

Luxury
LIFESTYLE
AWARDS

TOP
100
OF THE WORLD
BROKERS AND DEVELOPERS

GET INSPIRED
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2022

LUXURY LIFESTYLE AWARDS IS A GLOBAL AWARD SELECTING, RECOGNIZING, CELEBRATING AND PROMOTING THE BEST LUXURY GOODS AND SERVICES ALL OVER THE WORLD



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TOP 100 Real Estate Brokers and Developers 2022 is published by Luxury Brand Consulting LLC
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TOP 100 REAL ESTATE BROKERS AND DEVELOPERS OF THE WORLD

When it comes to luxury real estate brokers and developers, values like reputation and credibility come to the fore. Building an impeccable reputation and continually building client trust is an all-encompassing, time-consuming process that takes years of dedicated work and is verified by successfully completed projects and satisfied clients. TOP 100 Real Estate Brokers and Developers 2022 by Luxury Lifestyle Awards is a meticulously compiled list of individuals and companies who have demonstrated outstanding achievement during the year and have convincingly confirmed their high status as industry leaders with their impeccable approach to business.

Real estate has been one of the key activities of the Luxury Lifestyle Awards since the organization was founded in 2008. LLA experts have been carefully researching the real estate and development market for years to select its best representatives and celebrate their dedication and superior performance. The year 2022 has presented us with a number of bright names and projects around the world. Among them are outstanding individuals and companies that have earned a special status for their achievements in their professional endeavors. Luxury real estate developers and brokers who have demonstrated the most impressive accomplishments in their professional field earned a well-deserved ranking in the TOP 100 Real Estate Brokers and Developers 2022.

Real estate brokers working in the luxury sector are top-notch professionals who excel at every stage of their work and interaction with their clients. Their skills of listening, being attentive to the needs of others, in-depth knowledge of the market, impeccable understanding of the intricacies of real estate choices, flexibility, and the ability to lead to win-win solutions result in a unique set of qualities that make them the best of the best.

Elaborating on the subject of luxury real estate, it is necessary to give credit to developers who use advanced organizational and technological resources to implement ambitious construction projects. Companies that are honored to be listed in the TOP 100 are the industry leaders whose flawless delivery has convincingly proved their right to build for the world's most affluent and demanding people.



beachfront

.BEACHFRONT REAL ESTATE & INVESTMENT

www.beachfront-realestate.com

EGYPT

The young, dynamic and fast-growing real estate company was founded by CEO Ibrahim A. Mahmoud with the vision of connecting two continents - Europe and Africa. With a high-quality presentation of its properties and professional support, the team guides its discerning clients through all processes related to their high-quality properties. .beachfront Real Estate & Investment focuses on luxury real estate on the Red Sea. It combines its passion for sales with the joy of living and working in the region and creates living spaces that fulfill dreams.

This love for the region can be felt by every client during the whole time of a sale or purchase, the sustainability of client relationships and the process from the idea of buying a property to "living on the Red Sea" becomes professional and with due diligence fulfills.

Individual support for buyers and owners through to the targeted search for "one" dream property make beachfront Real Estate proud to offer discerning customers and sellers an appropriate framework of discretion and success, because beachfront Real Estate makes the difference on the Egyptian real estate market.

Private and legal security is the basis for any investment or second home and in the value-added Red Sea real estate market. At beachfront Real Estate everyone can find the luxury property that is their personal statement. VIP services included.

According to CEO Ibrahim A. Mahmoud, the innovative and dynamic company follows the principle: "We are very successful in the real estate market because we do more than we have to do, we prioritise our clients requests because .beachfront Real Estate & Investment makes the difference."



3SI

3SI IMMOGROUP

www.3si.at

AUSTRIA

Specializing in the revitalization and development of Zinshaus (traditional Viennese apartments) and historic property, 3SI Immogroup is a Viennese family-owned business that boasts over two decades of successful operation.

Based in the heart of Vienna, Austria, 3SI Immogroup places great importance on preserving Vienna's historical heritage, while constantly exploring new avenues and welcoming innovation. In addition to refurbishing historic buildings, their expertise expands to developing new construction, actively contributing to the sustainable creation of modern living spaces, as well as land acquisition.

Owned by the Schmidt Family, 3SI Immogroup had, by 2018, distinguished their portfolio of period property as among the largest in Austria and Vienna and subsequently established themselves as one of Vienna's most successful Real Estate Developer who 'stand for tradition and dare to have vision'.

Their outstanding network and extensive portfolio give clients access to the most exclusive property investment opportunities in the most sought-after districts of Vienna, as well as other attractive suburban areas in Austria.

With a strong belief that what was built generations before them should continue well into the future, the 100% family-owned 3SI Immogroup is a multi-award-winning property developer nonpareil that continues to break records and boundaries alike.



ADG

AFRICAN DEVELOPERS GROUP

AFRICAN DEVELOPERS GROUP

www.adg.co.ke

KENYA

Located amid Nairobi, the bustling capital of Kenya, African Developers Group is an award-winning Real Estate Development and Management company.

A forward-thinking team of project managers, consultants, architects, and engineers are at the helm of their operation, African Developers Group have successfully delivered real estate projects in Africa, as well as other continents. As the third-largest economy in sub-Saharan Africa, African Developers Group has expertly navigated Kenya's rapidly-growing economic evolution, perfectly positioning itself for continued global success.

With over 25 years' experience, theirs is an impressive portfolio that showcases technological innovation, operational excellence, and creative solutions on a grand scale. Locally, their iconic Luxore building offers 400 apartments set on three vast acres, conveniently located behind Gateway Mall. These luxury apartments provide modernity amongst breath-taking views of the surroundings.

Internationally, their mega project in Istanbul, Turkey – Luxera Towers – exceeds standards for multi-residential luxury living, offering stunning spacious apartments, shopping malls and commercial units within the complex, and a myriad of amenities that include a fitness centre, sauna, an indoor swimming pool, cafés, and even a Turkish bath. All of their projects reinforce that unique, high-quality finishes, with more than a touch of sophistication, are what the ADG Brand is all about.



ALTA

ALTA REAL ESTATE DEVELOPMENT LLC

www.altadevelopment.ae

UAE

Alta Real Estate Development is a global real estate development company headquartered in Dubai. With a reputation for developing premier residential properties in Dubai, their highly exclusive portfolio offers only the most notable residential addresses and commercial locations.

In a city that ranks second for "most 5-star hotels in the world", one that is home to the tallest building in the world, making one's mark in luxury real estate takes a visionary, one who is highly specialized both in identifying and acquiring land in prime geographical areas that present strong growth potential. This is exactly what Alta Real Estate Development founder, Abdulla Al Tayer, brings to the table.

The privately-owned company's vision is to lead the real estate charge. With a flair for creative problem-solving that refuses to see limitations, but rather possibility, their operation transcends borders by consistently collaborating with top international talent.

Making a point of paying great attention to the most meticulous details, Alta Real Estate Development's pool of top global brands, architects, and firms gives them confidence backed by expertise to consistently deliver a product that is on the forefront of innovative urban design.



.BEACHFRONT REAL ESTATE & INVESTMENT

Customized and solution-oriented real estate services in Egypt from .beachfront Real Estate & Investment



.BEACHFRONT REAL ESTATE & INVESTMENT COMPANY'S HIGHLY MOTIVATED INTERNATIONAL TEAM OF EGYPTIAN, ENGLISH, GERMAN AND RUSSIAN EXPERTS WORK HARD TO MEET THE BUYING, SELLING AND AFTER-SALES NEEDS OF THEIR DISCERNING CLIENTS.

THE COMPANY SPECIALIZES IN BEACHFRONT REAL ESTATE ON THE RED SEA BETWEEN EL GOUNA AND SOMA BAY IN EGYPT, COMBINING A PASSION FOR SELLING REAL ESTATE WITH THE JOY OF LIVING AND WORKING IN THE REGION.

The love for the Red Sea region can be felt in every sales process that evolves from the initial idea of a property purchase over many years to a sustainable cooperation. The result is an impressive portfolio of the best properties available in the region, enabling clients to realize their dream of living by the sea, in the sun and on the beach. After extensive market research, the expert jury of the Luxury Lifestyle Awards has awarded .beachfront Real Estate & Investment Company a coveted place among the TOP 100 Real Estate Brokers & Developers of the World in 2022. This is a well-deserved honor for a company that is at the forefront of the Egyptian beachfront real estate market.

A rapidly expanding real estate company based in Hurghada in Egypt's Red Sea region, .beachfront was born out of a deep love for and attachment to Egypt. The company was founded by CEO Ibrahim A. Mahmoud and has many years of experience in the industry. With contacts in Germany and Egypt, it has created a close link between the continents of Europe and Africa. All of

Company: .beachfront Real Estate & Investment Company

Website: www.beachfront-realestate.com

Address: Touristic Villages, El Kawther, Hurghada, Red Sea Governorate 84517, Egypt



its core business is conducted in Hurghada, demonstrating the company's love for the city and its commitment to offering a portfolio of the finest oceanfront properties.

Recognizing that some owners live thousands of miles away from their property in Hurghada, .beachfront has recognized the need for additional support and services. Once on board, all clients are assigned a dedicated contact person who speaks their native language and is always available to answer questions. Agents are available 365 days a year, seven days a week, 12 hours a day, and personalized and prompt feedback is the goal. Each agent takes pride in providing a personally tailored experience, with a constant focus on accessibility, communication and collaboration.

This exceptional service doesn't stop when the sale is complete. .beachfront continues to work with each customer after the contract is signed to help with renovations or maintenance, home furnishings, interior decorating or security system installation. If needed, they can even help with interim rentals through a now-established subsidiary.

Not all available properties can be found online on Facebook, Instagram and the company's homepage. Many sellers want

discreet marketing and many buyers want to buy without public knowledge. The team of beachfront attaches great importance to discretion and also serves customers who do not want to appear in person. The selection of real estates is various and reaches from large luxury villas over Resort apartments, Chalets and Cabanas between El Gouna and Soma Bay. There is something for every taste and need. Resale properties are offered in an exclusive selection and the new construction properties of .beachfront belong to the Luxury class of the local real estate market. This gives customers access to exciting potential projects and investment opportunities in every form.

Thanks to its attention to detail and close customer relationships, the company has built much of its business through personal referrals. This impressive reputation has grown over the years due to the talented team's dedication to the company based on the principles of loyalty, trust, and uniqueness to please every client. The professional team loves their city and what they do, and this passion shows in every project they tackle. These admirable qualities, combined with its detailed knowledge of the Red Sea real estate market, make .beachfront a worthy winner of the prestigious TOP 100 Real Estate Brokers & Developers of the World ranking in 2022.

Learn more about .beachfront Real Estate & Investment Company, its range of properties and service ethos at <https://www.beachfront-realestate.com/>

AMY ASSAAD INC.

www.amyassaad.ca

CANADA

Amy Assaad has been a Chartered real estate broker for over two decades, specializing in residential and commercial properties. Born, raised, and based in Montréal, Amy knows the market intricately and personally.

Ranking amongst the top 10% of realtors in Canada since 2007, she has consistently grown from strength to strength, now ranking in the top 1% of 18 000 realtors in Canada, a proud Royal Le Page affiliate.

Her persistence in improving on previous performance has allowed her to build a remarkable career for herself. She currently heads a team of over 10 professionals. They already work throughout Canada and the U.S., but developing reach to foreign markets remains a priority, as they continue to become more and more international.

Providing an exceptional customer experience is at the core of their operation, having assembled a multilingual team capable of fluently speaking 19 languages including English, French, Cantonese, Mandarin, Spanish, Arabic, and more – what better way to welcome a client to their dream home than in their mother tongue?

With an incredibly well-established network gleaned only through extensive experience and excellent service delivery, Amy Assaad’s multi-award-winning company continues to rank amongst the upper echelon of real estate brokers the world over.



APES HILL (BARBADOS) INC.

www.apeshill.com

BARBADOS

Acquired in 2019 by Canadian investor, Glenn J. Chimandy – Founder and CEO of the clothing conglomerate Gildan Active-wear – Apes Hill was reinvented with a unique vision: a golf resort offering luxury real estate with sustainability at its core.

Owned by the multi-award-winning real estate developers Apes Hill (Barbados) Inc., Apes Hill officially opened their reimagined championship golf course, and welcomed their first luxury homeowner in 2022.

Working alongside local contractors, craftsmen, architects and interior designers, their goal was to collaborate with people who understand the very nature of living in the Caribbean. The fully furnished luxury modern homes – there are several residential options available – were designed to complement and blend into the picturesque natural Barbadian landscape, their unique location and elevation offering a unique living experience.

Designed by world-renowned golf course architect, Ron Kirby, the 18-hole Championship level golf course not only respects but embraces the spectacular vibrancy of the colorful Caribbean. Water catchments, drought-resistant grass, and electric golf carts further honor their commitment to sustainability.

Amenities at Apes Hill include a large health club, miles-long nature trails, padel and tennis courts, a spa, a restaurant, and fishing activities, providing a top-tier luxury living experience amid the idyllic Caribbean.



ATIPIKA LIFESTYLE PROPERTIES

www.atipika.com

SPAIN

Atipika Lifestyle Properties is a luxury real estate agency that operates all along Spain’s pristine coast.

Founded by Isabel Osorio over two decades ago, Atipika Lifestyle Properties has established itself as a property specialist in Barcelona, Costa Brava, Menorca, and Maresme, offering clients the finest in beach-side real estate options.

Setting themselves apart from other agencies in the region, a global ethos is at the core of their operation, ensuring the seamless handling of red tape for international clients. With a heavy emphasis on being able to offer multilingual services, their offerings enable a uniquely personalized experience for their clients that represent more than 50 nationalities.

To date, Atipika Lifestyle Properties has worked on more than 20,000 properties. Through their widely established network and their extensive experience, they have built a large portfolio that offers multiple options: luxury residential and commercial properties for sale and rental, in prime locations, historic or modern buildings, open or subdivided, in office blocks or mixed-use buildings.

Consistently setting the benchmark in the high standing, luxury property sector, Atipika Lifestyle Properties deliver luxurious real estate solutions, all outstanding given their location, exclusivity, and proximity to the sea.



BAHRAIN BAY

BAHRAIN BAY

www.bahrainbay.com

BAHRAIN

Bahrain Bay Development is a waterfront master planned development in Manama, the thriving capital of the Arabian Gulf island nation.

Since its conception, the vision behind Bahrain Bay has been to create something truly 21st-century, an ultra-modern, advanced metropolis designed to be a center of excellence and practicality. Stunning structures interlinked by modern highways are built across a series of islands, surrounded by the vast expanse of tamed blue waters of the Persian Gulf.

Understanding the 21st-century’s colossal need for IT infrastructure, specifically the need for multi-communication platforms, Bahrain Bay has been designed for sustainability. All the necessary infrastructure ‘capable of anything envisaged for the next few generations’ pipes its way underground to all tenants, making it invisible to onlookers – technological innovation without any clutter.

Furthermore, Bahrain Bay’s environment depends on sustainability – every conscious effort is made to recycle both waste and water, and lush, ample greenery contributes oxygen.

Bahrain Bay’s unveiling of ‘The Wharf’ and ‘The Park’ in 2019 has provided multiple opportunities to develop a rich artistic and cultural scene for locals and tourists. This adds to the ever-evolving development: retail outlets, office space, waterfront dining, leisure facilities, illuminated walkways, and much more, as stunning structures continue to alter the iconic skyline.





BLUE ZONE REALTY INTERNATIONAL

www.bluezonerealty.com

COSTA RICA

Blue Zone Realty International, a member of Leading Real Estate Companies of the World, is a full-service, boutique real estate agency, located in Costa Rica. President and Broker, Tim Fenton brings over three decades of experience in Real Estate to the table, and has been recognized as one of the leading international real estate brokers in the world, and is Global Elite Certified.

Fenton's lauded career has earned him an extensive network and seen him build a global real estate company founded on professionalism, exceptional client service, and responsible real estate practice.

The full-service boutique agency is located in Costa Rica, in one of only five blue zones in the world. Blue zones are specific areas where the quality of life is of such a standard that the general life expectancy is higher than anywhere else in the world – presumably up to 100 – making the primary areas within which Blue Zone Realty International operates particularly valuable.

Their portfolio boasts stunning commercial and residential properties, so whether it's a mountain-top mansion overlooking the vast pacific, a chic jungle retreat, or a surf-side luxury condominium, Blue Zone Realty International is more than capable of matching your needs and exceeding your expectations.



BUWOG GROUP GMBH

www.buwog.at

AUSTRIA

The BUWOG Group is acknowledged as the leading German-Austrian full-service provider in the residential property sector. With over 70 years of wide-ranging experience, the BUWOG Group have also established themselves as one of the most important real estate companies on Germany's property market.

The BUWOG Group owns an astonishing high-quality portfolio of approximately 49, 200 apartments and, through their development activities, have been responsible for the construction of more than 35 000 apartments to date. And with BUWOG's Development Pipeline in the greater Vienna area, the Group is one of the most active contractors and developers in Austria.

With more than 110 employees, theirs is a flexible company that specializes in commercial and technical property management, leasing and warranty management for residential and commercial properties – 360-degree service administered on the highest level of quality.

In 2018, the BUWOG Group was integrated into Vonovia, Europe's leading housing company with a presence all across Germany, enabling them to offer large-group advantages that include highly specialized service in various fields and digital processes on the forefront of technology.

With a number of noteworthy awards in the luxury real estate sector, they have earned the reputation as the 'first address for real estate'.



CAYAN GROUP

www.cayan.net

SAUDI ARABIA

Since its inception in 2004, Cayan Group has gone from strength to strength, showing exponential growth that has evolved the group into one of the most compelling and successful Real Estate Developers in the Middle East.

With offices in Riyadh, Saudi Arabia, and UAE, the Cayan Group has never stopped growing, the impact of their work spanning much further than the countries in which they are based.

Their team is wholly dedicated to delivering top-tier work and, with extensive experience in building high-rise structures – residential complexes, commercial towers, multipurpose gated communities, and hospitality – in some of the world's most affluent cities, their portfolio boasts some of the most impressive projects in the world.

Cayan Group's strong culture of collaboration has seen them work alongside literal legends such as the world-renowned architect, Nikken Sekkei and the lauded construction engineering company Skidmore, Owings & Merrill.

Recognised for their architectural masterpieces, their high level of creativity and sophistication has earned them multiple sought-after awards from the most reputable awarding bodies such as Forbes, Arabian Property Awards, CNBC, and even Guinness World Records.

Their lofty goals, insatiable creativity, and promise for overdelivering on top quality products keeps them at the forefront of luxury real estate development.



CHALEGROVE PROPERTIES LIMITED

www.chalegrove.co.uk

UNITED KINGDOM

Established in 1989, Chalegrove Properties Limited is a leading developer of high-end residential projects, responsible for delivering many of London's most sought-after, significant, and commercially successful premium homes.

With a track record of excellence and over 30 years of experience, Chalegrove has a wide-ranging knowledge of the market, comprising all stages from land acquisition, planning, design and construction, sales and marketing, to project handover and final completion

The calibre of Chalegrove's product, as well as their superior level of tailored client service, has positioned them as one of London's leading developers.

The Financial Times lauded Chalegrove Properties Limited as: "the development to invest in for 'those demanding investors who want an optimum combination of capital appreciation, high rental yield and a chance to enjoy sunshine and culture.'" This is but one of well over 100 awards and accolades.

Particularly noteworthy projects include Oxford University's Saïd Business School, unveiled by His Royal Highness King Charles (then Prince), and the iconic Landmark Pinnacle which, at 75 floors, will boast the highest homes in Europe and will be the tallest residential tower in Western Europe.

Chalegrove Properties Limited has consistently delivered only the best in London's most exclusive and luxurious residences – high-end homes with low environmental impact.



CLEOPATRA DEVELOPMENTS

www.cleopatradevelopments.com

EGYPT

Cleopatra Developments, part of one of the largest companies in the Middle East, was launched over 12 years ago. Their aim was to develop large residential and mixed-use projects that would improve the lifestyles of their clients, as well as the quality of life of their community.

There is a luxury outlook for Egypt, developing projects that add to the most prestigious locations in Egypt. Prestigious projects boast four breathtakingly luxurious resorts in Sharm El Sheikh, a city and holiday resort town that is a significant center for tourism in Egypt as well as a hub for international conferences and diplomatic meetings.

Cleopatra Developments are also responsible for two impressive residential compounds with retail components: Cleopatra Palace in the heart of New Cairo, and Cleopatra Square, in 6th October City. Both of these residential compounds challenge what is generally considered opulence.

Two of their towering apartment complexes include Plaza Alexandria and Plaza Nasr City, and their retail and leisure masterpiece takes form in Cleopatra Mall, in 6th of October City.

With a reputation for excellence and a penchant for creativity on a grand scale, Cleopatra Developments continue to merge comfort, modernity, and luxury with a unique interplay between Egyptian and Italian cultures reflected through design.



COLDWELL BANKER LA COSTA REALTY

www.cblacosta.com

MEXICO

Coldwell Banker La Costa Realty is a leading real estate and rental agency in Mexico. With over 30 years of experience in the market, they specialize in the Puerto Vallarta and the Banderas Bay regions of the country, and have established themselves as experts in acquiring, renovating, and selling luxury property on Mexico's Pacific Coast.

In the pursuit of creating a market niche for high-end properties in the area, Coldwell Banker La Costa Realty has been a key player in the evolution of this sophisticated market since inception.

Working very closely with over 70 different agencies in the area, and as members of the Mexican Association of Professional Realtors, they represent the very best condominiums and most luxurious villas that the picturesque town has to offer.

Lined with pristine beaches and embraced by the Sierra Madre mountains, Puerto Vallarta – a Mexican resort city located in Jalisco – bursts with natural charm and culture. Their portfolio contains a wide variety of rental and purchase options that highlight every bit of the city's offerings.

From a quiet apartment up a cobblestone road to private beach-side condos and 5-star hotels, Coldwell Banker La Costa Realty has a reputation for delivering only the highest quality property.



CONCEPT ELITE

www.facebook.com/concepteliteinvestment/

EGYPT

With headquarters in both Egypt and Dubai, Concept Elite is a boutique real estate investment firm. Founded in 2017 by professional bankers and financial gurus, the goal was to offer the best, most exclusive real estate investment opportunities in Dubai.

The company's deep knowledge of Dubai's real estate market, in all its richness, diversity, and opulence, along with close partnerships with leading property developers including Damac, Emaar, and Sobha Hartland has allowed them to vastly expand their reach. Their impressive network gives potential clients access to an astonishing portion of Dubai's luxury real estate.

Additionally, their tailored client service requires a genuine understanding of every client's needs, allowing them to advise not only on the perfect property investment, but also the most suitable and luxuriously comfortable home.

Unique to Concept Elite, over and above their service as an upscale real estate investment firm, they provide an opportunity for clients to make the most of the market by obtaining Golden Visas and dual citizenship in the UK, Greece, and Portugal through real estate investments.

And from upscale property to UAE residency permits and trading licenses, Concept Elite wants to help their clients become citizens of the world in style and comfort.



CONCORD LONDON DEVELOPMENTS LTD

www.concord-london.com

LONDON, UK

Concord London was founded as the result of an advantageous partnership between Concord Pacific Developments Inc. CEO, Terry Hui, and Christopher Murray of Ridgford and W1 Developments.

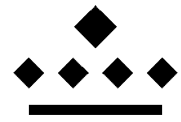
As Canada's largest urban developer, Concord Pacific is known not only for its skyline-defining communities in Vancouver and Toronto, but also for their progressive planning for future communities. The award-winning company brings over 30 years of experience to the partnership, pricing themselves on modern convenience and timeless design.

W1 Developments, based in West End's Marylebone district, and headed by Christopher Murray, brings 23 years of development experience around central London to the partnership, with a reputation for using the finest local design and building talent.

The company's portfolio comprises an impressive 150 developments in both London and Canada and includes iconic, imaginatively designed buildings such as their collaboration with Brookfield in the landmark 50-storey Principal Tower which, upon completion, will transform London's iconic skyline.

Marylebone Square represents Concord London's latest development. It is positioned on an entire city block that has been vacant for over half a century. The nine-storey, mixed use development will feature 54 luxury new-build homes with two storeys of exclusive boutiques and restaurants typical of a true London village.





CROWND ESTATES

www.crownd.at

A U S T R I A

Located in Austria's capital city, Vienna, CROWND Estates is a new project developer with a wealth of experience, founded on the belief that real estate transcends merely being an investment opportunity, becoming the ultimate style statement.

Their focus is on finding extraordinary real estate, strictly properties that they identify with completely, aspiring not only to develop projects but to refine them. With its finger on Austria's luxury property pulse, CROWND Estate's is an exclusive network of like-minded individuals who have and share something that cannot be bought: taste.

Projects in development include three exclusive city villas that are being built – in collaboration with star architect Sir David Chipperfield – in the heart of Hietzing, in complete harmony with nature, 20 luxury apartments with spacious outdoor areas that include stunning views over Vienna.

Additionally, CROWND Estate's HAY JOE project is an homage both to Viennese turn-of-the-century charm and New York's industrial flair, a melding of brick facade and stucco in the middle of Vienna's 6th District.

CROWND Estate's portfolio is a collection of prime, high-end property in the most sought-after locations close to the city center. Its young, agile team promises unparalleled urban sophistication of the highest quality.



CW LONDON LIMITED

www.charliewillis.london

L O N D O N , U K

With over 25 years of estate agency experience in central London, Charlie Willis London is an independent and discreet broker who delivers exceptional results by offering "Property as an Artform."

Actively involved with selling some of London's finest property since 1995, CW London property consultancy has built an extensive high-end network and established a reputation for delivering a truly independent, bespoke service for its clients.

Headquartered in both Mayfair and Knightsbridge – two of London's highly sought-after addresses – CW London sits at the heart of London's property markets, buying and selling high-value property for high net-worth clients.

Charlie Willis has championed the involvement of The London Broker as a founding member of The Luxury Property Forum. A collective of highly experienced and devoted members handpicked from every sector in luxury real estate and construction, TLPF is the official forum for the luxury property sector.

High-value transactions include the Wellcome Trust – the 4th wealthiest charitable foundation in the world – and Grosvenor Estates, cutting-edge new build developments, and charming period houses, both on and off the market.

CW London's collaborations with elite architects, designers, and developers promises clients exclusive access to top-tier, individually tailored services.



CW REAL ESTATE

www.cwlagos.com

N I G E R I A

CW Real Estate is the leading luxury real estate marketing and brokerage firm located in Nigeria, Africa's fashion, technological, and creative hub. Founded by a dynamic team who share a love for Lagos, they also share a belief in the global potential of Nigeria's real estate market.

With listings in Abuja (the capital of Nigeria) as well as Lagos, their portfolio is a collection of the best property that Nigeria has to offer. Its success in the African luxury real estate market has earned CW Real Estate multiple awards, including "Newcomer of the Year" and "Africa's Most Innovative Real Estate Advisory Firm of the Year" at 2020's reputable Africa Real Estate Awards.

Additionally, its global mindset and reach has allowed CW Real Estate expansion into Dubai, where they offer clients access to high-end villas and apartments in one of the most affluent cities in the world, as well as Golden Visas through investment opportunities. Future prospects involve further expansion into Ghana's luxury real estate market.

CW Real Estate's extensive portfolio offers clients a wide variety of top-tier residential options for rental and for sale, from trendy waterfront apartments with stunning seaside views to ultra modern fully-furnished 5-bedroom penthouses or cozy family homes.



CYPEIR PROPERTIES LTD

www.limassoldelmar.com

C Y P R U S

Cypeir Properties Ltd is a consortium between two of the most renowned developers in Cyprus – The Leptos Group (synonymous with refinement and excellence in quality design) and D. Zavos Group (leading land and building development company) – and together they are responsible for the envisioning and delivering of the iconic Limassol Del Mar.

Located in Limassol, on Cyprus' southern coast, Limassol Del Mar, The Signature Collection is a world-class development on the ultra-desirable seafront, offering unobstructed sea views from all apartments.

Collaboration seems to be at the helm of this flagship venture, with the world-renowned Italian interior design company, Jumbo Group furnishing the world-class development with its Gianfranco Ferré Home collection, and Italian kitchen furniture designer ARCLINEA to furnish the kitchens.

Gianfranco Ferré, recognized as the "architect of fashion", an icon of the Italian style and genius of geometric patterns, brings his signature suaveness and sophisticated level of quality to the multi-award-winning development.

The Signature Collection offers a range of luxury accommodation options, all featuring stunning terraces with panoramic views of the Limassol coastline. Add to this tranquil gardens with crystal-clear pools, and you have a one-of-a-kind world-class development with five-star facilities – high-end cosmopolitan living in a historically unique location.





DAHLER & COMPANY FRANCHISE GMBH & CO. KG

www.dahlercompany.com

GERMANY

Founded by Kirsten and Björn Dahler in 1993, DAHLER & COMPANY is a high-end real estate agency that specializes in luxury real estate brokerage services in prime locations.

With nearly three decades of experience, the DAHLER & COMPANY team currently consists of over 400 professionals in over 80 brokerage offices located in both Germany and Spain. Showing consistent growth in network and operation, the company has plans of expansion into the Austrian and Swiss luxury real estate markets.

Theirs is a unique business model, a franchise system, that has earned them the reputation as one of the most renowned and successful real estate companies in the world of premium property.

Simply put, this one-of-a-kind franchise system allows professionals within the real estate space to bring their expertise and ideas. Based on these, DAHLER & COMPANY helps develop a licensing model that is tailored to said professional. Next, the company helps to develop a powerful, location-specific marketing strategy, as well as training at their in-house Real Estate School.

Their model has proven consistently successful as it offers a sophisticated franchise concept, ensures superb specialist training, promises the highest standards of service quality, and offers clients access to an ever-growing portfolio of over 500 of the most sought-after addresses in the world.



DAVID ADAMS LUXURY PROPERTY

www.davidadams.london

UK

Leading property expert, David Adams has more than 30 years of experience in luxury real-estate. He's also worked as a Sales Director for some of the UK's most popular brands, and advises on property trends both in the UK and parts of Europe.

A Spears Top 500 agent, Adams specialises in on and off market luxury property, with a focus on the high-end residential sector. He brings decades of experience to his multi-award-winning real estate firm, David Adams Luxury Property, and has been involved in some of London's most lucrative and largest sales. His niche portfolio offers the most premium apartments in the city, luxurious mansions in affluent locations like Belgrave Square, and exclusive estates, farms, and country houses in the Home Counties.

Adams' Midas Touch earned him a Lifetime Achievement Award for being the top salesperson in all categories by his thirties. Additional noteworthy accolades include "Top Salesperson in Europe", as well as having secured a record price for resale at the iconic 1 Hyde Park.

A recognized influencer in the luxury property world, he manages as many as 700 employees. David Adams Luxury Property provides clients unparalleled in-depth local knowledge, a powerful international network, and a discreet, one to one, seven-days-a-week service.



DIAMOND DEVELOPERS

www.diamond-developers.ae

UAE

Diamond Developers, a collaboration between a world-class team of entrepreneurs, architects, and civil engineers, was founded in 2003. They were one of Dubai's first companies to enter into real estate with a forward-thinking vision: "To build the cities of 2050, today."

Leading the sustainability charge, Diamond Developers has been building and operating commercially viable luxury eco-conscious developments under its "The Sustainable City" brand since 2010.

Construction on The Sustainable City – Dubai began in 2014, and the foundation for 500 villas was laid. Phase 1 reached completion by 2016, including the completion of residential buildings, urban farm, equestrian center, mosque, and The Sustainable Plaza, and by 2017 it was voted the "Happiest Community" by the Gulf Real Estate Awards.

It is also an architectural masterpiece, currently featuring world-class facilities that include greenhouses, international schools and nurseries, art and music centers, pools, playgrounds, animal sanctuaries, and jogging tracks.

It has become a replicable model, a template for new communities that have been developed in Sharjah, UAE, and The Sustainable City - Yas Island, Abu Dhabi, that will commence development in Q2 2023.

Diamond Developers has brought to life communities that are designed to embrace a more sustainable way of living.



EIRES REAL ESTATE

www.eires.lu

LUXEMBOURG

EIRES Real Estate is a premium real estate agency that specializes in prime real estate in and around Luxembourg. They specialize in residential apartments, as well as corporate real estate, but have expanded into houses, and land acquisition.

Working closely with atHomeFinance, a trusted partner known for its expertise in mortgage brokerage, EIRES Real Estate's dedicated, multidisciplinary team accompanies clients every step of the journey from search to procurement. Their boutique services guarantee an ever-ready, hands-on service tailored to clients' needs.

A collection of the finest rental and sale options that Luxembourg has to offer, EIRES Real Estate's portfolio promises their clients the perfect option from short-term stay to settling down. Options include ultra modern, fully furnished apartments with large terraces and large, French-style windows in the quiet town of Differdange, to bachelor-style apartments in the Luxembourg-Beggen city center.

EIRES Real Estate offers prime property options in one of the safest, smallest, yet one of the richest countries in the world. The city of Luxembourg was declared a UNESCO World Heritage Site because of its historic fortifications and with a motto that translates to 'we want to remain what we are', a life in Luxembourg delivers on nostalgia in style.





ELLINGTON PROPERTIES

www.ellingtonproperties.ae

U A E

Headquartered in Dubai, Ellington Properties is a design-led, boutique real estate firm that was founded in 2014. With a reputation for crafting beautiful environments for its discerning clientele, the firm is inspired by art, delivering residences that are classic in feel, but contemporary in vision.

In 2018, Ellington Properties had successfully developed the iconic Belgravia Square, DT1, and Wilton Terraces, multi-award-winning, ultra stylish developments on the design forefront of Dubai's real estate market. And in 2019, Wilton Park Residences, inspired by nature, green spaces, and eco-development, was launched.

The team's strong belief that location is pivotal to choosing a luxury home, its premium portfolio offers the most prestigious addresses in the city, understanding that this is where its communities can thrive.

Ellington Properties, charged by its refined clients' tastes, create architecturally compelling residences, developments that transcend trends. Among its current projects are bespoke high-rise luxury residences, as well as multifamily communities in Dubai, located in the exclusive Downtown Dubai, Palm Jumeirah, Business Bay, Jumeirah Village Circle, and the Majan area of Dubai Land.

Envisioning a new, sophisticated way of living, Ellington Properties' bespoke offerings boast incredible artistry, inspired architecture, and comfort at its most luxurious.



ENGEL & VÖLKERS ANDORRA

www.engelvoelkers.com

A N D O R R A

Engel & Völkers is known across the world as one of the leading service companies specialized in premium real estate property brokerage, commercial real estate, yachts, and aircraft. Currently operating in 34 countries on five continents, and based in more than 800 locations in total, the company offers a wide range of high-end tailored services to both private and corporate clients.

Staff include over 13 000 in the worldwide network, all who undergo intensive training schemes through the company's in-house real estate academy. This ensures a professional team of advisors with a consistently high quality of service.

Engel & Völkers Andorra, specifically, offers a niche portfolio of apartments, luxury penthouses, villas, chalets, houses, and plots in the best areas of the small, but economically thriving country.

Located in Southern Europe, between France and Spain, the Pyrenean country is among the safest in the world, offering a uniquely high quality of life. Boasting some of the best ski resorts in Europe, Andorra's tourism sector is thriving. Still, many happy residents find permanent homes here.

Engel & Völkers Andorra promises premium property in pristine locations, whether in the flourishing city or among the unspoiled natural beauty of the Pyrenees mountains.



ERA REALTY NETWORK

www.era.com.sg

S I N G A P O R E

Since its inception in 1982, ERA Singapore has been redefining real estate industry standards, and has subsequently become the largest international agency in Singapore, with a presence in 10 countries. It is also the first real estate agency to be listed in the Singapore Exchange, and has earned a reputation as being the preferred real estate brand in the sovereign island country.

Operating for nearly four decades, ERA Singapore's experience has helped the company grow an astonishing network both locally and internationally, and kept it on the forefront of innovative technological tools and trends. ERA trusted advisers are required to undergo the Ultimate Agent Training Programme, a series of specially-curated training courses that establish a consistently high standard of service from agents.

The company has secured countless dream homes for its customers in Singapore and around the world, and accumulated many awards in the process, including the "five-star" distinction for Real Estate Agency Single Office category, at the 2019 Asia Pacific Property Awards gala dinner.

ERA Realty Network remains at the forefront of digital transformation, most recently redefining real estate with innovations such as offering virtual tours of many of their current projects, allowing clients to conveniently step into their future dream home from the comfort of their desk.



FABAY

www.fabay.com.tr

T U R K E Y

Founded in 1948, Fabay is a company with its fingers in many lucrative pies. Committed to developing quality projects, the group is among the most highly regarded in the Aegean Region, with investments spanning jewelry, construction, and the hotel and energy sectors.

Based in Turkey, the group's construction investments are located across various prime addresses in Fethiye, Gocek, Dalaman, Kiyikisilacik, Didim, and the entire Aegean coastline. With over seven decades of experience in real estate, Fabay is proud to have overseen 53 successful projects that have delivered over 6000 residences, and grown its staff to 4000 skilled team members.

Among Fabay's award-winning projects is the development of CASAFABAY, a residential concept they have envisioned as the modern village with nature as a big feature. Located close to Bodrum airport, CASAFABAY offers a range of high-end villas in a tranquil, natural setting.

Onsite amenities include a children's park, sports facilities, a restaurant, a town square and an event venue. Additionally, CASAFABAY features a barn and a coop where animals are raised and fresh milk and eggs are harvested, as well as an organic market that sells freshly harvested fruit and vegetables.

Fabay continues to deliver high-end projects in beautiful locations with convenience, comfort, and peaceful living at their core.



**FINE & COUNTRY
COSTA BLANCA NORTH**

www.fineandcountry.es/en/costa-blanca-north-estate-agents

SPAIN

Fine & Country Costa Blanca North is an award-winning real estate agency that specializes in the marketing and sale of premium property.

As part of the ever-expanding Fine & Country global network, Fine & Country Costa Blanca North is located in Eastern Spain's coastal city, Denia, one of over 300 offices worldwide. The Costa Blanca Group specializes in the ultra-desirable coastal towns North of Alicante, but also covers inland villages situated between the Jalon and Orba valleys.

The group's portfolio covers the most beautiful property options with historical value, all of which it showcases on its state-of-the-art touch screen interactive displays that can be accessed at its offices, 24/7.

The Costa Blanca North Region offers a less in-your-face approach to luxury living – trendy, upmarket, but not flashy, perfect for the more discreet client, privileged but carefree Mediterranean living blended with history, culture, and elegance.

Winner of many awards, Fine & Country Costa Blanca North gives local, national, and international clients access to its highly-knowledgeable, multilingual team who understands the historical coastal and inland regions in which they operate.

The team's high-quality expertise and level of professionalism promises buyers a pleasant experience that ends with finding the perfect home, every time.



**FRAGRANCE GROUP
LIMITED**

www.fragrancegroup.com.sg

SINGAPORE

Headquartered in the sovereign island country of Singapore, Fragrance Group Limited is a premium property developer that focuses on the development of residential, commercial, hotel and industrial properties.

With over two decades of experience in high-end real estate, the Group started its operations in the 1980s, but the business operations were organized under the holding company, Fragrance Group Limited, which was incorporated in 2000.

In 2014, the group made its maiden foray into Australia's real estate market with the acquisition of land plots in Melbourne, Perth, and Hobart. And in 2017, the group made its maiden foray into the United Kingdom's real estate, acquiring the iconic 115-guestroom Crown Hotel in North Yorkshire, as well as the 141-guestroom Lyndene Hotel in Blackpool.

Today, Fragrance Group Limited has a presence in two continents namely Asia and Australia, as well as in the United Kingdom, capitalizing on their goal to build a geographically diversified portfolio.

With the belief that the urban lifestyles of today call for simple design solutions that utilize precious space, every square foot of their property units are meticulously mapped out to meet customer satisfaction. Fragrance Group Limited continue to build a strong portfolio of the developments that bring together style, luxury, practicality, and simplicity.



FREDMAN PROPERTY

www.fredman.com.au

AUSTRALIA

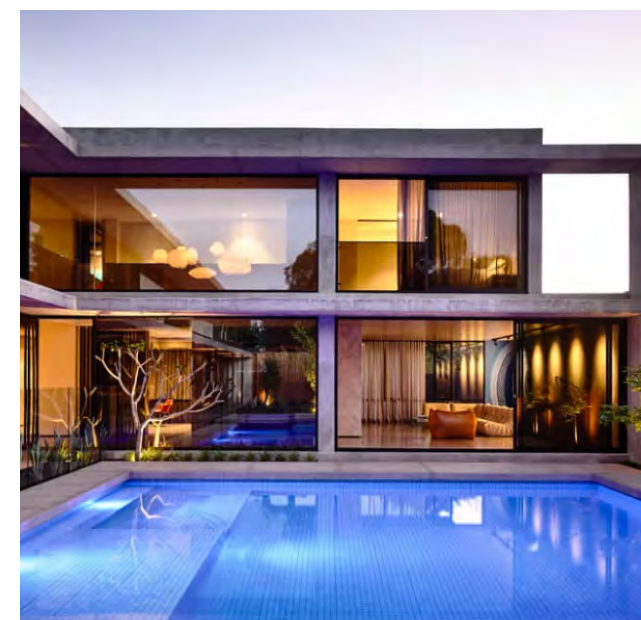
Founded in 2019, on the understanding that every prestige property is as unique as its potential owner, Fredman Property Group is a real estate firm that believes in fully personalizing the real estate experience for buyers and sellers alike.

The Melbourne-hailing boutique real estate firm is based in Brighton and, rather than casting its property net wide, it specializes in the most premium property that Brighton and the surrounding Bayside suburbs have to offer.

Recognized for his high level of authenticity and his remarkable ability to develop absolute trust with both buyer and seller, Joel Fredman, founder of Fredman Property Group, has, in a very short space of time, sold over a quarter billion worth of real estate under FPG.

The Group has a reputation for developing innovative, client-specific marketing strategies that attract buyer engagement, adapt to changing conditions on the premium property market and, subsequently, for achieving record-breaking results in the process.

Fredman Property Group is exceptionally well-connected within its market, has a clear understanding of its market, and a genuine understanding of both the financial and emotional investments that go into real estate ownership. In just over three years, the firm has established itself as the go-to Group for access to Melbourne's most luxurious homes.



**GRUPO DVOS
PROPERTIES**

www.grupodvos.com

SPAIN

Headquartered in southern Spain's Costa del Sol, Grupo Dvos Properties are developers of luxury real estate in the resort region of Marbella. It was originally started as a real estate agency, but has evolved into a developer of the finest luxury homes.

Grupo, which translates to group, refers to the smaller subsidiary enterprises within the company which comprise the brand. These include real estate, building construction, renovations, and interior- and landscape architecture, the perfect combination of services to offer top-quality turnkey solutions and cater to all of its high-net-worth clients' needs.

Whether a client is looking for an investment opportunity, holiday home or a permanent residence, their portfolio boasts a carefully curated selection of some of the most exclusive property listings in prime locations in the popular seaside region of Costa del Sol.

Buying a home with Grupo Dvos is the perfect way to discover a dream home in Spain. The multi-award-winning real estate group takes its reputation for excellence very seriously. From classic contemporary villas with infinity pools that align with the endless Mediterranean horizon to ultra-chic penthouses beside a private beach, each property offers the most premium relaxed lifestyle that the 'Coast of the Sun' can offer.



CHRISTOPHER HARA

OWNER AND MANAGING DIRECTOR
OF FINE AND COUNTRY COSTA BLANCA NORTH



Fine and Country Costa Blanca North is a Real Estate Agency that specializes in the sale of Luxury and Lifestyle properties around the world, and caters to a clientele of the most discerning variety, who seek only the most exclusive addresses around.

The Luxury Lifestyle Awards TOP 100 Real Estate Brokers & Developers in the World for 2022 winner Fine and Country Costa Blanca North have made it their business to sell the dream of the Costa Blanca North lifestyle, with access to some of the most exclusive properties in the World. Offering clients, a holistic Real Estate service that includes resales, new builds bespoke state-of-the-art properties, and investment properties.

FOUNDED IN THE UK IN 2002, FINE & COUNTRY WAS ESTABLISHED WITH THE SOLE INTENTION OF ASSISTING INDEPENDENT ESTATE AGENTS IN COMPETING WITHIN THE UPPER QUARTILE OF THE PROPERTY MARKET. THANKS TO THE DEDICATION OF A STRONG, KNOWLEDGEABLE, AND PASSIONATE TEAM OF MARKETING, TECH AND REAL ESTATE PROFESSIONALS, FINE & COUNTRY IS NOW A MULTI-AWARD-WINNING LUXURY ESTATE AGENCY PRESENT IN OVER 300 LOCATIONS, SPANNING FOUR CONTINENTS.

Company: Fine and Country Costa Blanca North

Website: www.fineandcountry.es/en/costa-blanca-north-estate-agents/

Address: Marina de Dénia, Darsena de Babor Edificio E, Bajo 2, Puerto de Dénia, Alicante, 03700 Dénia, ES



LLA: What are your clients looking for and what steps do you take to make sure you find them that perfect home?

CH: We cater for clients of all nationalities who are looking for in the main second homes or holiday/investment properties.

The first step is to listen to our clients to determine their needs, what is the primary reason they are looking to buy a property here. The second step is their budget which is determined by their lifestyle needs as if they want to have sea views, be near a beach or south facing then we have to manage their expectations what they can get for their money.

Thirdly is to match their lifestyle requirements, how often do they plan to use their property, do they want a property only to use during the summer months or is it for permanent living.

The last step on the property search is making sure they are familiar with the areas and locations in our region to provide invaluable information about living, owning, and investing in the different types of property available and the specific lifestyle each location can offer.

LLA: What separates you from other Real Estate Agencies, and how have you stayed at the top for so long?

CH: With over 33 years' experience in Sales & Marketing in Senior Management and then as a Director working with some of the world's largest insurance groups and global leaders in Pensions, Investments and Life Assurance, I built a solid foundation of corporate partnerships with some of the UK's leading Home Builders and Estate Agents. It was through my own personal experience of buying a property in Spain that I decided to become a Real Estate Agent which I have been for over 18 years, now living and working in the Costa Blanca North so I understand first hand the market here enabling me to provide invaluable information to clients looking to buy as I have been in their shoes. I have the experience and I have intimate knowledge of the area and a strong desire to make what is now my home, the home for my clients regardless as to whether that is for permanent or seasonal living.

My business is built on dedication, communication and transparency and we have a second to none reputation for savvy negotiations, uncompromising integrity, and cutting-edge marketing strategies resulting in us winning consecutive property awards for Marketing & Exposure within The Telegraph, Best Office in Europe within the Fine & Country global network in addition to the Luxury Lifestyle award for two consecutive years as the Best Luxury Real Estate Agency in the Costa Blanca and the provinces of Alicante and Valencia. More recently I have also become a founder member of the "Guild of Spanish Property Professionals" an association of professional property companies, sharing a strict code of conduct, who are fully dedicated to giving a highly personal, professional, and quality service to their buyers and sellers.

LLA: Can you tell us a bit about the different types of properties you sell and the processes involved once you find a buyer?

CH: We specialize in the marketing and sale of luxury and lifestyle properties that include resale, new builds, bespoke state of the art properties and investment opportunities.

The process involved once you find a buyer for a property all depends on the type of property being purchased and we go through each stage of the process direct with our clients from the initial offer being made to being accepted and the buyer using an independent lawyer which we always recommend.

LLA: What exciting new properties have you added to your portfolio?

CH: We are constantly adding new properties to our portfolio bearing in mind that we only deal in quality not quantity. We have a first-class range of properties from penthouse apartments to beach front villas to country estates. Recently though we listed a unique investment property, a luxury country retreat currently used as a hotel, a private hidden hideaway with two helipads that has welcomed many a famous guests, Penelope Cruz among them. There is also a new development of energy efficient luxury

apartments created for 21st century living and with an innovative design approach allowing residents to live within a community environment to enhance wellness and enrich lives with communal areas where you can do your daily workout in the fully equipped gym, enjoy swimming in the pool and relaxing afterwards in garden areas and where you can meet up to hang out with fellow residents in the designated social club area. These apartments are being sold for permanent living and for holiday investment purposes as a car is not required to enjoy the beach and amenities.

We also have some fabulous new build opportunities offering all year-round resort living with the most amazing sea views in a private enclave with bespoke designs, according to each client's tastes and requirements, in an environment where luxury prevails, with security, private access for owners with access control. A resort that includes a shopping center, supermarket, hairdresser, chemist, bars and restaurants, tennis and Padel courts, hiking trails, international school, horse riding school, beach, and coves and one that is proving very popular with our American clients.

LLA: What are a few specific things you look for in a property?

CH: When dealing with luxury and lifestyle properties, first most of all is about a desirable location and amazing views. A property that has been or is going to be built to the highest standard with exclusive features not normally associated with a more traditional house such as large open plan multi-functional living areas, gourmet kitchens, entertainment areas, indoor spas with heated pools, gymnasiums/fitness areas, home cinema rooms, games rooms, vintheques, separate guest accommodation for visitors, ample garaging for several vehicles, the list could go on. However, since covid and how our lifestyles have changed dramatically luxury properties can be classed as those properties that give clients a fully accessible lifestyle, real places that allow them to live fuller lives. So, when looking at property specifics now we also look at walkable amenitized properties that allow clients to live fuller lives without the need for a car so they can transition from one segment of their lifestyle requirements to another by walking, bicycling and enjoying that freedom.

LLA: What are some of the best things to do in Costa Blanca North and what draws so many ex-pats to the area?

CH: Where do I start... the Region allows you to dine in fine dining and Michelin-starred restaurants, play golf in 5-star golf resorts, charter luxury yachts to sail along the coastline or to the nearby islands of Ibiza and Formentera, stroll around chic marinas and promenades, chill-out out in trendy cocktail bars and clubs or relax on an array of blue flag beaches since the coastline of the Costa Blanca North belongs to the provinces of Valencia and Alicante in the Comunidad Valenciana (Valencian Community) in Spain and the Valencian Community has the most blue flags than anywhere else in Spain, 158 in total.

And of course, one of the main draws to our Region in addition to the alfresco lifestyle and abundance of activities and sports you can enjoy, on offer all year round is the excellent Mediterranean climate with over 320 days of sunshine.

LLA: What tips would you give to prospective buyers in the area?

CH: Make sure that the Real Estate Agent you use is a legally registered SL company and one that does not advocate an in-house legal team to ensure the lawyer is not working in the best interests of the agent only.

If you are unfamiliar with the area, then make sure you are shown all the locations to find the one that best suits your lifestyle and requirements. If you are looking for a property for permanent living, then perhaps consider renting first to give you an idea.

Spend time re-visiting the property to check for orientation of the sun at different times for those looking for a property with winter sun. Make sure your agent listens and understands your requirements and has the necessary experience.

In the case of a resale ensure that your lawyer checks there are no debts on the property and that all the paperwork is legal and correct.



LLA: What does the Luxury Lifestyle Awards TOP 100 award mean to you and the team?

CH: We are extremely proud to receive this distinguished award from the Luxury Lifestyle Awards. As an existing LLA winner for the past two consecutive years which has allowed us to be put forward and then selected as one of the winners in the category of TOP 100 REAL ESTATE BROKERS AND DEVELOPERS is testament to the dedication, professionalism and commitment of our team who constantly strive to provide a unique and bespoke real estate experience for our clients whilst representing the Fine & Country brand. A brand that has been forged from mutual entrepreneurial spirit and a commitment to revolutionizing the real estate industry.

LLA: What does the future hold for Fine and Country Costa Blanca North?

CH: Fine & Country Costa Blanca North will remain a family owned and run business and although it is part of a global brand, as a company, we will continue to retain our family values at the core of our business ethos. As brand ambassador for Fine & Country Spain, facilitated by a powerful combination of innovative marketing, technology, and most of all the passion of our team we are determined to become the No.1 choice for clients in Spain, proudly flying the Fine & Country flag as the premium brand of choice for clients around the world.

For more information, visit <https://www.fineandcountry.es/en/costa-blanca-north-estate-agents>

FINE & COUNTRY COSTA BLANCA NORTH

AN AWARD-WINNING REAL ESTATE AGENCY THAT SPECIALISES IN
THE MARKETING & SALE OF LUXURY AND LIFESTYLE PROPERTIES

Fine & Country Costa Blanca North are part of an ever-expanding Fine & Country global network of over 300 offices worldwide with a Head Office situated on Park Lane, Mayfair, London, arguably one of the most prestigious locations in Europe. The Park Lane office not only serves the lucrative London market but also provides a vital hub for our international market, referring clients from all over the world.

At Fine & Country Costa Blanca North we understand that luxury and high-end properties require a bespoke approach to selling. We offer a powerful and unique marketing service which is unparalleled reaching markets other Estate Agents in the Costa Blanca North simply cannot, enabling us to provide our clients with the best of all worlds – local, national, and international buyers.

We use tailored marketing tools to promote our customer's property to the perfect buyer and will expose our customer's property on the most pertinent platform and value homes correctly to receive the best possible results.

From our Regional Office in Denia situated on the prestigious Marina de Denia Resort in the historical coastal city of Denia, the capital of the Marina Alta considered to be one of the most beautiful and culturally rich cities in Spain and the mid-way point between Alicante and Valencia, we showcase all our properties on state-of-the-art touch screen interactive displays that can be accessed 24/7.

We specialise in the areas North of Alicante that includes the desirable coastal towns of Altea, Calpe, Benissa, Teulada-Moraira, Benitachell, Javea, the city of Denia, Oliva and also for the buyer seeking peace and tranquillity, the enchanting inland villages situated in the Jalon and Orba valleys. We have a first-class range of real estate for sale in Costa Blanca North that includes resales, new builds, and investment properties.

The Costa Blanca North Region offers an understated luxury lifestyle, one that is not flashy and obvious, but a trendy, upmarket and somewhat discreet lifestyle for clients who perhaps wish to remain anonymous to the public. A lifestyle in an area that is one of the best representations of the privileged carefree Mediterranean style of living in Spain catering for those who prefer the traditional values, history and culture blended with elegance, high specification, modern and contemporary alongside classic. This is where understated comes in.

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As the demand in our area is consistently growing clients also have the opportunity to create bespoke homes working alongside us with leading architectural studios who will create a dream home to your specifications, desired lifestyle requirements, and family preferences, whether this be a spectacular new build property built from scratch or to extensively refurbish an existing one. Properties than can be a prime or secondary residence or ones that provide property investors with more opportunities for high yield rental.

The Region allows you to dine in fine dining and Michelin-starred restaurants, play golf in 5-star golf resorts, charter luxury yachts to sail along the coastline or to the nearby islands of Ibiza and Formentera, stroll around chic marinas and promenades and chill-out in trendy cocktail bars and clubs.

With Fine & Country Costa Blanca North you benefit from the knowledge of our experienced and professional team, including local native Spanish, plus native English, and Multi-lingual speaking French, Swedish, Dutch, German and Flemish, offering the best advice in today's real estate market for both the seller and buyer

We deliver a free hands-on, bespoke service to clients managing the property sourcing from not only what we have on our own website but other sought-after on and off-market properties that might not be on your radar or with other potential agents either. This allows us to fully manage the property sourcing on your behalf alleviating you of all the arduous work and ensuring it is as stress free as possible.

Our aim is to exceed our clients' expectations and to add value to your property needs with a personalised detailed search as we assist from the initial enquiry providing invaluable information about living, owning, and investing in the different types of property available here in the Costa Blanca North and the specific lifestyle each location can offer, to arranging viewings and then all the way through to negotiation, acquisition, and completion.

With Fine & Country our service does not end after the sales process. Working with our personally selected preferred partners we offer a VIP After Sales Concierge Service to assist should clients require the services of a Private Chef for in-villa gourmet dining experiences, Private Yacht Rental to include trips to the nearby islands of Ibiza or Formentera, in-villa Spa Services ranging from massages, facials, manicure/pedicure to make-up and hair styling plus a range of services for the home that include interior design/decoration and party planning. We are here to help and assist for all your needs.

Whilst part of a global network Fine & Country Costa Blanca North are still a family owned and family ran business. Owner and Managing Director Christopher Hara relocated to Spain from the UK in April 2004 after 34 years' experience in Sales & Marketing in Financial Services working his way up the ranks into top Senior Management then Directorship roles with some of the world's largest insurance groups and global leaders in Pensions, Investments and Life Assurance. During a 25-year period working in this sector, Chris built a solid foundation of corporate partnerships with some of the UK's leading Home Builders and Estate Agents.

With over 18 years of Real Estate experience in Spain Chris is delighted and proud to announce he is now a founder member of the "Guild of Spanish Property Professionals" an association of professional property companies, sharing a strict code of conduct, who are fully dedicated to giving a highly personal, professional, and quality service to their buyers and sellers.

At Fine & Country Costa Blanca North their clients come first, they provide an individual bespoke service that adopts a lifestyle approach to finding the right property.

Being part of the global Fine & Country network that has exponentially grown since its inception. A network of thriving, independent agents, the success of Fine & Country is contagious and a testament to the individuals it comprises. In just over two decades, Fine & Country have gone from one location to 300, from one country to 14 compared to our industry competitors who have 446 years of heritage between them.

Fine & Country Costa Blanca North offer an unparalleled "Buying Service" as searching for your dream home, a second getaway residence, or a sage property investment opportunity should be exciting, but it can also be time-consuming therefore leave the property search to them as the experts.

Fine & Country Costa Blanca North is also a Winner of the Luxury Lifestyle Award in the category of Best Luxury Real Estate Agency in the Region of Costa Blanca & the Provinces of Alicante & Valencia for the second year running. And more recently Fine & Country Costa Blanca North has been selected in the TOP 100 Real Estate Brokers and Developers 2022 of the world. The TOP 100 list showcases the Best Real Estate Brokers & Developers worldwide who have received the Luxury Lifestyle Award to celebrate their superior levels of quality and excellence demonstrated by their commitment to deliver exceptional results.

At the Fine & Country Global Conference held in London in March 2022 for the second year running, we also won the "Fine & country property awards 2021 marketing & exposure winner sponsored by the Telegraph".

"We are proud and honoured to win these awards as we are a registered company in Spain with core values based on trust, integrity, and exceptional service. The awards are an appreciation of the fantastic team we have being recognised for their professionalism, commitment and passion in a Region that is our home" says Owner and Managing Director Christopher Hara.

If you are thinking of buying or selling property on the Costa Blanca North, please contact our team for an exceptional and bespoke real estate service.

AT FINE & COUNTRY COSTA BLANCA
NORTH WE HELP BUYERS FIND THE
DREAM PROPERTY TO SUIT THEIR
LIFESTYLE AND SELLERS TO FIND THE
RIGHT BUYER WHEREVER THEY ARE IN
THE WORLD.

WE DON'T JUST SELL PROPERTIES
WE SELL THE LIFESTYLE!



GRUPO HAI, SAHAI SMA DESARROLLOS INMOBILIARIO

www.sahai.com.mx

MÉXICO

A subsidiary of Grupo Hai, SAHAI Residences is a joint family venture conceived in 2017 by four family members, each of whom brought their own specialization and skill set to the operation.

Inspired by the natural beauty, historical value, and the colorful culture of Mexico's San Miguel de Allende region, the idea was to develop luxury residences that honored this unique gem.

The pristine baroque Spanish architecture, along with its thriving culture, led UNESCO to catalog the tiny magical city in Central Mexico as a World Heritage Site – the perfect place to develop a boutique luxury residence like no other.

Tucked away behind Alcocer Mountains, SAHAI Residences blends harmoniously with the surrounding natural beauty. The group places great importance on taking the sustainable and ecological approach to landscaping the development, especially amid the pristine environment.

SAHAI Residences' contemporary Mexican architecture adds a special touch to the overall luxury and comfort of the experience. Top-tier amenities are available for its limited guests, including a spa, restaurant, fitness center, roof garden for private events, and a daily shuttle to and from San Miguel de Allende's Historic Center.

Clients receive a remarkable 5-star hotel experience with the privilege of being in their own high-end home.



HALLANDALE OASIS

www.hallandaleoasis.com

FLORIDA, USA

Situated just off Hallandale Beach Boulevard in South Florida, Oasis Hallandale is a uniquely luxurious modern village of sorts, a first-of-its-kind mixed-use development for the oceanside city.

Designed by the legendary architect, Bernardo Fort-Brescia of Arquitectonica - international architecture, landscape architecture, interior design, and urban design firm headquartered in Miami – Oasis Hallandale is literally changing the cityscape.

Combining residential towers and commercial spaces, Oasis Hallandale covers an entire block. It has two 25-story East and West towers with 250 residences in each tower and 95,000 square feet of frontage commercial space that include restaurants, shops, and creative office spaces.

Shrouded among stunning greenery, this towering development boasts a collection of water features that include a 6-level waterfall and numerous fountains. The gleaming glass design adorns the residential areas, bringing a glistening chicness to the boulevard that you simply cannot miss. Every lobby of the development is lined with Italian-style coffee tables and seating areas that make for a cozy mingling.

Oasis Hallandale offers an endless list of high-end amenities from beauty rooms to yoga decks, tranquil outdoor spaces, an exclusive dog park, and swimming pools. From penthouses to family apartments, Oasis Hallandale is a unique offering where living, work, and play come together in luxurious convenience.



HAMMOND INTERNATIONAL PROPERTIES

www.hammondinternationalproperties.com

CANADA

Headquartered in Toronto, Hammond International Properties is a real estate organization with remarkable global reach. Responsible for some of the most prestigious property transactions that take place in Toronto, the organization has a reputation for having the "best black book in the business."

Since 1993, President & CEO, Jerry Hammond has established himself as a premium property expert, a sales agent with the Midas Touch. The recipient of multiple noteworthy awards from global real estate giants RE/MAX, he has also earned himself the coveted Lifetime Achievement Award and distinguished himself as "Top 100 in Canada" out of roughly 18 000 real estate professionals.

Hammond International Properties brings sophistication, elegance, and refinement to the world of real estate, offering discreet, world-class experiences through their signature "white glove service." Clients are treated to top-tier tailored marketing services that showcase premium properties in the most desirable light.

Among the organization's high-net-worth clientele are professional sports figures, celebrities and business leaders, earning it a solid standing as "a Real Estate firm to the stars."

From luxury city-center condominiums to majestic country manors, their portfolio is an exceptionally well-curated selection of the most exclusive listings located across the most coveted addresses in the world.



HARRODS
ESTATES

HARRODS ESTATES

www.harrodsestates.com

UK

Harrods Estates is a specialist estate agency with a niche portfolio of properties in London's most exclusive areas including Knightsbridge, Mayfair, Kensington, and Chelsea.

As part of the global giant, Harrods Group, Harrods Estates began in 1897 and boasts "125 years of luxury London property". Showing gradual growth over the years, it is precisely this expansion that has enabled the long-established agency access to the prime and prestigious postcodes of London.

The Group has a solid reputation for exceeding expectations, delivering on everything from large apartments in luxurious buildings to historic townhouses overlooking gorgeous green garden squares. Historic high-end developments include the iconic One Hyde Park in the heart of Kensington, and The Corniche with views overlooking the River Thames, and London's skyline, among many others.

Internationally, the Group is involved with Soneva Villa Ownership in the Maldives, offering a limited selection of prime beachfront private residences, as well as with Nakheel Dubai, offering the finest selection of Dubai's top-tier waterfront properties. Uniquely, Harrods Estates has also been involved in the sale and acquisition of stall seats at the world-renowned Royal Albert Hall.

For over a century, Harrods Estates has offered an unparalleled selection of the finest luxury listings to appease an international array of high-net-worth clients.



RECOGNIZING REAL ESTATE ROYALTY: HAMMOND INTERNATIONAL PROPERTIES



Positioned at the pinnacle of their industry, Hammond International Properties, a boutique luxury real estate brokerage in Toronto, Canada, is officially recognized in the Top 100 Real Estate Brokers & Developers of the World 2022 winners list of the highly-esteemed Luxury Lifestyle Awards.

This global recognition honours an elite group of companies representing the paragon in their specialized industry. Based on a meticulous review and incredibly thorough assessments, the TOP 100 recognizes companies whose excellence exceeds the rest. It's a challenging feat, especially for those whose primary mission is achieved with insatiable drive and a visionary goal to position their company at the forefront of real estate.

About Hammond International Properties

The Toronto-based brokerage has boundless international reach and a roster of exclusive properties worldwide. Since 1993, President & CEO, Jerry Hammond's success as a premier sales agent has attracted a network of loyal HNW and UHNW clientele to his engaging, professional and innovative business acumen. His customer-focused brokerage boasts a highly-regarded reputation for its white glove service excellence and its suite of polished and professional residential marketing initiatives.

Influence and prestige are at the helm of the Hammond operation. The company's unique, results-driven processes and strategies are handled with excellence in care, understanding of client needs, communication, personalization and prioritization.

"Our core values are to offer a unique level of client service excellence, to maintain strong client relationships and to provide clients with successful luxurious experiences," says Jerry Hammond.

Hammond Clients & White Glove Service

Sophistication, elegance, and refinement inspire the world-class client experiences offered by Hammond International Properties. Each client is empowered and motivated to embark on an exclusive and informative real estate journey with accomplished agents, while being treated to a prime seat at the negotiating table.

Company: Hammond International Properties
 Website: www.hammondinternationalproperties.com
 Address: 4800 DUFFERIN ST UNIT 200 TORONTO, Ontario M3H5S9



The brokerage's HNW and UHNW clientele include professional sports figures, celebrities, local and international notables and high-profile business leaders. The Hammond team of luxury real estate leaders have a deep cultural understanding of the affluent in local, national and international markets and the luxury property landscape. They provide a high level of confidentiality, compassion and care to each, earning them a solid reputation as "a real estate firm to the stars."

The Hammond International Properties Team

The Hammond team is a tightly-knit group of diverse, highly-qualified individuals whose "sense of pride, passion, and wisdom" reinforces their daily mission to produce quality results. With an elite level of confidence, rapport, and style, the Hammond team has a commanding and meticulous work ethic based on attention to all the big and small details in a client's journey. Procuring the most luxurious and attractive properties on the market today, the client journey with Hammond is essentially a first-class flight around the world, punctuated with stops at some of the world's most coveted addresses.

The Success of Hammond International Properties

The brokerage has undertaken some of the most prestigious property transactions locally and internationally by utilizing arguably the "best black book in the business." Hammond's wow factor? Capturing the heart and essence of each home as a unique and desirable investment, underscored by a tailored, one-of-a-kind marketing experience.

Even amid the unpredictability of the real estate market in 2020, Hammond continued to attract the confidence of sellers and buyers. The company's residential sales topped \$100 million, showcasing its ability to evolve and thrive in a volatile market.

Awards & Accolades

Hammond is a leading member of Colibri Real Estate's Institute for Home Marketing and a recipient of numerous awards including "Best Luxury Real Estate Brokerage Award 2021" and the "Top 100 Real Estate Brokers & Developers of the World 2022," presented by Luxury Lifestyle Awards.



HEATH WILLIAMS - PLACE REAL ESTATE

www.heathwilliams.com.au

A U S T R A L I A

Heath Williams is a real estate agent specializing in Brisbane's premium property market. He is also a Lead Agent at the reputable Place New Farm, where he has cornered the market in architectural, luxury, and lifestyle property.

His entry into architecture came by way of interior design, marketing, and business, for which he received formal training. It is his understanding of interior architecture that gives him his unique edge, allowing him to communicate the heart of a home in a way that allows his clients to vividly envision prospective sales as their dream home.

Heath has a reputation for achieving record results in Brisbane's high-end market, a master negotiator with multiple sales above the \$10 million mark. With 13 years of experience "selling Brisbane's best", he was recently welcomed by Who's Who in Luxury Real Estate (LRE®) as the newest addition into its esteemed network of top luxury real estate professionals and brokerages from around the world.

Membership eligibility with Who's Who in Luxury Real Estate is reserved for brokers and firms who list and sell within the top 10 percent of their market - only the very best companies and individuals are inducted into the network.



HENDRICH REAL ESTATE

www.hendrichrealestate.com

A U S T R I A

Hendrich Real Estate is a real estate firm based in Vienna that has established itself as a specialist in the premium property market. Founded in 2011, the firm has achieved exponential growth and quickly established itself as a leader in the brokerage of historical and modern high-end properties in Austria and across Europe.

Evelyn Hendrich, founder of Hendrich Real Estate, obtained her Master of Science for Real Estate Valuation and Management at the Vienna University of Technology. This qualification, along with her extensive experience in marketing and media, has allowed her and her handpicked team of experts to grow exponentially.

Able to communicate in German, French, Italian, English, Spanish, and Russian, the multilingual team conveniently caters to a global market. Having grown a powerful network of experts for any specialized topic, the firm prides itself in being able to support its high-net-worth clients in all matters relating to the purchase or sale of upscale property.

In just over a decade, the firm has earned a reputation as an elite powerhouse in luxury real estate, with a portfolio that boasts a capacious range of exclusive villas, lake- and seaside properties, penthouses, luxury city residences, mansions, castles, and palaces in the most sought-after areas of Austria, Italy, France, Spain, and Switzerland.



HENGYI

www.hengyi.com.au

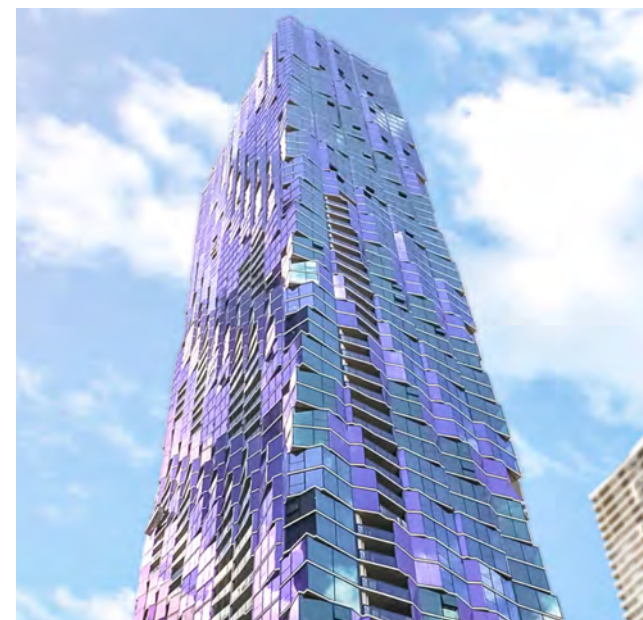
A U S T R A L I A

Headquartered in Melbourne, Hengyi Pacific is a property developer specialising in high-end residential and commercial real estate projects, an Australian owned and operated company with a global mindset.

Founded over a decade ago, Hengyi Pacific has earned a reputation for delivering excellence, with local and international experience that has allowed them to grow their presence across the Australian and New Zealand markets.

The company keeps an open-minded approach, always alert and ready to adopt innovative practices that allow for smarter, more conscious project delivery, allowing them to operate on the forefront of both residential and commercial design. Inspired by art, culture and new technology, the team is small and agile, with a consistent record for expertly executing luxury large-scale projects.

Hengyi's The Pacifica, for instance, is a stunning large-scale structure that has set the record for "New Zealand's tallest residential tower" that was completed in 2020, and won two awards – "Best Residential High Rise Development" and "Best Apartment/Condominium in New Zealand" – at the 2021 International Property Awards. Additionally, the top two floors of the building housed a penthouse that sold for NZ\$40 million, making it the most expensive apartment ever sold in New Zealand.



HKR INTERNATIONAL

www.hkri.com

H O N G K O N G

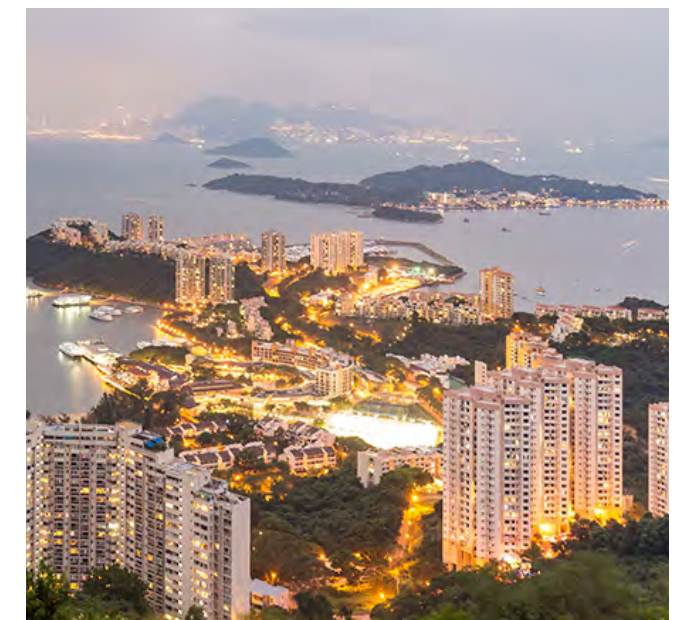
Located in Hong Kong, China, HKR International is a multi-international-award-winning conglomerate with a diversified portfolio that covers real estate development and investment, property management, luxury hotels and numerous other investments in Hong Kong, Mainland China, and across Asia.

Built from the ground up and founded by the late Dr CHA Chi-Ming in 1977, the Group boasts over 3,000 high-calibre employees in Asia. Priding itself on its pioneering concept of providing resort living in iconic residences, the Group brings luxury residence into the hospitality business.

Having made its first foray into hospitality in 1988 and opened its first luxury resort hotel – The Sukhothai Bangkok – in 1991, the Group has shown remarkable growth. Today, The Sukhothai Hotels & Resort has several high-end hotel projects currently undergoing development in Mainland China, Japan, and Southeast Asia.

By 2002, HKR International launched their mega-development, The Exchange, a commercial project comprising two high-end office towers, a retail mall and a hotel, in Tianjin, China. By 2019, the Group had established Auberge Hospitality, a collection of hotels, clubs, and leisure properties including the iconic Discovery Bay Golf Club, Lantau Yacht Club, and Auberge Discovery Bay Hong Kong.

Today they celebrate their 45th anniversary – 45 years of luxury lifestyle offerings nonpareil.



HUTTONS ASIA PTE LTD

www.huttonsgroup.com

SINGAPORE

Established in 2002, Huttons is a leading real estate agency in Singapore. Under the leadership of CEO, Mark Yip, the company has grown into a real estate powerhouse, with an in-depth understanding of Singapore's property market that allows them to serve clients professionally and exceed expectations.

The company celebrated its 20th anniversary in 2022, two decades of noteworthy service and exponential growth. Associated with Savills, one of the largest property advisory and real estate companies globally, Huttons is the fastest-growing agency for the second consecutive year, proudly boasting 4,870 associates as at 3 Jan 2023.

Its powerful network allows the company to market hundreds of local and international projects across eight countries. In addition to its impressive footprint in Singapore, this includes Australia, the UK, and across Southeast Asia.

From rentals, commercial and retail premises to private sales, new-builds, and more, the company has spent two decades mastering the luxury real estate market and servicing high-net-worth clients.

Additionally, Huttons remains at the forefront of the real estate market because of its investment in the use of technology to aid the business. It has even developed its own apps, such as Analyzer and Link Up to enhance salespersons' productivity and serve clients efficiently. The company further empowers salespersons with the latest market trends, legal, digital marketing and comprehensive training support.

In addition, the company believes in giving back to the community. Huttons pledged to raise up to \$150,000 towards the Garden City Fund's Plant-A-Tree programme in support of the OneMillionTrees movement under NParks. For engagement, Huttons recently launched the Sustainability Challenge to advocate the culture of sustainability and involve the youths in supporting the Singapore Green Plan.



IMOBILIARE HERASTRAU

www.imobiliare-herastrau.ro

ROMANIA

Imobiliare Herastrau is a real estate firm that specializes in the brokerage of Bucharest's premium property. The team comprises some of the most creative, knowledgeable, and talented real estate experts in Bucharest, able to offer clients resourceful, technological solutions to meet and exceed their realty needs.

Considered one of Romania's leading real estate firms, the team is dedicated to delivering a handpicked selection of the most desirable properties in North Bucharest.

With a deep knowledge of Romania's capital city, and a vast network, the team thrives on finding dream homes for its discerning clientele.

Imobiliare Herastrau's website acts as an online directory where clients can access their exclusive listings from anywhere in the world. Detailed descriptions of the region's most sought-after listings are hosted on their website that they update regularly, providing clients with all the information they need to make informed real estate decisions.

As members of the exclusive Leading Real Estate Companies of the World® (LeadingRE), the firm also gives clients access to approximately 350 000 luxury listings represented by 550 brokerages across 70 countries – global reach at its professional best.

From prime penthouses in the city center to majestic suburban mansions, Imobiliare Herastrau's is a virtually endless portfolio of Bucharest's best luxury living options.



ISLAND BLUE CYPRUS

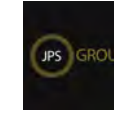
www.islandbluecyprus.com

CYPRUS

Island Blue Cyprus is a property development company based in Paphos, Cyprus. They specialise in premium properties for sale in Paphos and Limassol. The company's brand slogan, "We do art," reflects their commitment to delivering high-quality, exceptional architecture, design, innovation, and craftsmanship in every project.

Island Blue Cyprus believes that every project is an expression of art and an opportunity to infuse the natural beauty and culture of Cyprus, offering clients the ultimate luxurious European island lifestyle. The company believes that beauty and comfort are not a luxury but rather a necessity.

The company has received multiple awards and is consistently at the forefront of Cyprus's premium property market. Their portfolio includes a carefully curated collection of high-end real estate in the most sought-after locations. They offer a wide variety of exclusive options, including chic resorts, upmarket apartments, trendy villas, and stylish homes that bring a modernness to luxury Mediterranean living. Clients can choose from a range of properties, whether they are looking for a permanent residence, holiday home, or high-return property investment.



JPS - GROUP

www.jpsgroup.pt

PORTUGAL

Headquartered in Lisbon, Portugal, JPS GROUP is one of the largest real estate developers in Portugal whose mission it is to create new luxury housing solutions. Since it was founded, JPS GROUP has developed more than 2000 properties, accumulating upwards of 600 million euros.

The Group prides itself on being more than a real estate developer, a unique brand that consistently delivers unique projects. Mainly operating in the residential market, the JPS GROUP is known for expertly delivering large-scale projects. Noteworthy projects include the SkyCity and Dream Living developments in the Carnaxide area, the Green Valley in Oeiras, and the Terraços de São Francisco in Alcochete among many others.

The Group has received numerous awards for its outstanding developments. SkyCity, for instance – comprising 47 detached houses, 50 townhouses, 16 semi-detached houses, 250 apartments, and 24 commercial spaces – is a multi-award-winning development offering multiple luxury living solutions that incorporate Lisbon's beautiful natural landscape into its design.

Because of the magnitude of its projects and undertakings, JPS GROUP is responsible for the construction of its undertakings, operating through its construction company, Amazing Falcon, distinguishing itself as a unique real estate group that does it all.



LEADING THE WAY IN LUXURY REAL ESTATE



Island Blue Cyprus is a property development company based in Paphos, Cyprus. They specialize in upmarket luxury properties for sale in Paphos and recently expanded their portfolio to include luxury apartments and villas for sale in Limassol. Their mission is to provide investors with the best property investment opportunities in Cyprus, helping them to achieve the ultimate European island lifestyle.

The team of experts at Island Blue Cyprus pride themselves on their depth of knowledge and consistency in delivering robust pricing and great value for money for purchasers. They offer tailor-made real estate investment opportunities for clients looking for permanent residence, investments, holiday or retirement homes. They also provide relevant local support during the purchase process and help with ever-changing legislation and regulations, ensuring a stress-free experience for every client.

Island Blue Cyprus is committed to pushing the boundaries of luxury real estate, leading the way as an innovator, constantly thinking of ways to design, develop and improve quality to create unique contemporary concepts that impact how the industry thinks. They live by the brand slogan "We Do Art" and believe in fusing Cyprus's organic beauty and culture into the architecture and design of every property, creating artistically inspired, unique lifestyle concepts.

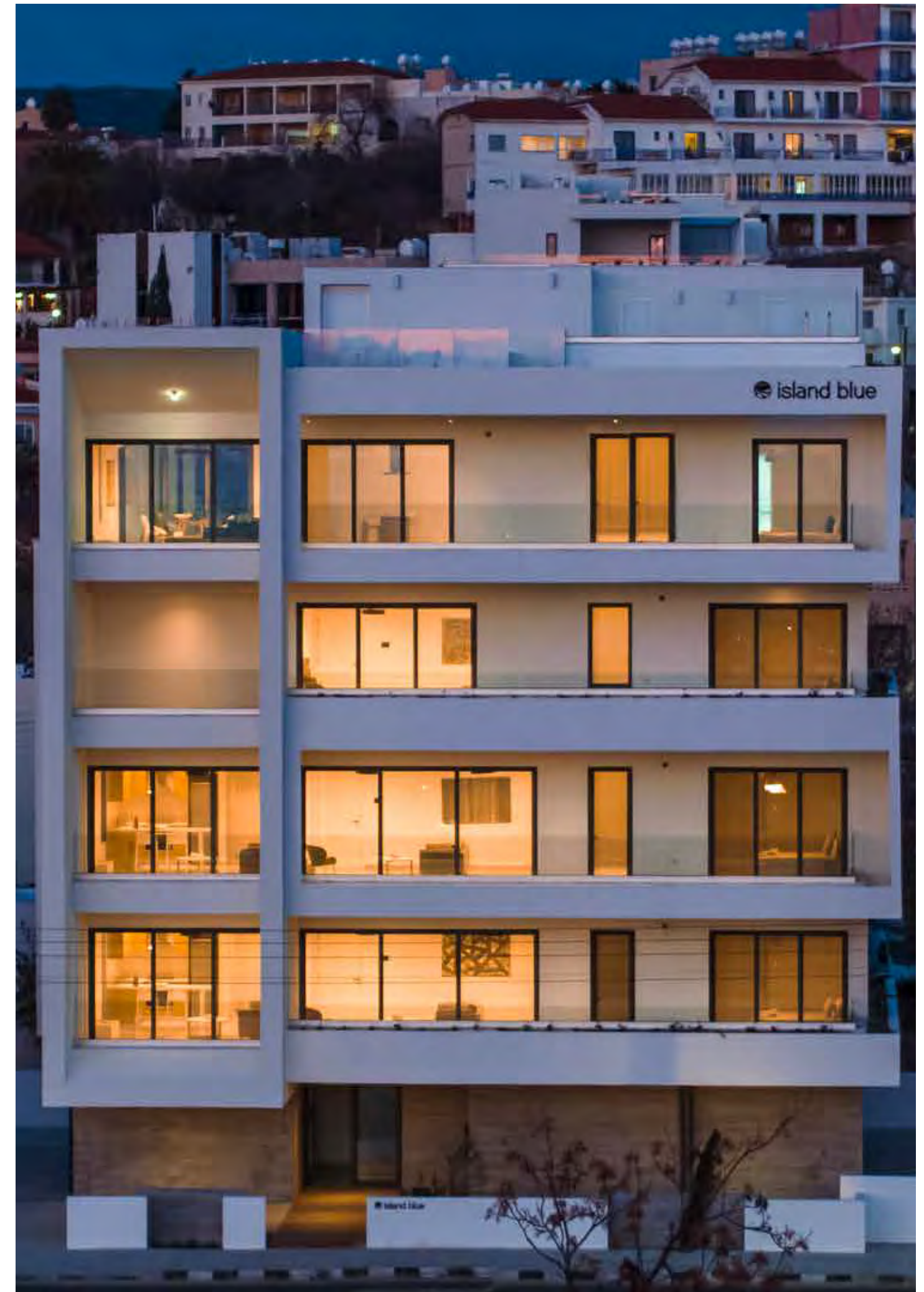
The company has a proud history of over 40 years of experience and growth and remains committed to its core values of providing quality, integrity, and a fresh approach to real estate on the island. The Luxury Lifestyle Awards have recognized them as a TOP 100 Real Estate Brokers & Developers of the World 2022.

For more information on Island Blue Cyprus's real estate offerings, visit their website at www.islandbluecyprus.com

Company: Island Blue Cyprus

Website: www.islandbluecyprus.com

Address: Gladstonos 24, Poullet Court, Office No. 3, 8046, Paphos, Cyprus





Island Blue is a property development company situated in Paphos Cyprus with a focus on luxurious upmarket developments. Our aim is to pave the way for investors to benefit from the best property investment opportunities, as well as, to indulge in the ultimate Mediterranean lifestyle.

Our core fundamental values are to provide quality, integrity and a fresh, modern innovative approach to real estate in Cyprus combined with a team of skilled professionals that have the knowledge, experience and integrity to assist our clients with all their property needs, whether buying a home, or investing for their future.

Our Mission is to provide exclusive, sophisticated and luxurious property developments situated in the finest locations in Paphos and Limassol, Cyprus.

At Island Blue, we believe in constantly challenging ourselves to push the boundaries of luxury real estate, creating unique contemporary and innovative concepts that have an impact on the way the industry thinks. We pride ourselves as an innovator; always thinking ahead of ways to design, develop and improve quality in order to create unique innovative lifestyle concepts for our discerning clientele.



...we do art



HUTTONS ASIA PTE LTD: THE REAL ESTATE AGENCY OF CHOICE IN SINGAPORE



With over 20 years of experience in the industry, Huttons Asia Pte Ltd leads the way in the local real estate market with its comprehensive spectrum of services. The diverse pool of versatile professionals collaborates closely to provide a holistic range of these services to their clients and partners. That is why the experts at Luxury Lifestyle Awards have awarded the company a prestigious place in the TOP 100 Real Estate Brokers & Developers of the World 2022.

Established in November 2002, Huttons strives to provide the highest service standards with its in depth knowledge across different market segments in the real estate industry. Through its extensive real estate brokerage and consultancy knowledge, it serves the needs of all homeowners, from first time and repeat buyers to investors, tenants, and landlords. The company has developed an impressive network that gives its clients a wide range of investment options. Professional agents pride themselves on using their unique insights and latest technology to create customised solutions that suit every purse and buyer profile. Huttons is also constantly committed to ensuring that every client achieves an impressive return on investment (ROI) long term.

To achieve such heights within such a competitive industry, nurturing the team of professional and knowledgeable consultants is crucial. With its industry leading training program, Huttons is dedicated to producing some of the highest earning performers and leaders in the business. The training system and marketing capabilities of the talented team of professionals are comprehensive across the Auction, GCBs, Landed, HDB, residential new launch, commercial, industrial, and shophouse sectors. The multi talented consultants focus on helping their clients and partners build their wealth through real estate. They are authentic and relevant, making Huttons the agency of choice for Singapore's homebuyers, investors, and real estate developers.

The company is expanding rapidly with plans to extend its reach abroad. Its marketing portfolio includes properties in the UK, Australia, and Southeast Asia, focusing on high capital

Company: Huttons Asia Pte Ltd
Website: www.huttonsgroup.com
Address: 3 Bishan Place #05-01, CPF Bishan Building, 579838



From left to right: Mr Loke Tuck Choy, Mr Mark Yip, Ms Peggy Ngiam, Ms Indrancee Rajah (Minister in the Prime Minister's Office, Second Minister for Finance and National Development), Mr Chris Marriott



From left to right: Mr Ngiam Juyong, Ms Peggy Ngiam, Mr Mark Yip, Mr Chan Chun Sing (Minister for Education), Mr Chris Marriott, Mr Loke Tuck Choy & Mr Jerome Loh

growth markets that provide investors with high margins for returns. In association with Savills, the company offers access to over 4,870 professionals plus hundreds of local and international projects in eight countries.

"We pride ourselves on being the winner of numerous awards for our innovative technologies and industry first initiatives over the years. For corporate social responsibility, Huttons raised almost \$120,000 for Children's Cancer Foundation in December 2021 and have been conducting monthly activities to go the extra mile for the society. We also recently committed to raise up to \$150,000 towards the Garden City Fund's Plant A Tree programme in support of the OneMillionTrees

movement under NParks," said Mr Mark Yip, Chief Executive Officer of Huttons.

A highly successful and forward thinking real estate company with big expansion plans, its many impressive achievements illustrate the skills, knowledge, and tailor made service it offers to all its clients which justifies this prestigious listing in the TOP 100 Real Estate Brokers and Developers of the World 2022.

Find out more about the impressive range of real estate services offered by Huttons Asia Pte Ltd by visiting their website at huttonsgroup.com.



KAMALA BEACH RESORT AND HOTEL MANAGEMENT CO LTD

www.montazure.com

THAILAND

Kamala Beach and Hotel Management Co. Ltd. is a joint venture between three of the most prestigious property and hotel investment groups in Asia - Narai Group (Thailand), Arch Capital (Hong Kong) and Philean Capital (Singapore), part of Pontiac Land Group. They have teamed up to develop what will be "Asia's most exceptional residential resort development: MontAzure.

Located in the heart of Phuket's highly sought-after sunset coast on Kamala Beach, MontAzure occupies the Northern part of Kamala Bay, offering the last large-scale beachfront opportunity on the exclusive west coast. It is a high-end mixed-use residential resort development that stretches over 180 acres of mountain to oceanside land, the perfect location for making the most of Phuket's luxury resort lifestyle in what is called "Millionaire's Mile".

A well-enclosed bay and fishing village surrounded by forested hills, MontAzure is located in one of the most beautiful places in Phuket.

This award-winning residential resort development offers buyers an exclusive selection of beachfront condominiums, luxury hotels, premium villas, a luxury retirement community, a wide array of retail offerings, and a selection of internationally-branded beach clubs. MontAzure presents a unique opportunity for visitors as well as residents, with multiple tiers of high-quality investment opportunities.



KOH BROTHERS DEVELOPMENT

www.kbd.com.sg

SINGAPORE

Established in 1993 and based in Singapore, Koh Brothers Development Pte Ltd is a real estate firm that creates quality property developments with specialised themes at choice locations.

In just under three decades, it has grown to become a Singapore-listed company with a little over 40 subsidiaries, joint venture companies and associated companies in Singapore, China, Indonesia, Malaysia, and South Korea.

Among multiple accolades won is the coveted Singapore Prestige Brand Award that Koh Brothers won in 2013, under the Heritage Brands category, an acknowledgement of the group's innovation in property development and construction.

At the start of every project, Koh Brothers makes it a point to factor in the environmental impact of a building. From using environmentally efficient materials to green designs, efforts are made to reduce emissions and climate impact through the use of renewable energy and recycled materials wherever it is possible.

The group's niche lies in developing themed properties that are novel, luxurious and promote a modern lifestyle. Projects include the group's 175-unit Lincoln Suites off Newton Road, Singapore's very first bike-themed Executive Condominium, Westwood Avenue, and the 486-unit Parc Olympia at Flora Drive, a sports-themed residential estate inspired by the greatest sporting event in the world.



KORANTINA HOMES

www.korantinahomes.com

CYPRUS

Located in Cyprus, Korantina Homes is a prestigious land and real estate developer specializing in the design and creation of luxury residential properties and world-class resorts.

The company was established in 1990 and has become a strong regional presence in the premium property market. Having built up its local knowledge over the last three decades, Korantina Homes has earned a solid reputation in the real estate world, emerging as one of the most dynamic and fastest-growing real estate developers with a myriad of international awards to show for it.

Korantina Homes believes in catering to personal preferences, making a point of offering countless ways to indulge the lifestyles of its high-net-worth clients.

Flagship projects include Cap St Georges Hotel and Resort – a multi-award-winning ocean-facing resort that comprises 200 luxury villas, a 5-star hotel, and an exclusive clubhouse, and is considered the largest and most exclusive seafront resort in Cyprus – the significantly smaller but equally luxurious Coral Residences, and SOHO Resort, a unique double tower residential resort.

The company is particular about selecting prime seafront locations, consistently delivering five-star service and high-end facilities, and serious about designing breathtaking residences that complement the beautiful Cyprian landscape. In constantly raising their own standards, Korantina Homes raises the benchmark for luxury real estate excellence in Cyprus.



KORE REAL ESTATE LLC

www.koredubai.com

DUBAI, UAE

Headquartered in Dubai, Kore Real Estate LLC is a prestigious real estate developer that specializes in the brokerage of premium property.

Taking pride in providing a full range of real estate services in Dubai and comprehensive property management services, the boutique property brokerage firm offers bespoke solutions that are tailored to the needs of their discerning clients.

Whether a first-time buyer or a veteran property investor, Kore Real Estate's team of experts consistently provide quality consultation that help clients make the best possible decisions and make the most of their investment.

The firm's mission is to make property investment in Dubai completely transparent, easy to understand, and financially viable, with nearly 20 years of experience and a solid reputation for delivering over and above clients' expectations.

Top projects include Arabian Nights, III, a premier neighborhood that is home to Arabian Ranches Golf Club and 15 full-size tennis courts, as well as multiple high-end amenities, offering the gold standard in integrated living, perfect for raising a family.

Additionally, Kore Real Estate's extensive portfolio also offers premium options that allow for more privacy, for example its Harmony project, luxurious 5-bedroom mansions within an exclusive gated enclave in Tilal Al Ghaf, away from the city, with landscaped open spaces, nature corridors, and lush parks.



KORANTINA HOMES

A PRESTIGIOUS REAL ESTATE DEVELOPER, SPECIALIZING IN LUXURY RESIDENTIAL DEVELOPMENTS AND WORLD-CLASS RESORTS.



Established in 1990, Korantina Homes has become Cyprus' prestigious land and real estate developer that focuses on designing and creating luxury residential real estate and world-class resorts.

With an expanding portfolio, Korantina Homes has nurtured an award-winning international reputation and established an enviable clientele with long-standing relationships reflecting its attentive and professional care and commitment to unique projects.

The company has completed various high-quality construction projects in Cyprus, with further prime developments currently under construction and planning. Drawing inspiration from all around the world, each design is bespoke to the individual requirements of the clients, integrating aesthetics with function, and contributes to the growth of Cyprus Property whilst providing good shareholder value.

Quality, attention to detail, comfort, and innovation are the company's guiding principles when designing and crafting luxury projects that outclass the competition. Exquisite locations are Korantina Homes' prime concern.

INSPIRED BY CYPRUS' GEOGRAPHICAL ADVANTAGE AND NATURAL BEAUTY, THE COMPANY CAREFULLY SELECTS AND OFFERS OPULENT RESIDENCIES SITUATED IN LOCATIONS THAT ENCOMPASS THE LUXURY OF WATERFRONT LIVING, AND THE CONVENIENCE OF CITY LIVING WHILST ENSURING ULTIMATE PRIVACY AND SECLUSION.

If you are interested in enjoying the stunning views of the sea, without compromising on easy access to business and city centres, Korantina Homes has curated some of the finest and most lavish waterfront properties for sale in Cyprus.



Opulent Residencies

Inspired by Cyprus' geographical advantage and natural beauty, the company carefully selects and offers opulent residencies situated in locations that encompass the luxury of waterfront living, and the convenience of city living whilst ensuring ultimate privacy and seclusion.

WITH A STRONG REGIONAL PRESENCE AND LOCAL KNOWLEDGE BUILT OVER 30 YEARS, THE COMPANY HAS ESTABLISHED A SOLID REPUTATION IN THE WORLD OF REAL ESTATE DEVELOPMENT, EMERGING AS ONE OF THE MOST DYNAMIC AND FASTEST-GROWING REAL ESTATE DEVELOPERS.



New Industry Standards

Over the past years, the company has garnered a multitude of international awards raising the benchmark of Cyprus Real Estate with flagship projects such as Cap St Georges Hotel & Resort, Coral Residences, and Soho Resort. By carefully selecting prime seafront locations, providing five-star services and facilities, and designing state-of-the-art residences, the company strives to set new industry standards and meet equally high expectations from its clientele worldwide.

Korantina Homes caters to the personal preferences, needs, and requirements of its customers, offering countless ways to indulge in a luxurious and diverse lifestyle for the whole family. Using the finest materials and the most efficient procedures with in-house engineers, architects, interior designers, and technical support, we pride ourselves on taking care of each step of the entire process of construction, completion, and delivery, with efficiency and reliability.

Experienced & Passionate

Korantina Homes has been successful in providing clients with innovative solutions through dedicated teamwork and establishing strong and lasting relationships based on trust, commitment, and confidentiality. Our exceptional sales team's years of personal experience and detail-oriented mindset enable them to address our clients' needs and multi-faceted problems with exceptional service. Everything they do is based on professionalism, integrity, transparency, and knowledge of the local market.

Korantina Homes' local market experience makes them a valuable partner when it comes to making a sound investment with guaranteed profit. Our team is available to provide accurate information and valuable advice on all matters concerning your investment in Cyprus Real Estate, and the property market due to its extensive network in the business community.

Our Services

As your trusted partner, we are dedicated to providing the highest level of service and value for our investors, owners, and residents.

Investing in the future

Real estate is about building communities. Korantina Homes takes its leadership role in the industry to heart, as it recognizes the unique social responsibilities that come along with its position and invests in the future of the communities of Paphos.

This includes giving back to the community and donating generously, especially to the youth of Paphos, actively supporting various local organizations to favour the development of the local economy, and constantly using resources and connections to create opportunities for these groups and make a real difference to all. Korantina Homes is also a proud sponsor of the Pafos FC Soccer Team and Academy, as well as the Pafos FC Volleyball Team and Academy. With these sponsorships, we prove our firm commitment to the community and our core value of constantly invest in the future of our city.

High Quality Services

As your trusted partner, we are dedicated to providing the highest level of service and value for our investors, owners, and residents. With a dynamic presence, experience, and confidentiality, our team is always available to help every step of the way, from conception to completion and beyond.



THROUGHOUT OUR ENTIRE PORTFOLIO - FROM AWARD WINNING RESORTS SUCH AS OUR FLAGSHIP CAP ST GEORGES HOTEL & RESORT, CORAL RESIDENCES, AND SOHO RESORT, TO OUR SMALLER RESIDENTIAL PROJECTS - ALL OUR CLIENTS EXPERIENCE THE SAME LEVEL OF PERSONAL ATTENTION AND HIGH-QUALITY SERVICES.

Property Development

With each new development, we set new industry benchmarks. Korantina Homes, an established developer of multi-award-winning residential, commercial, resort, and mixed-use developments throughout Cyprus excels at delivering exceptional quality developments on time and within budget.

Backed by an experienced team of leading professionals, we offer development services tailored to each project's location, type, scale, and scope. From the bespoke design to materials and the elegant finishing touches, superior quality is at the forefront of everything we do.

What truly distinguishes us is our primary focus on selecting only the best and most prestigious locations.

Property Maintenance

Whether you are a real estate investor with multiple rental properties in your portfolio or an individual buyer, we understand how expensive and time-consuming property maintenance can be.

As a Korantina Homes client, you can expect not only effective, high-quality, and reliable property maintenance services at an accessible price, but the added advantage of a company that is committed to delivering superior, tailor-made service.

Our experienced and professional team will facilitate a full spectrum of property and building maintenance services, from once-off maintenance repairs to scheduled maintenance work, exceeding your expectations and freeing you to focus on your business.

Rental Services

Partner with Korantina Homes to achieve your long-term residential property investing goals, whether you are a real estate investor or a first-time homebuyer interested in houses for sale in Cyprus.

The company offers a comprehensive rental service to all clients that have invested in one of our developments and are interested in renting their property to a third party.

The service guarantees a safe and hassle-free income, accompanied by friendly, prompt and professional assistance in all matters related to your new property.

CELEBRATING CYPRUS WITH KORANTINA HOMES

A PRESTIGIOUS REAL ESTATE DEVELOPER, SPECIALIZING
IN LUXURY RESIDENTIAL DEVELOPMENTS AND
WORLD-CLASS RESORTS.



The famous poet Leonidas Malenis once described Cyprus as “a golden-green leaf thrown into the sea”, as a celebration of the stunning contrasts to be found in this Mediterranean oasis. Pearlescent sandy beaches and crystalline waters are set against a volcanic, mountainous landscape. Perhaps fitting as it lies at a crossroads between two continents, and has seen travelers from all over the world come and go over its rich history to experience firsthand the home of delectable desserts, sweet wines, and halloumi cheese. There is however another drawing card for one of the world’s most historically rich islands, its property market. Over the last few years, Cyprus has become one of the most attractive destinations in Europe for both living and doing business, and one name is ever-present in the international property community, Korantina Homes.

The Luxury Lifestyle Awards winner in the category of TOP 100 Real Estate Brokers & Developers 2022 has been a household name in Cyprus for over 30 years. Founded in 1990, this property development company has a portfolio that is both expansive and complex. The list of properties that Korantina Homes has completed is longer than the ingredients list at the 5-star restaurants this island holds, but what is most impressive is the versatility that this team of developers presents. From its SOHO Resort, with two towers of 15 and 16 floors of Luxury accommodations, to the intimate Seafront Villa at the otherworldly Sea Caves in Peyia. The bar is set at 30,000ft for Korantina Homes and there is no evidence of this lowering, as the Cap St Georges Hotel & Resort, one of the largest residential seafront resorts in the Mediterranean has just received a multitude of international awards.

The picturesque Cypriot landscape is celebrated by carefully selecting prime seafront locations, and the accommodations that are placed on this island paradise are designed in such a way as to provide their residents with state-of-the-art property, but allow nature to remain the hero. Setting new industry standards along the way.

The Cypriot people are famous for their celebratory culture and welcoming nature, which is no surprise in a country with such a high quality of life.

Company: KORANTINA HOMES

Website: www.korantinahomes.com

Address: 8560 Pegeia, Paphos, Cyprus



Voted the 5th best relocation destination in the world, for its excellent standard of education and high tax efficiency, Cyprus has become a prime residency to possess, meaning people from all over the world walk its shorelines. Aware of the benefits of growing international commerce opportunities, the Cyprus government has introduced various residency opportunities through investment, which makes the Korantina Homes model all the more appealing to the investor. Cheap flight options as a result of the prime positioning of the island mean more people can visit these gorgeous shores, and tourism is a rapidly growing industry in Cyprus. The local market experience that Korantina Homes has gained in its decades of business makes them a highly knowledgeable and perfectly positioned partner when it comes to making a sound investment with guaranteed profit.

Tapping into the Cyprus property market could not be easier with the massive portfolio of property styles that Korantina Homes has on display, with the Coral Residence being just one example.

Located at the heart of the prestigious Paphos coastline, the Coral Residence highlights the astonishingly contrasting regions of the island. On one side a private beach reserved exclusively for its residents, and on the other, a mountainous region fit for hikes and trail runs for the adventurous at heart. The Coral resort features 12 villas and 20 apartments in an intimate and secluded environment, to ensure privacy and unmatched luxury for its residents.

Korantina Homes is a property development company that has built its ethos around the charisma and kind nature of the local Cypriot people, and it has strengthened its hold on a tough market by ensuring that each build is completed to the highest possible standard and in a manner which is both ethical and unobtrusive to the majesty of the island it inhabits. A groundbreaking property development model designed to celebrate Cyprus, the way the locals do.

To learn more about Korantina Homes visit
<https://www.korantinahomes.com/>



KOREA SOTHEBY'S INTERNATIONAL REALTY

www.sothebysrealty.com

SOUTH KOREA

Established in 1976, Sotheby's International Realty is a global brand synonymous with premier luxury residential brokerage. Sotheby's International Realty has experts all around the world, enabling a local understanding and knowledge of each market. Its reputation for delivering unrivalled service is maintained through its powerful network and innovative technology, connecting homes with buyers both locally and worldwide.

Its international network spans 74 countries and regions, making theirs a truly global network of exceptional agents and exclusive properties.

Located in Seoul, Korea Sotheby's International Realty provides access to luxury real estate, exclusive developments, and prestigious projects for sale worldwide, an astonishing portfolio to say the least.

Korea Sotheby's International Realty's local listings, while very limited, exude opulence and luxury. Its most prestigious listing, The Heaven resort, is one of Korea's most premium residences, providing five-star world-class concierge services that are available to homeowners 365 days a year, 24 hours a day. Recreational facilities include a golf club, and a horseback riding club through Korea's largest indoor horseback riding field.

Designed by Dae-Yong Bae, one of Korea's leading architects, every unit comes with its own private terrace overlooking stunning views of the ocean – a place of beauty, tranquility, and luxury.



LAKESIDE REAL ESTATE

www.lakesideimmobiliare.com

ITALY

Based out of Italy, Lakeside Real Estate manages services of buying, selling, renting, and letting properties in the picturesque Lake Como.

The real estate agency is an ambassador of the region – so much so that they wish their customers to understand and fall in love with this region before considering purchasing property here. They see all the beauty, respect, connection, and protection the area offers its residents.

Lakeside Real Estate has two offices – one in Argegno and one in Menaggio, both on the island's West Coast. The offices are managed by a small, young team with a passion for the lake.

Lakeside Real Estate has been recently featured as a winner of the European Property Awards and now forms part of the prestigious Luxury Lifestyle Awards Top 100 Real Estate Brokers and Developers.

The globally connected real estate agent claims speedy turnaround of selling and letting services due to their dynamic team who have intricate market knowledge.

In line with their passion for homes, the CSR initiative chosen by Lakeside Real Estate is La Casa di Arianna. This house supports patients from the hematology and Paediatric Oncology wards of S. Matteo Hospital in Pavia.



LIFESTYLE DEVELOPERS

www.lifestyledevelopers.com

SAUDI ARABIA

Lifestyle Developers Saudi Arabia is based in Jeddah and was founded by Sultan Batterjee who wears many hats within the business. With a background in design, construction, and investment, Batterjee believes in investing in human capital and that there is no greater return.

Lifestyle Developers is committed to raising the standards of living for mankind by embracing its four visionary pillars of quality, affordability, sustainable design, and community. The developers wish to accomplish designs that transcend the generations – each project having specific nuances to improve the flow and workability of spaces.

The company has a steady pipeline of projects that aims to increase the homeownership percentage of the Saudi Arabian community. The community long for more than just a mass-produced house and Lifestyle Developers wish to bridge the gap between what is available and what is desired in a manner that is affordable.

Lifestyle has recently collaborated with YOO to create The Vue in Jeddah, which can be described as a vertical village with all the requirements a community could need. Other development projects include Diyar Al Salam Residences, The Hub, and 568 Alzahra Residences.

Some of the accolades for Lifestyle Developers include Arabian Property Awards, Cityscape Awards, and now Luxury Lifestyle Awards.



LIST SOTHEBY'S INTERNATIONAL REALTY

www.listsothebysrealty.in.th

THAILAND

List Sotheby's International Realty is part of a much larger property holding company that strives to be a full-service provider for all property requirements. List Thailand is backed by the expansive knowledge and discernment of Sotheby's Auction House.

Founder, CEO & President, Hisashi Kitami, and Yasushi Yamada, Head of Asia Region are the management team that handles the hundreds of luxury listings.

Services offered are domestic resales, leasing, project sales and marketing management, developer consulting, land zoning, and investment. The Thai realtor offers a number of luxury residential properties to suit a high-end lifestyle - waterfront, golf, island, vacation, and mountain settings.

Part of what makes List Thailand is that they are backed by Sotheby's International Realty. With headquarters in New York and divisions in 81 countries around the world, the group has a track record of success that precedes itself.

Thailand is a popular choice for foreigners who recognize the unprecedented beauty, captivating culture, and friendly nature of Thai society. List Thailand suggests three means of attaining Thai property: purchase a condominium, buy a leasehold property or purchase through the setup of a Thai company. List Thailand can provide guidelines on which option best suits the interested party.





LUKE MORI REAL ESTATE

www.lukemori.com

CANADA

Luke Mori was born in Nelson, British Columbia in Canada and this is where he continues to run his thriving realty business today.

The sought-after realtor markets properties in the areas of Nelson, Balfour, and North Shore, and is able to deliver an accurate rendition of the towns' ins and outs thanks to his personal involvement in the areas.

Mori's core focus is on developing and maintaining relationships with his clientele through practices that reflect honesty, integrity, and a solid work ethic.

Luke Mori Real Estate embraces technology and adds value by creating walk-through tours and drone footage of the listings and making this available online to potential buyers.

Mori is not shy to collaborate with influential agents across larger areas in order to ensure maximum exposure and return on customers' investments, as well as a quick turnaround on sales transactions.

Customers describe their experience with Mori as one that is reassuring, and comforting, and say that he is wise beyond his years.

The properties that Luke Mori Real Estate lists are best described as gracious homes with a stately feeling. His luxury listing portfolio features grand homes that are either nestled in the mountainside or on a beach, and retail for well over one million dollars.



LUXINMO REAL ESTATE

www.luxinmo.com

SPAIN

Luxinmo Real Estate Spain was founded by Arman Yeghiazaryan in 2016 as a byproduct of the already successful Galaxia Development SL Group. Stemming from a construction company, Luxinmo recognizes quality materials that should be used in the construction of luxury residences.

The core strategy amalgamates the business sectors of sales, rentals, new builds, and luxury villas. Luxinmo does not only sell property, they pride themselves in selling a lifestyle. The Luxinmo team is equipped to handle the most demanding set of requirements that can be presented by its customers.

The growth model is built by combining the sound principles of traditional service approaches with distinctive design and ingenious technology.

The website acts as a catalog where page after page showcases modern and luxurious living and is powered by a custom-built CRM and market control software that is constantly developed by Luxinmo.

The real estate agency operates throughout Alicante, Costa Blanca and Ibiza, Balearic Islands. Luxinmo has subsequently opened offices in Jávea, Calpe and in 2021 became international when opening offices in Warsaw, Poland. The Spanish realtor plans on expanding further into other important cities in the country in the near future.



LUXURY 778 REAL ESTATE

www.luxury778.com

SWITZERLAND

Luxury 778 is a Swiss-based luxury real estate brokerage offering off-market properties worth at least 10 million Swiss francs. By setting such a high bar, the company has been able to follow its slogan "Class instead of mass", providing the highest level of service to a limited number of properties. With an impeccable knowledge of Swiss Ski Resorts like Zermatt, Crans-Montana, Verbier, Gstaad, St. Moritz and lake regions like Geneva, Lucerne and Zurich real estate market and perceiving the client's interests as their own, the Luxury 778 team offers practical advice and skillfully negotiates with vendors to ensure the client makes the best possible investment.

For over 10 years, Luxury 778 has been providing top-notch services to a highly distinguished clientele, making dreams of the perfect home a reality for UHNWIs from around the world, providing tremendous expertise and the ability to deliver sound advice regarding the purchase or sale of a property.

Every client of Luxury 778 gets a reliable and trustworthy partner, who will help you achieve your goals with maximum profit and comfort. In an effort to find the best deals for sellers of real estate, the experts at Luxury 778 actively approach buyers, thoroughly vetting each of them and doing everything to avoid unpleasant surprises for any party to the transaction. Buyers have the opportunity to find their dream home in as little time as possible and make an investment that will bring them the best outcome.



MAURITIUS PROPERTY & REAL ESTATE

www.mauritiusproperty.org

MAURITIUS

Since 2012 Mauritius Property & Real Estate has come straight out of the starting blocks in developing Mauritius' best-performing property portal. The real estate firm uses this technology to deliver unparalleled service and leverage quality data.

Each year many retirees, as well as investors, contact Mauritius Property to secure residence on this piece of paradise. The firm offers Property Development Scheme (PDS) in Mauritius, which has become a popular choice for those looking to benefit from a tax break on capital gains as well as inheritance. The real estate firm is driven to maximize investments, be they personal or business.

Whatever type of property type one may wish to purchase in the Isle of Maurice, Mauritius Property can offer these with expertise: Undeveloped land, luxury villas, apartments, office space, commercial space, and industrial premises.

Mauritius Property also manages a broad range of rental types including freestanding homes, apartments, residential complexes, offices, as well as commercial and industrial space.

As Mauritius is a very popular holiday destination, Mauritius Property also offers short-term holiday rentals as part of its services - this ties into its investor's business portfolio.

Mauritius Property has partners in South Africa, Seychelles, and the Maldives. As can be expected, the real estate firm assists its customers in English and French.



LUXURY 778

#1 Swiss Real Estate Company For UHNWI



Luxury 778 is an elite, established luxury real estate agency and brokerage based in Switzerland. The company's outstanding services and premier portfolio of homes earned the company Luxury Lifestyle Awards in 2020 and 2022 for Best Luxury Real Estate Brokerage in Switzerland, and they have now also been selected as one of the TOP 100 Real Estate Brokers & Developers of the World, 2022.

Luxury 778 is a multi-award-winning real estate brokerage that specializes in luxury properties for ultra-high-net-worth individuals, VIPs, celebrities, and top-class clients from around the world.

**KNOWN AS THE NUMBER ONE
SWISS REAL ESTATE COMPANY
FOR UHNWI, LUXURY 778 HAS BEEN
BROKERING LUXURY REAL ESTATE
IN SWISS CITIES, LAKE REGIONS,
AND WORLD-FAMOUS SKI RESORTS
SUCH AS CRANS-MONTANA OR
ZERMATT, SINCE 2012.**

Off Market Sales

Luxury 778 is the proud owner of Switzerland's most selective off-market portfolio, and their team of professionals states that it takes on average only 1-3 visits until your dream home is found.

Company: LUXURY 778

Website: www.luxury778.com

Address: Kantonsstrasse 19, 3930 Visp - Switzerland



Being specialists and experts with extensive experience, the sale of luxury real estate is their core competency, to which they devote themselves wholeheartedly. And they do so in the most exclusive locations in the mountain and lake regions of Switzerland. The distinguished and high-profile clients, from all parts of the world, are similarly exclusive.

Luxury 778, as a high-end brokerage, invites their clientele to discover homes to which only a few people have access; gain access to properties before they are publicly advertised, deal with consultants that have vast experience in the construction and architecture industry, and get support for international transactions through their global network.

Their list of top-tier services includes:

- Relocation Service
- Family Office Services
- Estimations by experts
- Consulting for legal matters
- Advice on tax matters
- Negotiations with sellers
- Access to prestigious entrepreneurial networks
- Access to the most prestigious private schools
- Access to Switzerland's best private clinics

The figures and statistics of Luxury 778 are astounding, and include the following numbers:

- Their global network sold 257 Billion USD sales volume in 2019
- Their average sales portfolio has a value of 1+ Billion USD
- Their current portfolio has a sales value of 4 Billion Swiss Francs
- 4600 realtors from the world's leading agencies work together with them.
- They have 150+ years of combined experience in architecture and real estate
- 100+ buyers were supported by their team
- 70+ countries of the world's leading real estate companies are networked with them
- Their network makes 1.1 million global transactions, annually

ADDITIONAL OFFERINGS THAT LUXURY 778 PROVIDES INCLUDE THE BUYERS CLUB AND THE SELLERS SOCIETY. AS A MEMBER OF THE BUYERS CLUB, CLIENTS GET EXCLUSIVE ACCESS TO SECRET SALES.

Benefits include:

- You get to enjoy the highest level of discretion
- You are supported by specialists and experts
- You invest the least time possible and get the maximum results
- Your wishes will be totally understood and realized
- You get supported in bidding procedures.
- You go on a faster journey to your new home

With the agency's Sellers Society, the benefits are as follows:

- While others wait for the buyers to come to them, Luxury 778 actively and efficiently approaches the buyers
- Achieve excellent selling prices with negotiation experts at your side
- A huge network of solvent buyers ensures that your property will be sold faster
- Feel safe because every potential buyer is checked by a comprehensive qualification process
- Avoid unexpected surprises, with specialists and experts at your side
- Get creative solutions for difficult cases

Become a member of the Luxury 778 Buyers Club with exceptional additional services:

- Perfume creations for your home
- Driving training on race tracks
- Survival training for children in water
- Access to the best medical care
- Relocate art and paintings
- Relocate car collections
- Global trouble shooting
- Family office services
- Training of your butlers and staff.

Luxury 778 also provides comprehensive market reports and Real Estate Guides on their website. Visitors are able to download their Global Housing Price Index, and you will receive regional market reports during a personal meeting in one of their meeting lounges.

Visit the forward-thinking, trend-setting agency's website today at www.luxury778.com





MELISSA WU

www.melissawu.com

CANADA

A resident of Vancouver since 1984, Melissa Wu graduated from UVV in Economics and Asian Studies.

Melissa Wu is a seasoned real estate agent with over 1000 transactions completed since the beginning of her career in real estate in 1996. She began with a varied portfolio including townhouses, condominiums, and pre-sale projects. Since 2003, Wu has refined her focus to freestanding residential property.

Wu now runs a successful personal real estate corporation and is a member of the Greater Vancouver Real Estate Board Top 1%, meaning that she has sold more property than the other 99% of members of this group, and has done so for many years.

Melissa Wu offers aspiring real estate agents the opportunity to grow and be trained in all the necessary selling skills with the Melissa Wu.com Realtor Expansion Group training program.

Melissa Wu's professional real estate team is able to assist customers in English, Cantonese, Mandarin, and other languages in order to establish the best purchase price as quickly as possible.

Melissa Wu holds a number of qualified buyers, developers, and foreigners immigrating for houses in the areas of Vancouver west-side, Vancouver east-side, Richmond, and Burnaby.



MIAMI LUXURY RE LLC

www.miamiluxuryrealestates.com

FLORIDA, USA

Miami Luxury RE LLC was founded in 2014 by luxury real estate specialist Maria Kuzina, who graduated from the renowned Architecture University of Building & Civil Engineering. Maria has vast experience working with developers, investors, and large real estate funds and strong international connections with investors, buyers, and social networks. She works closely with her highly talented team, including Director of Sales Daniel Pansky, who has over 15 years of experience working with high-net-worth clients. As a top-10 real estate broker, he has extensive knowledge of the Domestic and European markets and experience as an investment advisor and in wealth management for many top international clients.

Miami Luxury RE LLC services the South Florida area, including Sunny Isles Beach, Bay Harbour, Miami Beach, Fisher Island, and Venetian Islands. Its website offers one of the region's most extensive selections of luxury real estate, ensuring customers are spoiled for choice when finding the house of their dreams in Florida's finest communities. Miami Luxury RE LLC is the one-stop shop for high-net-worth individuals looking to invest, including celebrities and international sports stars.

Miami Luxury RE LLC specializes in luxury pre-construction real estate and existing luxury real estate in \$2m-\$100m price range. MLRE is an authorized preferred representative of 8 major developers in the Great Miami area.



MIBS GROUP

www.mibsgroup.com

GREECE

Founded by a family-owned firm in 1970, the MIBS Real Estate Developers are now servicing a client base that consists of both local and international clientele. The developers specialize in creating wealth by being both an investor and operator of mixed-use real estate in Athens, Greece.

MIBS strives to satisfy all stakeholders of the concern by developing the best real estate portfolio in Athens. The corporate mission of the company is not only to create buildings but residences to be considered homes, creating spaces that can be used as either a rental or own residence.

The MIBS business model follows 4 easy steps that include, firstly a focus on expertise within the firm; secondly, to remain focussed on the local market despite international concerns; then the group manages their assets with a high level of discipline; and lastly maintain their core values of excellence, integrity and corporate social awareness.

The strong and passionate team members are each experts in their own right and put together pay dedicated attention to every interior and exterior detail of developments. Part of the team is also dedicated to clients who wish to ascertain the Greek Golden Visa.

MIBS has global affiliation with offices in Cyprus, Russia, Ukraine, Hong Kong, Shanghai and Beijing.



MIRAH INVESTMENT & DEVELOPMENT

www.mirahdevelopments.com

INDONESIA

Mirah Investment and Development, Bali, is a leading development firm that offers complete property management services in Indonesia.

There is strong competition among investors and homeowners to acquire the best properties that Bali has to offer and Mirah makes it their mission to ensure quality listings.

Mirah Investment and Development is guided by directors Adrian Savage and Kadek Swastika who guide a diverse team of expatriates and locals who remain open to pioneering thoughts brought to them by customers.

Mirah Offers world-class real estate throughout the Indonesian Archipelago in the form of freestanding vacant land, homes, villas, resorts, restaurants, and nightclubs. Also offer services of tax, investment, architectural, and land development consultation.

Under the residential development portfolio, you will find luxury living such as Kiara Ocean Place, Nila Residences, Secana Beach Town, Cocana Resorts, and La Roca villas to name a few. Mirah has learned over the past 16 years exactly what its customers want in order to encapsulate comfort and luxury. The desired features include pools, outdoor leisure activities, spa facilities, restaurants, gym clubs, and patio living – all in a splendid scene of tropical utopia.

Mirah believes in investing in video marketing as they believe that the medium best captures and portrays the brilliant features of its property portfolio.



MONARCH REAL ESTATE

www.monarchrealestateca.com

CALIFORNIA, USA

CaLee McManus was known for her outstanding performance in realty sales long before she began her own concern in 2016 when she founded Monarch Real Estate. The realty group services areas of Ladera Ranch, Rancho Mission Viejo, Coto de Caza, and Dana Point in California.

Monarch believes in transforming your dreams into reality and taking pride in bringing a customer's next life phase to fruition. The 5-star service does not stop once a deal is done – McManus believes in long-term success and therefore has a dedicated after-sales service department.

Monarch's website has a data-driven sales model that contains information that purchasers find important during the sales decision, like for example community highlights, schools, and other market data.

McManus and her diverse team employ an effective marketing strategy combined with compassionate communication and professional conduct – all culminating in sales of a greater value in a shorter period of time.

Monarch Real Estate has a solid reputation backed by over sixty 5-star Zillow reviews and almost 400 million dollars worth of realty sales. The agency has been recently awarded as America's Top 100 Real Estate Agent, Market Leader by Forbes, and now Luxury Lifestyle Awards Best Luxury Realtor to name a few prestigious outcomes.



MVIVO (PVT) LTD.

www.mvivo.lk

SRI LANKA

MVIVO is based in Sri Lanka and is headed up by CEO Kjell van Doren. With Dutch, Belgian, and Sri Lankan influence the team of forty-something designers, architects, and engineers combine the best of their knowledge to produce tomorrow's homes, today.

MVIVO Specialise in the design of contemporary homes with European style and standards that, through technology, deliver comfort and elegance.

MVIVO is dedicated to finding prospective customers their desired property, be it vacant land to build on, luxurious villas, or freestanding homes. There is a clear grasp of open channels of communication from the start of the interaction with the MVIVO website where one is prompted to make contact.

The home building and construction company has launched its very own lifestyle estate MVIVO Village – a stone's through away from Negombo City Centre. The gated community features 17 contemporary Dutch-designed villas that are strategically positioned close to desired facilities.

MVIVO positions itself as a step above local real estate in Sri Lanka. The construction company has partnered with various high-end brands that offer members a significant discount on anything from designer furniture to fitness equipment and other technological devices.



NEST PROPERTY

www.nest-property.com

HONG KONG

Nest Property in Sheung Wan, Hong Kong focuses on quick residential placements, be it a sale or lease of property.

Nest's website offers a quick and easy search function with three steps that give the user a result that narrows down the rental or sale option a purchaser may be looking for. Nest Property encourages the browser to keep an open mind in order to spot a diamond in the rough.

Testimonials about the Nest Property say that the agent facilitates the entire moving process, going above and beyond to ensure a comforting and smooth transition. One of the core competencies of the agency is corporate relocations to Hong Kong, even providing temporary lodging whilst waiting for the preferred residence.

The agency is especially expatriate-friendly and helps buyers navigate market conditions and standards of living to ensure placement in a dream home. The Nest Property team is briefed to give honest information regarding the listing in order to go into a transaction knowing the positive and negative aspects.

Nest Property even has an after-hours contact number which proves their dedication to a customer's comfort and security. The agency is the proud bearer of the following awards: International Investor Hong Kong, Asia Pacific Property Awards, and now Luxury Lifestyle Awards.



**OLIVER ROAD
LUXURY REAL ESTATE**

www.oliverroadestateagents.com

NEW ZEALAND

Oliver Road Luxury Real Estate is run by three highly qualified and experienced individuals whose backgrounds describe why the firm is a success.

Jason Eves followed in his father Max Eve's footsteps into real estate, but not without a few deviations. Eve's Junior began his career as a veterinary surgeon in New Zealand and then abroad. After a number of years and adventures, Eves moved into pharmaceutical sales and then went on to negotiate a wealth of assets for a high-net-worth individual in North America. This is what qualifies him above most others to manage luxury assets.

Ben Hawan is a problem solver by nature. For a large portion of his professional career, he has managed IT, engineering, and projects in the financial sector. It is clear to see the skillset he brings to the table.

Cameron Winter showed clear signs of being an entrepreneur from a young age. At the age of 18, Winter started his first company where he already gained prestigious clients and then in 20210 he entered the real estate industry and has not looked back. Oliver Road has recently been awarded Best Real Estate Agent (New Zealand) in the Asia Pacific Property Awards and is now Luxury Lifestyle Awards' Best Luxury Real Estate Agency in New Zealand 2022.



ONE SOTHEBY'S
INTERNATIONAL REALTY

www.onesothebysrealty.com

FLORIDA, USA

ONE Sotheby's International Realty Florida spans Florida's eastern coastline with over 27 offices in this area alone. Established in 2008 by Mayi de la Vega, the Realty firm has direct connections and support from Sotheby's International Real Estate Group.

ONE's digital portfolio is defined by luxury lifestyle type – one does not simply browse by property type, but by lifestyle type. Some examples of these lifestyles are the equestrian lifestyle, luxury condo living, tennis lifestyle, splendid suburban living, yachting lifestyle, beachfront living, golfing, gated estates, and senior serenity.

ONE offers a number of enhanced services that all support making a purchase decision. The New Luxury Podcast features some of the world's most noteworthy individuals and revolves around subjects that define the luxury market such as globalization, cultural movements, and technology. ONE also prepares industry market reports that contain pertinent information relating to Florida's East Coast.

Elevate is ONE's pre-sale renovation service that prepares a property to yield the highest possible return. The experienced associates have first-hand knowledge of what discerning buyers are looking for. ONE is also the official real estate partner of the professional basketball team, Miami Heat.



ORANGETEE

www.orangetee.com

SINGAPORE

OrangeTee Singapore was established in the year 2000 and saw the dawn of technological solutions being implemented into property education and sales. The agency has a unique offering that ensures top-quality candidates graduate to become top-class realty agents.

OrangeTee offers an internship program for students showing an interest in the real estate industry. Traditional realty subjects such as property advertising principles, ethics and professional conduct as well as financial planning are covered. The e-learning program includes courses on local legislation, social network marketing, and how to navigate financial regulations.

Each agent is supported by an agent app that bolsters their daily thinking and decision-making. Each customer's decision is bolstered by an agent review system – the first of its kind.

The next largest division of OrangeTee is a fully-fledged real estate property operation providing services including valuations, research, market analysis technology, as well as commercial, industrial, investment, and residential property sales.

Steven Tan, MD of OrangeTee & Tie recognizes that their business has an impact through day-to-day operations and has therefore decided to take an active role in improving environmental consequence, not just for his business, but raising awareness at all its touch points. The agency's noble CSR efforts focus on creating food security, equal opportunities, and building a robust community.



PACIFIC PROPERTIES
LUXURY REAL ESTATE

www.pacificpropertiescr.com

COSTA RICA

Daphne and Brooke Rochester – mother-daughter duo – are the founders of the privately owned brokerage firm, Pacific Properties. They specialize in managing realty requirements for Jaco Beach and Guanacaste in Costa Rica.

Jaco Beach is approximately 23 feet above sea level and is surrounded by tropical mountainous rainforests that fall into a district termed "paseo las lapas". This natural pathway contains 5% of the world's biodiversity in only 0.03% of the land in the world.

With over 30 years of experience selling properties in Jaco, the brokerage firm has knowledge that few agents can compare to. The brokerage also has exclusive access to the few titled beach properties that are available for sale in the area. The area provides for the perfect balance between nature's wondrous beauty and the convenient amenities that communities crave.

Pacific Properties offers private financing through direct lenders at rates that customers find fair. Strong motivation for acquiring property in Costa Rica is that property can be purchased through one's retirement plan. The realty broker can assist in the process of converting one's retirement fund into a passive income earner.

Pacific Properties also has a passion for philanthropy and supports Costas Verdes which is a non-profit organization that focuses its efforts on rehabilitating natural flora, especially the beach dunes in Playa Hermosa and Jaco.



PALIBURG GROUP AND
REGAL HOTELS GROUP

www.mountregalia.hk

HONG KONG

Paliburg Group and Regal Hotels Group in Shatin, Hong Kong have put together first-class efforts with Regal Hotels to develop Mount Regalia, situated in Kau To. The development overlooks Tide Cove, Shing Mun River, and Sha Tin Racecourse.

The interior design transcends barriers of time with its futuristic look with its slimline, custom-made furniture, reinventing oriental class. The room's interior steels from the exterior's natural exquisiteness with snippets of fauna and flora featured throughout the space. The 24 detached deluxe duplexes are enveloped by the surrounding forestry. Features of the development include a state-of-the-art gym, 40ft pool, and reading room.

The Regal's property division manages over 11 of Hong Kong's most prestigious hotels and aims to provide impeccable service around the clock.

Lo Yuk Sui, Chairman of Paliburg Group recently released the sustainability report which states its values include creating developments that are environmentally friendly and sustainable; constructing living spaces that are not only warm and comfortable, but considered superior to others; creating a long-term brand vision for its stakeholders and to train and develop employees.

Paliburg Group and Regal Hotels Group is a multiple Luxury Lifestyle Awards winner for real estate, development, and sustainability.





PARTNERS INTERNATIONAL

www.partnersinternational.pl

P O L A N D

Partners International Poland was founded in 1994 by Karolina Niedenthal and boasts the title of the first luxury real estate agency in Poland. The agency has since recorded some of the highest sales transactions in the last 30 years and has gone on to open branches in Portugal, Spain, Cote d’Azur, Italy, Cyprus, and Dubai.

Partners International specializes in residential sales and rentals of villas, freestanding houses, and apartments in the metropolitan areas of City Center, Mokotów, Old Żoliborz, Wilanów, Saska Kępa, Kolonia Staszica and Konstancin-Jeziorna.

The agency showcases glimpses of secret listings where listings only show a few details of the property – from there one must make contact with Partners International in order to find out more. Potential buyers undergo a screening process where a dedicated human resource is matched to the customer’s requirements. Properties International has a vision of giving a direct line of sight to view all suitable properties within one day, saving customers valuable time.

When selling a property, Partners International conducts a professional session where the property is matched with potential proven customers and a marketing campaign is customized for the sale.

Achievements of Partners International include Real Estate Leader for Otodom, Top Woman in Real Estate for candidate Joanna Czapska, and now Luxury Lifestyle Awards Top 100 real estate brokerages.



PREMIUM REALTY (PTY) LTD

www.seychelles-properties.com

S E Y C H E L L E S

Premium Realty Seychelles was founded over 13 years ago by Jean-Paul Maurel and is set on the paradisiacal island of Seychelles at the Yacht Club in Victoria.

Premium’s listings include vacant land, commercial space, residential, and even hotel and private island lots. Listings are not limited only to Seychelles, but span into Africa, the Middle East, Europe, and islands in the Indian and Pacific Oceans. Most listings are for properties that feature luxurious island living with beachfront views and verdant natural surroundings.

Online listings are supported by videos and virtual tours, along with crucial details that assist in decision-making. As Seychelles is a prime investment option for foreigners, one of the listed details is whether the property is eligible for purchase by a foreign investor.

“Our team is committed to adding value to the lives of our esteemed clients. By combining our experience and expertise in handling people and understanding the local context, we are able to deliver the best service to those who rely on us,” says Maurel.

Premium Realty aims to provide a service based on honesty and integrity where customers become long-term partners who trust the agency’s over 25 years of collective experience. As part of its superior service, Premium Realty also offers in-house notary and attorney-at-law services for expert legal advice.



PREMIUM VILLAS COSTA BLANCA

www.premium-villas-costa-blanca.com

S P A I N

Premium Villas Spain was founded over 20 years ago by Daniel Jungwirth who is highly qualified in realty and his team can assist his valued customers in Spanish, English, Dutch, French, Italian, German, Swiss German, Norwegian and Swedish. Premium Villas deals in the sales, renovation, and construction of luxury villas, houses, apartments, bungalows, and land in the areas of Altea, Caple, and Moraira.

Premium Villa’s business model is based on three easy steps and is less about technology and more about people. First, the team listens intently to the customer’s desires and requirements, then narrow down the potential choices through thorough analysis, and lastly, the team stays in touch throughout to ensure satisfaction and success of the sale.

The construction team consists of over 15 professionals whom all specialize in different disciplines of building to ensure all projects are completed with excellent workmanship. Among them are architects and interior designers who make inspired ideas come to life. All work is carefully documented and deadlines are laid out in order for all parties to be held accountable, thus guaranteeing a quality result is delivered on time.

Premium Villas recently completed villas showcase the utter luxurious style delivered by the brokerage with their long, white, streamlined concrete surfaces containing expanses of openings that surround the most intricately engineered swimming pools.



PRIME REAL ESTATE BROKERAGE

www.primebrokerage.ca

C A N A D A

Founders Justin Konikow and Shannon Grogan run Prime Real Estate from Ontario, Canada. The team consists of a number of consultants, each a specialist in their field of operation.

The mission of the brokerage is to save customers time and money and to simplify sales investment transactions. Prime believes in modern marketing in favor of cliched tactics. The business focuses on four sectors.

Prime Real Estate offers to work with the builder on new residential builds to ensure the best possible result.

When it concerns residential sales, Prime Real Estate stretches all efforts in order to ensure a match between a sales prospect and the purchaser’s requirements.

Commercial property sales are handled by a team of knowledgeable sales consultants who partner their local interests with global expertise.

The investment sector caters to the analysis of any type of property financing. Prime Real Estate agency offers a comprehensive analysis of the proposal with objective outcomes. Prime Real Estate belongs to multiple supporting communities, namely London Economic Development Corporation, London Chamber of Commerce, Techalliance, Habitat for Humanity, and more.

Customer testimonials from customers describe the service as professional, attentive, and filled with integrity.





PROVIDENT ESTATE

www.providentestate.com

U A E

Provident Estate UAE was established in 2008 as a two-man concern with a vision to steer the real estate industry with revolutionary ideas and marketing. By 2013 Provident was awarded The Best Property Website at the International Property Awards. As of 2021, Provident has relocated its offices to the prestigious Marina in Dubai and operates its services in the great Dubai area.

Provident aims to be a one-stop shop for all real estate requirements, offering sales, rentals, and property management services. The realtor offers a wide variety of properties in the categories of offices, townhouses, villas, and apartments.

The Provident Estate team is a genuinely heterogeneous one – its members originate from over 20 countries worldwide and speak over 25 languages. The team’s focus is on tailoring each interaction to its situational requirements and building long-term partnerships with all of the business’s stakeholders.

Various testimonials have a common thread of praise for Provident Estate that applauds their professionalism, ability to get the best sales price as well as compassionate communication.

Through the real estate agent’s philanthropic generosity, there is hope for CR Hope Foundation – a non-profit organization seeing to the education and well-being of disadvantaged children in Zanzibar.



puurspanje

PUURSPANJE

www.puurspanje.nl

S P A I N

Puurspanje Real Estate Brokers is a family-run business and has been operational since 2005 selling Spanish properties in Costa Cálida and Costa Blanca, to a large Dutch customer base.

Puurspanje recognizes that the Spanish quality of life is well sought after by many due to the beautiful coastline, temperate weather, and stable economy.

Since 2005, Puurspanje has made hundreds of home placements within the Spanish borders. The entire service is completely free of charge and includes drawing up the contract of sale, legal matters, changes to the household interior, internet, and insurance matters. The entire emigration and sales service is supported in Spanish, English, and Dutch languages.

The Puurspanje developed a Top 5 Model whereby one fills out an online questionnaire that is designed to ask the correct questions to produce a quick outcome of the 5 most appropriate listings.

The Puurspanje brokers offer excellence through technology - if a customer has decided to choose a property that has yet to be developed, the progress can easily be followed online on a personal viewing page.

After-sales service is of utmost importance to the broker and has a designated department to ensure the smooth running of the sales process.



QETAIFAN PROJECTS

www.qetaifanprojects.com

Q A T A R

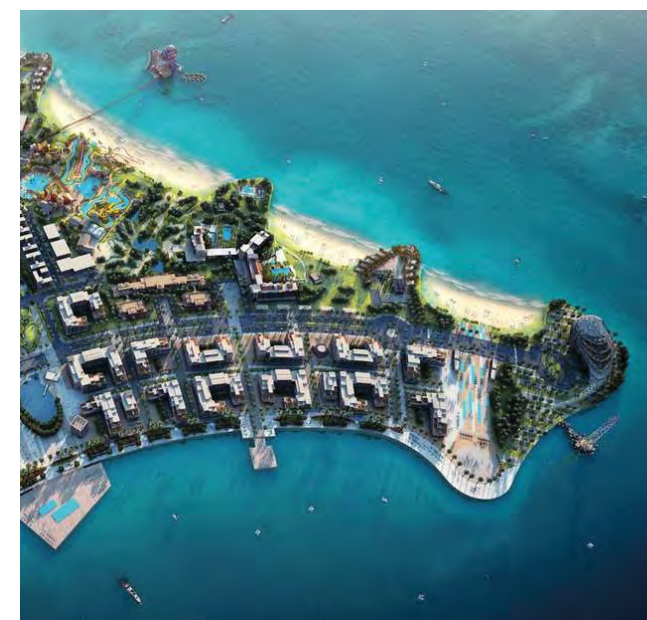
Founded in 2017, Qetaifan Projects is a state-owned real estate development company owned by Katara Hospitality - a leading global hotel owner, developer, and operator based in Qatar. Qetaifan is chaired and managed by Sheikh Nasser Bin Abdulrahman Al-Thani, the previous prime minister of Qatar.

Qetaifan strives to support the Qatar National Vision 2030 through sustainable and smart construction, whilst simultaneously committing to real estate that carries a high standard of living and prevailing positive experiences.

Qetaifan Projects first established its footprint with Qetaifan Island North - one of its kind creation of unparalleled residences, a waterpark, and other top-class amenities. The island is defined by the region’s diverse culture and natural surroundings.

Residences on the Qetaifan Island North are constructed into a community concept featuring the ultimate luxury living with spectacular ocean views supported by fully-fledged medical facilities, and a mosque. Taking luxury to the next level, Les Vagues is the first-ever residential project in Qatar with interiors designed by Elie Saab.

Qetaifan Projects believes in delivering results and that it is important to stop and celebrate these achievements. Qetaifan is an honorary member of The Lean Construction Institute – Qatar has been awarded by International Property Awards and is now listed in Luxury Lifestyle Awards Top 100 Real Estate and Developers.



QOSHAN

www.qoshan.com

J O R D A N

Qoshan Real Estate was founded by Nader Allan, a real estate professional, who now operates the business from Jordan in the Middle East. Since 2004 Allan has been recognized for introducing the concept of real estate consulting to Jordanians who now recognize him as the top realtor in the region.

The Qoshan website has built up quite a following with over 2000 astute visitors each day. With its advanced search function, the website transforms into a tool used to quickly narrow down property choices for first-hand viewing and also offers advertisers the opportunity to post listings to the site.

Services are offered to investors and individuals alike and listings include all property types from commercial, industrial, and agricultural to all residential types.

Qoshan Realty is given exclusive rights to certain developments by developers in the West Amman region. The realty firm also makes endeavors to publish documents with industry insights, changes, trends, and news that can be used to assist in decision-making transactions.

To add to the all-encompassing portfolio of Qoshan, the realtor has also produced a TV show with a realty theme as well as a limited board game.

Luxury lifestyle awarded Qoshan as the winner of Best Estate Brokerage Jordan for 2022.



PUURSPANJE REAL ESTATE BROKERS

TOP 5 MODEL OF EXCELLENCE



Puurspanje has a core focus on Spanish property prevalent in the Dutch market and offers a service of excellence through its genius Top 5 property model that landed the firm a spot in the Top 100 Real Estate Brokers and Developers for the Luxury Lifestyle Awards 2022.

There are a number of reasons that the Dutch are purchasing Spanish properties. What it comes down to is the excellent quality of life that Spain offers. According to weather statistics, Spain is host to on average 320 days of sun per year; the Spanish economy is on the up-and-up since 2018, and the southern coastline hosts the second longest coastline in Europe. The political environment is most agreeable when compared to other potential country choices.

Spain's General Council of Notaries began tracking purchases of properties in Spain since 2007, and foreigners purchases 72,987 homes in Spain for the first two quarters of 2022 – this equates to just over 20 percent of total purchases.

Puurspanje is a family-run business and has been operational since 2005 selling Spanish properties. The real estate brokers have decided to focus their expertise on the Dutch market. The entire service is offered in the Dutch language from start to finish and beyond and allows the customer to buy with confidence.

Since 2005, Puurspanje Real Estate Brokers have made hundreds of home placements within the Spanish borders. Puurspanje understands that while they have many years of expertise helping their customers find their ideal home, they should still listen for the unique requirements. The entire service is completely free of charge and includes drawing up the contract of sale, legal matters, changes to the household interior, internet, and insurance matters. Properties on sale range from 175,000 to 300,000 euros or more. The Puurspanje team offers such an outstanding service by applying the Top 5 Model to their sales process.

Company: PUURSPANJE

Website: www.puurspanje.nl

Address: Avenida De La Unión 76, 30730 San Javier, Murcia Spain,

ES-B30806699 BIV# 510058



Top 5 Model

Should a family be interested in making the move, one can fill out their requirements online on the Puurspanje website. This allows the time it takes to decide on what the specific set of needs may be. Once this is decided, the Puurspanje team will contact the interested party with a proposal of their expertly selected Top 5 recommended properties. The two areas of primary focus for the Puurspanje Real Estate Brokers are Costa Calida and Costa Blanca.

Primary Locations

Within Costa Calida, one will discover Roldan, which offers a relaxed atmosphere that caters to all of the desired requirements. The area boasts a somewhat metropolitan restaurant offering, and from the town of Balsicas, you have rail access to other towns. San Javier is a somewhat larger, more historical town hosting the National Airforce and historical church, while El Carmoli is a picturesque town located on the beaches of Mar Menor.

Within Costa Blanca, Torre de la Horadada can best be described as a historical town that offers the ultimate quality of life with its beautiful views, inviting promenades, and various walking and cycling opportunities. Vistabella is an urbanized golf estate 15 minutes from the beaches of Torreveija. The estate has shops, a restaurant and a bar and amenities are added every year to the growing residential area.

Cabo Roig is a relatively new town that has a high diversity of hospitality services. The town is surrounded by blue flag beaches and majestic cliffs which make for the perfect setting for an assortment of water sports.

The Process

Once a few prospective properties have been decided upon, the team and customer go viewing. The Puurspanje brokers offer excellence through technology - if a customer has decided to choose a property that has yet to be developed, the progress can easily be followed online on a personal viewing page. After-sales service is of utmost importance in the process, and any hiccups post-purchase are also facilitated by the brokers.

THE ECK FAMILY LEFT THIS REVIEW SNIPPET EXPLAINING HOW SMOOTH THE PROCESS WAS, "AFTER OUR DECISION, EVERYTHING WAS ARRANGED DOWN TO THE LAST DETAIL BY DAPHNE. SIGNING AT THE NOTARY AND GETTING IN TOUCH WITH A LAWYER WHO WILL ARRANGE EVERYTHING FOR YOU IN SPAIN. IN THIS WAY, A LOT OF CARE WAS TAKEN OFF OUR HANDS."

The view property for sale or request feedback from the Top 5 Model, visit <https://www.puurspanje.nl/>



RAY WHITE PRESTIGE

www.rwprestige.com.au

A U S T R A L I A

Ray White Prestige is all about expectations – having one’s expectations exceeded, expecting to be treated with the utmost of respect and honesty, and finally, expecting to find exceptional properties in Palm Beach and Whale Beach, Australia.

Taking a glance at Ray White’s property portfolio, there is an immediate understanding that the properties on offer are in incomparable settings that include beachfront, waterfront, and other breath-taking locations.

Dan White, Ray White Prestige’s Group Managing Director sees to regular economic updates of the industry in order to keep customers in the know when considering a property purchase.

Ray White Prestige also complements a sister division, namely Ray White Concierge, offering a complimentary home insurance package for the interim stage of pre-ownership. The realty group has partnered with Loan Market, independent mortgage advisors who have access to over 60 finance solutions to support a purchase.

Part of Ray White’s investment portfolio includes a number of holiday rental houses set in what should be described as paradise. The realtor is a proud sponsor of the Whale Beach Surf Club which was founded in 1937. A membership grants access to first-class facilities that include accommodation, a kitchen, gym, bathroom, and ski storage.



RE/MAX PREMIER BULGARIA

www.remaxpremier.bg

B U L G A R I A

RE/MAX Premier Bulgaria is part of the larger RE/MAX Group that offers unprecedented support through its global footprint which includes 8300 offices in over 110 countries around the world.

RE/MAX Premier Bulgaria operates from the capital city, Sofia, which can be described as a melting pot of regional influences, including Greek, Roman, Ottoman, and Soviet.

What makes this RE/MAX Premier stand out from the rest is that they have an understanding of mutual success – the success of the property transaction is regarded as a win for the business that could lead to future transactions.

The realtor has a team of 20 agents, who together have completed over 2000 sales transactions in the last 15 years. The website hosts a handy mortgage loan calculator which gives potential buyers a realistic representation of what sort of financial commitment can be expected.

The ethos of the business subscribes to speedy solutions through innovative solutions and fair treatment – all carried out by a motivated team. The RE/MAX Premier Bulgaria office recently raised funds for food aid for the needy through the Red Cross in Plovdiv – long-standing partners and friends of the agency.



RE/MAX TUNISIE

www.remax.com.tn

T U N I S I A

RE/MAX Tunisie is part of the larger RE/MAX Group that offers unprecedented support through its global footprint which includes 8300 offices in over 110 countries around the world. For RE/MAX Tunisie, there is no greater return on one’s investment than through people.

The brokerage actively recruits top executives from Europe and other meditation countries and supports agents with training, marketing tools, and structured procedures. RE/MAX Tunisie believes in praising the high-performance levels of the diverse team. Through the careful nourishment and training of executives, the RE/MAX “university” attracts some of the most dedicated, knowledgeable experts that the market has to offer. From there, they enter a career development model that puts the finishing touches on agents’ skills and advances them to new levels.

All of this culminates in agents that steer the brokerage’s services with the utmost pinnacle of professionalism. The services include property sales and rentals of anything from houses, apartments, and villas, to vacant land, and industrial and commercial properties. RE/MAX agents also help sellers to find buyers who are pre-qualified for the purchase process.

RE/MAX Tunisie supports the philanthropic initiative SOS Village in Tunisia, which assists orphans to flourish in the loving atmosphere of the village. When one purchases through RE/MAX, there is automatic support for Tunisia’s orphans.



REAL CHOICE REAL ESTATE LLC

www.realchoicedubai.com

D U B A I , U A E

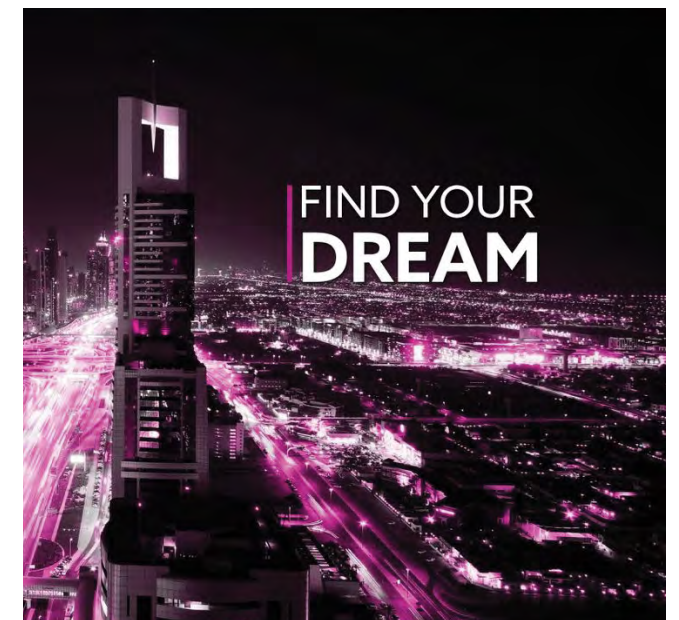
Real Choice Real Estate LLC is an independent brokerage established in 2007 in Dubai. The firm is now run by Hind Jouini, managing director, who leads the team through her thorough research and quantitative analysis capabilities.

Real Choice aspires to adapt services according to the needs of the stakeholders of the property transaction – whomever they may be. The brokerage’s entrenched values are to treat everyone with respect, set ambitious goals to strive for improvement, grow through innovation, and take responsibility for obligations.

The Real Choice team consists of a diverse group and ladies and gentlemen from a variety of backgrounds. Agents have many positive reviews from customers stating how considerate and professional they are.

Real Choice sells a variety of residence types from townhouses and apartments to deluxe villas. The Brokerage also sells off-plan apartments in the most luxurious and alluring areas of the UAE. Other services include investment consulting and rental management.

Real Choice Real Estate Brokers boasts a number of awards that they attribute to the desire to make an impact. Some of the prestigious awards include Top Selling Agent for the Azizi Broker’s Awards; Property Finder Awards – Most Leads Generated; Mirdif Hills Outstanding Achievement Award; Dubai Asset Management Award, and now Luxury Lifestyle Awards Winner 2022.





ROBERT YOST PRIME REAL ESTATE

www.goprimerere.com

USA

Prime Real Estate boasts some quite impressive figures that prove their success, with over 400 property sales worth over \$ 221 million dollars over a 20-year period, resulting in over 200 5-star Zillow Reviews.

However, what is more important to Robert Yost, the founder of Prime Real Estate, is his mission to focus on the community and provide an experience like no other. Top-class results are achieved by combining top-performing realtors with a conviction for communication and tenacious negotiation skills. Robert Yost's team is a diverse one with objective views and ideas that are carefully taken into account during the meticulous property purchase or sale.

Prime Real Estate operates from Folsom in Canada, and serves El Dorado Hills, Fair Oaks, Folsom, Granite Bay, Orangevale, Roseville, Sacramento, and surrounds.

Prime Real Estate offers many channels of communication – among them is a choice of browsing at leisure on either of the five search types or filling out your requirements in a short survey so that your best match can be presented to the prospective purchaser.

Other services mastered by the real estate agent are detailed market reports, home evaluations, prime listings, and mortgage rate calculations.



ROULA ROUVA REAL ESTATE

www.rrcorfurealestate.com

GREECE

Since 2003, Roula Rouva Real Estate has been helping customers find their piece of paradise in the corner of the eastern part of the Mediterranean. This real estate broker has a core focus on the towns of Corfu and Paxos in Greece.

Roula Rouva is determined to offer a stress-free service with a smile. They believe that each property sale is an opportunity to start fresh and create a future filled with heartfelt desires.

Roula Rouva Real Estate offers the latest listings in the Greek Ionian Islands on their website or in the newsletter. In fact, the company has been featured multiple times in the last few years in the International Property Awards.

Roula Rouva Real Estate offers a guide to The Golden Visa in Greece, which allows one to gain permanent residency by investing in real estate. The process is now allowed to be done remotely and the brokers can now assist customers - no matter where in the world they may be located.

Ms. Roula Rouva strongly believes in giving back, and therefore, as a corporate social responsibility initiative, supports Doctors of the World, Greece. For each sale, a contribution is made to this organization in the name of both seller and buyer.



SAVILLS CHINA

www.savills.com.cn

CHINA

Savills was established in 1855 and the Chinese division carries with it a very impressive resume. With 18 offices and over 9000 employees in China alone, the real estate advisors have set up for success. The mycelial nature of this real estate property brokerage allows them to draw on the expertise of thousands of individuals worldwide.

Savills China focuses on a vast range of property sectors namely residential, office, industrial, retail, leisure, healthcare, rural, and hotel property, as well as mixed-use development schemes.

For the business, there is a core focus on sustainability and specifically in the Asia Pacific, real estate is a key industry in mitigating the impact of climate change. The Savills team combines local and international knowledge in order to establish the best route to the completion of both new and existing buildings. They believe that a good understanding of the complexities of sustainability and operational efficiency is the key to creating long-term wealth within assets in China.

This business has a strong code of conduct that is followed by all levels of employees, ensuring an impenetrable reputation for honesty.

Services offered include, but are not limited to asset management, buying, selling, consultancy, development, finance, investment, rental, valuation, research, and property management.



SAVILLS DUBAI

www.savills.ae

UAE

The Sallis Dubai real estate brokerage is part of a much larger network of over 700 offices around the globe from which expertise is drawn and shared.

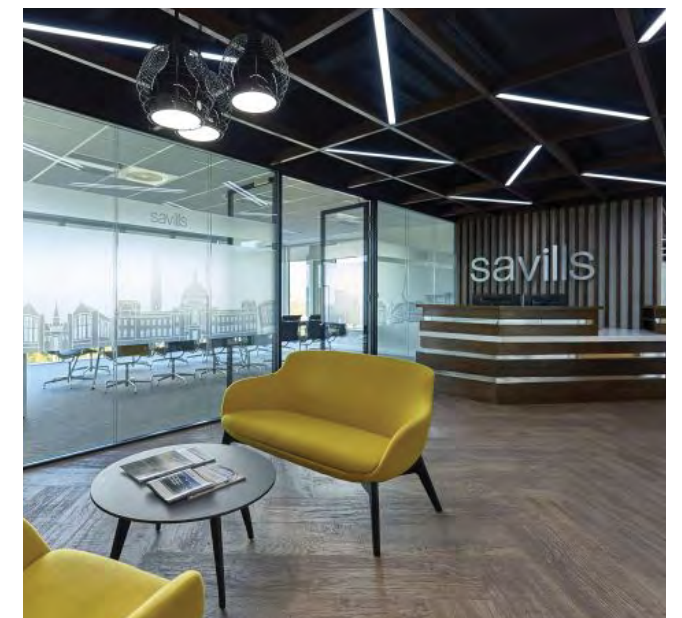
With over 40 years of experience in the Middle East, Sallis Dubai has an established reputation for sustainable practices, ethical actions, and a professional approach to asset management, consultancy, buying, selling, and valuation to name but a few services on offer.

Savills Dubai understands the rapidly changing Middle Eastern market conditions and keeps up to date with the property industry's evolution. Decisions taken by customers and the brokerage alike are backed by industry market-leading research that is as broad as it is deep.

This real estate agency offers a number of different property types under residential and commercial umbrellas. Within the residential category, you will find apartments, penthouses, villas, townhouses, and palatial living. Some spaces are fully furnished, while others are vacant and one will find properties to rent or purchase.

The commercial category offers rentals and sales within the retail, industrial, and office classes of property.

Sallis Dubai strives to provide a service that goes over and above expectations and does so with integrity and professionalism.





SELECT GROUP

www.select-group.ae

U A E

Rahail Aslam is the CEO of Select Group AE in the Middle East. This dynamic, privately-owned developer curates a model of distinction with project management skills that deliver on time and within budget.

The development portfolio of the Select Group comprises over 20 million square feet of award-winning residential, commercial, hospitality, retail, and mixed-use developments.

The development portfolio of Select Group AE includes renowned projects such as Six Senses Residences The Palm, Dubai (UAE), and the waterfront master development, Peninsula (UAE).

Hospitality is a core focus of the group and attributes success to aligning with top-quality brands that share this ethos. The development group is proud to deliver results despite challenging market conditions.

The company nurtures long-term relationships with prestigious hospitality groups such as InterContinental, Radisson Blu, Jumeirah Group, Accor, Meliá Hotels International, Novum Hospitality, and Six Senses Hotels & Resorts.

Select Group AE has skilfully implemented a retail model within each residential block developed. In this way, the retailer is set up for success and the residents have the convenience of retail space on their doorstep.

The genius investment portfolio focuses on a strategy that has a low-risk factor due to the expert knowledge and direct involvement of the company within its portfolio. Select Group AE will pinpoint distressed development opportunities and bring them back to glorious splendor.



SHAPOORJI PROPERTIES

www.shapoorjiproperties.com

U A E

Shapoorji is classed as an international property developer and carries over 150 years of industry experience. The developers have since homed over 15 000 families and made their mark on over 70 countries with over 150 noteworthy transactions.

The company began as a modest infrastructure development company in 1865 and is now at the forefront of construction and engineering.

Many of the construction projects have since stood the test of time and serve as the ultimate testimonial to the quality work of Shapoorji. Major world-renowned landmarks dating back to 1932 are scattered all across the Indian Subcontinent and beyond. Some examples are the Municipal Corporation Building, Brabourne Cricket Stadium, Taj Intercontinental Hotel, and Palace of the Sultan of Oman – to name but a few.

Shapoorji encourages investment in Dubai due to the booming economy, high safety levels, impressive development portfolio, and high standard of living.

The developers have a growing stake in multiple sectors of the community, namely infrastructure, interior architecture and design, textiles, construction, energy, agriculture, business automation, engineering, and hospitality.

Shapoorji stays relevant and has been recognized by Arabian Property Awards as well as Luxury Lifestyle Awards in recent years.



SIGNATURE DEVELOPERS

www.signaturedevelopers.ae

U A E

Founded by the Regal and Lals Groups, Signature Developers is responsible for the creation of 118 Downtown and The Residences in Jumeirah Lake Towers in Dubai.

This UAE-based developer has a vision of constant innovation and evolution while remaining true to its heritage. The project design result mirrors the internal desires of the individual.

Signature Developers has a strong desire to not only match existing industry benchmarks but to create new ones.

118 in Downtown is a super luxury development that Signature released in 2018 in the District of Downtown Dubai. This development features various ultra-luxury duplex penthouses and a number of other extravagant residences with views over Business Bay. This lifestyle residence incorporates retail, gym, swimming, and spa facilities.

The second renowned development of Signature Developments is The Residences in Jumeirah Lake Towers. This project occupies the upper floors of the Taj and features super luxurious, super modern residences. Signature has equipped these residences with home automation, a balcony, and a sky pod that provides views of the city that will leave one in awe.

Signature Developers was recently awarded by African Property Awards and Luxury Lifestyle Awards.



SOBHA REALTY

www.sobharealty.com

U A E

With humble beginnings in 1976, Sobha Realty was founded by Mr. PNC Menon who set up the business as a repair and maintenance operation in Oman. The business quickly evolved to include interiors and by 1984 had substantial contracts awarded to him.

Since its inception, the emphasis has been on exquisite design and excellent craftsmanship. Today Sobha sells some of the most coveted properties in the world and customers include royalty and leaders throughout the UAE.

Sobha Realty aims to provide unparalleled craftsmanship, whether the project is a luxurious landmark or a modern marvel. Sultan Quaboos' Grand Mosque in Muscat showcases the firm's ability to execute a design with the finest detailed luxury.

Infosys India has chosen Sobha as their supplier of choice for their projects, the latest being a glass pyramid-shaped building and futuristic dome. These designs are examples of stellar modern design and engineering.

Sobha Realty has been awarded by Forbes Middle East, the President of India, NDTV Profit, and now Luxury Lifestyle Awards to name but a few.

Sobha not only has truly inspiring designs, but its corporate social responsibility program is astonishing. Mr. Menon gives back half of his wealth back to a number of deserving community segments including youth, elderly, widows, education, and healthcare.





STONE CAPITAL

www.stonecapital.pt

PORTUGAL

Stone Capital was founded in 2010 by Arthur and Geoffroy Moreno. For both brothers, it was an engrained passion to have an influence on Lisbon's way forward in terms of infrastructure and restoration.

What began as an urban enrichment project to enhance the overall level of class in the neighborhoods of Portugal, quickly expanded into different sectors of property, like schools, commercial space, and greenfield sites.

Stone Capital has a deep desire to continue with the neighborhood's current historic appeal and does so by studying the architectural, urban, environmental, and social essence of each project.

Stone believes in an equilibrium between demand and trust where the boundaries of a building are pushed but also respected in their original form.

The entire Stone team is able to give their opinion before the development will go ahead. With over 1500 residences completed covering over 3.5 million square feet of construction area, Stone Capital is deserved in its pioneering undertaking of low-carbon buildings in Portugal.

When enriching a building, it is important to Stone Capital to take a wholistic view on corporate social responsibility so that the presence of the project not only aesthetically improves the community, but the community itself is uplifted.



SWIRE PROPERTIES

www.swireproperties.com

HONG KONG

Swire Properties began in Hong Kong in 1972 and now has investments across Hong Kong, the Chinese Mainland, Singapore, and the US. Swire is a property development and management company that strives to be beyond conventional.

Swire Properties unlock the potential of property value by creating work that is original and imaginative. The group believes in playing the long-term game that has allowed it to expand into hotels and restaurants. Over 50 years after its inception, Swire Properties was listed on the Stock Exchange of Hong Kong in 2012.

The property group has four divisions that work in unison: The developments and investments division focuses on 26.7 million square feet of mixed-use development featuring retail space combined with luxury serviced apartments.

Residential Sales of over 32 000 homes built in Hong Kong alone create long-term value for both the buyer and the community alike.

Swire Hotels was launched in 2008 and showcases a small number of urban luxury hotels and lifestyle business hotels in the mixed-use class. This was then followed by the development of restaurants to support the hotels' requirements.

Property Management became a natural addition to the portfolio due to the number of investment properties that Swire owns. This service is extended to others wishing to take advantage of their expertise.



TAMARA GRIASSKIN

www.griasskin-realestate.com

GERMANY

Headquartered in Germany, Griasskin Real Estate is a real estate firm that specializes in luxury property in Dümmerweserland region, district of Vechta and Diepholz, as well as in the rest of Germany.

CEO and Founder, Tamara Griasskin, approaches the market as both an interior designer and a real estate consultant, offering clients an edge informed by both worlds of distinctive market knowledge. Her experience allows her the ability to pay meticulous attention to every detail, resulting in immaculate, high-end service.

In addition to her warm, personable approach that instantly endears clients to her, Griasskin's transparent approach lets clients know that their best interests are always prioritized. Unique digitization processes, as well as modern marketing strategies, enable the identification and realization of premium sales opportunities for her clients, consistently connecting the perfect seller to the perfect buyer in a trusted manner.

While Griasskin's portfolio is a handpicked selection of fine properties in a handful of towns in Germany, she does offer a number of high-end international properties at highly sought-after addresses. These include off-market real estate options, a service that requires the utmost discretion and confidentiality, making it possible to find and connect buyers or investors without publicizing the sale.



TORONTO REALTY BOUTIQUE

www.torontorealtyboutique.com

CANADA

Over 13 years ago Romey Halabi founded Toronto Realty Boutique which services the greater Toronto area of Canada. Halabi has a background in finance and combines these skills with his real estate brokerage skills to provide a fully-fledged real estate brokerage that's services include property sales, rentals, management, and pre-construction guidance.

"Yes, I'm a real estate geek and can admit it. I'm also numbers-obsessed. I have personally represented over \$300 Million in Real Estate transactions in the Toronto market," Says Halabi.

Halabi has partnered with a very select team of executives who bring elite marketing and mortgage skills to the party. Toronto Realty Boutique's website offers property market updates and blog posts for the Toronto area in order to provide the most supportive information for a sale or purchase. The website also showcases neighborhood profiles where buyers can get a feel for each area's features and amenities.

TRB's many positive reviews and testimonials support the vision of the business. Jordan, a long-term customer, had this testimonial to give, "What sets Romey apart is that he has a truly unique talent for creating a zero-pressure sales environment. He creates incredibly loyal customers by genuinely looking out for their best interests."





UNITED DEVELOPMENT COMPANY

www.udcqaatar.com

QATAR

Founded in 1999, the United Development Company was first listed on the Qatar Exchange in June 2003, a mere four years later. As of 2022, the State of Qatar owns just over 17% of UDC, and therefore its growth is the success of the State of Qatar.

Over the last 23 years, United Development Company and its subsidiaries have gathered in-depth knowledge of real estate development, property management, district cooling, hospitality, and maritime, infrastructure, and utilities.

UDC's short-term goal is to create sustainable financial growth by focusing on core competencies, and also investing in viable development opportunities after a thorough investment analysis.

The Pearl Island development is UDC's largest and most prominent development and is the largest of its kind in the Gulf. Pearl Island is a mixed-use development 350m off-shore of West Bay District and is the sister island to the new Gewan Island development.

UDC's corporate social responsibility report is aligned with Qatar's vision for 2030 and in summary stipulates all responsibilities toward employees, and the environment as well as maintaining sustainable long-term growth for the company.

Awards recently accrued by the United Development Company include a long list of achievements by Arabian Property Awards, including Leisure Development Awards, New Hotel Construction and Design as well as Luxury Lifestyle Award for Luxury High Rise Living - Al Mutahidah Towers.



UNITED INVESTMENTS PORTUGAL

www.quintamarquesgomes.pt

PORTUGAL

United Investments Portugal (UIP) is a member of the Al-Bahar Investment Group and operates from the gorgeous city of Porto in Portugal.

Portugal as a country ranks top three in terms of global safety levels and has one of the best health systems in Europe. The Quinta Marques Gomes development is located in Gaia and offers 27 hectares of serenity. When one combines all these factors with the fact that when purchasing at Quinta Marques Gomes, one is automatically eligible for Portugal's Golden Visa, it shapes up to be an investor's dream.

For UIP, the definition of "exclusive" is not living in a penthouse at the top of a high-rise building, but rather living a luxurious lifestyle nestled in mother nature's beauty. The Quinta Marques Gomes offers spacious family living in a sustainable eco-estate with views of the Douro River and the Atlantic Ocean. As part of its top-notch service, United Investments offers a property management service that is ensured by the group.

The Villas harmonize with the natural surroundings and shrubbery by use of organic colors and natural materials. Each house has a unique layout in accordance with the purchaser's requirements. The Quinta Marques Gomes estate also offers a number of apartments, each equipped with a terrace from which to enjoy the transcendent surroundings.



VALERI AGENCY

www.valeri-agency.com

MONACO

Valerie Agency was founded in 1996 and has steadily grown to become a real estate agency that offers an array of services including sales, rentals, and property management of both residential and commercial properties.

Valerie Agency focuses on properties located in the Principality of Monaco and the French Riviera and offers clientele access to a number of exclusive new developments as well as offices, apartments, houses, or land. In addition to all of these services, Valerie also offers a concierge service in which all administrative and financial aspects are handled, like for example opening a bank account, obtaining residency, and social membership access.

The Monegasque and international clientele enjoy guided one-on-one treatment where Valerie Agency is a partner during and after the process. The agency also does a sterling job of keeping potential buyers in the know regarding the real estate industry and its laws regarding foreign investment.

The services are offered in Italian, French, English, and Russian by a team of realtors who are led by founder Florian Valerie. Valerie Agency has certainly proven its worth by recording a staggering €1.7 Billion in sales for the periods of January to September 2022.



VINCITORE REAL ESTATE DEVELOPMENT LLC

www.vincitorerealty.com

UAE

From a very young age, Founder and Managing Director, Mr. Vijay C. Doshi aspired to raise the bar of the real estate industry and has since created Vincitore Real Estate Development LLC in Dubai.

Mr. Doshu encourages out-of-the-box thinking in his team who carry out his vision of creating residential communities that combine masterful design and advanced engineering. The small, but powerful team comprises a diverse set of skills - from land acquisition and construction to marketing, customer service, and of course, sales.

Client testimonials describe Vincitore's service as a smooth journey from start to finish, and that they felt like members of the family throughout the whole process. Peer developers and real estate agents also give praise to Vincitore's projects, stating that they raise the standards of Dubai realty.

Developments by Vincitore showcase the developer's desire to create mixed-use spaces of wellness for all its occupants. Vincitore Palacio, Boulevard, and Benessere all feature luxurious apartments, health and fitness facilities, swimming pools, and stunning landscaped greenery.

Vincitore is not boastful of its contributions to society, but instead silently honors the community by involving itself in initiatives that contribute to environmental, educational, and health matters.



LEADING THE MARKET IN LUXURY REAL ESTATE IN TICINO AT WETAG CONSULTING



Ticino is Switzerland's southernmost canton, also known as Switzerland's sunny living room. The region borders Italy, and the sun is said to shine 300 days a year, creating what is known as a Swiss-Mediterranean lifestyle. Ticino is famed for its lush palm trees and bamboo vegetation, beautiful vistas, and privileged location. Situated only a few kilometers from Lake Como in neighboring Italy and less than an hour from Milan Malpensa and Bergamo international airports, it offers easy access to many exciting destinations. The best Swiss infrastructure combines with the Italian flair of la dolce vita to create a selection of genuinely memorable homes in the area.

Set against this remarkable background, Wetag Consulting is an independent owner-managed boutique real estate agency dating back nearly five decades since its establishment in 1973. The company's team of experts prides itself on its detailed knowledge of the region's property and an intimate understanding of the market forces that affect it. This gives them the power to offer a highly professional and personalized marketing experience to discerning sellers and buyers worldwide. These incredible skills, depth of expertise, and professional approach mean that the experts at Luxury Lifestyle Awards have awarded Wetag Consulting a prestigious position in the TOP 100 Real Estate Brokers & Developers of the World in 2022.

With its management office in Locarno and two branch offices in Lugano and Ascona, Wetag Consulting markets a broad selection of real estate in the Lake Maggiore and Lake Lugano areas, as well as the beautiful valleys of Ticino. The premium portfolio includes luxury villas, sophisticated penthouses, modern masterpieces, and timeless architectural icons. Truly exceptional properties that Wetag Consulting match with their discerning customers' needs.

The team members are carefully selected for this demanding service based on their qualifications and commitment. Between them, they speak six languages to cater to their international clientele – English, German, Italian, French, Spanish and Russian. Their passion for property and the beautiful region of Canton Ticino is evident in their quest to find the perfect luxury

Company: Wetag Consulting

Website: www.wetag.ch

Address: P.O. Box 513, Via Antonio Ciseri 13A, CH-6600 Locarno, Switzerland



home for every customer. Through close consultation, the experts are dedicated to understanding every client's needs to match the property with their lifestyle. Wetag Consulting goes the extra mile, providing detailed information about the local area and its facilities, helping countless customers enjoy new lives there.

The company is a member of the most important leading international luxury real estate networks. It can offer customers exclusive marketing contracts and market homes to potential buyers from over 70 countries. Its customized services include the acquisition and sale of residential property, assistance attaining residence permits, and assistance with tax-related legal issues."

Over the years, the company has assisted royals, pop stars, artists, executives, and politicians in finding their dream homes in this magnificent part of Switzerland. The company is highly regarded worldwide, with its consultants regularly invited to speak at international conferences and congresses. Their commitment to keeping up to date with the latest marketing trends and developments in the global real estate market is highly respected. And their dedication to the ultimate personalized service makes them stand out in the marketplace. This makes them the worthy recipient of this impressive ranking in the TOP 100 Real Estate Brokers & Developers of the World in 2022. To learn more about Wetag Consulting and its exceptional luxury real estate market service, visit <https://www.wetag.ch/en/>

WETAG CONSULTING HAS RECENTLY BEEN AWARDED A PRESTIGIOUS PLACE IN THE TOP 100 REAL ESTATE BROKERS & DEVELOPERS OF THE WORLD BY THE LUXURY LIFESTYLE AWARDS.

Luxury Lifestyle Awards: Congratulations on being selected as one of the TOP 100 Real Estate Brokers & Developers of the World in 2022. What does this mean to you personally and to the company as a whole?

Wetag Consulting: I am very happy for our collaborators. Positive customer feedback is the most beautiful feedback we can receive, but it remains individual. An award is a kind of a public applause, a tag of excellence, very helpful for the image.

LLA: As the leading agency in the Ticino region of Switzerland, what makes you stand out from the competition?

WC: The level of satisfaction amongst our clients is very high, see our „provenexpert“ feedback. We are focused on our work for the long term, and we nurture a worldwide network of relations. I am owner and running the company for more than 25 years, both of my partners are with me for many many years, and our international connections born with our affiliations with Christie's, LeadingRe, Luxury Portfolio, EREN and more, are extraordinary and quite impossible to copy today, I guess.

LLA: You have worked in the area since the company was established in 1973? Can you tell us what changes you have seen in nearly five decades?

WC: We bought the company in 1997, a smallish outfit which had seen its glorious heydays in the 80's, and we restarted it nearly from scratch.

LLA: How has Wetag Consulting dealt with these changes?

WC: Our most important single step was when 3 years after we took over, Sotheby's invited us to become their affiliate, having heard that we were building up an excellent reputation. After this it was like building a brick wall, laying stone on stone.

LLA: The region is an extraordinary one of exceptional beauty and offers homeowners a wide choice of homes and settings. Why do you believe the area is so remarkable, and why did the company set up here?

WC: Ticino is a „best of two worlds“: a unique combination of Swiss precision and safety, with a relaxed subtropical mediterranean Italianate lifestyle which most people would never expect in Switzerland. Wetag was set here by our forerunners who were big in construction of hotels and condominiums, and when this business was over after the 89/90 crisis, we bought an ailing company, not intending to run it but just to fix and resell.



Company: Wetag Consulting

Website: www.wetag.ch

Address: P.O. Box 513, Via Antonio Ciseri 13A, CH-6600 Locarno, Switzerland



LLA: You pride yourself on your exclusive marketing capabilities. What can clients expect from you when they are buying or selling a property that will make the experience a smooth and pleasant one for them.

WC: We do our PR material completely in-house, to highest technical standards, videos included. We offer a bespoke marketing, we can define and target specific clients' groups all over the world, and we can proceed completely private, if desired.

LLA: The highest standard of customer service is always crucial in the luxury real estate market. How do you ensure that your clients always receive the best possible treatment while going through the somewhat stressful process of buying or selling a home?

WC: We take the stress from them. Our staff is very professional, is multilingual and highly educated, and probably most important, they are all paid on full payroll with possible bonuses, but not with the usual share on their individual sales success. This makes a huge difference in terms of quality. More, we keep enough staff to be able to cover even stress periods.

LLA: Employing and retaining a skilled, professional team is crucial to the success of any business. How do you go about ensuring you attract the best of the best?

WC: We see who fits. As a principle we do not employ people who have worked in real estate before. Our company is legendary for its high work quality, so we always have enough candidates.

LLA: How have you found business during 2022 as the world emerges from the global pandemic? What challenges, if any, have you faced, and how has the company coped with them?

WC: As in many places in the world, the demand for luxury

property was very high in Ticino as well, and it became more and more difficult for us to offer enough products.

LLA: Wetag Consulting has a commanding presence internationally regarding real estate. How do you ensure the company always keeps up with trends and understands the constantly changing marketplace to the best of its ability?

WC: With our many affiliations, we regularly participate in 3 to five real estate conferences somewhere in the world, every year. There we are often speaking or panelists. Within our company, the origin of our customers is extremely international, since 2000 we served clients from more than 75 nations...

LLA: What significant, interesting, or unexpected trends have you noticed this year?

WC: Well, COVID enhanced the ability to work from home, so even younger clients can afford to live away from their usual workplace.

LLA: What are your predictions for 2023? For the Ticino market and real estate generally?

WC: Most likely Switzerland will remain an attractive place to live and stay.

LLA: What plans do you have for company's future? Do you have any expansion plans both within Ticino or elsewhere?

WC: „the top is a small place“ they say, and we do not favor dilution but remain focused. Our clients are very happy. We'll only change this winning horse when we are pretty sure to get a better one.

WETAG CONSULTING

www.wetag.ch

SWITZERLAND

Wetag Consulting Switzerland is a full-service boutique brokerage established in 1973 and is now considered the top real estate brokerage in Switzerland. Clientele includes various high-net-worth individuals and businesses as well as discerning families in search of the perfect home.

Wetag focuses on the Ticino region, which has a unique subtropical climate that combines the relaxed Italian Lifestyle with Swiss safety to create a Swiss-Mediterranean atmosphere. The Wetag portfolio consists of luxury houses, villas, and apartments surrounded by flourishing flora and glistening lake views.

Wetag is affiliated with some of the most astute sales and marketing organizations around the world. The boutique agency believes in remaining relevant in the real estate market and therefore attends global workshops and conferences. In order to remain truly international, it would make sense that the boutique agency offers its services in English, German, and Italian.

Proven Expert is an online customer review platform and Wetag has a 5-star rating. The boutique agency also has numerous other honors and awards such as the Presidents Service Award, HGTV's Ultimate House Hunt Winner, Global Alliance Award, and Summit Awards Highest Price Sold Listing International. Now, to add to this long list of accolades, the Luxury Lifestyle Awards has named Wetag as the Best Luxury Real Estate Brokerage in Switzerland 2022.



WHEREINRIO

www.whereinrio.com

MEXICO

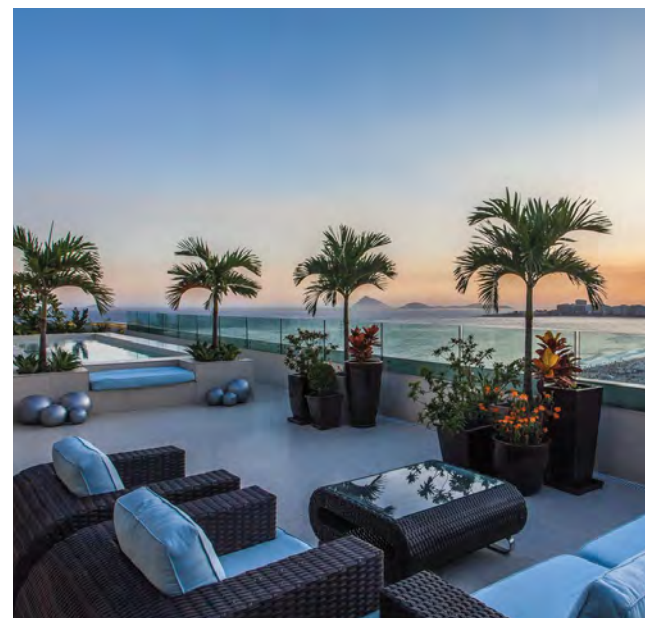
CEO Frédéric Cockenpot began his business journey in Belgium where he first got a taste for high-end real estate sales. Cockenpot fell in love with Brazil, discovered a gap in niche luxury living, and founded WhereInRio in Rio de Janeiro in 2007.

WhereInRio Luxury Real Estate is the first in the Brazilian market to establish international standards of realty trade, not just for prominent locals, but foreign clientele too. It is second nature to the WhereInRio team to present and operate with transparency, honesty, and responsibility.

The luxury real estate agency believes in combining some of the old with the new – keeping traditional values and proven methodologies, and infusing innovation into the business in the form of investments outside of Rio.

WhereInRio has a wide range of luxury properties in its portfolio in up-scale, beautiful, and safe areas. Apartments are protected by state-of-the-art technology and human surveillance, allowing residents to unwind. Penthouses are located in some of the city's most extraordinary settings, sought-after for their sea or mountain views.

WhereInRio has been recognized, receiving awards for Best Real Estate Agency Americas, by the Americas Property Award, and Best Luxury Real Estate Brokerage in Brazil, by Luxury Lifestyle Awards.



WHISPER US

www.whisper-us.co.uk

U K

CEO Emma MacDonald is the founder of Dorset's most luxurious property & concierge company - Whisper Us. This professional concierge and estate management service was a natural progression for MacDonald after she sold her real estate business of 18 years to a well-known corporate firm.

Whisper Us handles clients' requirements with the greatest tenacity, during which needs are not only met but seen to with conformity and confidentiality. MacDonald runs the business in conjunction with the operations manager, Matthew Vowles, who has a background in construction and understands how to tackle property design and maintenance challenges.

Whisper Us offers the letting of a number of prestigious beach homes along the Dorset Coast where houses offer fully furnished spaces ideal for socializing or relaxation. The concierge service can be used to enhance the stay with arrangements for private staff, restaurant reservations, wellness, childcare, chauffeurs, entertainment, excursions, and more.

Customer testimonials describe the property and concierge services from various perspectives as connected – having exclusive connections with restaurants and social clubs to be able to arrange the most elite get-togethers; luxurious where MacDonald has a fearless thirst for delivering excellence; and exclusive, where the experiences are made available only to Whisper Us clientele.



WILLIAM RAVEIS

WILLIAM RAVEIS REAL ESTATE, MORTGAGE AND INSURANCE

www.raveis.com

USA

Based in the USA, William Raveis started his brokerage as a single-room real estate office using only the basics, a telephone, a desk, and a property listing book. Today, William Raveis is the No. 1 real estate company in its marketplace with home services for buying, selling, and renting, along with complementary mortgage and insurance services.

William Raveis believes entrepreneurial creativity sells homes. Likewise, they empower their agents by providing a unique company culture in which they can truly express themselves. William Raveis agents flourish using their own personalized approach for successful selling.

As real estate experts, William Raveis sales associates are guided by a steadfast commitment to service excellence and embodying the company's ten noble rules of compassion, trusted relationships, business agility, and professionalism to their clients.



WILLIAM RAVEIS WINS MULTIPLE CATEGORY AWARDS FROM LUXURY LIFESTYLE AWARDS FOR 2022



Founded in 1974, William Raveis is the number one independent family-owned real estate company in the Northeast and Florida, USA, and 8th in the nation according to the Real Trends report.

The privately held company is built on a foundation of strong family values and consistency in delivering the highest level of luxury service to its clients across real estate, mortgage, and insurance services. Thus, global experts at Luxury Lifestyle Awards have recognized William Raveis in multiple award categories, namely, TOP 100 Real Estate Brokers and Developers of the World, Best Luxury Real Estate Agency in Florida, USA, Best Luxury Real Estate Agency in Connecticut, USA, and Best Luxury Real Estate Agency in Massachusetts, USA, 2022.

William Raveis stands out for having the most unique business model in the real estate industry. The company is deeply committed to its sales associates and its team approach is industry-first. William Raveis provides top-tier marketing and design specialists for building the agent's brand and promoting luxury listings to the widest audience of potential buyers across the world.

Their portfolio of services brings innovative programs and technology tools together. The company prides itself on covering every angle of real estate. Whether buying selling, renting, looking for home financing, or insurance for valuables, car collections, jewelry, investment properties, mortgage protection, and more, William Raveis agents are the local and global experts.

Everywhere, from Maine to Florida, USA, and through their affiliation with Leading Real Estate Companies of the World®, Luxury Portfolio International®, and Who's Who in Luxury Real Estate, William Raveis is known for exceptional luxury service in over 70 countries. Their performance speaks to the level of confidence entrusted to the Raveis agents by a high-net-worth clientele who rely on the company's expertise as a premier brokerage for fifty years.

Company: William Raveis

Website: www.raveis.com

Address: Northeast and Florida, USA



William Raveis represents every price point and customer requirement across the Eastern Seaboard, USA, from the magnificent \$100 million Stonewall Farm located an hour from New York City, New York, to direct waterfront estates in key luxury markets like Nantucket, Massachusetts, Greenwich, Connecticut, and Palm Beach, Naples, Sarasota, and Jupiter Island, Florida.

It is their winning combination of personal service, customized marketing, advanced technology along with agent-fo-

cused coaching and mentorship programs that keeps William Raveis at the forefront of the luxury real estate industry worldwide.

The company is committed to providing all-encompassing assistance in the property market to ensure customer satisfaction and smooth negotiations. Find out more about the range of services offered by William Raveis by visiting its website at www.raveis.com.

BILL RAVEIS

CEO OF WILLIAM RAVEIS



William Raveis has recently been awarded a prestigious place in the TOP 100 Real Estate Brokers and Developers of the World 2022 by the panel of experts at the Luxury Lifestyle Awards. We spoke to William “Bill” Raveis, founder and CEO of William Raveis, about the company’s background, its services, why it stands out in this highly competitive market, and his plans for the future.

OUR LUXURY SPECIALISTS REPRESENT THE MOST MAGNIFICENT OCEANFRONT ESTATES, EXCLUSIVE COUNTRY CLUB PROPERTIES, AND BEAUTIFUL EQUESTRIAN COMPOUNDS IN THE WORLD. AS A TESTAMENT TO OUR EXPERTISE AND SUCCESS IN MARKETING LUXURY LISTINGS, WE HAVE SOLD THE HIGHEST-PRICED HOMES IN TOP MARKETS LIKE PORT ROYAL AT \$49.5M AND NAN-TUCKET AT \$32.5M, AND OUR COMPANY WON OVERALL WINNER IN HGTV’S ULTIMATE HOUSE HUNT FOR 2022.

Luxury Lifestyle Awards: Congratulations on being chosen for such a prestigious rating in the TOP 100 Real Estate Brokers and Developers of the World in 2022. How do you feel about your company being recognized in this way?

WR: We are honored to have been selected by Luxury Lifestyle Awards for luxury service excellence. Our sales associates are extraordinary. They understand that millionaires have different expectations when it comes to buying, selling, renting, and investing in luxury estate properties. Everything agents do must be well thought out and delivered in an exceptionally polished and professional manner. It is their tireless passion and dedication that drive our company’s success year after year.

Company: William Raveis

Website: www.raveis.com

Address: Northeast and Florida, USA





LLA: When you established your company 50 years ago, what was your vision for the future?

WR: At William Raveis, we live by the motto: Our sales associates are our customers. As an entrepreneurial family company, we partner with them to help build their businesses. Together, we deliver clients the most innovative and competitive real estate, mortgage, and insurance services.

LLA: The company has expanded substantially during these years. How have you managed this process and the challenges it presented?

WR: William Raveis has a business model, unlike any other real estate company. Our team approach is industry-first. As the agent's operating partner, we provide local and regional marketing support, world-class coaching and training programs, award-winning relocation and luxury property divisions, and specialty mortgage and insurance services. These agent-focused resources are vital to long-term growth.

LLA: William Raveis is the premier family-owned real estate company in Florida and the Northeast. What makes your company stand out as a leader in the industry?

WR: Sophisticated buyers and sellers compare performance. We are proud of our track record. Our Luxury Specialists represent the most magnificent oceanfront

estates, exclusive country club properties, and beautiful equestrian compounds in the world. As a testament to our expertise and success in marketing luxury listings, we have sold the highest-priced homes in top markets like Port Royal at \$49.5M and Nantucket at \$32.5M, and our company won Overall Winner in HGTV's Ultimate House Hunt for 2022.

LLA: What do you believe is the secret behind your success?

WR: What we know and hold in the highest regard is that relationships matter. The way our agents, managers, marketing teams, and staff work together matters. We are nimble and fast to adjust to the marketplace, not hindered by a corporate structure or beholden to Wall Street. At William Raveis, we are truly grateful for our culture and community, built on a foundation of family values, integrity, and trusted relationships for fifty years.

LLA: You have established an extensive, world-class network for the real estate market. How do buyers and sellers benefit from this?

WR: Our company generates thousands of personal client introductions and home sales annually. We have an expansive Raveis agent network, an award-winning Relocation division, and a twenty-year affiliation with Leading Real Estate Companies of the World® that connects our agents to 140,000 real estate professionals and 550 luxury brokerages in over 70 countries. Additionally, we are marketing partners with Luxury Portfolio International® and Who's

Who in Luxury Real Estate to ensure our luxury property listings are seen by the millions, worth billions.

LLA: Your company offers its clients a unique selling experience with the Raveis Purchase program. Can you tell us about the process and what sellers can expect?

WR: Yes, the program is a win-win for the homeowner in a hurry. Raveis Purchase buys the home for up to 80 percent of its current value and then sells it for the highest price possible. With Raveis Purchase, the seller benefits from the speed of getting out of their home and unlocking equity to make a non-contingent offer on a new home. We can streamline the whole process for them.

LLA: First impressions are so important when selling a house. You have recently launched the Raveis Refresh program to provide sellers with a facelift for their homes so they can be presented for sale in the best possible light. Can you explain to us how this works?

WR: We invest capital to optimize the homeowner's transaction with no upfront costs to them. Using Raveis Refresh, our team makes any necessary improvements, repairs, and renovations to maximize the home's value and to ensure the home sells for the highest price and quickly. We create additional value in the home and then pass the up side on to the homeowner.

LLA: Can you tell us about the real estate market in the Northeast of the U.S. and Florida, the two regions in which you specialize? What has business been like in 2022?

WR: In the Northeast, the market resembles 2019. Especially during the second half of the year, homeowners had to adjust their aspirations. A combination of factors, including mortgage rates which have nearly doubled, low inventory, and economic concerns are contributing to the real estate slowdown in 2022. Our Florida luxury markets are stronger than ever, with potential buyers outpacing the number of available luxury properties right now.

LLA: Have you seen any market trends emerging in the past year? Is it a buyer or seller's market?

WR: Mainly, it's a seller's market. As inventory starts to slowly build, buyers will have an advantage. Across our marketplace, from Maine to Florida, we have about a one to two-month supply, whereas the national average is six months or more. In fifty years, I've never seen the housing inventory this light.

LLA: What predictions do you have for the industry next year?

WR: I believe the downturn will carry into the first nine

months of 2023, but as the Federal Government loosens up interest rates, demand will begin to pick up. The market will be determined by interest rates which impact the buyer and seller and even those who are planning renovations. To stay on top of market conditions, our sales associates have an exclusive forecast tool that provides real-time insights for any city or town within our marketplace. It helps clients with decision-making and strategy by answering questions like What has sold in my neighborhood and at what price? What's the average time on the market? How does my city compare with others? Only William Raveis offers local housing data at their fingertips.

LLA: One of the sectors you can offer assistance in is financing for home buyers. What kind of service can your customers expect if they want a mortgage or loan?

WR: As the only brokerage to deliver luxury customer experiences across real estate, mortgage, and insurance, we do much more for customers than secure mortgage loans. With Raveis Complete, we can buy their current house, help them renovate and refresh a home, or make an all-cash offer through the Raveis CashBid™ program. William Raveis Mortgage offers clients faster closings, reduced paperwork, and personalized services at every step.

LLA: To make up the complete package for your customers' real estate needs, you can also provide access to insurance for various requirements. What sort of policies can they organize through your experts?

WR: Our William Raveis Insurance agents have relationships with over forty carriers to combine exceptional personal service and competitive insurance rates for home, auto, art, antiques, boats, collections, jewelry, wine, and more.

LLA: Where do you see your company progressing in the future? Are there plans for future expansion?

WR: We are always growing and innovating at William Raveis. Presently, we have 145 office locations and 4,500 agents in the Northeast and Florida (USA) and are committed to growing twenty percent a year through expansion markets and the hiring of top-producing sales associates. Six years ago, we opened our offices in Florida. Port Royal and Naples are two of the most affluent communities in the United States, and we now have the number one market share and over twenty offices across South and Southwest Florida. As we continue to expand our Florida footprint, we are exploring offices in Georgia, North Carolina, and South Carolina, to name a few.



TOP 100 WINNERS

.beachfront Real Estate & Investment,
3SI Immogroup
African Developers Group
Alta Real Estate Development LLC
Amy Assaad Inc.
Apes Hill (Barbados) Inc.,
ATIPIKA LIFESTYLE PROPERTIES
Bahrain Bay
Blue Zone Realty International
BUWOG Group GmbH
Cayan Group
Chalegrove Properties Limited
Cleopatra Developments,
Coldwell Banker La Costa Realty
Concept Elite,
Concord London Developments Ltd
Crownd Estates
CW London Limited
CW Real Estate
Cypeir Properties Ltd
DAHLER & COMPANY Franchise
David Adams Luxury Property
Diamond Developers
Eires Real Estate
Ellington Properties
Engel&Völkers Andorra
ERA Realty Network
Fabay
Fine & Country Costa Blanca North
Fragrance Group Limited
Fredman Property
Grupo Dvos Properties,
Grupo Hai, Sahai SMA desarrollos inmobiliario
Hallandale Oasis
Hammond International Properties
Harrods Estates
Heath Williams – Place Real Estate
Hendrich Real Estate GmbH
Hengyi
HKR International

Huttons Asia Pte Ltd
Imobiliare Herastrau
Island Blue Cyprus
JPS – GROUP
Kamala Beach Resort and Hotel Management
Koh Brothers Development
Korantina Homes,
Kore Real Estate LLC.
Korea Sotheby's International Realty
Lakeside Real Estate
Lifestyle Developers
List Sotheby's International Realty Thailand
Luke Mori Personal Real Estate Corporation
Luxinmo Real Estate
Luxury 778 Real Estate
Mauritius Property & Real Estate Your Space
Luxe
Melissa Wu
Miami Luxury Real Estate LLC
MIBS Group
Mirah Investment & Development
Monarch Real Estate
MVIVO (Pvt) Ltd.
Nest Property
Oliver Road | Luxury Real Estate
ONE Sotheby's International Realty
OrangeTee
Pacific Properties Luxury Real Estate
Paliburg Group and Regal Hotels Group
Partners International
Premium Realty (Pty) Ltd
Premium Villas Costa Blanca
Prime Real Estate Brokerage
Provident Estate
Puurspanje
Qetaifan Projects
Qoshan
Ray White Prestige
RE/MAX Premier Bulgaria
RE/MAX Tunisie

Real Choice Real Estate LLC
Robert Yost
Roula Rouva Real Estate
Savills China
Savills Dubai
Select Group
Shapoorji Properties
Signature Developers
Sobha Realty
Stone Capital
Swire Properties
Tamara Griasskin
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United Development Company
United Investments Portugal
Valeri Agency, Monaco
Vincitore Real Estate Development LLC
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