of its time.

Our management company handles the investor' s property from day one, in order to ensure our client' s income from either long term or short term rent.

Newdeal offers an all-inclusive proposal that guarantees equal quality and service culture in every aspect of real estate.

联系人 / P: Ms.Yifan Yang
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网站 / W: Newdeal.gr

展位 D03

BOOTH NO: D03

中信保诚人寿保险 聆听所至 信诚所在
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2014年，中信保诚人寿推出旗下高净值客户专属高端子品牌——传家，为高净值客户提供以保险保障为核心的综合家族风险与财富管理方案，弥补了国内高净值人群专属保险品牌的空缺。

BANQUE INTERNATIONALE À LUXEMBOURG SA
卢森堡国际银行

价格 : 询价可知

Price Range : Available upon request

卢森堡国际银行（BIL）提供零售银行、私人银行、公司和机构银行服务，以及司库和金融市场服务。卢森堡国际银行是卢森堡第三大银行，并被欧洲央行认证为系统重要性银行。

卢森堡国际银行总部设在卢森堡，在瑞士、丹麦和中国设有专门的财富管理中心，在卢森堡和苏黎世设有交易大厅。

此外，卢森堡国际银行集团通过其在卢森堡的子公司提供多元化专业服务：Belair House（家族理财和投资管理）、BIL Manage Invest（另类基金管理）以及 BIL Lease（租赁解决方案）。

卢森堡国际银行通过国际化的网络为客户提供定制和创新的金融服务，帮助高净值客户和企业蓬勃发展，并为各类金融机构提供平台助其开展业务。

卢森堡国际银行成立于 1856 年，是大公国历史最悠久的综合性商业银行，一直在卢森堡经济发展中发挥积极作用。

Banque Internationale à Luxembourg (BIL) offers retail, private, corporate and institutional banking as well as treasury and financial market services. It is the third-biggest bank in Luxembourg in terms of market share and is recognised as systemically important by the European Central Bank.

Headquartered in Luxembourg, BIL has dedicated wealth management offices in Switzerland, Denmark and China as well as trading floors in Luxembourg and Zurich.

In addition, BIL Group subsidiaries in Luxembourg offer specialised services: Belair House (family office and investment management), BIL Manage Invest (alternative fund management) and BIL Lease (leasing solutions).

This international network enables BIL to offer bespoke and innovative financial services which help private wealth and businesses to flourish and support financial professionals in developing their activities.

BIL was founded in 1856, making it the oldest multi-business bank in the Grand Duchy. It has always played an active role in the financing and development of Luxembourg's economy.

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BIL 1856 BANQUE INTERNATIONALE À LUXEMBOURG 卢森堡国际银行

展位 D21

BOOTH NO: D21

MAR YAPI TURIZM İNŞAAT SAN. VE TIC. A.Ş.

价格 : 100,000 - 4,000,000 美元

Price Range : USD 100,000 - 4,000,000

Mar Yapı 成立于 2006 年，是一家集设计与创新于一体的房地产开发公司，为追求生活品质的高端用户打造标杆社区。Mar Yapı 是一家采用新方法的年轻公司，通过历久弥新的高品质项目为投资者创造了更高的价值，正是这种充满活力的方式使其成为土耳其主要的开发商之一。Mar Yapı 通过当地及国际合作伙伴为投资者和时尚生活社区创造了多种可持续发展的模式。

卓越的品质和融入血液的环境意识铺就了 Mar Yapı 的成功之路，公司的项目借此屡屡赢得殊荣。公司不辱使命，同全球顶尖建筑和设计大师携手踏上铸就“完美无瑕”的新旅途。

Established in 2006, Mar Yapı is a real estate development company embracing design and innovation to create benchmark communities for sophisticated end-users seeking enhanced lifestyle. It is this dynamic approach that has grown Mar Yapı to one of Turkey's leading developers, a young company with a fresh approach, creating enhanced investor value with enduring projects that stand the test of time. Through its local and international partners Mar Yapı creates sustainable models for investors as well as lifestyle communities.

With a slate of award winning projects, Mar Yapı's approach is differentiated through exceptional quality, environmental consciousness, and new collaborations with the world's greatest architectural and design minds, to achieve the Mar Yapı mission of “the realisation of perfection”.

联系人 / P: Ms. Sara Ozlevi
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网站 / W: www.maryapi.com.tr

MARYAPI

O'Connor Bowden offers an “One Stop Shop for the Residential Investor Market” in Manchester City Centre, United Kingdom. We offer services in Sales, Lettings, Property Management, Overseas Investment Advice and Furnishings.

All our Teams within the Company are Director-led with 60 years'experience within the Property Sector and all our directors are hands-on, establishing a company culture of integrity, professionalism, hard work and the highest levels of service. O'Connor Bowden is one of the largest and most successful agents in the City of Manchester and we are based in the heart of the Northern Quarter district of Manchester.

O'Connor Bowden's Director have in-depth understanding of the local market and this help us achieve the very best results for our customers. Property is our passion! Maximum media, internet exposure, including virtual/video viewings, e-marketing and social media activities ensures our quality properties are always directed towards 1000's of quality buyer and tenants each year. All our properties are advertised on RightMove and Zoopla, the UK's largest property portals as well as our own highly optimized website www.oconnorbowden.co.uk.

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WhatsApp: 0044 7931 313807
Website: www.oconnorbowden.co.uk

O'Connor Bowden

One Stop Shop for Residential Property

IP GLOBAL

价格 : 250,000 - 705,800 美元

Price Range : USD 250,000 - 705,800

环业投资将为您“解密”全球房产投资全过程，改变世界对全球房地产投资的观念，令全球地产投资与其他资产类别一样赢得投资者的青睐。

环业投资为您精心挑选最佳的房地产投资机会，为您提供简单直接的个性化服务，悉心协助您走过投资旅程中的各个阶段。

过去的辉煌业绩 彰显非凡实力：自 2006 年起环业投资在全球 28 个市场开发的房地产项目总价高达 30 亿美元。

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环业投资(IP GLOBAL) 2009-2013年度伦敦投资组合表现

45 个项目

805 个单位

总投资额 **3.83亿英镑**

当前参考总价值 **4.99亿英镑**

资本总增值 **1.16亿英镑**

所有项目年平均总收益*

11.4% 非杠杆

29.5% 杠杆**

2.7x 杠杆效应 (平均值)

4.6% 起始阶段平均租金收益

21.4%** 双卧套型增长速度最快

*年度总回报率：资本增值+毛租金收益率（起始阶段）
**基于七成的贷款房价比和3.6%的利率，仅限资本增值

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COUNTRY LIVING AND LUXURY REAL ESTATE

VILLE&CASALI

第 1 期
6月
2021年

天台俯瞰 利古里亚海景

高雅而不拘一格的气氛
折射度假别墅之美

Interior

加尔达湖畔传统和当代风格的交织

Country House

坎通利(Cantori)装点别墅
爆炸式风格源自自然灵感

Reportage

波托菲诺走向文化之城房
产市场逐步升温

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“BEAUTY PROJECTS ITSELF INTO THE FUTURE”
美丽折射未来

远观意大利，这是一个流连于美景之上的国家，悠久的历史造就如今无与伦比的财富。为了保护这笔遗产，传承下一代，我们必须注重建筑的翻修，即在尊重传统的基础上进行修复，通过现代家具烘托处气氛；这更需要整个地区行动起来， 不断创新而保持活力。本期《别墅和房屋（VILLE&CASALI）》杂志中，我们将目光放到举世闻名的波托菲诺，讲述那里的变化。我们参观了当地的别墅，它们有的沉浸在地中海的气息中，有的沉浸在大地遍布的绿色和梯田中，还有的沉浸在一片蓝色中，与天空和海洋融为一体；总而言之，这些别墅代表了世界上隐退一族的想法：追求美的本质。当然，利古里亚地区只是一扇大门，通往隐藏着无数宝藏的神秘国度；而位于翁布里亚-马尔凯地区亚平宁山脉下的这栋别墅，激发了坎托里（Cantori）家具公司艺术总监艾伦·克里弗（Alan Cleaver）的创造力。“建筑的尽头便是艺术”，他一边向《别墅和房屋 （VILLE&CASALI）》杂志解释，一边介绍自己的房间，阐述房间中公司的各种珠宝的风格和建议。

如需阅读《别墅和房屋（VILLE&CASALI）》杂志 中文版全文，请访问网址或关注微信公众号。

Editor in chief 主编

ANYONE VIEWING ITALY FROM A DISTANCE MAY BE FORGIVEN FOR THINKING THAT THE BEAUTY OF ITS BUILDINGS IS INHERENT IN THE HISTORY THAT BUILT THE GEMS OF TODAY. YET, TO PRESERVE THIS HERITAGE AND PROJECT IT INTO THE FUTURE, SERIOUS THOUGHT HAS TO BE PUT INTO THE REDEVELOPMENT AND RESTORATION OF BUILDINGS IN KEEPING WITH TRADITION, TOGETHER WITH A CONTEMPORARY INTERPRETATION OF FURNITURE AND, LAST BUT NOT LEAST, A REGION THAT IS NOT AFRAID TO REINVENT ITSELF TO MAINTAIN ITS APPEAL.

内容：

灵感 • 随机应变 • 室内 • 乡间房屋
报告 • 市场 • 房产橱窗

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爆炸式风格源自自然灵感

坎托里(Cantori)公司艺术总监艾伦·克里弗(Alan Cleaver)的创意,体现在翁布里亚-马尔凯亚地区亚平宁山脉下的小镇——西罗洛的一栋别墅里。

撰文:维罗妮卡·巴鲁托(VERONICA BALUTTO)
摄影:帕维尔·沃洛夫(PAVEL VOLOVOV)

THE HOTBED OF CREATIVITY THAT IS ALAN CLEAVER, ART DIRECTOR OF THE COMPANY CANTORI, IS SHOWCASED IN A VILLA IN SIROLO IN THE UMBRIA-MARCHE APENNINES

特别之地,绝妙之景。在布里亚-马尔凯亚地区绵延的亚平宁山脉脚下,蒙特·科内罗小镇(Monte Conero)远近闻名,大区设立的自然公园以此地为名,成为一个吸引洞穴探险者、考古学家、植物学家和众多游客的胜地。该地区的岩石结构和主要植被都是研究的对象:有些品种在整个地中海地区都极为罕见。同样这里也遍布古迹:人们在这里发现了众多文物,诸如涂鸦石头和皮塞尼亚墓地等等,可追溯到史前时代,是意大利中部最重要的文物之一。在这片传统和纯真交融的土地上,中世纪风格的小镇西罗洛(Sirolo)附近,矗立着由马尔凯大区Cantori家具公司造型师兼艺术总监艾伦·克里弗(Alan Cleaver)设计翻修的别墅。早在80年代,艾伦·克里弗(Alan Cleaver)就和伙伴凯特·沃蒂(Keith Varty)一同买下了这栋别墅;几年后,他们又合作创立了Byblos品牌。两位造型师之间携手

合作，为品牌注入一股英伦风；他们从时尚起家，逐步打造品牌效应，最后将主要精力放在室内设计上。2012年4月凯特·沃蒂去世后，艾伦继续住在这栋别墅内，践行自己的格言；他对《别墅和房屋（VILLE&CASALI）》杂志说："建筑的尽头便是艺术。"别墅共分三层，面积达到900平米：乘车从建筑前驶过，首先映入视野的便是带厨房的客厅和餐厅。这一层还有一个俯瞰大海的平台，平台地面为大理石，配有同一材质的长凳作为护栏；从天台望去，可以看水天一色的壮丽景观。卧室则位于三层：通过玻璃旋转楼梯连接各层。地下室屋顶则与人行道平齐，设计师称之为"狼道"，通向另一个露台上的工作室。西罗洛是艾伦钟爱的福地，成为他参与小镇的生活的动力：他沉浸在意大利传统的简约中，经常去周五市场采购鲜花、蔬菜和水果。这种"自然"也成为他设计别墅的纽带："室内装饰的灵感，源于观察周围自然而获得的内在感性。"不同风格的融合，丰富了室内每个角落的氛围：克里弗强调："不希望生活被单一风格包围的愿望源于我对基本文化的继承和吸收，这中间花费了大量的学习时间。""选择景观位置，可激发我们表达创造力的愿望：在此之中，环境与人之间产生了一种特殊的感觉。"这种强烈的好奇心和打破砂锅问到底的执着，将艾伦·克里弗的灵魂与他担任艺术总监的公司的创始人圣特·坎托里（Sante Cantori）的灵魂联系在一起。圣特经常把公司的日常事务交给子女处理，而他却开始和艾伦一起周游世界，为坎托里公司的发展做出创造性贡献。

扉页：由 CASTELLO LAGRAVINESE STUDIO 设计、坎托里（CANTORI）制作的 AURORA 摇椅，莫里奇奥·曼佐尼（MAURIZIO MANZONI）设计、坎托里（CANTORI）制作的 SHANGHAI 茶几和 DEDAR 双层亚麻窗帘。主卧室中，一扇大窗户直通露台，卧室中干邑色绒面 SHANGHAI 沙发、GABRIEL 扶手椅和简洁风格的 NARCISO 桌子，营造出一种欢乐的放松气氛。下图：别墅的玄关间，中间为莫里奇奥·曼佐尼（MAURIZIO MANZONI）设计、坎托里（CANTORI）制作的 MIRAGE 圆桌。本页上图：维艾特里（VIETRI）组合沙发。左图：木料及白色条石材质定制厨房。水笼头则为阿斯顿·马修（ASTON MATTHEWS）品牌钢质产品。坎托里（CANTORI）设计的 AURORA 高脚凳。

FRONT COVER, AURORA ROCKING CHAIRS FOR CANTORI, DESIGNED BY CASTELLO LAGRAVINESE STUDIO, SHANGHAI COFFEE TABLES, DESIGNED BY MAURIZIO MANZONI.ON THESE PAGES, IN THE MAIN LIVING ROOM, BEHIND A LARGE WINDOW THAT OPENS DIRECTLY ONTO THE TERRACE, THE SHANGHAI SOFA IN COGNAC SUEDE, THE GABRIEL ARMCHAIR IN THE BACKGROUND AND SIMPLE NARCISO TABLES CREATE AN AREA OF CONVIVIAL RELAXATION. BELOW, THE ENTRANCE ROOM OF THE VILLA, WITH THE MIRAGE ROUND TABLE BY CANTORI IN THE CENTER, DESIGNED BY MAURIZIO MANZONI. ON THIS PAGE, ABOVE, VIETRI MODULAR SOFA. ON THE LEFT, BESPOKE WOOD AND WHITE TRAVERTINE KITCHEN. THE STEEL TAPS ARE BY ASTON MATTHEWS. AURORA STOOLS BY CANTORI.

左图: 餐厅成为连接室内和室外空间的纽带。中央的木质长桌可容纳 12 位客人, 也可变为提供丰盛自助餐的大展台。MISS 座椅围绕在长桌周围, 营造出虚实相应的效果。下图: 餐厅内, 简洁风格的 TROPEA 橱柜采用 SIGN OF LONDON 圆形面板, 点缀和烘托整个房间的气氛。上图: 西罗洛别墅外景。下图: 可欣赏海上日出的大露台, 露台上配有两把皮革、织物和金属材质的室外 TWIST 扶手椅。

ON THE LEFT, THE DINING ROOM SEEMS TO CREATE A SINGLE SPACE THAT COMBINES INSIDE AND OUTSIDE. THE WOODEN TABLE IN THE CENTER OF THE ROOM CAN COMFORTABLY ACCOMODATE 12 SEATED PEOPLE OR BE THE PERFECT PLACE FOR A RICH BUFFET. AS A FRAME, THE MISS CHAIRS WITH FULL AND EMPTY ROUNDED SPACES. BELOW, IN THE DINING ROOM, THE PURE TROPEA CONSOLLE, WITH THE ROUNDED PANEL SIGN OF LONDON, DECORATES THE WALL AND WARMS THE ROOM. ON TOP, VIEW OF THE EXTERIOR OF VILLA SIROLO. BELOW, A LARGE TERRANCE TO ENJOY THE SUNRISE COMING FROM THE SEA ON TWO TWIST OUTDOOR ARMCHAIRS IN LEATHER, FABRIC AND METAL.

‹随机应变›

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TODAY, THE CONCEPT OF LUXURY CORRELATES WITH THE MOST EXCLUSIVE CUSTOM-MADE PRODUCTS, SUCH AS FAOMA FURNISHINGS

意式奢华

如今，奢华的内涵，更多地变为定制所体现出的独特性。正如 Faoma 家具所展现的内容

撰文：保拉·潘佐拉（PAOLA PIANZOLA）

FAOMA　公司全称为“机械木材工坊”，由斯卡科（Scalco）兄弟，即现业主的父辈，成立于60年代早期，创业者一位是橱柜制作工匠，另一位则是自动化机械的专家；公司很好体现了意大利橱柜制造的理念演变，结合了技术能力、对质量的严格追求、创造力及在家具市场上的卓尔不凡。不久之后，斯卡科兄弟第一个在家具生产方面应用了液压机械设备。弗朗克·斯卡科（Franco　Scalco）对《别墅和房屋（VILLE&CASALI）》杂志表示：“公司的传承始于80年代早期，随后我们将重心放在高级卫生间和厨房家具上。我们的产品出类拔萃，市场赞誉不断，丝毫没有受到经济危机的影响。现在我们则致力于优化和完成企业的国际化程度，为此投入了大量精力。”“执掌未来”成为FAOMA公司内的激励名言。《别墅和房屋（VILLE&CASALI）》向斯卡科提问道：

产品是如何诞生的？

“产品一直由我亲自设计，此外，公司内部还设立了风格办公室，汇聚了十几位优秀的专业人才，和我共事很长一段时间。设计办公室采用了最先进的渲染技术，将客户的想法转变为技术上可行的实际影像，从而在产品的实现过程中，把握其风格外观。我们不仅仅设计传统风格产品，也还设计具有当代元素和国际性潮流的产品，适应世界各个市场的需求。”

Faoma　公司对材料的苛刻远近闻名，有的时候甚至达到令人惊诧的地步……

“这些用于豪宅中的所有材料，诸如木材、大理石、织物、灰泥等等，都是我们在市场上能够找到的最高质量产品。我们将尽量使用‘意大利制造’的材料，它们体现了产品设计中意图透露的历史、工匠精神和专业技艺。”

左图：PRESIDENT 厨房家具。上图：弗朗克·斯卡科（FRANCO SCALCO），公司所有人。带餐具抽屉的橱柜内部。LEFT, THE PRESIDENT KITCHEN. TOP, FRANCO SCALCO, THE CURRENT CEO OF THE VENETO COMPANY. THE INTERIOR OF A CONTAINER WITH CROCKERY-HOLDER DRAWERS

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ELEGANT LIVING ON LAKE GARDA

加达湖上的精致生活

在米洛迪·乔丹洛建筑事务所的努力下，
位于加尔多内·里维耶拉的一栋三层别墅，
采用定制家具，焕然一新

撰文：艾仑诺娜·博斯克（ELEONORA BOSCO） 摄影：丹尼尔·佩佐尼（DANIELE PEZZONI

扉页：起居室放置**BAXTER** 沙发和米洛迪·乔丹洛建筑事务所设计定制的地毯。本页：皮革扶手椅为品牌 **POLTRONA FRAU**。茶几则为 **MINOTTI** 定制款。侧图：由事务所设计并由 **LAUDARTE** 制作的灯具细节图。

FRONT COVER, THE LIVING ROOM IS FURNISHED WITH A BAXTER SOFA AND A CARPET DESIGNED BY STUDIO MINGOTTI AND GIORDANO.ON THIS PAGE, THE LEATHER ARMCHAIRS ARE BY FRAU.THE SMALL TABLES ARE BY MINOTTI.SIDE, A CLOSE-UP OF THE LAMPS DESIGNED BY THE STUDIO AND MADE BY LAUDARTE.

IN GARDONE RIVIERA, A THREE STOREY VILLA IS CHANGING ITS LOOK THANKS TO THE INTERVENTION OF MINGOTTI AND GIORDANO ARCHITECTS, WITH CUSTOM-MADE DESIGN OBJECTS

美丽的加尔达湖畔，布雷西亚地区实业的掌上明珠——加尔多纳里维埃拉镇上，一宗产业正在出售，搭建一个亲密和舒适的小窝，为周末家人度假提供最佳去处。产业位于陡峭的斜坡上，可欣赏周围的壮丽全景美色，宛如天然的阳台，俯瞰蓝色的湖水。“从此看去，水天一色。绿色蕴含万物，传达了一种持续的幸福感。”建筑师安德雷·米洛迪向《别墅和房屋》表示，他同合作伙伴菲利普·乔丹洛（Filippo Giordano）（www.mingottigiordano.com）决定重新诠释这座三层别墅的空间，从头开始摆脱乡村庄园的经典概念，“这是房屋内部建筑设计的一个组成部分，是一个珍贵的组合元素。”“我们想为这个建筑打上潮流印迹，哪怕翻修工作尚未完全结束。简而言之，我们将酒窖变为品味红酒和橄榄油的地点。一方面，我们设计了一个浪漫的天台花园，这个设计得感谢农学家和园艺师的合作，以便我们能够充分利用现有的高低布局。另一方面，我们希望将由定制产品所表现的家庭温馨和二十年代古董物件的其貌不扬相协调”，建筑师米洛

左图: 餐厅中的慕拉诺玻璃花瓶。本页上图: 客厅中的木质镶板。下图: 事务所设计并由**LAUDARTE**完成的灯具。
LEFT, A CLOSE-UP OF THE MURANO GLASS VASES IN THE DINING ROOM.ON THIS PAGE, ABOVE, THE WOOD PANELLING IN THE LIVING AREA.BELOW, THE LAMPS DESIGNED BY THE STUDIO AND MADE BY LAUDARTE.

经过精心挑选的装饰品
有些属于业主
而有些则是工作室定制的

左图: 卧室中织物饰面定制家具, 以及一个原版装饰艺术吊灯。下图: 电影厅的卫生间, 大理石地板展现特殊的色彩效果。 右下图: 是工作室创始人安德雷·米洛迪和菲利普·乔丹洛的合影。 在此页面上是地下室的台球室。
LEFT, THE BEDROOM SHOWCASING BESPOKE FURNITURE, FABRIC PANELLING AND AN ORIGINAL ART DECO SUSPENSION LAMP. BELOW, THE CINEMA HALL BATHROOM FEATURING A SPECIAL CHROMATIC EFFECT. LOWER LEFT, A PHOTO OF THE STUDIO' S FOUNDING ARCHITECTS, ANDREA MINGOTTI AND FILIPPO GIORDANO. IN THIS PAGE THE BILLIARD ROOM IN THE BASEMENT.

迪解释说。卧室中的织物覆面镶板, 加上客厅中木质和黄铜装饰镶板, 构造出一个奢华而欢快的空间。这些地点起着代表性角色, 既可作为娱乐场所, 也可作为接待朋友和来宾的空间。设计师竭尽全力增加别墅的价值, 定制了几乎全部固定和活动家具, 常常利用色调产生对比。一楼部分房间的墙面使用微晶石特殊涂料, 所产生的亮度和深色木料和米色渐变融为一体。建筑师精心挑选装饰物件, 既保留了业主原有的部分物品, 也增加了一些自行设计的小物件 (如灯具) , 为 Laudarte "50年代灯具系列" 增添了一分亮色。二楼是子女卧室, 通过带水力按摩区的公共露台连接, 下层铁质栅栏和玻璃围成的温室则用作书房, 生活区直接面向门廊, 成为花园和房子之间的一个重要联系。"即使在室外的客厅, 也能找到别墅的精致和优雅。停下来观察自然, 宛如查看一幅不可思议的画卷, 随着季节的变化而变化", 菲利普·乔丹诺说。花园不仅是观赏的场所, 更是出产的地点。这里每年都会收获大量的加尔达湖特产——葡萄酒、油和柠檬。

同页: 休闲空间配备了品牌沙发 **FLEXFORM**, 布料面沙发 **HERMÈS**和 **POLTRONA FRAU**品牌的皮革扶手椅。下图: 室外景色, 所有的家具都为**RODA**品牌。

ON THIS PAGE A RELAXING SPACE FURNISHED WITH A FLEXFORM SOFA, A POUF COVERED WITH HERMÈS FABRIC AND A FRAU LEATHER ARMCHAIR.BELOW, A VIEW OF THE OUTDOOR SPACE.ALL THE FURNITURE IS BY RODA.

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A TERRACE OVERLOOKING THE SEA ON THE ITALIAN RIVIERA

俯瞰利古里亚海域的露台

一栋优雅不凡的房子，显现出DESIGN STUDIO RODRIGUEZ DI ALASSIO工作室的气息

撰文：罗伯特·贝里尼（ROBERTO BEGNINI） 摄影：吉安尼·弗兰切鲁奇（GIANNI FRANCHELLUCCI）

《别墅和房屋 VILLE&CASALI》

谁没有许愿过，在一生中至少一次在传奇的利古里亚海滨度过几天假期？享受地中海气息，饱餐从蔚蓝海洋到碧绿梯田的 明亮色彩变化。这栋度假别墅就隐藏在这一片大自然中，藏身于一个郁郁葱葱的低调花园。别墅有数个露台，背靠众多悬崖，可以俯瞰海湾和贝格吉岛；无论白天还是夜晚，露台都生机盎然，不仅仅起着简单和传统的装饰功能，更充当了别墅的延伸。小小客厅散落在花园里，零星点缀令人惊叹的景色，成为吸引众多休闲住户的的真正优势。英国公司 Gloster 生产的扶手椅和户外沙发宽大舒适，配有柔软的坐垫，撑起明亮的橙色雨伞，加上由本地植物组成的绿化设计，创造了一个轻松的氛围，让你倍感舒适。

《别墅和房屋 VILLE&CASALI》

AN ELEGANT AND ECLECTIC HOME SIGNED BY THE DESIGN STUDIO RODRIGUEZ IN ALASSIO

左图：配有 **VIBIA** 灯具的客厅，两扇窗户间是 **GLOSTER** 沙发和扶手椅，墙上是艺术家 **保拉·卡希诺 (PAOLA CASSINO)** 的作品《亚德里亚诺之忆》 **EICHHOLTZ**栅格灯本页：**CECCOTTI COLLEZIONI** 台桌，黑核桃木材质，桌面为镀铜玻璃。全内衬小扶手椅， NABUK 椅腿。台面照明则采用 **VIBIA**灯具。墙上挂着**伊丽莎白·弗雷里克森 (ELISABETH FRERICKSSON)** 的作品。

ON THE LEFT, THE LIVING ROOM WITH A VIBIA CHANDELIER BETWEEN THE TWO WINDOWS, GLOSTER SOFAS AND ARMCHAIRS; ON THE WALL, MEMORIE DI ADRIANO PAINTED BY ARTIST PAOLA CASSINO. LAMP WITH EICHHOLTZ GRID.ON THIS PAGE, TABLE FROM CECCOTTI COLLECTIONS MADE OF CANALETTO WALNUT, WITH ITS SURFACE IN BRONZED GLASS.ARMCHAIRS FULLY LINED IN NABUK, INCLUDING THE LEGS.THE TABLE LIGHTS ARE SIGNED BY VIBIA.ON THE WALL, PAINTING BY ARTIST ELISABETH FRERICKSSON.

厨房是根据
STUDIO RODRIGUEZ 的设计制作
使用灰色调高级材料
中心的独立厨房采用
喀拉喀塔金色大理石台面

《别墅和房屋 VILLE&CASALI》

进入房间，呼吸时心情都变得宁静而优雅，室内环境以一种和谐的方式复现繁杂的折衷主义，在建筑师的巧妙设计下，传统的回声并没有影响对周围的触感；这一切，都出自 Design Studio Rodriguez di Alassio 工作室两位大师——何塞·玛丽亚·罗德里格斯（José Maria Rodriguez）和罗伯托·巴贝罗（Roberto Barbero）之手。起居室成一个开放的空间，中央部分放置了一些基本的服务设施，随后伪装在一个大的立方体中，上面贴着 Ulf Moritz 的墙纸，与家具的发展完美协调。

米色色调占主导地位，到处都有光线折射产生的色彩点缀；这些元素构成了家具的精巧和完美框架，突出设计师精心选择的结果。不过，真正的挑战则体现在将漂亮的设计作品与简单的海滨别墅结合起来，正是这种不寻常和大胆的巧妙组合，给整个工程增添了特殊的韵味。

房屋翻修时，考虑了对环境的影响，房子由新一代的家庭自动化系统控制，负责运行空调、照明和安全。

这个项目实现了住宅功能性在整体上的精细与和谐，设计中又突出了休闲和放松的使用目的。

左图：主人卧室。**CECCOTTI COLLEZIONI** 床具**ETRO** 床罩和枕头桌灯为 **NEMO CASSINA**。
下图：室内设计师何塞·玛丽亚·罗德里格斯和罗伯托·巴贝罗合影。
侧图：
配有竹板平台的游泳池。
ON THE LEFT, THE MASTER BEDROOM.BED BY CECCOTTI COLLECTIONS. ETRO BEDSPREAD AND PILLOWS.LIGHTS ON THE COFFEE TABLES BY NEMO CASSINA.BELOW, INTERIOR DESIGNERS JOSÉ MARIA RODRIGUEZ AND ROBERTO BARBERO.ON THE SIDE, THE SWIMMING POOL WITH ITS DECK MADE OF BAMBOO SLATS.

THE GULF OF TIGULLIO
SPOTLIGHT ON CULTURE

蒂古利奥湾，文艺焦点

今年年底，圣玛格丽特镇将开放杜拉索别墅的原始大门，这座该地区最重要的别墅，也是地区的主要纪念物，将大放异彩，举行海洋博物馆的开幕式

撰文：亚利桑德罗·罗恩格（ALESSANDRO LUONGO）。

BY THE END OF THE YEAR, SANTA MARGHERITA IS SET TO OPEN THE ORIGINAL ENTRANCE TO VILLA DURAZZO, THE REGION' S MOST PRESTIGIOUS VILLA, SHOWCASING ITS MONUMENTS IN ALL THEIR RESPLENDENT GLORY, AS WELL AS OFFICIALLY OPEN THE MARITIME MUSEUM

东部海滨地区的蒂古利奥海湾由一系列迷人的海湾组成，如帕拉吉（Paraggi）、圣玛格丽特-里格瑞（Santa Margherita Ligure）海湾、圣米歇尔-帕加纳（San Michele di Pagana）和拉帕洛（Rapallo）海湾，一直延伸到佐阿利（Zoagli）。总之，海湾和游艇码头风景如画。这些令人流连忘返之处，这些遍布游艇、豪华酒店、精品店和高级美食店之处，从米兰出发仅一个半小时车程，而从热那亚出发只需半个小时。能够体验的，还有环境、文化和手工艺传统。
市长保罗·多纳多尼（Paolo Donadoni）告诉《别墅和房屋》杂志，圣玛格丽特-里格瑞的腾飞从此重新开始。“首先，小镇位于两个自然公园之间：即大区拨款资助的波托菲诺大区公园和环境部拨款资助的波托菲诺海洋保护区。”大区公园（多纳多尼是该公园的特别专员）自 1935 年成立以来，一直在保存和保护该地区的美景。园内有长达 80 公里的小径，从 2019 年开始，分为行人路线和最具挑战性的自行车道。“圣玛格丽特-里格瑞镇还有三个海滨胜地”，市长继续说，“首先是位于市中心的杜拉索别墅，可追溯到十七世纪，占据着海边一角，是蒂古利奥最重要的历史建筑，由于正在进行修复工作（Mibact 资助 200 万欧元），只有今年年底以后才可从海上沿着主要线路通过古老拱廊，而目前只能从后门进入。”一家罗马公司刚刚赢得了 9 项主要纪念建筑的修复招标工程，修复工作将于今年夏天开始，2023 年结束。公司每年修复三件艺术品（例如马志尼的雕像），夜间在灯光照耀下散发魅力。此外，16 世纪的城堡修复工作已经获得资助，即将成为海洋博物馆的多媒体中心，珍藏历史人物（例如：古列尔莫·马可尼）的谈话图片，地下部分将珍藏蒂古利奥的宝藏（例如：羊皮箱）。市长补充说：“我相信，圣玛格丽特拥有价值不菲的文化背景，一个值得被恢复的灵魂。就像教堂的庭院、彩绘外墙和神龛一样真实。”市长赞誉了当地的手工艺，他们可以是波纹花边大师，或者是蜡烛和彩陶的艺术家，都是联合国教科文组织世界遗产的候选人，所有人都在加入了“妇女之美”宣传推广计划。
在 2024 年任期届满之前，这位利古里亚地区的行政长官将扩大历史中心的步行区，并用更多的绿色来改善城市设计。
为此，市区将建造容量达 300 个停车位的停车场，以及从医院原址阿博路的 110 个车位改造项目，从而留出一些中心街道的空间。“与此同时，我们结算了 2018 年度的港口项目，升级了港口和污水处理装置，同时开始了帕拉吉-波托菲诺公路路段的加固工作，所有工作将于夏天前完成。”最后，他总结说：“圣玛格丽特-里格瑞镇具有成为一个四季宜居城市（约9000名居民，编辑注）的所有潜力，同样也希望第二住房业主在此度过的时间远远超过传统的夏季假期。
我们正在努力筹备，为他们准备一个位于罗马大街中心的智慧办公空间。对于游客来说，我建议在 3 月至 5 月的旅游淡季访问圣玛格丽特。”

扉页：波托菲诺的海湾和著名的广场。上图：帕拉吉的城堡。左图：圣玛格丽塔的切瓦拉修道院。
FRONT COVER, THE BAY OF PORTOFINO AND THE FAMOUS SQUARE.BELOW, THE CASTLE OF PARAGGI. RIGHT, CERVARA ABBEY IN SANTA MARGHERITA.

装饰

叠罗汉大师
洛克·孔迪尼（Rocco Contini），37 年涂染蒂古利奥地区房屋

洛克·孔迪尼（Rocco Contini）今年 51 岁，37 年来一直是整个蒂古利奥地区最受欢迎装修师，他擅长为别墅、私人房间和酒店的内外空间进行点缀，再现原汁原味的老式热那亚风格。工匠解释说：“装饰品让一间平凡的房子与众不同。”他自 14 岁就开始在拉帕洛的工作室内，向师傅学习行业手艺。他还说：“我在圣洛伦索用假百叶窗修复了一座新建筑的外墙。”“最近，在一个由米兰人购买的圣玛格丽特镇公寓里，我在浴室里画出了一片蓝天，布置了花架，使环境更有深度。”最耗费精力的作品？“那是我用假石头装饰别墅外墙的时候，必须在每一个细节上反复琢磨复制。”

电动车下的天堂湾
如需饱餐蒂古利奥和卡莫格利两地的自然景观和各色古迹，骑上电动自行车，环绕两个半小时是最理想的方案。波托菲诺自行车协会（www.portofinobike.com）的主席西蒙内·布雷西亚（Simone Brescia）从事导游工作，在波托菲诺公园内组织各种活动和自行车游览，他陪同我们进行一次令人叹为观止的旅行，证实了电动车的亲民性。从圣玛格丽特-里格瑞镇中心出发，沿途前往到小镇圣洛伦佐-德拉-科斯塔（San Lorenzo della Costa），可俯瞰蒂古利奥海湾的壮观景色，然后转向卡莫格利路线，可在小隧道的出口处，一览卡莫格利和天堂湾的秀色。这条路线代表游客正式进入波托菲诺公园，从历史悠久的库尔姆酒店出发，沿着海角的山脊一直走到皮埃特·斯特雷，长廊的交界处设有俯瞰点；从这里到圣弗鲁托索的人行道也有分支；经过波克（Bocche）后，穿过加索托磨坊，爬上山脊抵达圣塞巴斯蒂安诺，在此可以欣赏波托菲诺无可比拟的美景。
随后等待游客的是通往帕拉吉的小道；沿山而下抵达波托菲诺，绕过右边的海滩，回到本次令人兴奋的旅行终点——圣玛格丽塔。对于本地区的其他体验，请参考下列网址列出的信息：
www.lamialiguria.it 和 www.experienceliguria.it。

农家乐

DOP 橄榄油和药酒
产量有限、质量上乘、欲罢不能。

该店是当地两个橄榄油生产商之一，店主阿德里亚诺·卡萨扎（Adriano Casazza）只有64岁，曾是葡萄酒和白酒的商业代理，1982年，他继承了他家的一公顷土地，并开始用它生产橄榄油和制作草药甜酒。
他解释说："东方海滨DOP橄榄油采用半升瓶装，每年夏天来自世界各地的游客从我这里购买，为它的质量和精致所吸引。"
"每年生产1000瓶"，他补充道。最受欢迎的利口酒中，除了罗勒利口酒外，地区特产露撒药酒、野生茴香酒、柠檬酒和玫瑰露都十分受欢迎。这些酒的产量都不超过每年1000瓶。
阿德里亚诺·卡萨扎农家乐（Azienda Agricola Adriano Casazza），圣玛格丽特-里格瑞镇Baiucca路5号，电话：335.7073127

俯瞰修道院和圣弗鲁托索海滩。THE ABBEY AND BEACH OF SAN FRUTTOSO SEEN FROM ABOVE.

中心酒店

从这里出发，可以很容易地到达任何地方：老城区和海滨的商店。停好爱车，忘记世间繁杂。最近经过翻修的约兰达酒店（Hotel Jolanda），全年开放，有50间客房，包括三间套房。家具装饰是古董和现代家具的融合。酒店内设有桑拿和蒸汽房的健身区，此外酒店还计划在明年11月建造一个现代化的大型按摩浴场。一进门，你就会感到一种温馨的气氛，老板朱塞佩·帕斯蒂内（Giuseppe Pastine）亲自接待，他名下的另外两家酒店，即圣安娜酒店（11间）和蒂古利奥酒店（40间），都在圣玛格丽特地区。去年7月起，巴西里科餐厅也开始对外开放，游客可以在此品尝到重新创作的利古里亚美食。自制的龙虾咖喱面不容错过。夏季可在中庭中用餐。 Hotel Jolanda，热那亚省圣玛格丽特-里格瑞镇Luisito Costa路6号，**www.hoteljolanda.it/**.

浓汤与众不同

玛格丽特·奥利维里（Margherita Olivieri）主厨下的Insolita Zuppa餐厅，自2013年起就被《米其林指南》推荐，这里你可以品尝到当地著名的红虾，或是厨师长准备的新鲜意大利面，如Pappardelle酱意面或馄饨，还可以选择低温烹制的肉类。此外，蔬菜浓汤和鲜姜花汤也备受欢迎。您可选择优秀的当地葡萄酒，如La Cappelletta, Vermentino di Portofino等等。Insolita Zuppa餐厅，圣玛格丽特-里格瑞镇Romana路7号，**www.insolitazuppa.it**

海边酒店

位于波托菲诺的Splendido Mare酒店是贝尔蒙德集团下属，由巴黎Festen建筑公司进行全面翻新，将于4月重新开业。这个项目重现了名胜地蒂古利奥的永恒魅力，将其浓缩在一个精致的酒店中。
酒店设有14间客房和套房，都采用当地木材手工制作，用港口一字排开的渔民船只所用源自一体。航海结是该酒店的标志。由利古里亚工匠手工制作的七千块赤土砖，镶嵌在餐厅的地板上，令人联想起大海的起伏。Splendido Mare， 热那亚省波托菲诺市Roma路2号（邮编16034）(**www.hotelbelmond.it**).

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Il Buongustaio

这是意大利第一家迪斯科舞厅，始建于1934年，由岩石中的住宅（最初为三层城堡）建成，紧邻大海，是重要活动和演讲的场所；城堡内有三家餐厅，包括一家美食比萨店Il Buongustaio，店内所有的有机产品，无论是来自利古里亚还是西西里，都有完整的供应链。您可尝尝圣雷莫的Scrocchiarelle面和瓦拉谷的鞑靼小牛肉。Buongustaio Doc，圣玛格丽特-里格瑞镇拉斐尔·罗塞迪海滩 3 号东北角，电话： 0185.290348.

公园里的一张桌子

波托菲诺公园的中心，维卡瓦生家族的 "宝石"即将开业，只有一张桌子供客人使用。这是一个利用古老的风干室墙壁建成的酒馆。建筑师保留了原有结构特性，建成一个用于加工家族产品的多功能场地以及榨油作坊。
出产橄榄油、蜜饯、果酱、蜂蜜、啤酒、桃金娘和柠檬酒。只有真正的食材才能创造出美食和美酒的体验。厨师亲自在花园里采摘水果和香草，打理农场，创造新鲜美味的菜肴。Osteria dei Coppelli， 普拉脱区38B，**www.laportofinese.it**

蒂古利奥的山上, 海景房大受欢迎。

IN THE HILLS OF TIGULLIO HOUSES WITH A SEA VIEW ARE IN GREAT DEMAND

尽管对隐私和外部空间的需求不断增加, 但购买具有特定魅力的老宅也成为潮流。伦巴第和皮埃蒙特居民选择的传统目的地--利古里亚, 越来越受到海外投资者的青睐。

撰文: 亚利桑德罗·罗恩格(ALESSANDRO LUONGO)

房产历史悠久, 价值不菲, 依水而设, 配有花园、露台、游泳池等户外空间, 已翻修。简言之, 这就是热那亚 Fiaip 协会主席艾欧尼奥·德尔·加佐 (Eugenio Del Gaizo) 的说法, 即最理想的第二居所。那么价值体现在哪里? 仅仅是贵重的产业? 让圣玛格丽特-里格瑞镇的房产中介 (www.campanellaimmobiliare.it) ——法布里奇奥·坎帕内拉 (Fabrizio Campanella) 向您解释: "您可以把它看成是价值400 万的豪宅, 也可以把它看成是面积仅 60 平米的普通别墅。不菲体现在宜居性、房产的位置上, 即是否靠老城区或海边, 是否有露台等等。事实上, 买家的需求正变得越来越有针对性, 这也可以从《别墅和房屋》采访的建筑师访谈中看出。

位于圣玛格丽特-里格瑞镇的建筑设计事务所—— Living Solution Group 公司 (www.livingsolutiongroup.com) 艾林娜·卡佩拉里 (Elena Cappellari) 表示, 公司可为老式别墅的设计和改造、游艇的装修和室内设计以及建筑公司提供全套服务, "新兴潮流偏重家庭自动化——生态、系统使用再生资源、注重安全, 同时提供必不可少的大型户外空间, 可充分利用每一寸空间。" 这位利古里亚建筑师一直关注重要的翻新工程, 例如, 马拉卡萨和加罗内家族在莱万特海滨的别墅。"一位来自迪拜的客户在圣玛格丽特镇买了一套位于港湾上的小公寓, 面积 150 平米, 将在五月前进行翻修, 房屋换装镶木地板、大窗户、有顶的凉台, 显得更加宽敞明亮, 可作为夏季用餐区; 屋内的技术含量十足: 这位阿联酋买家将能够随时调节房间的温度, 并通过安装的摄像头检查房间的安全状况。"

A DESIRE FOR PRIVACY AND OUTDOOR SPACE IS GROWING, COUPLED WITH AN EMERGING TREND FOR PURCHASING PERIOD PROPERTIES THAT EXUDE A CERTAIN CHARM. LIGURIA, THE TRADITIONAL DESTINATION OF CHOICE FOR RESIDENTS OF LOMBARDY AND PIEDMONT, IS BECOMING INCREASINGLY POPULAR WITH OVERSEAS INVESTORS

第二个建筑项目则是一个 300 平米的别墅, 分上下两层, 包括室外的大游泳池, 全部重新装修; 装修工作非常注重选择材料, 如选用基于粘土的、不含任何化学成分的可持续涂料。米兰建筑师克拉拉·博纳 (Clara Bona, www.studio98.it) 在圣玛格丽特镇退休多年, 她表示: "我的客户通常选择产业进行翻修, 为此很难找到完全符合他们要求的房子。" "一般来说, 客户更偏重生活区, 而厨房则与户外直接接触, 无论是花园还是露台, 尽可能在外面吃饭。另一个要求, 则是每个房间都有一个私人卫生间, 即使空间很小。" 就风格和家具而言, "流行趋势则是将设计方案结合复原风的老式家具, 用天然织物、浅色调和当地材料, 包括用于厨房台面的石板、白色大理石或石板等构造氛围, 创造古典式的厨房长桌和竹节椅。"

这些趋势, 如何集中在著名的蒂古利奥湾, 如何体现在第二居所的需求中? 特别是位于圣玛格丽特-里格瑞镇的丘陵上。

对丘陵的兴趣不减

圣洛伦佐·德拉·科斯塔 (San Lorenzo della Costa) 是位于圣玛格丽特镇的一个小村庄, 距离其历史中心有 5 分钟的车程, 是最抢手的、风景最美的丘陵。"人们在这里寻找3室或4室的公寓, 面积从100平米到150平米不等, 配有有花园、露台和游泳池的, 通常为新别墅或翻新后的公寓, 最后再分成小单元出售, " Apolloni &Blom Real Estate (电话: 342.9190811) 的老板尼克拉斯·布鲁 (Niklas Blom) 这样解释。

专家还指出: "海滨地区仍然有很大的市场, 但现在圣洛伦索和诺萨雷戈的丘陵地区也很有吸引力。" 我们所谈论的房产都要有壮丽的景观, 最好能引人入胜。比如, 一栋位于圣洛伦索的旧别墅正在翻修, 将于 6 月交付, 焕发新生的建筑将分为 6 套公寓, 面积介于 70 至 100 平方米之间, 配有私人花园、露台和游泳池, 每套公寓均配有两个室内车位和一个地窖。目前这类公寓只剩下两套, 每套约为 90 万欧元, 不过可以根据要求合二为一, 变成一个更大的公寓。第二个装修项目涉及不远处的一栋小型老式别墅, 整个别墅已经分割为三套公寓, 面积介于 95 至 137 平方米不等。仅阁楼可用, 售价 150 万欧元。这种情况下, 你甚至可以通过电梯直接乘车上楼, 就像在波托菲诺的一些别墅和 007 系列电影所示。位于圣玛格丽特镇另一侧的小村庄——诺萨雷戈也很少有空房, 这里的翻新房屋面积从120 平米到 130 平米不等, 但售价甚至达到 1 万欧元每平米, 再加上每米 1000 欧元的修复费用。价格高昂? "价值源于稀缺性。" 法布里奇奥·坎帕内拉 (Fabrizio Campanella) 解释说。

渴求高速

三年后, 随着第三隧道铁路工程的竣工, 乘坐高铁抵达热那亚的时间就可以从现在的 1 小时 39 分钟缩短为 50 分钟, "这样蒂古利奥地区的二手房至少还可以增值30%", 著名房地产中介机构 Gabetti (www.gabettigroup.com) 圣安德雷地区品牌总监克里斯蒂亚诺·托马西尼 (Cristiano Tommasini) 这样预测。"从业人员增长很快, 因为旅游地产市场为旧资产和酒店的再开发提供了若干机会, 旧资产和酒店可以改造成住宅; 而与热那亚的高铁线路可以作为整个利古里亚重新启动的动力, 活跃整个地区。" 一年来的趋势充分证明了这个观点: 受疫情影响, 人们对第二住所的需求产生了极大变化。"一方面, 有的人购买房产是为了进行为期六个月的居家办公; 另一方面, 来自意大利北部的投资者们, 不再前往葡萄牙或加那利群岛购买房产, 而是转向圣玛格丽特-里格瑞镇或拉帕洛镇过冬, 这些地区气候温和, 冬季平均温度只有 14-15 度。" 总之, 如果算上来自博尔扎诺的买家, 更能说明东部海滨的度假胜地越来越受欢迎。托马西尼最后总结道: "从这里坐火车到达五渔村的蒙特罗索只需 30 分钟, 而蒂古利奥的明珠——圣玛格丽特-里格瑞镇四季宜居, 房产价值长期保持稳定。投资安全稳妥。更无需时时关注。位于佐阿利地区的一

波托菲诺价格最贵 (东部海滨地区房产价格:欧元/平方米)		
地点	**最低**	**最高**
卡莫格利	6,700	11,450
圣玛格丽特-里格瑞	7,150	14,150
波托菲诺	11,550	20,800
拉帕洛	6,650	10,450
佐阿利	4,800	8,800
资料来源:房产事务		

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海景
别墅
出售位于圣米歇尔·帕加纳的老式带露台公寓, 刚翻修, 面积宽, 海景优美, 带游泳池。
电话:0185 290331

APARTMENT
WITH SEA VIEW
For sale - large refurbished apartment with terrace in period villa with sea view and swimming pool in San Michele di Pagana.

扉页: 圣玛格丽特-里格瑞镇景色和海景。
FRONT COVER, A PANORAMIC VIEW OF SANTA MARGHERITA LIGURE AND THE SEA.

一室一厅共 45 平米,
临海景色优美
位于基亚瓦里和佐阿利两地之间的“Tigullio Rocks”住宅区内, 待售房产面积 45 平米(卧室及卫生间、客厅兼厨房), 带露台, 海景优美, 半地下室。
价格: 16.5 万欧元
电话:335 7027450

TWO-BEDROOM APARTMENT OF 45SQM WITH SEA VIEW
For sale - splendid apartment of 45 sqm (bedroom and bathroom, living room and kitchen), with terrace, sea view, raised ground floor, situated between Zoagli and Chiavari, in "Tigullio Rocks" residential complex.
Price:165 thousand euro.

蒂古利奥地区风景如画的佐阿利村。
THE PICTURESQUE VILLAGE OF ZOAGLI, IN TIGULLIO.

拉帕洛市中心
的老宅
翻修后的公寓位于拉帕洛市中心, 处于一栋老建筑的四楼。面积 185 平米, 宽阔入口, 带阳台厨房, 卧室带阳台, 3 个双人间, 2 个单人间, 3 间卫生间。配地窖和停车位。
售价:75 万欧元
电话:0743 220122

HOUSE IN RAPALLO OLD TOWN
Refurbished apartment on the third floor of a period mansion, in Rapallo old town. With a surface of 185 sqm, featuring a Genoa style front door, kitchen with balcony, living room with balcony, 3 double bedrooms, 2 single bedrooms and 3 bathrooms. Basement and parking space.
Price:750 thousand euro.

个带露台两室公寓, 俯瞰大海, 五六十年代建筑, 可能需要部分翻修, 售价 20 万欧元, 业主可选择 8 月份出租, 赚取少量外快。新房产会越来越少, 越来越贵。例如, 像索拉里别墅, 更是居家办公的米兰人争夺的对象。佐阿利地区的山丘上矗立着一栋1920年代的老宅, 壮观的贵族式楼梯依然保持着原有的风格; 别墅共三层, 面积约 700 平米, 如今已分为 7 个公寓, 面积介于 70 至 200 平米之间, 除了具有现代风格的家具外, 还配有花园和露台, 可领略塞斯特里莱万泰到波托菲诺一带的非凡景色。底价约 75 万欧元。

蒂古利奥另一面
只要移动一小段距离, 就能以低价买到“跳楼处理”的房产, 可以节省 30% 到 40%。位于基亚瓦里和佐阿利两地之间的 Tigullio Rocks 住宅区内有一栋七十年代的住宅, 条件良好, 景色临海, 配电梯, 你可以买一套两室公寓, 售价自 16.5 万欧元起。该公寓由中介机构 La tua casa al mare (www.latuacasaalmare.it) 代表简·马克·波奇亚 (Gian Marco Bozzia) 直接代理, 该机构共持有蒂古利奥地区 110 多家待售房产, 可为购买第二住所的客户提供服务, 平均预算约 20 万欧元。

待租及
待售豪宅
价值在 100 万欧元以上的豪宅需求变化不大。根据中介机构 Immobiliare Marrè (www.immobiliaremarre.com) 的亚利桑德罗·费拉里斯 (Alessandro Ferraris) 介绍, 本地最独特的地区位于拉帕洛区的小村——圣米歇尔·帕加纳, 佐阿利地区和波托菲诺紧随其后。这些地方最抢手的第二居所都有海景、花园或露台。“拉帕洛的港口区非常受欢迎, 但公寓必须有高质量的装修”, 费拉里斯解释说。“实际上, 人们首选建筑内外立面都属于同一时代的老式建筑。我先解释一下: 建筑风格必须非常明确, 如理性主义、折衷主义或新古典主义等等, 不是展现七十年代的投机风潮。理想的大小在 100 至 120 平米之间, 最好有 2-3 个卧室, 两个卫生间, 客厅、厨房和室外活动区。”此外, 来自伦巴第的买家数量也在增加, 追求居家工作的人们被附近景色吸引, 决定定居于此。因此, 豪宅租赁需求的变化也绝非偶然。中介 At Home (www.athome-italy.com) 主管艾琳娜·奥昆 (Elana Okun) 解释说:“越来越多的意大利人要求签订三到十二个月的租赁合同, 而我的业主却不太愿意给予这么长的时间。” 该机构自 2011 年成立以来, 专门从事顶级房产的租赁业务, 包括带游泳池的别墅或波托菲诺的海上壮观塔楼, 旺季时的租赁价格高达每周 2.5 万欧元。最后, 只同外国买家, 特别是北欧人打交道的圣玛格丽特-里格瑞镇及卡莫格利镇中介机构—— AR92 (www.ar92.com) 负责人、国际知名品牌 Savillis 的合作方克里斯-奥斯特 (Chris Ostet) 也表示了自己的看法。“他们寻求的是一种生活方式, 一种情感, 不仅仅是房子, 而是一个优秀地区, 能够提供餐饮、美酒和干净的大海, 以便可以惬意地度过半年时光。”为了心仪的房产, 他们不惜重金。“几年前, 一位英国客户带着儿子来到这里, 想建立一个小型房产基金, 他在卡莫格利花了 120 万欧元买了一栋需要完全翻新的别墅, 又花了 300 万来完成翻修工作。”蒂古利奥之魅力。

APOLLONI&BLOM

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圣玛格丽特-里格瑞镇
出售圣玛格丽特-里格瑞镇新建别墅, 距离市中心及海边仅需步行 5 分钟。两层建筑, 带车库和电梯。迷人的海湾景色, 游泳池沉浸在大自然中。
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For sale - newly-built villa in Santa Margherita Ligure, 5 minutes away from the town centre and from the sea. Two-storey building with garage and elevator. Stunning view of the Gulf and swimming pool surrounded by nature.

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在圣雷莫, 这座城市(高尔夫球场的所在地)拥有整个里维埃拉最好的气候, 这里坐落着一栋拥有最先进技术的宏伟的大别墅, 含电梯, 花园内有一个美丽的游泳池, 坐享壮观的海景。距离寒色海岸(CÔTE D' AZUR)和尼斯机场很近。

A MAGNIFICENT LARGE VILLA WITH VERY MODERN TECHNOLOGY LOCATED IN SANREMO THE CITY WITH THE BEST CLIMATE OF THE RIVIERA, A CASINÒ AND GOLF CLUB. CLOSE TO THE COSTA AZZURA AND NICE INTERNATIOINAL AIRPORT. BEAUTIFUL SWIMMING POOL IN THE PARK, LIFT, AND SPECTACULAR SEA VIEWS

蒙费拉托, 距都灵和卡塞尔机场1小时车程, 距米兰和马尔彭萨国际机场80分钟车程。美丽的农舍, 有酒窖, 这座私家大宅拥享壮美景观。该房产拥有一片优质葡萄园(DOC), 已全面投产。

A BEAUTIFUL FARMHOUSE WITH CANTINA IN MONFERRATO, ONE HOUR FROM TORINO AND THE CASELLE AIRPORT, 80 MINUTES FROM MILANO AND INTERNATIONAL AIRPORT OF MALPENSA. A MAGNIFICENT VIEW OVER THE PROPERTY WITH HIGH QUALITY DOC VINEYARDS IN FULL PRODUCTION.

波尔托菲诺(GE) - 位于波尔托菲诺公园, 坐拥大海景致。这座古老的房子可以追溯到19世纪末。它后来被完美地修复, 且保持了利古里亚(利古里亚是该地区)条纹房屋的颜色特征。
波尔托菲诺(GE) 周围环绕着地中海式植被的宏伟花园、露台、温室、游泳池、电梯(从车库通往主别墅及其附件建筑), 独具特色, 令人倍感舒适。
别墅周围环绕着一个16000平方米的私家公园, 俯瞰大海, 拥有5间卧室、5间浴室、2间休息室——别墅面积为310平方米。附属建筑125平方米、带2个车库、电梯、行李架、游泳池。售价:11,700,000欧元。

Portofino (GE) - Set in the park of Portofino overlooking the sea, this ancient house dates to the end of the 1800s. It has been perfectly restored while maintaining the characteristic colors of the Ligurian houses painted in stripes. It is surrounded by a magnificent garden of Mediterranean brush, terraces, conservatory, swimming pool, a lift with two sections that lead to the house and its dependence making it a comfortable, unique and very exclusive property. The villa is surrounded by a 16.000 sqm private park overlooking the sea. There are 5 bedrooms, 5 baths, 2 living rooms for a total of 310 sqm. The dependence measures 125 sqm, 2 lifts, a cog rail system and swimming pool.
€ 11.700.000

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位于韦尔巴尼亚中心的现代别墅

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大约 2.152 m² | 大约 561 m² | 5 | 5

Meina

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E&V ID: W-02IRIA · 售价 5.000.000 欧元 · 能源效能等级 F, 366,00 kWh/m²a

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E&V ID: W-02KTFQ · 售价 3.700.000 欧元 · 能源效能等级 G, 175,00 kWh/m²a

阳台 大约 30 m² | 大约 340 m² | 4 | 3

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E&V ID: W-02IPHW · 售价 2.450.000 欧元 · 能源效能等级 G, 175,00 kWh/m²a

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大约 1.800 m² | 大约 1.290 m² | 10 | 7

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大约 -- m² | 大约 1.250 m² | 10 | 7

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TREVIGNANO ROMANO (罗马) - 它位于罗马城外的历史名镇特雷维尼诺·罗马诺, 布拉恰诺湖畔(LAKE BRACCIANO)。坐落在山顶上, 该别墅巍峨壮丽、景色迷人, 其附属建筑面积约40平方米。别墅分为上下两层, 约300平方米。该别墅华丽的窗户是其特色, 不仅使整栋别墅显得格外明亮, 更将布拉奇亚诺湖的全景坐收眼底。TREVIGNANO ROMANO 别墅置身于一个美丽的公园里, 占地1万平方米, 园内不计其数的橄榄树将之环抱。

Trevignano Romano (RM) - In the historic town of Trevignano Romano, on the shores of Bracciano Lake near Rome. Set atop a hill is this splendid villa with breathtaking views and a dependence of 40 sqm. The villa on two levels measures 300 sqm. It has splendid large windows with panoramic views of Bracciano Lake which make it very bright. Is set in a marvelous 10.000 sqm park enriched with numerous olive trees.

FORMELLO(罗马)- 距离罗马仅数公里之遥 - 180平米的恢弘别墅带90平米的附属建筑。细节优雅, 由著名的建筑师设计, 状态完美。该别墅坐落于占地1300平方米的花园内, 其中一部分由托斯卡纳石板铺砌而成。四周环绕着4米高的绿色树篱, 有草坪、橄榄树、果树、玫瑰丛和一个小菜园。一个带有服务区的庭院, 一个水槽和花园泳池连接着两座建筑。

Formello (RM) - Splendid 180 sqm villa with dependence of 90 sqm a few km from Rome. Refined details, designed by noted architect with perfect conditions. The villa is set in a 1300 sqm garden partly paved with Tuscan stone. Enclosed by green hedges 4 mt in height, with lawns, olive and fruit trees, rose bushes and a small kitchen garden. A courtyard with a service area, a sink and garden pool in stone connect the two buildings.

CAMPAGNANO DI ROMA (罗马) - 毗邻罗马, 一座面积为350平方米的新古典主义别墅坐落在山顶之上2公顷的花园之内。穿过大门, 在到达这座宏伟的别墅之前, 放眼可见绿树成荫的美丽大道和壮观的梯田式花园, 高耸林立的大树点缀其中。这幢建筑带有一个拱形门廊, 可以欣赏到花园的美丽景致。其中一部分区域被用于在乡村骑马的大围场和训练场。5房3卫。

Campagnano di Roma (RM) - Close to Rome, a Neoclassical villa of 350 sqm set on top of a hill with 2 ha of park. Beyond the entrance, there is a tree lined avenue and spectacular terraced garden with tall trees before arriving to the majestic villa. The building has an arched portico with views over the park. Part of the area is used as a paddock and training field for country horseback riding. 5 bedrooms 3 baths.

FORMELLO(罗马)- 一座农舍式的大型别墅, 距离罗马市中心15分钟的车程。别墅约550平方米, 三层, 树木繁茂的花园将之环绕其中。这座别墅的独特之处在于它可以划分出第二个家庭; 其使用的材料特殊, 如佛罗伦萨手工小屋瓷砖、铁艺扶手和1800年代农舍的双壁炉等。

Formello (RM) - A large farmhouse style villa located in Formello, 15 minutes from central Rome. The villa of about 550 sqm is set on 3 levels with a surrounding park of mature trees. The uniqueness of this villa are its large spaces that could be divided for a second family and the special materials as Florentine handmade cotto tiles, handrails in wrought iron and double fireplaces found in 1800's farmhouses.

RUGGERO MARCONI
TEMPOCASA FORMELLO

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U&I Group（汇智集团）是一家跨境咨询及落地服务专业机构，拥有覆盖全球超过160个国家及地区的服务网络，能够以国际视野为客户提供跨境商务、财税、法律、财产规划、架构及综合性的跨境咨询服务。

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Through unremitting persistence and development, the business of Hartman Education Enterprise Ltd has been distributed worldwide, with an authoritative and professional management team of experts. It will provide quality and comprehensive education products for overseas students (especially Chinese students) in the near future. Working with the government of Grenada, it will create a brilliant education town in the Caribbean region.

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LENNAR CORPORATION
莱纳公司

价格 : 询价可知

Price Range : Available Upon Request

莱纳公司创立于 1954 年，总部位于美国佛罗里达州迈阿密，是一家财富 500 强企业。

莱纳公司目前是美国第一大建筑开发商，公司于 1972 年在纽约上市，截至 2016 年，总资产逾 67 亿美元，年营收逾 89 亿美元，年销售房屋 3.2 万套。2018 年 2 月莱纳成功收购美国开发商 CalAtlantic，目前莱纳项目范围覆盖至全美 21 个州，总计达 1300 多个社区。

莱纳公司是唯一一家三次被专业的建筑商杂志评为年度优秀建筑商的公司，多次荣获全国性的建筑设计大 奖，是全美最佳的前 20 名退休人口社区建筑开发商。

莱纳公司在为客户、同事、股东及社区提供服务时秉持最高的标准。莱纳公司对质量、价值和诚信的承诺 正是我们赖以存在的根基。如今，凭借半个多世纳的经验，这项承诺将继续引导我们向前迈进。

Lennar Corporation is a Fortune 500 company based in Miami, Florida, United States. It was founded in 1954.

Lennar has become the largest developer in the U.S. Lennar was listed in New York exchange in 1972 with total assets of more than $6.7 billion, annual revenue of $8.9 billion, annual sales of 32,000 units in 2016. With the successful merger in February, 2018 Lennar construct homes in 21 different states throughout the United States, with a total of 1300 Lennar communities nationwide.

Lennar Corporation is the only one that has been awarded the Home Builder of the Year Award three times by the Professional Builder magazine. It is also one of the top 20 retirement community homebuilders in the United States.

At Lennar, we hold ourselves to the utmost standards in caring for our customers, associates, shareholders and community. Lennar's commitment to Quality, Value and Integrity is the underlying foundation upon which we were built. And today, with more than half a century of experience behind us, this commitment continues to guide us forward.

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LENNAR

展位 C05

BOOTH NO: C05

LONE STAR TRUST LLC

价格 : 询价可知 **Price Range :** Available upon request

我们是全美第一家利润共享式财富集团，是新一代 Agency 的领军 者。在成立后的二十多年间，以洛杉矶为中心，积极开放了包括尔 湾会议中心，尔湾商业中心和东区商业中心在内的多家分公司（非 独立经纪人办公室），自有物业超过三万尺，旗下签约经纪人遍布 全美，方便客户在全美各地签单。以最先进的管理方式和最独特的 多种签约模式帮助无数经纪人成就自己的事业理想。集团旗下涉及业务广泛，服务范围以专精的保险 / 年金业务为中心，同时也为高净值客户提供尊容定制服务，涉及房产，法律，税务，教育，健康，精算，旅行，养老，信托，跨境资产配置，财富管理 等各个行业和领域，定位于多层次服务全球华人客户，客制化多元 配置，提供独特高端组合策略，帮助客户做到资产保值增值，传承 有序，实现客户，经纪人及集团的三方共赢。

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Walton®

PROPERTY FINDER
房产索引

Juwai IQI™

致力协助亚洲买家走向全球

We empower Asian consumers to be global residents

居外 IQI 是亚洲房地产科技集团，旨在助力亚洲居民成为全球居民。2020年交易房产总量超过17000套，吸引了550万月活跃用户，每年协助来自111个国家约4万亿美元的房产进行推广。透过整合其超级应用程序，由超过15,000名房地产中介组成的 IQI 网络以及其领先的房地产市场平台 JUWAI.COM 和 JUWAI.ASIA，本集团为房地产营销人员提供端到端的营销和销售解决方案。JUWAI.COM 是中国第一大国际房地产门户网站，而 JUWAI.ASIA 则是第一个专为亚洲用户而设的全球房地产门户网站。

550 万
中国月访问量

超过 600 万 套
海外房源来自 111 个国家

2020 年交易房产总量超
17,000 套

15,000+
专业经纪人

在全球范围内
销售新楼盘项目超过
300 个

居外 Juwai.com
中国主要
海外房地产在线平台

Juwai IQI™

IQI
东南亚和中东地区主要
房地产营销网络

亚洲买家的10个首选国家

#	2020	2019
1	美国	泰国
2	澳大利亚	澳大利亚
3	泰国	日本
4	加拿大	美国
5	马来西亚	加拿大
6	日本	马来西亚
7	新加坡	英国
8	英国	阿联酋
9	新西兰	越南
10	法国	菲律宾

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来源：2020年居外IQI数据

居外 IQI 全球25个办公室

欢迎合作和业务洽谈

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主营业务
推广马来西亚、澳大利亚、越南、柬埔寨、泰国、日本、菲律宾、新加坡、英国、迪拜、美国等90多个国家的海外房产项目。欢迎对海外房产（公寓、别墅、商业地产、海外租房买房）个人和公司投资者买家联络咨询，也欢迎建立市场合作伙伴关系。

ACQUA

项目位置：20 Bent St., Bentleigh

深入公寓生活的全新概念
麦金农地区私家泳池，尽享威望及地位
私家泳池设计具开创性，风景如画

深入探索当今墨尔本激动人心的全新公寓概念。Acqua 未来派工程为每套公寓提供独立游泳池，项目可谓空前大胆，其空中花园、浮动泳池将壮观街景尽收眼帘，且每层只限两处宽敞的住宅。

该项目拥有 4 种阳台式公寓及 2 个花园式公寓，您可从中选择属于您的心仪项目。每一款公寓设计都具备了广阔的户外空间，包括户外娱乐设施和波光粼粼的私家泳池。其设计大胆前卫，项目面积从 129 平米至 273 平米不等（包含户外空间），每户公寓都特设了相同且重要的元素，即：主卧室包含步入式（直通式）衣橱、双梳妆台浴室间、嵌入式书房、画廊式走廊以及从室内至室外泳池的无缝拼接。

雪佛龙拼花、进口天然石材、贴面和 Polytec 橱柜等高档饰面和谐相融。厨房配备了 Miele 电器（包括感应炉灶、集成冰箱冷冻柜和隐藏式烤箱）、Oliveri 水槽和 Hafele 橱柜，而豪华的浴室则将 Caroma whiteware、Dorf 和 Zeos tapware 以定制的方式组合在一起。高科技方面也体现在了独立的气温控制、视频监控、双层玻璃及电梯通道 - 可进入双车位地下停车空间。

Acqua 位于 “Centre Rd 中央路” 购物带的入口，27 分钟的通勤直达中央商务区，在此令人推崇备至的位置中，该项目算得上是一个千载难逢的生活方式新契机。走出项目，琳琅满目的餐厅、咖啡吧、海滩、零售店等皆近在咫尺，驾车 10 分钟更可达世界级的购物中心 Chadstone。不仅如此，墨尔本享有盛誉的麦金农中学 (McKinnon Secondary College) 也在该区中。

Acqua 带您徜徉精致生活每一天！

价格: Unit1: AUD $1,600,000 ; Unit 2: AUD $1,700,000; Unit 3&4: AUD $1,550,000; Unit 5&6: AUD $1,465,000

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网站 / W: www.acquabentleigh.com

Property Finder / 房产索引
Australia / 澳大利亚

ACQUA

Property Address: 20 Bent St., Bentleigh

Dive into a new concept in apartment living
Prestige, Position & a Personal Pool in the McKinnon Zone
Groundbreaking Design with Breathtaking Private Pools!

Dive into the most exciting new apartment concept in Melbourne today. A futuristic feat of engineering with an individual pool for every apartment, Acqua is an unparalleled project making a bold statement on the streetscape with hanging gardens, floating pools and just 2 vast apartments per level.

Take your choice of 4 bold balcony apartments or 2 garden residences and secure your choice of individual home ranging from 129sqm to 273sqms (including outdoor elements). Uniquely designed with the same critical components (zoned master with walk-in (or through) robe, dual-vanity ensuite, fitted study, & a seamless flow from inside to poolside, this unparalleled project offers open space on a grand scale, open vistas from every room and intimate privacy for suites and bedrooms.

Styled with chevron parquetry, imported natural stones, and veneer and Polytec cabinetry, this demanding specification calls for a full Miele kitchen (with induction cooktop, integrated fridge-freezer and concealed ovens), luxe bathrooms with Caroma whiteware, Dorf and Zeos tapware, and high-tech appointments including individual climate-control, video-entry, double-glazed and lift-access to 2 basement carspaces and storeroom.

At the gateway to the Centre Rd shopping strip, with a 27 minute commute to the CBD, this is a once-in-a-lifetime lifestyle opportunity in the location you've always loved. Step out to the restaurants and cafes, find beaches and Bayside retail strips within reach, and Chadstone shopping with 10 minutes' drive. You'll even find one of Melbourne's most highly regarded schools (McKinnon Secondary College) in Zone.

Float way from the everyday at Acqua.

Price:Unit1: AUD $1,600,000 ; Unit 2: AUD $1,700,000; Unit 3&4: AUD $1,550,000; Unit 5&6: AUD $1,465,000

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SUNNY CITY PTY LTD
澳洲煦城地产

Glen Waverley, the pearl of the southeast of Melbourne, the wealthy district, has a century–old Wesley College and top schools. Located in the Arcadia luxury community, there are 5 independent luxury house adjacent to each other. The design of the big courtyard gives you the feeling of visiting the noble mansion as soon as you step on the entry frame. A large private garden of 600m2, full of lush grass, enjoy the pleasure of nature.

墨尔本东南 Glen Waverley 明珠之地，富人之区，拥有百年名校 Wesley College 以及顶级名校中小学。位于 Arcadia 豪宅社区，5 座独栋豪宅别墅相邻，左邻右舍非富即贵。大庭大院的设计，让您踏入门框的一刻即有亲临尊贵府邸之感。600m2 的大型私家花园，芳草郁郁，尽享天然之乐。

价格 / Price: AUD $2,680,000 / 2,680,000 澳大利亚元

This French style Mansion is located at Glen Wavererly, a rich and mature surburb of Melbourne. As a detached house, it has a spacious private garden and independent title of the land. It is incredibly close to The Glen shopping centre, the area' s leading schools, including the world–class Monash University. These top facilities will give your children the best possible start by placing them in a primary school that will put them on the path to success.

这套法式豪宅位于墨尔本东南明珠之地，华裔富人区 Glen Waverley，靠近大型购物中心，高分小学、中学双校区。1200 平米土地开发 3 套独立别墅，拥有专属花园和独立土地产权。它占地 358 平米，5 房 4.5 卫 2 车位，高贵大气的法式外观，奢华内装、中西双厨房，复古壁炉，国际名牌家电，构筑你梦想家园。

价格 / Price: AUD $2,295,000 / 2,295,000 澳大利亚元

Collins House, a luxury apartment project, locates in the core of Collins Street, the most expensive financial street in Melbourne's CBD, surrounded by Fortune 500 corporate headquarters and gold-collar elites gather. This top-floor luxury apartment has double heights and overlooks Melbourne, with magnificent city views and a panoramic view of the Yarra River surrounded by jade belts. The interior decoration is noble and magnificent. Every design and every material is unique and exquisite.

豪华公寓项目 Collins House 位于墨尔本 CBD 最昂贵的金融街 Collins 大街核心之地，周边世界 500 强企业总部林立，金领精英汇集。这套顶层的豪宅公寓，双层挑高，俯瞰墨尔本，波澜壮阔的城市景观，玉带环绕的雅拉河景尽收眼底。室内装修尊贵大气，每一处设计，每一处用材，匠心独运，极致考究。

价格 / Price: AUD $4,482,000 / 4,482,000 澳大利亚元

Located in the heart of Melbourne' s city centre, opposite to the Southern Cross Railway Station, Melbourne' s transport hub, with multiple tram lines and bus lines surrounding it, it has an unparalleled geographical location, where you can go to the south, south, north and west. High-end club-style apartment, with sports, fitness, entertainment, dining, meeting, party and other supporting facilities. It is luxurious and complete. It crushes any high-end apartment in Melbourne, so that you can enjoy your family and friends without leaving home. . The high-rise overlooks, the sea of tens of thousands of miles, the water and the sky are connected, and the pride of the king is sitting on the world.

位于墨尔本市中心的心脏之地，墨尔本交通枢纽——南十字星火车站对面，多条电车线，公交线路环绕四周，无与伦比的地理位置，东南西北任君前往。高档会所式公寓，项目有运动、健身、娱乐、用餐、会客、聚会等配套设施，奢华齐全，碾压墨尔本任何高端公寓，让入住其中的您足不出户便可家人朋友尽享欢愉。高层俯瞰，万顷海景，水天相接，坐拥君临天下的豪情。

价格 / Price: AUD $532,000~ AUD $1,042,000 /
532,000~ 1,042,000 澳大利亚元

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SUNNY CITY 煦城地产

WILSONS WARRNAMBOOL & DISTRICT REAL ESTATE

In the accommodation starved Great Ocean Road area of Victoria, within 3 hours drive of Melbourne, is this luxury accommodation opportunity. Alkina Lodge Resort currently is operating with 12 bedrooms spread across 3 beautifully designed 4 bedroom lodges, set on 42.75 ha of paddocks and natural bush. Each lodge comprises 2 bathrooms, a main living, dining and kitchen area, another living room and a stunning balcony to enjoy the magnificent nature outlook and beyond the ocean.

Keep it running as a boutique business or grow it. With a planning permit option approved for a 75 room hotel which can be developed in two stages starting with a 30 guest room plus main hotel including facilities such as food and beverage, meeting rooms and recreational areas.

Location : 35 Parkers Access Track, Wattle Hill, Victoria, Australia 3237

Price : $5,950,000 AUD

维多利亚大洋路地区（Great Ocean Road）住宿资源匮乏，而这项豪华住宅就位于此处，距离墨尔本仅 3 小时车程，机遇难得。Alkina Lodge 度假村目前拥有 12 间卧室，分布在 3 间设计精美的 4 卧别墅中，围场和天然灌木占地 42.75 公顷。每栋别墅由两个浴室、一个主客厅、餐厅和厨房区域、小客厅和一个可以将壮丽的自然景观和绝美海景尽收眼底的别致阳台。

可作为一个精品的商业机会来运营或将其扩大。拥有 75 间客房酒店的规划许可方案，可分两个阶段开发，首先是 30 间客房加上主酒店，包括餐饮、会议室和娱乐区等设施。

地址 : 35 Parkers Access Track, Wattle Hill, Victoria, Australia 3237

价格 : $5,950,000 AUD

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wilsons
warrnambool & district real estate

GROUPE SUTTON

Majestic heritage mansion in Montreal, Georgian style, built in 1836, located in the most prestigious neighborhood. The 3 storey mansion has been renovated throughout, while still preserved some spectacular architectural details and original characteristics. It offers 7 large bedrooms, and 5 full bathrooms, and 7 indoor parking spaces with 8000 Sqft living space. A true gem!
Property Location: 170 rue Sherbrooke Est Montreal Quebec Canada
Price: $ 3,250,000 CAD

北美巴黎蒙特利尔的古典豪华别墅，乔治亚风格，始建于1836年，毗邻市中心，位于最负盛名的街区。这栋三层豪宅起居空间达到800平米，业主可享受7间卧室和5套完整的浴卫，提供7个室内停车位。别墅内部经过全面翻修，同时还保留了还原历史的建筑细节和特色，古典与现代的完美诠释。
位置: 170 rue Sherbrooke Est Montreal Quebec Canada
价格:$ 3,250,000 CAD

Live in one of the most iconic buildings in Montreal! Habitat 67 is an award winning, international architectural masterpiece. Comprising 354 stacked concrete cubes, it builds up to form 146 residences, many of them linking three or four cubes, luxuriously renovated, and connected into sprawling residences with multiple terraces and magnificent view over the St Laurence River and skyline of downtown Montreal. Habitat 67 is a pioneer project that combines urban garden residence and high-rise condo building. Each residence has an incredible design that has modern vibes with a vintage feel.
Property Location : 2600 Ave Pierre-Dupuy Montreal QC Canada
Price: Upon Request

栖息地 67 号，蒙特利尔最具标志性的建筑之一。它由 354 块堆叠的混凝土立方体组成，构建了 146 套公寓，其中许多套公寓由三四个立方体组合搭建而成，整个建筑群由三个独立的公寓群组成，采光性非常好，所有的房间都可以享受到日光照射。每套公寓都可以欣赏到壮丽的圣劳伦斯河景以及蒙特利尔市中心的繁华。栖息地 67 是城市花园理念与高层公寓相结合的先锋项目。每套公寓都别具一格，拥有独一无二的设计，是现代气息和复古元素的完美融合。
位置 : 2600 Ave Pierre-Dupuy Montreal QC Canada
价格 : 询价可知

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SPRINGBANK GARDEN
ESTATES

The team behind SpringBank Garden Estates are seeking like-minded landowners, who are not currently engaged in real estate development activities, to collaborate and share in our vision.

Our buildings are limited to 16 stories high with 4 high-tech elevators. The buildings have a maximum capacity of 100 units, with expansive balconies. A Chef Lift (a small automated unmanned elevator), will even bring take out delivery of food directly to a resident's door.

Becoming an owner at SpringBank Garden Estates means becoming an Owner-Occupied Equity Partner. This innovative home ownership method results in a Dramatic Cost Savings over simply buying a unit in a comparable condominium building. It also gives the owners greater input on building construction and ongoing management after completion is finished.

The SpringBank Garden Estates team has collectively over 200 years of international development experience along with unparalleled technological knowledge.

Presently, most large residential developers that are in the process of constructing buildings that were planned prior to the Covid-19 pandemic, cannot pivot due to the depth and breadth of the commitments they've made.

If you are interested in becoming an owner-occupied equity partner in the SpringBank Garden Estates project, please complete an application form, providing us with your contact details, design ideas and any questions you may have on the project.

We look forward to assisting and welcoming you to Springbank Garden Estates true sophistication and elegance! Located on The Thames in London Ontario Canada. " The Other London "

GENIPARTNERS

For More Information go to WWW.SPRINGBANK.CASA or contact info@SPRINGBANK.CASA

ROYAL LEPAGE PERFORMANCE REALTY

您打算建造属于自己的梦想家园？您是一位投资者或是开发商？机遇在等您，且潜力无限！72英亩地块，位于坎伯兰市中心黄金地段，距离奥尔良仅几分钟车程，距离未来的Trim轻轨站仅几分钟车程. 不仅如此，这处房产带有埃米特路1876号另一块3英亩的农村土地，现在为可能的分割/细分创造了两个入口。这片土地风景如画，景观优美，周围都是高档房地产。

Looking to build your dream home ? Are you an investor or developer ?? Your opportunity await here and the potential is endless!! 72 acres of prime land located in the heart of Cumberland minutes away from Orleans and a short drive to future Trim LRT station. **THAT'S NOT IT** This property comes with 1876 Emmett Rd another prime 3 acres of Rural land which now creates two entrances for a potential sever–ance/subdivision. This land offers picturesque views and exquisite landscaping surrounded by prestige high end real estate all around.

该地块目前由约 30 英亩的开阔景观和 42 英亩的植被覆盖区域组成。该项目提供全套服务，装配有当前最先进的商业车库（41X41）、地面游泳池以前属于一个老房子，由于过去的火灾而不复存在。这条街上有天然气供应。
价格: 2,198,000 CAN

This lot currently consists of approx 30 acres of spectacular open landscape with 42 acres of wooden area. Property is fully serviced and currently offers a state of the art commercial garage (41X41), in–ground pool which use to belong to an older home which no longer exist due to a past fire. Fully serviced with natural gas down the street.
Price: 2,198,000 CAN

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ROYAL LEPAGE
Performance Realty
Brokerage, Independently Owned and Operated

URBINCO DEVELOPMENTS INC

BLISS ON JOICEY
Bold beauty & design come together in harmony with this incredible new home in one of Toronto's most impressive neighborhoods-Avenue Rd & Lawrence Ave…just steps from the prestigious Toronto Cricket Club! With premium finishes throughout and a timeless modern design, this creation is luxuriously daring and exciting!
- 4 Bedrooms
- 5 Bathrooms
- Master Bedroom with His & Her Walk-In Closets
- Master Ensuite with Steam Shower and Large Soaking Tub
- Floor to Ceiling Porcelain Tiled Master Ensuite
- Custom-Designed Wine Cellar with Tasting Lounge
- Stunning Kitchen with Slab Quartz Backsplash and Built-In Banquette Area
- Main Floor Deck
- Walk-Out Basement

Price: Starting from $3,660,000 CAD

OFF OF DUNDAS
Your luxurious home is waiting for you behind the door of our project -Off Of Dundas!
・LUXURY ・COMFORT ・BEAUTY ・
Nestled on the outskirts of the bustling "The Junction" neighbourhood in Toronto's west end, this stunning home features:
- 3 Bedrooms
- 5 Bathrooms
- Walk-In Kitchen Pantry
- Entire 3rd Floor Master Bedroom w/ Ensuite
- Master Bedroom Walk-In Closet Area
- Private 3rd Floor Balcony
- Walk-Out Basement

Two semi-detached homes for sale!
Price: Starting from $1,935,000 CAD per House

在多伦多极为令人印象深刻的街区之一– Avenue 路和 Lawrence 大道，前卫的设计美感与这座令人难以置信的新房子融为一体，距著名的多伦多板球俱乐部仅几步之遥！整个建筑均采用优质饰面和永恒的现代设计，奢华大胆、激动人心！
- 4 间卧室
- 5 间浴室
- 主卧配备步入式衣橱
- 带蒸汽淋浴和大浴缸的主套间
- 落地瓷砖主套间
- 定制酒窖带品酒区
- 优雅的厨房配有石英板护墙板和内置宴会厅
- 主层生活区
- 步入式地下室

价格：$3,660,000 CAD 起

我们的项目 Off Of Dundas – 您的豪华住宅，正敞开大门等待您的到来！
・奢华 ・舒适 ・华丽 ・
这座令人惊叹的住宅坐落于多伦多西区繁华的 the Junction 街区的郊区，具有以下特点：
- 3 间卧室
- 5 间浴室
- 步入式厨房储藏室
- 三楼全层为主卧区，带套间
- 主卧室步入式衣帽间
- 私人三楼阳台
- 步入式地下室

两套半独立住宅待售中！
价格:每间 $1,935,000 CAD 起

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URBINCO
DISTINCTIVELY DIFFERENT URBAN LIVING.

PROPERTY CAYMAN

Lacovia – Penthouse (MLS: 412520)

Lofty living spaces, flawless finishes, and magnificent vistas of Cayman’s turquoise waters. This 5-bed, 5.5-bath penthouse brings resort inspired living to daily life. Located on Seven Mile Beach, Lacovia is the epitome of modern luxury, offering unrivalled comfort and amenities in the world’s most elite destination.
TYPE: New Development. Beach Front Penthouse
LOCATION: Seven Mile Beach, Grand Cayman. The Cayman Islands
这里有开阔高的生活空间，完美的装饰，以及开曼群岛碧绿海滨的壮丽景色。这套 5 卧、5 个半浴室的顶层公寓将度假享受带入日常生活。七英里海滩有着堪称世界上“最完美旅行目的地”之称，Lacovia 正位于此，是现代奢华的缩影，令您享受畅快舒适和便利的设施。

价格 / Price: USD 9,554,600 / 9,554,600 美元

Rum Point Club – Unit 406 (MLS: 410525)

A secluded beachfront hideaway with uncompromising modern luxury, welcome to Rum Point Club in the Cayman Islands. This 3-bed, 3.5 bath resort-inspired condo boasts a large master suite, two ensuite guest bedrooms, an entertainers kitchen and spacious lounge, as well as private indoor and outdoor dining.
TYPE: New Development. Beach Front Condo
LOCATION: Rum Point, Grand Cayman. The Cayman Islands
欢迎来到开曼群岛 Rum Point 俱乐部，一个僻静的海滨度假胜地，拥有毫不妥协的现代豪华气息。这套拥有 3 卧、3 个半浴室的度假公寓拥有一间主卧大套房、两间客卧套房、一个开放式厨房和宽敞的休息室，以及室内和室外私人用餐区。

价格 / Price: USD 2,053,350 / 2,053,350 美元

Lacovia – Unit S4b (MLS: 412522)

Located in the world-renowned Cayman Islands, Lacovia is the epitome of exclusive beachfront living. Accented by luxe finishes and designed to maximize space and light, this 3-bed, 3.5-bath, resort-inspired home lets you indulge and relax, while Lacovia’s unrivalled amenities bring sophistication and convenience to your daily living.
TYPE: New Development. Beach Front Condo
LOCATION: Seven Mile Beach, Grand Cayman. The Cayman Islands
Lacovia 位于世界闻名的开曼群岛，是豪华海滨生活的缩影。这套有着 3 卧、3 个半浴室、度假胜地风格的家居以奢华装饰为特色，旨在最大限度地扩大空间和光线，让您尽情享受和放松，而 Lacovia 周全的高端便利设施也为您的日常生活带来了舒适和便捷。

价格 / Price: USD 5,385,600 / 5,385,600 美元

Watercolours – Unit 206 (MLS: 412697)

Winner of the 2013 international property award, Watercolours is the definition of world-renowned beachfront luxury. Amenities include a multi-level infinity pool, chefs kitchen, full bar service, state-of-the-art fitness studio, 24-hour concierge and security, and luxury car service and valet. Plus, this 4-bed, 4.5-bath condo boasts the best unobstructed panoramic ocean views in Cayman.
TYPE: Luxury Beach Front Condo
LOCATION: Seven Mile Beach, Grand Cayman. The Cayman Islands
2013 年国际房地产大奖得主，Watercolours 是世界知名海滨高端房产的代名词。其便利设施包括一个多级无边泳池、主厨厨房、全套酒吧服务、先进的健身房、24 小时礼宾服务和安保、豪华汽车服务和代客泊车。另外，这套 4 卧和 4 个半浴室的公寓拥有开曼群岛上一览无余的恢弘海洋全景。

价格 / Price: USD 6,195,000 / 6,195,000 美元

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PERFECT PROPERTY CENTURY 21

Villa

We exclusively offer you an exclusive villa, located in the West of Prague-2 km from a motorway, built in 2016. Built-up area is 244 m2 and total floor area is 750m2, 11 rooms, 7 bathrooms. Plot area is 1236 m2.There is a smaller 37m2 house in the garden which is used as summer with its dishwasher, grill and a bathroom. There is a 3×7 metres pool with an UV light disinfection system. Highest quality, the best materials, security and monthly costs of only 135 EUR.

Price:1 , 680 , 000 EUR

别墅

我们独家为您提供一栋别墅，位于布拉格西部，距离高速公路 2 公里，建于 2016 年。建筑面积 244 平方米，总建筑面积 750 平方米，11 间客房，7 个卫生间。地块面积 1236 平方米，花园内有一间面积较小的的房子 - 37 平方米，供夏季使用，配有洗碗机、烤架和浴室。有一个 3×7 米游泳池，配有紫外线消毒系统。超高品质、上佳选材、安全，每月仅需 135 欧元的费用。

价格 : 1 , 680 , 000 EUR

Land

We offer you a piece of land with a building permit for the construction of a 7-storey apartment building in the center of Karlovy Vary, a wonderful quiet place! Preliminary work on the site has already been completed. The construction on the land can be already started. The land is surrounded by a fence. The house project looks like this: 22 parking spaces, boiler room, pantries, technical areas, 3 commercial objects, 8 big apartments 4+1. On sale urgently! A profitable investment!

Price:1,200,000 EUR + real estate agency’s commission.

地块

我们为您提供一块拥有建筑许可证的土地，用于在卡洛维 (Karlovy Vary) 市中心建设 7 层公寓楼，这是个非常安静的地方！现场的初步工作已经完成。这块土地上的建设已经可以启动。这片土地被篱笆包围。住宅项目大致为：22 个停车位、锅炉房、食品储藏室、技术区域、3 个商业对象、8 个大公寓 4 + 1。热卖中！一笔有利可图的投资！

价格 : 120 万欧元 + 房产中介佣金。

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CENTURY 21
Perfect Property
SPOLEHLIVÉ PARTNERSTVÍ

CHATEAU DE SAINT-LOUIS

圣路易城堡（Chateau de Saint-Louis）– 古老的酿酒庄园，位于备具传奇色彩的受保护产区 Corbieres 的中心要位，距地中海30分钟车中。同时，由于靠近高速公路交叉口，也确保了抵达庄园的便利。

该庄园总面积 120 公顷，包括 114 公顷葡萄园土地（其中已种植 107 公顷）。优质 Boutenac 产区（未来的 CRU Languedoc）占地 40 公顷，其余土地为本地葡萄酒（vin de pays）和品种级葡萄酒（vin de cepages）。剩下的 6 公顷为森林和耕地。

地块位置：主地块 90 公顷 - 紧邻厂房和住宅区；次地块 30 公顷 - 距第一个地块 2 公里。

平均产能：4500/5000 GL，年产能可达 600,000 瓶。投资吸引力强的项目：潜在收入 150 万欧元，年均成本 70 万欧元。

住宅房产：
朗格多克（Languedoc）典型别墅，250 平方米，带花园和游泳池。
新近翻修的服务式公寓和提供出租的客房。

价格: 4百万欧元。该价格不包含股权。

The old wine-making estate of Chateau de Saint-Louis is located in the heart of the legendary Corbières appellation, in protected areas, 30 minutes from the Mediterranean Sea. At the same time, easy access to the estate is ensured by the proximity to motorway intersections.

The total area of the estate is 120 hectares, including 114 hectares of vineyard land (of which 107 hectares are planted). 40 hectares are located in the premium appellation Boutenac (future CRU Languedoc), the rest of the land-local wines (vin de pays) and varietal wines (vin de cepages). The remaining 6 hectares are forests and arable land.

Location of plots: main-90 hectares-next to the plant and residential complex, the second-30 hectares-2 km from the first.

Average capacity: 4500/5000 GL, with a potential of up to 600,000 bottles per year. Investment attractive object: potential revenue of 1.5 million euros with an average annual cost of 700 thousand euros.

Residential Properties:
Typical Languedoc house of 250 m2 with garden and pool.
Newly refurbished service apartment and guest house that is offered for rent.

Price: 4 million euro. The price does not include stock.

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SAVILLS PORTUGAL

Amazing apartment at Parque das Nações, with a great terrace and a beautiful view over Tagus river. Fantastic apartment with 416 sqm on a single floor, and a total gross area of 825 sqm, inserted in condominium, with three fronts and a wonderful river view.
Price: 2,400,000€

Parque das Nações 公寓有一个巨大的露台可欣赏到 Tagus 河的美丽景色。这个梦幻般的公寓，单层面积 416 平米，总建筑面积 825 平米，位于公寓大楼内，有着三个正立面和无敌河景
价格：2,400,000€

联系人 / P: Fátima Marques
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邮件 / E: fatima.marques@savills.pt

Remarkable 4-bedroom Villa with 398,10 sq.m beautiful garden and pool in a total of 143 sq.m of exterior area, located in one of finest areas of Lisbon. Beautiful recently refurbished family home which is flooded with natural light from the large windows and arranged over three floors, boasting ample entertaining space.
Price: 4,750,000€

卓越的 4 卧别墅位于里斯本最佳地区之一，设有 398,10 平米的美丽花园和游泳池，共有 143 平米的外部区域。这座美丽的最近翻新的家庭住宅，充满了从大窗户洒落的自然光线，超过三层楼，拥有充足的娱乐空间。
价格：4,750,000€

联系人 / P: Fátima Marques
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Splendid apartment, set in a former palace with three floors communicated by lift, and a total area of 684 sq. m. in the beautiful, historic and renowned neighborhood of Lapa. Apartment divided by four floors (the fourth floor is the garage with direct access to the flat, storage room and engine room).
Price: 2,258,000€

在这美丽，历史悠久和著名的 Lapa 社区里，坐落于前宫殿内的豪华公寓，其中三层楼通过电梯可达，总面积 684 平方米。公寓分为四层（第四层是车库，可直接进入公寓、储藏室和发动机室）。
价格：2,258,000€

联系人 / P: Joana Vila Nova
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3+2 Bedroom apartment with a panoramic view over the city, in a Prestigious Building, in the centre of Lisbon. Excellent 3 bedroom + 2 apartment with 254 sq.m, located in a prestigious building, distinguished with the Valmor Prize, and with panoramic views over the city and the Tagus River.
Price: 1,590,000€

坐落于里斯本市中心的一座著名建筑内，有 3+2 间卧室的公寓，可俯瞰城市全景。位于一座享有盛誉的建筑内，拥有 254 平米的优质 3 卧室 +2 居室公寓，享有 Valmor 奖的殊荣，可以俯瞰城市和 Tagus 河的全景。
价格：1,590,000€

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FINEST CRAFT HOUSE

DAMANSARA HEIGHTS, KUALA LUMPUR

Type: 3-Storey Bungalow	房产类型：三层楼独立式别墅
Land Size: 700 sqm	土地尺寸：700 sqm
Built Up: 887 sqm	房屋尺寸：887 sqm
Bedroom: 5+1	卧室数量：5+1
Carpark Bay: 4	私人车位：4
Tenure: Freehold	产权：永久
Furnishing: Partially	家具：简家私

价格 / Price: RM 13,000,000 / 13,000,000 马币

HARTAMAS HEIGHTS, KUALA LUMPUR

Type: 3-Storey Bungalow	房产类型：三层楼独立式别墅
Land Size: 800 sqm	土地尺寸：800 sqm
Built Up: 1,211 sqm	房屋尺寸：1, 211 sqm
Bedroom: 5+2	卧室数量：5+2
Carpark Bay: 5	私人车位：5
Tenure: Freehold	产权：永久
Furnishing: Fully Furnished	家具：全家具

价格 / Price: RM 15,800,000 / 15,800,000 马币

KUALA LUMPUR CITY CENTER

Type: Condominium	房产类型：高级公寓
Land Size: -	土地尺寸：-
Built Up: 362 sqm	房屋尺寸：362 sqm
Bedroom: 3+1	卧室数量：3+1
Carpark Bay: 2	私人车位：2
Tenure: Freehold	产权：永久
Furnishing: Fully Furnished	家具：全家具

价格 / Price: RM 5,320,000 / 5,320,000 马币

BANGSAR, KUALA LUMPUR

Type: 3-Storey Bungalow	房产类型：三层楼独立式别墅
Land Size: 1,062 sqm	土地尺寸：1,062 sqm
Built Up: 966 sqm	房屋尺寸：966 sqm
Bedroom: 5+2	卧室数量：5+2
Carpark Bay: 5	私人车位：5
Tenure: Freehold	产权：永久
Furnishing: Partially	家具：简家私

价格 / Price: RM 15,000,000 / 15,000,000 马币

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— FINEST CRAFT HOUSE —
LUXURY REAL ESTATE & BOUTIQUE INVESTMENT
KUALA LUMPUR, MALAYSIA

FINEST CRAFT HOUSE

吉隆坡·市中心
KUALA LUMPUR CITY CENTER

精品型酒店·出售
BOUTIQUE HOTEL FOR SALE

Hotel located at the heart of KL City - the Golden Triangle, in Bukit Bintang. Strategically situated close to major shopping malls, entertainment hub and business destinations makes it the ideal starting point for traveller and tourist. The hotel is tastefully decorated with minimalist approach with the combination of wood, gold and vintage interior design. Brand of the Hotel has been well known in Asia countries, numerous award be awarded to the Hotel by Agoda, Traveloka and etc.

酒店位于Bukit Bintang—亦称"星光大道"，是吉隆坡最热闹的商业和娱乐场集中地，也是吉隆坡的金三角黄金地带之中心。酒店地点是游客的首选，没有之一。

酒店室内设计以极简风格为主，并综合黄金、木系、复古元素，成功吸引许多旅客。酒店品牌在各大家酒店网站平台（尤其亚洲）都很受欢迎、广受好评、并且曾荣获各种奖项。

Property Details

Type	: 5 - Storey Retail Lot
Tenure	: Freehold
Build up	: 1,486 sqm
Room	: 72 unit

房产资料

类型	: 5-层楼商店
产权	: 永久产权
面积	: 1,486 平方米
房数	: 72 间

Price on Applicantion
价格请联络咨询

黄奕鎮 Stefan.W
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马来西亚：整购项目、工业地、高端房产

ANGEL FISH PROPERTY DEVELOPMENT LTD

2 Bedroom Suites
Sophisticated designs that leave a lasting impression. Spaces carefully considered to make the most of the open aspect, such as the superb ocean views. A design played around with natural hues with vibrant splashes of colour. The confident material palette is accentuated by the ample natural light throughout the space.

2 卧套房
精湛繁复的设计令人印象深刻持久。空间经过周密安排以达到最大程度的开放效果，一如收获妙不可言的海洋胜景。其设计将自然的色调和充满活力的色彩相融合。高品质的用料贯穿整个空间，并在充足的自然光线中得以加强体现。

价格 / Price: 1.345.000,00 € / 163 SQM
1.345.000,00 欧元/ 163 平方米

3 Bedroom Suites
Carefully sourced materials from across the globe work alongside locally inspired design details. Award Winning Suite with floor-to-ceiling windows that create beautiful light filled living spaces that blend seamlessly into their surroundings. An approach to modern living, warm colours with fresh clean materials, that exude tactility and refinement.

3 卧套房
本项目选材精益求精，源自世界各地，匹配从当地风情所启迪的设计灵感，相得益彰。项目屡获殊荣，其落地窗创造了美丽的生活空间，光线充足，无缝地融入四周。现代生活方式，暖色调配以清新洁净的材料，洋溢着精致和触感。

价格 / Price: 3.050.000,00 € / 335 SQM
3.050.000,00 欧元 / 335 平方米

3 Bedroom Suites with Pool
Award Winning Suites, designed with a welcoming and sophisticated environment with wide spaces covered in abundant natural light. A private paradise embellished with an exclusive pool in balance with amazing sea views where the quality can be felt throughout the incomparable architecture.

3 卧套房带泳池
项目屡获殊荣，空间设计宽阔大气，令人置身于宾至如归、精湛优雅的氛围中。其建筑巧夺天工，带私家泳池，和谐地融入于变化万千的海景之中，不是天堂胜似天堂。

价格 / Price: 3.350.000,00 € / 365 SQM
3.350.000,00 欧元/ 365 平方米

Penthouse Suites-Triplex 840 SQM
Our unique Award Winning Penthouse suites radiate with unparalleled luxury and breathtaking views in the tranquillity of Seychelles' tropical ambience lifestyle. Clean, soothing lines bring about silent sophistication. From the open concept Master bedroom and Pool terrace level, to the Sky Lounge terrace, every space is in harmonious connection with the waterfront landscape and the architectural concept.

顶层套房 - 三层 840 平方米
我们的顶层套房屡获殊荣，置身于塞舌尔宁静的热带生活氛围中，展现出令人惊叹的豪华气质和美不胜收的雍容精致。干净、舒缓的线条彰显无声的雕琢。从主卧的开放式概念及泳池露台层倒天空休憩露台，所有的空间都与滨水景观和建筑理念和谐相融。

价格 / Price: On Request 询价可知

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ONE BAYVIEW SEYCHELLES

CPS SALES LTD

Where is Fumba Town located?

FT is located south of Zanzibar Town on the Fumba peninsula. The plot is situated within a free economic zone under regulation by the Zanzibar Investment Promotion Authority (ZIPA). The 149-acre (600,000 square meter) plot is conceptualized to hold more than 3,000 residential homes as well as commercial, educational and recreational areas for public use.

- First major real estate development in Zanzibar
- Unique sea-front location within a free economic zone
- Full 99 year title deed granted to every purchaser
- Detailed master planning
- State-of-the-art infrastructure and services
- First permaculture, ecologically friendly town in East Africa

Investment potential.

The Zanzibar Urban-West Region has to date a population of nearly 600,000 inhabitants while currently lacking some 100,000 households. The population in this region is growing currently by over 6%, which in turn creates an already large demand for quality housing and rental units even more pressing. With a purchase of a residential unit in Fumba Town you can generate at least 8% - 10% return on your investment, consid–ering the current prices in the Zanzbari rental market.

- starting price $ 23,900
- 10kms from the Airport
- Sea front location.

福巴镇（Fumba Town) 在哪里?

福巴镇位于福巴半岛桑给巴尔镇以南。该地块位于桑给巴尔投资促进局（ZIPA）监管下的自由经济区内。这块 149 英亩（60 万平方米）的地块的规划概念中，可容纳 3000 多套住宅以及供公众使用的商业、教育和娱乐区。

- 桑给巴尔的第一个大型房地产开发项目
- 自由经济区内独特的临海地理位置
- 所有买家均可获批 99 年的产权契据
- 详细的总体规划
- 先进的基础设施和服务
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投资潜力

桑给巴尔西部城市区迄今已有近 60 万居民，而目前缺乏约10万户家庭。该地区的人口目前以超过6%的速度增长，这反过来又创造了对优质住房的巨大需求，而对租赁单元的需求则更加迫切。鉴于目前桑给巴尔租赁市场的价格，在福巴镇购买一套住宅单元，您可以产生至少 8% - 10% 的投资回报。

- 价格 $ 23,900 起
- 距离机场仅 10kms
- 位置面朝大海

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CPS

LUXURY MANOR HOUSE FOR SALE IN BIRMINGHAM
伯明翰待售的豪华庄园

二级保护庄园，拥有 900 平方米的居住空间和 15 英亩（6 公顷）的土地面积。该庄园自带安保门卫，位于英格兰中部，距离伯明翰仅 15 公里，距离伯明翰机场和干线列车仅 5 公里（75 分钟可达伦敦）。

其有 5 间卧室、4 间套房浴室、游戏室、按摩浴缸 / 蒸汽房 / 桑拿中心和舒适的起居室。有私人办公空间，互联网信号强。该住宅经过翻新，完美无暇，宽敞明亮，拥有迷人的土地和湖泊景色，可探索和放松身心，并欣赏沃里克郡乡村的壮丽景观。

与此同时，购物和用餐也非常便利，距离医院、一流学校和英格兰中心主干道仅 10 分钟路程。

价格: USD 4,892,999

A Grade2 listed Manor House of 900 sq mtrs living space and 15 acres (6 hctrs) of land. It is a secure gated property located in the centre of England just 15 kms from Birmingham and 5 Kms from Birmingham Airport and mainline trains (London 75 minutes).

The house features 5 Bedrooms with 4 on suite bathrooms, games room, Jacuzzi/steam room/sauna centre and beautiful living space. There is private office space with good internet connections. The property has been renovated to an immaculate condition, is light and spacious with fantastic grounds and lake to explore and relax in and to enjoy the stunning views over Warwickshire countryside.

However it is totally convenient for shopping and restaurants and is only 10 minutes from a Hospital, first class schools and main road networks from the centre of England.

Price: USD 4,892,999

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UNIQUE MAISONETTE WITH PRIVATE GARDEN IN LONDON (LITTLE VENICE)

概述
明亮、朝南，建筑师在经典的联排别墅内设计了复式住宅，贯穿一楼和地下室后部的是一个大型私家花园。
- 底楼复式住宅
- 3 间双人卧室
- 2 间浴室和 1 个盥洗室
- 带玻璃滑门的开放式厨房和客厅
- 214 平米的大型私人花园
- 独立的花园洋房，全隔热保护
- 总居住面积 117 平方米

特色
- 独有公寓 - 105 平方米，位处伦敦小威尼斯的著名地段，拥有独家销售许可
- 一楼复式住宅楼层高，内置衣柜和储藏室
- 私家花园占地214平方米，带有一间12平方米的花园房，作一室公寓布置
- 目前租出，租期至2024年3月。中断日期：2023 年 3 月
- 剩余 145 年的租赁权

位置
- 距离 Warwick 大道地铁站（Bakerloo 线）和帕丁顿站都很近（距离希思罗机场仅 15 分钟车程）
- 附近的设施包括帕丁顿娱乐中心、Harbour 俱乐部和 Nuffield 健康中心
- 靠近 ARK Atwood 小学和 St John's Wood 的美国学校

价格: GBP 2,000,000

Overview
Bright, south-facing, architect designed maisonette in a classic period townhouse, spanning raised ground floor and rear basement with a large private garden.
- Ground-floor maisonette
- 3 double bedrooms
- 2 bathrooms & 1 lavatory
- Open plan kitchen & living area with glass sliding doors
- Large 214 sqm private garden
- Separate free standing garden house, fully insulated
- 117 sqm total living space

Highlights
- Unique 105 sqm apartment for exclusive sale at a prestigious location in Little Venice, London
- Ground-floor maisonette with high ceilings, built in wardrobes and storage
- Vast 214 sqm private garden with a 12 sqm garden house furnished as a studio
- Currently rented out, until March 2024. Break date March 2023
- Leasehold with 145 years remaining

Location
- Within easy reach of Warwick Avenue Underground (Bakerloo Line) and Paddington Station (15 min journey to Heathrow Airport)
- Facilities nearby include Paddington Recreation Centre, Harbour Club and Nuffield Health
- Close to ARK Atwood Primary Academy and the American School in St John's Wood

Price: GBP 2,000,000

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SUNSHINE REAL ESTATE

这座历史悠久的牧场位于阿肯色山谷的中心地带 - 科罗拉多州的 Salida 81201。在 280 英亩僻静的土地上，与 Salida 镇的所有娱乐场所都相距不远，使其成为一种难忘的体验。牧场距离小镇 3 英里，可以进行各种各样的探险活动，包括骑马、在阿肯色河上划船、徒步旅行、骑自行车、钓鱼、滑雪、购物和品尝美味佳肴！

Chavara Ranch 牧场保留了原始家园的古老魅力。

空间
该牧场的房屋已经过改建，配备了五件套浴室的豪华主卧。二楼有 3 间宽敞的客房，均设有独立洗漱间和设备齐全的浴室。舒适的起居室配置了温暖的壁炉。厨房里有个小岛，欢迎所有人在社交时间内加入其中，或在相邻的大型用餐区中享用盛宴。您可以在这片土地上散步、欣赏美景和点点繁星，也可以在 Salida 奇妙大道上体验冒险。

科罗拉多州的 Salida 由于其独特的地理位置和氛围而正处于建筑热潮中。它吸引着众多退休人士以及可以在家工作的年轻专业人士。该地区的房价正在迅速上涨，所以不要错过这次在 Salida 镇附近购买仅剩的最后一大片土地的机会。该项目附近还有其他几块大土地，可以一并购买并添置其中。附近可购土地将近 600 英亩，形成一个庞大土地群。Salida 目前的高尔夫球场只有 9 洞，而且非常古老。一个新的国际球场将是对该地区现有基础设施的一个受欢迎的附加值。退出策略是在该土地上建一个高尔夫球场，并在该球场周围开发住宅区。

This historic ranch is in the heart of the Arkansas Valley hosted by Salida Colorado 81201. On 280 secluded acres and a short distance from all of the enjoyment of the town of Salida makes this a one of a kind experience. The ranch is three miles from town, with myriad possibilities for adventure, including horseback riding, boating the Arkansas River, hiking, biking, fishing, skiing, shopping, and delicious eats!

The Chavara Ranch has kept the old charm of the original homestead.

The space
The ranch house has been remodeled featuring a luxury master with a 5 piece bath. 3 large guest bedrooms upstairs all with their own vanity and well–appointed bathroom. The cozy living area has a hearth warming fireplace. The kitchen has an island where all can join in during the social time, or serve the feast in the large adjoining dining room. Either entertaining in, ambling around the acreage in awe of the views and stars, or adventuring out in the wondrous avenues of Salida's best offerings.

Salida Colorado is in the midst of a building boom because of its unique location and atmosphere. It is attracting retired people as well as young professionals that can work from home. Prices are rising rapidly in the area, so don't miss this opportunity to buy the last remaining large tract of land this close to the town of Salida. There are several other large parcels of land adjacent to the property that can be purchased and added to the holdings. A total of close to 600 acres can be purchased to create an amazing aggregation of land. The current golf course in Salida is only 9 holes and very old. A new international course would be a welcome addition to the existing infrastructure of the area. The exit strategy is to build a golf course on the land and a housing development around the course.

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THE CENTURION GROUP AT TTR SOTHEBY'S INTERNATIONAL REALTY

ONE Rockville:
Seeking $20 M in joint venture investment for 10% annual return
203 unit apartment building
Rockville, Maryland, USA
Ready to build new construction 203 rentable units apartment build–ing in the up and coming Twinbrook development area of Rockville, Maryland. Developer seeks a joint venture (JV) investor with 15M. JV Investor guaranteed 10% per year return on investment.
寻求 2000 万美元的合资投资，每年 10% 的回报
203 套公寓
美国马里兰州罗克维尔市
准备在马里兰州罗克维尔市即将到来的 Twinbrook 发展区建造新的 203 套可出租单元公寓大楼。开发商寻求 1500 万美元的合资企业 (JV) 投资者。合资投资者保证每年 10% 的投资回报。

SEVEN700: 7700 Georgia Ave, NW Washington, DC 20012
32 unit apartment building with 9 parking spots
Shepherd Park, Washington, DC. 32 brand new units of 1-4 bedroom units delivering in late Summer, 2021. Located on major street, and convenient to commuters. Rental income will generate a 5% cap rate, increasing annually above inflation rate. Delivering summer, 2021. www.7700Georgia.com
Price: $16,000,000
32 个单元公寓，9 个停车位
华盛顿谢泼德公园，32 个全新的 1-4 卧室单元，预计于 2021 年夏末交付。项目位于主要街道，方便通勤。租金收入将产生 5% 的回报，每年高于通货膨胀率。
预计于 2021 年夏天交付。www.7700Georgia.com
价格：1600 万美元

TEN19: 1019 17th Place, NE Washington, DC 20002
11 units 1-2 units apartment building
Located in NE DC, where property prices have risen the fastest in the past ten years within the DC Metro region, this new construction apartment building is conveniently located to the federal government, as well as many shopping areas of downtown DC. Delivering Summer, 2021. 6+% cap rate. www.theTEN19.com
Price: $4,500,000
11 套 1-2 个单元的公寓楼
该项目位于哥伦比亚特区东北部，这里的房地产价格在过去的十年里在哥伦比亚特区都会区上涨得最快，这个新的建筑公寓大楼位于联邦政府，以及许多商业区的哥伦比亚特区。预计于 2021 年夏天交付。6+% 的回报率。www.theTEN19.com
价格：450 万美元

The AVANT: 1201 N Quinn St, Arlington, VA 22201
12 units apartment with 14 underground parking spots
Located in Arlington Virginia, 15 minutes from Amazon's second Headquarter, this brand-new apartment building will cash flow at 5% cap rate initially, and only go up as Amazon starts expanding the economy of northern Virginia. Delivering in the fall of 2021.
www.live-avant.com
Price: $10,000,000
12 个单元公寓，14 个地下停车位
该项目位于弗吉尼亚州阿灵顿，距离亚马逊第二总部 15 分钟。这座全新的公寓楼最初回报率为 5%，当亚马逊开始在扩张弗吉尼亚州北部的经济时回报率会上扬。2021 年秋季交付。
www.live-avant.com
价格：1000 万美元

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EXP REALTY

440 Acres of Prime Resort Property, right next to where Bill Gates has invested 80 million dollars to build a Smart City. One of the largest highways I-11 will be also passing though close vicinity. North borders the Canal and the land owned by the State.

Property Type: Land for future prime potential Resort development
Price: Asking price only $15,000 per acre ($6,660,000)

高端度假房产，440 英亩，毗邻比尔 · 盖茨投资 8000 万美元建设的智慧城市。最大的高速公路 I-11 之一也将经过附近。北部与运河和国家所有的土地接壤。

房产类型：未来主要潜在度假村开发用地
价格：每英亩仅售 $15,000（共 $6,660,000）

72 Acres of Prime Highway frontage I10 Property, very close to where Bill Gates has invested 80 million dollars to build a Smart City. One of the largest highways I-11 will be also passing though close vicinity. Commercial Potential.

Property Type: Land for future prime commercial development
Price: Asking price only $30,000 per acre ($2,160,000)

主高速公路的临街 I10 房产项目，72 英亩，毗邻比尔 · 盖茨投资 8000 万美元建设的智慧城市。最大的高速公路 I-11 之一也将经过附近。具备商业潜力。

房产类型：未来主要商业开发用地
价格：每英亩仅售 $30,000（共 $2,160,000）

200 Acres of Prime Highway frontage I10 Industrial Property, very close to Buckeye Arizona, fastest growing city in the country. Also, very close to where Bill Gates has invested 80 million dollars to build a Smart City.

Property Type: Industrial Land for future prime Industrial/Commercial development
Price: Asking price only $50,000 per acre ($10,000,000)

主高速公路的临街 I10 工业地产，200 英亩，非常靠近该国发展最快的城市 - 亚利桑那州的 Buckeye，同时毗邻比尔 · 盖茨投资 8000 万美元建设的智慧城市。

房产类型：未来主要工业 / 商业开发用地
价格：每英亩仅售 $50,000（共 $10,000,000）

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EXP REALTY

200 Acres of Prime Indian School Paved road Property in Tonopah, Arizona, just across Tonopah High School and very close to where Bill Gates has invested 80 million dollars to build a Smart City.

Property Type: Prime location land for future Commercial/Residential Master Plan Development
Price: Asking price only $30,000 per acre ($6,000,000)

亚利桑那州 Tonopah 的高端印度学校铺路房产项目，200 英亩，坐落于 Tonopah 高中对面，毗邻比尔 · 盖茨投资 8000 万美元建设的智慧城市。

房产类型：未来商业 / 住宅总体规划开发的黄金地段土地
价格: 每英亩仅售$30,000 （共$6,000,000）

400 Acres of Prime I10 Highway and Indian School Paved road Property in Tonopah Downtown, Master plan Commercial, Industrial and Office Complex Potential for a large developer.

Property Type: Prime location land for future Commercial/ Industrial/ Office Master Plan Development
Price: Asking price only $30,000 per acre ($12,000,000)

托诺帕（Tonopah）市中心 Prime I10 高速公路和印度学校的沿街房产，400 英亩，总体规划商业、工业和办公综合体，潜力巨大。

房产类型：未来商业 / 住宅总体规划开发的黄金地段土地
价格: 每英亩仅售$30,000 （共$12,000,000）

62 Acres of Prime I10 Highway Frontage in Tonopah Downtown, next to a truck stop. Master plan Commercial development.

Property Type: Prime Highway I10 location land for future Commercial Master Plan Development
Price: Asking price only $35,000 per acre ($2,170,000)

托诺帕(Tonopah)市中心 Prime I10 公路沿线的房产项目，62 英亩，紧邻一个卡车站，总体规划为商业发展项目。

房产类型：未来商业总体规划开发的 Prime I10 公路地段
价格: 每英亩仅售$35,000 （共$2,170,000）

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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
最重要的是
如果您有一座私人海岛
可以厚待每一位岛民
无需问我这座岛在哪
因为您已是它的主人
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这是一件无法放进博物馆的庞大艺术品。

背景:阿布扎比罗浮宫

CRN 游艇
意大利, 1963年至今

一艘62米前卫游艇的肖像
水面钢铝结构

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