

Savills link up with Nexus

Late in January international real estate advisor Savills extended their Thailand network by forming a new association with Nexus Property Consultants Co Ltd.

The alliance is the first of its kind between two leading real estate advisors in the country. The integration of Savills' and Nexus' service offerings combines international standards with local knowledge, allowing both companies to provide clients with a full range of real estate services and advice.

Internationally, the pairing is well positioned to provide real estate solutions for foreigners interested in investing in Thailand, and for Thai investors seeking to gain access to international residential and capital markets.

The alliance gives Savills an expanded foothold in the Thai real estate market and increases the firm's presence in South East Asia to 59 operations across 17 countries.

Robert Collins, CEO of Savills Thailand, said: "We have observed increasingly strong growth in our



Thailand business, covering all aspects of the property market. This association with Nexus will allow us to leverage their local expertise, further strengthening the Savills brand across this dynamic region.

"We believe this association will allow us to provide clients with the very best service and advice across Thailand."

Bangkok-based Nexus was previously an independently owned member of Cushman & Wakefield alliance, with a strong background in real estate consultancy, valuation and new development sales.

Executive director of Nexus, Nalinrat Chareonsuphong, said:

Pictured after the deal was signed (left to right): Mark Vinton, director and Robert Collins, CEO of Savills (Thailand) Limited with Nalinrat Chareonsuphong and Teerawit Limthongsakul, both executive directors of Nexus Property Consultants Company Limited.

"Savills have an established presence throughout Asia Pacific as well as a substantial global platform and international client base.

"We are very excited to be working with Savills, which will allow us to continue providing best in class advice and offer our services to clients throughout Thailand."

Christopher Marriott, CEO of Savills South East Asia, adds: "We are very pleased to have formed this alliance with Nexus, which is part of our wider strategy to grow our Thailand business. In Nexus, we have a partner with distinct local expertise in research, valuation and project marketing."

HH make office move

Heights Holdings' former head office on Thappraya Road (next to Bruno's restaurant) is now closed. Operations have been moved to the company's two state-of-the-art showroom offices close by.

Sales & marketing departments have moved to the brand new Arcadia Beach Resort showroom at the bottom of Thappraya Soi 7 (162/225 Moo 10 Nongprue, Banglamung, Chonburi, 20150).

Their administration, billing and accounts departments have moved to the Laguna Beach Resort showroom on Jomtien 2nd Road (384/208 Moo 12 Jomtien 2nd Road, Nongprue, Chonburi, 20150).

For further details please call +66 (0)85 282 6454 or email info@heights-holdings.com



Yangon market set to pick up

Myanmar's economic capital, Yangon, has enjoyed a flurry of real estate activity in recent times following the loosening of military rule and a gradual process of liberalisation.

However, last year was a fairly quiet period for the city's real estate as the market cooled in the run up to November's elections. The torrent of foreign investment slowed, causing office rents to slide and residential sales to come to a halt, according JLL, the professional services firm specialising in real estate.

Andrew Gulbrandson, head of Research and Consulting for JLL Thailand, is responsible for co-ordinating much of the firm's ongoing consultancy work in Myanmar.

He said: "Based on feedback from our clients in the country, many occupiers are still in the wait-and-see mode adopted before the election. As a result, it's likely that the first half of 2016 will be relatively quiet before activity picks up in the second half when the new administration is in control."