

# LUXURY PORTFOLIO

I N T E R N A T I O N A L

VOLUME 07 | ISSUE NO. 01

ALLURING ABODES  
LUXETRENDS®  
VILLA MALISA:  
A PRIVATE ESTATE  
NESTLED IN THE HILLS OF  
PHUKET

MARKET PULSE:  
WINE REGIONS

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**WELCOME TO LUXURY PORTFOLIO INTERNATIONAL®**

Luxury Portfolio International® is a highly-regarded, global network of premier locally branded companies dominated by many of the world's most powerful independent luxury brokerages. As the luxury face of Leading Real Estate Companies of the World®, this unique and exclusive program provides me with a global platform to market my significant listings to affluent consumers around the world. I am proud to have been selected for membership to Luxury Portfolio International.®

Today I am gifting you the latest copy of my edition of the Luxury Portfolio Magazine. Luxury real estate is a passion, a lifestyle, an investment, and ultimately a reward for your hard work. Whether you prefer a private villa with breathtaking waterfront views or a modern condo with sleek, minimalist lines throughout, home reflects your personal goals and is a place to absorb time with your loved ones.

In this issue, you will take a look at current activity in a selection of wine regions, as well as bespoke experiences brought to life by concierge services and you will find out where the best poké spots are around the world and how to make this classic raw-fish salad at home. We reveal the latest advancements in the luxury electric car space with recently unveiled concepts that have caught our eye. Explore Thailand through the individual property feature about Villa Malisa: a private estate nestled in the hills of Phuket. You will also be provided with an outlook and what to expect in the 2017 luxury real estate market. Lastly, discover all that Kuala Lumpur has to offer from culinary getaways to thrill seeking adventures and much more! Browse the world's most alluring abodes on the award-winning website, [LuxuryPortfolio.com](http://LuxuryPortfolio.com), where more than 50,000 luxury homes were marketed this past year.

I hope you enjoy this edition of the Luxury Portfolio Magazine, and if I can help you meet your real estate objectives, please feel free to contact me. It would be my pleasure to work for you.

AVIVA EYAL  
The Keyes Company

# LUXURY PORTFOLIO INTERNATIONAL®

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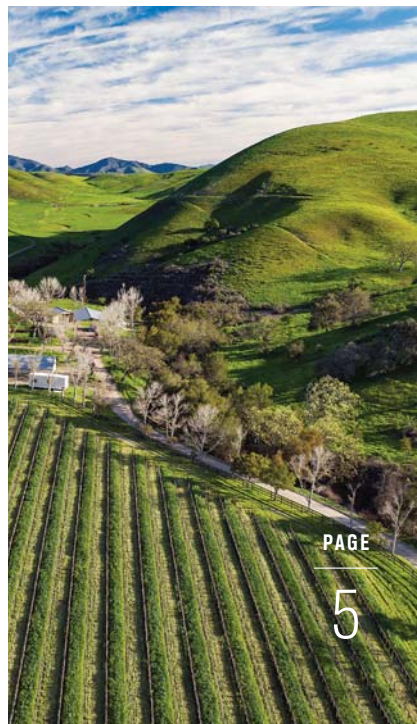
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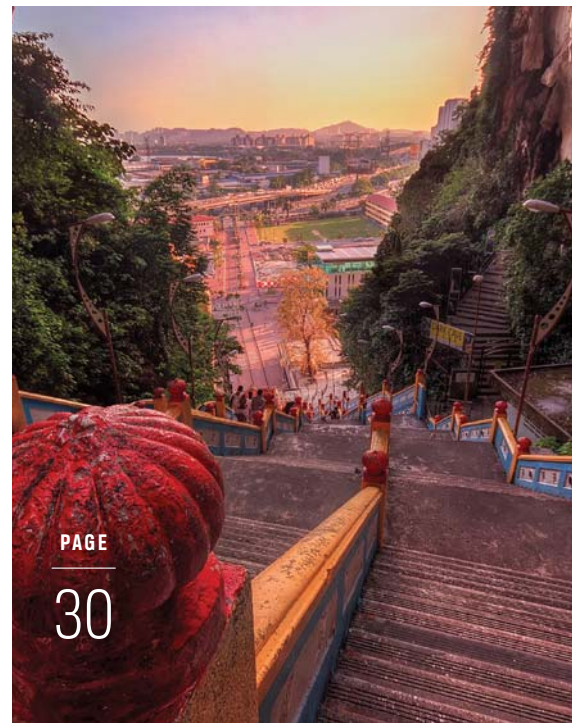
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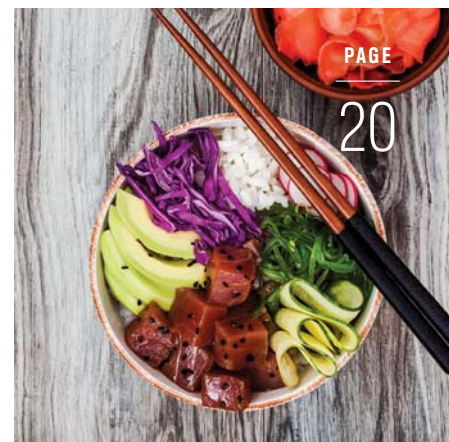
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# LUXURY PORTFOLIO MARKET PULSE

## WINE REGIONS

Presenting the latest insights from our extensive network of industry leaders, we take a closer look at what's happening in select global markets that are influenced by the wine production industry. For more information or to contact a Luxury Portfolio affiliate, visit [LuxuryPortfolio.com](http://LuxuryPortfolio.com).

### STELLENBOSCH, SOUTH AFRICA

#### HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:

The producing wine farms around Stellenbosch sell at an average between U.S. \$3,331,000 and \$8,882,000.

#### IMPACT OF THE WINE INDUSTRY ON THE LOCAL MARKET:

For the last 300 years, the industry has formed a big part of the Stellenbosch economy. Since the first "Stellenbosch wine route" was established during the 1970's, the tourist industry has exploded and Stellenbosch has become a popular destination for tourists and for buyers of wine farms. The small lifestyle farms with boutique cellars have become extremely popular with the world affluent as a "must have." There are over 150 wineries in this sub-region.

#### GRAPES GROWN IN THIS AREA/TOP WINE PRODUCERS:

The grapes grown include Sauvignon, Chenin, Cabernet, Merlot, Chardonnay and more. Also, Pinotage, which is a famous South African original varietal made from a grape that was crossed on local soil between Pinot Noir and Cinsaut in 1925. Top Pinotage producers are Kanonkop, Simonsig, Beyerskloof, Kaapzicht and Neethlingshof.

#### LUXURY BUYERS ARE LOOKING FOR:

Clean design, comfort, accessibility and style.

#### MOST BUYERS FROM OUTSIDE THE AREA ARE COMING FROM:

From the Northern part of South Africa as well as from overseas, mostly Europe. The region's potential for producing quality wines and as a tourism hub has seen investors from as far afield as France, Germany, Switzerland, Italy and America staking their claim in the Stellenbosch winelands.

#### PRICE POINT FOR THE TOP 10% OF HOMES ACROSS THE MARKET:

U.S. \$1,110,000

#### PRICE POINT FOR THE TOP 10% OF VINEYARD HOMES:

U.S. \$7,400,000



## STELLENBOSCH

WEB ID: ENPT88

# SANTA BARBARA

WEB ID: MVWY88

# WILLAMETTE VALLEY

WEB ID: GDUY88

## SANTA BARBARA, CALIFORNIA

### HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:

U.S. \$11,450,000

### IMPACT OF THE WINE INDUSTRY ON THE LOCAL MARKET:

The wine industry in Santa Barbara County has grown exponentially with most wineries having not only their own tasting rooms, but also retail locations. This quiet wine-growing region was thrust into the limelight with the 2004 movie *Sideways*, which was filmed in the area. Since then, the market has taken off and continues to grow as more people discover this beautiful corner of California's Central Coast.

### GRAPES GROWN IN THIS AREA/TOP WINE PRODUCERS:

Mainly Pinot Noir and Chardonnay are grown here, however, with so many microclimates they grow many other varieties as well and Santa Barbara is fast approaching the reputation of the more well-known regions like Napa. Currently the area has approximately four or five distinct and recognized American Viticultural (cultivation of grapevines) growing areas.

### LUXURY BUYERS ARE LOOKING FOR:

Single-story homes with views, updated bathrooms and kitchens, modern, warm, airy, and with a guest house or guest quarters.

### MOST BUYERS FROM OUTSIDE THE AREA ARE COMING FROM:

Mainly other Southern California coastal cities with a few coming from the Bay Area.

### PRICE POINT FOR THE TOP 10% OF HOMES ACROSS THE MARKET:

U.S. \$5,000,000

### PRICE POINT FOR THE TOP 10% OF VINEYARD HOMES:

U.S. \$5,000,000, but can run up to U.S. \$45,000,000

## WILLAMETTE VALLEY/GREATER PORTLAND, OREGON

### HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:

U.S. \$700,000

### IMPACT OF THE WINE INDUSTRY ON THE LOCAL MARKET:

In North Willamette Valley and Washington County, the wine industry has nourished the economy and region. This contrasts with the more established Willamette Valley/Greater Portland area for whom the wine industry has been rather stagnant in recent years.

### GRAPES GROWN IN THIS AREA/TOP WINE PRODUCERS:

The area is known widely for its Pinot Noir, and the largest labels in Oregon are King Estate, A to Z, Erath, Willamette Valley Vineyards and NW Wine Company.

### LUXURY BUYERS ARE LOOKING FOR:

Balance between architecture and grounds, views, proximity to urban core, and superiority to neighboring parcels of relatively similar make.

### MOST BUYERS FROM OUTSIDE THE AREA ARE COMING FROM:

California and Seattle.

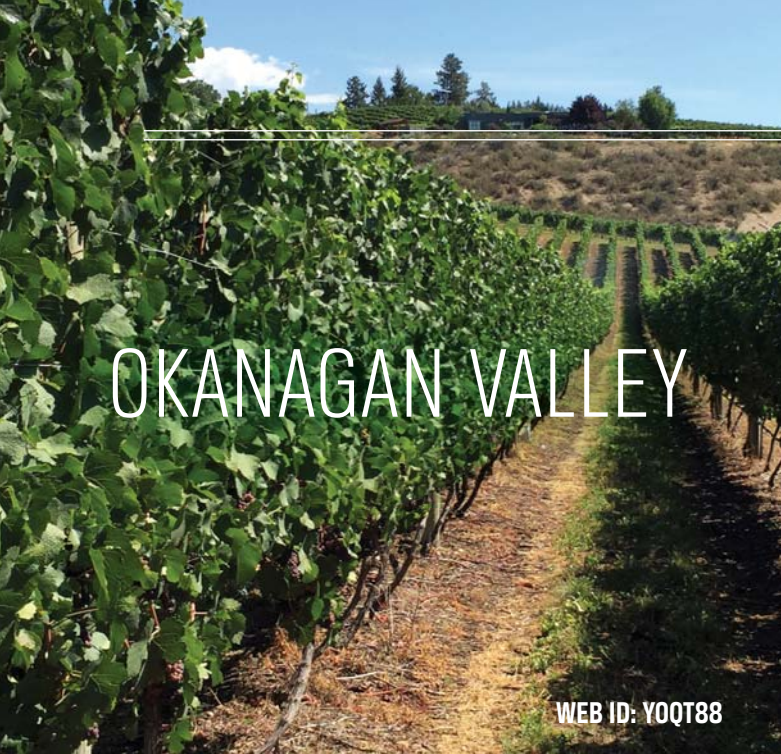
### PRICE POINT FOR THE TOP 10% OF HOMES ACROSS THE MARKET:

U.S. \$750,000+

### PRICE POINT FOR THE TOP 10% OF VINEYARD HOMES:

U.S. \$1,250,000+





# OKANAGAN VALLEY

WEB ID: Y0QT88



# TUSCANY

WEB ID: TOPV88

## OKANAGAN VALLEY, BRITISH COLUMBIA, CANADA

### HIGHEST RECORDED SALE IN THE LAST 12 MONTHS:

U.S. \$20,254,000

### IMPACT OF THE WINE INDUSTRY ON THE LOCAL MARKET:

The wine industry has impacted the local real estate market mostly via Agritourism, which has broadened the services offered to the public from wineries large and small, including restaurants and retail. It is the number one industry bringing in a large tourism turn out and creating more jobs, which ultimately leads to more people moving to the area. The region offers an idyllic lifestyle, attracting wealthier real estate clientele from Canada and worldwide. Investors are also attracted to this market for the holding properties with revenue streams, such as vineyards.

### GRAPES GROWN IN THIS AREA/TOP WINE PRODUCERS ARE:

The area is divided into North, Central and South regions to produce certain varieties best suited to their temperature ranges. The North will grow primarily white grapes, such as Riesling, Pinot Blanc, Pinot Grigio, Chardonnay and Gewürztraminer. Central Okanagan will grow all whites, plus lighter reds such as Pinot Noir and Marachal Foch. South Okanagan will grow some white, but is best suited to all the deep red varieties such as Merlot, Cabernet Sauvignon, Cabernet Franc, Syrah, Malbec and Sangiovese.

### LUXURY BUYERS ARE LOOKING FOR:

Lake views, a pool, walk-out ranch style, chef's kitchen, butler's pantry, spa-style or modern en suite bathroom, hardwood flooring, wine cellars, triple garage, low-maintenance yards and privacy.

### MOST BUYERS FROM OUTSIDE THE AREA ARE COMING FROM:

Vancouver lower mainland, Calgary, Ontario primarily, the U.S. and Asia.

### PRICE POINT FOR THE TOP 10% OF HOMES ACROSS THE MARKET:

Ranges from U.S. \$5,200,000 – \$23,100,000

### PRICE POINT FOR THE TOP 10% OF VINEYARD HOMES:

Ranges from U.S. \$1,100,000 – \$3,700,000

## TUSCANY, ITALY

### IMPACT OF THE WINE INDUSTRY ON THE LOCAL MARKET:

Tourists visit Tuscany to see historical and art cities and to taste the delicious food, wine products (which dates back to the 8th Century BC) and oils that come from the region.

### GRAPES GROWN IN THIS AREA/TOP WINE PRODUCERS:

Chianti (Sangiovese grapes), Bolgheri Sassicaia (Cabernet Sauvignon grapes), Brunello di Montalcino (Sangiovese grapes). The top wine producers are: Marchesi de' Frescobaldi, Banfi, Barone Ricasoli, Marchesi Antinori, Rocca delle Macie, Ruffino, Tenuta San Guido.

### LUXURY BUYERS ARE LOOKING FOR:

Buyers of luxury homes in Tuscany look for charm in ancient houses such as villas or farmhouses, locations near the seafront or in the countryside with spectacular views.

### MOST BUYERS FROM OUTSIDE THE AREA ARE COMING FROM:

Germany, the United Kingdom, France, Russia and occasionally the United States.

### PRICE POINT FOR THE TOP 10% OF HOMES ACROSS THE MARKET:

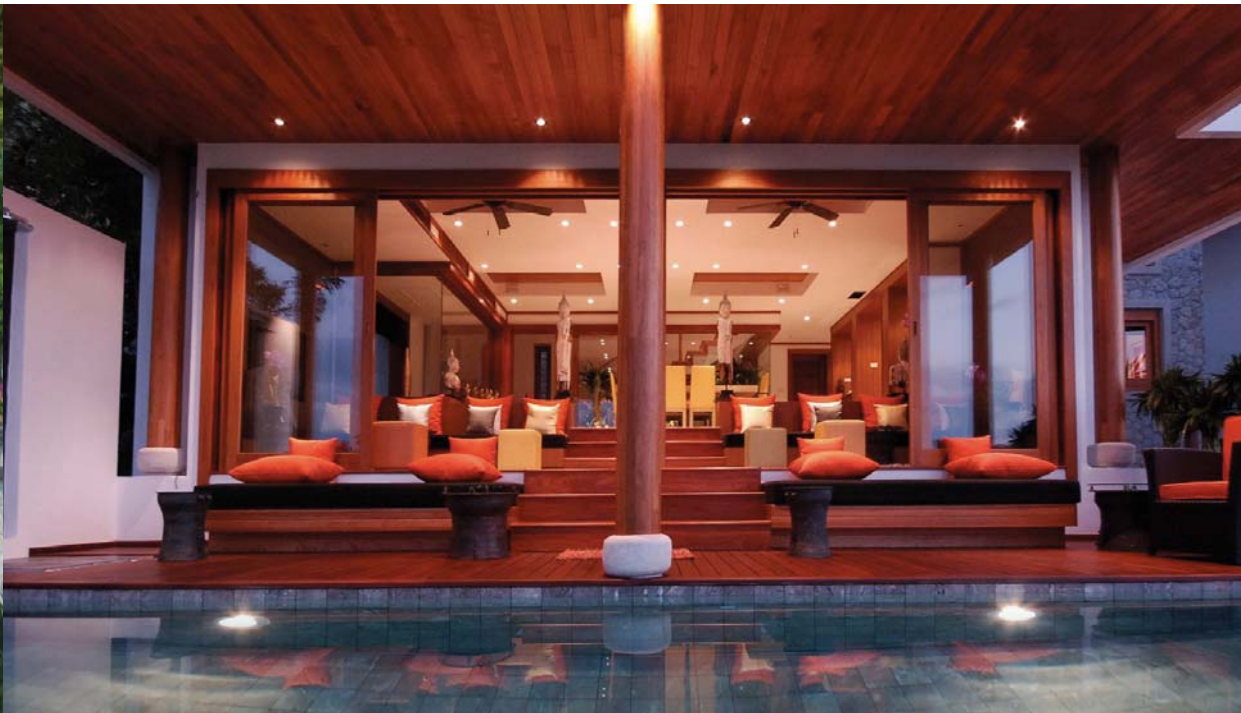
U.S. \$4,443,600

### PRICE POINT FOR THE TOP 10% OF VINEYARD HOMES:

U.S. \$5,554,500

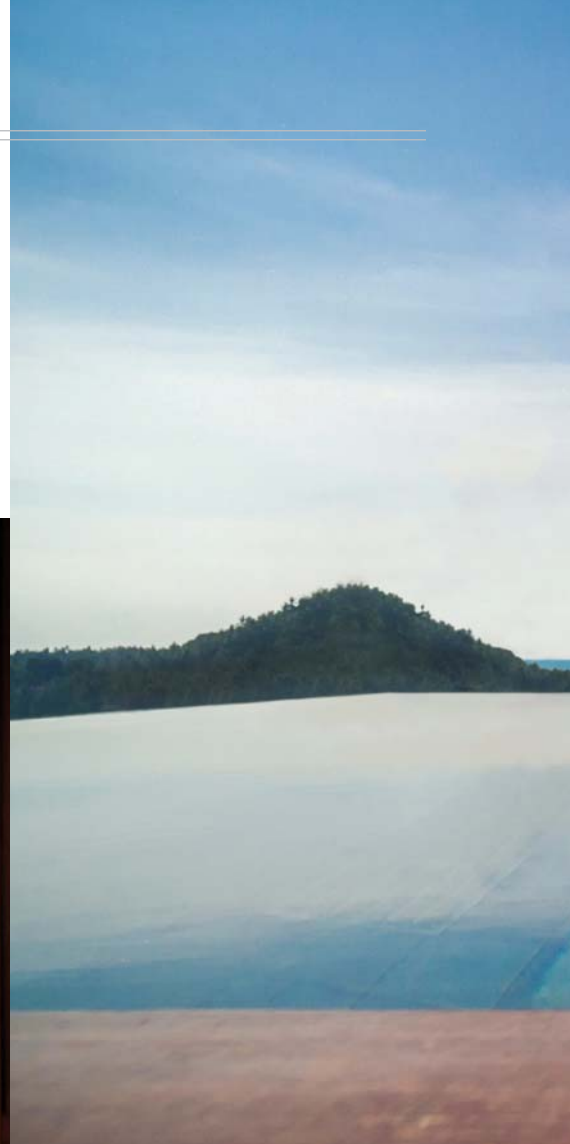


**VILLA MALISA:  
A PRIVATE ESTATE NESTLED IN  
THE HILLS OF PHUKET**



**T**HERE IS, PERHAPS, NO PLACE ON EARTH MORE STRIKING than southern Thailand and the islands scattered throughout the Andaman Sea. Limestone cliffs soar above white sand beaches and turquoise waters that hold vibrant reefs, making this corner of the world a natural phenomenon that has summoned adventurous globetrotters for years. Each island has its own unique character, from five-star resorts to beachside camping, and world-class scuba diving off Ko Tao to rock climbing in Krabi. For those seeking the ultimate place to luxuriate, Phuket is the definitive destination.

Nestled in the hills of this enchanting island and overlooking Surin Beach, one of Phuket's most exclusive enclaves, Villa Malisa is perfectly positioned to showcase panoramic views across the Amanpuri headland and the awe-inspiring beaches of Bang Tao Bay. Fusing the traditional aesthetic and materials of a Thai-style villa with cutting-edge lifestyle amenities, the contemporary design was strongly influenced by the owner, a longtime Phuket resident who had the three-story home constructed in 2010.



**ABOVE:** Wake up to a soothing breeze and stunning beach views.

**TOP RIGHT:** Soak up the sun and beautiful scenery while you swim around the infinity pool.

**BOTTOM RIGHT:** Relax in the oversized jacuzzi bath while gazing at the sunset from the top-floor balcony.

The vision was a villa offering expansive sea views from every room, while being entirely under one roof, an atypical characteristic of the homes on Surin Hill. The owner had previously lived in Thai villas with a separate building or 'sala' (reception hall) for each room, and while the look was elegant, it wasn't necessarily practical for today's lifestyle. With this in mind, Villa Malisa was designed to flow from one room to the next without going outside, creating a beautiful and functional open concept.

Soon after completion, the Lifestyle TV channel featured Villa Malisa, giving viewers a glimpse of luxury living in Southeast Asia's high-end resort property destination. Viewers enjoyed the interior finish of the Villa, the ocean views, and the master bedroom with unique his and hers en suite bathrooms and the grand walk-in wardrobe decorated in rich hues of teak and silk panels situated on the entire top floor. Coupled with the master suite, an oversized indoor jacuzzi bath opens onto magnificent ocean views from the top-floor balcony, ideal for relaxing and watching the sunset over the horizon.





"I love the combination of natural hardwood timbers and Thai silk! It creates an ambiance of 'warmth', or as the Thai's say, 'sabai'. I will miss waking up in the morning and opening the curtains to reveal the turquoise hue of the Andaman Sea in all its glory," stated the current owner.

Completing the indoor/outdoor living, the second-level living area flows beautifully onto the infinity pool with a covered deck, merging the two tranquil spaces with ease. This level also includes a dining room and fully equipped European kitchen, a chef's paradise prepared to handle large-scale cooking and entertaining and an ideal spot for cooking the popular Thai dish, Tom Yam Goong hot soup. A powder room, office, and additional bedroom with en suite bathroom and built-in oversized bunk beds complete the floor, an exemplary space for teenagers and children to get away. And speaking of family entertainment, the villa also incorporates a dedicated soundproofed private HD home cinema with projector and curved screen for family movie nights and screenings with guests.

This established estate with a gated entry offers the utmost privacy and space and comes tastefully decorated and furnished with Thai antiques, elegant indoor teak floors and teak trim, which enliven the senses. Villa Malisa truly embodies all that Phuket's island lifestyle offers, with the added benefit of being just minutes from upscale shops and restaurants, world-class beaches, golf courses, resorts, spas and, of course, an exceptional nightlife scene.

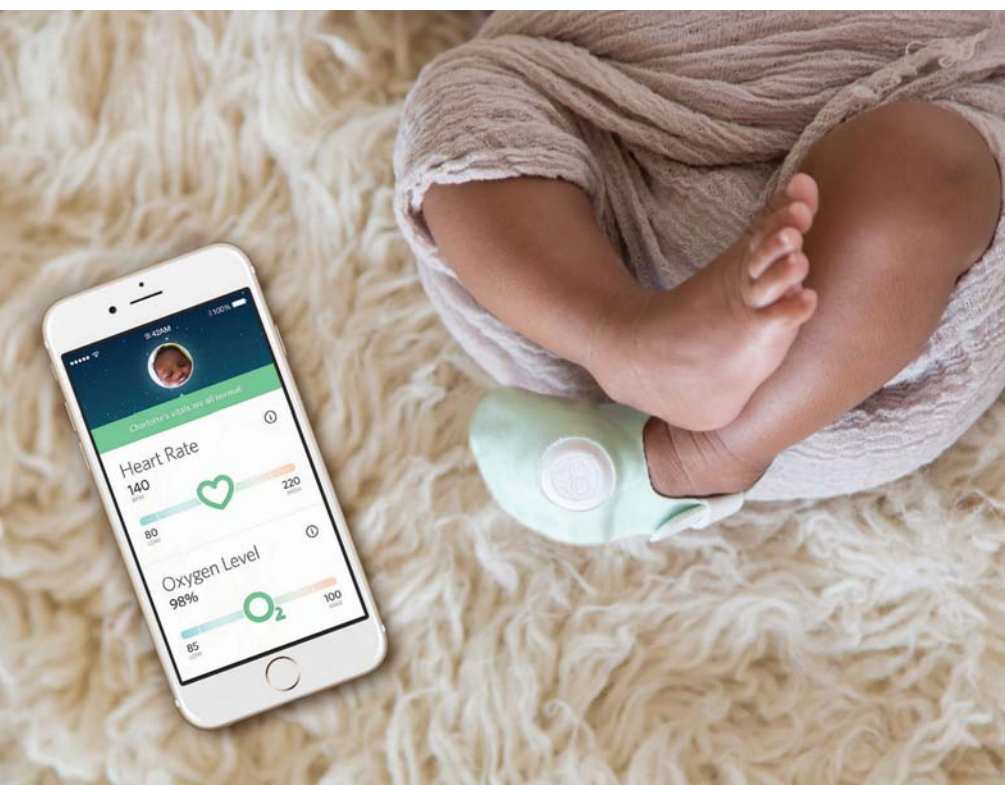
FOR MORE INFORMATION ON VILLA MALISA, visit [luxuryportfolio.com](https://luxuryportfolio.com) and search Web ID: KYOY88

INNOVATION



**STAYING CURRENT WITH THE LATEST AND**

greatest modernisms, experiencing destinations of distinction and knowing how to pamper yourself have long been major elements in defining a well-lived life. The following collection of trends offers some of our favorites in the areas of Innovation, Exploration and Relaxation to add to your life and inspire your own ideas.



**Owlet Baby Monitor Smart Sock**

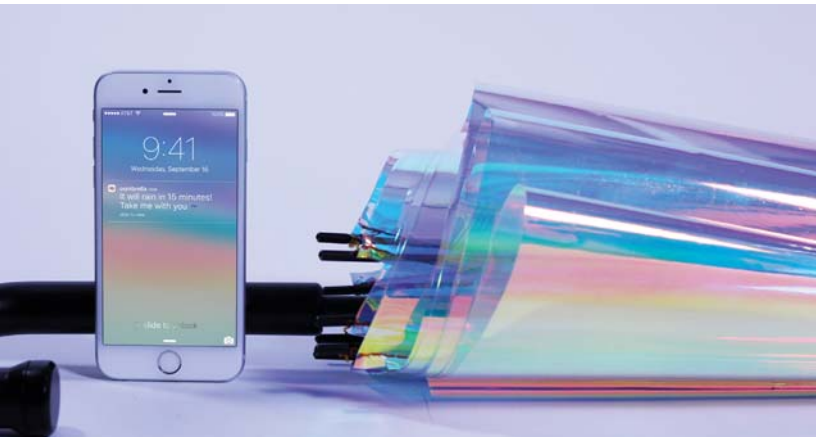
The Owlet Baby Monitor Smart Sock is a must-have for all new and expecting parents. This cute, snuggly smart sock fits comfortably on your little one's foot while they sleep and monitors their heart rate and oxygen levels providing necessary peace of mind for a good night's sleep. The sock uses hospital technology called pulse oximetry and collects vitals data via Bluetooth to the device's small base station sending it to your phone via the app for remote monitoring. [owletcare.com](http://owletcare.com)

# INNOVATION

## Oombrella Smart Umbrella

Oombrella is a smart umbrella connected to the app on your phone that alerts you BEFORE it rains, ensuring you never leave the house without it. It also shares live weather data within its community of users so you're never caught in the rain. And for those who tend to lose their umbrellas frequently, it has a "forget me not" feature to alert you when you've left it behind. Available in black, white and a shiny color as well as bag sized or the classic large size. No more bad hair days on the horizon.

[wezzoo.com](http://wezzoo.com)



## Waylens Horizon Action Camera for Cars

Amplify your fun behind the wheel with the Waylens Horizon automotive camera system, beautifully designed to allow driving enthusiasts to easily capture, edit and share interesting moments in real time. The state-of-the-art dashboard camera can make a viewer feel like you're right in the driver's seat when you watch the recorded video. The data-driven editing easily searches and selects the most exhilarating moments from hours of driving footage. [waylens.com](http://waylens.com)



## Snapchat Spectacles

Snapchat, the increasingly popular social media platform has developed specs designed to make sharable memories taken from your perspective, literally. These wearable sunglasses take 10-second videos which get shared to your Snapchat memories over Wi-Fi and make it possible for your Snapchat friends to literally see the world from your point of view. Available in black, teal and coral, they are an exciting new gadget, keeping you connected to your sphere. [spectacles.com](http://spectacles.com)

## Petbot Petcam

Feeling guilty about leaving your fur ball home alone while you go to work? Not to worry, Petbot Petcam is a great device for your pet to interact with while you're away. The built-in camera, microphone and treat dispenser are all accessible from the app and your pet can even send you selfies throughout the day, allowing for true two-way communication. Show them you care, even when you're not there! [petbot.com](http://petbot.com)



# EXPLORATION

## Iguana Yacht

Explore the world in the Iguana Yacht, designed to seamlessly transport you from the ocean onto land and back again. The interior is designed throughout for comfort combined with practicality and the extended space provides room to fit a surfboard, wake boards and even bicycles. This luxury sporting boat will support all your thrilling expeditions and keep you traveling year-round. [iguana-yachts.com](http://iguana-yachts.com)

## The Maidstone Hotel

A weekend in the Hamptons is a blissful getaway and The Maidstone Hotel is the new hot spot. This trendy hotel, dubbed as "Scandinavian cozy," boasts 19 eclectic rooms and cottages with hand-selected amenities. Enjoy the aromatherapy burners, complimentary organic coffee, wine and champagne, and of course, a continental Scandinavian breakfast. Don't forget your furry friend, too — they even have a daily yappy hour and woof menu, so your dog can experience a little R&R, as well. [themairstone.com](http://themairstone.com)

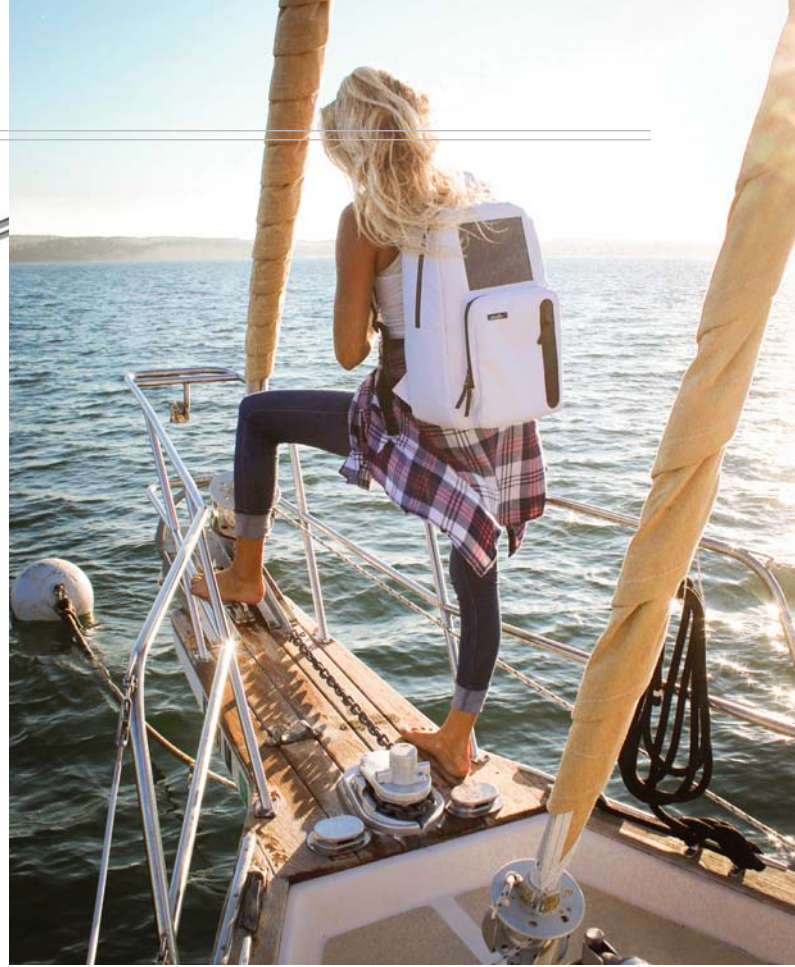






### 1. Modobag

We've all sprinted through the airport to avoid missing a flight, but the Modobag has a faster, simpler approach to when those security lines hold you up. Modobag is the world's first motorized, smart and connected carry-on that gets savvy travelers to their destination up to three times faster by riding their bag. Hard to believe we've never thought of this before! Complete with dual 5V USB ports to keep your devices fully charged and a crush-proof laptop compartment, this bag is ideal for frequent travelers. [modobag.com](http://modobag.com)



### 2. BirkSun Boost Sport Solar-Powered Backpack

Take your new BirkSun Boost Sport Solar-Powered Backpack on a hike, to the beach or for a bike ride, don't worry about getting caught in the rain, the waterproof fabric will protect your devices. Each handcrafted bag has a built-in lithium battery and solar panel, that can charge your phone as fast as a wall outlet. The enhanced digital power management system has a 4-light LED indicator display, making it easy and fun to create power from the sun. [birksun.com](http://birksun.com)



## KEEP YOURSELF POWERED UP: THREE ITEMS TO KEEP YOUR SMARTPHONE FULLY CHARGED WHILE YOU'RE ON THE GO

### 3. The BioLite CampStove

The BioLite CampStove is a must-have for your next camping adventure. The smokeless campfire is ideal for cooking meals, boiling water and keeping you toasty while relaxing under the stars. But the best feature? This stove also generates usable electricity for charging LED lights and yes, even your mobile phones, and other personal devices. Heat, easy to setup wood-burning stove, and a phone charger? It's a win all the way around. [bioliteenergy.com](http://bioliteenergy.com)



## RELAXATION



### Neuroon Sleep Mask

If you have a difficult time sleeping, the Neuroon sleep mask can help. This new, wearable technology combines sensors and advanced software with a mobile application for a smart device. The mask tracks sleep-related data enabling users to understand sleep analytics, jetlag blocker, personal pause (for napping), biorhythm adjuster (for when you work odd hours) and Neuroon sunrise which simulates light, so you wake up naturally. [neuroon.com](http://neuroon.com)



### Courvoisier Classic Tour

Whether you are a Courvoisier connoisseur, or newer to this intoxicating cognac, this tour is the perfect experience for those seeking something a bit different. A delightful tour for all brandy lovers, the Courvoisier Classic tour includes an in-depth history of the brand, the special process of making this elegant cognac, and a tasting chosen from the award-winning portfolio. This tour is only available at select times throughout the year, so be sure to check availability online. [courvoisier.com](http://courvoisier.com)



# RELAXATION



## Dior Prestige Le Grande Masque

The Dior Prestige Le Grande Masque provides the most intense oxygenation available, even for those with delicate skin. This indulgent mask stimulates deep cellular respiration, providing the perfect dose of skin oxygenation while replenishing your skin and leaving it fresh and smooth. [dior.com](http://dior.com)



## Ametis Shower System

The award-winning Ametis Shower System by GRAFF will make your en suite bathroom feel like a spa. Designed to create a truly exceptional showering experience, it offers a soothing halo effect using LED chromotherapy lighting. This shower system will leave you feeling refreshed and rejuvenated, not to mention your bathroom will look modern and newly updated. [graff-faucets.com](http://graff-faucets.com)

## Palma Canopy Bed

For a truly bespoke bedroom getaway, fall asleep in this sophisticated, handcrafted canopy bed. The wood-framed headboard and footboard is made of solid oak with rustic gray finishes and woven abaca panels for a chic look that will transform your master suite into a modern masterpiece. For those looking for a full bedroom makeover, there is matching furniture to complete the look. [bernhardt.com](http://bernhardt.com)



# LUXURY CONCIERGE SERVICES: WHERE BESPOKE EXPERIENCES COME TO LIFE



Convenience, exemplary service and overall lifestyle management is what drives the high-end concierge business. From front row seats at sold out events to celebrity appearances at your birthday bash, elevated concierge services are for those who lead exciting lives with exquisite tastes and high standards, but may not have the time required to orchestrate it all. To the right you'll find four esteemed luxury concierge management companies and the distinctive offerings they curate for their exclusive clientele.

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## QUINTESSENTIALLY

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**SERVICING:** This UK-based company services over 60 cities around the world. From Buenos Aires to Beirut, New Delhi to New York, Moscow to Milan, and in destinations as diverse as Maputo, Ljubljana, Istanbul, Jakarta and Seoul, to name a few.

**MEMBERSHIP:** With insider access to the trendiest restaurants, clubs, galas, exotic travel, red carpet premiers and more, their membership is designed to open doors while maximizing time and simplifying life. Known as “a magic genie with a little black book in each city,” Quintessentially offers three tiers of private individual membership based on the extent and frequency of the services desired. Up for any challenge, Quintessentially has created such unique experiences as closing the Sydney Harbour Bridge for a private climb and unique marriage proposal, locating rare pink dolphins in the Amazon for an adventurous globetrotter, arranging a private party for 300 at the Pyramids in Egypt and even preparing a romantic dinner for two on an iceberg. All you have to do is ask and they'll deliver! [quintessentially.com](http://quintessentially.com)

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## PURE ENTERTAINMENT GROUP

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**SERVICING:** Pure is a global event management and luxury concierge company based out of Montreal with a limited membership of 100 individuals throughout the world, valuing quality over quantity.

**MEMBERSHIP:** Considered by many to be luxury miracle workers, some of their more unique requests include organizing a surprise birthday party and safari in South Africa for a Swiss client's wife with just four days' notice, as well as procuring a highly sought-after designer handbag, a Hermes 30cm Nilo Crocodile Birkin Bag with gold hardware, in less than two weeks for a Singaporean client. In addition to premium concierge services, they offer bespoke travel packages and luxury lifestyle experiences for such events as the Dubai World Cup, award shows, fashion week events, Sundance Film Festival, Victoria's Secret Fashion Show, world-class sporting events and film festivals, private meet-and-greets with A-list celebrities, exclusive access to sold out events or one-of-a-kind weeklong getaway packages. Pure is known for delivering “Money Can't Buy” experiences and prides itself on knowing all their clients by name. [pureonline.com](http://pureonline.com)

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## ALBERTA LA GRUP

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**SERVICING:** A boutique concierge service, based in Barcelona offers services in Paris, London, Kiev, Shanghai, Dubai, Brazil, Amsterdam, Milan, Los Angeles, Miami, New York and others upon request.

**MEMBERSHIP:** Focused on bespoke experiences for travelers who want to discover the world in a unique and cultivated way, Alberta La Grup caters to Forbes List CEOs, ultra-high-net-worth individuals and boutique travelers. They are known for creating exclusive experiences designed to delight and surprise such as *Dinner in the Tower*, which included a dinner cooked by renowned chef Alain Ducasse in the Eiffel Tower, and thrilling experiences for the adrenaline seeker, like speeding around a racetrack and more. They can even assist with staffing by providing a personal assistant for all errands, childcare and home needs. [albertalagrup.com](http://albertalagrup.com)

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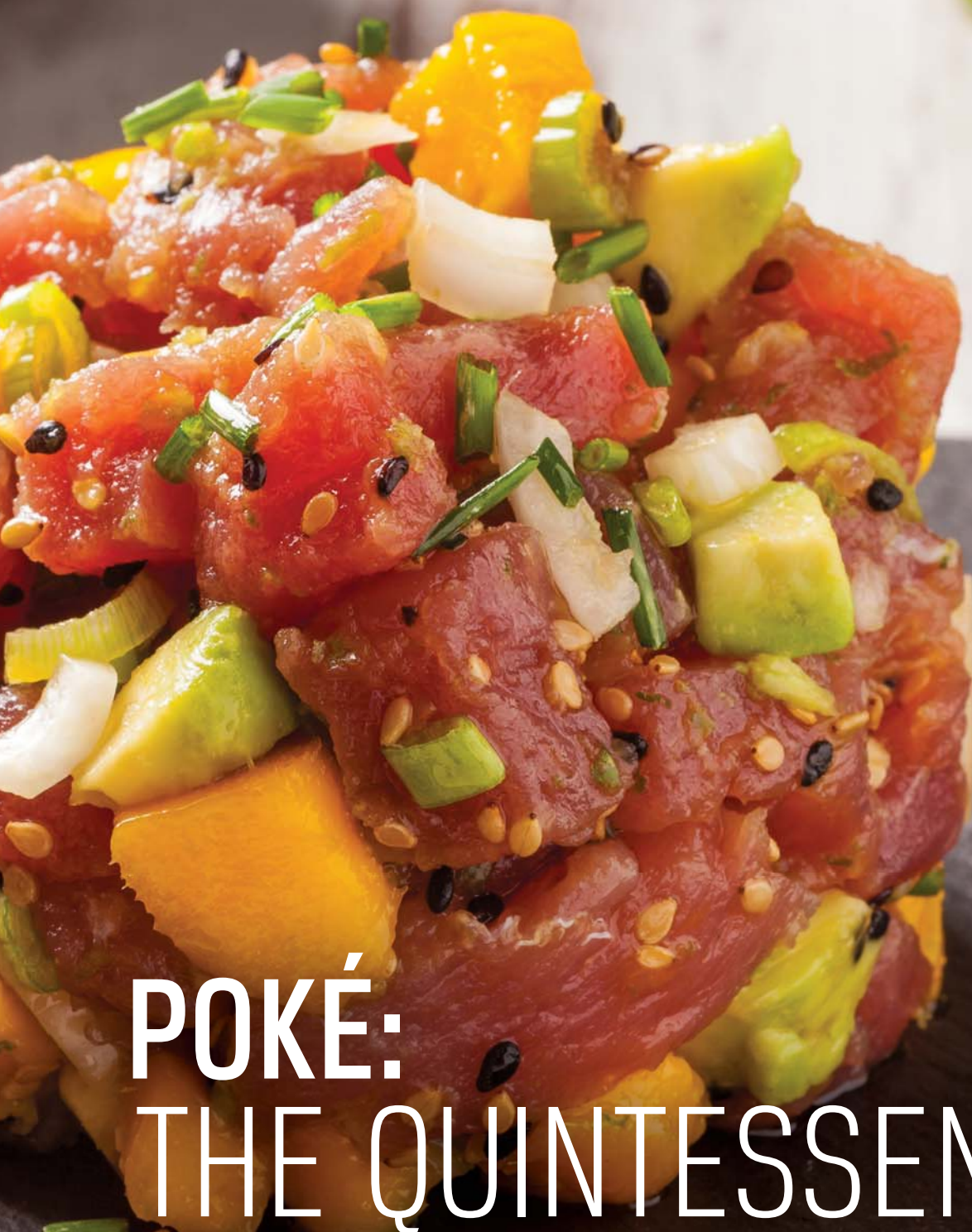
## HIGHLIFE ASIA

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**SERVICING:** Shanghai-based, Highlife Asia services China, Southeast and East Asia, New York and London.

**MEMBERSHIP:** Specializing in Hong Kong, Shanghai and Greater China, Highlife Asia provides *Lifestyle Management*, *Leisure Deluxe* and *Leisure Platinum* membership, designed and supremely tailored to fit individual customer needs and requirements. From personal styling to chauffeur services, Highlife Asia will streamline the time and energy one invests in lifestyle to enjoy life without worrying about the small details. They can easily reach out to their network of top suppliers and leading event management team to bring you anything you wish. [highlifeasia.com](http://highlifeasia.com)



# POKÉ: THE QUINTESSENTIAL HAWAIIAN DISH

## Poké, the unofficial "state snack" of Hawaii, is a classic raw-fish salad that can be found almost anywhere throughout the Aloha State.

This delightful combination of ingredients has been influenced by the history of the islands and the many cultures that have inhabited them, poké is Hawaiian for "to chop" or "to cut crosswise." The centuries-old snack has maintained a fresh appeal, and today the Hawaiian-style treat is gaining a global following, popping up in many new and creative iterations, on menus around the world and is more popularly served as a complete meal.



**How to prepare it** | Poké is an exceedingly simple dish to make, so why not try it at home? You can get creative to suit your palate, with many modern variations drawing inspiration from Japanese and other Asian culinary traditions. One of our favorites calls for gently mixing chunks of lean ahi (yellowfin) tuna, soy sauce, sesame oil, sweet Maui onions, and a sprinkling of sesame seeds or scallions. You can also include dried seaweeds like hijiki or wakame. Simple and ready to eat in fifteen minutes.



**Where to eat it** | No matter where you are these days, chances are you can score some delicious poké while out on the town. From Hawaii to New York to London and Australia, here are a few of our favorite spots for a delicious bowl of poké from different parts of the world.



### POKÉ STOP | HAWAIIAN ISLAND, O'AHU

Chef Elmer Guzman was born and raised on the island of Maui and opened Poké Stop Waipahu in 2005. He grew up fishing on the island and developed a lifelong love of fish and even served as a sous chef under well-known television chef Emeril Lagasse, in Emeril's Restaurant, in New Orleans. While Poké Stop's outward appearance seems casual, it has become extremely popular for in-the-know locals and tourists alike to come here and get their poké fix, prompting Guzman to open a second location on the same island in Mililani and a third location in Honolulu. [poke-stop.com](http://poke-stop.com)

**Recommendations** | Try the creamy Spicy Salmon Poké, the Wasabi Tako Poké or the popular Sesame Ahi Poké.

### NOREETUH | NEW YORK CITY

Noreetuh, meaning "playground" in Korean, is an appropriate name for this fun modern Hawaiian restaurant located in the East Village. Chef Chung Chow and his partners Gerald San Jose and Jin Ahn have created an atmosphere where guests can enjoy artfully crafted food paired with wine. The menu is complemented by a carefully curated wine list of approximately 200 selections, with a strong representation from France. In addition to the wines, there are several craft beers and specialty sakes on the list. [noreetuh.com](http://noreetuh.com)

**Recommendations** | Be sure to try the Shrimp Poké with cucumbers, wasabi, pearl onions and yuzu or the Big-Eye Tuna Poké with macadamia nuts, pickled jalapeños and seaweed.

### TOMBO—POKÉ & MATCHA BAR | LONDON

Tombo, London's first authentic Japanese café and matcha (green tea) bar, is situated in the heart of the South Kensington museum district, offering a new experience in modern Japanese food and the art of tea. From healthy bento boxes, handmade sushi and salads to comforting katsu curries and noodles, and, of course, fabulous fresh poké, Tombo has just the right dish, whatever your mood. All dishes are perfectly accompanied with special teas that will leave you feeling refreshed. [tombopoke.com](http://tombopoke.com)

**Recommendations** | Try one of their signature poké dishes like the Spicy Mayo Prawn Bowl with serracha mayo, edamame, crispy shallots and shichimi chili or build your own bowl out of ingredients like salmon caviar, tuna, kimchee and more.

### POKÉ | AUSTRALIA

Poké prides itself on being sustainable, supporting local producers, having a seasonal menu and always serving a healthy dose of Aloha (love). Riding the revolutionary wave toward a fast food future that is more than just greasy foods, Poké believes fast food should be served quickly and healthily. That means using quality, locally sourced produce that is tasty and will leave customers wanting more. [lovepoke.com.au](http://lovepoke.com.au)

**Recommendations** | Sample the Coconut Delight, made with cured white fish, coconut milk and citrus flavors combined with seasonal vegetables. We also suggest the Aloha Way, with your choice of ahi tuna or salmon with soy and sesame flavors served with sweet onions, cherry tomatoes and green shallots, or you can create your own bowl too.



**WHEN DISCUSSING ELECTRIC CARS,** One company has dominated the conversation: Tesla. To date, the Palo Alto automaker has seen very little in the way of competition, but based on the latest unveilings, it may not be a one horse race for long. Several recently released electric vehicle concepts have caught our eye, while only time will tell if they can offer a driving experience that can challenge Tesla's stronghold on the market, the following vehicles bear watching for anyone in search of a ride that's equal parts luxurious and eco-friendly.

# LUXURY CARS GO ELECTRIC



## MERCEDES-MAYBACH 6

The world recently caught its first glimpse of the ultra-stylish Mercedes-Maybach 6 concept at the 2016 Pebble Beach Concours d'Elegance. At six meters long, the sheer size of this futuristic coupé immediately stands out, with four extra-spacious seats and a large touchscreen inside. Per the Mercedes Benz website, the glamorous set of wheels will enjoy a range of over 500 kilometers, according to the NEDC (over 200 miles according to EPA).





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## LUCID MOTORS

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Lucid Motors has made some big promises as well, stating that their production-ready prototype will be capable of traveling over 643 kilometers (400 miles) on a single charge with a noteworthy 1,000 horsepower. The most compelling reason to put stock in these stats is undoubtedly Peter Rawlinson, the chief technology officer of Lucid Motors and former chief engineer for Tesla. Hoping to have cars on the road by 2018, Lucid recently announced plans to build a \$700 million production factory in Arizona.

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## FARADAY FUTURE FFZERO1 CONCEPT

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California-based startup Faraday Future put themselves on the map when they introduced the FFZERO1 Concept at the 2016 Consumer Electronics Show (CES) in Las Vegas with a claimed top speed of over 321 km/h (200 mph) and a 0–97 km/h (0–60 mph) time under three seconds. We will soon find out just how real the young, ambitious company is, as they indicated via twitter that CES 2017 will mark the unveiling of Faraday Future's first production model vehicle.



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## GREEN LORD MOTORS G4

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The Japanese-made G4 from Green Lord Motors (GLM) made quite the buzz upon its debut at the 2016 Paris Auto Show. Sleek and sporty with gullwing doors that make it look part supercar, part transformer, the G4 boasts a top speed of 250 km/h (155 mph) and an impressive range of 400 kilometers (248 miles) on a single charge. The acceleration is also sure to excite, with a 0–100 kilometers time of 3.7 seconds.

# EXCEPTIONAL LUXURY PORTFOLIO SALES



## CLASSIC MEDITERRANEAN ESTATE ON THE BAY | CORAL GABLES, FLORIDA LAST LISTED AT U.S. \$35,000,000

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Built in 1993, it is easy to enjoy stunning, unobstructed bay views and direct access from this classic Mediterranean estate. Sitting on approximately two acres abutting the actual bay in prestigious Gables Estates. A 30-foot dock allows ample space for jet skis and other water sports. The 12-foot ceilings make the home feel open and spacious. It is complete with polished oak and Saturnia marble floors, exterior patios with outside moldings and trim in natural keystone and even offers an attached one-bedroom guest quarter with kitchen, mahogany billiard room with bar, study, library, third-floor hideaway and elevator to the second and third floor.



VILLA ANNA  
ISPRA, ITALY

LAST LISTED AT U.S. \$10,950,000

Villa Anna is a stunning multi-dwelling estate bordering the verdant east coast of Lago Maggiore, boasting a unique waterfront location nestled in the refined splendor of nature, history and social life, renowned for its water sports, boat excursions, golf courses and the boundless heritage of architectural and cultural attractions. The property overlooks crystal-clear waters and is ideally situated in the tranquil and welcoming city of Ispra. The main villa is complemented by a tranquil outdoor area, which includes a covered patio ideal for alfresco entertaining and overlooks the pristine garden, small waterfalls and the balconies also facing the water.



PARKITECTURE STYLE WITH A  
CONTEMPORARY WESTERN TWIST  
BACHELOR GULCH, COLORADO

SOLD FOR U.S. \$8,072,000

Nestled in a private and secluded cul-de-sac offering views towards the Gore Range. The over-sized deck and cascading water feature provide wonderful outdoor living. Mountain modern design combined with significant log accents and beams, huge vaulted ceilings in the Great Room anchored by stylized Indian rugs; adjacent to a wonderful country kitchen, cozy hearth room and even includes an office, wine cellar and movie theatre. The home has a total of six bedrooms and nine bathrooms.

LUXURY VILLA IN THE NORTHERN SUBURBS OF ATHENS | ATHENS, GREECE  
SOLD FOR U.S. \$6,460,000

This luxury villa of 700 square meters is set on a spacious plot of nearly 3.8 square meters in the Northern suburbs of Athens. Located in a very peaceful neighborhood, the residence offers a large garden with various sitting and dining areas as well as a private swimming pool perfect for days spent outdoors. The villa, which consists of a main house, a separate guest residence, and a maids' house, boasts six living spaces, three dining areas, three kitchens, six bedrooms and six bathrooms. Additional amenities include an office, home theater and a wine cellar.



GRACEFUL VERO BEACH CUSTOM BUILT HOME | VERO BEACH, FLORIDA  
SOLD FOR U.S. \$4,500,000

Elegant custom home gracefully sited on an expansive double lot overlooking the fourth green. This generous estate has the finest construction and custom architectural details, with over 9,500 square feet, six en suite bedrooms, an office, media room, two guest powder rooms and a master suite complete with a sitting room and two dressing rooms and bathrooms. The beautifully appointed and proportioned home offers golf course views from the lanai and pool area.



STUNNING FRENCH CHATEAU IN LONGVIEW COUNTRY CLUB  
WAXHAW, NORTH CAROLINA  
SOLD FOR U.S. \$2,750,000

Located just a short drive from downtown Charlotte, North Carolina, the big bank hub flush with Southern charm, one need not go far to enjoy a performance by dance company, Charlotte Ballet, local eateries and microbreweries in the city. This French Chateau was designed by Arcadia Custom Homes, where Gatsby-esque flair and modern luxuries come together on a grand scale. Among the many notable features are ten custom crystal Schonbek chandeliers, a master suite with a grand closet and a 6,000-lb car lift in the four-car garage.



GRACE BAY BEACH HOUSE | PROVIDENCIALES, TURKS AND CAICOS ISLANDS  
LAST LISTED AT U.S. \$2,500,000

Grace Bay Beach House is a spacious Caribbean-style five-bedroom, four and a half bath residence located on the beachfront on almost an acre in Turtle Cove with ample Grace Bay beach frontage. This spectacular location affords occupants the opportunity to walk for miles on the powdery white sands of the islands' best known beach or snorkel on famous Smith's Reef immediately to the west. Enjoy dazzling turquoise sea views from the expansive wrap around balcony on the third floor throughout the day and breathtaking sunsets at sundown.





## PERSPECTIVES ON THE AFFLUENT CONSUMER & THE LUXURY REAL ESTATE MARKET

### 2016 WAS AN UNPRECEDENTED TIME FOR THOSE WHO MARKET SIGNIFICANT PROPERTIES.

As we reflect on this past year it was a unique confluence of global events that took place, including the economic uncertainty presented by Brexit, the flux of the Chinese economy, global threats caused by terrorism and the refugee crisis and political unknowns derived from the race for the Presidency in the United States which all resulted in not surprising reports of a softening in the market, particularly in those markets that have recently attracted global buyers, like London, New York, San Francisco, Paris and Hong Kong.

Our perseverance to gain the latest knowledge through our partnership with YouGov Affluent Perspective reflects a healthy environment for personal wealth. Today's affluent are cautious, but optimistic. The highest-net-worth among us feel good about their lives, are confident about their decisions and have a very strong intent to purchase real estate. This is a group of successful individuals who know what they want, are driven by passions, are interested in keeping their families and loved ones safe, and embrace the latest innovations, particularly in technology and sustainability.

With confidence and innovative thinking comes a consumer who increasingly prefers strong, independent brands. From the perspective of Luxury Portfolio International,<sup>®</sup> a collection of market-leading, local, independent real estate brands in the world, that's terrific news as we begin a new year.

Real estate is a passion for high-net-worth individuals and is often seen as the ultimate sign of success. It is a lifestyle choice, a discretionary purchase that can be an investment in, and reward for all their hard work.

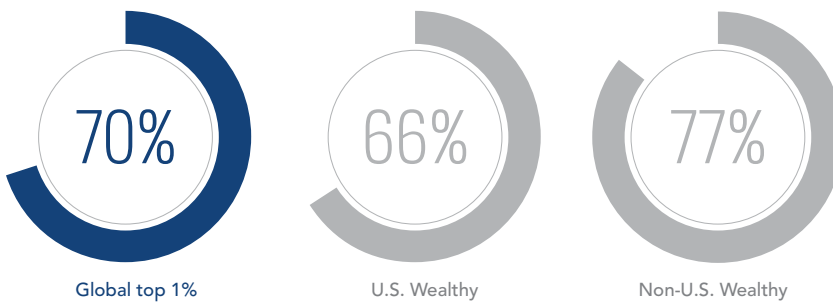
At Luxury Portfolio, we constantly strive to better understand the drivers and motivations of those with significant means. The following segment of the report is a terrific snapshot of just some of our latest findings, in concert with our research partner, YouGov.

## REAL ESTATE DEMAND FROM THE WEALTHY

Over the next three years, we can see the demand for purchasing exceeds the demand for selling both in the U.S. and globally. The result may be a mix of a sellers' market or a boom to the new construction market. Within the U.S., 25% of the wealthy are looking to purchase, with 18% looking to sell. Outside the U.S., 45% of the wealthy are looking to purchase, with 23% looking to sell. Regardless, nearly 1 in 4 of the Global Top 1% plans to make a real estate purchase in the next three years, with almost as many considering selling as well.

The market for sustainable living technologies is more vibrant than ever with the majority of global wealthy committed to sustainable living. Whole-house energy solutions that start with sound construction decisions have gained the most traction. Closely following is the convenience promised by mobile devices. The ability to remotely adjust temperature throughout the home, or control lights, window shades and small appliances, makes living in the home as energy efficient as possible.

### SUSTAINABLE LIVING IS ONE OF MY CORE VALUES | % AGREE



### Wealthy Real Estate Intentions for the Next 3 Years

U.S.  
**25%**  
Plan to purchase

**18%**  
Plan to sell

Outside the U.S.  
**45%**  
Plan to purchase

**23%**  
Plan to sell

### CHARACTERISTICS SOUGHT IN A HOME

When it comes to the home, wealthy consumers are motivated by intrinsic qualities of the property including privacy, proximity to shopping and services, work, hospitals and schools, and refined finishes such as high-end kitchen appliances and a luxury bathroom for the master suite.

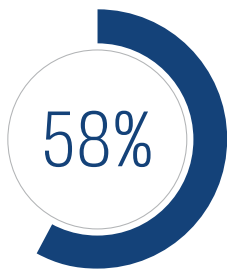
Top 10: Traits or characteristics sought in a home	U.S. Wealthy
Lots of privacy	61%
Master bedroom with an en suite luxury bathroom	60%
Energy efficiency and environmental design	56%
Kitchen with high-end appliances already installed	55%
Master bedroom with dual walk-in closets	54%
Outdoor patio/deck designed for entertaining	50%
An open floor plan throughout the house	50%
Kitchen area conducive to entertaining	45%
A lot of open space around the home	45%
Close proximity to shopping and services	44%



## WHICH OF THE FOLLOWING TECHNOLOGIES ARE YOU LOOKING FOR IN YOUR NEXT HOME? U.S. WEALTHY

Sustainability Technology	76%
Energy efficiency and environmental design (e.g., Energy Star/LEED Certification)	44%
Sustainability technologies such as solar panels, on-demand water heaters	40%
Control of heating or air conditioning through a mobile device	37%
Control of lights and window shades through a mobile device	24%
Operate small appliances through a mobile device	21%

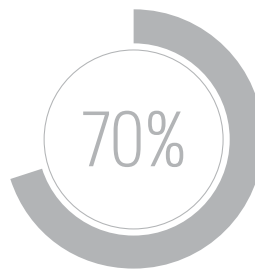
### HAVING A "SMART HOME" IS VERY IMPORTANT TO ME | % AGREE



Global top 1%



U.S. Wealthy



Non-U.S. Wealthy

Advanced in-home technology for home security is quickly becoming an important distinction for wealthy consumers. Safety and privacy have always been concerns, but today's fully digital security systems that feature monitoring (video) and intervention (ability to lock or unlock doors) are increasingly important.

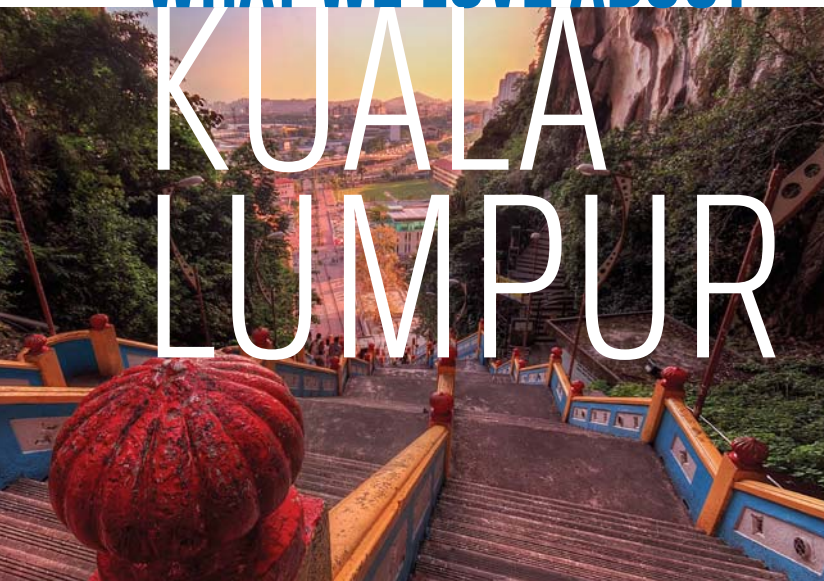
TO DOWNLOAD THE FULL REPORT, VISIT:

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## WHAT WE LOVE ABOUT

# KUALA LUMPUR



### KUALA LUMPUR IS AN ULTRA-MODERN, GLOBAL DESTINATION THAT

can be experienced through its luxury hotels, gastronomic delights, dramatic architecture, iconic landmarks and world-class shopping. Remnants of British colonization to bustling Chinese and Indian communities, the city's rich history dates back to the middle of the 19th century. Kuala Lumpur is a melting pot of cultural diversion that helps define this sophisticated global destination.



### ICONIC LANDMARKS & ILLUMINATING SKYSCRAPERS

Head to the Golden Triangle, the city's main shopping and entertainment district, for a perfect photo opportunity at the famous Petronas Twin Towers (the world's tallest buildings from 1998–2004). From here, you'll find exhilarating views of the Kuala Lumpur City Centre and beyond, while the nearby Menara KL Tower offers vistas of the Bukit Nanas Forest Reserve, the only tropical rain forest left in the heart of Kuala Lumpur. Tour the Batu Caves, a 400-million-year old limestone hill where the Hindu festival of Thaipusam celebration (a day of thanksgiving and paying penance for Lord Murugan) occurs each year and visit the Sultan Abdul Samad Building, the earliest Moorish-style building and distinguished city landmark.

### CULINARY GETAWAYS

Treat your palate to the ultimate fine dining experience at Troika Sky Dining located on the 24th floor of The Troika, a three-tower, luxury condominium development. Deemed the most striking of fine dining experiences in Kuala Lumpur, restaurant-goers can try one of the three dining rooms, including the Cantaloupe (fusion-focused), Strato (Italian cuisine) or delight in the wine bar, Claret. Each restaurant is in a different tower with sky bridges connecting them. Elegant and stylish décor fill each space with attention drawn to the double-height glass panels for striking views of the city. Dine surrounded by subtle water features at Cantaloupe and try the truffled poached egg and smoky duck cooked in shallot oil with tangy garlic crisps. From Strato, we recommend the Wagyu beef cheek and trotter ravioli with sage brown butter, lemon and fried onion. And don't forget to try the tasty wines and cocktails at Claret, which boasts a beautiful outdoor terrace with comfy sofas, allowing you to take in the breathtaking skyline. Claret also hosts delightful monthly wine-tasting events. Each space is perfect for business meetings or a special meal experienced with family and friends.

### THRILL SEEKING ADVENTURES

If you're looking for a little adrenaline rush, Kuala Lumpur has you covered. Dive with sharks at the Aquaria Kuala Lumpur City Centre and swim with five different species of sharks and other deep sea creatures or perhaps a slightly milder adventure is more your taste. Let the Genting Skyway sweep you off your feet and ride in a gondola above the breathtaking tropical rainforest from Gohtong Jaya township to the resort city comprised of numerous hotels.

In a city of over one million people, Kuala Lumpur is an exciting, pulsating center of activity which offers something for everyone from the nature-lover, to the thrill-seeker and beyond.





# 2017 GLOBAL REAL ESTATE PERSPECTIVES

## SITTING DOWN WITH OUR CHIEF ECONOMIST, MARCI ROSSELL, PH.D.

### MARCI ROSSELL, PH.D., Chief Economist for Leading Real Estate Companies of the World®

As a former Chief Economist for CNBC and groundbreaking financial journalist, Rosell served in this position in the months immediately following September 11th. She is known for taking complex economic issues and making them relevant to people's lives, families, and careers.

Prior to her career in broadcast journalism, Rosell served as Corporate Economist and Investment Spokesperson for OppenheimerFunds, one of the nation's largest mutual fund companies, and prior to that as an Economist with the Federal Reserve Bank of Dallas. Rosell earned a Ph.D. in economics from Southern Methodist University, where she was named one of the Young Alumni of the Year in 2002. She brings a world of experience — from Main Street to Wall Street when discussing the U.S. economy, international events, and movements in capital markets.

**LP:** What are your predictions for the global luxury real estate market in the coming year?

**MR:** The Great Recession is long in the rearview mirror, and the affluent buyer is expecting a stronger global economy in the years ahead. With confidence in the economy comes security around income and asset values. So, the affluent buyer will continue to see real estate as a prudent, essential component in their investment portfolio. And despite the fact that interest rates are rising in the U.S., I expect 2017 to be a strong year of global luxury real estate.

**LP:** How do you see these predictions reflecting on specific parts of the world?

**MR:** The European Central Bank began its Quantitative Easing program two years ago, so I expect the positive results of that to hit the European market in the second half of 2017. We learned from the U.S. experience in 2009 and 2010 that it takes time for monetary stimulus to have an effect. The U.S. will probably grow at 3% in 2017, while Europe and Japan will expand at a slower pace, closer to 1%, but I expect the effects of quantitative easing by the European Central Bank and the Bank of Japan to come on strong in late 2017.

**LP:** How do you see the real estate market impacting the global economy today?

**MR:** Real estate matters to everyone. Buyers are confident when they feel their income is secure, regardless of where interest rates are headed. I think the underlying strength of the economy will be a bigger factor in 2017 than the Federal Reserve moves on interest rates. In the U.S., real estate accounts for about 30% of the net-worth of the wealthiest 20% of households and it makes up over 60% of the net-worth of middle-income Americans. While movements in interest rates have some effect on the market, income matters more.

**"Real estate matters to everyone. Buyers are confident when they feel their income is secure, regardless of where interest rates are headed."**

**LP:** In 2016, Millennials overtook Baby Boomers, how do you see this effecting the real estate market?

**MR:** Boomers are entering the time in their lives when they are motivated by legacy buying. And Millennials are just now hitting their 30's, when we can expect them to be fully engaged in their careers, getting their first bonuses, and nearing the end of their student loan payments. With that comes the first round of Millennial home buying.

**LP:** What recommendations do you have for brokers on how they can talk to their clients?

**MR:** Both Boomers and Millennials want prudent real estate investments, but for different reasons. Affluent Boomers are seeking legacy investments for their family that will be there for generations to come. The oldest Millennials are in their early 30's and were heavily scarred by the Great Recession. Affluent Millennials appear to be more risk-averse and sensitive to the possibility of income insecurity than prior generations. Luxury matters, but prudent, low-risk investments are very attractive to them.

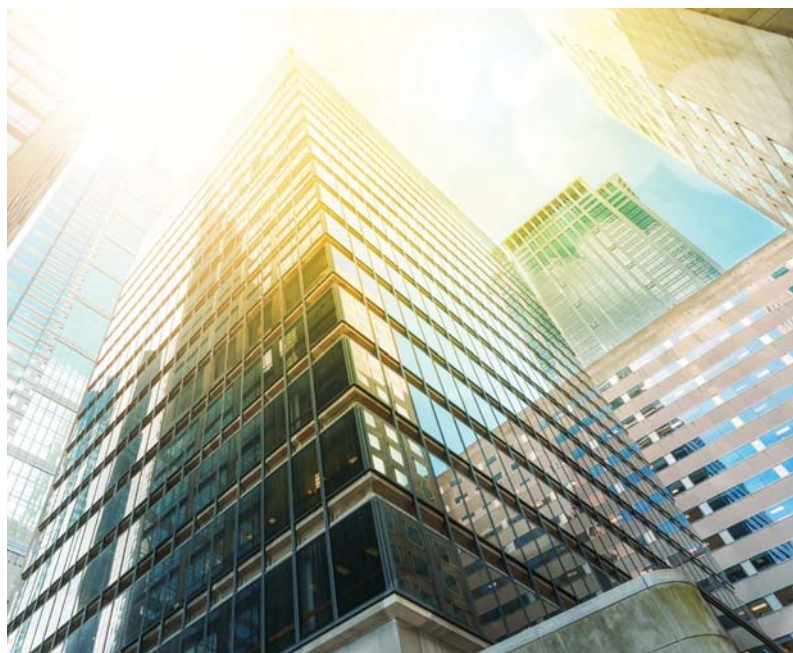
**LP:** Will we see more corporate growth in 2017 and if so how will this impact the real estate market?

**MR:** The stock market rally in late 2016 suggests that investors are expecting a strong year for corporate America in 2017. Lower corporate taxes, deregulation and fiscal stimulus for the economy are all on the table this year. Real estate, being pro-cyclical, will also benefit from all these trends.

**LP:** With global currency fluctuations and a stronger U.S. dollar will we see more people buying in the U.S.?

**MR:** 2017 could be the time when U.S. buyers look outside their borders for attractive luxury properties and the value of a global network. The U.S. dollar has appreciated more than 20% since July 2014. For people whose wealth is held primarily in dollars, that's like a double-digit return on their dollar-denominated assets in two years. U.S. buyers will certainly keep acquiring properties domestically, but because their dollars will buy more today than they would have a few years ago they may search abroad as well.

**"The Great Recession is long in the rearview mirror, and the affluent buyer is expecting a stronger global economy in the years ahead."**





**BOCA RATON, FLORIDA | \$2,700,000**

This spacious transitional property, located in the heart of Boca Raton's most desirable downtown area, sits on a very large corner lot, just steps away from the famous Mizner Park. The neighborhood is surrounded by restaurants, a-grade schools, shopping venues and places of interest! This total 6,173 sq. Ft. House features 5 beds, 5 full baths, including an exceptionally large downstairs master suite; media/office/den, and a wine cellar. The great room opens to a spectacular outdoor living/entertaining space!!! Top of the line kitchen cabinetry and appliances, wood flooring throughout the house. Second floor: 3 bedroom with private bath and walk-in closet, loft, game room and a storage room.

Aviva Eyal — 561.452.4422

Web ID: RX-10267148



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