

- GLOBAL RESIDENTIAL DEVELOPMENT -
TRACK RECORD



savills



Cover Image: The Ellinikon Riviera Tower, Greece

Image: The Amaryllis Iconic Tower, New Delhi

FOREWORD

The Savills GRD team is made up of two core divisions, Consultancy and Sales. These teams working alongside one another to ensure seamless end-to-end service from project conception to commercialisation. Savills GRD Consultancy operates over six key service lines including market intelligence and thought leadership, development consultancy & feasibility, brand premium studies, brand selection & contract negotiation, operational advisory, and capital market transactions. Savills GRD Sales then assists in the marketing and sales during the later phases of construction.

Based in London and Dubai, our team of experts has unrivalled experience of working on a range of projects from luxury, large-scale, mixed use destination resorts to specialist, standalone residential developments across urban and resort locations around the world. By working closely with the Savills international network of offices and sales teams, we provide our clients with advisory services with a thorough understanding of global property dynamics.

Savills GRD is the market-leading advisor for branded residences globally and is uniquely positioned to be at the forefront of the sector’s expansion with an extensive market database that continues to grow. With an established track record, Savills GRD has advised on more than 180 branded projects across 44 different countries since the team’s inception in 2009.

Branded residences have demonstrated their resilience in the face of global uncertainty and change. Over the past decade, the sector has not only survived volatility, but has thrived, exhibiting remarkable growth of over 180%. Looking ahead, the pipeline of branded residences continues to grow, with projects expected to double the supply by the end of the forecast period.

We pride ourselves on our reputation as thought pioneers in the sector, producing an annual report covering market trends, opportunities and sector dynamics. Over the next few pages, we provide an overview of the branded residential sector and outline the services and capabilities we offer our clients. We conclude the document with a list of the projects in which we have been involved over recent years, which is not only testament to the range of schemes we have worked on, but also to the diversity of services we offer and the breadth of our geographical coverage.

Whether you are actively conceptualising a development, capitalising on a strategic opportunity, or embarking on a new venture, our expertise is primed to drive your success.

GLOBAL COVERAGE

SAVILLS – THE RESIDENTIAL EXPERTS

Savills has been involved in residential property for over 170 years and has built lasting, trusted relationships during that period. Over this time, Savills has established a network of over 700 offices around the world. Savills GRD works collaboratively with these local resources to ensure that we provide clients with the most up-to-date and relevant information, trends and insights possible.

Savills vision and drive to provide a more global and holistic approach to residential real estate over recent years has resulted in the establishment of our vast network of dedicated, international residential sales hubs. These hubs interact with U/HNWI purchasers of luxury and ultra-luxury homes around the globe on a daily basis, allowing us to leverage this data to ensure that you can fully optimize the residential components of your development.

Savills is able to act as a trusted advisor from inception to completion of development schemes across the full spectrum of service lines from market research, consultancy and financial viability to sales and marketing, management, and capital markets to de-risk and optimize projects around the world.

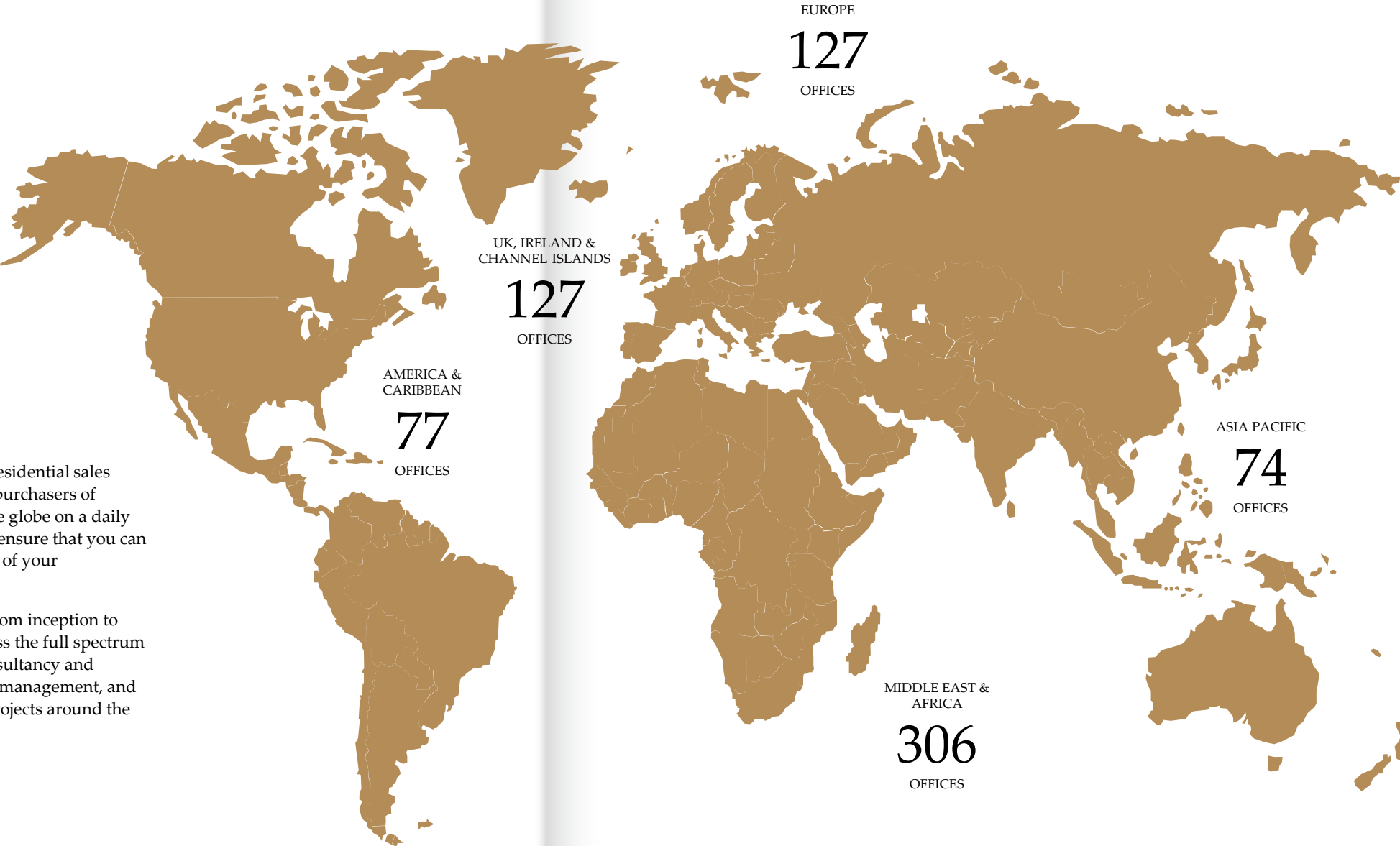




Image: SLS Madrid Infantas Residences, Spain

OUR SERVICES

Our goal is to provide an end-to-end service to our clients, whether this is guiding developers throughout the development lifecycle, to ensuring that the product is as market-primed as possible, working with brands to find the most suitable markets for them to enter and which schemes to license, advising on the operations of a project, or assisting in the disposal or acquisition of a development site.

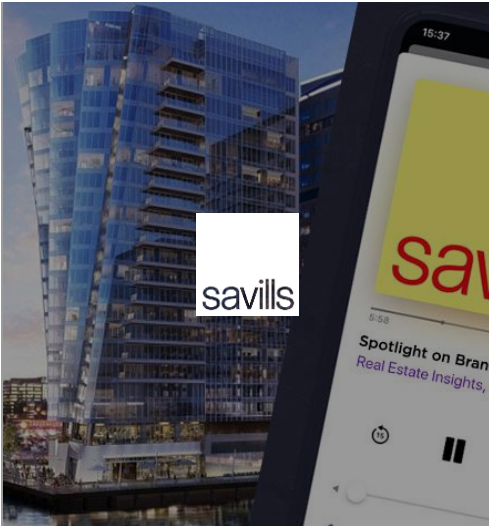
As specialists in branded residences, we are well-positioned to advise both new and experienced players in the sector. We are constantly updating our sector intelligence and produce market-leading research for our clients that also feeds into our feasibility reports and brand premium studies. This broad service offering is enabled and enhanced by the exceptional network we have built over the years with brands, developers and investors who are active or interested in the sector. As a central point of contact for these parties, we are ideally positioned to offer a source and introduction service, connecting investors to opportunities where interests align. This extends to a capital markets capability where we work alongside our dedicated capital markets teams to manage the transaction process on behalf of a client.

Clients can engage us on any, or all, of our service lines and we are always willing to discuss the bespoke needs of our clients and their projects.

We are proud to present our range of services on the pages to follow.

MARKET INTELLIGENCE & THOUGHT LEADERSHIP

With the branded residential sector expanding and evolving at such a rapid pace, it is essential that investors and developers stay informed. Savills GRD leverages the extensive deal books and development database to derive invaluable insight into the profile of buyers and highlight changes in market trends in real-time which we can use for the client’s benefit. In addition, we are constantly updating our knowledge of existing and pipeline developments in the sector, provided directly by the brands. Therefore, we are ideally placed to provide reliable and insightful market research and forecasts. Clients can commission bespoke research pieces tailored to suit their needs, both within and beyond the branded residential sector.



Branded Residences Spotlight

Location | Global

Instruction | Annual overview of the branded residential sector, completed and pipeline developments, and trends. The report is an industry-leading publication extensively cited by the brands, developers, clients, and in the national and international press.

When | 2018 – Ongoing

Client | Savills



Four Seasons Market Intelligence

Location | Rome, Milan

Instruction | A market intelligence report analysing market trends in Rome and Milan for a potential Four Seasons development. The key legal and planning constraints were considered, plus HNW neighbourhoods, pricing, transactional volumes and buyer profiles.

When | 2022

Client | Four Seasons

DEVELOPMENT CONSULTANCY & FEASIBILITY STUDIES

On behalf of investors, developers and brands, Savills GRD produces bespoke feasibility studies to de-risk and add value to residential and mixed-use projects globally. At the core of these studies lies our global understanding of the residential sector made possible through our extensive network of 700+ offices. Our understanding of both local and international market dynamics form the basis of our recommendations. The exact scope of our feasibility studies can be tailored to our client’s needs but is always based on detailed due diligence including a full site and masterplan review, market research and comparable data analysis. Based on the principals derived from this due diligence, and our global experience, Savills GRD can provide detailed development recommendations from branding suitability and buyer profile analysis to guidance on optimised unit type, mix, sizing, pricing, phasing and absorption.



Fairmont La Hacienda

Location | Costa del Sol, Spain

Instruction | A project consisting of a Fairmont Hotel and 47 branded villa residences on a golf and sea-fronting plot. The instruction involved an assessment of local market developments and an understanding of rental management programmes.

Role | Development Consultancy, Masterplan & Design Consultancy, Market Intelligence, Sales & Marketing Advisory, International Agency

When | 2024

Client | Millenium Hotels Real Estate



Six Senses Les Bordes, France

Location | Les Bordes, France

Instruction | Luxury mixed-use hotel, residential and branded residential resort of 560ha with a 46-hole golf course, Six Senses hotel and other amenities managed by Six Senses.

Role | Development Consultancy, Financial Feasibility, Sales & Marketing Advisory

When | 2019, 2021-2023

Client | RoundShield Capital

BRAND PREMIUM STUDIES

The value that a brand can add to a residential development is a fundamental element to the growth and success of the branded residential sector. Determining this value is an important marketing tool for brands seeking to expand in the sector and for developers who wish to explore the real benefit of partnering with a brand. We undertake brand premium studies, isolating and calculating the percentage uplift that a brand contributes to a scheme. Savills GRD has historically undertaken brand premium studies on behalf of market-leading hospitality brands on projects across Europe, the Americas, the Middle East, and Asia Pacific.



Accor: Raffles, SLS, Rixos, Mondrian

Location | Australia, London, UAE, USA

Instruction | Report to establish the pricing premium achieved across a number of branded residential developments under the Accor parent brand over non-branded competitive supply, across multiple markets.

Role | Market Research & Branded Premium Analysis

When | 2024

Client | Accor



Mandarin Oriental

Location | The Residences at Mandarin Oriental, One Hyde Park, London; The Residences at Mandarin Oriental, Hanover Bond, London

Instruction | Report to establish the pricing premium achieved within Mandarin Oriental branded residential developments over non-branded competitive supply.

Role | Market Research & Branded Premium Analysis

When | 2020

Client | Mandarin Oriental

BRAND SELECTION & CONTRACT NEGOTIATION

Engaging a brand to license a residential development is critical to its success. We work closely with our clients to identify the best-aligned brands for their project(s), whether hotel or non-hotel brands, or a combination of both. We subsequently lead the selection process and the commercial negotiations for the license, management, technical, and ancillary agreements, as such agreements are applicable. This meticulous approach to brand engagements ensures our clients secure the most competitive commercial terms and protects the interests of all stakeholders in a branded residential development.



Lifestyle Brand Egypt

Location | Egypt

Instruction | Brand introduction to a non-hotelier lifestyle brand for a multi-site development pipeline, review of branded residential contract terms and conditions.

When | 2021

Client | Amer Group



MAAR Carcavelos

Location | Carcavelos, Portugal

Instruction | Brand selection and introduction for a 117 unit standalone residential development near Lisbon.

When | 2021

Client | Stone Capital

OPERATIONAL ADVISORY

Structuring branded residences whether standalone or integrated developments requires thoughtful consideration to ensure seamless operations and maximum synergistic impact. Savills GRD offers clients guidance on designing rental programs and optimizing homeowner associations integration within mixed-use developments. From structuring residential agreements to preparing budgets and offering best practices, our operational advisory service line endeavours to protect the various stakeholders and deliver successful projects.



Katara Hospitality

Location | Cannes, France

Instruction | Operational advisory support with structuring and budgeting of HOA budget incl. hotel integration, and budgeting of rental program including distribution index and yield estimation.

When | 2022

Client | Katara Hospitality



Six Senses The Whiteley

Location | London, UK

Instruction | Operational advisory with branded residential best practices, rental agreement review and recommendations, and guidance on structuring HOA and rental programs.

When | 2022

Client | Finchatton

CAPITAL MARKETS: OPPORTUNITY SOURCING & EQUITY RAISE

We can introduce developers, investors, and brands to opportunities around the world. Be this a green-field site, a consented purpose-built development or a repositioning exercise, we are ideally placed to de-risk and optimize strategies, market and source opportunities and execute transactions.



Oceanico Portfolio

Location | Portugal

Instruction | Disposal of five golf courses and multiple consented development plots including golf fronting villas in the Algarve, Portugal.

When | 2016

Client | Oceanico Group



Project Phoenix

Location | Cannes, France

Instruction | Capital markets services including pre-disposal due diligence, preparation of data room, sales particulars, and marketing campaign.

When | 2016-2017

Client | Confidential

SALES, MARKETING & PR ADVISORY

As an extension to the consultancy service offering, Savills GRD will work with clients from an early stage of the development process to tailor a sales, marketing and PR strategy suited to each scheme. We will formulate an effective marketing mix to target the right buyers around the world. We provide trusted advice from appointing branding agencies to creation of marketing collateral to media buying to take advantage of Savills global buying power.



Mama Shelter Cape Town, South Africa

Location | Cape Town, South Africa

Instruction | Mixed-use city centre development comprising of hotel, branded residential, and commercial uses on a 0.45 ha site. The development will be the first dedicated branded residential scheme in Sub-Saharan Africa.

Role | Development Consultancy and Sales & Marketing Advisory

When | 2023- 2024

Client | Kasada Capital



SLS Madrid Infantas Residences

Location | Madrid, Spain

Instruction | Joint master agency mandate with a local agency for the marketing and sales of a standalone branded residential scheme in central Madrid. Savills GRD are working with the brand, design team and marketing agency on the route-to-launch strategy and, post-launch, will focus on the international sales strategy for this project.

When | 2023-Ongoing

Client | Persepolis

MASTER AGENCY

Combining unrivalled market knowledge with an extensive network of over 700 offices and associates worldwide, we will act as the single point of contact for clients throughout the entire lifetime of the development. Our team of experts will deliver a full suite of project sales and marketing services in a seamless and professional manner. Our services include; buyer behaviour analysis, global sales office coordination, international campaign management, event planning and management, PR and deploying and organizing an on-site team. All our services seek to build an effective sales experience for our clients.



W Residences Algarve

Location | Albufeira, Portugal

Instruction | Master Agency mandate to execute a global sales, marketing and PR strategy for 83 branded residences at W Algarve. This instruction involved working alongside Savills’ local associate, QP Savills, and appointing third party branding and media-buying agencies.

When | 2017-2022

Client | Nozul Algarve S.A

Result | The fastest selling branded residential development in Europe.



Mandarin Oriental Residences, Barcelona

Location | Barcelona, Spain

Instruction | Master agency mandate to deliver an off-market global sales and marketing strategy for 34 residential units within the first standalone Mandarin Oriental branded residences in the world.

When | 2015-2023

Client | KKH Property Investors

Result | Achieved new prime price levels in Barcelona.



Image: The OWO Residences by Raffles, London

SELECTED HIGHLIGHTS

Savills GRD has, over the years, worked on a multitude of iconic developments. Please see a selection of key team highlights overleaf, demonstrating the breadth of our expertise.

AMAALA

Client | Amaala
Location | Red Sea Coastline, Kingdom of Saudi Arabia
Instruction date | 2019
Services provided | Market Research & Development Advisory Services
Divisions involved | Savills Dubai Research, Savills Dubai Strategic Consultancy, Savills Kingdom of Saudi Arabia, Savills GRD Consultancy, Savills Global Prime Residential Network

Challenge

Amaala is an under-construction luxury resort and second home destination located along the Red Sea Coastline of Saudi Arabia.

The project consists of three distinct masterplans with circa 22 individual residential communities, each with their own thematic experience and product offering.

Savills were instructed to provide market research and development consultancy advisory works on the residential element of the Amaala project.

Savills’ primary aim was to examine the residential inventory, identify the potential target audience, conduct a comprehensive pricing benchmarking analysis, estimate the financial performances of the assets and provide development recommendations to help optimise the portfolio.

Solution

Throughout the instruction, Savills utilised their Middle East and international presence as best in class residential advisors to understand the demand drivers for luxury residential products, establish the investor / buyer profiles and recommend the pricing range for the various asset types. The range of services provided include:

- Comprehensive engagement survey with target audience (domestic, regional and global) to understand demand preferences, desires and motivations
- Regional and global benchmarking analysis for luxury residential developments, resorts and branded residences
- Resident housing and staff accommodation review including unit sizing, specification and global best practices
- Regulatory review and recommendations including legal ownership structures, financing requirements, probate legislation and SEZ inclusions



Image: Grand Hyatt The Red Sea, KSA

- Residential offering review including optimum BUA, plot sizes, and amenities / facilities
- Recommendations on the quantum of branded vs non-branded residential units and the desired rental program structures
- Recommendations on the inventory sales pricing, absorption rates and growth rates
- Strategic phasing and sales strategy (including off-plan, completed stock, etc)
- Residential market segmentation and positioning recommendations
- Financial analysis including projected revenues and project absorption period
- Sales and marketing strategy

W RESIDENCES ALGARVE

Client | Nozul Algarve

Location | Algarve, Portugal

Instruction date | 2017-2021

Services provided | Local, Regional and International Residential, Market Research, Benchmarking Studies, Buyer Demographic, Branded Development Consultancy, Sales & Marketing Strategy, Master Agency

Divisions involved | Savills GRD, Savills Portugal, Quinta Properties

Challenge

W Residences Algarve is a luxury residential project located in the Algarve region of Portugal. The site extends to 2.5ha and occupies a seafront position that benefits from excellent sunset views. The scheme initially proposed a 124 key hotel and 92 residential units with a number of amenities included within the site. The W Residences Algarve are designed to offer luxury living with a range of upscale features and facilities, likely including high-quality finishes, modern architecture, and private pools.

The units fell under touristic zoning meaning owners could not occupy the units year-round. Therefore, pricing had to be cross checked using a yield analysis to assess the attractiveness of the scheme to investors. The development was set to be a flagship construction in the Algarve and therefore, it was integral to understand the market demands in the area in order to ensure fast sales absorption whilst also aiming to achieve new pricing levels in the local market.

Solution

Development recommendations were derived from detailed analysis of supply and demand. It was most important to establish if there would likely be demand for touristic units in the area and for which units this would be the greatest. One-to four-bedroom units were included in the proposed unit mix as a result of an analysis of the local market. Combining our research on the supply and demand of branded schemes across Europe, we were able to produce reasoned and reliable advice, including unit mix, size, pricing, amenities yield analysis and absorption rates.

Following on from Savills GRD Consultancy's initial involvement in the scheme in 2017, Savills GRD Sales were instructed to assist with the sales of the individual units alongside Quinta Properties, a Savills associate office. The scheme was the fastest selling branded residential project in Europe. This was made possible as a result of the extreme fine tuning to align itself with the local and international market demands.



Image: W Residences Algarve, Portugal

THE ELLINIKON

Client | Lamda S.A.

Location | Athens, Greece

Instruction date | 2014–2020, 2024

Services provided | Market Research, Development Consultancy, Financial Feasibility, Red Book Valuation, Capital Markets Agency, Sales and Marketing Advisory

Divisions involved | Savills Global Residential Development, Savills Greece, Savills mixed-use Development, Savills Cross Border Investment, Savills Hotels, Savills Corporate Finance, Savills Leisure & Trading

Challenge

The Ellinikon Project is the largest urban regeneration project in Europe with approximately 3 million sq m of Gross Buildable Area (GBA) and a Gross Development Value (GDV) of over \$9.6 billion.

Savills GRD, alongside Savills Strategic Development Advisory and Savills Greece were instructed to provide strategic real estate consultancy advice, comprising a wide range of services including market research, masterplan and development consultancy, financial appraisal, valuations and capital markets agency.

Savills were tasked with completing a financial appraisal of the entire development, comprising over 10,000 residential units (including 2 luxury branded residential schemes), 3,000 hotel keys, 330,000 sq m of retail space, 280,000sq m of Class A office space, c.500,000 sq m education / healthcare and leisure facilities, 2 million sq m metropolitan park, marina and casino.

Solution

Throughout the instruction, Savills utilised their extensive service lines and international presence as best in class residential advisor to understand the demand drivers for mainstream and luxury residential products, establish the investor / buyer profiles and recommend the pricing range for the various asset types. The range of services provided include:

- Local, regional, and international benchmarking analysis of all asset classes including residential, commercial, hotels, marinas, retail etc. including purchaser profiles, absorption rates, pricing and identification of strengths and weaknesses of identified comparable projects and developments



Image: The Ellinikon Masterplan, Greece

- Regulatory review and recommendations including legal ownership structures, financing requirements, probate legislation and SEZ inclusions
- Residential offering review including optimum BUA, plot sizes, and amenities / facilities
- Recommendations on the quantum of branded vs non-branded residential units and the desired rental program structures
- Recommendations on the inventory sales pricing, absorption rates and growth rates
- Strategic phasing and sales strategy (including off-plan, completed stock, etc)
- Residential market segmentation and positioning recommendations
- Financial analysis including projected revenues and project absorption period
- Sales and marketing strategy

ELOUNDA HILLS

Client | Mirum

Location | Crete, Greece

Instruction date | 2021–2022

Services provided | Local, Regional and International Residential Market Research, Benchmarking Studies, Residential Development Consultancy, Retail Consultancy, Financial Appraisal, Masterplan Review, Equity Raise, Business Plan Validation

Divisions involved | Savills Global Residential Development, Savills Greece

Challenge

Elounda Hills is a luxury real estate development located in the town of Elounda, which is situated on the north-eastern coast of the Greek island of Crete. Elounda is a popular tourist destination known for its stunning coastline, crystal-clear waters, and picturesque landscapes. Elounda Hills is a high-end residential project that offers luxury villas and properties, often with panoramic views of the Aegean Sea and the surrounding natural beauty of Crete. The development aims to provide a premium living experience with modern amenities, upscale design, and exclusive services.

The subject site comprises over 55ha and given the scale of the resort, an in depth understanding of all elements was required. The masterplan had been established, however, was to be reviewed and there were a number of other challenges to be considered. For example, the scheme was the first branded project for 1 Hotels in Europe as well as the question of how to successfully stage a challenging typography and how to integrate the branded and non-branded components. Elounda was already a hotspot for HNW tourists and therefore, a luxury branded residential development would aim to capitalize on the available purchaser market. Furthermore, the Greek Government has introduced tax benefits to encourage domiciliation.

Solution

Across the duration of the development timeline Savills GRDC were engaged in 4 capacities:

Residential Development Consultancy, Hotel Development Consultancy, Retail Development Consultancy & Equity Raise



Image: Elounda Hills Resort, Greece

Savills GRD mobilised our international network of local and Associate offices in order to research and present various case studies of coastal and in-land resort developments.

Savills provided insight into local market supply and demand as well as consumer trends. The development consultancy was conducted in two stages; a red flag review of current development plans followed by in-depth analysis and recommendations. This two-stage approach was crucial in critically evaluating the plans for the site thus far and best advising on how to elevate the scheme. A key strategic decision was taken regarding the split between the quantum of branded and non-branded product, as well as the pricing and level of servicing and amenity provision between these two different products.

Our report also included advise on how to split income within a rental pool and the general P&L assumptions that should be considered. Savills GRD were able to utilise the global network and work efficiently in conjunction with Savills Greece to produce a holistic report considering all aspects of the subject scheme. We were later re-engaged to undertake retail consultancy and then in an equity raise capacity thus, adding to the overall service offered and comprehensive understanding of the scheme.



Image: Amanyara, Turks & Caicos Islands

TRACK RECORD & AWARDS

Savills GRD has worked on a variety of projects ranging in geographic location, scale and style. Our work has spanned from the Caribbean to Japan, from boutique luxury resort schemes to large urban regeneration projects, working with branded and non-branded products. All the projects in which the team has been involved are presented over the following pages. For ease, these have been organised alphabetically by country.

The number and variety of projects is testament to the team’s global reach and expertise. Above all, this is made possible by the Savills global network of offices and the wealth of data which has been collected and assimilated giving profound depth to knowledge and trends across the world.

Savills GRD has been consistently awarded and recognised as market leading advisors. It is a true privilege to win these awards and is testament to our commitment to the industry. We continue to strive for excellence in everything we do as a team, honing our award-winning service to meet the varied needs of our clients.



ALBANIA



BRANDED RESIDENTIAL RESORT, VELIPOJE
Location | Velipoje, Albania
Description | A coastline site spanning 149ha and offers a total of 400,000 sqm of buildable area, the development will comprise of an extensive mix of residential, commercial, hotel, leisure and educational facilities.
Services | Development Consultancy
When | 2025 – Ongoing
Client | Confidential



BRANDED RESIDENTIAL TOWER, TIRANA
Location | Tirana, Albania
Description | Market study to review local and regional market dynamics and provide development recommendations for the development of 60-70 branded residential apartments within a mixed-use tower in the new extension of Tirana city.
Services | Development Consultancy
When | 2024
Client | Confidential

ANDORRA



LA QUEROLA D'ORDINO
Location | Pyrenees, Andorra
Description | Site analysis and market research conducted with regard to 55 unit development, benefitting from private garages and family rooms below ground.
Services | Development Consultancy, Financial Appraisal (Viability & Modelling)
When | 2016
Client | La Querola d'Ordino SL

ANTIGUA & BARBUDA



GALLEON BEACH RESORT, ANTIGUA
Location | Galleon Beach, Antigua & Barbuda
Description | A residential market feasibility study to establish the potential market positioning of proposed luxury branded residences.
Services | Development Consultancy
When | 2023-2024
Client | Savills Caribbean



DULCINA BEACH
Location | Dulcina Beach, Antigua & Barbuda
Description | A 22ha beach fronting site set to be developed into a mixed-use luxury resort, consisting of a 112-key hotel, 30 villa unit and associated leisure and amenities.
Services | Market Intelligence
When | 2022-2023
Client | Murbee Resorts Inc



JOLLY HARBOUR
Location | Jolly Harbour, Antigua & Barbuda
Description | Both greenfield and re-developments projects, largely located within the Jolly Harbour area, comprising residential uses, a medical-wellness resort, beach club/ resort, marina, and golf course, plus other leisure uses (casino, retail, catering etc.).
Services | Market Intelligence
When | 2021
Client | Mt. Burgos Holdings Ltd



PEARNS POINT
Location | Jennings, Antigua & Barbuda
Description | A project comprising a 55ha site which consists of a 140-key hotel and 67 branded residences.
Services | Development Consultancy, Sales & Marketing Advisory
When | 2015-2018
Client | Orange Ltd.



AZURE BAY RESORT
Location | Azure Bay, Antigua & Barbuda
Description | A 220ha plot comprising a 5* hotel, branded residences, residential plots, retail accommodation, casino, spa, and a deep-water marina.
Services | Development Consultancy, Brand Introduction / Contract Negotiation
When | 2016
Client | Millennia-Montaigne Developments

AUSTRIA

Brand: Confidential



PROJECT VIENNA RING I (CHRISTINENHOF PALAIS)

Location | Vienna, Austria

Description | The scheme will provide stand-alone branded residences in a renovation of a 19th century palais in the First District of Vienna.

Services | Development Consultancy

When | 2020

Client | Confidential

AZERBAIJAN

PLACE TOWER

Location | Baku, Azerbaijan

Description | A non-branded luxury residential development (standalone tower building comprising 186 non-branded residential units) located in the Crescent Bay area of Baku.

Services | Development Consultancy

When | 2021-2022

Client | Pasha Developments LLC

LA LUNA

Location | Baku, Azerbaijan

Description | The project is a landmark 29-storey tower development within Azerbaijan's capital city. The building comprises a 114-key hotel and 166 branded residential units, in addition to supporting amenities.

Services | Development Consultancy

When | 2021-2022

Client | Pasha Developments LLC

YELKEN TOWER

Location | Baku, Azerbaijan

Description | The project is a landmark 33-storey tower development within Azerbaijan's capital city. The tower comprises 190-key Ritz-Carlton hotel and 74 branded residential units, in addition to supporting restaurants, spa, and further leisure amenities.

Services | Development Consultancy

When | 2019-2021

Client | Absheron Hotel Group

BARBADOS

BROWNES BEACH

Location | Bridgetown, Barbados

Description | A mixed-use development on a plot area of 0.65ha with planning for c.37 beds per 0.1ha.

Services | Market Intelligence

When | 2022

Client | Quant / Horwath HTL



BRAZIL

ROSEWOOD BRAND PREMIUM STUDY, SAO PAULO

Location | São Paulo, Brazil

Description | A development comprising 124 unit branded residences in the centre of São Paulo, co-located with a hotel.

Services | Brand Premium Studies

When | 2022

Client | Rosewood Hotels and Resorts Netherlands B.V.



BULGARIA

RESIDENTIAL RESORT, SOUTHERN BULGARIA

Location | Southern Bulgaria, Bulgaria

Description | A major mixed-used development proposed on a c.57ha site.

Services | Financial Appraisal (Viability & Modelling)

When | 2010-2012

Client | Confidential



CHINA

MARRIOTT MARKET INTELLIGENCE REPORT, SHANGHAI

Location | Shanghai, China

Description | A market intelligence report analysing the branded residential market in Shanghai. Research and analysis of branded residential case studies to identify trends and expectations within the market, including operational and legal structures.

Services | Market Intelligence

When | 2023

Client | Marriott International





GENTING RESORT SECRET GARDEN

Location | Zhangjiakou, China

Description | A ski market intelligence report a number of mixed-use developments with both hotel and residential elements. Research was also undertaken for the feasible inclusion of branded residential properties in this location.

Services | Market Intelligence

When | 2020

Client | Secret Garden (Zhangjiakou) Resort Co., Ltd

CROATIA



MIRIS GARDENS

Location | Zadar, Croatia

Description | A phased development scheme of a large mixed-use resort on the Croatian coast. The report provided consultancy advise in relation to phase 1 of the scheme, focusing on pricing, sizing and sales.

Services | Development Consultancy

When | 2024

Client | YD Capital



NOVI VINODOLSKI RESORT

Location | Zagreb, Croatia

Description | A redevelopment of an existing resort comprising a hotel and 336 residential units. The report provided scenario advise including pricing recommendations for the refurbishment and sale of the residences.

Services | Development Consultancy

When | 2024

Client | ECM Partners



KUPARI LUXURY HOTELS

Location | Dubrovnik, Croatia

Description | A coastal site spanning 17ha with a total GFA of c.50,000 sq m, of which a third is for residential uses.

Services | Development Consultancy, Market Intelligence

When | 2022-2023

Client | Kupari Luxury Hotels d.o.o.



BASKO POLJE RESORT

Location | Makarska, Croatia

Description | A 30ha beach fronting site with permission to develop residential apartments and villas, in addition to an upper-upscale hotel.

Services | Development Consultancy

When | 2023

Client | Adria Basko Polje



BRAC ISLAND PROJECT

Location | Brac, Croatia

Description | A 33ha construction area, developed to a mixed-use resort which comprises residential, hotel, leisure and agricultural real estate.

Services | Development Consultancy, Market Intelligence

When | 2022

Client | ASW Hospitality AG



VILLA DUBROVNIK

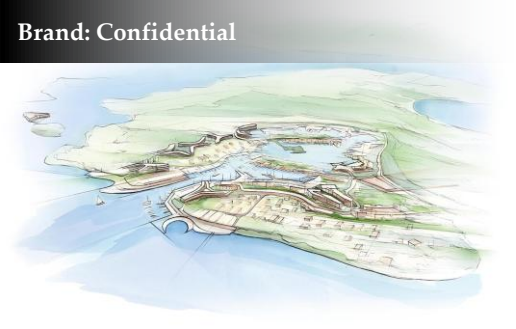
Location | Dubrovnik, Croatia

Description | A land site located adjacent to the existing Villa Dubrovnik hotel, focusing on the feasibility of luxury villas for sale/rent.

Services | Development Consultancy

When | 2022

Client | Villa Dubrovnik d.d.



NIKOLA SIBENIK

Location | Sibenik, Croatia

Description | A masterplan with residential, hospitality, retail, and marina elements in Sibenik on the Dalmatian Coast, with some 1,400 branded and non-branded residential units, three hotels, and over 5km of water frontage.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

When | 2018-2021

Client | Confidential



Brand: Confidential

MARASKA ZADAR

Location | Makarska, Croatia

Description | Market research and development consultancy advise providing in relation to a mixed-use development site on the Dalmatian coast.

Services | Development Consultancy

When | 2021

Client | Confidential



Brand: Confidential

CLEAR POINT RESORT

Location | Cavtat, Croatia

Description | A resort comprising an 89-key hotel, spa, retail facilities, marina, and branded residential apartments and villas.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2017

Client | Clearpoint Resort Doo



DUGI RAT

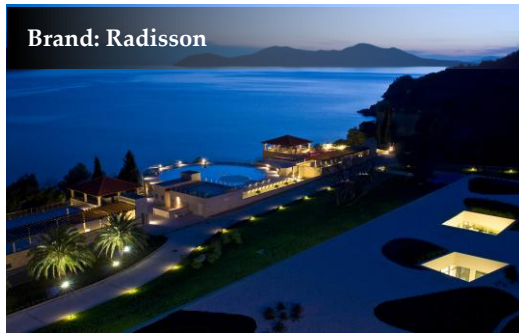
Location | Dugi Rat, Croatia

Description | A plot of 7.4ha to be redeveloped into a high-end 400-berth marina including hotels, 500+ residential units, retail and F&B facilities.

Services | Valuation

When | 2016

Client | Confidential



Brand: Radisson

RADISSON SPLIT

Location | Split, Croatia

Description | A development comprising a Radisson hotel and 102 branded residences, with a total saleable area of c.12,400 sq m.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2009

Client | Hotel Split d.d.

CYPRUS



Brand: Confidential

LIMASSOL EAST- PHASE 1

Location | Limassol, Cyprus

Description | Limassol East is envisaged to be a next generation community comprising hospitality, residential real estate (both branded and non-branded), research and development, medical, retirement and assisted living, schools and other academic facilities, wellness and spa, sports, retail and F&B.

Services | Development Consultancy, Capital Markets, Sales & Marketing Advisory

When | 2023

Client | CCC Real Estate



LIMNI BAY RESORT

Location | Paphos, Cyprus

Description | A proposed mixed-use resort comprising a hotel, two golf courses, residential units and auxiliary facilities.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets

When | 2011, 2016-2022

Client | Confidential



Brand: Confidential

WESTMINSTER HOTEL AND RESIDENCES

Location | Limassol, Cyprus

Description | Brand search and negotiation for a development comprising of a 17-19 storey mixed-use residential tower within Limassol.

Services | Brand Introduction / Contract Negotiation

When | 2021

Client | Cyprus Alliance



PARALIMNI MARINA

Location | Paralimni, Cyprus

Description | A new mixed-use marina development furnished by Armani/Casa, with 119 residential units.

Services | Sales & Marketing Advisory

When | 2019-2021

Client | PMV Maritime Holdings Ltd



Brand: Confidential

AYIA NAPA MARINA

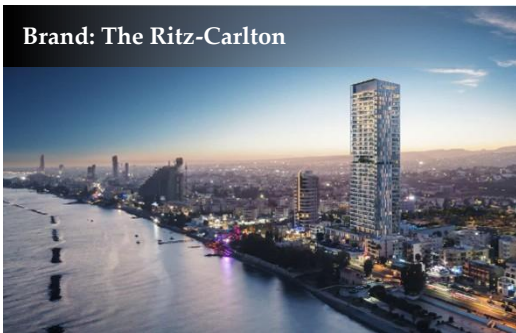
Location | Ayia Napa, Cyprus

Description | A luxury mixed-use resort comprising hotel, branded and non-branded residential units, marina and other associated facilities. Sales & marketing advisory support provided to 90 non-branded units in 2018.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Sales & Marketing Advisory

When | 2017-2020

Client | Confidential



Brand: The Ritz-Carlton

OLYMPIC RESORT

Location | Limassol, Cyprus

Description | The first branded residential project in Cyprus, located in the prestigious Olympic Resort on the Limassol seafront. The project comprises 182 standalone branded residential apartments; branded and operated by The Ritz-Carlton.

Services | Development Consultancy

When | 2020

Client | Marfields Enterprises



Brand: Confidential

CAPE GRECO

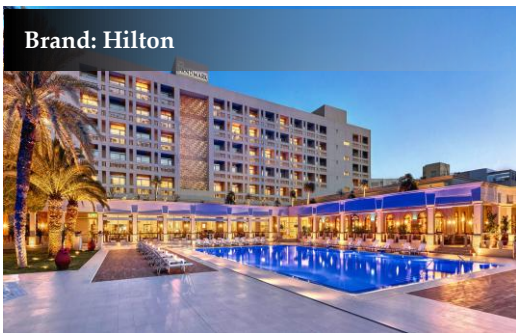
Location | Ayia Napa, Cyprus

Description | A 4.3ha seafront site consisting of 45 branded residential apartments, a hotel, and supporting leisure facilities; to be operated by an international hotel operator.

Services | Development Consultancy

When | 2019

Client | Confidential



Brand: Hilton

THE LANDMARK

Location | Nicosia, Cyprus

Description | A city centre redevelopment of the Hilton hotel site, spanning over 2.9ha and comprising 130 branded residential units, a 5* hotel with 200+ keys, with supporting amenities and F&B.

Services | Development Consultancy

When | 2019

Client | Cypriot Developer



ELEA ESTATE GOLF RESORT

Location | Paphos, Cyprus

Description | A development on c.90ha of land, consisting of a signature golf course with a clubhouse, a planned hotel, commercial elements and 175+ residential units.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets

When | 2017-2019

Client | Banking Institution



Brand: Confidential

LARNACA TOWERS

Location | Larnaca, Cyprus

Description | A proposed high-rise luxury mixed-use resort comprising hotel, branded and non-branded residential units.

Services | Development Consultancy

When | 2017

Client | Confidential



Brand: W

W LIMASSOL

Location | Limassol, Cyprus

Description | A mixed-use high-rise development of 41 floors, including a hotel, branded residential units and a beach club.

Services | Development Consultancy

When | 2017

Client | Confidential



Brand: Confidential

OXLEY PLANETVISION

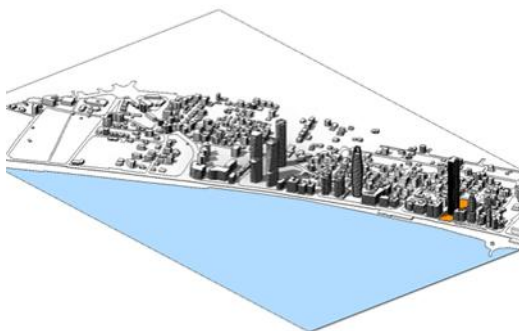
Location | Limassol, Cyprus

Description | A mixed-use development consisting of a 250-key hotel, 107 residential units across two towers, a beach club and F&B facilities.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2017

Client | JV Local & Asian Developer



THE OCEANVIEW RESIDENCES LIMASSOL

Location | Limassol, Cyprus

Description | A prime plot of c.1ha, located near the centre of Limassol. The intention is to develop a high-end residential scheme. The overall building size will be 62,000 sq m with the gross selling areas (residential and retail) being c.35,000 sq m.

Services | Development Consultancy, Masterplan & Design Consultancy, Capital Markets

When | 2017

Client | Shacolas



RIVIERA PROJECT

Location | Nicosia, Cyprus

Description | A mixed-use development of c.20ha, comprising 1,000+ residential units, hotels and commercial areas.

Services | Development Consultancy

When | 2017

Client | Confidential



SECRET VALLEY GOLF RESORT

Location | Paphos, Cyprus

Description | A development on over 500ha of land, comprising two golf courses, a hotel, 600+ residential units and commercial space.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Capital Markets

When | 2016-2017

Client | Banking Institution



MARKET INTELLIGENCE REPORT, CYPRUS

Location | Various Locations, Cyprus

Description | Market research on Cyprus' residential rental market for high-end villas, detailing fees, operating expenses etc. and comparable properties. The research provided rental rates, occupancy rates and turnover forecasts for a number of subject villas.

Services | Market Intelligence

When | 2016

Client | Shacolas



APHRODITE HILLS GOLF RESORT

Location | Paphos, Cyprus

Description | A mixed-use resort on a 243ha site, comprising 950 residential units and plots, a championship golf course, a 290-key hotel and extensive leisure, retail and commercial facilities.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2000-2010

Client | Lanitis Group

CZECH REPUBLIC



Brand: Confidential

OAKS PRAGUE

Location | Prague, Czech Republic

Description | A scheme consisting of a luxury hotel and residences in Nebřenice, near Prague. The 75-key hotel as part of a larger development is expected to have 400+ luxury residences, an 18-hole PGA golf course, wine-tasting cellar and other amenities.

Services | Development Consultancy

When | 2021

Client | HVS

EGYPT



Brand: Confidential

STRATEGIC BRANDING PARTNERSHIP, EGYPT

Location | Various Locations, Egypt

Description | Introduction, selection and contract negotiation between branded residence operators and the client, for 700 units across multiple cities.

Services | Brand Introduction / Contract Negotiation

When | 2021

Client | Amer Group



Brand: Fairmont

HELIOPOLIS RESIDENCES

Location | Cairo, Egypt

Description | A feasibility study conducted for the development of branded residences on the site occupied by the Fairmont Heliopolis.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2010-2011, 2015

Client | Gulf Egypt for Hotels and Tourism

FRANCE

Brand: Confidential



PROJECT CELESTE

Location | Courchevel, France

Description | Masterplan review and full development consultancy for the refurbishment of one Courchevel's landmark hotel to provide 45-keys as well as a small number of market-leading branded residential units in Courchevel.

Services | Development Consultancy

When | 2024

Client | Confidential

Brand: Confidential



BRANDED RESIDENTIAL SCHEME, COURCHEVEL

Location | Courchevel, France

Description | A 0.75ha site in Courchevel being developed into a luxury 5* standalone branded residential scheme.

Services | Development Consultancy

When | 2024

Client | Confidential

Brand: Confidential



HOMEOWNERS ASSOCIATION BUDGET, PARIS

Location | Paris, France

Description | A report consisting of a first-year homeowners association budget for the branded residential component of an ultra-luxury mixed-use development in Paris.

Services | Operational Advisory

When | 2024

Client | Confidential

Brand: Six Senses



SIX SENSES LES BORDES

Location | Les Bordes, France

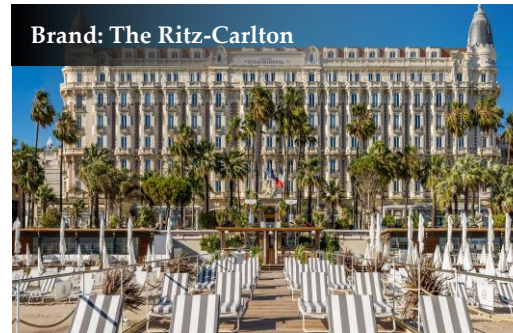
Description | A luxury mixed-use 560ha resort comprising residential branded and non-branded elements, two 18-hole golf courses, a 10-hole par-3 golf course, Six Senses hotel and other amenities managed by Six Senses.

Services | Development Consultancy, Capital Markets, Sales & Marketing Advisory

When | 2019-2021, 2023

Client | RoundShield Capital

Brand: The Ritz-Carlton



CARLTON CANNES

Location | Cannes, France

Description | An addition of 37 branded residential units to the rear of the existing Carlton Cannes hotel, which is currently undergoing complete refurbishment.

Services | Development Consultancy, Rental Programme Analysis, Ongoing Retainer for HOA and Rental Guidance

When | 2022

Client | Katara Hospitality

ROCHE ROUGE

Location | Megeve, France

Description | Development consultancy provided for 22 residential units across four chalets and 3,000 sq m of GBA.

Services | Development Consultancy

When | 2022

Client | Zetland Special Situations Fund II LP

Brand: Confidential



AXA IM-CHAMPS-ELYSEES

Location | Paris, France

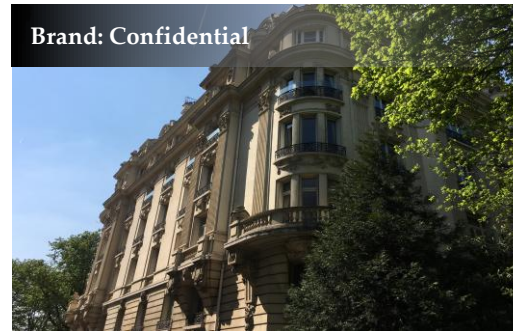
Description | Provided a market research and feasibility study report for a branded residential and hotel serviced apartment development opportunity.

Services | Development Consultancy, Masterplan & Design Consultancy, Market Intelligence, Prime Parisian Rental Market Study

When | 2021-2022

Client | AXA Investment Management

Brand: Confidential



QUAI BRANLY

Location | Paris, France

Description | A branded residential development, comprising 53 apartments, in one of the most prime locations in all of Paris, lying directly adjacent to the Eiffel Tower.

Services | Development Consultancy

When | 2019-2022

Client | Eiffage Immobilier



QUAI DE GRENELLE

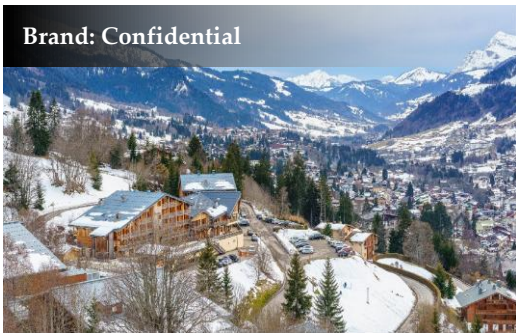
Location | Paris, France

Description | Development consultancy provided as part of pre-acquisition due diligence for Eiffage who were considering the purchase of 7,190 sq m of GBA for non-branded high-end residential use.

Services | Development Consultancy

When | 2021

Client | Eiffage Immobilier



Brand: Confidential

MEGEVE

Location | Megeve, France

Description | Development consultancy provided for an ultra-luxury hotel with a branded residential component.

Services | Development Consultancy

When | 2020

Client | CBRE Hotels Limited



Brand: Confidential

TOUR CHARENTON

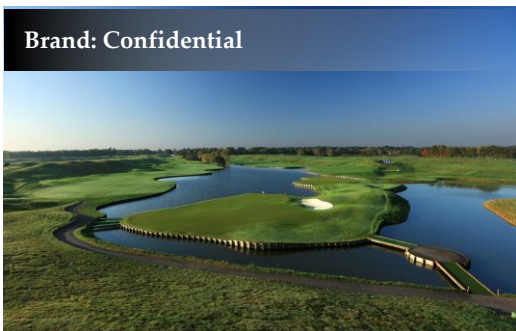
Location | Paris, France

Description | Recommendations provided for a 59-storey, 200m high, luxury residential tower as part of a 12ha mixed-use regeneration project.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2020

Client | Bouygues S.A



Brand: Confidential

DISNEYLAND PARIS

Location | Paris, France

Description | A development scheme consisting of a hotel and branded residential units, targeting an investment driven market in the outskirts of Paris.

Services | Development Consultancy

When | 2019

Client | Confidential



Brand: LUX*

LA BARAQUETTE

Location | Marseillan, France

Description | A mixed-use development which includes a 62-key LUX* hotel, and 170 LUX* branded residential units.

Services | Development Consultancy, Sales & Marketing Advisory, International Agency

When | 2018

Client | Propriétés & Co. Vineyard & Seaview E



LES HAMEAUX DE GRIMAUD

Location | St Tropez, France

Description | A development site with 12ha constructable land within a larger 57ha plot of land. The development comprises 25,000 sq m of GBA, consisting of an 85-key 5* hotel with a spa and wellness centre, and 60+ residences.

Services | Development Consultancy

When | 2018

Client | Confidential



PROJECT PHOENIX

Location | Cannes, France

Description | A site comprising two substantial buildings in a prominent location with planning permission for conversion to residential use. Proposals for 50+ residential units across a total GBA of c.13,000 sq m and 130 parking spaces.

Services | Development Consultancy, Capital Markets, Sales & Marketing Advisory

When | 2016-2017

Client | Confidential



PARC DU CAP

Location | Antibes, France

Description | A development comprising two 5-storey buildings with 88 residential apartments, ranging from 1-bed to duplex and penthouse typologies, supported by tennis court, pool, spa and gym facilities.

Services | Sales & Marketing Advisory

When | 2016

Client | PI France



ECO-VILLAGE SANGATTE

Location | Paris , France

Description | Development consultancy provided for a proposed mixed-use scheme comprising residential (in the form of collective, intermediate, tourism and private properties) golf, hotel as well as supporting retail and services.

Services | Development Consultancy

When | 2014

Client | Eurotunnel

GEORGIA

Brand: The Luxury Collection



GREEN CAPE

Location | Batumi, Georgia

Description | A 7ha hilltop site with views over Batumi, which will comprise 40-50 branded residences, and a 120-key 5* hotel.

Services | Development Consultancy

When | 2020

Client | Confidential

Brand: Autograph



SOLOLAKI RISE

Location | Tbilisi, Georgia

Description | Development consultancy report for a 4.35ha hillside site overlooking the city of Tbilisi. The development will comprise of a 195-key 5* hotel and c.40 branded residences.

Services | Development Consultancy

When | 2020

Client | Confidential

GERMANY



AM TACHELES

Location | Berlin, Germany

Description | A mixed-use prime development comprising 133 units across five residential buildings, in addition to office, retail and cultural uses.

Services | Sales & Marketing Advisory, International Agency

When | 2018-2019

Client | PWR Development

GIBRALTAR



EASTSIDE, CAPE VANTAGE

Location | Eastern Face, Gibraltar

Description | A mixed-use land reclamation project, to be built and sold across five phases over a 10-year period. The project includes 2,500 residential units, a 500-berth marina, two 5* hotels, a casino, commercial and retail facilities.

Services | Development Consultancy, Capital Markets

When | 2007-2008, 2013-2015

Client | Multiplex / Camoren Holdings

GREECE

Brand: Confidential



PROJECT SUNRISE

Location | Athens, Greece

Description | Market research, development consultancy and brand search for a high-rise development to establish the optimal residential composition.

Services | Development Consultancy, Brand Introduction / Contract Negotiation

When | 2024, 2025 – Ongoing

Client | Brook Lane Capital

Brand: Confidential



AFANTOU RHODES

Location | Rhodes, Greece

Description | Development consultancy provided for a proposed redevelopment of a beach fronting resort, with golf amenities and hotel. The project was undertaken in conjunction with Savills Greece.

Services | Development Consultancy

When | 2024 – Ongoing

Client | Mitsis Group

Brand: Confidential



THE ELLINIKON PROJECT

Location | Athens, Greece

Description | The largest regeneration project in Europe, comprising 10,000+ residential units, 3,000 hotel keys, 330,000 sq m of retail, 280,000 sq m of Class A office space, education / healthcare and leisure facilities, metropolitan park, marina and a casino.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2014-2020, 2024

Client | Lamda



Brand: Angsana

ANGSANA CORFU

Location | Corfu, Greece

Description | A development comprising 199-key hotel and a residential component with 76 branded residences. Savills GRDC, in collaboration with Savills Greece, subsequently provided additional updated consultancy reports.

Services | Development Consultancy

When | 2019, 2023, 2024

Client | KLC III Hellas S.A.



Brand: Confidential

MIXED-USE TOWER (MUT) HELLINIKON

Location | Athens, Greece

Description | A development of a 5* hotel and associated branded residential units. The report provided consultancy advise in conjunction with Savills Greece.

Services | Development Consultancy

When | 2024

Client | Brook Lane Capital



Brand: Confidential

PROJECT ATHENA

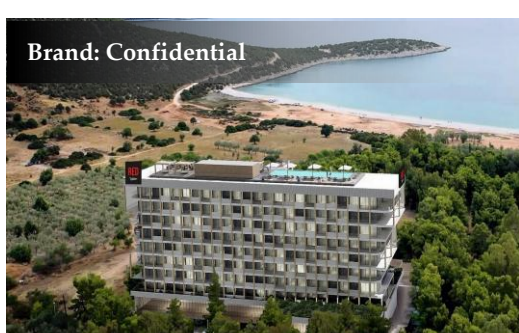
Location | Athens, Greece

Description | The project included a review of a hotel management agreement and franchise agreement on behalf of Savills Greece.

Services | Operational Advisory

When | 2024

Client | Confidential



Brand: Confidential

SALANTI BEACH

Location | Porto Heli, Greece

Description | Development consultancy for branded resort with 3 x branded hotels and branded residences, totalling 40,000 sq m of development on a beach fronting site near Porto Heli.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2023

Client | Gnosis Investments



Brand: Confidential

BRANDED RESIDENTIAL SCHEME, PORTO HYDRA

Location | Porto Hydra, Greece

Description | Development consultancy and financial appraisal for an ultra-luxury hotel and branded residential scheme with 131 residences and approximately 100 hotel keys.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2023

Client | Rolano Holdings



Brand: Confidential

CORFU GOLF CLUB

Location | Corfu, Greece

Description | An inland redevelopment of a golf course, measuring 70ha with permission for 5,000 sq m for hotel use and 25,000 sq m for residential use.

Services | Development Consultancy

When | 2022

Client | Corfu Golf Club



Brand: Confidential

ITANOS GAIA

Location | Crete, Greece

Description | Red-flag review of business plan prepared by Deloitte.

Services | Red Flag and Development KPI Review

When | 2022

Client | Loyalward Ltd.



Brand: Confidential

CAPE THOLOS

Location | Crete, Greece

Description | A 130ha mixed-use resort in Crete, comprising 208 villas, a 30-berth marina and three hotels consisting of 350-keys.

Services | Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

When | 2019-2022

Client | Maris Hotels



Brand: 1Hotels

ELOUNDA HILLS

Location | Crete, Greece

Description | A 52ha site with potential for c.81,000 sq m of GFA; comprising a 135-key luxury hotel, 260 luxury villas and apartments (178 of which are branded residences), a 60-berth private marina, retail gallery, restaurants, entertainment venues, a botanical garden and park areas.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Business Plan Validation, Retail Consultancy

When | 2021-2022

Client | Mirum



Brand: Confidential

PROJECT INFINITY

Location | Ermioni, Greece

Description | A project proposing the demolition of the Costa Perla Hotel, to provide a beach-fronting luxury 5* hotel and branded residences.

Services | Development Consultancy, Market Intelligence

When | 2021-2022

Client | Taconic Capital Advisors UK



Brand: Banyan Tree

VARKO BAY RESORT

Location | Varko Bay, Greece

Description | A 20ha beachfront site on the east coast of mainland Greece. The resort will comprise a 5* hotel and 37 branded residential units. More recent involvement includes support in the investment sale of assets.

Services | Development Consultancy, Capital Markets

When | 2019-2022

Client | RnD Investments



Brand: Marriott International

PALEO FALIRO

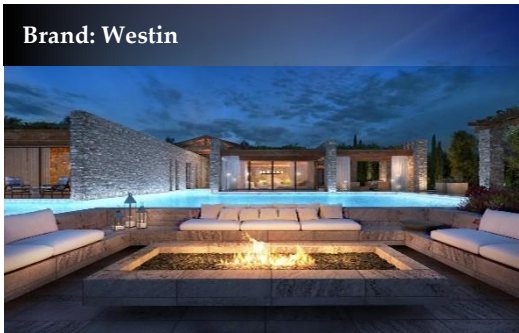
Location | Athens, Greece

Description | A 4.5ha beachfront site to the south-west of central Athens. The project comprises an 80-key hotel with a beach club and 83 branded residential units.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2019

Client | Confidential



Brand: Westin

WESTIN COSTA NAVARINO

Location | Peloponnese, Greece

Description | A project comprising five development sites of 600ha+ in total, consisting of two trading hotels (740-keys in total), in addition to more hotels in future phases, two signature golf courses, and 500+ branded and non-branded residential units.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Sales & Marketing Advisory

When | 2013-2019

Client | TEMES SA



Brand: Confidential

KASSIOPE RESORT

Location | Corfu, Greece

Description | A 44ha beachfront site comprising 90-key luxury hotel with spa and fitness centre, pools, F&B and other supporting facilities, in addition to 76 branded apartments, 40 branded villas, a beach club, recreational and sports facilities, and a 57-berth marina.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2016-2018

Client | NCH Capital



MIRAGGIO THERMAL SPA RESORT

Location | Halkidiki, Greece

Description | A development comprised 12,000 sq m of GBA, with 130+ residential units and associated commercial space, adjacent to a luxury 300-key hotel.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2017-2018

Client | Confidential



PORTO CARRAS GRAND RESORT

Location | Halkidiki, Greece

Description | Advisory support provided for three trading hotels of 1,000-keys, an 18-hole golf course, casino, 317-berth marina, equestrian centre, winery, 500+ proposed residential units and other facilities.

Services | Capital Markets, Sales & Marketing Advisory, Professional Advisory

When | 2015-2016

Client | Techniki Olympiaki SA

INDIA

Brand: Accor



GOA-PILERNE & CALAPUR

Location | Goa, India

Description | Calapur comprises five plots of adjacent land with the intention to build luxury branded villas / apartments as well as a potential hotel. Pilerne represents two plots of adjacent land with c.95,000 sq m of buildable area.

Services | Financial Appraisal (Viability & Modelling)

When | 2022

Client | VM Salgaocar Corporation Pvt Ltd.

INDONESIA

Brand: Alila



THE ALILA ULUWATU

Location | Bali, Indonesia

Description | A project comprising 64 branded residential villas, alongside a 5* hotel with two award-winning restaurants, and spa facilities, situated over the cliffs of Bali.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2011

Client | Alila Hotel Group

Brand: Regent



REGENT BALI

Location | Bali, Indonesia

Description | Savills provided consultancy on the 24 branded residential units within the wider scheme.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2010

Client | The Mayapada Group

IRELAND

Brand: Fairmont



CARLTON HOUSE

Location | Dublin, Ireland

Description | Market research and development consultancy for the proposed development of branded residences report at the existing Carton House, a Fairmont Managed Hotel.

Services | Development Consultancy

When | 2024

Client | Mullen Real Estate Capital

ITALY

Brand: Confidential



MARINA DI PISA

Location | Pisa, Italy

Description | Development consultancy and strategic masterplan advise for a mixed-use marina scheme. The scheme will comprise a luxury hotel, branded and non-branded residential, luxury retail, and F&B provision.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Hotel Valuation

When | 2018, 2020, 2024-2025

Client | Gryphion Capital/ Marina Development Corporation Srl

Brand: Confidential



PROJECT PUGLIA

Location | Puglia, Italy

Description | A 53ha coastal development site with consent to construct a 150-key luxury hotel and 32 branded residences, and associated amenities.

Services | Development Consultancy

When | 2019, 2024

Client | Omnam Group

Brand: Six Senses



HOMEOWNERS ASSOCIATION BUDGET, UMBRIA

Location | Umbria, Italy

Description | Redevelopment scheme providing a luxury hotel, private villas and residences, a wellness centre and golf course. The report advised on a first-year homeowners association budget for the homeowners association.

Services | Operational Advisory

When | 2024

Client | Confidential



PORTA DEI LEONI

Location | Rome, Italy

Description | A development with 100 residential units, comprised studio to 3-bed apartments typologies and 3-bed penthouses.

Services | Sales & Marketing Advisory, International Agency

When | 2018-2022

Client | Beliving obo Redbrick



GIARDINI DI AURELIA ANTICA

Location | Rome, Italy

Description | A development with 77 residential units, comprised studio to 3-bed apartment typologies. The development includes landscape gardens and an outdoor pool.

Services | Sales & Marketing Advisory, International Agency

When | 2019-2022

Client | Beliving on half of developer



MONTICELLO

Location | Rome, Italy

Description | A development with 63 residential units, comprised 2-bed and 3-bed apartments, and 4-bed penthouses, with a communal rooftop garden and jacuzzi, kid's area and fitness area.

Services | Sales & Marketing Advisory, International Agency

When | 2018-2022

Client | Europa Risorse



Brand: Confidential

PALAZZO MARINI

Location | Rome, Italy

Description | Research into the branded residential market in Rome as well as development consultancy on a branded luxury hotel of c.100 keys with c.30 branded residences.

Services | Development Consultancy, Market Intelligence

When | 2022

Client | Omnam / Bain Capital



Brand: Confidential

CASTELFALFI

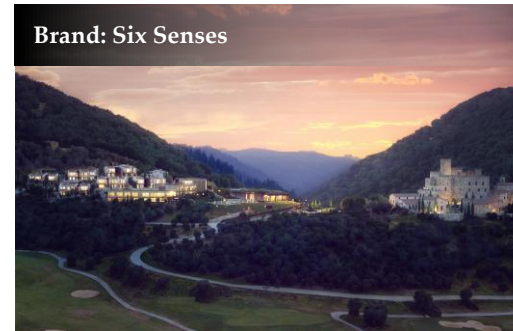
Location | Tuscany, Italy

Description | A mixed-use resort comprising 31 real estate areas with a mix of existing, ruined and not yet constructed properties.

Services | Development Consultancy, Masterplan & Design Consultancy, Market Intelligence

When | 2022

Client | Tenuta di Castelfalfi SPA



Brand: Six Senses

SIX SENSES ANTOGNOLLA

Location | Umbria, Italy

Description | A site with an existing Castello and Borgo, a golf course and farmhouses, to be redeveloped to provide a luxury hotel and residences, in addition to 81 newly developed branded residences, with leisure and F&B facilities.

Services | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory

When | 2019-2021

Client | VIY Management



CALA DEL FORTE

Location | Ventimiglia, Italy

Description | A mixed-use marina development of 35,000 sq m, including commercial and residential uses, and a branded hotel.

Services | Development Consultancy

When | 2018-2021

Client | CFR S.R.L.



MONTECATINI SENIOR LIVING

Location | Montecatini, Italy

Description | Residential market research conducted to support Savills Senior Living with regard to a large-scale urban regeneration based on senior living.

Services | Market Intelligence

When | 2020

Client | Guild Living



Brand: Confidential

BORGO DEL FORTE

Location | Ventimiglia, Italy

Description | A mixed-use boutique hotel branded and non-branded residential development elements, plus ancillary retail and F&B provision.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2020

Client | Namira SGRpA Fondo BDF



MANIFATTURA TABACCHI

Location | Florence, Italy

Description | Former industrial / manufacturing facility redeveloped to provide Florence with a new residential, hospitality, retail, and leisure destination. Including, the new Polimoda University, co-working accommodation, a hotel, and 64 residential apartments.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2019

Client | Aermont Capital



Brand: The Luxury Collection

PORTOPICCOLO

Location | Trieste, Italy

Description | Development consultancy provided to the Portopiccolo Marina project, consisting of The Luxury Collection branded hotel and residences, in addition to non-branded residential units.

Services | Development Consultancy

When | 2019

Client | Oaktree Capital



GIARDINI DI BORGO 69

Location | Tuscany, Italy

Description | A development with 12 residential units, comprised 1-bed to 3-bed cottages with a communal outdoor pool, and private garden, positioned in Val di Chiana.

Services | Sales & Marketing Advisory

When | 2019

Client | Hometels SRL



IL POGGIO, SCARLINO

Location | Il Poggio, Scarlino, Italy

Description | A 9ha coastal development consisting of 118 residential units and retail accommodation adjacent to the Marina di Scarlino.

Services | Development Consultancy

When | 2018

Client | Confidential



Brand: Belmond

CASTELLO DI CASOLE

Location | Tuscany, Italy

Description | A 1,700ha estate with a 39-key hotel and 49 residential plots, in addition to spa and F&B facilities.

Services | Development Consultancy

When | 2017

Client | Belmond



PROJECT CANON

Location | Venice, Italy

Description | Consultancy provided for a development opportunity for 24 residential units in a prominent location in Venice, comprising 1-bed, 2-bed and 3-bed typologies.

Services | Development Consultancy

When | 2017

Client | Oaktree Capital

JAPAN



Brand: Confidential

BRANDED RESIDENTIAL SCHEME, TOKYO

Location | Shinagawa, Japan

Description | Development consultancy provided to evaluate the residential potential of a large-scale urban regeneration project in Tokyo.

Services | Development Consultancy

When | 2025 – Ongoing

Client | Confidential



Brand: Confidential

BRANDED RESIDENTIAL TOWER, TOKYO

Location | Tokyo, Japan

Description | Market evaluation and feasibility study for a proposed ultra-luxury mixed-use project in Japan.

Services | Development Consultancy

When | 2024

Client | Confidential



Brand: Marriott International

MARRIOTT MARKET INTELLIGENCE REPORT, JAPAN

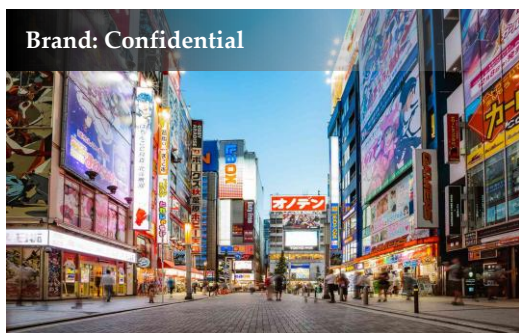
Location | Tokyo, Japan

Description | A market intelligence report analysing the luxury and branded residential markets in Tokyo and wider Japan, with analysis of case studies, providing benchmarks on pricing and sizing. Key issues and trends were identified within the market.

Services | Market Intelligence

When | 2023

Client | Marriott International



Brand: Confidential

MARKET INTELLIGENCE REPORT, TOKYO AND KYOTO

Location | Tokyo and Kyoto, Japan

Description | Market research and the production of a market intelligence report for both Tokyo and Kyoto within the Japanese residential market to establish demand for branded residences.

Services | Market Intelligence

When | 2022

Client | Confidential

KAZAKHSTAN



Brand: St. Regis

ST REGIS ASTANA

Location | Astana, Kazakhstan

Description | A 120-key St. Regis hotel and 50 branded residential units, in addition to associated retail and F&B facilities.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2014

Client | MG Development LLP

KINGDOM OF SAUDI ARABIA



Brand: Confidential

NEOM

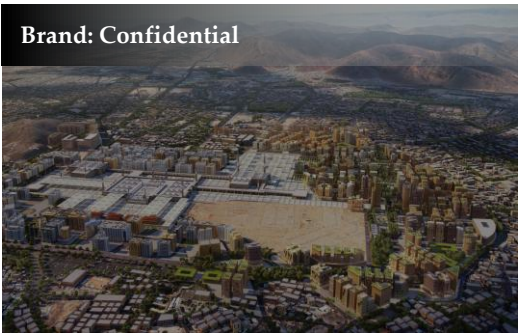
Location | Red Sea, Kingdom of Saudi Arabia

Description | A Global UHNWI Demand Study, and Luxury and Branded Residential Benchmarking Report to support the Gulf of Aqaba development, consisting of ultra-luxury mansion plots, golf mansions, villas, and apartments, catering to a range of U/HNWIs.

Services | Global UHNWI Demand Study and Luxury and Branded Residential Benchmarking exercise

When | 2021 – Ongoing

Client | Public Investment Fund



Brand: Confidential

RUA AL MADINAH

Location | Madinah, Kingdom of Saudi Arabia

Description | A large masterplan providing more than 47,000 hotel rooms. Savills undertook a masterplan review and analysis to provide development recommendation for masterplan changes and quantity of branded residential offering.

Services | Development Consultancy

When | 2023

Client | Rua Al Madinah Holding



Brand: Mgallery

MARKET INTELLIGENCE REPORT AND BRAND PREMIUM STUDY, MAKKAH

Location | Makkah, Kingdom of Saudi Arabia

Description | Market analysis reporting on the brand premiums currently achieved in the market, alongside a market assessment for branded residences. Savills provided information on the account ownership structures, for a project with 24,700 sq m of GBA.

Services | Brand Premium Studies, Market Intelligence

When | 2022-2023

Client | Alesayi



Brand: Confidential

AMAALA

Location | Red Sea, Kingdom of Saudi Arabia

Description | A project consisting of three master planned developments, comprising 800+ residential units, multiple hotels, golf courses, marinas, and cultural and leisure districts.

Services | Development Consultancy, Sales & Marketing Advisory, Buyer's Guide

When | 2019-2020

Client | Public Investment Fund

MALAYSIA



TANJUNG ARU ECO DEVELOPMENT

Location | Sabah, Malaysia

Description | A 314ha+ site to be developed, incorporating residential elements, leisure and retail provisions, a marina, five hotels providing 1,546-keys total and an 18-hole golf course and academy.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2014

Client | Tanjung Aru Eco Development

MALTA



Brand: Confidential

MANOEL ISLAND

Location | Valetta, Malta

Description | The re-development of prime waterfront land into a luxury mixed-use development comprising hotel, branded and serviced apartments, non-branded apartments townhouses and villas. Plus, ancillary office, retail, casino, sports centre and F&B provision.

Services | Development Consultancy

When | 2017

Client | Midi Plc

MAURITIUS



Brand: LUX*

LUX* GRAND BAIE

Location | Grand Baie, Mauritius

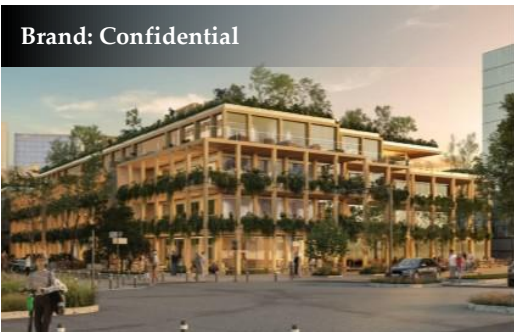
Description | A 4ha beachfront site on the island of Mauritius, including a 5* hotel comprising 86 suites and 34 branded residences, in addition to associated retail, leisure, and F&B provision.

Services | Development Consultancy, Capital Markets

When | 2019

Client | LUX* Island Resorts Ltd.

MEXICO



Brand: Confidential

MASERYK RESIDENCES

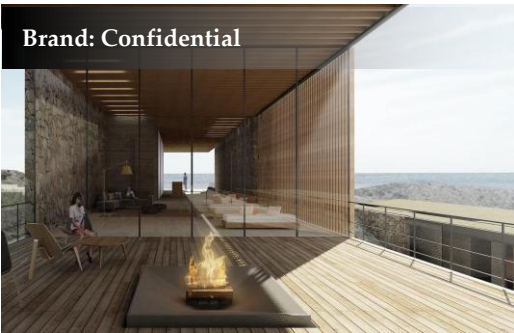
Location | Mexico City, Mexico

Description | Approximately 60 luxury residences with c.1,000 sq m of retail at street level on Golden Mile of Mexico City.

Services | Development Consultancy, Brand Introduction / Contract Negotiation

When | 2022

Client | Mira



Brand: Confidential

CUATRO CUATROS RESORT

Location | Ensenada, Mexico

Description | A project comprising a 1,000ha site, with 1,000 residential units, multiple hotels and vineyards.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Development Management

When | 2015-2016

Client | Cuatrocuatros SA

MONACO



Brand: Confidential

MARKET INTELLIGENCE REPORT, MONTE CARLO

Location | Monte Carlo, Monaco

Description | Market study across the luxury rental market in Monte Carlo to advise on the competitiveness of an existing hotel scheme, to maximize revenue.

Services | Development Consultancy

When | 2025

Client | Confidential



Brand: Confidential

MARKET INTELLIGENCE REPORT, MONACO

Location | Various Locations, Monaco

Description | A market study analysing the prime rental market in Monaco, which assessed five existing residential assets, benchmarked against a number of comparable schemes in the market.

Services | Market Intelligence

When | 2022

Client | Groupe Pastor

MONTENEGRO



Brand: Confidential

BRANDED RESIDENTIAL RESORT, BUDVA

Location | Budva, Montenegro

Description | Development consultancy advise including masterplan review for a hotel, associated branded residences and touristic residences for a proposed resort on the Montenegrin coast.

Services | Development Consultancy

When | 2024

Client | Confidential



Brand: Confidential

KOLASIN RESORT

Location | Kolasin, Montenegro

Description | A greenfield site proposing the development of a luxury branded hotel and spa facilities, as well as luxury branded residential units as part of a medical and wellness resort.

Services | Development Consultancy

When | 2023, 2024

Client | Falcon Estate



Brand: Regent, Synchro

PORTO MONTENEGRO

Location | Tivat, Montenegro

Description | A development comprising a 34-key Regent hotel, 350+ apartments, a 650-berth mega yacht marina and associated retail and F&B provision.

Services | Development Consultancy, Market Intelligence, Sales & Marketing Advisory, Valuation

When | 2007-2023

Client | Adriatic Marinas / Peter Munk



Brand: Confidential

BIGOVA BAY

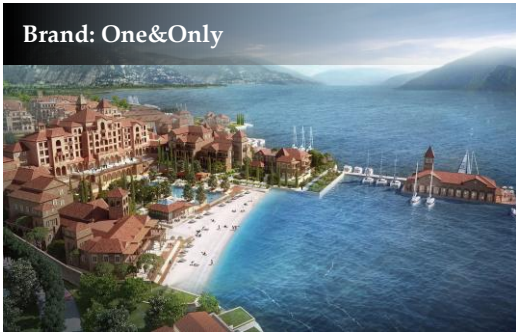
Location | Bigova, Montenegro

Description | A mixed-use resort project, including a 200-key hotel and 300 residential units, in addition to leisure and retail areas. Savill later provided acquisition due diligence support and commentary, focusing on the residential and hospitality components.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Design & Concept Validation

When | 2008-2022, 2024

Client | Confidential



Brand: One&Only

PORTONОВI

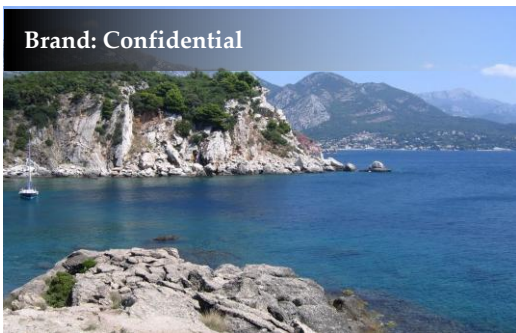
Location | Herceg Novi, Montenegro

Description | A 26ha site comprising a 238-berth marina, a 112-key One&Only hotel, 278 residential units, and sports & leisure facilities.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Pricing Review & Advisory

When | 2013, 2021, 2022

Client | Azmont / SOCAR / Absheron Hotel Group



Brand: Confidential

MALJEVIK BAY

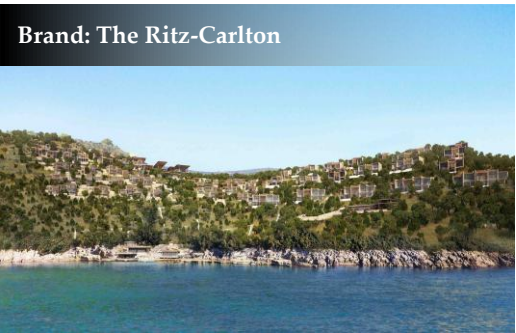
Location | Maljevik, Montenegro

Description | A 30ha resort developed along unspoilt coastline, comprising 670 residential units in a mix of branded apartments and villas, two hotels, commercial areas and a marina.

Services | Development Consultancy

When | 2021

Client | Mercury Group Trading Limited



Brand: The Ritz-Carlton

THE RITZ-CARLTON MONTROSE

Location | Lustica Peninsula, Montenegro

Description | A 53ha site located in a prime coastal position on the Lustica Peninsula, Montenegro, overlooking the UNESCO protected Boka Bay.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

When | 2017-2020

Client | Northstar d.o.o.



Brand: Chedi

LUSTICA BAY

Location | Lustica, Montenegro

Description | A seafront site including 7 hotels with 1,200-keys total, 1,000 apartments, 500 villas, an 18-hole golf course, a 170-berth marina, a beach club, and Chedi branded residences.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy

When | 2010-2019

Client | Orascom



Brand: Confidential

PLAVI HORIZONTI

Location | Lustica, Montenegro

Description | An 11ha Four Seasons branded residential seafront resort comprising 130 branded apartments, townhouses, and villas, in addition to a 116-key Four Seasons hotel and associated leisure, retail, and F&B facilities.

Services | Development Consultancy

When | 2011-2019

Client | Qatari Diar



PEARL COAST

Location | Bar, Montenegro

Description | This site is c.21ha of development land. A viability and modelling exercise was conducted to assess developing an integrated resort concept to comprise residential, hotel, marina and ancillary commercial components.

Services | Financial Appraisal (Viability & Modelling)

When | 2016

Client | Atlas Apartment Acquisitions, LLC



Brand: Banyan Tree

SVETI MARKO ISLAND

Location | Tivat, Montenegro

Description | A development consisting of a Banyan Tree hotel, 74 branded villas, associated retail and F&B provision.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2007-2015

Client | Metropol Development



Brand: Swissotel

SAFIRO RESORT

Location | Budva, Montenegro

Description | A substantial mixed-use development comprising a 200-key hotel, spa and 180 residential units alongside swimming pools, a restaurant and bar, casino, car parking and access to the beach.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Sales & Marketing Advisory

When | 2010-2013

Client | Future Capital Partners



ULCINJ SPATIAL PLAN

Location | Ulcinj, Montenegro

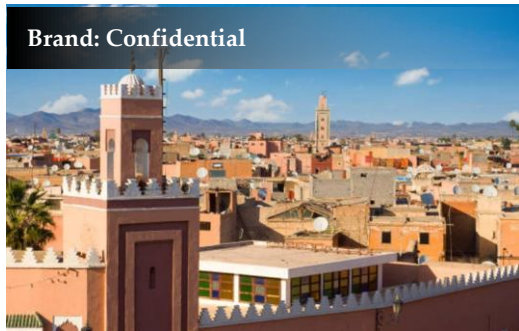
Description | A 12.5 ha masterplan comprising six 5* hotels, 23 luxury villas, a large number of residential apartments, 18 commercial units and 700 parking spaces, as well as associated leisure facilities.

Services | Masterplan & Design Consultancy

When | 2010

Client | Government

MOROCCO



Brand: Confidential

BRANDED RESIDENTIAL RESORT, MARRAKECH

Location | Marrakech, Morocco

Description | Savills provided development consultancy advise in relation to the development of a 172ha resort comprising residential (branded and non-branded), multiple hotels, and community amenities.

Services | Development Consultancy

When | 2025 – Ongoing

Client | Confidential



Brand: Confidential

BRANDED RESIDENTIAL SCHEME, MARRAKECH

Location | Marrakech, Morocco

Description | A development of a branded mixed-use scheme in Marrakech which looks to provide a 94-key hotel, and 29 branded villas. The report provided market research and consultancy advice.

Services | Development Consultancy

When | 2024

Client | Confidential



Brand: Confidential

CASABLANCA FINANCE CITY

Location | Casablanca, Morocco

Description | Development consultancy for a mixed use development within the 100ha Casablanca Financial City, comprising office, hotel, retail and residential elements. Additionally, brand introduction and contract negotiations to brand the residential element Elie Saab.

Services | Development Consultancy, Brand Introduction / Contract Negotiation

When | 2023

Client | Arena Property



Brand: Confidential

PROJECT NEROLI

Location | Marrakesh, Morocco

Description | A 10ha plot comprising predominantly residential uses, with associate F&B retail-oriented facilities and amenities providing delivering a luxury lifestyle experience.

Services | Development Consultancy

When | 2023

Client | Arena Property

MOZAMBIQUE



KARINGANI RESERVE

Location | Karingani, Mozambique

Description | A review of internal valuation document was conducted with relation to a site totalling 138,940ha.

Services | Financial Appraisal (Viability & Modelling)

When | 2016

Client | Twinsin Investment Holdings Limited

OMAN



AL MOUJ
Location | Muscat, Oman
Description | A seafront 250ha site, consisting of 6,000+ residential units, a 400-berth marina, a Greg Norman signature golf course, 6km of coastline, a Kempinski hotel, and five further hotels, in addition to over 120 retail, leisure, and F&B units.
Services | Development Consultancy, Market Intelligence, Sales & Marketing Advisory, Valuation
When | 2019
Client | Middle Eastern Consortium

PORTUGAL



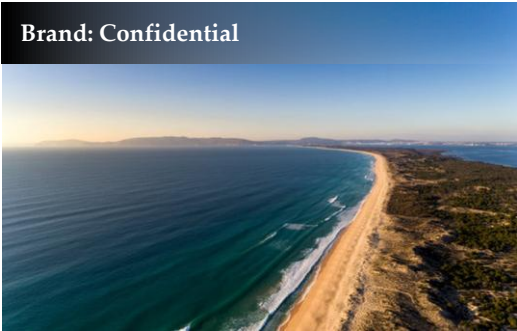
HERDADE DA PALHETA
Location | Alentejo, Portugal
Description | Savills GRDC supported Savills Portugal in providing strategic consultancy for a mixed-use development located in Alentejo Portugal.
Services | Development Consultancy
When | 2025 – Ongoing
Client | Cluster Advisory



COMPORTA RESORT
Location | Comporta, Portugal
Description | Savills provided development consultancy advise in relation to the residential development of a rural resort in Comporta.
Services | Development Consultancy
When | 2025 – Ongoing
Client | Confidential



SPATIA MELIDES
Location | Comporta, Portugal
Description | A coastal resort extending 170ha with 104 proposed units comprising 2-bed to 5-bed villas.
Services | Sales & Marketing Advisory, International Agency
When | 2022 – Ongoing
Client | Eurosuez



HOMEOWNERS ASSOCIATION BUDGET, COMPORTA
Location | Comporta, Portugal
Description | A report consisting of a first-year homeowners association budget for branded residential component of a development in Portugal.
Services | Operational Advisory
When | 2024 – Ongoing
Client | Confidential



TERRAS DA COMPORTA
Location | Comporta, Portugal
Description | Development consultancy provided across two large sites; Dunas and Torre. The Dunas site spans 550ha with capacity for over 900 residential and touristic units and Torre spans 365ha with allocation for over 600 units.
Services | Development Consultancy
When | 2022,2024-2022, 2024
Client | Vanguard / Amazing Revolution



CASCADE WELLNESS RESORT
Location | Lagos, Portugal
Description | A wellness resort undergoing development to provide additional residential offering, in addition to the existing hotel and associated amenities.
Services | Development Consultancy
When | 2023
Client | HIP-Hotel Investment Partners



MORGADO DO REGUENGO
Location | Portimão, Portugal
Description | Savills completed a high-level masterplan and business plan review for the Morgado do Reguengo Golf & Country Club in Portugal.
Services | Development Consultancy
When | 2023
Client | Novo Banco



VILAMOURA RESORT

Location | Algarve, Portugal

Description | A c.1620ha residential and golf resort with 6,000 residential units, five championship golf courses, a marina, four hotels and extensive leisure, retail and commercial facilities.

Services | Development Consultancy, Capital Markets

When | 2015-2022

Client | Andre Jordan



Brand: Confidential

SAN LORENZO

Location | Algarve, Portugal

Description | A 1.6ha land plot comprising 4,240 sq m of GCA and located in a prime location within the Quinta do Lago resort, adjacent to San Lorenzo golf course. Recommendations provided for a mix of branded and non-branded apartments.

Services | Development Consultancy

When | 2022

Client | Norfin



QUINTA DO LAGO RESORT

Location | Algarve, Portugal

Description | A c.688ha luxury residential and golf resort with 1,200 residential units, five championship golf courses, three 5* hotels and extensive leisure, retail and commercial facilities.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Market Intelligence, Sales & Marketing Advisory

When | 2015-2022

Client | Various



Brand: Confidential

FAIRWAYS VILAMOURA

Location | Algarve, Portugal

Description | Development consultancy support provided for a hotel and branded residential development comprising two plots of land in the centre of Vilamoura resort. The planning restrictions permit a 140-key hotel and 186 residential units.

Services | Development Consultancy

When | 2022 – Ongoing

Client | Vilamoura Lusort S.A.



ECS PORTFOLIO DUE DILIGENCE

Location | Various Locations , Portugal

Description | High level due diligence of comparable projects including most recent sold pricing.

Services | Market Intelligence

When | 2022

Client | Stepstone



DK DUE DILIGENCE REPORT

Location | Algarve, Portugal

Description | Savills completed market research across the second home market for resort developments in the the Algarve, covering the existing and pipeline developments in the region.

Services | Market Intelligence

When | 2021

Client | Davidson Kempner



Brand: Confidential

PROJECT MAAR

Location | Lisbon, Portugal

Description | Brand introduction and contract negotiation support provided for the potential development of c.30,000 sq m of a standalone branded residential project, comprising 117 apartments with associated amenities and services.

Services | Brand Introduction / Contract Negotiation

When | 2021

Client | Stone Capital



Brand: Confidential

ENTRECAMPOS

Location | Lisbon, Portugal

Description | A total site area of 8ha, split across three plots, with development ambitions to become a new business centre in Lisbon, consisting of housing, hospitality, services, leisure and office accommodation.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2020

Client | Fidelidade / Fosun



Brand: Confidential

VALE DO LOBO

Location | Vale do Lobo, Portugal

Description | A 450ha resort site with c.950 villas and apartments already built, with a further 450 residences planned, as well as leisure, retail and commercial facilities.

Services | Development Consultancy, Masterplan & Design Consultancy, Market Intelligence

When | 2018-2020

Client | ECS



VILAMOURA OCEANICO GOLF PORTFOLIO

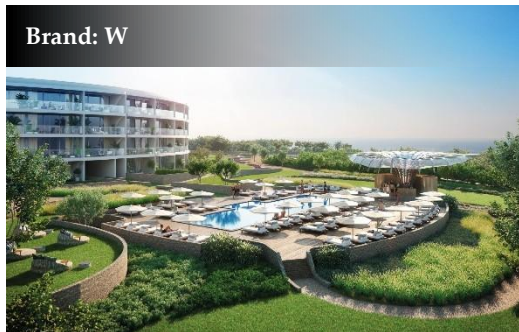
Location | Algarve, Portugal

Description | The largest and most diverse group of golf courses in a single location in the Algarve; comprising five trading golf courses and a development site.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Market Intelligence, Capital Markets, Sales & Marketing Advisory

When | 2017-2018

Client | Banking Institution



Brand: W

W RESIDENCES ALGARVE

Location | Albufeira, Portugal

Description | A mixed-use W branded 124-key hotel, in addition to 83 branded residences, and spa, gym, leisure and F&B facilities set on the coast of the Algarve.

Services | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency

When | 2017

Client | Nozul Algarve S.A.



FARO LOFTS RESORT

Location | Faro, Portugal

Description | A project consisting of a development with 27,500 sq m of GBA, comprising 160 residential units, a hotel, commercial and F&B facilities.

Services | Development Consultancy

When | 2016

Client | Confidential



PRAIA GRANDE RESORT

Location | Algarve, Portugal

Description | A 1,500ha mixed-use resort with a total GBA of 180,000 sq m, comprising three hotels, retail, sports facilities and an 18-hole golf course.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2015

Client | Galilei SGPS

ROMANIA



CERTION MARKET INTELLIGENCE REPORT, ROMANIA

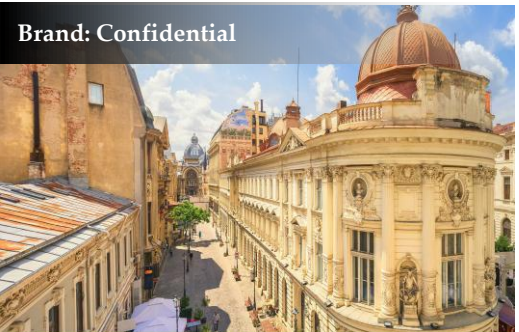
Location | Various Locations, Romania

Description | A market research report on rental management programs in the market, plus recommendations on implementation, as well as additional benefits and services.

Services | Market Intelligence, Rental Programme Analysis

When | 2022

Client | Certion Property Developers S.R.L.



Brand: Confidential

PROJECT HERASTRAU PARK

Location | Bucharest, Romania

Description | Development consultancy provided for a standalone branded residential scheme in Bucharest, comprising 35 units.

Services | Development Consultancy

When | 2020

Client | Confidential

RUSSIA



Brand: Confidential

MORSKOI FACAD

Location | St. Petersburg, Russia

Description | An 84ha site of reclaimed land attached to St. Petersburg with proposed mixed-use redevelopment of 1,500,000 sq m, consisting of residential accommodation, office space and hotel uses.

Services | Development Consultancy

When | 2008-2009

Client | PIK Severo-Zapad

SERBIA



Brand: St. Regis & W

BELGRADE WATERFRONT

Location | Belgrade, Serbia

Description | A market research report analysing local market trends, the purchase process in Belgrade and the branded residential offering which comprises 6,000 units (1,800,000+ sq m of GBA) including the St. Regis and W Residences (Belgrade Waterfront).

Services | Market Intelligence, Land Valuation

When | 2019

Client | Eagle Hills

SEYCHELLES



Brand: Viceroy

ANSE LA MOUCHE

Location | Mahe, Seychelles

Description | An 84ha beachfront site on the island of Mahé, including a 5* hotel, 71 branded residences, and 221 further residential units, in addition to associated retail, leisure, and F&B accommodation.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2019

Client | The Royal Group

SOUTH AFRICA



Brand: Mama Shelter

MAMA SHELTER

Location | Cape Town, South Africa

Description | A 0.45ha site in Cape Town with permission to develop residential, hotel and commercial uses, representing the first dedicated branded residential scheme in Sub-Saharan Africa.

Services | Development Consultancy, Sales & Marketing Advisory

When | 2023, 2024

Client | Kasada Capital



SIBAYA

Location | Durban, South Africa

Description | A project with a total land site of 752ha, of which 362ha is developable land; comprising 6,000 residential units, 186,000 sq m of commercial space and hotels with 955-keys total.

Services | Development Consultancy, Masterplan & Design Consultancy

When | 2011-2015

Client | Tongaat Hulett Developments

SPAIN



Brand: St Regis

ST REGIS THE RESIDENCES

Location | Casares, Spain

Description | The St. Regis Residences, Casares offers 46 standalone residences in the exclusive area of Finca Cortesin, Costa del Sol, with stunning Mediterranean views and luxury amenities.

Services | International Agency

When | 2024 – Ongoing

Client | 0



Brand: SLS

INFANTAS 40

Location | Madrid , Spain

Description | A site located in Madrid's oldest and most historical neighbourhood, now offering. 33 branded residences in the heart of Madrid with an extensive range of luxury amenities.

Services | Development Consultancy, Brand Introduction / Contract Negotiation

When | 2022, 2024 – Ongoing

Client | Persepolis Investments



Brand: Fairmont

FAIRMONT LA HACIENDA

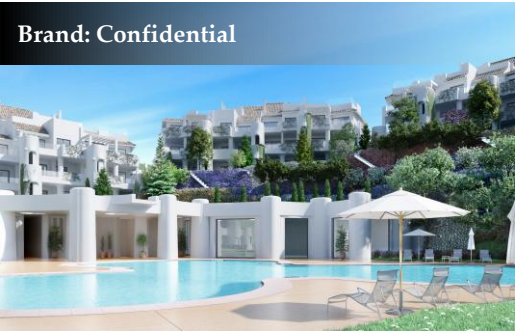
Location | Costa del Sol, Spain

Description | A project consisting of a Fairmont Hotel and 47 branded villa residences on a golf and sea-fronting plot. The instruction involved an assessment of local market developments and an understanding of rental management programmes.

Services | Development Consultancy, Masterplan & Design Consultancy, Market Intelligence, Sales & Marketing Advisory, International Agency

When | 2024

Client | Millenium Hotels Real Estate



Brand: Confidential

LA RESERVA DE ALCUZCUZ

Location | Costa del Sol, Spain

Description | A project undertaken for a 83 luxury branded hilltop apartment scheme, benefiting from prime views over the Costa del Sol coast and surrounding golf courses.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Brand Introduction / Contract Negotiation

When | 2019, 2023, 2024

Client | Kroniaco Management Ltd



CORRALEJO RESORT

Location | Fuerteventura, Spain
Description | Market research and development consultancy for branded residence connected to a proposed expansion of an existing hotel in Fuerteventura. The report provided advise in relation to the optimum number of units, pricing and sizing.
Services | Development Consultancy
When | 2024
Client | HIP-Hotel Investment Partners



PADILLA 32

Location | Madrid, Spain
Description | A conversion of a listed heritage building in Madrid's most expensive residential neighbourhood to provide luxury branded residences.
Services | Development Consultancy
When | 2023
Client | Persepolis Investments



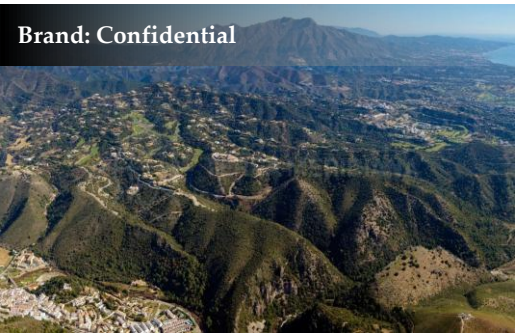
CALLAO SALVAJE

Location | Tenerife, Spain
Description | Development consultancy provided for a 2ha beach fronting site in Tenerife, providing recommendations on touristic and residential licensed units, branding and rental management programs.
Services | Development Consultancy
When | 2023
Client | Arum Group



LA LOMA, FINCA CORTESIN

Location | Costa del Sol, Spain
Description | Development consultancy provided with regard to c.50 residential units across the La Loma site within the larger Fina Cortesin resort.
Services | Development Consultancy
When | 2022
Client | RLH Properties



LA HACIENDA, BENAHAVIS

Location | Costa del Sol, Spain
Description | A project including a residential feasibility study, followed by involvement in an investment sale. The project consists of 400 units, with 171 apartments and 229 villas, over a 10 year sale period.
Services | Development Consultancy, Capital Markets
When | 2022
Client | Savills Madrid



SOTOGRADE RESORT

Location | Costa del Sol, Spain
Description | A 2,000ha+ golf resort with over 3,700 residential units, five golf courses, two hotels and extensive leisure, retail and commercial facilities.
Services | Development Consultancy, Market Intelligence, Sales & Marketing Advisory
When | 2009-2022
Client | Various



SAGASTA 27

Location | Madrid , Spain
Description | Services provided for a luxury branded residential development in central Madrid, proposing 24 luxury apartments with ancillary amenities.
Services | Development Consultancy, Brand Introduction / Contract Negotiation
When | 2022
Client | Persepolis Investments



FOUR SEASONS MARBELLA

Location | Marbella, Spain
Description | A project requiring analysis and validation of the current concept for a mixed-use development on a 33ha site. Recommendations included forecasted buyer profiles, residential unit types, mix, sizing, pricing, anticipated sales velocities.
Services | Development Consultancy
When | 2022
Client | Immobel



Brand: ME

ME SITGES

Location | Sitges, Spain

Description | A redevelopment project for an existing 213-key hotel on the beachfront, to include 40 branded residences alongside.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling)

When | 2022

Client | HIP-Hotel Investment Partners



RESIDENTIAL RESORT, FORMENTERA

Location | Formentera, Spain

Description | A small luxury development (34 units) located on Formentera island. Development consultancy was undertaken to determine the appropriate residential unit mix, sizing and pricing, amenity provision and service charges.

Services | Development Consultancy

When | 2021

Client | MedCapital



Brand: Fendi

EPIC MARBELLA

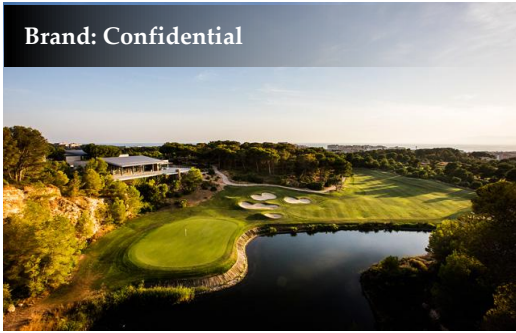
Location | Marbella, Spain

Description | EPIC Marbella is a unique development of 74 residences in Marbella, located in the heart of the famed Golden Mile.

Services | Development Consultancy

When | 2021

Client | Confidential



Brand: Confidential

LUMINE GOLF & BEACH CLUB

Location | Tarragona, Spain

Description | A golf resort with two 18-hole and one 9-hole golf courses and a number of ancillary hospitality venues. Savills provided a branded residential benchmarking study and market research piece for the hotel market across Spain and Portugal.

Services | Market Intelligence

When | 2021

Client | Confidential



Brand: W

EDIFICIO ESTEL (W BARCELONA)

Location | Barcelona, Spain

Description | Two former office towers within central Barcelona, to be redeveloped into 253 branded W residences, in addition to luxury facilities and amenities including a public club and rooftop swimming pool, spa, gym, yoga garden and concert hall.

Services | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory

When | 2019-2020

Client | Sunrich Limited



DIAGONAL ZERO

Location | Barcelona, Spain

Description | A high-rise residential scheme which is a reconversion from office use, providing new high-end retail and F&B provision.

Services | Development Consultancy, Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency

When | 2015-2019

Client | Grove International Advisors LLC



FINCA CORTESIN

Location | Malaga, Spain

Description | A development of 32 villas comprised 4-bed to 6-bed typologies with private pools, situated on the same site as the 5* Finca Cortesin hotel and spa.

Services | Sales & Marketing Advisory

When | 2019

Client | Single Home



Brand: W

W MARBELLA

Location | Marbella, Spain

Description | Development consultancy provided for a mixed-use branded resort comprising a hotel, residential elements, a beach club and other facilities.

Services | Development Consultancy

When | 2017-2019

Client | Confidential/ Platinum Estates

Brand: Confidential



SANTA MARIA POLO CLUB

Location | Sotogrande, Spain

Description | A project with a total 19,200 sq m of GBA, including a luxury branded hotel, 200 villas and apartments set within the Santa Maria Polo Club.

Services | Development Consultancy

When | 2017, 2019

Client | Cedar Capital & Round Hill Capital

Brand: Mandarin Oriental



MANDARIN ORIENTAL BARCELONA

Location | Barcelona, Spain

Description | Former Deutsche Bank office tower converted into luxury branded residential apartments, leisure facilities, and ground floor retail. 34 of the units are the world's first standalone Mandarin Oriental Residences.

Services | Development Consultancy, Sales & Marketing Advisory, International Agency

When | 2015-2016

Client | KKH

ANTARES

Location | Barcelona, Spain

Description | A 30-storey masterpiece, and currently the tallest residential tower in Barcelona.

Services | Sales & Marketing Advisory

When | 2018

Client | Shaftesbury RE Diagonal 0



Brand: Mandarin Oriental



MANDARIN ORIENTAL MARBELLA

Location | Marbella, Spain

Description | A development consultancy project with a total of 20,000 sq m of GBA, to include 60 branded Mandarin Oriental villas and a hotel.

Services | Development Consultancy

When | 2017

Client | Confidential

Brand: Confidential



PROJECT RIO REAL

Location | Marbella, Spain

Description | A project for a mixed-use branded resort comprising a hotel, residential units and auxiliary facilities.

Services | Development Consultancy

When | 2016-2017

Client | Confidential

ES POUET

Location | Ibiza, Spain

Description | Savills provided advice supported by research to determine the suitability of 3-bed and 4-bed typologies within the luxury scheme located in the Talamanca area of Ibiza.

Services | Development Consultancy, Market Intelligence

When | 2016

Client | RBI SLU



MARKET INTELLIGENCE REPORT, MADRID & BARCELONA

Location | Madrid & Barcelona, Spain

Description | A market research report analysing the residential market in Madrid, Spain. The report also benchmarked other prime cities in Spain and internationally.

Services | Market Intelligence

When | 2016

Client | Europa Capital



PROJECT DREAMLAND

Location | Ibiza & Mallorca, Spain

Description | Market research and feasibility study conducted as pre acquisition due- diligence for a portfolio of loans secured on property assets located in the Balearics.

Services | Development Consultancy, Market Intelligence

When | 2015

Client | Confidential





BANYAN TREE COSTA DEL SOL
Location | Costa del Sol, Spain
Description | A hotel and branded residences project comprising 127 units and a 180-key hotel with restaurants, spa and MICE facilities.
Services | Development Consultancy, Masterplan & Design Consultancy, Retained Consultancy Services
When | 2010-2014
Client | Bahia Fenicia Residencial SL



LA MANGA CLUB
Location | Los Belones, Spain
Description | A residential and golf resort comprising 2,300 residential units, three golf courses, a 220-key hotel, leisure, retail and commercial facilities.
Services | Development Consultancy, Sales & Marketing Advisory
When | 2005
Client | Confidential

SWITZERLAND



BRANDED RESIDENTIAL SCHEME, ZERMATT
Location | Zermatt, Switzerland
Description | Recommendations provided for a luxury branded ski residences in Zermatt, regarding pricing and payment structures in comparison to other luxury ski developments across the Alps.
Services | Development Consultancy
When | 2021
Client | Confidential



HARD ROCK DAVOS
Location | Davos, Switzerland
Description | A project consisting of a 94-key 4* Hard Rock hotel with 28 branded residential units, located in the heart of Davos, within the Swiss Alps.
Services | Development Consultancy
When | 2019
Client | VIY Management



MARKET INTELLIGENCE REPORT, BANGKOK
Location | Bangkok, Thailand
Description | A market research report providing an overview of the existing luxury branded and non-branded residential market in Bangkok.
Services | Market Intelligence
When | 2024
Client | Accor

THE BAHAMAS



BRAND CONTRACT NEGOTIATION, THE BAHAMAS
Location | South of Abaco, The Bahamas
Description | Contract negotiations for 100 residences located on a large-scale marina development.
Services | Brand Introduction / Contract Negotiation
When | 2024 – Ongoing
Client | Confidential

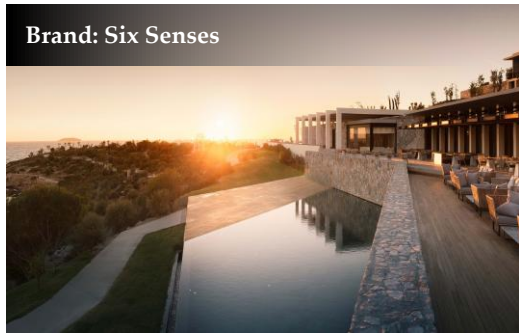


MELIA SITE BAHAMAR
Location | Nassau, The Bahamas
Description | A redevelopment project for a c.6.5ha beachfront land plot. The exiting hotel is a 600-key hospitality hub with no residential accommodation.
Services | Development Consultancy, Market Intelligence
When | 2022
Client | CTF

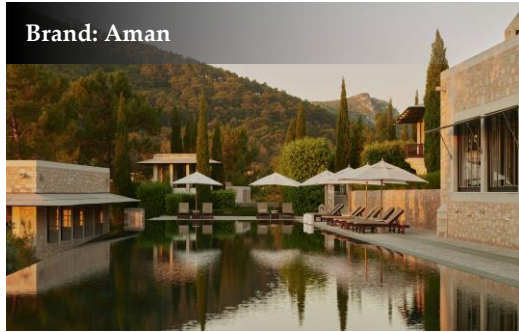
TURKEY



EXCLUSIVE KAPLANKAYA
Location | Bodrum, Turkey
Description | Brand search and negotiation for a development comprising of 66 luxury villas in Kaplankaya.
Services | Brand Introduction / Contract Negotiation
When | 2024
Client | Exclusive Yapı A.Ş.



SIX SENSES KAPLANKAYA
Location | Bodrum, Turkey
Description | A project consisting of Six Senses branded residential units and associated retail accommodation within a prime 119ha beachfront site on the Bodrum coastline.
Services | Development Consultancy, Masterplan & Design Consultancy, Brand Introduction / Contract Negotiation, Sales & Marketing Advisory
When | 2018-2022
Client | Confidential



AMANRUYA BODRUM
Location | Bodrum, Turkey
Description | Development consultancy and capital markets support provided for a site measuring 7.85ha, with a total GFA of 12,420 sq m, to develop branded residences.
Services | Development Consultancy, Capital Markets
When | 2019, 2022
Client | BLG Capital



MANDARIN ORIENTAL BODRUM
Location | Bodrum, Turkey
Description | A project consisting of the Mandarin Oriental hotel and branded residences comprising 98 villas and 116 apartments alongside the hotel and spa.
Services | Sales & Marketing Advisory
When | 2013-2014
Client | Astas

TURKS AND CAICOS



BRANDED RESIDENTIAL RESORT, TURKS AND CAICOS
Location | Turks and Caicos Islands
Description | A residential and hotel market feasibility study to establish the potential market positioning of a proposed resort.
Services | Development Consultancy
When | 2024-2025
Client | Confidential



BRANDED RESIDENTIAL RESORT, WEST CAICOS
Location | West Caicos Island, Turks and Caicos
Description | A project consisting of 100 residences, as well as 25 townhouses and 40 mansions in a luxury mixed-use Caribbean resort.
Services | Development Consultancy
When | 2022
Client | Apex Development



BRANDED RESIDENTIAL SCHEME, TURKS AND CAICOS
Location | Turks and Caicos Islands
Description | Market research & development consultancy provided relating to the proposed luxury branded residences in Turks and Caicos.
Services | Development Consultancy
When | 2025
Client | Confidential

UNITED ARAB EMIRATES



BRAND/OPERATOR SEARCH, DUBAI
Location | Abu Dhabi, United Arab Emirates
Description | Contract negotiation between the client and operators, for the development of branded residences in a prime location in Abu Dhabi.
Services | Brand Introduction / Contract Negotiation
When | 2024 – Ongoing
Client | Confidential



ACCOR MARKET INTELLIGENCE REPORT, DUBAI
Location | Dubai, United Arab Emirates
Description | A market intelligence report analysing the luxury and branded residential market in Dubai, UAE, detailing local market dynamics, benchmarking of appropriate luxury projects, and conclusions and recommendations for potential opportunities.
Services | Market Intelligence
When | 2022
Client | Accor

UNITED KINGDOM

Brand: Confidential



BRANDED RESIDENTIAL ESTATE, HAMPSHIRE

Location | Basingstoke, United Kingdom

Description | A report providing market research and development advice in relation to the redevelopment of private estate into an ultra-luxury hotel and residences.

Services | Development Consultancy

When | 2024

Client | Confidential

Brand: Confidential



BRANDED RESIDENTIAL SCHEME, KNIGHTSBRIDGE

Location | Knightsbridge, United Kingdom

Description | Market research and development consultancy on behalf of an ultra-luxury hotel brand who are looking to develop a co-located scheme of branded residences with an existing hotel.

Services | Development Consultancy

When | 2024

Client | Confidential

Brand: Confidential



MAYFAIR CLUB

Location | London, United Kingdom

Description | Provision of a high-level assessment of the viability of branded residences within a potential development in Mayfair, in order to inform on decision-making regarding the optimal use class of the asset.

Services | Development Consultancy

When | 2024

Client | Cedar Capital

Brand: Confidential



CANADA WATER

Location | London, United Kingdom

Description | Benchmarking and market research report for the regeneration of a 53 acre mixed use masterplan to include a number of branded residences.

Services | Development Consultancy

When | 2024

Client | British Land

Brand: W



W MANCHESTER

Location | Manchester, United Kingdom

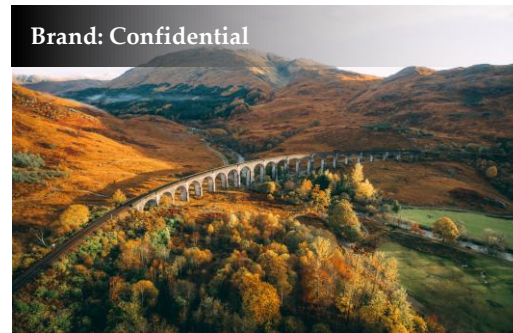
Description | Brand Premium analysis undertaken to assist the valuation of a branded residential tower, assessing the values achievable above the market ceiling.

Services | Brand Premium Studies, Valuation Assistance

When | 2023-2024

Client | Relentless Developments

Brand: Confidential



INVERCAULD ARMS

Location | Scottish Highlands, United Kingdom

Description | A feasibility study conducted for the development of branded residences on a site in the highlands. The report looked to optimise the product to meet the requirements of the existing planning framework.

Services | Development Consultancy

When | 2024

Client | Artfarm

Brand: Confidential



LONDON GOLF CLUB

Location | London, United Kingdom

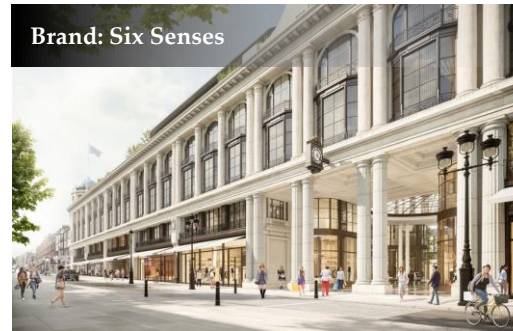
Description | A 283ha site comprising two golf courses, with proposed development of a 220-key hotel and 100 standalone residences.

Services | Financial Appraisal (Viability & Modelling), Market Intelligence

When | 2023

Client | Morningstar Hospitality

Brand: Six Senses



SIX SENSES WHITELEYS

Location | London, United Kingdom

Description | A project consisting of a 110-key hotel with c.100 branded residential units, restaurants, spa, Equinox fitness club and other associated facilities.

Services | Operational Advisory

When | 2021-2022

Client | Finchatton



Brand: Fairmont

FAIRMONT ST ANDREWS

Location | St Andrews, United Kingdom

Description | A project comprising a 211-key Fairmont hotel with 78 residential units and a championship golf course.

Services | Development Consultancy, Masterplan Validation & Opportunity Review

When | 2022

Client | St Andrews Bay Development Company



Brand: Mandarin Oriental

MANDARIN ORIENTAL BRAND PREMIUM STUDY

Location | London, United Kingdom

Description | A study and analysis of a group of projects in London to assess associated brand premiums.

Services | Brand Premium Studies

When | 2019

Client | Mandarin Oriental Hotel Group



Brand: Four Seasons

20 GROSVENOR SQUARE, FOUR SEASONS RESIDENCES

Location | London, United Kingdom

Description | A project consisting of standalone branded residences, including 37 apartments ranging from 1-bed to 6-bed typologies, alongside reception, library, lounge, spa, parking and other facilities.

Services | International Agency

When | 2017

Client | Confidential



Brand: Corinthia

THE CORINTHIA

Location | London, United Kingdom

Description | A project consisting of a 294-key hotel, 12 branded residential units with associated restaurants, bar, spa, swimming pool and other facilities.

Services | International Agency

When | 2015

Client | Confidential

UNITED STATES OF AMERICA



Brand: Confidential

LUXURY BRAND SEARCH, CHICAGO

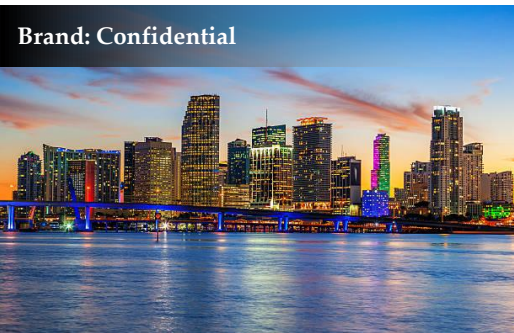
Location | Chicago , USA

Description | Brand search and negotiations in relation to a residential tower development in Chicago.

Services | Brand Introduction / Contract Negotiation

When | 2024 – Ongoing

Client | Confidential



Brand: Confidential

BRANDED RESIDENTIAL TOWER, MIAMI

Location | Miami , USA

Description | Market research and development consultancy for ultra-luxury mixed-use tower development in Miami. The development looks to provide 31 units within a high-profile district of Miami.

Services | Development Consultancy

When | 2024

Client | Confidential



Brand: Maybourne Hotels

ONE WALL STREET

Location | New York, USA

Description | A development consisting of 566 residential apartments with 30 branded residences located on floors 40+ at One Wall Street.

Services | Development Consultancy

When | 2022

Client | Dilmon Services (UK) Ltd

VIETNAM



THE OCEAN VILLAS

Location | Danang, Vietnam

Description | A project comprising 110 luxury villas, set on a 21ha site with an award-winning Greg Norman Golf course.

Services | Development Consultancy, Financial Appraisal (Viability & Modelling), Masterplan & Design Consultancy, Sales & Marketing Advisory, International Agency

When | 2012

Client | Vina Capital

GLOBAL



ACCOR MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

Location | Global: Middle East and Africa

Description | Market intelligence report on behalf of Accor reviewing the brands global presence and market share.

Services | Market Intelligence

When | 2024

Client | Accor



ACCOR BRAND PREMIUM STUDY

Location | Global: Australia, London, UAE, USA

Description | Report to establish the brand premium achieved at a number of branded residential developments across the globe, in addition to research on the drivers of value premiums and areas of priority for future developments.

Services | Brand Premium Studies

When | 2024

Client | Accor



HYATT MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

Location | Various Locations, Global

Description | Comprehensive evaluation of Hyatt's global branded residential projects, focusing on amenities, services, product programming, and support from technical, marketing, and operations teams.

Services | Market Intelligence

When | 2023

Client | Hyatt Hotels



KERZNER MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

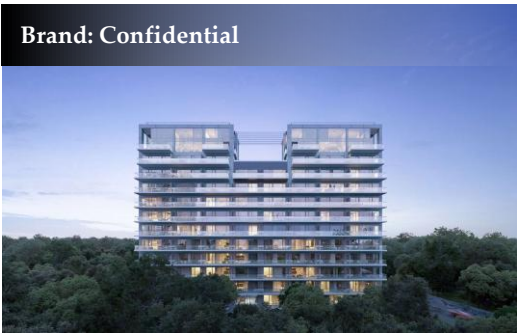
Location | Various Locations, Global

Description | A market intelligence report covering global presence, typical commercial structure, competitors, typical value proposition, etc. In addition, two global brand premium studies for ultra luxury & luxury segments, and upper-upscale & upscale segments.

Services | Brand Premium Studies, Market Intelligence

When | 2022-2023

Client | Kerzner International



CERTION BRANDED RESIDENTIAL ADVISORY

Location | Various Locations, Global

Description | Savills provided operational advisory services and a review of the company's rental management programs and their suitability for branded residential use.

Services | Operational Advisory

When | 2022

Client | Certion Property Developers S.R.L.



RALPH LAUREN BRANDED RESIDENTIAL ADVISORY

Location | Various Locations, Global

Description | Provided strategic branded residential development advisory to identify global buyer pools and target geographies.

Services | Operational Advisory

When | 2022

Client | Ralph Lauren



RUBY HOTELS MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

Location | Various Locations, Global

Description | An intelligence report undertaken to outline the branded residential sector and its typical operation across multiple locations worldwide.

Services | Market Intelligence

When | 2022

Client | Ruby Hotels



FOUR SEASONS MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

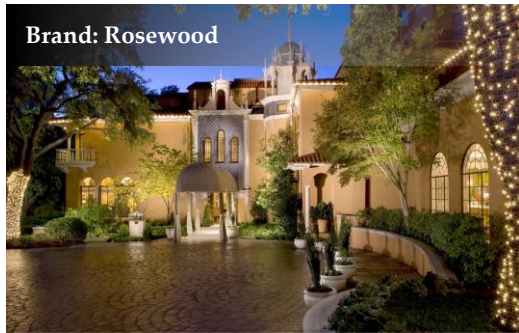
Location | Global: Paris, Milan, and Rome

Description | A market intelligence report analysing market trends in Rome, Milan and Paris for a potential Four Seasons development. The key legal and planning constraints were considered, plus HNW neighbourhoods, pricing, transactional volumes and buyer profiles.

Services | Market Intelligence

When | 2022

Client | Four Seasons



Brand: Rosewood

ROSEWOOD MARKET INTELLIGENCE REPORT, VARIOUS LOCATIONS

Location | Global: São Paulo, Dubai, Tokyo, New York, Montenegro

Description | Multiple market intelligence reports focussing on both the respective local market, as well as branded schemes in each location. In addition, transactional volumes, pricing and buyer profiles, as well as branded residential pipelines were assessed.

Services | Market Intelligence

When | 2022

Client | Rosewood Hotels



Brand: Marriott International

MARRIOTT BRAND PREMIUM STUDY

Location | Various Locations, Global

Description | A report to establish the pricing premium achieved within Marriott International branded residential developments over non-branded competitive supply, across multiple Global markets.

Services | Brand Premium Studies

When | 2018-2021

Client | Marriott International



Brand: Four Seasons

FOUR SEASONS, PROJECT GEORGETOWN

Location | Global: London, Paris, Singapore, Sydney, Dubai

Description | A global research piece on branded and non-branded premium developments in selected cities around the world.

Services | Market Intelligence

When | 2021

Client | Georgetown 29K Acquisition, LLC



Brand: Confidential

PROJECT ESTATING

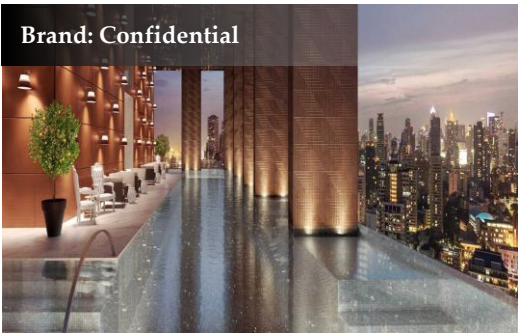
Location | Global: USA, London, Istanbul, Dubai, Thailand, Manila

Description | A market intelligence report focusing on the global branded residential sector.

Services | Market Intelligence

When | 2021

Client | Estating



Brand: Confidential

PROJECT BRANDS ID

Location | Various Locations, Global

Description | A non-hotelier branded market intelligence report analysing achievable premiums in a selection of destinations located across the world.

Services | Market Intelligence

When | 2020

Client | Brands ID Capital



DISCOVERY LAND MARKET INTELLIGENCE, EUROPE

Location | Europe, Global

Description | A research report was produced to provide an overview of prime European residential markets and key resorts across the Mediterranean. The report included the provision of detailed case studies on prime resorts in the Mediterranean.

Services | Market Intelligence

When | 2019

Client | Discovery Land



Brand: Hyatt

HYATT BRAND PREMIUM STUDY

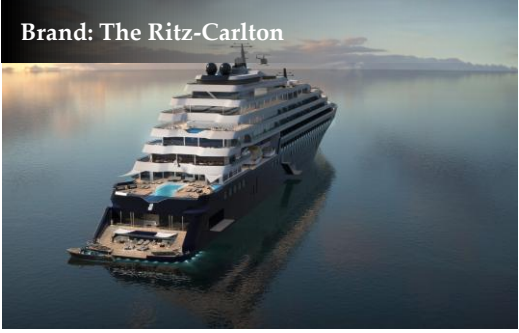
Location | Various Locations, Global

Description | A report to analyse the pricing premium achieved across three selected Hyatt projects, over non-branded competitive supply, across multiple APAC and the Americas.

Services | Brand Premium Studies

When | 2019

Client | Hyatt Hotels



Brand: The Ritz-Carlton

THE RITZ-CARLTON YACHT COLLECTION

Location | Global

Description | A project on behalf of The Ritz-Carlton Yacht Collection for the potential branding of 120 residences in addition to a range of luxury facilities, F&B offerings and services.

Services | Development Consultancy, International Residential Market Study, Study of Residential Vessel Market

When | 2019

Client | The Ritz-Carlton Yacht Collection



DOLPHIN CAPITAL PORTFOLIO

Location| Various Locations, Global: Greece & Other European Locations

Description| A 7-asset portfolio comprising of a trading 5*hotel and development sites suitable for mixed-use resort developments.

Services| Capital Markets, Professional Advisory and Strategic Consultancy

When| 2015-2016

Client| Dolphin Capital Investors



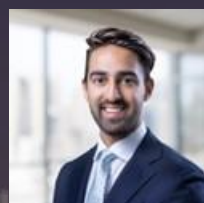
The Team



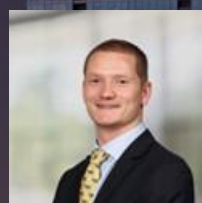
Consultancy



Louis Keighley
MRICS
Director



Jacques Sharam
Associate Director



William Hudson
MRICS
Associate



Rosie Tucker
MRICS
Surveyor



Jasmine Hopkins
MRICS
Surveyor



Olivia Weston
PA / Team Assistant

Sales & Marketing



Andrew Hawkins
Director



Niki Riley
PR Director



Henry Collins
Associate Director



Hud Anwar
Associate



Maria Santurio
Corrales, Sales
Negotiator



Adrienne Li
Senior Marketing
Manager



Joanna Baker
Marketing Manager



Ilze Barnes
PA / Team Assistant

“The Global Resident Development team at Savills has been a great assistance to our firm based in Hong Kong, as we explore the world of branded residences, particularly by undertaking feasibility studies and quantifying our research. This has helped us understand the opportunities, challenges, and risks to develop branded residences. Communication with the team has been smooth and quick, allowing the process to be easy and enjoyable. Thank you, Savills.”

Mark Henderson, Managing Director, Great Century

“The Global Residential Development team of Savills 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.”

Alexandros Moulas, Senior Commercial Director, Lamda Development

“Savills The Global Resident Development team continue to provide clear and informed market intelligence, both in respect of specific mandated project research and analysis, and in their overview of the branded residential sector. The team is well resourced with excellent experience and have always worked in a highly collaborative manner.”

James Price, Vice President, Residential, Four Seasons

“Savills GRD have provided key market intelligence that has helped Rosewood, and our various development partners, plan strategically for our branded residential projects and greater portfolio”

Brand Berry, Vice President, Global Residential Development, Rosewood

“The quality of Savills reports is excellent and very thorough. They have a deep knowledge base globally and in my opinion are one of the best advisory firms for residential development, in particular on the matter of branded residences.”

Dana Jacobsohn, Chief Development Officer, Marriott International

Contact Details, Social Media & Other Publications



[Website](#)



[LinkedIn](#)



Image: The Alila Villas Uluwatu, Bali