

THE WORLD'S LUXURY MARKETPLACE VOL. 01

THE JAMES EDITION



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Welcome To The World Of Luxury Living!

We are excited to introduce the latest edition of JamesEdition, your ultimate guide to the finest things in life. In this publication, we will take you on a journey through the world of high-end real estate, luxurious yachts, exotic cars and much more...

The luxury market has seen tremendous growth worldwide in recent years. The global luxury goods market is projected to reach \$405 billion by 2025, with the United States being the largest luxury market worldwide. Additionally, the global ultra-high-net-worth population, defined as those with a net worth of \$30 million or more, is expected to reach 299,000 by 2025.

In the real-estate sector, the luxury housing market has also seen significant growth, with high-end properties fetching top dollar in some of the world's most desirable locations. The price of prime residential property in key global cities rose by an average of 6.2% in the first quarter of 2022. Despite the long-term effects of Covid-19 pandemic, the demand for luxury homes has remained strong, with buyers seeking properties that offer more space,

privacy and luxury amenities. And as the world becomes more interconnected, the demand for luxury goods and services continues to rise, with consumers seeking exclusive and personalised experiences.

From luxury homes in the most desirable locations to bespoke supercars and yachts, the pursuit of luxury living is a global phenomenon.

In this publication we will delve into the latest trends and developments in the luxury market, featuring some of the most extraordinary properties, yachts and cars available. We will also provide insights from industry experts to give you a better understanding of the world of luxury living. Whether you are a seasoned luxury buyer or a newcomer to this world, we invite you to explore the very best of luxury living with JamesEdition. ■



JAMES EDITION

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CARLING & PETRI
REAL ESTATE



with Eric Finnas Dahlstrom

CEO of James Edition

Past

1. JamesEdition was launched in 2008 and, obviously, a lot has changed since then for online luxury sales. What are the major differences between 2008 and 2023, in terms of how both buyers and sellers approach the process?

JamesEdition was founded just a little more than six months after the launch of the first iPhone. Online sales as a share of total US retail sales were five times lower than today. At that point in time, print advertising was twice the size of the online advertising market, social media was still in its infancy and the idea of putting multi-million dollar items for sale on the internet was novel.

JamesEdition was one of the pioneers to focus solely on online as a sales channel in the luxury space to reach high-net-worth consumers. In 2008 there was still a lot of scepticism that this would ever work, but it's a concept that has stood the test of time in this ever-changing decade and a half. Today, online advertising spending is more than 10 times larger than print. The demand for online platforms from both the seller and buyer sides is increasing more than ever. Many things have changed since 2008, including the user expectations of online products. Today's luxury buyer is tech-savvy and mobile-first, with experience and expectations for their online shopping experience based on the top-of-the-line technology products they use daily. Compared to 2008, people spend most of their time constantly connected. Most users visit JamesEdition using their phones today, and that share is only growing.

2. How did buyer activity on JamesEdition change over the past four years (from the volume of traffic and user countries, to saved listings and leads)?

Four years ago we laid out a strategy to grow and expand JamesEdition regarding product offering and geography. Since then we've grown traffic by almost four times, the number of partners advertising with us by six times, and the number of buyer inquiries by over 10 times. Every month, sellers from over 100 countries present their items

“This global reach makes the JamesEdition proposition unique in the marketplace today”

to buyers from more than 160 countries worldwide. This global reach makes the JamesEdition proposition unique in the marketplace today. In our strategy, we have built on the foundation laid 15 years ago and created something that we, in our numbers, see is highly relevant for global buyers and sellers of luxury items worldwide today. >

“Our objective is to continuously evolve with these trends and technologies to match and exceed the expectations of modern luxury consumers”

3. How would you describe your journey as CEO of one of the fastest-growing marketplaces?

I joined JamesEdition in 2018 when the company was already 10 years old. We had a strong foundation to stand on with a respected brand and a large user base, and we paired that with a company culture built on trust and responsibility that allowed us to attract fantastic talent. We started by implementing an agile startup mindset that helped us move fast, impacting everything we do internally and for our clients. We solve problems quickly and try to bring our customers more value daily.

Today we have a team distributed across over a dozen countries, working together toward our goal of building the world's leading luxury marketplace. To me, the most important thing is to create an environment where people enjoy coming to work, then great results will follow. We are very ambitious in where we aim, and work hard to reach there. My job is to help and remove blockers for the team to perform their best.

Present

4. How would you start your buyer journey if you were looking for a high-end property?

I believe there are a few critical components to a successful property search. We often see two specific reasons someone is looking for high-end properties on JamesEdition: to add to or make a lifestyle change or to find a prop-

erty with the primary purpose of investment. Initially, it's essential to start with a clear goal and then try to match expectations with reality.

Certain things can be more or less flexible in the search — location can be flexible, the budget can be flexible, views can be flexible, timing can be flexible, etc. It is important to have a rough understanding of this when looking for a property. If these expectations are clear, it will be easier to understand where and what to look for. We know this process might take several months to several years.

5. According to the JamesEdition Luxury Property Buyer Index, what is the current buyer sentiment?

The JamesEdition Luxury Property Buyer Index is a monthly survey among our user base that indicates the current buyer sentiment and usually correlates well with fluctuations in real-estate transaction volumes. We can see that the period from March 2021 to May 2022 was extremely strong, which we also saw in record transaction volumes in most markets.

It then started trending downwards to the fourth quarter of last year, when it seems to have bottomed, at least temporarily. The last quarter of last year was a weaker quarter for many agents, driven to a large extent by a volatile macroeconomic environment, increasing interest rates and rising uncertainty.

We see now that buyer sentiment has since picked up and, in February, almost turned positive. We also see the same behaviour on the site, with record volumes in buyer inquiries across practically all markets.

6. It's often said that real estate is a safe harbour as an investment. Has buyer behaviour data during the pandemic, post-pandemic and in 2022 proven that?

We conduct a lot of research based on historical data to understand what to expect from changes in macroeconomic conditions, and luxury or high-end real estate usually fares better in times of economic uncertainty. As a large share of purchases is financed with cash, interest rate fluctuations have a lower impact. In many cases, owners treat these properties more as assets that can be held through volatile periods with less need to sell. What we saw during the last three years very much confirms this thesis.

The effect of Covid is a broadening scope of preferences due to the possibility to work from almost anywhere. I wouldn't say this is a shift in preferences, as demand in cities such as London, Paris or New York continues to be strong. Rural areas have experienced increased demand; in Europe, we've seen a migration from the northern countries down to the Mediterranean, and we've seen a shift in preference towards more space for family and home offices and privacy.

As people become more mobile — which we see also in high demand for travelling — and look for homes away from home, the short- and mid-term rental markets have expanded significantly. This increases the opportunity for yield on second homes and investment during extended parts of the year at higher rates and, in turn, a higher value of homes.

7. How is JamesEdition currently adapting to the new technological trends of the market, with constant new channels popping up?

Our objective is to continuously evolve with these trends and technologies to match and exceed the expectations of modern luxury consumers. There are a lot of challenges to buying and selling luxury items globally. With more technological advancements, we can make this process much easier, faster and more convenient. We invest a lot

into our product and increase this spending yearly, to ensure we deliver a top-of-the-line experience to our users.

Future

8. If AI-trained models, like ChatGPT, replace Google search, how might luxury property buyers use them throughout their journey, and at what point could they discover real-estate businesses?

I think the jury is still out on what ways generative AI will change user behaviour. For property searches, Google is mainly an interface to find a tool that can help users find a property: in most cases, a property portal. Existing portals already do a good job of assisting buyers in finding the best location, property and agent to purchase their property. On JamesEdition, we already use machine learning models to personalise the experience and surface the most exciting offers for the user.

I believe what is clear is that, if implemented in these tools that we already use today, generative AI can significantly increase productivity. Real-estate agents can get listings online much faster and with less work with the help of products that generate and optimise content, and also handle communication with more ease due to AI-assisted communication tools.

9. Where do you see JamesEdition in five years, and can you give us a sneak peek of what's to come?

We will continue to expand our product offering geographically and, in terms of depth, within our core categories. Our guiding principle is to build the fastest and most convenient experience for finding luxury items for sale online. As user expectations change and technologies develop, we will continue to innovate to stay at the frontline.

We also know that we inspire millions of people every month worldwide with our unique proposition and content. We can reach millions more people out there, and we will continue to do our best to inspire them, too. ■

JamesEdition Market Data

This statistics page will provide an overview of YoY growth and demand across different regions and cities, including pricing information (sqm/sqft) across selected regions.

Q1 2023

Top 5 Rising REGIONS

Percentage change YOY

1. **Aosta** (ITALY)  **1800%**
2. **Utah** (USA)  **316%**
3. **Île-de-France** (FRANCE)  **286%**
4. **Trentino-South Tyrol** (ITALY)  **232%**
5. **Texas** (USA)  **214%**

Q1 2023

Top 5 Rising CITIES

Percentage change YOY

1. **Paris** (FRANCE)  **329%**
2. **Málaga** (SPAIN)  **317%**
3. **Mexico City** (MEXICO)  **260%**
4. **Cape Town** (SOUTH AFRICA)  **258%**
5. **Nice** (FRANCE)  **230%**

Q1 2023

Median Price Per m²/sqft (\$)

	(m2)	(sqft)		(m2)	(sqft)
Andalusia <small>(SPAIN)</small>	\$5,102	\$474	Balearic Islands <small>(SPAIN)</small>	\$6,512	\$605
Tuscany <small>(ITALY)</small>	\$3,444	\$320	Lisbon <small>(PORTUGAL)</small>	\$5,949	\$553
Provence <small>(FRANCE)</small>	\$9,490	\$882	Dubai <small>(UAE)</small>	\$3,756	\$349
Lombardy <small>(ITALY)</small>	\$4,449	\$413	California <small>(USA)</small>	\$7,461	\$693
Algarve <small>(PORTUGAL)</small>	\$4,232	\$393	Florida <small>(USA)</small>	\$6,997	\$650

5 Brand-New Estates To Keep An Eye Out For In 2023

The French Riviera, Ibiza and Portugal are long-established second-home destinations for affluent house-hunters. Demand is even higher today, with growing interest from American buyers boosted by a stronger dollar currency, and from British, German, Swiss and French residents working and managing their businesses remotely.

While traditional, historic properties have their charm, many investors prefer a contemporary design, where lines are clean, amenities are state-of-the-art, and energy systems are cutting-edge and efficient.

We talked to our partner Bonte Filipidis™, who specialise in newly-built real-estate projects and have a selection of up-to-date opportunities, including high-end developments and freshly-renovated villas in exceptional locations — such as Portugal's Cascais and Ibiza's Sant Josep de sa Talaia.

Here's our list of five properties going into 2023.

Tour a selection of high-end villas and new developments in European hotspots



1. Les Terrasses de Rayol-Canadel-sur-Mer, a contemporary new project on the French Riviera

Price: from €3,400,000
Completion: Spring 2024

[VIEW LISTINGS →](#)

This new development, which is located just 30 minutes from Saint-Tropez, is made up of 7 houses, each of them facing the sea and surrounded by unobstructed nature. The glass-fronted properties range between 5 and 7 bedrooms and feature vast areas that flow between the units, excellent sun exposure and all the amenities you need to fully enjoy the Mediterranean — from a

beautiful infinity pool to their panoramic, sun-drenched terraces.

Other highlights include the use of high-quality materials, various balconies and large windows connecting the inside with the glorious surroundings. Rayol-Canadel-sur-Mer is one of the more tranquil spots along the exclusive coastline, consisting of several sheltered bays — Canadel, Rayol and

Pramousquier — where an array of nautical activities await, from kayaking to diving.

Because the area is in such high demand, not only does Les Terrasses offer people a wonderful home, but meaningful rental income potential as well. It's worth noting that this is an opportunity to purchase off-plan, and Bonte Filipidis™ has exclusive rights to market the development. >



2. The Townhouse at the Torres Heights Collection, Ibiza

Price: €3,500,000

Completion: 2023

[VIEW LISTINGS →](#)

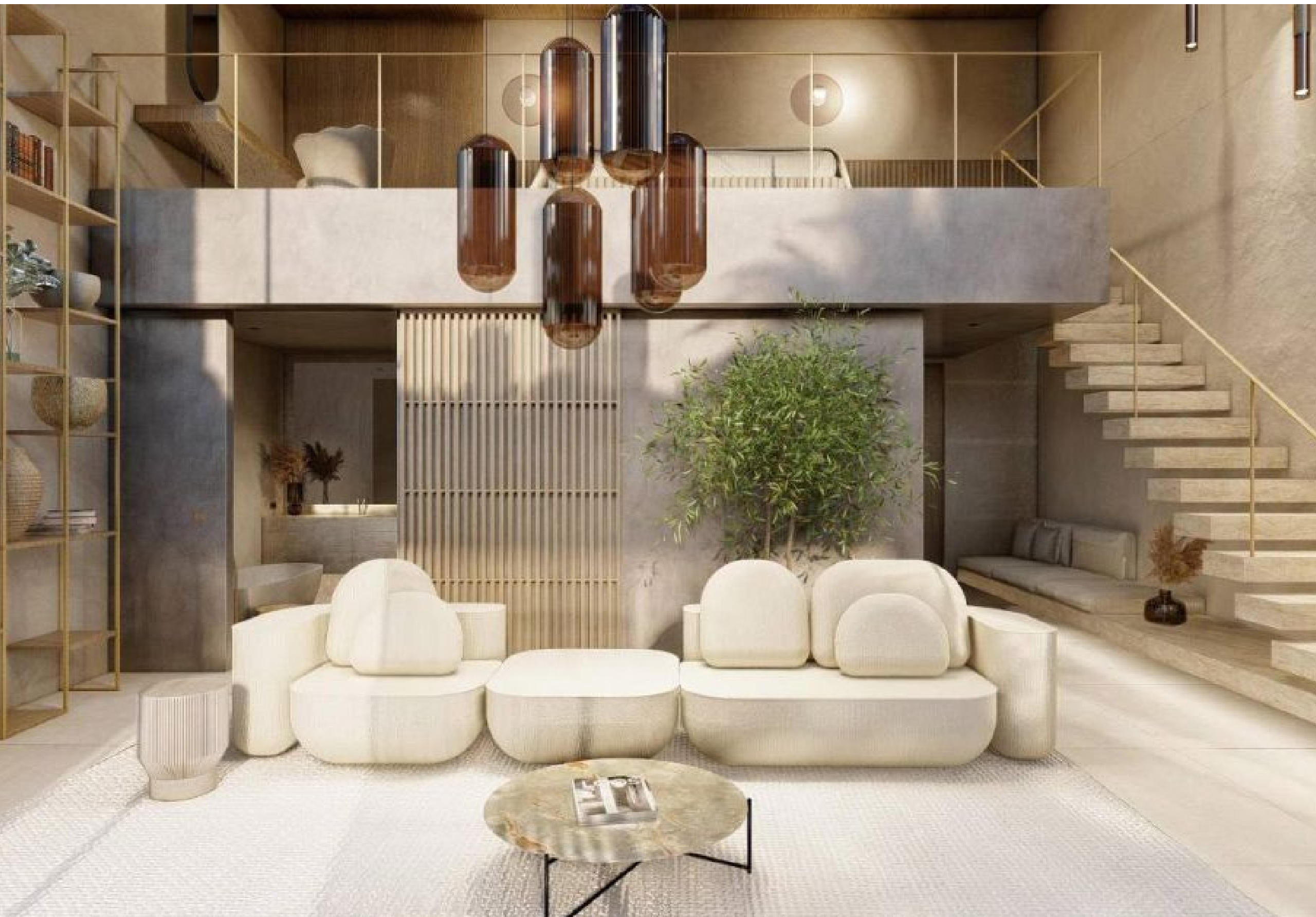
Located a 10-minute ride from the airport in the resort of Talamanca, this modern 4-bedroom, 5-bathroom townhouse is a truly rare find on the Ibiza market. The property boasts a slick interior design with a 6m ceiling on the ground floor and a 3.5m ceiling on the top floor (reportedly the highest across Ibiza real estate). The ground-level master suite has its own 22m² swimming

pool while another large en-suite bedroom, situated on the same floor, opens to a large 70m² west-facing garden.

Upstairs, the motorised glass roof brings you to the spectacular rooftop and garden, a swimming pool and space for an outdoor kitchen, bar and pergola. The rooftop also has arguably the most desirable Ibiza panoramic, from Formentera and Talamanca Bay

to Salinas and Delta Villa. The townhouse also features 2 en-suite bedrooms on the first floor and a 100m² living room with an open-plan kitchen on the top floor.

The property is located in one of the most coveted neighbourhoods of Talamanca, a resort built around Cala Talamanca: a long, curved beach with shallow waters, a wooden boardwalk and a promenade. >



3. BOW: iconic new development in Lisbon, Portugal

Price: from €800,925
Completion: Spring 2024

[VIEW LISTINGS →](#)

Say hello to BOW, a complex housing 23 properties ranging from 1-bedroom units up to a 5-bedroom penthouse with 2 private pools and panoramic views. Located in the heart of the capital facing Marquês de Pombal Square, BOW is an impressive 9-story building that was designed by Ana Costa.

Each elegant apartment has a contemporary aesthetic and comes complete with a

balcony, floor-to-ceiling windows, premium finishes and up to 3 parking spaces. There's also a gym for residents' exclusive use. From the 6th floor up, 360° panoramas span São Jorge Castle and the Tagus River. Eduardo VII Park is a stone's throw away, and Cais do Sodré — voted Europe's "coolest neighbourhood" by *Time Out* (and second in the world) — is just a 10-minute drive.



4. Villa Maria Pia: cutting-edge development in Cascais, Portugal

Price: POA

Completion: 2022

[VIEW LISTINGS →](#)

Villa Maria Pia is a magnificent 14-apartment estate spread across 3 buildings, where units start at 217m² and go up to 838m².

The Chalet has been completely renovated and houses 4 characterful condos. Each boasts an abundance of light, original features, vistas of Cascais Bay and access to a communal pool and lush grounds. Ground floor number 11 is on the market for

€6,500,000, spans 337m² and has 3 bedrooms. It also comes complete with 497m² of outside space across a private garden and a covered terrace.

Meanwhile, the North Garden and the South Garden both contain 5 spacious and contemporary units, with several having bonus features such as private outdoor space and a pool.

Cascais is an idyllic fishing town that sits on the Portuguese Riviera, just 10 minutes from Estoril and half an hour west of Lisbon. Once the summer getaway of Portuguese nobility, these days the buzzy spot attracts people seeking a slower pace of life than found in the capital.



5. The Authentic Muda Villa developments, a new project in Comporta, Portugal

Price: from €950,000

Completion: 2024

[VIEW LISTINGS →](#)

The Authentic Muda Villa project is brilliantly located just 10 minutes from up-and-coming Melides and the long rolling beaches of Comporta. When finished, the complex will have nearly 1 hectare of green space, plus shops, a restaurant, a chapel, sports facilities and a kindergarden.

The development has a total of 6 villas featuring traditional Alentejo architecture,

2 of which are still available for sale through Bonte Filipidis™. All the units have private land, a pool and an al fresco dining area. Features include large windows, sleek white décor and high ceilings.

Lisbon is just over an hour away by car, and the region boasts 60km of pristine beaches surrounded by dunes, pine forests and rice paddies. ♥



Your Next Car Should Be A Restored, Renovated Classic

WORDS

Jonathan Wells

Some are restored to their factory-fresh original condition. Others are converted to non-polluting powertrains. But all use modern engineering methods to give new life to old cars. Here's how...





There are only 36 Ferrari 250 GTOs left on the road. There are even fewer Mercedes 300SL Gullwings: a mere 24. And, if you're hoping to spot a Jaguar XKSS, you'll be waiting a while — only 16 were ever built. But in classic car circles, this scarcity is half the appeal. Collectors crave rare motors, models that can turn heads even now, decades after first taking to the tarmac...

Jaguar recently revealed a nine-strong 'continuation' run of the XKSS — and purists took against the decision. Because, rather than spending big money on a continuation car, most collectors would prefer to restore an original vehicle, using modern engineering methods to give it a new rust-resistant, future-proof life. As such, recent years have seen several obliging restoration brands emerge.

Some, like Hawk Classics or Vulcan Classics, simply recondition these cars to their original states. Others, from Europe's Coolvintage to Australian Jaunt Motors, shift things into a more bespoke gear: adding custom colours, tailor-made materials and, sometimes, even converting these classics to run on electricity.

You'll find many of these charge-leading start-ups in Britain's 'Motorsport Valley', which runs through Northamptonshire and Oxfordshire. From ECOClassics to Electrogenic, electrification brands are committed to prolonging the usefulness of classic cars. Based in Bicester, Evertati was founded in 2019 and is one of the leading electric conversion companies in Britain (they've also recently set up in California, alongside existing US-based businesses Zelectric Motors and EV West).

Back in Britain, where the sale of non-electric cars will be outlawed by 2035, Evertati offers a select portfolio of

models, including the Porsche 911, Ford GT40 and Mercedes-Benz W113 'Pagoda'. Each commission is uniquely specified by the customer, and has an electric powertrain solidly — yet reversibly — installed.

CEO Justin Lunny explains how every chassis is fully restored: fitted with lightweight carbon body panels, electronically adaptive dampers and bigger brakes. These alterations keep the cars alive, but in the right, respectful way. "Because, like us," says Lunny, "our clients are car custodians. They're mavens of sustainability and responsibility who understand the importance of these automotive designs and want to preserve them as rolling pieces of art."

The key to maintaining "the soul of the originals", Lunny adds, is to respect and mimic the weight distribution of these cars. In Evertati's Porsche 964, for example, the rear engine is replaced with batteries and an electric motor. But then a second battery pack is fitted at the front — where the original fuel tank would have been. This way, the car still steers and corners as intended.

"We stay true to the timeless value of a car," says Lunny, "whether it's a 911 or Land Rover. We ensure the DNA and spirit of that vehicle is very much present with an electric powertrain. Because, aesthetically and dynamically, we want the car to feel like the original."



“I believe there’s room for both electric and petrol”

Other restoration companies prefer to rebuild classic cars to their original factory-fresh, internal combustion condition. They may customise and add bespoke bits — but they won’t electrify. Timeless Garage, a studio founded by Tiago Freixo in Lisbon, sits somewhere between the two. He does offer electric conversion, but only if the customer asks for it.

“We do it — proudly — and I believe it’s the ultimate recycling: to restore and electrify something,” says Freixo. “But I’m not like most people, who say that it’s the future. I believe there’s room for both electric and petrol.”

Freixo’s approach, rather than being tied up in logistics and legislation, is more soulful. He artfully tweaks and tailors classic cars — restoring, mechanically modernising and subtly personalising them according to clients’ wants and wishes.

“There’s a lot of improving and customising,” says Freixo. “I believe it’s about creating an extension of who ‘we’ are. Physically, psychologically — tastefully. That’s definitely the starting point for someone who decides to buy or renovate a classic car.”

Recent Timeless Garage projects include an Alfa Romeo 1750 GTR, upholstered in midnight blue Connolly leather and a 1959 Porsche 356, fitted with Weber carburettors and a surfboard strap across its roof — perfect for Portugal’s southern coast. “We call it ‘Europe’s California,’” Freixo says of his city. “It’s sunny and easy-living. Though our clients travel here from all over the world, from South Korea to San Francisco.”

Because, while restoration companies can transport cars around the world — using either private trailers or shipping containers — Freixo maintains that your location is important, especially considering the marque of motors you specialise in. Texas-based RELIC restores Camaros and Mustangs, for example. Bavarian Arthur Bechtel overhauls >







“I’ll remain forever inspired by the designs of the past”

Mercedes-Benz models. And, back in ‘Motorsport Valley’, Lunaz rebuilds (and electrifies) the best of British: Aston Martins, Jaguars and Land Rovers.

“We very consciously chose Silverstone as our headquarters,” says David Lorenz, Founder & CEO of Lunaz. “It’s a globally recognised centre of excellence in design, engineering and new automotive technology.”

Such technology includes the development of new metals and materials. The main appeal of the restoration industry, Lorenz explains, is the opportunity it offers — to boost classic cars’ sustainability, durability and also their design credentials.

“For example, last year we built a beautiful Jaguar XK120 with recycled aluminium for the seats, floor mats woven from plastic recovered from the sea, and highly innovative leather alternatives,” says Lorenz. “To realise these customer requests, particularly when exploring more sustainable approaches to materiality, is one of the great creative drivers behind our company.”

It arguably drives the whole industry. Because, whether classic cars are electrified — or simply restored to their former glories — companies across the world are dedicated to immortalising these existing, exalted designs. Classic cars have lasted this long for a reason, and it’s the responsibility of those with money, time and expertise to ensure they keep motoring on.

“I often say that cars like the Jaguar XK120 and Aston Martin DB6 were designed in an era when beauty was the only requirement,” says Lorenz. “I’m always excited to see new interpretations of the automotive form, but will remain forever compelled and inspired by the designs of the past. That’s why we work on preserving their legacy — to ensure their relevance and usability for many generations to come, preserving and furthering some of the most remarkable legacies in automotive history.” ■



Cascais, PORTUGAL



26°C Avg Temp, Summer ✨ | 84cm Rainfall Per Year

Cascais in Portugal has a long-standing reputation as a luxurious destination for affluent visitors looking to invest in property. From the time of King Luis I's summer home in the Citadela of Cascais, the region has attracted high-profile events and royal family members to its charming cobbled streets, beautiful villas and idyllic coast. The neighbouring resort town of Estoril, famous for its annual events like the Estoril Open and the Lisbon & Estoril Film Festival, also contributes to the region's excellent reputation as a desirable location for property investment.

In addition to its beautiful coastal scenery, Cascais boasts well-curated museums, including the Casa Das Historias Paula Rego, Museo do Mar and Museo Condes de Castro Guimarães. The Casa Das Historias Paula Rego, designed by Pritzker Prize-winning architect Eduardo Souto Moura, is particularly striking both inside and out. Meanwhile, for those who prefer gothic architecture and European aristocracy, the Museo Condes de Castro Guimarães is a must-visit.

To experience local cuisine visitors can explore the Mercado da Vila, a large structure filled with fruits, vegetables, flowers, cheese, meat and fish. To learn more about the cultural and physical beauty of Cascais, JamesEdition has spoken to Nuno Durão, Managing Partner of Fine & Country Portugal.



Cascais, PORTUGAL



What is the current state of the real-estate market in Cascais/Estoril, and how does it compare to other areas in Portugal?

Cascais and Estoril have for decades been described as the 'Riviera and Hamptons of Portugal', where wealthy families from Portugal and around the world choose to live. It's a lifestyle spent by the ocean, sheltered by the Sintra hills and just 20 minutes from the city of Lisbon and its international airport. It's served by a large number of international schools, a nearby executive private airport, yachting marinas, excellent golf courses plus equestrian and tennis centres. This means that the real-estate market is always strong as the area is bordered on two sides by the ocean and almost surrounded by the Sintra/Cascais Nature Park, with no new construction allowed. This leads to demand constantly exceeding supply. Cascais is where Fine & Country started in Portugal; as a result, we have an in-depth local knowledge of this market.

What types of properties are most in demand in the Cascais/Estoril area, and what are some key features that buyers are looking for?

The Cascais lifestyle means nature and a connection to the beach and ocean. At Fine & Country we find that the most sought-after type of property is a detached villa with a private garden and pool in a mature and secure neighbourhood. At the same time, there is also a significant market looking for top-class apartments in well-managed condominiums which have top-quality facilities, such as swimming pools and gymnasium, near the centre of Cascais or Estoril and walking distance to all amenities.

Can you explain the tax benefits that are available for foreign investors buying property in Portugal, and how do these benefits compare to other countries?

Portugal has in place laws to attract foreigners, such as the Non-Habitual Resident Scheme, which in very simplistic terms offers non-Portuguese citizens the opportunity to relocate their tax domicile from their country of origin to Portugal. In doing so, they become eligible to pay no tax in their country of origin on pension and investment income, and only 10% on that income in Portugal. There is

a requirement for the applicant to spend at least 183 days a year in Portugal and the benefits are guaranteed by the government for a minimum period of 10 years. The scheme has many different facets and its benefits vary dependent on the applicant's nationality and country of tax domicile. At Fine & Country we always refer our clients to specialist tax advisors in Portugal for guidance regarding their personal taxation affairs.

How do the prices of luxury properties in Cascais/Estoril compare to other luxury real-estate markets in Portugal or Europe?

Portugal is still comparatively a cheap country in general, and, as everywhere in the world, prices vary location to location dependent upon demand. Prices for quality properties in Cascais and Estoril vary from as little as €4,000 per square metre up to a maximum of €15,000 per square metre for the best of the best. It should be noted that Portugal is a small country and Cascais is not a large town. This often means that top prime areas are relatively small in geographical terms and a few hundred metres' difference in location can have a major effect on prices. Cascais would certainly be considered as the top luxury residential location in Portugal, but still compares favourably when prices are compared to equivalent luxury destinations around the world.

What areas of Cascais/Estoril are seeing the most growth in terms of luxury property development, and what factors are driving this growth?

In Cascais, Quinta da Marinha with its two 18-hole golf courses, superb health and racquet club, equestrian centre, five-star hotels and large luxury private residences has always been considered as the prime location. In Estoril, Quinta Patino with its manicured gardens and lakes, 24-hour security and deluxe mansions is considered as the prime address. Both Quinta da Marinha and Quinta Patino are difficult to enter as very few properties come on the market for sale and demand far exceeds supply. This has meant that the areas near to these two developments have become very popular and sought-after. In addition, there is the area of Monte Estoril with its royal

TOP NEIGHBOURHOODS IN PORTUGAL

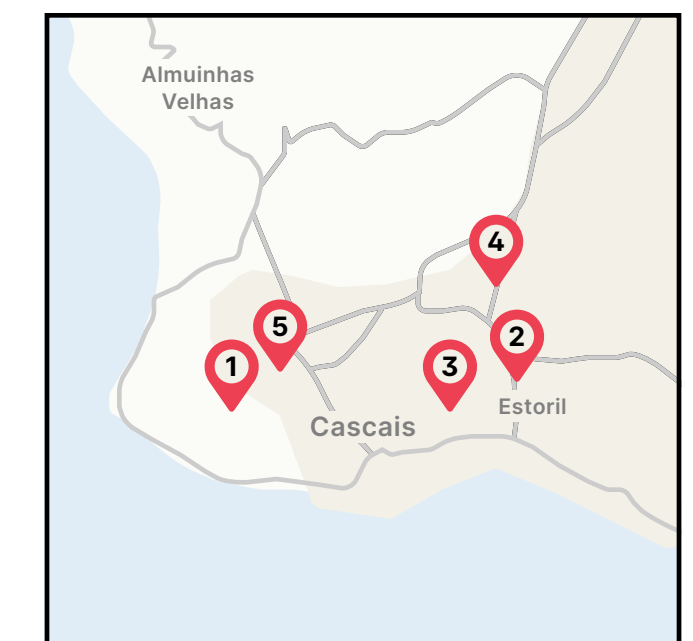
1. Quinta da Marinha
Considered as being the most luxury resort development in Portugal, with two championship 18-hole golf courses. Located on the road between Cascais and the spectacular beach of Guincho.

2. Estoril
'The Riviera of Portugal', famed for its temperate-all-year-round climate, stunning beaches and cosmopolitan lifestyle — and home to some of the finest properties in Portugal.

3. Monte-Estoril
Monte-Estoril provides an excellent quality of life without having to use a car, given its good range of facilities and with access to the promenade that takes you along the sea to Cascais or to Estoril and S. João do Estoril.

4. Quinta Patino
Considered as being the most secure and exclusive 'closed' residential development in Portugal, Quinta Patino exudes elegance and discretion.

5. Birre
Birre is an exclusive residential neighbourhood, composed of villas and plots, with a low population density. Close to the famous Guincho beach and with direct entrance from the highway to Lisbon.



Southern Portugal

IN PARTNERSHIP WITH



Cascais, PORTUGAL

Fine & Country [VIEW ALL LISTINGS →](#)

provenance, having been home to many of the deposed crowned heads of Europe and their entourages after World War Two. Known for its large villas, village atmosphere and often great sea views, Monte Estoril is high on the list of prime areas.

What are some key legal and financial considerations that potential buyers should be aware of before investing in real estate in Cascais/Estoril, particularly in terms of tax and residency requirements?

At Fine & Country, we are not taxation or residency legal advisers. We have excellent relations with specialist advisers, who can help clients considering to buy a property in Portugal and those who may wish to become resident here. Portugal is not complicated in this respect. There are no laws relating to the ability to import or export capital. All clients should, of course, appoint a lawyer here in Portugal to carry out the necessary due diligence on any proposed property purchase. We at Fine & Country can guide you in the right direction for this. Taxes are levied on a property purchase based on a sliding scale linked to the purchase price of the property. All matters relating to

taxes associated with purchasing a property and the ongoing ownership of a property, as well as the Capital Gains Tax liability on resale, should be explained to you by your real-estate agent and reconfirmed to you by your lawyer. There are no hidden catches.

How do the nearby amenities and attractions in the Cascais/Estoril area affect the resale value of a luxury property, and what are some features that can make a property more attractive to potential buyers?

The proximity to the international airport, the capital city, to Tires Executive Airport, proximity to over 10 international schools and English-language business universities. Proximity to over 10 first-class golf courses. Some of the best waters for sailing in the world. Excellent cuisine. A truly cosmopolitan feel. Low crime rates. No prejudices in relation to race, creed or colour. No significant religious minority groups. Surrounded by beaches and the Sintra/Cascais Nature Park. All these and so much more make Cascais and Estoril totally unique in Europe. The features that clients look for vary so much from client to client, culture to culture, that it is not practical to list them here.

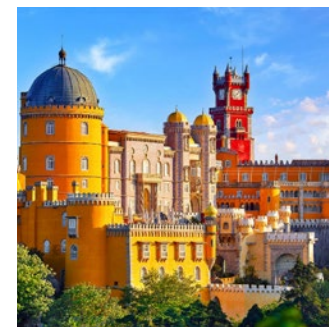
DON'T MISS...



Cascais Marina with lots of restaurants, shops and bars.



Enjoy Europe's finest beaches in Portugal.



Feel the history in one-of-a-kind palaces and museums.



Experience the gastronomy and night life.



Enjoy long walks or exercise in Cascais promenade.



International schools; sports and cultural events, and more.

SEA VIEW, DETACHED VILLA, GUINCHO POA

9 Bedroom | 10 Bathroom | Mountain View | Tennis Courts



Located in the Sintra-Cascais Natural Park, 5 minutes from the centre of Cascais and the A5 highway, in the heart of Guincho beach, this unique property has 12,000m² of luxurious gardens. The house is in excellent condition, has a traditional-modern architecture, a construction area of approximately 1,000m² and includes a 2-bedroom annex. It has spacious living areas, 7 bedrooms and a large master suite on the 1st floor with magnificent views. It also has a large basement with game rooms.

This is an exclusive property surrounded by the magnificent Serra de Sintra (Sintra Mountains), with a foot on the beach and fabulous sunset views. Traditionally a fisherman's village, Cascais offers much more to its residents, from its picturesque historic centre with a diversified offer of shops and restaurants, to its beautiful beaches as well as the fantastic and internationally famous Guincho Beach. Cascais has several 5-star hotels, luxury restaurants, 10 golf courses, tennis courts, water sports, horse-riding clubs, health clubs and international schools. With its marina and the pleasant seawall for walks by the sea to Estoril, Cascais has a temperate climate and is also known as the Portuguese Riviera.

[VIEW LISTING →](#)

SEA VIEW, DETACHED VILLA, MONTE ESTORIL
€5,600,000

7 Bedroom | 7 Bathroom | Private Pool | Sea View



A villa in a 960m² plot in the heart of Monte-Estoril, which stands out for its 180° views overlooking the sea. A perfect place for a family wanting to live in Monte-Estoril, near Passarinhos Park (Parque/Jardim dos Passarinhos), with commerce such as cafés, restaurants, grocery stores and a nearby wide promenade that connects the beaches of the Estoril coastline, giving rise to the expression 'Portuguese Riviera'.

The villa is composed of an entrance hall, a large kitchen, a dining room that can open to the living room, an office, a guest WC and a balcony surrounding the entire 1st floor with a breathtaking view of the ocean, plus an ample terrace for al fresco dining.

On the 2nd floor there is the main suite, an additional suite and 2 bedrooms with a support bathroom, all with access to the same balcony that also surrounds the 2nd floor and allows you to enjoy the view while reading, meditating or just relaxing.

Reaching the 3rd floor, we find the villa's attic: perfect for a living room, a library, a games room or even an office, with a unique and privileged view of the sea and the entire Cascais Coast. It also has 2 rooms and a guest WC. On the villa's ground floor, with direct connection to the garden, there's an apartment with a kitchen and dining area, a living room, 2 bedrooms that share a bathroom, a laundry area and a small suite.

You'll have the privilege to practice sports or walk along the promenade, which is accessible on foot and just a few metres away, and still have access to a wide variety of shops without using a car. From the villa at night you'll be able to see the lights from the boats and the entire coast from the Marina and Cascais Bay to Oeiras and, in the distance, one of Lisbon's symbols: the 25th April Bridge.

[VIEW LISTING →](#)

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FINE & COUNTRY

Creating Remedy Place, the world's first 'Social Wellness Club'

Interview *with* Dr. Jonathan Leary

WORDS
Jonathan Wells



“There is reason
behind everything in
Remedy Place”

(ABOVE) Dr. Leary, who spent a decade developing the clubs



(ABOVE) A Group Experience Atrium

To step inside a Remedy Place club is to be soothed. With calming outposts on both sides of the US — the original, in West Hollywood, opened in 2019, with the second landing in Manhattan’s Flatiron District last year — these holistic healing centres have revolutionised the wellness industry. Their dark woods, soft leathers and heavy swag curtains place the spaces far away from the impersonal, clinical institutions we’ve come to associate with modern medicine. But that was the intention of founder Dr. Jonathan Leary.

Specialising in non-invasive approaches to surgery prevention and chronic pain rehabilitation, Leary’s aim was to design physical spaces that would both enhance people’s wellbeing and their social lives. And, from ice baths to infrared saunas, vitamin drips to hyperbaric oxygen chambers, the chiropractor has succeeded in ‘socialising’ every aspect of his members’ self-correcting, curative journeys. Here, he reveals why the right surroundings are so critical to this success, and how to replicate this relaxing atmosphere at home...

What does the word ‘wellness’ mean to you?

It’s a word that has been thrown around and is used as a blanket term for everything nowadays. But, to me, wellness is anything that positively influences our internal physiologies, and therefore makes us shine brighter. Everything starts from within and, the more we are connected with ourselves, the more that will ripple into every single aspect of our lives.

And how does art and design link to wellness?

They make up our environments, and environment plays a major role in our health. At Remedy Place, when we say that we are ‘designed to heal’, we mean that literally.

If you walk into a hospital or clinical setting and have a negative physiological response — where your body tenses up and your heart rate elevates — then that environment is working against you. So I have studied human psychology and learned how to manipulate every single aspect and detail of design to ensure you will have a positive physiological response.

What features elicit this response?

Your senses are extremely powerful, so we have found a way to please them all. And there is a reason behind everything in Remedy Place. Whether it be the underlying sound frequency of our lounge music, the materials used

“Everything is rooted in science and my own clinical evidence”

to help block EMF [electric and magnetic fields], the smells we use to clean the air that you are breathing or the symmetrical, balanced visuals to put your mind at ease, we have thought of everything.

What does the Remedy Place experience look like?

Our promise is that you will leave feeling better than when you walk in, every time you come to the club. And those improvements can be drastic. Because, depending on what you're coming in for — and I'd say most people are struggling with mental health, pain, gastrointestinal problems and fatigue — we have a remedy for it. And this goes well beyond just offsetting the normal stressors on your body, or just 'feeling better'. With our functional medicine testing and programming, we can get to the root cause of any ailment our guests have been having trouble with. Then we give them a holistic plan to fix it and educate them about what they need to know about their body.

What is the most popular treatment you offer?

Every single experience will drastically enhance performance, and I have been using these alternative medicine practices — including all of our modern technology, or 'Tech-Remedy' — on my athletes for over seven years. But if I had to single out some treatments that I think give my athletes, or any guest, the best enhanced performance, those would be ice baths, hyperbaric chambers, chiropractic and NAD intravenous therapy. It is amazing how much more efficient the body is when you give it exactly what it needs.

Why has your background in chiropractic care proved so important?

My practice in sports medicine really set us up on a healthy foundation. Listening to my patients for seven years — hearing what they liked; what they didn't like; what worked; what didn't work; what they were willing to do; what they weren't willing to do — and just truly understanding their stressors gave me so many data points to find solutions for.

How are the new facilities and treatments chosen?

Everything is rooted in science and my own clinical evidence. We will never put something in Remedy Place that isn't clinically proven. We will always enhance the environment and experience, while continuing to gather more data. And that's the coolest thing about scaling — we learn from each of our guests and expand our knowledge with each new club opening.

At home, how can we create an environment for healing?

Environment plays a major role in the healing process, so anything that can shift your body into a more comfortable, relaxed state will help. Try to be as minimalist as possible by removing clutter. Try to have balance wherever possible. Stick to warm earth tones, natural light and warm lighting in the evening. Music is the oldest form of healing, so build a playlist that has the right sound frequencies. Find ways to enhance your space with organic, natural essential oils — don't use chemical or synthetic-based compounds, or toxic candles. And lastly, just try to create an inviting place for you to enjoy with others. ■

(BELOW) The facility's soothing tones are conducive to relaxation



Corfu, GREECE

25°C Avg Temp, Summer ✱ | 110cm Rainfall Per Year

The hidden side of Corfu, away from the tourist hotspots and resorts, encompasses a lush, unspoiled and private respite for the more discerning individual. As the second-largest of the Greek Ionian Sea islands, Corfu's beachside lifestyle has long been reserved for people who enjoy a high standard of living.

Those looking for a peaceful escape can enjoy locations like Kalami Beach, a picturesque pebble beach with traditional fishing taverns to the north, and the Durrells' famous white house to the south. Alongside watersports, swimming and diving, the classic blue ocean is offset by verdant green hills and forests.

With the appeal of an authentic Greek village, complete with life's modern luxuries, welcoming locals and views of the island, Liapades should be marked as a contender. Alongside the tourist-absent beaches and coves, the traditional town also benefits from the exceptional Goulis Winery and extensive choice of restaurants offering authentic Greek cuisine.

To learn more about the luxurious side of Corfu, JamesEdition has spoken with Michael Petsas at Corfu Homes.



Corfu, GREECE



How would you describe the current position of the Corfu real-estate market, and what trends are you seeing?

The trend for many years was summer house/villa acquisitions. However, it is strongly changing, especially after the Covid-19 pandemic, into the acquisition of summer homes/villas or pieces of land with the goal to create secondary homes. A large percentage of the end users spend more time in Corfu than they used to (40-60 days) and the tendency shows that this will be increased as the overall amenities of the houses become up to date.

In your experience, how important is the design and architecture of a luxury property in Corfu, and what types of design features are particularly popular with buyers?

The design and the overall architecture are essential and very important in the luxury segment of real estate in

Corfu. As we speak, the blend of the natural landscape, the Greek light, the seamless design and the general eco-friendly approach is what today and tomorrow's buyers seek. The motto is to leave a minimum possible footprint while showing respect to the island's amazing landscape and overall energy/flow. The customers want constructions that create feelings and great moments.

Can you provide examples of luxury properties with exceptional views on the island, and how do such views affect the value and desirability of a property?

There are many luxury properties in Corfu with exceptional views. For example, there is a luxury villa located on a hilltop in the village of Kassiopi, which offers panoramic views of the Ionian Sea and the Albanian coast. Another example is a luxury villa located in Pelekas area on the west, offering panoramic views to the Adriatic Sea and

the wild coastline with rocks and long sandy beaches. Such views are highly desirable among luxury buyers, and they significantly affect the value and desirability of a property. Luxury buyers are willing to pay a premium for properties that offer exceptional views of the sea, coastline or other natural beauty, as these views enhance their overall living experience.

What are the most sought-after locations for luxury properties in Corfu, and why?

The most sought-after locations for luxury properties in Corfu are the north east, central and western parts of the island. The north-east side, which includes Nissaki, Agni, Kalami, St Stefanos and Kassiopi, is the most mature and niche area, where most of the luxury properties are located. This area has all the top amenities available in a short distance, which makes it ideal for luxury living. The western part of the island includes Paleokastritsa, Pelekas, Pentati and Paramonas. The reason why these locations are sought-after is because of their natural beauty, accessibility to amenities and privacy.

What advice would you give to potential buyers considering purchasing a luxury property in Corfu, in terms of design and location considerations, and how to get the best value for their investment?

When looking for a luxury property in Corfu, potential buyers should consider both design and location. Location-wise, the north-east part and the western part (centrally and northern) of the island are the most desirable for luxury living. In terms of design, the blend of the island's natural landscape, the Greek light, the seamless design and the eco-friendly approach is what today and tomorrow's buyers seek. The design and architecture should respect the island's amazing landscape and overall energy/flow.

Potential buyers should also choose a location that suits their lifestyle, and go for a design that creates feelings and great moments. To get the best value for their

investment, they should choose the location carefully, and have the right design with the right materials. These will automatically create the right product with exceptional added value.

How do the prices of luxury properties with a view compare to those without one in Corfu, and what factors affect this pricing difference?

The presence of a view of the sea is highly desirable and can significantly impact the pricing of a property. Luxury properties with a view tend to have a higher price tag compared to those without one, and this is due to several factors. Firstly, a view of the sea provides a sense of exclusivity and luxury to the property, and enhances the overall value proposition for potential buyers. This is especially true for properties located in the first line of the seawater, as they offer unparalleled views and privacy, which can further drive up the price.

Secondly, the proximity to the seawater and the ease of access to it are also important factors. Properties that are located closer to the seawater tend to be more expensive, as they offer better views and easier access to the beach or water activities.

Finally, the overall exclusivity and privacy of a luxury property, combined with the view and proximity to the seawater, are the elements that ultimately determine its value in the luxury real-estate market. Properties that offer a combination of these factors are highly desirable and can command premium prices.

Another unique factor of Corfu real estate applies to historic estate-type properties. These don't necessarily have a sea view but they do have historical essence, large plots of landscaped areas and a sense of the past.

In summary, a sea view is a significant factor that affects the pricing of luxury properties in Corfu, and it is important for buyers to carefully consider this when looking to invest. The proximity to the sea and the overall exclusivity and privacy of the property are other important factors that should also be taken into account when evaluating the value proposition of a luxury property.

Corfu, GREECE

Luxury Seafront Villa In Agni
POA

9 Bedroom | 7 Bathroom | Private Infinity Pool | Fully Landscaped Garden



This beautifully designed and opulently finished and furnished villa has a prime seafront location in one of the island's most desirable north-east locations. Direct access to the sea with a boat jetty, private infinity pool, extensive landscaped gardens and spectacular 180° views of the sea, coast and Corfu Town are all on offer at this simply stunning luxury seafront home.

[VIEW LISTING →](#)



Luxury Villa In Avlaki
POA

4 Bedroom | 6 Bathroom | Private Infinity Pool | Sea View | Private Parking



A not-to-be-missed property in a truly unique position in Avlaki, north-east Corfu, that boasts the most amazing sea, coast and mainland views. Due for completion in 2024, this 4-bedroom villa with guest studio has an exceptional contemporary, eco-friendly design and will include all modern features as well as extensive external areas and a large infinity pool.

[VIEW LISTING →](#)



Elementi Estates
POA

Panoramic Sea View | Garage | Underfloor Heating | Fully Landscaped Garden



Elementi Estates, designed by award-winning architects, is a master plan of 3 bespoke residential projects in the north-east of Corfu that is exclusive to Corfu Homes. Set within a unique coastal plot of over 35,000m² that enjoys breathtaking views, each property features its own large portion of the plot and will have its own direct access to the seafront with private waterfront leisure areas and a jetty platform for a luxury yacht. Prepare to be wowed by the cutting edge, state-of-the-art design and concept of each project.

[VIEW LISTING →](#)

(BELOW) Situated in a prime location in the area of Barbati in the exclusive north-east of Corfu



Mykonos, GREECE

20-25°C Avg Temp, Summer ✨ | 50cm Rainfall Per Year

Mykonos is a Greek island located in the Aegean Sea, renowned for its vibrant nightlife, picturesque beaches and stunning scenery. The island's cosmopolitan character attracts an international crowd, making it a popular destination for travellers seeking a luxurious and lively vacation.

Mykonos boasts a wide range of accommodations, from beachside resorts to private villas and traditional guesthouses. The island's tourism industry is a significant contributor to the local economy, with an emphasis on high-end luxury services and experiences.

Visitors can indulge in local cuisine, stroll through the island's charming streets or take part in various water sports, island-hopping and yacht tours. The island's nightlife is a major draw, with a range of bars and clubs catering to a diverse and sophisticated clientele.

Mykonos's reputation as a top luxury travel destination has attracted substantial investment in the local hospitality and tourism sectors. With its prime location, excellent transport links and world-class amenities, Mykonos offers investors lucrative opportunities for development and growth in this thriving industry. The island's tourism industry continues to flourish, and businesses that cater to high-end clientele can expect significant returns on their investment.

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Mykonos, GREECE

Where to buy if you want to be close to the nightlife

(ALEOMANDRA)

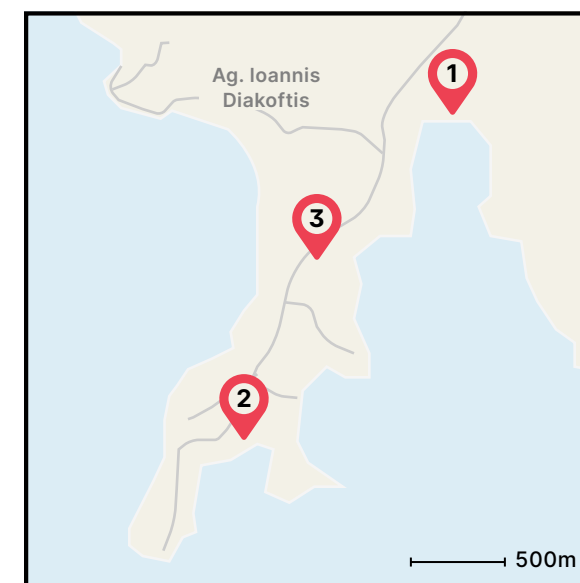
Indicative property for sale

6 Bedroom, All En Suite | Panoramic View To The Aegean Sea | Infinity Pool



Highlights

- Ideal area for those seeking Mykonos town nightlife and restaurants and shops
- Close to Ornos beach [1] and Mykonos town; is one of the most exclusive areas in the island
- Some 5-star hotels are located there (such as Casa del Mar [2] and Kalesma [3])
- It is a tranquil area offering either sunset or sunrise views
- Limited offer of villas for sale
- Sale prices range from €8,000m² up to €12,500m²



Aleomandra

[VIEW LISTING →](#)

Where to buy if you want the best beach-hopping

(KALAFATIS)

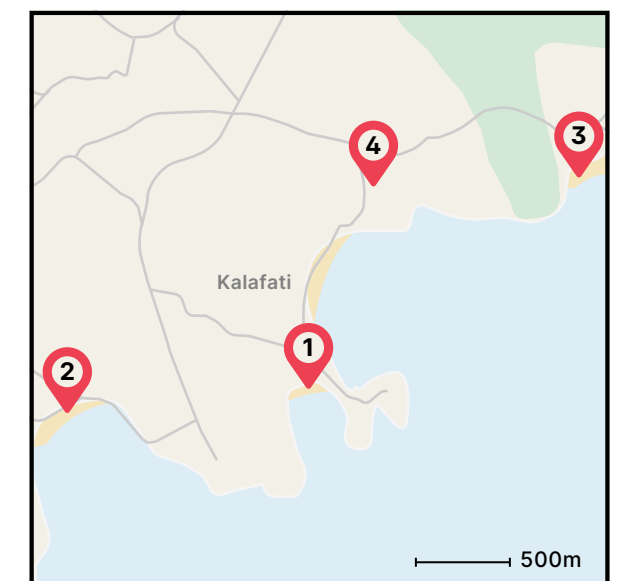
Indicative property for sale

8 Bedroom | 8 Bathroom | Private Swimming Pool | Beautiful Views To Kalafatis Beach



Highlights

- Ideal for those preferring south-orientated beaches protected by the wind (Agia Anna(1), Kalo Livadi (2) and Lia (3) are also easily accessed with the water taxi)
- The beach is divided into two parts: swimmers and water sports
- Away from the more touristic beaches, it remained, until recently, less developed but is still tranquil
- There's recent hotel development in the area (ie Cali Mykonos (4), which only opened at the end of last season)
- Provides easy access from Mykonos town, yet is considered far away
- Average sale price €8,000-€9,000m²
- Variety of apartments or maisonettes and bigger villas for sale



Kalafatis

[VIEW LISTING →](#)



Where to buy if you want the best sunset

(FANARI)

Indicative property for sale

10 Bedroom | 9 Bathroom | Infinity Pool | West-Orientated, Facing The Sunset



Highlights

- Ideal area for lovers of sunset views, especially when combined with tranquility and serenity
- One of the best areas on the island to enjoy the sunset from your villa, as well as magnificent sea views up to Tinos Island
- Situated close to Agios Stefanos (1) and Tourlos settlements (2)
- Closest beach is a well-developed and very popular beach protected from the wind while offering a variety of facilities
- Also known for being home to the island's beautiful lighthouse
- Not a very developed area so far but with a good potential for the next years



Fanari

[VIEW LISTING →](#)



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Southern Athens & Peloponnese, GREECE



32°C Avg Temp, Summer ✨ | 67cm Rainfall Per Year

With two coastal Riviervas offering idyllic views, high-value properties and an exceptional lifestyle, Southern Athens and the Peloponnese are re-establishing Greece as a real contender for those looking to invest in upscale real estate. This is further bolstered by ambitious new developments, great investment opportunities and expert-led real-estate trends.

The Peloponnese Riviera is long revered for its scattered beaches, secluded coves and suitability for yachting, and has been recently recognised as a Greek Riviera. This exceptional reputation has only been solidified by the region's famous visitors, classy villas and successful high-end developments.

The Athenian Riviera, a stretch of high-value land across the south coast of Athens, is widely seen as a solid investment area. The sale of high-end properties is breaking records, and rumours suggest this particular Riviera may soon overtake the French Riviera as the wealthy investor's coastline of choice.

Greece's high-end real-estate market is blossoming due to a period of stable growth; requests for luxury property have increased twofold in the last year alone. To explore this, JamesEdition has spoken with Golden Land Goutos.



Experience Greece

Porto Heli

Also known as the Greek Riviera, this is one of the most exclusive vacation areas in Greece. Many luxury hotels, amazing villas, restaurants, taverns, snack bars, cosy cafés, bars and nightclubs are on offer to those who seek out pleasure and extravagance during their vacations.

Breathtaking nature surrounds the beautiful green bay with a large, newly-built marina facility that is a must-visit spot because of its famous visitors and their yachts. The bay with the lacy seashore of turquoise waters creates a surreal picture that resembles a film setting.

Porto Heli can be the home base for you to explore the surrounding areas — such as taking a small cruise to nearby islands Spetses, Hydra or the pretty island of Spetses, otherwise known as 'Isola Di Spezzie' (Island Of Aromas), so-named by the Venetians because of its many aromatic herbs.

The area's numerous beaches are definitely worth visiting. Few pebbled beaches can be reached by foot from the port of Ermioni, but the most beautiful places to swim are found a short drive away.

Water sports, diving and hiking combined with relaxing excursions to the nearby breathtaking, organised or secluded beaches makes the various areas of Porto Heli the ultimate destination.

Southern Suburbs Of Athens

Perhaps one of the glossiest districts in Athens, Glyfada hosts many trendy restaurants, trattorias, hip wine bars, cafés and delis, and has a sizeable shopping area with edgy boutiques and concept stores as well as beauty bars. Glyfada is also home to many clubs in which you can enjoy Greek nightlife. Both non-organised and organised beaches with water-sports facilities, accompanied by seaside cafés and two marinas that host a number of yachts, line the Glyfada seafront, which is easily reached from downtown Athens by tram or bus. Here you can spend a fantastic day on the sea or even sail across the Saronic Gulf to discover small islands nearby.

About 1km further south is the prestigious Asteras Beach Resort, a long, privately-developed stretch of sandy coast divided into leisure hubs with valet parking and all-day offerings, including an adults-only seafront pool and beach bar, and a famous chic café-restaurant. Charming villas, luxurious hotels and the Glyfada Golf Club (the only golf course in Attica and the oldest one in Greece) add to the picture.

Bordering with Glyfada, the area of the former Athens airport at Hellinikon is sparsely populated and has gradually evolved into a neighbourhood of wealthy residents. With the pioneering development project currently on the

way, the area will be transformed into a luxury city. After the recent approval by the Council of State, the joint venture that has undertaken the project includes: Metropolitan Park, luxury hotels, casinos, office space, shopping centres and residences.

The suburb of Voula is another gem of the Athenian Riviera. Over the years, Voula has experienced a luxe transformation and is now ranking among the most cosmopolitan postcodes in the capital with a chic aura, but at the same time has a cosy vibe, since it has retained its family neighbourhood spirit. It's one of the best areas to live in the Athenian Riviera, peaceful with a lot of greenery, parks and, of course, the sea. The two wonderful, organised beaches are an ideal place for swimming and water sports, as they have excellent facilities and suitable infrastructure. There are a lot of nice routes for a long, scenic walk or an energetic run alongside the shore all the way to Vouliagmeni. Enjoy your coffee next to the waves, dine at one of the many restaurants and sophisticated wine and sushi bars found around the main square of Plateia Imias, and continue until late in the evening with a cool cocktail at one of the region's famous clubs.

One of the most beautiful free beaches in Athens, Kavouri is located in the municipality of Vouliagmeni, just a short distance from the city centre. With its easy access, rich green landscape, pristine water and idyllic cove, it is a definite must-see destination.

A visit to Kavouri in the lush green surrounds of Vouliagmeni is a day well-spent at the beach, with great seafood and beautiful sunsets.

Make yourself comfortable among the umbrellas and sunbeds on the beach or hire a small boat with a driver to explore the tiny inlets and islands around the coastline, like Fleves and Hydroussa. You could even spend the day paddle-boarding or just enjoying the thalassotherapy pool and other facilities the Divani Apollon Palace & Thalasso Hotel has to offer. There are also two other beaches here, namely Big Kavouri and Little Kavouri, ideal for everything, from beach sports to beach reads.

With fine sand, pure water and a green environment, these are a calm choice providing a view to the coastal Poseidonos Avenue.



Villa Ion
POA

8 Bedroom | 7 Bathroom | Ocean Front | Private Beach | Boat House



Villa Ion is a Stone Mansion located in a quiet neighborhood of incredible beauty and with large seafront holiday residences. Enjoy endless sea views and colorful wildflowers carpeting the earth, in one of the last-remaining, unspoiled hideaways of pure nature. The residence provides an immediate path through the garden to a stunning, secluded beach, with crystal-clear waters and a private dock.

Villa Ion has a wonderful orientation since the sun sets right in front of the house and one can enjoy that view from every corner of the house. Its architecture comes from the French countryside and it combines also some beautiful Greek elements. The villa is slightly decorated, not pompous, while it keeps a special classy character.

Floor-to-ceiling windows open to large verandas and outdoor lounge areas, providing breathtaking views of the sea, while the colors of the sky dance playfully from dawn to dusk. Elope to the belvedere tower and enjoy the sunset, through captivating panoramic views of the surrounding coves. Treat yourself to delicious meals with fresh, raw ingredients from the property's organic garden. Renew yourself in this rural retreat of understated luxury and connect with nature unbroken.

[VIEW LISTING →](#)

The Numbers

- Plot Area..... 1,500m²
- Build Area..... 800m² >

Minimal Villa In The Centre Of Glyfada
POA

4 Bedroom | 6 Bathroom | Swimming Pool | Garage



A luxurious villa of 1,000m² on a plot area of 500m², located in a unique area within walking distance to the centre of Glyfada. A minimalist-style residence that was built in 2014, the taste and the construction of the house are exquisite and only high-quality materials have been used.

The ground floor comprises the spacious living/dining area and the kitchen, surrounded by a garden with a large private pool. On the 1st floor there are 3 master bedrooms with dressing rooms and a playroom or a small living room. The 2nd floor includes one huge master bedroom with a fireplace, a small living room and a spacious closet.

[VIEW LISTING →](#)

The Numbers

- Plot Area..... 1,000m²
- Build Area..... 500m²

GO TO ATHENS



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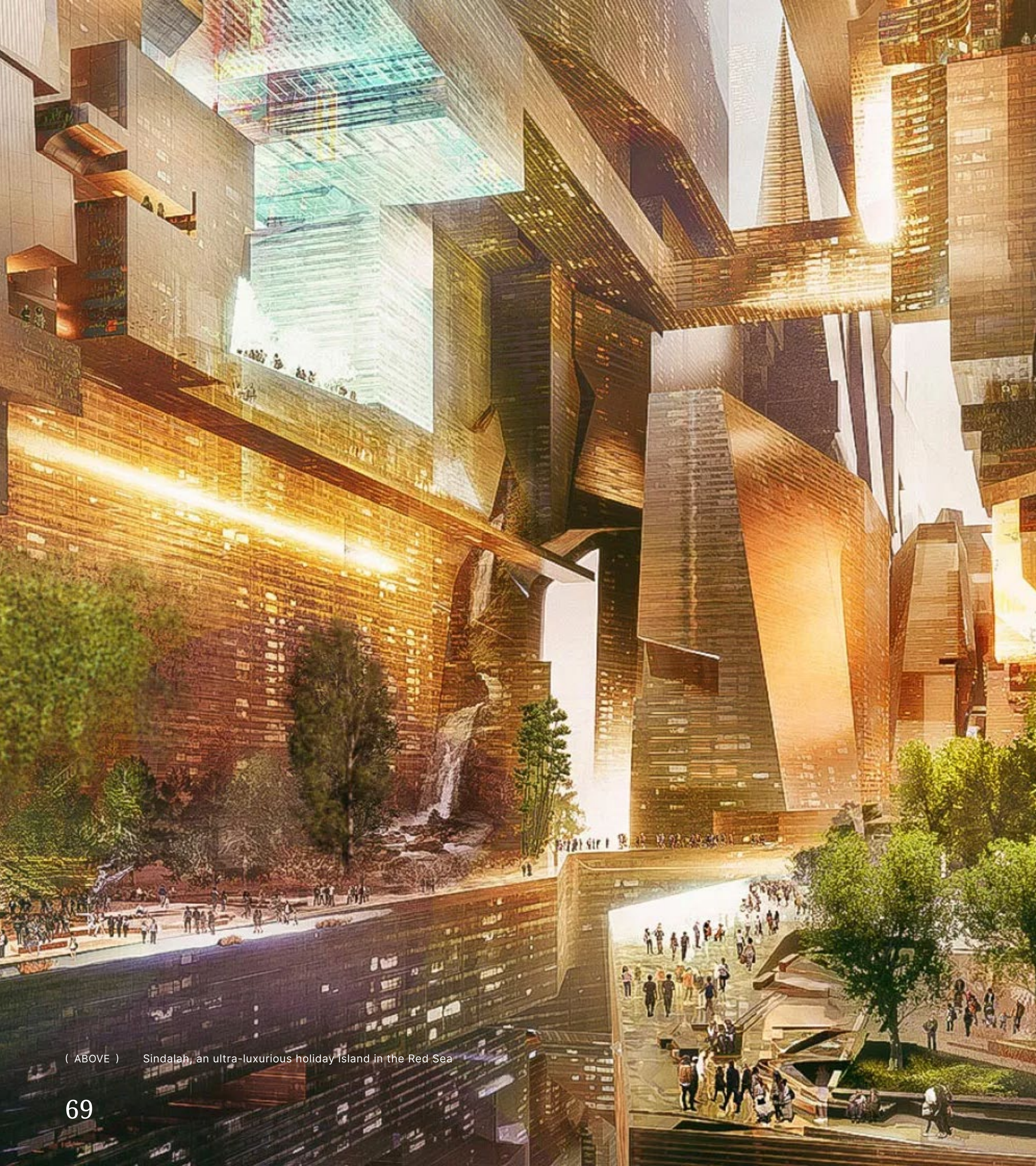
WORDS

Joseph Bullmore



Explained

(ABOVE) The Line: a desert city only 200m wide but 170km long
(LEFT) The mountain resort of Trojena with its man-made lake



(ABOVE) Sindalah, an ultra-luxurious holiday island in the Red Sea

In 1969, a group of Italian architects drew up tentative plans for what they called *Il Monumento Continuo* (or ‘The Continuous Monument’ in English) — a vast city in the Arizona Desert rendered as a gleaming white line of concrete stretching all the way to the horizon and beyond. The group, known as Superstudio, intended the design to be an ironic satire on the ego of the modernist architect at a time when ancient cities all around them (like crumbling, beautiful Genoa) were being bisected and bulldozed to make way for superhighways and high-speed viaducts. In the Saudi desert, over half a century hence, that satire — that “negative utopia”, as the Superstudio architects deemed it — is inching closer to reality.

Neom is the collective name for a group of (at least) four futuristic regions (grouped broadly into a sort of a mega-city or new state) which hopes, ultimately, to shift the modern global centres of industrial, technological and tourist activity onto the Arabian peninsula. It’s situated on the North Western coast of Saudi Arabia, bordered by the waters of the Red Sea, desert flats and the rugged mountains of the Madiyan range, and is funded by the unparalleled wealth and resources of the sovereign state.

Neom’s first announced development was The Line — a hyper-modern smart city that’s not a million miles from the ironic Superstudio proposal, and which clads itself, in the memorable words of the *FT*’s architecture critic, in reflective surfaces “like the Aviators of a highway cop, impenetrable, expressionless, sinister”. Two-hundred metres wide, 500 metres high and 170 kilometres long, The Line’s design foundations are all rooted in alleged sustainability, efficiency and all-round seamlessness: the mirrored surfaces on the outside are supposed to reflect, literally, the rugged beauty of the landscape around the city, while transport and movement on the inside is ultra-optimised. With “no roads, cars or emissions, it will run on 100% renewable energy and 95% of land will be preserved for

nature,” says The Line’s website. “People’s health and well-being will be prioritised over transportation and infrastructure, unlike traditional cities.”

The renders show a sort of modular, space-age Babylon — hanging gardens, overflowing foliage, bubbling water features — where all your amenities (school, restaurants, office, gym) are just a “five-minute walk away”. (An end-to-end journey, moderated by AI, takes just 20 minutes.) It’s all structured in boxy steel and glass, and claims to boast perfectly clear air and the ideal climate all year round (though quite who decides what an ideal climate might be is not disclosed, and one imagines a sort of citywide version of the office air-conditioning debate). The animations look sparkingly clean and bizarrely bright, given that the proposition appears to essentially stack lots of skyscrapers very close to one another, as if Manhattan has been compressed and stretched.

Trojena, meanwhile, is Neom’s mountain complex. While The Line seemed to offer a futuristic solution for urban living for the masses, Trojena hopes to ape the playgrounds of the global elite. This is the Saudi challenger to Saint Moritz, Courchevel, Aspen, Verbier, Chamonix, Gstaad and Whistler, rolled into one. It has six distinct development

(BELOW) The mirrored city wall, the bane of many an unsuspecting bird



“Like the Aviators of a highway cop,
impenetrable, expressionless, sinister”

(RIGHT) Sindalah's yacht hub, boasting an 86-berth marina
(BELOW) Neom's 'Fun' district will have multiple skiing areas



districts which hope to offer year-round entertainment and experiences for residents and visitors, split over four seasons. There is 'Gateway': a "folded vertical village", whatever that might be; 'Valley', a lake-based region for "events and water sports"; 'Fun', a high-altitude dedicated ski-village with multiple pistes; 'Discovery', an observatory-centred district for stargazing; 'Relax', a health/wellness/spa mega-complex; and 'Explore', a sort of Uncanny Valley hikers' paradise with unique "wildlife and geology". Chedi, the ultra-luxury hotel chain, has just announced a new mega-hotel there whose 3D renders look like a moon station with ski runs, while Ennismore (behind Gleneagles and Maison Estelle in the UK), was announced as the first hotel partner for the region back in October.

Sindalah, on the other hand, mimics the summer-season obsessions of the 1%, with a sort of Caribbean-Mediterranean mash-up that is calibrated to entice the yachting classes. An island off the coast of Saudi Arabia in the Red Sea, this will be the first Neom project to be completed, apparently — an "840,000m² playground for the world's luxury travellers" which will play host to "sophisticated cultural events, adrenaline-fueled [sic] sporting spectacles and glamorous social happenings". Renders show women

in linen kaftans on yacht-lined lagoons, while the press release outlines a complex of "413 rooms — including 88 villas — as well as 333 serviced apartments," offering "world-class hospitality, fine dining and curated events in one perfect destination". It seems to be the least ambitious of the four — essentially little more than a new island holiday resort; an inorganic Mauritius, say. For that reason, it may also be the most readily adopted by westerners.

The fourth city is Oxagon, the industrial heartland of Neom. It hopes to create "factories of the future for products of the future", and be "a place where innovators and entrepreneurs can accelerate ideas from labs to market, and a city where people come together to live, work and play — in thriving communities." This, one imagines, will be the largest moneymaker and will hope to centre the Gulf as the new global capital of trade. (It will also, one imagines, be populated by a far less wealthy class of citizen than Sindalah or Trojena.) It is a floating city in the shape of an octagon — not so much centred on a port as one huge, "fully automated next-generation port" itself, that will "offer unparalleled [sic] connectivity to global markets, enabled by an integrated physical and digital supply chain". Its renders look, at first glance, like suburban Miami — low

slung houses, palm trees, warehouses — while others show off-brand Tesla factories and Lego-grade shipping containers. It will be powered by 100% clean energy and governed by an “unmatched regulatory business environment”.

Neom’s critics will take that with a heavy pinch of salt. The development has not been without its controversies, to say the least. The alleged murder of journalist Jamal Khashoggi in 2018 still hangs heavily over any projects helmed by de-facto Saudi ruler Crown Prince Mohammed bin Salman, while many local tribes have been forced to relocate to make room for the development, often under duress and threats. (It’s estimated that 20,000 people will be displaced.) There are widespread allegations of a highly abusive work culture, too — from manual labour up to the corporate level — a great deal of which has coalesced around Neom’s controversial firebrand CEO, Nadhmi Al-Nasr. “I drive everybody like a slave, and when they drop down dead, I celebrate,” Nasr is reported to have said of the allegedly relentless, demeaning working culture of Neom. “That’s how I do my projects.” Meanwhile, the Line’s plans to use its citizens’ personal data and information as a sort of pseudo-currency to allocate power, water, health-care and security has been heavily criticised as an illegal breach of digital (and quite possibly human) rights.

Its defenders (often shepherded by American PR firm Ruder Finn, on a \$1.7million retainer) say that disruption is essential to progress, and that the singular vision of a sovereign-backed semi-autocracy is a very efficient way to fight the pressing global challenges of overpopulation, climate change and industrial growth. At the same time, any megaproject — think of the space race of the 1960s, or the Second World War — has the collateral effect of massively accelerating more ordinary technology and spurring innovation, no matter what its primary aim or effects might be. Neom might attempt to make a linear, futuristic city in the desert, say, and in doing so vastly improve battery-life for cars on the roads of Michigan, or reliable clean water for a village in Somalia. Depending on your position, it is either heartening or disconcerting to think that the success of these many projects, in the short-to-medium term at least, might hinge on the whims of the yacht-owning, après-ski quaffing elite. ■

“Factories of the future for products of the future”



(ABOVE) Oxagon, future home to industry

Dubai, UAE



30°C Avg Temp * | 0% Annual Property Tax | 5% to 9% Gross Rental Yields

Dubai's prime real-estate market is thriving due to a combination of attractive visa policies, waves of wealthy buyers establishing second homes, and the UAE's successful handling of the pandemic. Investors from countries including Russia, India and North Africa are drawn to the city's attractive property market, competing over the most attractive investment opportunities.

Dubai offers a balance between ultra-luxury and culture, with high-end retail, exclusive eateries and experience-focused living complemented by the rolling dunes of the desert, traditional abra boats and bustling market stalls overflowing with spices. This balance, alongside exceptional value for money, bolsters the already-substantial interest in Dubai real estate.

Property developers in Dubai almost exclusively tailored to investors looking for higher rental ROI from 2015 to 2021, with small, affordable homes dominating the market. However, the recent two-to-threefold upturn in the luxury market led to an explosion in demand and developers' reconsideration. Unabated demand in Downtown Dubai and Palm Jumeirah led all large local developers to switch focus to super-exclusive projects focused on large, spacious apartments and penthouses. With continued expansion in mind, JamesEdition has spoken with D&B Properties.



IN PARTNERSHIP WITH



Dubai's Real Estate Market To Be A Huge Catalyst In The Success Of D33 Agenda

In 2022, the real-estate sector in Dubai achieved a record-breaking year, with registered sales reaching an impressive 90,000 and totalling more than AED 500 billion. This was not only an indication of the sector's ability to sustain high growth levels, but also made it even more evident that Dubai's leadership has been able to successfully maintain exceptional governance standards across the industry.

The city has also become one of the most attractive destinations for real-estate investments around the world due to its infrastructure, supportive regulations and its growing recognition as one of the best metropolises to live and work in. This stimulating approach has been instrumental in drawing investors from not only developed countries but also emerging markets that are keen on investing in Dubai's growth story.

The remarkable performance of the real-estate market in Dubai has sparked a wave of optimism and injected confidence into every sector. This successful showing offers existing stakeholders assurance while simultaneously providing countless new chances abroad for eager investors looking to capitalise on appealing prospects.

However, there is no doubt that none of this would transcend as seamlessly as it has without the strong leadership and progressive nature of HH Sheikh Mohammad bin Rashid Al Maktoum. The Vice President and Prime Minister of the United Arab Emirates and ruler of Dubai has been instrumental in driving Dubai's transformation from a small port town to a global hub for innovation. Under his guidance, Dubai has consistently evolved into an ever-more sophisticated global city, with a relentless focus on modernisation and development.

Dubai, UAE

The Vision Of The Future

HH Sheikh Mohammad's vision of making Dubai one of the most advanced places in the world has led to significant investments in technology-driven solutions, industry diversification and economic growth. He has also continually encouraged private-sector development through initiatives like Smart City Dubai, which aims to integrate technology into all aspects of urban life by providing access to data and information, thus enabling citizens to enjoy better services.

Furthermore, His Highness's forward-thinking attitude towards education and culture has seen the launch of several projects such as Mohammed bin Rashid Al Maktoum Knowledge Foundation — designed to empower individuals with knowledge — as well as several free zone initiatives that have boosted foreign investment.

HH Sheikh Mohammad's vision was to create a modern city that remained true to its deep-rooted traditions, while simultaneously providing its citizens with an unparalleled quality of life and opportunity. This ambitious undertaking has been echoed throughout the years as Dubai trans-



formed itself into a global hub for commerce, technology, tourism, finance and culture.

Recently the city's 'D33 Agenda' was revealed: an ambitious initiative aimed at making Dubai the "world's best city to live and work in". The forward-thinking plan seeks to propel the emirate into a new era of growth and development by investing heavily in human development, skill-sets and advanced technology, while additionally consolidating Dubai's global competitiveness, innovation and knowledge-based economy.

Husni Al Bayari, Chairman & Founder of D&B Properties, states: "Under His Highness Sheikh Mohammed bin Rashid Al Maktoum, Dubai's pioneering vision for the future has come to life with D33 — a remarkable agenda which seeks to double the size of its economy. Uniting industry forces in pursuit of ambitious goals, 100 transformative projects have been set out under this initiative with an economic target amounting to an average of AED 30 trillion. This innovative roadmap will propel Dubai into one of three top global cities through ideas and technologies that drive forward progress on a local level."

In addition, it is expected that government expenditures will rise sharply over the next decade or so — from an average of AED 512 billion annually in the past decade to an average of AED 700 billion within the next ten years — this represents a significant 37% increase — while Foreign Direct Investment (FDI) contributions are projected to rise even higher at 60%, increasing from an average of AED 32 billion annually to around AED 60 billion per year over the same period — resulting in an overall total FDI contribution of approximately AED 650 billion throughout this timeframe.

Al Bayari continues, "This marks an exciting milestone in Dubai's development journey, one that is sure to bring long-term progress and prosperity for the people of Dubai. Through further raising the global profile of Dubai, we can expect an increase in the number of investors and entrepreneurs choosing this city to explore investment options.

"We at D&B Properties look at the D33 Agenda as a landmark initiative to propel Dubai's development journey and tourism sector to new heights of success."

How Real Estate Becomes A Catalyst For Success

The real-estate sector in Dubai has been playing a pivotal role in the emirate's economic growth and development since its establishment. The strong performance of the sector has attracted large foreign investments, increasing the flow of capital into the economy.

The Dubai Economic Agenda D33 was launched to promote sustainable economic development and diversification by investing in strategic sectors such as real estate and aiming to make real estate one of its leading economic sectors for long-term growth.

High net worth individuals (HNWIs) and millionaires have become increasingly interested in investing in Dubai's growing real-estate market, as it offers a unique combination of security, stability and sustainability for their investments. In addition, buyers are benefitting from low taxes and zero capital gains tax on profits made from investment properties — making it an even more attractive prospect for large-scale investors. Furthermore, the diversity of projects available — ranging from luxury villas to high-end apartments — provides ample choice when it comes to choosing investment opportunities that best meet their requirements.

Rental yields offered by residential property investments are also very attractive; current figures show average rental yields of 6-8% across different areas within Dubai. This makes them a lucrative option for anyone looking to generate passive income through rental returns or gain capital appreciation over time due to favourable market conditions.

Overall, there is no denying that Dubai's real-estate market will contribute immensely towards the success of D33 Agenda by creating jobs through increased FDI flow; offering attractive investment opportunities; providing world-class urban infrastructure; driving economic growth; increasing business prospects through commercial spaces; enabling access to affordable housing solutions; and encouraging cultural diversity through projects which bring people together from around the world — further enhancing its appeal as an international destination that is ready to embrace new ideas with open arms.

D&B Properties: An All-Encompassing Real Estate Company Based In Dubai

D&B Properties is an esteemed and award-winning real-estate services firm that has been operating in the UAE for almost a decade. They specialise in a wide range of services related to the property sector, encompassing residential and commercial sales, luxury real estate, leasing, portfolio management and investment brokerage.

The company has grown significantly over the years, expanding into several complementary divisions under their corporate umbrella, Bayari Holding. These include D&B Properties, Real Estate Asset Leaders (REAL), Real Estate Commercial Experts (RECE), D&B Investments & Advisory, Holiday Homes (Homes & Beyond), D&B Luxury and D&B Academy.

From Luxury Beachfront Homes To Spacious Office Units

With a portfolio of impressive accomplishments, D&B Properties distinguishes itself as an exceptional leader among real-estate firms, due to the comprehensive array of services they offer clients both domestically and abroad. Their renowned team of professionals are equipped with complementary industry knowledge and expertise across various aspects of real-estate operations and transactions.

Their extensive collection includes numerous prestigious projects in some of Dubai's best locations such as Palm Jumeirah, Downtown Dubai, Dubai Marina and Emirates Hills. The real-estate firm works closely alongside the region's leading developers such as Emaar, Nakheel, Damac, Dubai Properties, Ellington Properties and more, in addition to showcasing their properties across popular property portals to maximum optimisation.

A Seamless Customer Experience

With the constantly shifting real-estate market of Dubai, it can be difficult to navigate the legal and investment prospects. D&B Properties provides essential guidance for any individuals looking to get in on this exciting investment opportunity. Their expertise covers a broad range, from pricing trends and property appeal points all the way down to lending advice through their trusted banking network — giving you peace of mind when buying or selling your property.

The team at D&B will also be able to discuss potential investments related to off-plan projects, which have seen increasing popularity among investors looking for lucrative opportunities in shorter timeframes than traditional methods allow for. The company's experts will evaluate potential options based on their understanding of Dubai's ever-changing market conditions, while providing clients with transparent advice regarding any potential risks that may be involved.

For those individuals or companies requiring assistance managing their portfolios or assets throughout Dubai or the UAE at large, D&B Properties can help by offering an efficient and reliable service that seeks to protect investments for the long term by making sure all legal documents are taken care of and paperwork is filed correctly according to local regulations governing such matters.

With a multifaceted team of over 325 employees speaking more than 51 languages, D&B Properties ensures that clients from all walks of life receive comprehensive services from experienced professionals throughout their buying or selling journey.

Luxurious Penthouse
AED 6,900,000

3 Bedroom | 4 Bathroom | Full Marina View | Balcony | Fully Upgraded



Indulge in the absolute pinnacle of opulence with this exquisite and fully upgraded penthouse, offering unrivaled views of the shimmering marina. Occupying a coveted position on a high floor and spanning an impressive 4,109 square feet, this lavish 3-bedroom, 4-bathroom residence is a true masterpiece of luxury living.

As you enter, prepare to be enveloped in a world of refined sophistication and elevated elegance. The sleek and modern design, accentuated by the highest quality finishes and bespoke modern interiors, creates an unparalleled ambiance of indulgence and exclusivity.

The expansive living area, generously bathed in natural light, provides the perfect setting for lavish entertainment and social gatherings. Admire the unobstructed views of the marina through the floor-to-ceiling windows or step outside onto the adjacent balcony to experience a true feast for the senses, as you take in the panoramic views of the waterfront and the captivating skyline.

The master bedroom is an enchanting sanctuary, boasting a private balcony that offers an oasis of tranquility and an en-suite bathroom that is an embodiment of lavishness and indulgence, featuring a soaking tub, double vanities, and a separate shower.

Make use of a stunning kitchen, adorned with top-of-the-line appliances, custom cabinetry, and ample storage space, is a gourmet haven that will ignite your culinary creativity and satisfy even the most discerning of tastes.

This truly remarkable penthouse is an unparalleled embodiment of luxurious living, a rare opportunity to own a magnificent piece of art that exudes glamour, sophistication, and exclusivity.

[VIEW LISTING →](#)

Triplex Penthouse, ORLA by Dorchester Collection | 6 Bedroom | 2 Private Pools | Landscaped Terraces | Private Gym
AED 365,000,000



Escape to a world of pure decadence with this awe-inspiring triplex penthouse, offering an impressive 56,000 square feet of lavish living space. With six sumptuous bedrooms, this opulent masterpiece of architectural design is a true wonder, boasting soaring 10-meter ceilings and a host of bespoke features that redefine luxury living.

This palatial residence is designed to impress at every turn, with two private pools that invite you to bask in the splendor of your surroundings. The ground and roof pools, both measuring a staggering 36 meters, are a true oasis of tranquility, surrounded by lush greenery and landscaped terraces that evoke a sense of serenity and seclusion.

The interior of the penthouse is no less impressive, with a host of bespoke features that set it apart as a true icon of luxury living. Indulge in the private office, ideal for those seeking to mix business with pleasure, or enjoy a session in your private gym, where state-of-the-art equipment is at your disposal. The salon and spa, featuring luxurious amenities and indulgent treatments, is the perfect place to unwind and pamper yourself after a long day.

For those seeking a truly unforgettable experience, the jacuzzi and sunset firepit are perfect for stargazing and enjoying the warm evenings. A guest and private elevator offer seamless access to all three floors, while private service elevators ensure that your every need is taken care of.

This luxurious triplex penthouse is a true testament to the finest in upscale living, offering a once-in-a-lifetime opportunity to experience the epitome of opulent living.

[VIEW LISTING →](#)



Experience the Finest Ultra-Luxury Homes in Dubai

Redefined Elegance in Dubai's Prestigious Residences



The visionary designer on developing a self-sustaining,
high-end community on Mexico's Pacific Coast

Interview *with* Andrés Saavedra

WORDS
Jonathan Wells



“We never wanted MUSA
to feel like a resort”

(ABOVE) Saavedra, the designer behind the MUSA community



(ABOVE) One of the site's 'Hideaways', with private plunge pool

Andrés Saavedra is riding the wave of Mexican modernism. But that's not all — he's also surfing sand-churning right barrels off a peninsula in the sun-drenched state of Guerrero. Because MUSA, an eco-minded community of luxury properties and the realised dream of the visionary designer, is the latest jewel to wash up on the west Mexican coast.

Built in a blend of Japanese and Central-American architecture styles, the destination also mixes property types, with a central hotel flanked by more permanent residences. Classic surf shack-style 'Hideaways' form the entry level product, with cutting-edge work studios and custom-build lots also available — all sharing amenities and sitting, secluded, a mere 35-minute drive from Ixtapa-Zihuatanejo International Airport.

Here, Saavedra tells us what prompted this incredible self-sustaining 'tropical modernist' project — and why he wants everyone to discover the allure of authentic yet 'new' Mexican design...

Where did the original vision for MUSA come from?

We wanted to build a community that we wanted to live in. A community that had all of the amenities that we felt were important for the lifestyle we were seeking. Everything from art, music, surfing and adventure, to workshops, a school and a farm. This master plan was our vision of what a model community would look like.

What inspired the design of the hotel?

It's 'tropical modernist' — a unique design for the climate, combined with ideologies of barefoot, laidback luxury. In the tropics, architecture embraces the climate. The natural landscape is invited to integrate with interiors designed

with a raw authenticity; a sense of understated elegance and functional approach. This enhances elements of the surrounding environment, and the result is spaces made for living — but left open to interpretation.

And how does the design reflect modern Mexico?

It's unapologetically Mexican — and inspired by Mexico in its most traditional, most authentic form. The design reflects a vision of a 'new Mexico', where the combination of art, design, nature and lifestyle that is unique to this part of the world provides a fabric for this contemporary concept. It's a new-world experience, with pared-back styling, neutral palettes of calming colours and natural

“It’s inspired by Mexico in its most traditional, authentic form”

materials sourced from artisans across the country. But it’s also very Japanese in the use of light, wood and space — with the craft itself rooted in meticulous dedication to detail in its most natural, imperfect and authentic form.

What Mexican values are at the heart at MUSA?

We want to represent the Mexico that we know exists. Not just the tourist-facing Mexico, or what the world considers to be Mexican, but what Mexico represents for us. And that’s honesty, and integrity, and good people — hard-working, loyal, incredible service-focused people. We’ve also got an incredible natural environment. It’s the beauty of Mexico. It’s the colours, the spiciness, the rawness and the imperfection. It’s all of those things presented in a context that is just so simple and beautiful. Mexico itself is rich in everything. And that’s MUSA.

Why was diversity of guests and buyers so important?

We wanted diversity across all of our product types, and that’s been the underlying factor for how we’ve designed. We never wanted MUSA to feel like a resort, and we didn’t want it to just be one demographic of buyer. It was super important for us to have this diversity, as we want the whole spread of personalities — from each end of the spectrum, and everything in between. Good parties always have that kind of diversity.

How did you position yourself in the marketplace?

AirBnB was the biggest competitor we felt we had. Why would someone buy when they can rent something, then

sublet that and travel around the world? Why the headache of ownership? So, as developers, we looked at that as a challenge. The ‘Hideaway’ model was born out of that and, instead of trying to hard sell, we asked people: “Why wouldn’t you buy?” And we found that people didn’t want the headache of owning a property in a country where they didn’t speak the language. So the ‘Hideaway’ is a hybrid, where it’s full ownership — but also managed and operated by the hotel.

And what role does the hotel play at MUSA?

The hotel is the heartbeat of the first phase because of our hospitality-focused service model. What a strictly private, residential model lacks is the ability to shape the elements which will bring everyone together around a complete concept — creating community which, in turn, creates the vibe. We really looked at the hotel as the heart of the project because it services not only its hotel guests, but all of the residents to create a quality standard of living.

And finally, what do you want guests to take away from a stay at MUSA?

I want them to have fun, and to fall in love. I want them to fall in love with the design, the people and the food. Like really, truly! I want them to enjoy it, to want to be a part of it and to want to return. We want all the people that come here to invest, in a way — not necessarily needing to purchase a property, but in that we want to build the community itself, in a way that is authentic and also really meaningful. ■



Lakeside In Italy



25°C Avg Temp, Summer ✨ | 100cm Rainfall Per Year | +5 year Property Price Increase: 5.2%

The lakes of Italy are not only numerous but also incredibly beautiful. Certain locations stand out for their desirability and exclusivity, such as Lake Como, Lake Garda, Lake Maggiore with Stresa, and Lake Iseo.

Lake Como is renowned for its scenic landscapes, exclusive lifestyle and rich culture, making it a top choice for many. The lake is home to legendary golf courses, the Alps and cosmopolitan cities like Milan, and its extensive shores stretch from Bellagio to Como. For a quieter retreat visit Lake Iseo, a hidden gem nestled in verdant woodlands and mountain peaks.

If you seek luxury with an edge of adventure, Lago di Garda, or Lake Garda, is ideal. The largest lake in Italy has been admired by the likes of classicists such as Dante, Goethe and Tennyson, and offers unparalleled natural scenery and once-in-a-lifetime luxury experiences.

Lake Maggiore stretches 65km into the Ticino region of Switzerland, and its mild climate allows splendid show gardens and subtropical parks to flourish. The upscale town of Stresa caters to those who value silver-service restaurants, exclusive hotels, and luxury amenities on the beautiful shores of Lake Maggiore.



(LAKE COMO: BLEVIO)

Charming Villa 'Au Pieds Dans L'eau'
POA

6 Bedroom | 7 Bathroom | Swimming Pool | Fireplace | Terrace



The villa is a mix of Italian sophistication, historic art and modern elegance: a true jewel of Lake Como. The ensemble given by the use of the soft yellow and green colour palette along with the presence of gilded coffered ceilings allows one to savour the atmosphere typical of early 18th-century Italy. The rooms have been decorated with a combination of more muted colours, thus providing a feeling of wellbeing and tranquility. Enchanting is the view: from every window it is possible to admire a wonderful landscape, ranging from the mountains to the lake. The private dock and the direct lake access are the perfect place to escape the hustle and bustle and enjoy the ultimate relaxation that Lake Como can provide.

[VIEW LISTING →](#)



The Numbers

- Net living area..... 950m²
- Plot Area..... 2,600m²
- Year of construction1720

(LAKE COMO: MOLTRASIO)

Avant-garde Villa Project With Incredible Lake View
€5,000,000

4 Bedroom | 5 Bathroom | Swimming Pool | 5 Parking Spaces



Located in one of the most sought-after and desirable areas, a luxurious new-build villa with spacious outdoor areas is being constructed overlooking the expanse of Lake Como. The area is set in a fully developed and residential context. Moltrasio is an Italian town of about 1,600 inhabitants in the province of Como in Lombardy. The town is located on the western shore of Lake Como. The sunny location, the mild climate and the beautiful villas make Moltrasio an ideal place for vacation and stay.

[VIEW LISTING →](#)



The Numbers

- Land area..... 1,650m²
- Living space of villa..... 535m²

(LAKE GARDA: GARGNANO 1)

Majestic Villa With Stunning Lake View
POA

3 Bedroom | 2 Bathroom | Sauna | Outdoor Living Space | Lake View



This Mediterranean villa with large swimming pool is located in a sublime position in one of the best locations of Gargnano, with a fantastic view of Lake Garda and the Monte Baldo. The property extends over two levels. The entire living and sleeping area is located on the 1st floor and houses a spacious living room, a separate kitchen, 2 double bedrooms, 2 bathrooms and the welcoming entrance area. The living room and the kitchen open to the magnificent and spacious terrace, the portico and the garden. The beauty of the surrounding nature, including the olive trees and cypresses and the Mediterranean climate, give this property a very special attractiveness.

[VIEW LISTING →](#)



The Numbers

- Net living area..... 141m²
- Plot area 2,000m²

(LAKE GARDA: GARGNANO 2)

'Dolce Far Niente', Lakeside Property
POA

6 Bedroom | 3 Bathroom | Scenic View | Swimming Pool



An ambience in which one immediately falls for the Mediterranean charm. Already in the entrance you are captured by the Italian attitude to life. The soft colours in the mix, with the typical natural stone walls of Lake Garda, give you the feeling of arriving and decelerating. The large villa from the 1970s with its stylish columned entrance has about 295m² of living area distributed over 2 floors. The beautiful outdoor terrace with its lush, purple-flowering bougainvillea faces the water and offers a cinematic view of the sparkling blue of Lake Garda. The large swimming pool with adjacent sunbathing area is embedded in the well-tended garden.

[VIEW LISTING →](#)



The Numbers

- Net living area..... 295m²
- Plot area..... 2,000m²

Italian Lakes

(LEFT) Tailormade villa
(RIGHT) Luxury apartments

Von Poll Real Estate [VIEW ALL LISTINGS →](#)



Luxury Estates In Top Locations

Premium properties with good accessibility are the new search criteria for our clients. The Lakes of Northern Italy are among the most popular and sought-after holiday destinations. Their uniqueness offers visitors an incredible variety of activities as well as numerous high-quality tourist facilities, infrastructure and Mediterranean cuisine. Picturesque towns, exceptional landscapes, magnificent villas and romantic gardens create a holiday atmosphere that will make your heart beat faster.

Their proximity to Germany, Austria and Switzerland makes them an attractive destination that can be reached with a few hours' drive. Thus the Lakes are one of the strongest property markets in Italy, with an ever-increasing demand. Even during the challenging financial crisis of 2009, prices remained stable, transaction volatility was low and supply and demand were in balance.

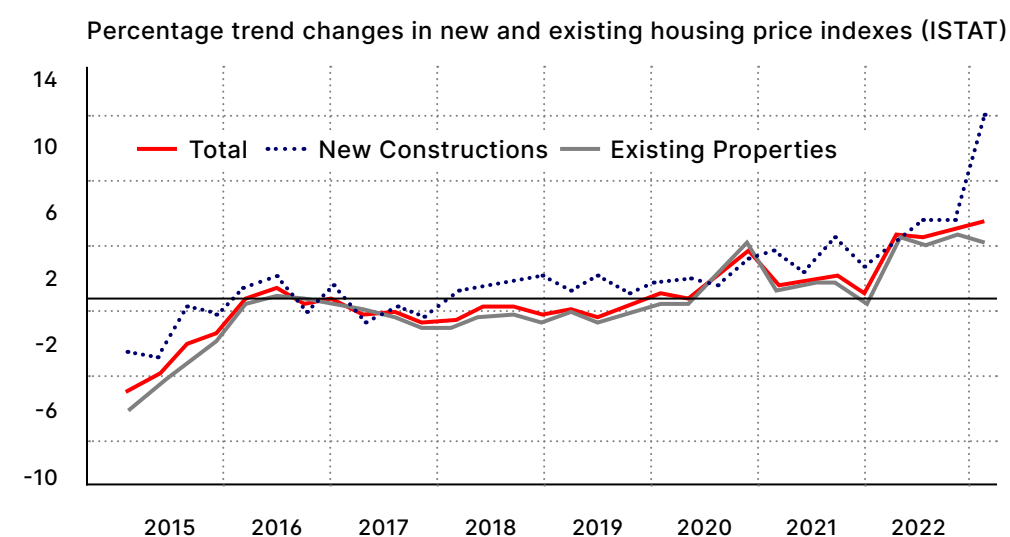
During the pandemic, demand for premium properties was booming: international buyers' appeal is still as strong as ever. Enquiries and transactions in Italy have more than doubled (+119%) since then. This trend reflects a shift in priorities: at the top of the list are safety, accessibility and the appeal of a holiday destination that can eventually become a primary residence with a home office.

According to ISTAT (Italian National Institute of Statistics), house prices in the second quarter of 2022 showed a +5.2% growth rate compared to 2021. New construction

was particularly strong, rising by 12.1% (a sharp acceleration from +5.0% in the first quarter); also prices of existing homes conservatively increased by +3.8%, a slight slowdown from +4.4% in the previous quarter).

With their special atmosphere, the Lakes of Northern Italy have become a destination, with each lake having its own hotspot. Lake Garda, for example, has its hive at Torri del Benaco on the eastern shore and Gargnano and Salò on the western. Lake Maggiore, on the other hand, offers islands, castles, villages and botanical gardens to visit, and its most notable location is undoubtedly Stresa.

The charismatic Lake Como is one of the most popular international holiday destinations: even celebrities such as George Clooney have settled on its shores! The most famous towns are Cernobbio, Blevio and Menaggio.



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Tuscany, ITALY

30°C Avg Temp, Summer ✨ | 11cm Rainfall Per Year

Tuscany in central Italy is a region known for its picturesque countryside, historic cities and world-renowned wines. The Tuscan real-estate market has experienced steady growth, with the average property price in Tuscany rising by 2.2% in 2021. Tuscan properties range from traditional stone farmhouses to luxurious villas with infinity pools and panoramic views of the rolling hills.

The historic cities of Florence, Siena and Pisa are among the most sought-after destinations for real-estate investors, offering a blend of ancient architecture, world-class museums and a vibrant nightlife. The surrounding countryside is also highly desirable, with many investors seeking properties with easy access to vineyards, olive groves and other agricultural land.

Tuscany offers several tax benefits for business owners. The region has a favourable tax regime, with a flat rate of 10% on income generated from certain activities, such as intellectual property and professional services. There is also a significant reduction in corporate income tax for companies that establish their headquarters in Tuscany.

With steady growth in property values and a diverse range of property types available, the region is poised to remain a popular choice.



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Drink an excellent Brunello di Montalcino while walking leisurely through the vineyards; stop the time at the Montecatini thermal baths; have an aperitif by the sea on the fashionable beaches of Versilia; ride a Vespa through the glorious countryside; discover Val d'Orcia with its charming medieval villages or simply get lost in the Elba Island... all the best experiences merge into a single reality under the name of 'Tuscany'.

The Brand

Founded in 1977, the Santandrea brand (part of the Gabetti Group) represents the national and international benchmark of luxury real-estate in Italy.

The new project 'Santandrea Luxury Houses And Top Properties' opens the Santandrea core business also to the 'Top Properties' sector, involving 'Santandrea Top Rent', which operates in short-term rental management for luxury segments.

Thanks to the chance of staying in wonderful prestigious properties, the customer will have an important decision-making tool and will be able to evaluate a potential purchase of the property that made them fall in love. It is a unique opportunity to try out in the short term what they may want to own in the long term.

Luxury Villa In Monte Argentario
£6,164,029

8 Bedroom | 4 Bathroom | Swimming Pool | Mountain View



This luxury villa, designed in the 1960s by renowned architect Busiri Vici and fully restored in 2006, is a hymn to the sea. The lower floor, housing 6 bedrooms, is a clear reference to nautical design. The upper floor is devoted to the view as it faces the crystalline waters of Cala Piccola. The villa also has an additional 2-bedroom apartment for family, friends or staff.

Set in one of the most exclusive spots in Monte Argentario, the 12,000m² grounds can accommodate 15 cars and even a helipad.

[VIEW LISTING →](#)

Gorgeous Liberty Villa
£3,349,954

8 Bedroom | 11 Bathroom | Vineyard/Winery | Swimming Pool



The property consists of 2 buildings and 3 rooms of relevance: the Villa, the Dependence (ancillary house), the garage, the tool shed, a further garage and the changing room for the tennis court. The land belonging to the buildings and the agricultural land amount to approximately 3.4 hectares. All the buildings have been recently renovated.

The villa also includes a park, bowling green and forest with centuries-old oaks and olive trees, plus a tartan tennis court of about 670m² with tennis locker rooms.

[VIEW LISTING →](#)

Magnificent Villa In Dominant Position
£3,483,104

7 Bedroom | 7 Bathroom | Gym | Library | Mountain View



A magnificent estate situated upon a hilltop in a prestigious area, dating back to the 16th and 18th century, and 15 minutes away from the centre of Lucca.

The estate consists of a splendidly renovated villa (1,200m²-13,000 sqft) and 4 annexes partially restored (total built surface about 800m²-8,600 sqft).

The villa was owned by noble families and an important politician dating back to the fascism era (Count Ciano, Mussolini's brother-in-law). The restoration work took five years, bringing the estate back to its ancient splendour and was completed with the original materials, where possible.

The villa consists of three levels and a cellar. The ground floor features a stunning dining room, reception room, billiard room and a big conservatory (decorated with original stained glasses on the ceiling), the kitchen, a small chapel, the library, the laundry room and 3 bathrooms.

The 1st floor features a 2nd reception room, 4 master bedrooms and 4 bathrooms.

The 2nd floor features a large family room, a kitchen, a dining room, a dressing room, a gym, 3 bedrooms and 3 bathrooms.

The property is surrounded by 6 hectares of ground (incredibly flat, despite the hilly position) cultivated as olive groves and wood. In front and on the side of the main façade, there is a wonderful Italian garden.

The principal villa is in excellent condition; however, the 4 annexes are only partially restored.

[VIEW LISTING →](#)



Apulia, ITALY



24°C Avg Temp, Summer ✨ | 17cm Rainfall Per Year

Apulia, also known as Puglia, is a region in Southern Italy that offers access to beautiful beaches, sea caves, clifftop towns and stunning scenery. Traditional farmhouses, or Apulian masserias, in the Itria Valley provide accommodation in tranquil surroundings and are becoming increasingly popular, rivalling the long-standing tradition of buying a coastal second home. These masserias offer an opportunity for people to sample luxury and unique experiences.

Apulia offers a wide range of cultural attractions including UNESCO sites such as Alberobello, with its prehistoric limestone huts, and the baroque sandstone architecture of cities like Lecce, as well as contemporary artwork and restored frescoes. With a tourist season of close to ten months, Apulia is an excellent destination for those looking to own or rent a countryside escape. Despite its attractions, Apulia is often overlooked in favour of more expensive destinations, providing savvy investors with high investment potential.

JamesEdition has spoken to Raro Realty about the benefits of investing in Apulian masserias and the cultural attractions and opportunities that the region offers.



Apulia, ITALY



Our Company: Raro Realty

Raro Realty is a real-estate agency in Ostuni, Puglia, Italy. We are part of one of the most important tour operators in Italy, Nicolaus/Valtur. Luigi Fusco, our CEO, is an estate agent with more than 22 years' experience.

Puglia region has grown along with the interest from well-known companies such as Four Seasons, Rocco Forte Hotels and Belmond, which is a French company and part of the Louis Vuitton group.

We have not lost sight of our roots, with our focus on:

- Exclusivity
- Quality
- Customer service
- Passion and professionalism
- Buying, selling and managing prestigious properties

and commercial/hôtellerie, becoming the single point of contact for all the needs of our customers and clients

Our world also includes Raro Villas, which focuses on the rental of prestigious properties, and is constantly expanding — not only with the sale or rental of prestigious properties and historical residences, but also of accommodation and commercial structures.

We at Raro Realty believe in building this dream and we are putting all of our efforts into it in order to improve every day, always guaranteeing the best in all the areas we deal with.

We promise exclusivity, quality and, above all, ease in the dynamics of buying, selling or renting. As well as understanding laws, regulations or specific details of the real-estate world or in communicating with professionals

in the sector, we will be there to hold your hand throughout the whole process.

Puglia houses: a place to live the life of Riley

Puglia sits between two seas, the Ionian to the southwest and the Adriatic to the east. Puglia is a land of plenty that offers countless diverse attractions.

The character of Puglia: single estate olive oil, stone houses and trulli

One of the most distinctive and somewhat surprising traits of this region is its authenticity. Regardless of its popularity among Italian and foreign travellers, including VIPs and celebrities (many of whom have chosen to buy luxury real-estate in Puglia), its villages, harbours and cities have preserved a genuine atmosphere.

Where to get a feel for life in Apulia

If you're keen to explore the real-estate market in Apulia on the ground, there are several five-star shining examples to take note of. For instance, Borgo Egnazia is a farmhouse in the Savelletri countryside, 25 minutes from Polignano a Mare. Built and managed by the Melpignano family, Justin Timberlake and Jessica Biel chose this idyllic spot as their wedding venue. The upscale estate has scores of awards to its name, with the International Luxury Travel network naming it the "most beautiful hotel in the world".

What is it that makes real estate in Puglia so appealing?

Tourists are wooed to the region by its turquoise waters and baroque architecture, many returning year after year.

Why choose Puglia for your real-estate investment?

Investing in real estate in Puglia currently appears to be a promising venture. Buyers will enjoy the privilege of

owning a vacation home in "one of the most beautiful places in the world", as the world's leading travel authorities such as National Geographic, the *New York Times* and Lonely Planet recently promoted Puglia. Moreover, investors can be sure that the Puglia house they choose will be easy to rent to tourists.

Puglia: tourism growth

The Italian Institute of Statistics recently published data showing that, in 2021, Puglia's tourism flows surpassed most European holiday destinations.

What the experts say is that authenticity and the natural environment are what sets the region apart from others. Puglia offers both countryside and sunny beaches, appealing to families and couples.

Major tourist attractions in Puglia

Recent studies suggest that purchasing a house in Puglia may be a smart investment. Travellers from all over the world visit the region to discover UNESCO-listed Heritage Sites of Castel del Monte and Alberobello. The Castellana caves, picturesque alleys and Romanesque churches from the middle ages are a must-see.

Puglia is renowned for its colourful and vibrant traditions and festivals, and the influx of tourists result in hotels and villas becoming much sought-after during these festivities. There are food and wine festivals such as the Sagra dei Tarallucci e Vino, plus others including the Alberobello Light Festival or those that focus on truffles and cherries, to name but a few.

Puglia houses for sale: prices

The price of real estate in Puglia does vary remarkably depending on the province in question. For example, in March 2022 houses for sale in the province of Bari were the most expensive, hitting €1,554 per m² compared with the average for Candela Puglia, which went for an average of €509 per m².

Apulia, ITALY

Borgopietra Masseria, Exclusive Dwelling For Sale
£2,450,000

7 Bedroom | 8 Bathroom | Outdoor Kitchen | Swimming Pool



Borgopietra Masseria is a historic farmhouse renovation in Ostuni, Puglia.

The property, developed on 3 levels for about 450m², consists of 6 bedrooms with private bathroom in the main body and a bedroom with bathroom with an internal courtyard and private and independent entrance adjacent to the structure.

The living area is distributed between the ground floor with internal and external kitchen, the living area at the entrance and the entertainment room on the lower floor.

Upstairs there are 3 suites with private bathroom and independent terraces.

[VIEW LISTING →](#)



Tenuta Bellavita Fasano
£2,800,000

6 Bedroom | 8 Bathroom | Seafront | Playground | Swimming Pool



Luxury villa under construction just a few minutes from the sea in the Fasano area. The property is spread over 2 levels, on a land area of approximately 20,000m². The ground floor consists of 6 bedrooms with connected private bathrooms, large living room, large kitchen, an internal courtyard where there is an outdoor swimming pool of 8.5 * 8.6m (74m²) and outdoor patios.

[VIEW LISTING →](#)



Villa Francois
£4,900,000

[Panoramic Scenic View](#) | [Fireplace](#) | [Garden](#) | [Swimming Pool](#)



Villa Francois was built in 1892 by Paul Francois, a French noble who carefully chose a view of an immense carpet of olive trees sloping down towards the stretch of sea that goes from Polignano to Torre Canne.

In 1932 the villa was purchased and the new owners built the splendid Italian garden, designed by the well-known nurserymen Brothers Sgaravatti of Padua.

The building, in a style between neoclassical and liberty, was entirely decorated in tempera by Cosimo Reho, a well-known Monopolitan decorator of the time. It harmoniously integrates with the residences, obtained in what were once the residences of the workers, the stable, barn, stable and carriage room, to offer accommodation for 40 guests. In more recent times, a glass pavilion was built within the large park and near the 22m swimming pool, respecting the patron's Art Nouveau style, and is capable of hosting various kinds of events.

[VIEW LISTING →](#)

Luxury and exclusivity for your home



Raro Realty, a real estate agency of the Nicolaus/Valtur Group, is the reference point for those who want to buy luxury properties. The experience and the deep knowledge of the territory and the firm focus on the exclusivity of the properties, have allowed us to offer a careful and dynamic selection on the market, with various investment possibilities: real estate units, accommodation facilities (such as resorts, hotels, bed & breakfast, masserie etc) and luxury retail units.

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How Electric Boatbuilders Are Making Waves Across The Industry

WORDS

Jonathan Wells

From Los Angeles-based Arc to the Scandinavian boating boom, we ask the experts everything you need to know about this fast-expanding electric sector



There is a line in F. Scott Fitzgerald’s 1920 short story ‘The Offshore Pirate’ when the author, who is best known for writing *The Great Gatsby*, describes how silently a vessel named the ‘Narcissus’ sails at sea. Lyrically, he writes that “the yacht was quiet as a dream boat, star-bound through the heavens”. It’s an evocative passage, and one that — just over a century later — perfectly expresses perhaps the best quality of the burgeoning electric boat industry: how quiet and calm these new vessels are.

Like electric cars and bikes before them, boats are going green, clean and noiseless. The last two years especially have seen start-ups such as Los Angeles boatbuilder Arc supercharge their development. But Arc’s co-founder, engineer Mitch Lee, is keen to emphasise the evolutionary — rather than revolutionary — nature of this prospering, sustainable sector.

“Boat hulls are a work of art as much as a science,” says Lee. “And, because there’s a rich history to their design and construction, we’d be foolish to ignore that. At the same time, electric boats have unique challenges.”

The Arc One, for example, is the brand’s launch model: a limited-edition luxury cruiser with a custom-built 220kWh battery pack that weighs thousands of pounds. This load presented a problem — one Arc solved by building a strong-but-lightweight hull, using materials that were

developed for space travel. It’s future-facing, wave-making stuff — but such innovation also demands an expedited development process.

“Thankfully, high-powered electric boats can be designed and built on rapid timelines compared to the aerospace or auto industries,” Lee explains. “And they’re also dramatically better for the environment compared to their gas counterparts.”

This low environmental impact, much like the boats’ quiet running, is another key benefit of going electric. While many of the Arc One’s specs are impressive (a top speed of 40mph; 500hp), the most stirring statistic is its resounding zero emissions. The LA-based brand is under two years old, but those numbers have already ensured that their first fleet has sold out.

“We expect demand in electric boats to only increase from here,” says Lee, “given how much nicer — and cheaper — they are to own and operate. Not to mention the environmental benefits. The hard part will be keeping up with the demand.”

Thankfully, the world is brimming with budding electric boatbuilders. The highest concentration can be found in Scandinavia, with Sarvo Marine in Denmark, Evoy in Norway and Navia in Finland. But Sweden is the single biggest producer of these clean-running runarounds, with



ARC ONE [LEARN MORE →](#)

LENGTH 7.3m / 24ft
 TOP SPEED 40mph
 CAPACITY 12 people
 CRUISING SPEED 20 knots



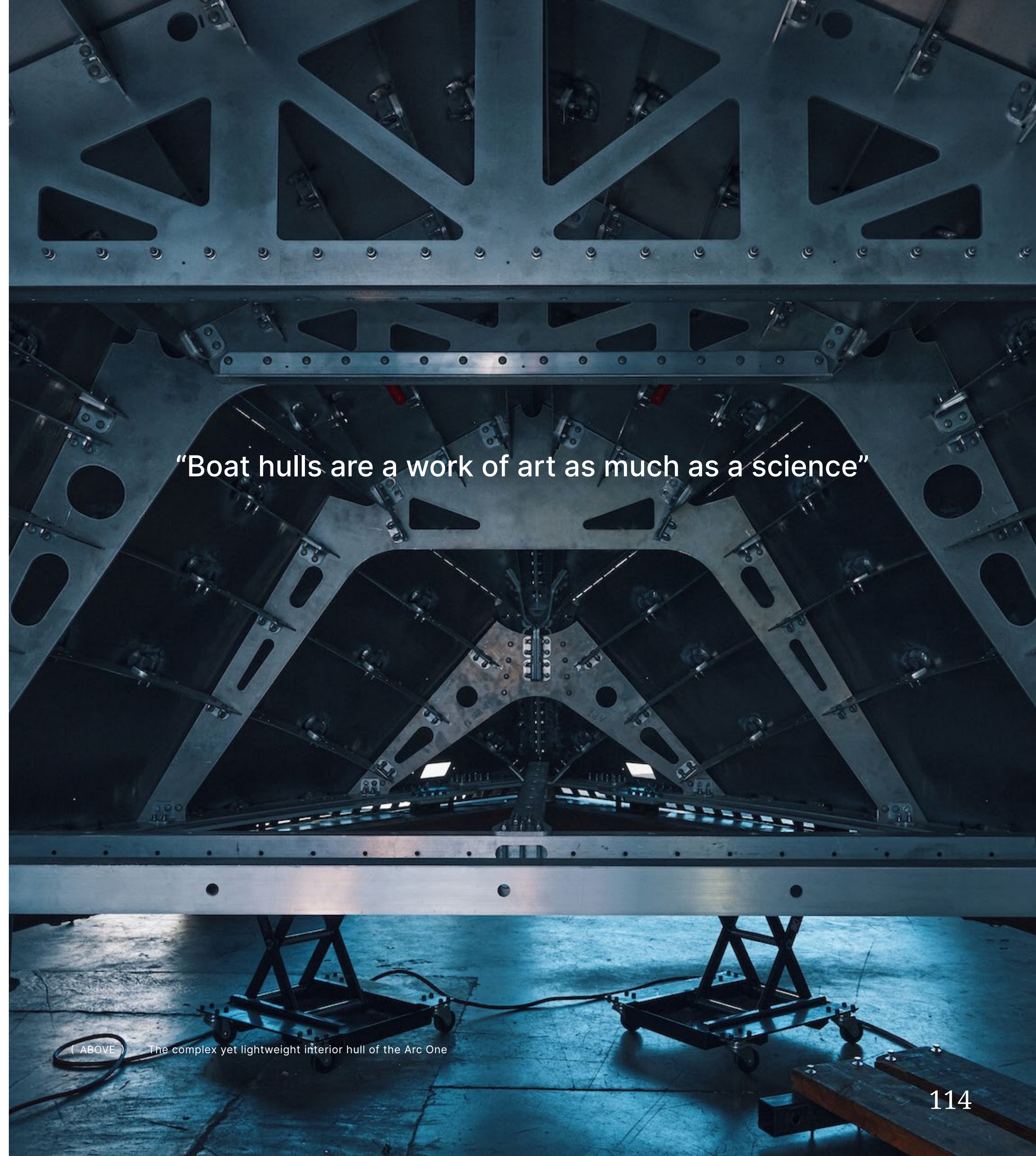
X SHORE 1 [LEARN MORE →](#)

LENGTH 6.5m / 21ft
 TOP SPEED 30 knots
 CAPACITY 5 people
 CRUISING SPEED 20 knots



SOURCE 22 [LEARN MORE →](#)

LENGTH 6.7m / 22ft
 TOP SPEED 50+ knots
 CAPACITY 8 people
 CRUISING SPEED 28 knots



“Boat hulls are a work of art as much as a science”

(ABOVE) The complex yet lightweight interior hull of the Arc One



Stockholm alone home to brands from hydrofoil-creating Candela to minimalist manufacturer X Shore. So why are Nordic nations such bastions of boating innovation?

“Scandinavia has a long history of boating culture, with every capital boasting beautiful waterfronts,” says Jenny Keisu, CEO of X Shore. “Sweden is made up of thousands of islands and home to many beautiful lakes and rivers. Combine this heritage with our shared societal prioritisation of sustainability, and it’s no surprise that you get a significant number of companies pushing the boundaries of the EV sector here.”

X Shore, founded in 2016, is spearheading a transition to a fully electric industry. A key part of bringing about this sea change is to reduce the overall weight of vessels. Like Arc above, the brand is working to develop and discover new materials — from the glass and carbon fibre composite used to build its hulls to the cork that has superseded traditional (but dense) teak decks.

“As a result,” says Keisu, “the X Shore 1 is much lighter than traditional boats, and only requires a 63kWh battery — both boosting its eco-credentials and further reducing its weight.”

But speed isn’t sacrificed. The X Shore 1 has a top speed of 40mph — around the same as a Riva Dolceriva — and super-fast charging means you can ‘refuel’ cleanly and conveniently to 80% capacity in just 50 minutes. It’s a remarkable boating breakthrough; a world away from traditional motor boats. Although Keisu may disagree.

“They’re not as dissimilar as many people think,” says X Shore’s CEO. “They’re just quiet. You can hear the water splashing against the hull without interruption from en-

“We expect demand in electric boats to increase”

gine noise pollution. They produce no fumes, and they have minimal impact on animal life and waterways.”

Currently, these waterways are where electric boats thrive. Whether they be city canals or rural rivers, smaller channels — where boats can’t reach planing speeds — are perfect for easy, efficient sailing. Some vessels can even run for up to 20 hours under electric propulsion. RAND Boats, in Copenhagen, is headquartered on such canals and conduits.

“And we’re future-proofing ourselves,” says Mathias Marcussen Sloth, RAND’s marketing manager. “As many of these areas are actually planning to ban traditional propulsion systems.”

While the wider boating industry isn’t quite ready to ditch diesel (in comparison, fossil fuel-burning cars will be fully banned from sale in the UK by 2035), future-facing boatbuilding start-ups are proving the viability of alternative energy sources. RAND, which first floated in 2013, has spent the last decade developing such high-power propulsion systems. And the brand’s sporty console boat, the Source 22, can hit 58mph — making it the fastest electric luxury leisure boat on the market.

“Though the big issue with this kind of power,” says Marcussen Sloth, “is that if you run your boat at maximum capacity, you will run out of power very fast. You can use an electric engine for rough seas and watersports, but you will have limited running time compared to a traditional propulsion, unless you are conscious of your speed and battery level.”

This is, admittedly, a limitation — but one soon to be overcome as batteries improve. We’re mere years away from wider waters being fair game, and electric boats sailing open seas just as silently as F. Scott Fitzgerald’s ‘Narcissus’. And, even now, the ozone-friendly, unpolluting upsides are numerous enough to invest.

“Low running costs, less maintenance, no fume smells, the silent engine,” lists Marcussen Sloth. “There’s a higher intelligent connection with electric boats, as we have seen with electric cars — because the engine and interface of the boat speak better together. But, most importantly, electric propulsion means that you can enjoy sailing with zero harm to the environment.” ■

Yacht Report 2023

WORDS

Joseph Bullmore

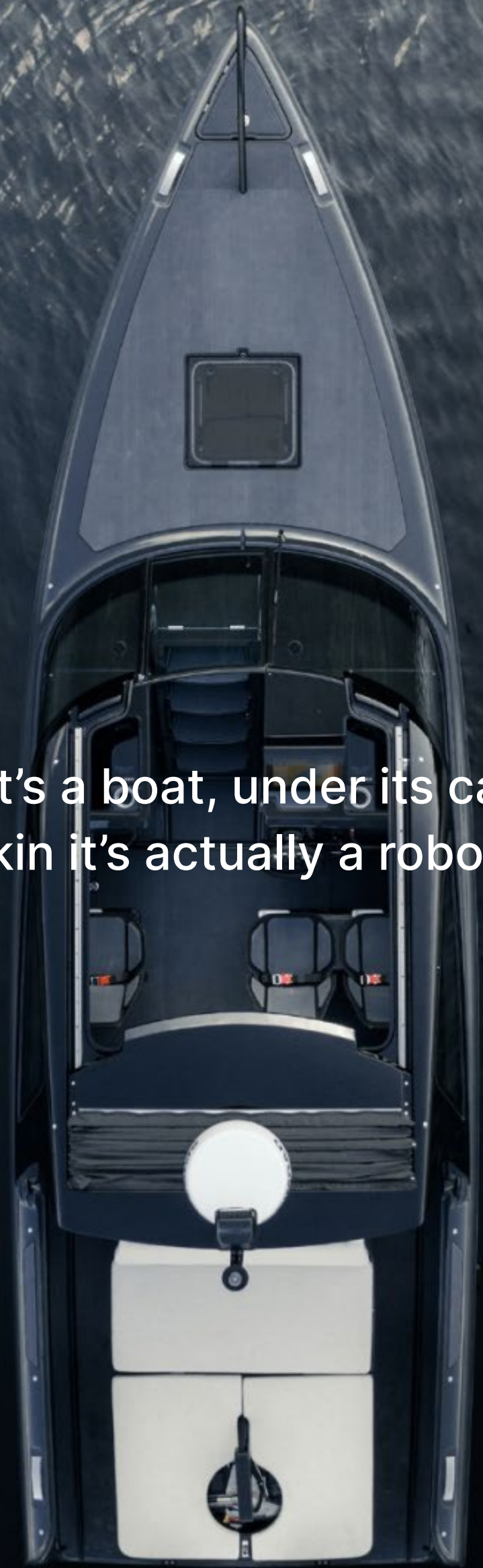
Can an ocean be calm and choppy at once? Can stormy seas be plain sailing? On paper, the last two years have been very good to the world of the superyacht. In 2021, the industry sold a record 887 superyachts worldwide: nearly twice the previous year's number. New orders peaked at over a thousand in the middle of 2022 — with shipyards around the globe warning gleefully of waiting lists, the likes of which had never been seen before — before swelling again at the start of 2023 to over 1,200. The pandemic has been a big factor in the boom. A superyacht is the ultimate social-distancing option, after all, while a whole generation of wealthy people, faced suddenly with their own mortality, decided they couldn't delay the boat of their dreams any longer. The rich got much, much richer in that period, too — meaning even the most unaffordable status symbol sailed unexpectedly within reach.

But every silver lining must have a cloud. And as the war in Ukraine rumbled on through 2022, the very idea of the superyacht took on a new, more controversial meaning in the face of sanctions against Putin-adjacent oligarchs. If a plutocrat had a superyacht, you could bet it was featured in the headline and header image of any article about their demise — often with dollar amounts and footage to the fore. In July, a 10,000-word *New Yorker* article noted in its memorable intro: "In the Victorian era, it was said that the length of a man's boat, in feet, should match his age, in years" — before going on to describe the recent arms race over expense and acreage, and the not-entirely-wholesome rise of what we might call The Super-Superyacht.

This is the unique atmosphere — buoyant but wary; bright but opaque — with which we enter 2023. Here, JamesEdition identifies the five key trends in superyachts for the year ahead.



“Although it’s a boat, under its carbon-fibre skin it’s actually a robot”



(ABOVE) THE CANDELA C-8

1. High tech on the high seas

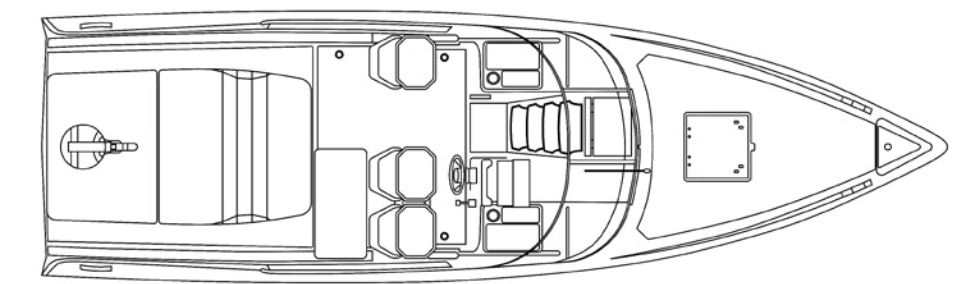
This will be the year when the ‘ship’ inches towards the ‘spaceship’. The smart-home revolution is turbocharged offshore — where new-builds are tricked out with top-spec gadgets, from the living room (mood lighting and concert-grade in-built sound) to the bridge (think cloud-based platforms to replace acres of paperwork, plus smarter navigation and security software).

Start-ups harnessing big data to improve ease of sailing include Yacht Sentinel, launching early 2023, which allows captains and crew members to digitally monitor all crucial metrics in real-time — including fluid levels, power, solar panels, batteries, engines and maintenance. On the builder/charter side, meanwhile, yacht shows will harness the power of virtual reality, with immersive, realistic Metaverse tours of potential builds and future projects.



2. WFY

As the work-from-home revolution settles into the new-normal, many yacht owners are twiggling onto something far more enticing: WFY. People are staying aboard longer and living a more everyday, non-holiday existence as they do. Naturally, designers are swapping one-size-fits-all interiors to those that better express the owner’s tastes, as if the superyacht is now a sort of floating approximation of the home proper. Think original artworks, hand-painted wall-



CANDELA YACHT, C-8

[LEARN MORE →](#)

LENGTH	8.5m / 28ft
TOP SPEED	27 knots
RANGE	57nm
CRUISING SPEED	20 knots

There are techy toys aplenty, too. Swedish builder Candela Yacht unveiled its C-8 electric foiling boat at CES in Las Vegas earlier this year — a zippy launch as fun as it is eco-friendly. Candela’s Mikael Mahlberg explained how “although it’s a boat, under its carbon-fibre skin it’s actually a robot — one that performs a series of actions automatically to ensure a smooth flight in all conditions.”

US counterpart Navier has also just demonstrated its sleek new N-30, a 30-foot all-electric foiling yacht, which glides at a top speed of 30 knots and makes its diesel-guzzling counterparts look almost prehistoric by comparison.

paper and bespoke marquetry on furniture; while outside, fold-out sea terraces and more liveable decks mimic a modernist, luxury garden.

Office space is becoming more central to the fit-out, so owners in 2023 will expect lightning-fast WiFi, acoustic privacy, larger bespoke desks and integrated computer systems that allow them to perform 99% of their work functions perfectly well at sea.

3. Going off-grid

The demand for expedition-grade yachts has also skyrocketed in recent months — something akin, vibe-wise, to the rise of technical wear as high fashion, say. (Think of the wholesome, hardy, design-led-but-beautiful successes of Arc'teryx and Patagonia). The pandemic is a factor here,



no doubt, with owners no longer wishing to postpone bucket-list trips and hoping to skip out on the sometimes overcrowded marinas of the Caribbean and Mediterranean. People want unique, uncharted voyages and tell-your-grandchildren adventures — hard to come by in Saint-Tropez, perhaps.

Explorer yachts are the vessels of choice here — long range cruising ships with tough, ice-breaker hulls, vast amounts of storage, and often a sparkling toyshop of expedition vehicles and activity-centric fit-outs. Think helipads as standard, dive centres, ski rooms and Bond-worthy submersibles. In 2023, expedition yachts like these are predicted to become the second most popular type of vessel under construction.

As far as destinations go, Antarctica is a new favourite at the more intrepid end of the circuit, closely followed by the far-flung Pacific islands of French Polynesia and the more remote islands in the Philippines. Raja Ampat, in eastern Indonesia, is frequently cited as one of the true jewels for those prepared to seek it out — an island paradise only reachable by boat, with no towns, cities, hotels, tourists, or magnums of Whispering Angel.

4. Fitter, happier, quieter

Yacht trips, once seen as a bastion of hedonism and consumption, are moving with the times towards a more wholesome, thoughtful way of life. We'll call it the Californification of the high seas — an era where the average yacht owner (a demographic whose age has shifted rapidly downwards in recent years) expects the same wellness facilities that they enjoy in everyday life. Saunas, cryotherapy chambers, hammams, steam rooms, resistance swimming pools, massage tables, meditation rooms and personal gyms are now all the rage — while multi-hyphenate crew members

“The Californification of the high seas”

who can teach a yoga class in the morning and cook up an adaptogenic diet-plan by night are heavily in demand. At the same time, new owners are increasingly requesting noise and vibration reduction methods to ensure restful nights sleep and a sense of overwhelming calm onboard.

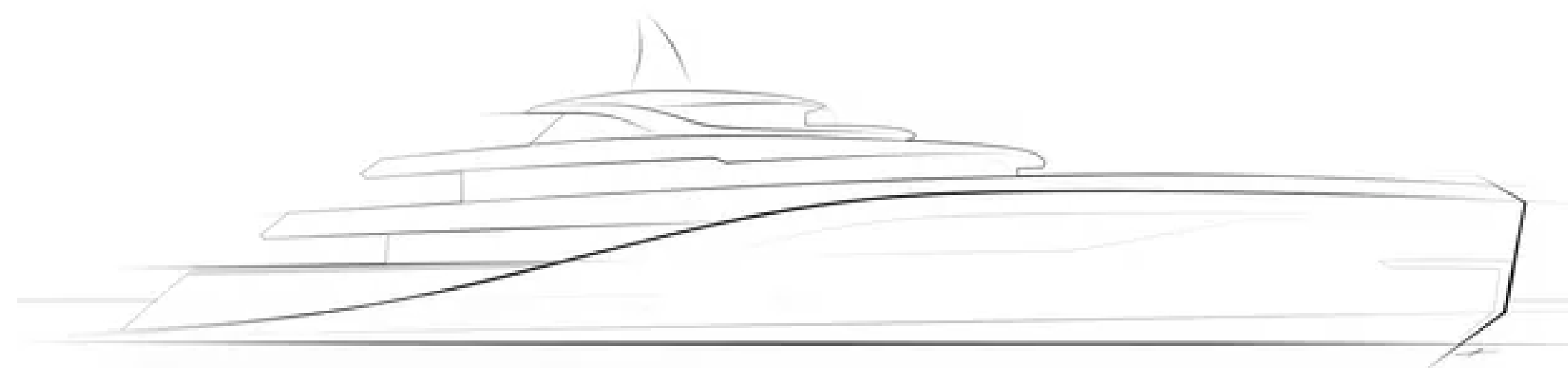
5. Green and mean

Those fun-loving foils above hint at the general mood for superyachts in 2023: sustainability by default, and without any of the drawbacks or dullness. Back at the Monaco Yacht Show in September, a new exhibition titled ‘The Sustainability Hub’ demonstrated how electric, hydrogen, solar and wind-power solutions had moved well-and-truly into the mainstream and added cost-efficiency and power output without harming the environment. It also noted a growing movement in which yacht owners are offering financial support to conservation directives, not least as

more and more of them are heading off-grid to beautiful, delicate ecosystems themselves, and realising the true fragility of the oceans.

Recycled materials have also gone luxury, with elements like synthetic teak decking and faux leather upholstery cutting the carbon and animal footprint of each craft. And while 2022 saw only six full hybrid engines installed, there's a great deal more slated for this year — like Lürssen's landmark Project Icecap and Admiral's 77m Project Blue Marlin. ■

“Recycled materials have also gone luxury”



Whatever Floats Your Suite

'A Supposedly Fun Thing I'll Never Do Again' is a 100-page essay written by David Foster Wallace in 1997 about a week he spent alone aboard a cruise ship. It is very funny and highly accurate, I'm told, though I have no first-hand experience to measure it up against. Once you've read 'A Supposedly Fun Thing...', you aren't exactly inclined to rush towards the docks, you see — and as a PR move the whole exercise (Foster Wallace was originally invited on a complimentary press trip) has done for cruises what Prince Harry has done for the bearded community. This, along with the general floating-buffet energy of the whole thing — not to mention memories of that tipsy Italian captain who crashed the 'Costa Concordia' — mean that what is actually a pretty good idea (a hotel that transports you to new cities/islands while you sleep) tends to feature on very few start-of-the-year travel bucket lists. But with a slight tweak of perspective, a slight adjustment in language, things might be very different in 2023: a year that some commentators (or this one, at least) are already calling the Year of the Floating Hotel.

FLOATING PALACE

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Take Kempinski, the famed Swiss-German hotelier, whose aptly-named Floating Palace launches in Dubai later this summer. It is a thing of design intrigue — a sort of Nikki Beach-meets-Thunderbirds chic — which surely deserves a Bond movie cameo. There's a vast central hub in the middle with a docking space for superyachts, as if the Death Star was populated by oligarchs, and, most ingeniously, perhaps, 12 mobile luxury outer villas which can detach from the main structure and jaunt away to private coves or clearer waters. The hotel-proper, anchored off Jumeirah Beach, has 156 rooms and suites, while the outer villas are two-storey pads of four bedrooms a piece, with infinity pools, roof terraces and their very own skipper and crew.

'Guntû', meanwhile, is a more boutique affair. A nimble vessel, this one cuts about the Seto Inland sea between the Honshū, Shikoku, and Kyūshū islands of Japan. It is, perhaps, a slightly more wholesome option than its Gulf counterpart. The name references the nickname of a local crab, while the 19 cabins — designed by architect Yasushi Horibe — are built with specific grains and shades of wood to maximise tranquillity and relaxation. The

MANTA RESORT KWANINI

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(LEFT) The Floating Palace: new Bond-villain lair just dropped
(BELOW) Sleep with the fishes at Manta Resort Kwanini
(RIGHT) Chill out (literally) in Lapland at the Arctic Bath

ARCTIC BATH

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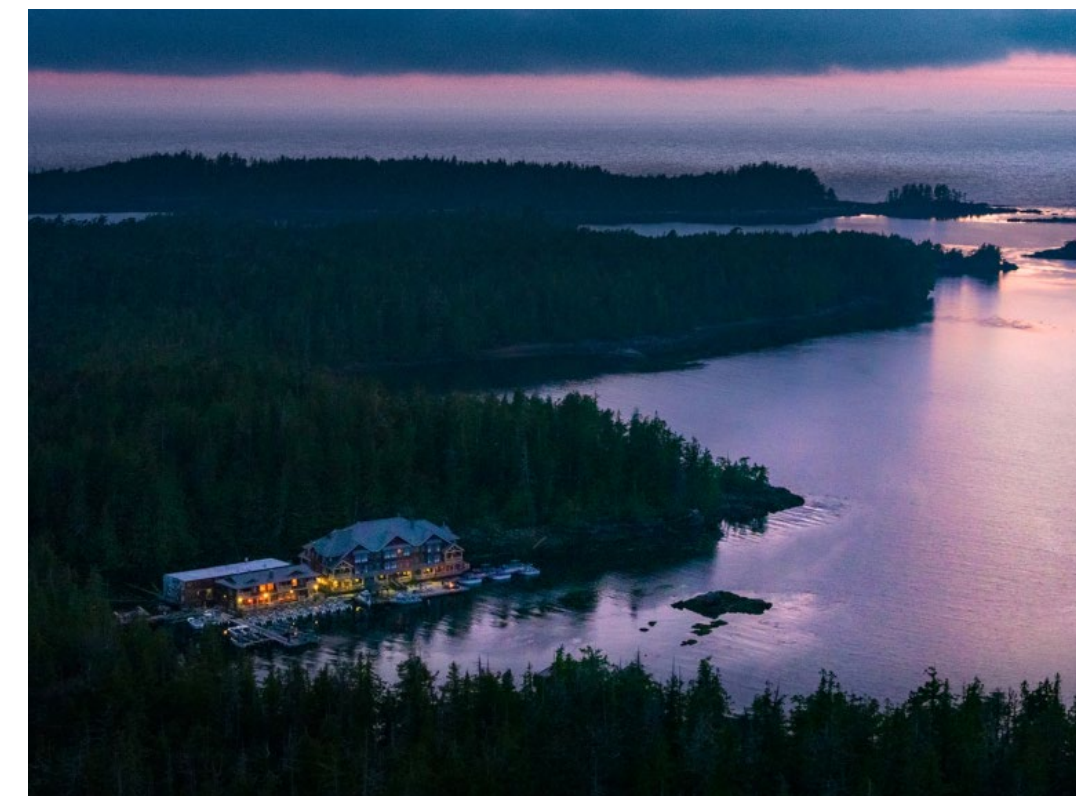


freshly-caught fish — served in the light-filled dining room — is prepared in accordance with local sushi menus and no doubt treated with the same tenderness and expertise as the guests themselves.

Floating off the Pemba Islands (itself a little ocean paradise off the coast of Tanzania) the Manta Resort Kwanini boasts a honeymoon suite with a serious ocean view — one that takes place partially below the water line. Anchored in an 'ocean floor anomaly' known locally as the Blue Hole, the Swedish-engineered floating apartment has three levels, including a handsome, modern lounge and a roof deck built for stargazing. But it's below the surface that things get truly interesting, in a remarkable turquoise bedroom wallpapered, so to speak, with hundreds of multicoloured reef fish.

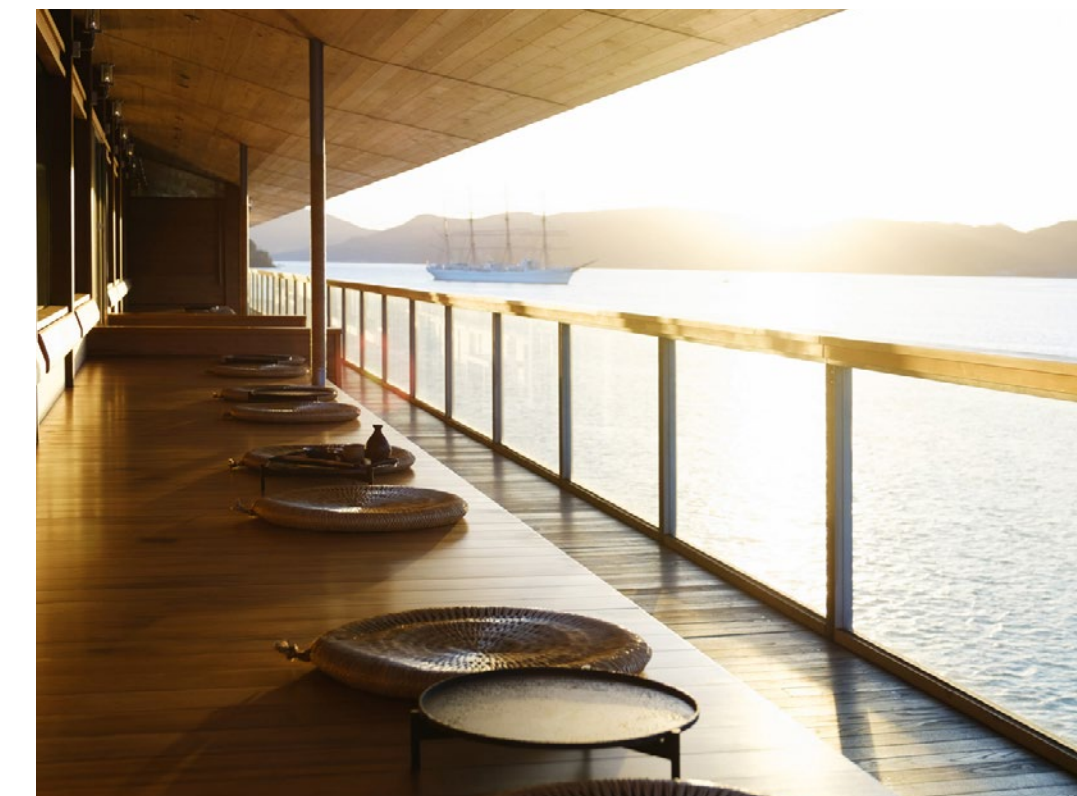
In colder climes, Arctic Bath is a giant bird's nest of a structure moored off the coast of Swedish Lapland. Frozen into the river ice during winter, it is a monument to all that is great about northern Scandinavia — an ultra-hygge combination of fur-and-wood rooms, traditional saunas and open-air plunge pools, where husky-drawn sleds lead you to reindeer encounters under pearlescent skies. >

(BELOW) Venice... but not as you know it, courtesy of Heart Of Europe
 (RIGHT) A secluded rainforest lodge on the coast of British Columbia
 (FAR RIGHT) The view from the deck of Japan's 'Guntû'



Similarly, Canada's King Pacific Lodge is a beautiful eco-resort which bobs on the edge of the Great Bear rainforest under some of the clearest skies on the planet. You reach it by a short sea-plane flight from Bella Bella, and the entire place has the air of splendid isolation — a hotel so in tune with its surroundings that humpback whales surface and frolic unperturbed in the bay.

But it's back in Dubai that things get really ambitious. The Heart of Europe is a sort of uncanny valley take on the best bits of the continent. There is a Monte Carlo-lite neighbourhood and a modernist reimagining of Portofino, while its crowning jewel is a recreation of Venice sat two miles off the Emirati coast. It is a sort of Disneyland fever-dream of the floating city's greatest hits — with vaulted bridges connecting porticoed apartment blocks and villas, all centred on a reconstruction of the Basilica San Marco that is flanked by white sands and towering palm trees. It does without the plasticky over-tourism, sinking infrastructure or belching cruise ships which have marred Venice recently, to its credit — but also, its sceptics might rightly say, with a great deal of the real-deal's charm and humanity.



Alongside this nano-continent, a series of 131 futuristic Floating Seahorse villas nestle in the bays around the Heart of Europe nexus, with below-sea level decks and climate controlled outdoor areas — buoyant serviced apartments as opposed to floating hotels. It is a spiritual cousin of the ambitious ArkHAUS fleet of ultra high-end private members' club — a far-flung constellation of modular, solar-electric, yacht-ish structures, whose flagship Miami club (opening spring 2023) will be followed by ones in New York, California, Dubai, Istanbul and Paris.

Though leaning heavily on history, The Heart of Europe's Venice project points starkly to a new future in luxury, where a certain cadre of traveller craves the best of old world architecture and, for want of a better word, vibes, but with none of the rough edges or constraints. (The Kempinski Floating Palace is topped with a grand glass pyramid; a backwards nod to the Louvre Paris, which itself nods, of course, to the Egyptian pyramids of antiquity.) This is the cruise ship mentality taken to its most extravagant conclusion: a sort of grand buffet of world heritage; a cultural, smooth-edged pick-and-mix. Where is David Foster Wallace when you need him? ■

Costa Blanca, SPAIN



26°C Avg Temp, Summer ✨ | 30cm Rainfall Per Year

Costa Blanca, located on the southeastern coast of Spain, is an attractive destination for real-estate investors looking to buy a holiday home or rental property. The region boasts a warm Mediterranean climate with more than 300 days of sunshine each year, making it an appealing destination for tourists and expats alike. With a diverse range of property types available, from traditional Spanish villas to modern apartments, Costa Blanca is known for its affordability compared to other popular coastal regions in Spain.

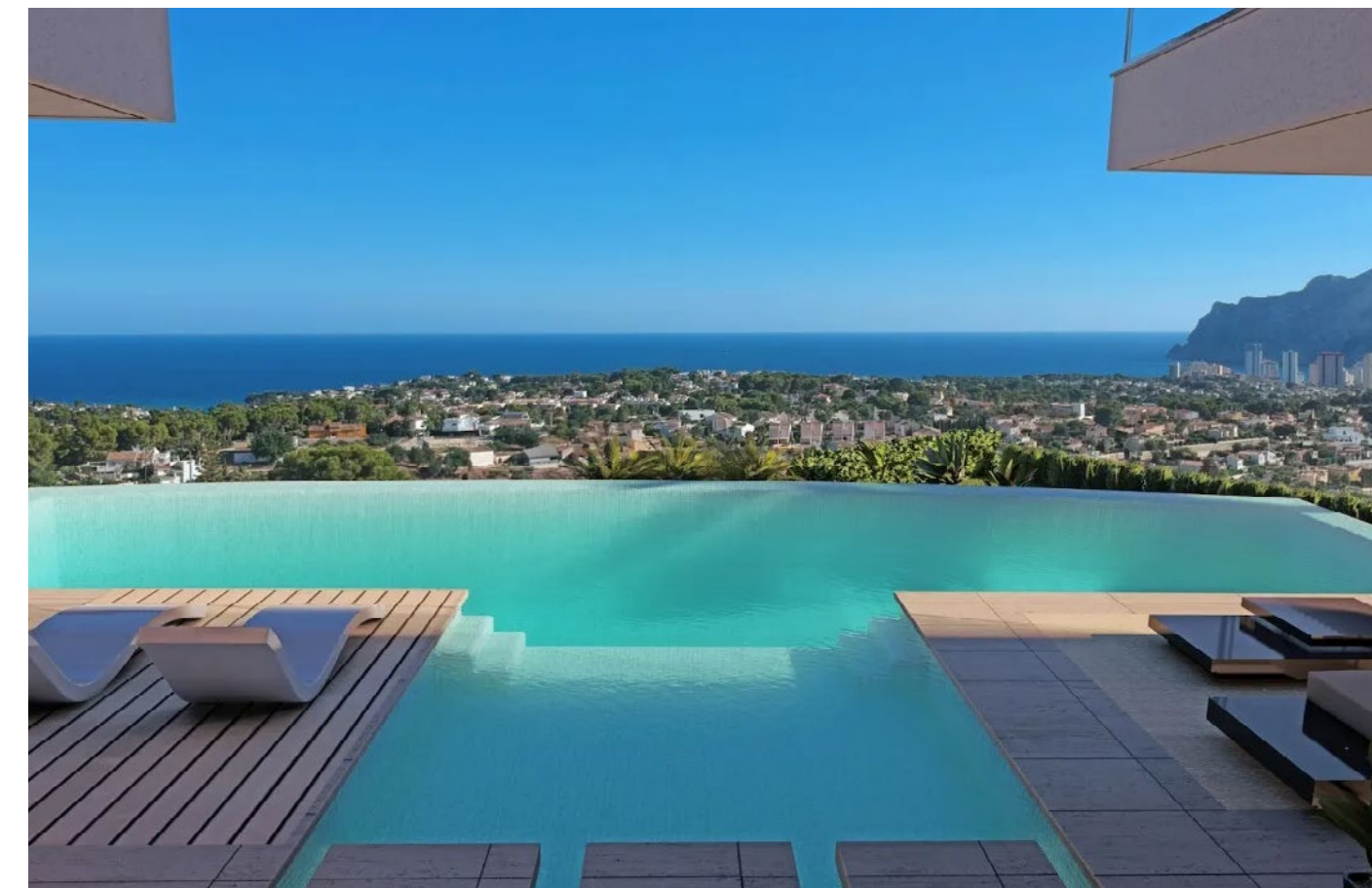
The area's coastal towns — including Javea, Moraira and Denia — are sought-after by property investors due to their stunning sea views, beaches and marinas. Costa Blanca's strong rental market also makes it an attractive investment option for those looking to generate income from their property. Moreover, Spain offers tax benefits for foreign business-owners and entrepreneurs through its 'Beckham Law'. This enables foreign professionals and entrepreneurs to pay a flat tax rate of 24% on their income, which is significantly lower than the standard tax rate of up to 45%.

Overall, Costa Blanca offers a winning combination of affordability, stunning scenery and a warm climate, making it an excellent investment destination.



High Tech Luxury Villa With Panoramic Sea Views
£2,860,529

5 Bedroom | 7 Bathroom | Seafront | Swimming Pool | Helipad



This beautiful villa is located only 5 minutes from the sea and therefore offers breathtaking views of the coast from Moraira to Calpe. The villa spreads over 3 floors with pleasant outdoor areas on each floor and a large infinity pool that also spreads over 2 floors.

The ground floor consists of a spacious living/dining room with open kitchen, a guest toilet and 2 bedrooms, each with an en suite bathroom. Both the living room and the bedrooms have direct access through sliding windows to the terrace and adjoining swimming pool. There is also a covered terrace where you can enjoy your meals in the shade during the summer.

The upper floor consists of a master bedroom with dressing area and a large, luxurious bathroom. There is another living room and 2 bedrooms, also with en suite bathroom and dressing area. Each bedroom has access to a private terrace. On this floor there is also a garage and a pergola. The immense basement offers luxurious facilities to unwind, such as a heated indoor pool that flows through to the outside, a sauna, a spa with gym, a home cinema and a wine cellar with bar and lounge. The house is surrounded by a beautiful Mediterranean garden.

The property also has a home management system through which several functions such as heating, air-conditioning, shutters, lights, irrigation system, gate and more can be remotely controlled by an app on your phone.

[VIEW LISTING →](#)

Beautiful New-Build Villa With Breathtaking Sea Views
£2,860,529

4 Bedroom | 8 Bathroom | Library | Mountain View



This beautiful, high-tech luxury villa is situated in a dead-end street in El Portet, one of the most popular urbanisations of the Costa Blanca. Already walking, you reach the beautiful, touristic village of Moraira as well as the idyllic beach of El Portet. From your living room you can enjoy views of the Mediterranean Sea, the Peñon de Ifach, Sierra de Bernia and in the evening the illuminated skyline of Calpe.

The property consists of 3 floors, all connected by both lift and stairs. The main entrance of the house brings you to the 1st floor that consists of a spacious hall, a large living room, an open kitchen and a toilet. Through the sliding windows you can access the sunny terrace with swimming pool and barbecue. The villa has a total of 4 bedrooms; 2 located on the top floor, each with a luxurious en suite bathroom and a balcony. Two are located on the lower floor, again with en suite bathroom. In addition, there's a garage for 2 cars, a laundry room, a wine cellar with bar and dining area, a spa room ready for the installation of a spa, and a home cinema. The house is beautifully landscaped with plants in Mediterranean style.

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“LET'S CONNECT”

Hansson & Hertzell

ALICANTE | IBIZA | MALAGA

Mallorca, SPAIN

29°C Avg Temp, Summer ✨ | 35cm Rainfall Per Year

Mallorca, the largest island of the Balearic Islands in Spain, is an attractive location for property investment and a hub for luxury real estate. The island's exclusive properties and prime locations, coupled with its stunning natural beauty, have drawn high-net-worth individuals and affluent visitors to the island.

The capital, Palma de Mallorca, boasts a historic old town with an impressive gothic cathedral and medieval streets lined with high-end retail stores and luxury boutiques. The town also has a range of exclusive art galleries and museums. Mallorca is also a popular destination for the yachting and boating community, with a range of exclusive marinas, including Puerto Portals and Port Adriano. The island's serene countryside and picturesque coastal coves are dotted with luxurious villas and estates.

For those seeking to invest in property in Mallorca, the island offers a range of opportunities, including villas with panoramic sea views, historic mansions and contemporary apartments. The island's real-estate market is competitive with a high demand, making it a lucrative location for property investment.

To get expert advice on investing in Mallorca's luxury property market, JamesEdition has spoken to Sandberg Estates.



Real Estate With Real Relationships

Mallorca-born multilinguist Michael Schwalbach explains how client relationships will always matter most at Sandberg Estates.

Meet Michael, co-founder of Sandberg Estates. The agency has two stunningly designed offices, one in the popular Portals Nous and another in Santa Catalina. Michael's English accent suggests British parentage — or at least UK schooling — but we're surprised to discover he was born

and raised on Mallorca, and by a German father and Swedish mother.

"I've been told I sound Spanish to a Spaniard and German to a German," he says. "The only language I have a slight accent in is Swedish, and apparently I sound a little Danish for some reason!"

He admits a chameleon-like talent to flip between nationalities is certainly useful in his line of work. "Being a real-estate agent, you're always trying to think yourself into the mind of the client you are speaking to," he explains, "to best gauge their needs to find the perfect property for them."



Michael Schwalbach

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From Clients To Friends

While being able to immediately connect in the customer's native language is a huge benefit, it's the fostering of long-term relationships that sits at the heart of the company's ethos. "It's so important to us to build a relationship with each client," Michael continues, "as it's not usually a process that takes one or two weeks, but can stretch to half a year, a year, even two years." He adds that these relationships do also often blossom into friendships.

Co-founded with his mother, Cecilia Sandberg, the family business has certainly grown over the years. "But we never wanted to become a huge corporate company and lose that sense of personalised relationships," Michael explains. "We've always strived to keep that feeling of family, so any agent you meet, you should feel that familiarity and trust. At our essence, we are here to help people rather than sell to people."

One example he shares was when a client wanted a penthouse apartment, but was terrified of lifts. "I searched and searched to fill that apparently paradoxical criteria," he recounts, "and finally found a place in Sol De Mallorca where a street-level penthouse was at the top of a cliff. The owner didn't initially want to sell and took a little convincing, but we got there in the end!"

Giving Something Back

Another core principle for Sandberg Estates is giving back, both locally and internationally. "We do as much charity work as possible," Michael goes on, "and feel particularly strongly about education." As well as donating regularly to local orphanages and Mallorca Sense Fam, Sandberg Estates have built a school in Myanmar and a percentage of profits will go to help build at least one school a year. "Ultimately the thing I love most about this job is meeting people," Michael concludes. "This business is as much about people as it is real estate — and if anything, it's more about people. You try to be the best version of yourself with every person you meet." Michael is lucky enough to have a few to choose from.

Detached House With Pool In Son Espanyolet
€1,950,000

4 Bedroom | 4 Bathroom | Underfloor Heating | Gym | Garden



This property, under construction, is located in a quiet street in Son Espanyolet, a residential area close to the vibrant and very popular area of Santa Catalina, one of the most sought-after areas in Mallorca.

The house will have a constructed area — using only high quality materials — of approximately 343m² and is distributed over 4 levels. On the ground floor you will find the entrance, fitted with large panoramic windows opening into a bright, open and south-facing space. On this level there is an open-plan living/dining area, with a well-equipped kitchen fitted with high-end appliances. From this area there is access to an outdoor covered terrace with a lounge area and outdoor dining space, a large swimming pool and planted garden.

The 2nd floor offers 4 spacious bedrooms, all with en-suite bathrooms. Two of the bedrooms have access to a terrace with stunning views over Palma. On the top floor of the house you will find a large 90m² rooftop terrace with beautiful views over the bay of Palma, Belver Castle and the rooftops of Son Espanyolet — and plenty of space for lounging or dining, too. Down on the lower ground level there is a large room that can either be used as a games room, cinema room or an office. Additionally there is a wine cellar, a yoga room, a laundry room and a guest bathroom.

The property also comes with 2 parking spaces. The house will be ready to move into late 2023.

[VIEW LISTING →](#)

REF: 31172

New Build Villa with Views of Bellver Castle | 4 Bedroom | 4 Bathroom | Underfloor Heating | Swimming Pool | Garden
€5,800,000



This property is located in Bonanova, a sought-after district of Palma, with stunning views of the Bellver Castle and the Sierra de Tramuntana.

The recently finished villa has been built on a large 2,290m² flat plot with a constructed area of 551m². The villa is distributed over 2 levels with the ground floor offering a large entrance area, leading into a bright open lounge, a fully equipped kitchen and dining area, an office, 3 bedrooms all with en-suite bathrooms, a garage with space for 3 cars and guest toilet. From the living area there is access to a covered terrace with an outdoor kitchen space, dining area and BBQ, as well as a chill out area and steps down the large salt water swimming pool surrounded by a decked area with sunbeds. Additionally, there is a mediterranean garden and another covered relaxation area. The first floor is where you will find the spacious master bedroom with a large en-suite bathroom, a walk-in-wardrobe and its own private terrace.

[VIEW LISTING →](#)



The Boutique Real Estate Agency

At Sandberg Estates we are experts in buying and selling properties in the most exclusive areas of Mallorca. Our team of real estate agents in Mallorca work with their clients in a personalised and close manner in order to get to know their needs first hand and to be able to offer a tailor-made solution that is completely adapted to their needs and requirements.

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SE
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MALLORCA

THE BOUTIQUE REAL ESTATE AGENCY

Marbella, SPAIN

28°C Avg Temp, Summer ✨ | 13cm Rainfall Per Year

Marbella, located on the southern coast of Spain, is a prime location for high-end real-estate investment. The town has a reputation as a glamorous hotspot, attracting investors with its pristine beaches, spectacular natural scenery and exceptional lifestyle. The town's impressive range of golf courses, including more than 30 top-rated courses, further enhances its appeal.

Recent years have seen a significant increase in ambitious new developments including luxury apartments and villas, as well as a growing number of investment opportunities. Real-estate trends are expert-led, with a focus on sustainable, modern design and high-end finishes. Marbella has seen a 22% increase in sales of high-end homes in 2021, highlighting the growing demand for upscale properties in the area.

The town's old town, or casco antiguo, is a charming labyrinth of narrow streets and historic buildings, while the nearby city of Malaga offers a range of cultural attractions, including museums, galleries and theatres.

Marbella offers an exceptional lifestyle, luxurious properties and a strategic location. For those seeking to invest in upscale real estate, Marbella is a top contender with a range of expert-led real estate trends.



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Marbella Bounces Back

Well, the past few years have certainly been eventful. After very difficult conditions for Marbella society and property sector alike in 2020, the Covid restrictions abated long enough in 2021 to produce one of the best years on record. But what is the situation a year on?

The Marbella property market entered 2020 still riding strong on the post-financial crisis wave that began in 2013 and gradually gained momentum as buyers embraced the Marbella lifestyle, and a new generation of modern villas and apartments, with growing enthusiasm. No bubble appeared in sight in a market that seemed

pretty well balanced — and then the unexpected happened. It's fair to say that the Covid-19 pandemic took everyone by surprise, across the world and in all walks of life. For over a year the market virtually froze, coming to a standstill not due to a shortage of demand, but as a result of travel restrictions that made it almost impossible for the bulk of potential buyers to visit Marbella for large parts of the year. Some feared the worst ahead.

The Impact Of Covid

In the first instance, the Covid pandemic was a shock to our way of life and our livelihoods, but it has had far-reaching consequences way beyond this initial impact. >

Marbella, SPAIN

Quite apart from subsequent recoveries, it has changed perceptions and habits on communication, business, consumption, travel and lifestyle, as well as speeding up the development and adoption of new technologies and customs.

A Bloom In Sales

From a purely quantitative point of view, the market began to bloom again the moment the restrictions were gradually lifted in 2021, resulting in a complete blossoming in the second half of the year. In fact, building on the foundations of H2 2021, the Marbella property market recorded not only a good recovery of the market, but actually produced an all-time record in revenue (if not nominal transaction) terms.

This means that while more actual properties were sold at the height of the previous property boom in the mid-2000s, the average price per property was so much higher this time round that it broke all revenue records. This in itself is an indication of how the Marbella real-estate market has shifted from a broad price range dominated by apartments in the €300-€500k range to one dominated by luxurious modern apartments above €700k, and especially villas above €2,000,000.

In many cases you might actually say above €5,000,000, as it is in the upper segments that you find the greatest sense of dynamism, with villas sold for over €10 million quite normal these days — and a new super-category of €20-€30+ million growing in volume and stature. Property prices have increased, for sure, especially in €/m² terms, but the growing price per property sold in Marbella is also the result of ever-more-luxurious modern villas being built and sold here.

It is an indication of a growing trend towards polarisation, but also a reflection of the fact that Marbella has become increasingly capable of attracting those with this kind of money, and this is in large part thanks to its safety, climate, amenities, connectivity, the quality of the real estate and above all, the quality of life it offers. Ultimately, the yearning for quality of life is one of the true legacies of the Covid-19 experience.

Technology Embraced

Another change caused by the pandemic is the great advance in new technologies and communication forms developed and, above all, embraced since we've emerged from this unusual and historic watershed. During the lockdown, agents and clients alike made use of Zoom meetings, virtual tours, drone footage and other VR and AR-based technologies that made it possible to communicate, exchange information and view homes from afar.

Great strides have been made by the property sector here and abroad in this respect, but ultimately the Marbella market benefited greatly from the end of travel restrictions, as there still is no substitute for physically visiting and 'feeling' a property for yourself. The selection tools mentioned above are here to stay, but most buyers still fall in love with a location, a setting and a home they can picture enjoying a special lifestyle and creating experiences in.

The Property Market Today

If the focus on improved quality of life is one of the factors driving property buyers to Marbella, then it is also manifested in the things people now look for in a property here. In this regard there has been a clear shift from more purely holiday-related requirements to homes more suited to long-term stays, or indeed permanent relocation. As a result, our buyers ask for properties that offer space, views, interior leisure and workspaces — and ideally good gardens, too.

The above has also resulted in growing demand for schools and co-working spaces, and it has greatly reduced the supply of modern, key-ready villas and luxury apartments in Marbella. Due to this shortage, most buyers now opt for off-plan purchases or look for tastefully renovated properties, with the added advantage that the latter are often in very good locations and provide more space. In all, the market has evolved, yet sales figures for H1 2022 continue the trend set in 2021.

We may or may not break last year's records, but the demand for the Marbella way of life is as strong as ever,

and it evolves along with the times, ensuring also that the homes on offer here are up-to-date and responsive to an international buying public's needs. In the top segment as elsewhere, Scandinavia, Benelux and Middle-Eastern buyers are prominent; the British, French and Spanish mar-

kets resilient, and there has also been a noted increase in interest from Poland, Czechia, Romania, the USA/Canada and German-speaking countries.

In what sometimes appear to be challenging times, Marbella is an oasis with undiminished appeal.



Villa With Sea Views, La Cerquilla, Nueva Andalucia
€7,650,000

5 Bedroom | 6 Bathroom | Swimming Pool | Sea View



Situated in the prestigious neighbourhood of La Cerquilla, nestled between three world-class golf courses, this contemporary masterpiece captures sweeping golf-to-sea views, and has been designed with high quality materials and finishes.

A sophisticated entertainer's retreat, this 5-bedroom estate seamlessly integrates indoor and outdoor living while showcasing masterful and modern details. Floor-to-ceiling glass walls surround the living areas, highlighting the property's main attraction — breathtaking views of the surrounding nature. Set on a unique elevated position and enjoying complete privacy, the beautifully marbled entry leads into the open-plan living spaces beaming with natural light. A contemporary kitchen, complete with an expansive breakfast bar, faces the formal dining room and overlooks the ample terraces and infinity pool. The elegant master boasts custom-designed furniture, his-and-hers en suite bathroom with a standing tub and opens to the private terrace offering magnificent panoramic views. Other features include a fully convertible indoor gym room, sauna and full-size private tennis court.

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EXCLUSIVE REAL ESTATE

Uncovering Europe's Top 7 Slow Cities



From architectural jewels in Artà, Mallorca, to historic villas in Cortona, Tuscany, let the easygoing vibes wash over you...

Wellbeing is becoming a key consideration for affluent buyers — being able to spend your days in a carefree state of mind in a peaceful environment is a new type of luxury. That's when the concept of slow cities comes to mind: places with a relaxed pace of life, where inhabitants focus on their wellbeing or can just find peace of mind over a glass of biodynamic wine after an unhurried round of golf.

Championing that ethos, Cittaslow believes life should be easy and pleasant — more 'human' and sustainable, less frantic and fast. The organisation flies the flag for slow cities, assigning towns the status based on core factors like organic food and wine, activities such as golf and hiking, as well as proximity to nature, the sea and the countryside.

Cittaslow looks for architecturally and culturally interesting towns with untouched surrounding landscapes. Inspired by the Slow Food movement and introduced in 1999 by Paolo Saturnini (then Mayor of the first slow city, Greve in Chianti), the group's mission includes improving quality of life and upholding responsibility towards the natural world. More recently, they aligned themselves with the UN's Sustainable Development Goals.

Slow cities were first established to support smaller economies through 'selling' the most attractive components of 'la dolce vita', starting with well-cooked food based on hearty local ingredients. In recent years, they've become increasingly popular among wealthy buyers, in parallel with rising trends regarding wellness and wellbeing.

Spain

From the traditional town of Artà to Begur on the Costa Brava, Spain has much to offer in terms of enjoyably slow cities

1. ARTÀ, MALLORCA

Average housing price \$2,400,000



[VIEW LISTINGS →](#)

Nestled in a valley at the foot of a small mountain and overlooked by the fortified Santuari de Sant Salvador, Artà is proud of its heritage. In the largely pedestrianised centre sits Transfiguració del Senyor, the parish church. Well-known for pottery production and basket weaving, the town is just 25 minutes from the coast and glorious unspoiled beaches such as Cala Torta. Four top golf courses are also close by: Pula, Son Servera, Canyamel and Capdepera.

In terms of properties, prices range from \$10,182,000 for an estate with the potential to convert into a hotel, to \$628,000 for a 2-bedroom townhouse in the centre of the Old Town. Somewhere in the middle at \$5,033,000 is this authentic 7-bedroom Mallorcan estate. Sitting in an elevated position above Artà with its own vineyard and fabulous views, the plot spans 6 acres of well-kept Mediterranean gardens and comes complete with a pool. Inside it's modern all the way across 6,028m² of space, with all bedrooms benefiting from access to the spacious rooftop terraces.

2. BEGUR, COSTA BRAVA

Average housing price \$1,500,000

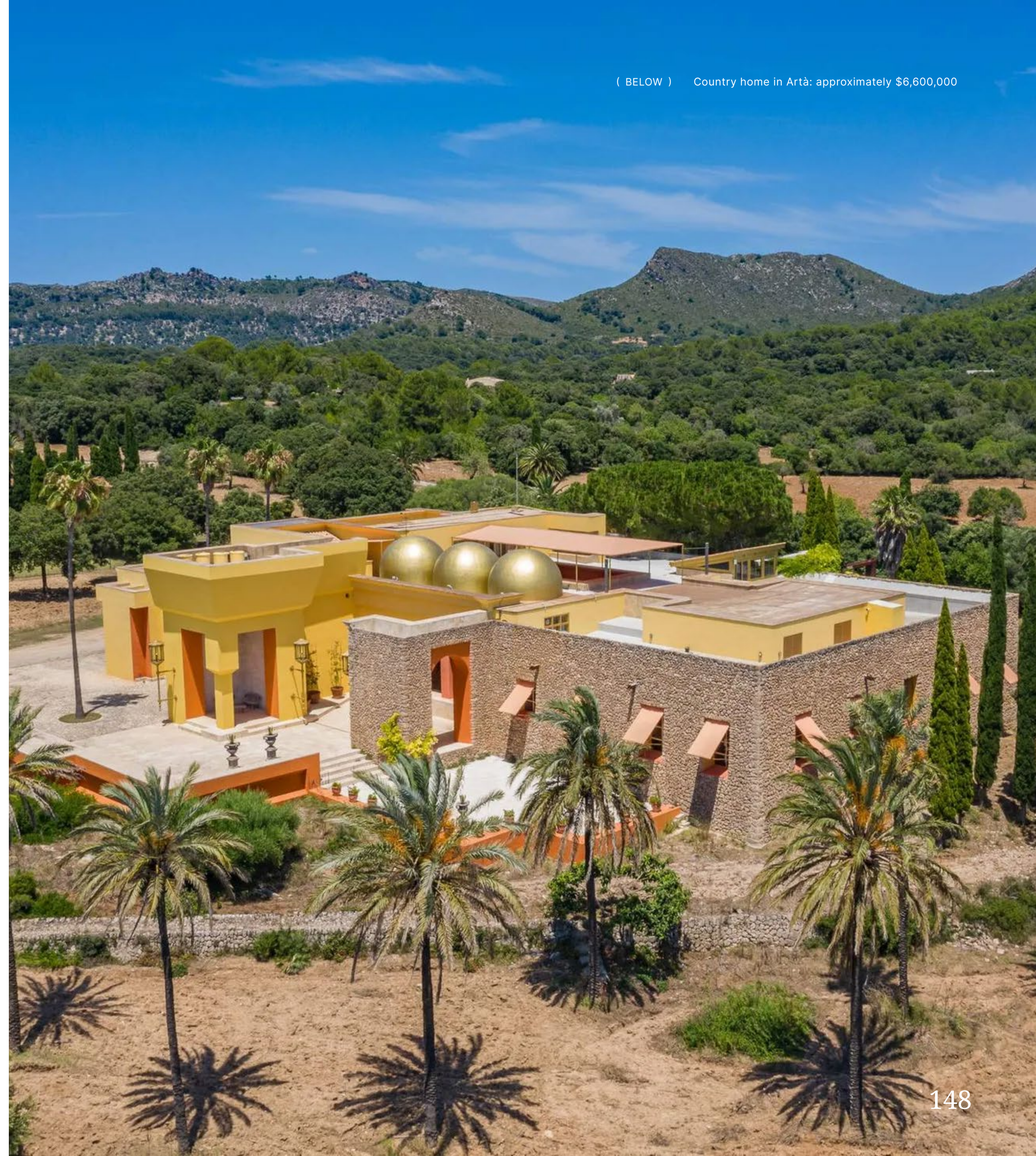


[VIEW LISTING →](#)

Situated just 1.5km from the coast, hilltop Begur is close to pretty coves and beaches such as Sa Tuna, Aiguablava, Pals and Llafranc. This hidden treasure used to be nicknamed 'Little Africa', because of its 'off the beaten track' location. Filled with narrow cobbled streets and whitewashed houses, Moorish and Spanish architecture prevail and ruins of an ancient castle still remain. Keep an eye out for neoclassical mansions, built by merchants returning from Cuba in the late 19th century. Just an hour from Girona and 1.5 from Barcelona, Begur is also close to Pals and Club d'Aro golf courses.

If this area appeals, prices range from \$10,181,000 for an 11-bedroom villa with sea views to \$583,108 for a 3-bedroom new build. And \$2m can buy a classic stone villa with sea views or a spacious, 4,200m² land plot in front of one of the most beautiful beaches of the Costa Brava.

(BELOW) Country home in Artà: approximately \$6,600,000



Portugal

Tavira and Silves are two of Portugal's top slow cities; both offer affluent home-seekers and investors coastal living and beautiful scenery



(LEFT) A 5-bedroom condo adjacent to three golf courses in Silves

3. TAVIRA, ALGARVE

Average housing price \$700,000



[VIEW LISTINGS →](#)

Tavira is ideally situated along the Gilão River in Portugal's Eastern Algarve, just 30 minutes from the Spanish border. An ancient Moorish town, it's surrounded by unspoiled countryside, and there are plenty of fine sandy beaches nearby in Parque Natural da Ria Formosa, including Barril, Terra Estreita, Tavira Island, and Ilha de Cabanas. Golf enthusiasts are well-catered for too, with Benamor and Quinta de Cima close by. Monte Rei is also easily reachable — number one course in Portugal and 4th in Continental Europe. With a relaxed and tranquil vibe, the fishing town is known for its seafood and is also a top spot for Fado music.

Property prices range from \$7,638,000 for a modern 11-bedroom house down to \$497,000 for a detached home with a pool. This impressive country estate priced at \$4,600,000 boasts magnificent views out to the Ria Formosa nature reserve and the Atlantic. Set on a large plot, the villa features a garden with ornamental stone areas; a large family pool; terraced exteriors, walkways and spaces; 6 stables and a riding area.

4. SILVES, ALGARVE

Average housing price \$970,000



[VIEW LISTING →](#)

Charismatic Silves sits on the banks of the Arade River and is one of the oldest towns in the Algarve. About 10 minutes north of Lagoa and within half an hour of the ocean, Silves represents 'real' Portugal. Armação de Pêra beach is close by, while Silves Golf is well-positioned on the outskirts at the foot of Monchique mountain — a challenging course for low handicaps. Back in Silves, wander the cobbled streets of the walled town centre and relish in the peaceful and unhurried pace of life.

At the top end of the market is a \$17,150,250 farm ranch set in 10 hectares, and in the lower price bracket is a 3-bedroom villa for \$514,507. Listed for \$2,162,000 is this attractive 5-bedroom house with unparalleled golf course views. Featuring modern décor, stroll through the open-plan living room and out onto the terrace where you can admire those vistas and the pool.

Italy

With many slow cities across regions such as Tuscany, Umbria, Veneto and Campania, Italy is the mecca for laid-back living

5. CORTONA, TUSCANY

Average housing price \$1,100,000



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You'll find the quintessentially Tuscan town of Cortona in the Chiana Valley and the province of Arezzo — an hour from Siena, 1.25 from Orvieto and 1.75 from Florence. Enclosed by stone walls dating back to Etruscan and Roman times, the steep streets are more-or-less untouched by modern buildings. Perched about 600m above sea level, there are countryside views to enjoy as far as Lake Trasimeno. Wine-lovers will be in their element: first-rate red vino such as Montepulciano and Montalcino are made in the area. Don't miss the Tuscan Sun Festival, a yearly event dedicated to the arts.

Listings range from 'price on application' for an 18th-century villa with a chapel to \$513,364 for an elegant 4-bedroom house. At \$5,605,000, this 20-bedroom historic mansion is filled with character and original features. Each room is individual and striking, with fine finishes and quality materials. Dating back to the 17th century, spread over 4 levels and spanning 12,379m², the unique property features a well-kept park and a private chapel.

6. GREVE IN CHIANTI, TUSCANY

Average housing price \$1,500,000



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The main town in northern Chianti, life revolves around triangular Piazza Matteotti. Just 30km from Florence, the people of Greve in Chianti hold a Saturday market that welcomes people from afar. Local butchers are known for their beef, wild boar and cured pork, and you're surrounded by vineyards and olive groves. The quaint villages of Montefioralle, Panzano and Lamole are close if you fancy getting out and about.

Prices range from \$7,774,778 for a 15-bedroom estate with established vines to \$537,374 for a 4-bedroom farmhouse. For \$5,145,000, there's this 40-bedroom organic-certified winery enclosed by 43 hectares of land and spanning 19,376m² inside. Perched on a hill, the views are spectacular and the main house is rather eye-catching, too. Inside, there's character and colour galore, with wooden beams, a fireplace and stone walls.

7. ORVIETO, UMBRIA

Average housing price \$2,000,000



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Built on almost vertical cliffs, Orvieto boasts an enviable hilltop position and a cathedral known far and wide for its elaborate façade. The small town also has a rather unusual feature: an incredible underground city for you to climb down into, which dates all the way back to Etruscan times. Known for its white wines — Grechetto and Trebbiano in particular — the soil here is mineral-rich and consequently the surrounding area is filled with vineyards.

On the real-estate front, prices range from \$4,516,000 for a 6-bedroom estate with a winery to \$651,700 for a restored Umbran farmhouse. For an undisclosed sum, there's this ancient abbey with a medieval tower and 8 bedrooms. Sitting on a 15-acre plot and with 10,334m² of space inside, the estate is made up of three units: a stylish cottage, the tower and the main villa. Outside, you'll be greeted by a swimming pool and a fountain designed by William Pike, while inside the primary house it's elegance all the way, with original features blending seamlessly with contemporary décor. ■

(BELOW) The 40-bedroom Azienda Vitivinicola Nel Chianti



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