

Client

TESTIMONIALS



AMAALA

Scope of Services

Buyer Market & Profile Identification, Benchmarking Analysis & Development Recommendations

Testimonial

PIF selected Savills and asked the international development consultancy team to conduct a major research project to support the strategy for a major new mixed use luxury development - Amaala. The Savills team worked extremely well and provided an excellent set of deliverables which provided unique insights and recommendations for the Residential component of the project. The Savills team were highly knowledgeable, always available for us and professional. The Savills team demonstrated consistently their value add and desire to go the extra mile for their client. We are most grateful to Savills for enabling us in achieving our plans to create a new exceptional residential community.

Contact

Giles Hannah, Residential Senior Director
giles.hannah@amaala.com



MULTIPLE PROJECTS

Scope of Services

Project Consultancy, Financial Appraisals & Brand Premium Studies

Testimonial

Marriott International requires Developers to commission independent market studies for proposed branded residential projects. Savills International Development Consultancy is on the Company's shortlist of approved advisors for projects across Europe, and thanks to the breadth and depth of its experience, as well as the proven track record and value-add that it generates for clients, is the firm which is chosen in the considerable majority of instances by developers in the region. The developers typically retain them for further consultancy work after the market study. In addition, Marriott International has instructed Savills directly over the past years to provide advisory research on branded residences. The quality of their reports is excellent and very thorough, built on detailed empirically-based analysis. They are in my opinion one of the best advisory firms for residential development, in particular on the matter of branded residences.

Contact

Daniel von Barloewen, Regional Senior Director – Mixed-Use Development Europe
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MULTIPLE PROJECTS

Scope of Services

Branded Residential Market
Study

Testimonial

As Condé Nast considered carefully its move into the Branded Residences, Riyan and his team were able to provide critical industry insights and guidance. By providing upfront and honest advice around the challenges and opportunities of a non-property business entering this sector we were able to formulate a strategy that leverages yet also protects our iconic brands. We look forward to working alongside Savills in the next 12 months to realise a major project

Contact

Mark Elphicke, Hospitality Brand
Licensing
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TOUR CHARENTON, PARIS, FRANCE

Scope of Services

Branded Residences & Development
Consultancy

Testimonial

L'équipe de conseil de Savills International nous a accompagné dans la recherche du bon équilibre programmatique d'une Tour mixte hôtel et logements, innovant et complexe sur le marché Français parisien. Leur expérience internationale et leur connaissance du marché local nous a permis de statuer sur le bon positionnement de produit résidentiel et de prix, cohérent sur notre marché local et attractif sur le marché international car inspiré de ses codes. Etape essentielle dans la réduction du risque commercial porté par un projet qui n'a pas de comparable aujourd'hui en France.

The Savills International advisory team supported us in the search for the right strategic specification for an innovative and complex mixed Tower hotel and accommodation on the Parisian French market. Their international experience and their knowledge of the local market allowed us to decide on the right positioning of residential product and price, consistent with our local market and attractive on an international basis. An essential step in the reduction of the commercial risk carried out by a project for which there are no immediate comparables in France today

Contact

Blandine d'Estaintot, Responsable de Projets Urbains, Direction opération
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HELLINIKON, ATHENS, GREECE

Scope of Services

Strategic Advisory Role (to include: Implementation & Phasing Strategy, Financial Strategy, Estate Management Strategy, Residential & Commercial Strategy)

Testimonial

The International Development Consultancy team of Savills UK added great value in defining the optimal residential product and buyer profiles for the Hellinikon Project, and particularly the branded residential developments of our project. Their advice, which was based on a wide range of data and thorough analysis, helped us diversify our offering and reduce our development risk by introducing a new residential product in the Greek market that is expanding rapidly worldwide.

Contact

Alexandros Moulas, Commercial
Director amoulas@lamdadev.com



SANTA MARIA POLO CLUB, SOTOGRANDE, SPAIN

Scope of Services

Development
Consultancy

Testimonial

Round Hill Capital engaged the services of the Savills International Development Consultancy team, led by Riyan Itani, to advise on a 600 unit, multi-faceted, branded resort development on the Costa Del Sol. From the moment of engagement to completion of the process his team have been faultless. Dedicated with their delivery of information, concise and respectful with their advice and creative with their experience of tying brands to different elements of the project. The teams commitment, pre- lockdown going the extra mile on a site visit, and during lockdown with detailed and extensive calls has been exemplary. Riyan has led the team in an intelligent and personable manner and enabled the fund to reach a valid conclusion on a complex project in an extraordinary time.

Contact

Archer Bishop, Senior Vice President
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PROJECT NIKOLA

Scope of Services

Market Research, Development Consultancy & Financial Appraisal

Testimonial

Dans le cadre d'un développement immobilier majeur sur la côte dalmate, nous avons confié à Savills le développement de la stratégie commerciale de notre projet. En sus de l'analyse marché et à l'issue d'un intense travail d'analyse, Savills nous a non seulement apporté les éléments quantitatifs nécessaires à l'élaboration de notre business plan, mais également toute une série de proposition d'amélioration de la qualité générale du site. Convaincus par cette première étape, nous allons continuer à nous appuyer sur l'expertise des équipes de Savills pour la suite de notre développement.

As part of a major real estate development on the Dalmatian coast, we have entrusted Savills with the development of the commercial strategy for our project. In addition to the market analysis and at the end of an intense analytical work, Savills brought us not only the quantitative elements necessary for the development of our business plan, but also a whole series of proposals for improvement of the overall quality of the site. Convinced by this first step, we will continue to rely on the expertise of the Savills teams for the rest of our development.

Contact

Jérôme Mariéthoz, Executive Director
jerome@chr-ekoprojekt.com



MULTIPLE PROJECTS

Scope of Services

Collaborative Consultancy Work

Testimonial

Working with Savills team was a real pleasure as they showed great amount of professionalism and full understanding of client needs. Cooperation was smooth, communication swift and final outcome of the cooperation fully adjusted to client's expectations. I am looking forward to cooperation with Savills on future real estate projects.

Contact

Sinisa Topalovic, Managing Director
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Client

TESTIMONIALS



CENTRAL DISTRICT ROYAL SUITES, BUCHAREST, ROMANIA

Scope of Services

Branded Residential Feasibility Study

Testimonial

I had the occasion to collaborate with Savills UK for a market study for a stand alone affiliation program, here in Bucharest related with a very luxury development. We are one of the most important developers in Bucharest, with a 360 degrees view over the market and a lot of experience. We were sceptical at the beginning about the possibility to provide a right market study, due to the distance, small market and lack of info. I can honestly say that the market report issued by Savills for this development was mind blowing, covering all the aspects of the market, extremely well made, with comparative and competitive analysis and, surprisingly for us, some recommendations for improving the layout of the project. All this extra info plus the professional report show us the high standard of Savills UK and the company's expertise. I warmly recommend it for future business.

Contact

Lucian Azoitei, Founder &

CEO

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Client

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ANTOIGNOLLA, UMBRIA, ITALY

Scope of Services

Branded Residence & Development Consultancy Study

Testimonial

Thank you very much for the recent Market Research & Feasibility reports for our two European projects. The reports covered a lot of information, provided valuable findings and recommendation, the structure was clear, logical and effective. These reports have now been used by our team in further developments of both projects and in conversations with contractors, interior designer and with potential buyers. The reports have also assisted our teams in talks with financial institutions. I am glad that we have chosen Savills International Development Consultancy and we are looking forward to grow our cooperation in the nearest future and in other projects. It is great to have such a reliable Partner as your team.

Contact

Victoria Sobolevskaya, Head of Asset Management, Hospitality at VIY
Management LLP vsobolevskaya@viym.co.uk

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GRAHAM ASSOCIATES

Scope of Services

Acting as Industry Specialists

Testimonial

As a specialist in branded residential marketing, I value enormously the comprehensive data and analysis provided by Savills International Development Consultancy, not only to support our client-facing business but especially to add expert insight to my Branded Residences reports. The global branded residential databank that Riyan Itani and his team compiles is unparalleled and underpins their position as a thought-leader leader in this burgeoning market sector. I have also worked with Riyan for several years, including sitting on conference panels together, which is always an enjoyable and enlightening experience!

Contact

Chris Graham, Managing Director at Graham Associates and author of "Branded Residences: An Overview", the sector's #1 independent report. chris@gagms.com