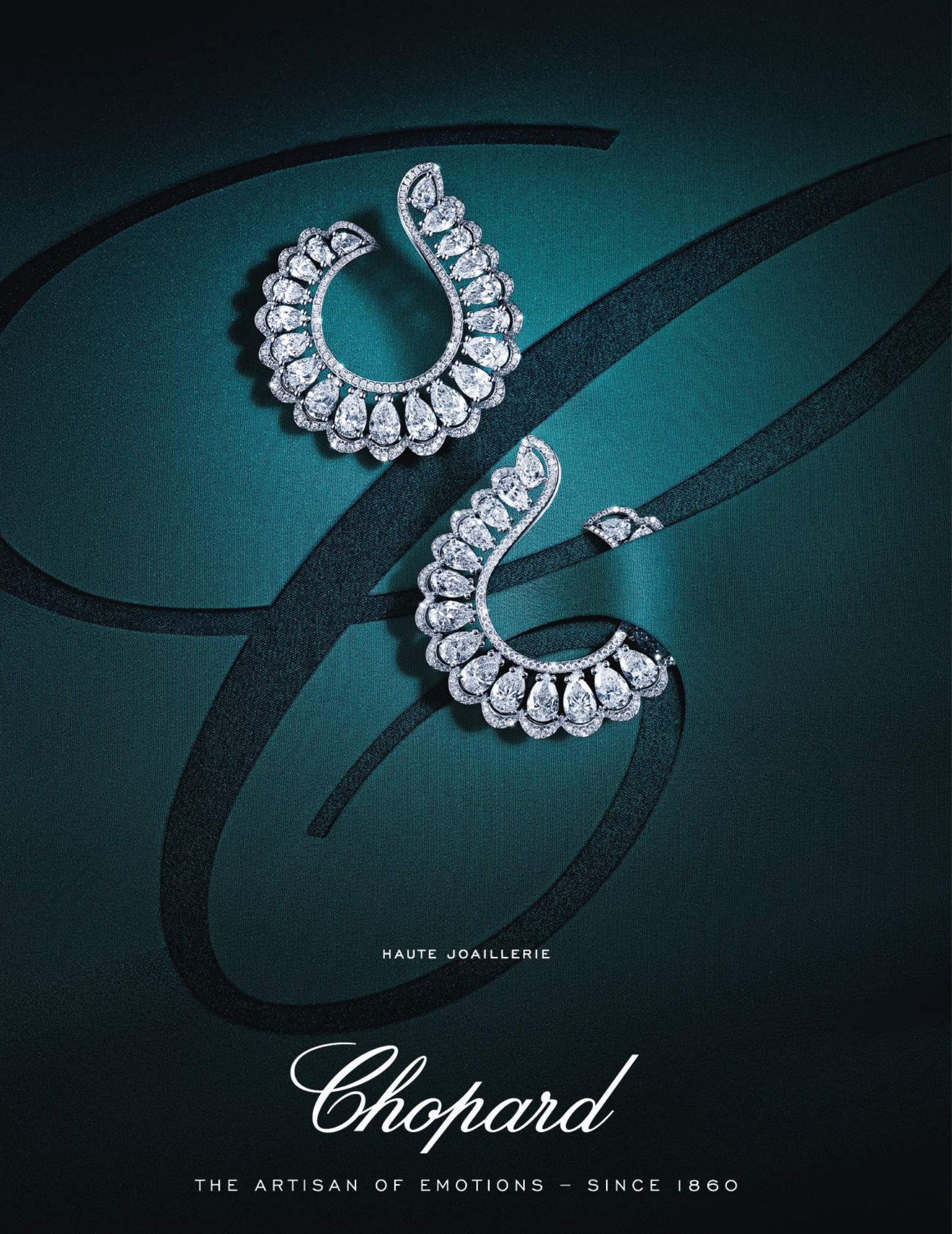


INTERNATIONAL  
VIEW

THE  
FINEST  
PROPERTIES  
FROM  
AROUND  
THE WORLD





HAUTE JOAILLERIE

Chopard

THE ARTISAN OF EMOTIONS – SINCE 1860

Connecting people and property, perfectly



WELCOME TO INTERNATIONAL VIEW 2019

The world is at a fascinating crossroads. Brexit, world trade tensions, geopolitical stress, rising nationalism and the demise of quantitative easing are severely challenging the world's economies and markets, yet demand for global prime property remains buoyant. Despite the general switch from wealth creation to preservation, our year-on-year enquiries are up 28% and our Global Prime teams have achieved market-leading sales in New York, London, Paris, Italy, Dubai, Singapore and Sydney.

This edition of International View showcases some of the best properties for sale via our network of 523 offices across 60 territories. Among this year's selection, my personal favourites include a penthouse in New York (p.61), a villa in Mustique (p.66) and a wonderful 16th century palazzo in Venice (p.86). And that's before considering New Zealand, where we have just established an association with the country's top residential agency, Bayleys.

Within the editorial pages presenting the lifestyle considerations of the world's prime property owners, this edition explores topics including branded residencies (a number of which are currently on the market with Knight Frank), Chinese influencers, and diamonds (I was surprised to learn that the last one may be unearthed in only 60 years' time). Despite the uncertainty surrounding the world's economies and markets, there is reason to be confident. The recently launched Knight Frank Wealth Report 2019 highlighted London as both the city of choice for HNWs and the location with the greatest concentration of HNWs. Over the coming year, global wealth is set to grow by a significant 22% and, as part of their global aspirations, one in four global HNWs are considering the purchase of a second passport.

For more than 120 years, Knight Frank has guided clients through many difficult periods. Supported by improved technology and a collaborative network, our market-leading professionals offer you access to the best product, and most importantly, a personal and highly professional service that puts you at the forefront of the world's key markets.

Please be assured, Knight Frank is always here for you.

I very much hope you enjoy reading this year's International View.

Lord Andrew Hay  
Global Head of Residential

Photography: Jooney Woodward



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PADDY DRING, GLOBAL HEAD OF PRIME SALES

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DIAMOND EARRINGS, 10 CARATS

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F A R E S







*Eco-activist artist Anne de Carbuccia:*  
**‘I’M SEEING A HUGE ACCELERATION OF CHANGE’**

**This French-American documents man-made environmental issues and her passion, knowledge and haunting photographs evoke a powerful call to action**

While de Carbuccia was studying at New York’s Columbia University she became interested in human beings as a geological force in the Anthropocene era. On an expedition to Antarctica she established the Time Shrine Foundation, a non-profit organisation that illustrates human-caused threats to the planet and supports people working to protect animals and environments. The goal of de Carbuccia’s artistic project, One Planet One Future, is to inspire people to change their habits.

‘Communicating through beauty and art, rather than with difficult images, is more effective to finding the keys to people’s hearts,’ she says. ‘I’m seeing a huge acceleration of change. We only have up to 10 years to reset or there will be nothing left except devastation.’

De Carbuccia’s art has been exhibited in numerous museums and public institutions, and is part of several private collections. She has a forthcoming exhibition in Palazzo Larderel from 11 to 23 June, as part of the Pitti Immagine Uomo fair in Florence. The 50-year-old is also coordinating a week of activities at One Planet One Future’s New York gallery, leading up to World Ocean Day on 8 June.

On top of all this, the mother-of-three has written and directed *One Ocean*, an 11-minute film about climate change that premiered at the Venice International Film Festival last September. Now she’s working with young activists on a feature-length film. ‘There’s a new generation of leaders who will make a big difference. I’m hoping the film will be ready in two years.’ For more details, visit [annedecarbuccia.com](http://annedecarbuccia.com) and make a donation at [oneplanetonefuture.org](http://oneplanetonefuture.org) to help it continue its work with schools and local communities to secure the future of the planet. Visit One Planet One Future Gallery, 461 West Street, New York. For artwork enquiries, email [art@oneplanetonefuture.org](mailto:art@oneplanetonefuture.org)



*Architect Charu Gandhi:*  
**‘MANY OF OUR CLIENTS ARE GLOBAL NOMADS’**

**The founder of luxury design studio Elicyon talks about finding inspiration around the world**

It has been a busy time for interior-design studio Elicyon. Alongside projects for some of the world’s wealthiest individuals, renowned developers and well-known faces, the studio recently celebrated its fifth anniversary and moved to Kensington Village.

Led by architect Charu Gandhi, 39, Elicyon is a cultural melting pot. A number of nationalities make up the 20-strong team, and its client base spreads from New York to Mumbai and Kuwait. Current projects include an apartment in London’s One Hyde Park, a Dubai penthouse and a boutique hotel in Sri Lanka.

Such a global portfolio involves frequent plane journeys and lengthy trips away, but London-based Gandhi attributes much of her design flair and vision to these world travels. ‘I often unexpectedly find inspiration in other countries,’ she says. ‘Something as simple as an exotic fabric or pattern, or the unusual way a building uses light and space, will strike me and go on to form an element of a project I’m working on.’ On the rare occasions that Gandhi isn’t thinking about her work, she enjoys reading, sketching and going to the theatre.

Whether it’s a townhouse or a development in Shanghai, there’s one thing at the heart of every home Elicyon designs: a story. ‘Each interior has to tell a story particular to that property and its owner,’ Gandhi says. ‘We’re all an accumulation of our experiences, and many of our clients are global nomads which makes our work especially interesting. Elicyon spends time really getting to know clients before marrying our findings with the quirks of individual spaces to create truly unique homes.’

The studio’s new home in Kensington Village marks an important milestone for Elicyon, which no doubt has plenty more anniversaries ahead. ‘It’s a really exciting time for us,’ says Gandhi. ‘We welcome anyone who loves interior design to pop into our new space for a unique snapshot of what we do.’ Visit [elicyon.com](http://elicyon.com) to find out more.



From top: Anne de Carbuccia creating one of her Time Shrine images. With an endangered clouded leopard in Thailand. Below: former servicemen featured in *Art in the Aftermath*. Opposite, from left: Elicyon founder Charu Gandhi. An apartment interior designed by Elicyon



**STYLED FOR SUCCESS**

English designer Emma Willis MBE has been awarded the Points of Light Award by the Prime Minister for her support to veterans. Ten years ago, Willis – who makes luxury bespoke shirts – founded Style for Soldiers, a charity that provides smart clothing to injured service personnel, giving them the confidence to attend job interviews and reconnect with the world.

‘It is a great privilege to be able to offer support to our young injured veterans, who serve their country with selfless dedication and sacrifice so much,’ said Willis. Style for Soldiers is hosting its second ‘Art in the Aftermath’ exhibition in July at Sheffield’s Invictus Games Trials. To find out more or make a donation, visit [styleforsoldiers.com](http://styleforsoldiers.com). To browse Emma Willis’ shirts and accessories, visit [emmawillis.com](http://emmawillis.com).



**Muraka at Conrad Maldives**

Set 16.4 feet below sea level, this one-of-a-kind villa takes ocean views to the next level. An all-glass, two-tier hotel room creates a breathtaking sanctuary where guests can marvel at ocean views and tropical sea life – whilst catered to by a round-the-clock butler and chef. Open now. [conradmaldives.com](http://conradmaldives.com).



**The Westbund Hotel Shanghai**

Perched high in the vibrant West Bund district, the Westbund’s 219 rooms and suites have Chinese art-inspired interiors. Featuring four distinctive restaurants, the hotel will make a welcome addition to an area renowned for its art and culture. Opening summer 2019. [roccofortehotels.com](http://roccofortehotels.com).



Clockwise from right: Atelier pieces from the exhibition 'Dior: Designer of Dreams', Princess Margaret celebrating her 21st birthday in Dior in 1951, Jane Stoddart in her Dior wedding dress in 1953. The designer alongside the model Sylvie in 1948



## J'ADORE DIOR

With the V&A extending its run of *Christian Dior: Designer of Dreams* until 1 September, there's even more time to enjoy the spectacle

As a 21-year-old fresh from rural Normandy, Dior fell in love with Britain – from the architecture and fashion to culture and cuisine – on his first visit. This exhibition is a reconfiguration of the 2017 Paris show at the Musée des Arts Decoratifs and the largest Dior show ever presented in the UK.

There are more than 500 designs on display, from couture to vintage perfume and Dior's personal possessions. Highlights include Princess Margaret's 21st birthday gown, a sequin-encrusted one worn by Margot Fonteyn and the liquid-gold dresses worn by actress Charlize Theron in the *J'adore* adverts. The experience is an unabashed celebration of Dior's glamour and the artistic directors who succeeded him.

One particular piece even has a connection to Knight Frank: the wedding dress of Jane Stoddart – mother-in-law to Bella Tellwright, head of Knight Frank's Esher office. 'I was asked if I'd like to wear the dress after it had been shown on the catwalk at the Dior fashion show at Blenheim Palace in 1953,' recalls Stoddart. 'Luckily, it fitted. It's wonderful to see the dress back on display and enjoyed by so many people.'

Tickets available at [vam.ac.uk/exhibitions/dior-designer-of-dreams](http://vam.ac.uk/exhibitions/dior-designer-of-dreams).

## HOTSPOTS



### AMARA Cyprus

Derived from *amarantos*, the ancient Greek word for 'everlasting', the island's newest ultra-luxe hotel is sure to be unforgettable. Overlooking a bay of golden sand and turquoise waters, its 207 rooms enjoy panoramic sea views and the highest standards of comfort. Opening May 2019. [amarahotel.com](http://amarahotel.com).



### AUDEMARS PIGUET HÔTEL DES HORLOGERS Switzerland

Ski lovers, behold your latest adventure. Guests at this scenic Vallée de Joux hotel can literally ski off the rooftop via five zigzagging slopes. It's expertly designed by Danish practice Bjarke Ingels Group for Swiss watchmaker Audemars Piguet. Opening 2020. [audemarspiguet.com](http://audemarspiguet.com).



Interview: Beatrice Aldin. Photography: Andy Sewell

Managing director Abhishek Lodha:

## 'MUMBAI IS A HAPPY CITY WITH A GREAT WORK CULTURE'

Lodha praises his home town, and reveals the attention to detail that went into Lodha UK's new London residences

Synonymous with landmark developments, this family business, which was established almost 40 years ago by Mangal Prabhat Lodha, has grown to become India's leading real estate developer, now under the leadership of his 39-year-old son Abhishek. This year the UK arm of the company launches two of London's most exciting luxury residential opportunities: No 1 Grosvenor Square, opening at the end of 2019; and Lincoln Square. Lodha, who was in London to view their progress and start developing a new site near Holland Park, took time out of his busy schedule to share some insights into his home life with his wife Vinti and their three children, his values, and what it's like to work with some of the world's greatest designers...

### WHAT WAS YOUR JOURNEY INTO THE FAMILY BUSINESS?

'I started working as a strategy consultant for McKinsey & Company in Atlanta, Georgia after completing my master's degree in the US. When I was 24 I moved back to Mumbai. We were a small company and we've had a journey of growing from 40 to over 4,000 people.'



From left: Lodha Group managing director Abhishek Lodha. The company's new development at No 1 Grosvenor Square in London

**WHY HAS THERE BEEN SUCH AN EXPANSION?** 'Lodha Group is based in Mumbai, the commercial capital of the country. We delivered on this opportunity by creating world-class office and retail spaces. In the early 2000s we started building houses, and over time expanded our portfolio. We're also developing entire towns or small cities such as Palava City in Mumbai. This is the largest private development in the world and will be home to two million people. And last but not least, we also expanded with Lodha UK.'

**WHAT ARE THE UNIQUE QUALITIES OF MUMBAI?** 'It's an amazing city, very dense with 22 million people in 500 sq km. It's a happy city with a great work culture. There is a humanity that makes Mumbai special. My favourite area of the city is by the port with its quaint buildings, some in an art deco style.'

**HOW DO YOU FIND WORKING WITH DESIGNERS SUCH AS PHILIPPE STARCK AND PATRICIA URQUIOLA?** 'To me, design and architecture are among the purest forms of art and I find it fascinating to work with these masters, learn their trade and see how they turn their concepts into reality. I am very involved, not only in getting them to work with us but also ensuring that we are able to deliver on their vision.'

**WHAT IS YOUR VISION FOR NO 1 GROSVENOR SQUARE AND LINCOLN SQUARE?** 'No 1 Grosvenor Square will offer a unique lifestyle because we put in a lot of passion and attention to detail. It will have our highly trained concierge service, Saint Amand. It was formerly the US embassy, and when Joseph P Kennedy was ambassador he built a replica of the Oval Office to encourage his sons to run for president. We have put the same attention to detail into Lincoln Square.'

**WHERE DO YOU GO IN LONDON?** 'Michelin-starred Kai Mayfair, off Grosvenor Square, is a great place to entertain. Near Lincoln Square is Rosewood, a hotel that has two amazing restaurants. I like visiting the Royal Academy, which is close to our offices, and Christie's and Sotheby's. The independent galleries in that area also offer interesting experiences.'

**WHICH TRAITS DO YOU VALUE MOST?** 'Integrity, intellect, hard work and the ability to be humble and laugh at yourself. This is what I look for in my friends and those I work with.'

### WHAT DRIVES YOU THROUGH CHALLENGING TIMES?

'Great question. I am very close to my parents, wife and children, who are the greatest source of inspiration and they make me want to deliver and do better.'



# Connoisseur

From diamond watches to brass telescopes, here's our hand-picked selection of the finer things in life. For more on collectible treasures, don't miss the Knight Frank Luxury Investment Index, in *The Wealth Report*, out now...



**Brass telescope**

A striking conversation piece. Look to the skies with this 80mm refractor brass telescope with a mahogany-wood tripod. £975, [tringastro.co.uk](http://tringastro.co.uk)



**Lady Arpels Féerie watch**

White gold and diamonds decorate Van Cleef & Arpels' stunning watch. Price on application, [vancleefarpels.com](http://vancleefarpels.com)



**Shell cufflinks**

Trianon's handsome handcrafted Nerita Communis shell cufflinks feature pearl accents mounted in 18-carat gold. Price on application, [trianonjewelry.com](http://trianonjewelry.com)

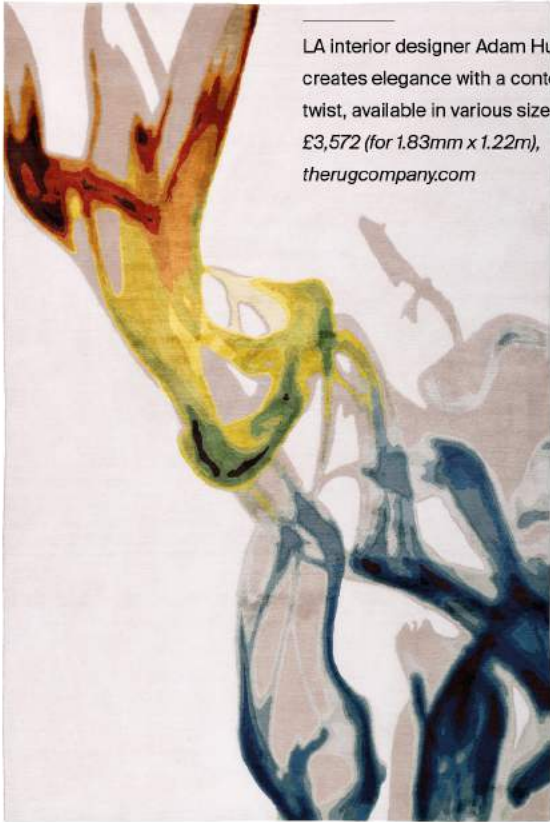


**Porcelain change tray**

Fashioned in Limoges porcelain with a velvet goatskin base, the Pour Sortir Change Tray is useful and practical. £465, [hermes.com](http://hermes.com)

**Smoke Sunset rug in Tibetan wool and silk**

LA interior designer Adam Hunter creates elegance with a contemporary twist, available in various sizes. £3,572 (for 1.83m x 1.22m), [therugcompany.com](http://therugcompany.com)



**Amber crystal decanter**

Time to get foxy with this whimsical square decanter in amber lead-free crystal with a sterling silver fox-head stopper. £2,595, [asprey.com](http://asprey.com)



**XO cabinet**

This striking black/white finely crafted cabinet by Estemporaneo has meticulous multicoloured embroidery and gold-leaf handles. £35,180, [estemporaneo.com](http://estemporaneo.com)



**Grand Bal Plume watch**

This Dior limited-edition design in steel and gold features diamonds, tsavorite garnets, malachite and feathers. £26,400, [dior.com](http://dior.com)



**Egyptian fan earrings**

Brazilian Silvia Furmanovich's earrings feature gold, diamonds, emeralds, coral and onyx. Price on application, [silviafurmanovich.com](http://silviafurmanovich.com)



**Backgammon set**

Designer Alexandra Llewellyn's love of the countryside inspired this charming olive-wood set lined with leather. The pieces can even be weighted with gold and silver for extra luxury. £4,800, [alexandrallewellyn.com](http://alexandrallewellyn.com)



**Hip flask**

This canvas and steel Fauré Le Page hip flask is a travel essential. €240, [faurelepage.com](http://faurelepage.com)



**Tre Pezzi chair**

This chrome and fabric chair by Cassina x Franco Albini is a contemporary classic. £3,438, [cassina.com](http://cassina.com)

For more objects of desire, click onto the [knightfrank.com/wealthreport](http://knightfrank.com/wealthreport) for all the data on the top sales in the Knight Frank Luxury Investment Index

Compiled by Clara Baldock and Laura Weatherburn



# Would you like a heli with that?

Because nothing tops a helicopter ride for accessing those off-the-beaten-track adventures, far from the tourist hotspots. From mountain biking in Lord of the Rings country to kayaking across a glacier, we explore the most exciting trips by chopper

BY HOWARD CALVERT

PHOTOGRAPHY BY STEFAN HAWORTH

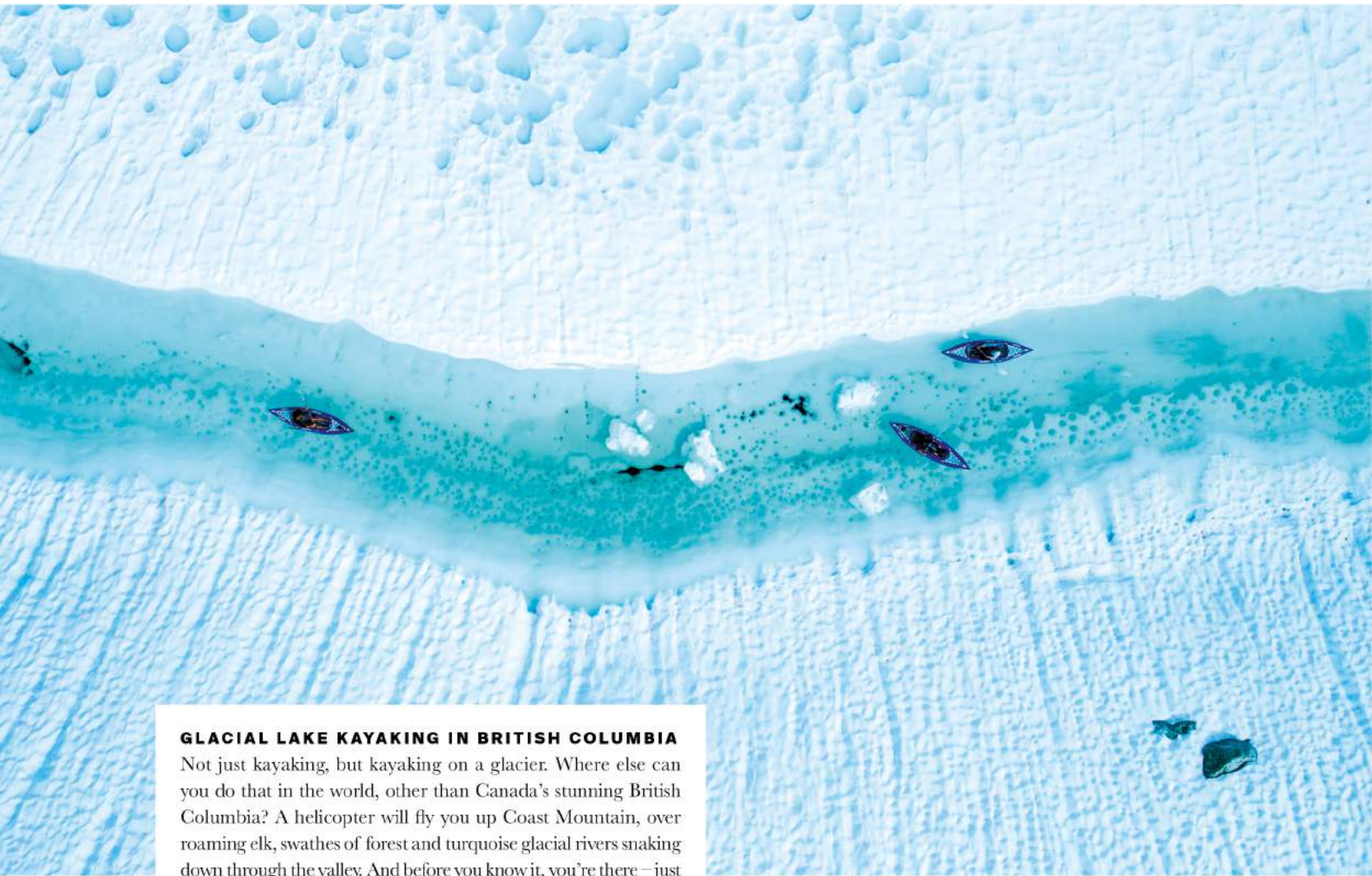


### Mountain biking in New Zealand

For most people, biking uphill is the worst part of cycling. All those metres of ascent; your quads screaming ‘stop!’ as sweat streams into your eyes... Instead, let a helicopter do the hard work for you in a fraction of the time and head to *Lord of the Rings* country – New Zealand’s South Island? Heli Bike New Zealand, based in Queenstown, will fly you, with your bike attached to the outside of the chopper, to the top of the rolling mountains surrounding the sports-mad town. It’ll then deposit you on one of the area’s many peaks, so all you have to do is point your wheels downwards, and before you know it you’re tearing up the single track on long, rolling descents through historic gold-mining backcountry. A day trip you’re unlikely to forget. [helibikenz.com](http://helibikenz.com)







**GLACIAL LAKE KAYAKING IN BRITISH COLUMBIA**

Not just kayaking, but kayaking on a glacier. Where else can you do that in the world, other than Canada’s stunning British Columbia? A helicopter will fly you up Coast Mountain, over roaming elk, swathes of forest and turquoise glacial rivers snaking down through the valley. And before you know it, you’re there – just you, your guide and the wilderness. From June, the glacial lakes begin to thaw along the shore, revealing vibrant blue expanses of meltwater dotted with floating icebergs and ice caves that you won’t believe you’re kayaking in. You’ll get about four hours of paddling bliss before a gourmet lunch is laid out for you and you reluctantly have to head back into the helicopter.

[compasshelitours.com/glacier-kayaking](http://compasshelitours.com/glacier-kayaking)



**Surfing in Bali**

Feel a little intimidated at the thought of strapping your surfboard to a chopper and being dropped into some of Earth’s most perfect waves? Don’t be put off – the surf in Grajagan (also known as G-Land) is famed as a world-class location for the sport, as its coastline consistently produces ideal tube waves for confident surfers. However, there’s a section of more easygoing waves nearby, if your surfing skills are less Point Break and more Collarbone Break. They even offer the chance to learn in this location if you’re new to the sport.

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



**SKIING IN GREENLAND**

Skiing in Europe or Canada is great, but packed pistes, queues for lifts and children constantly zipping past can leave you frazzled. Time to head way off the beaten track: to Greenland, where locals would describe Iceland as ‘over-populated’. It’s not exactly known for its ski runs, but Elemental Adventure Heliskiing can chopper you to the east of the island, where the untouched landscape is like nothing you’ve experienced before. Guides will lead you past fjords on miles of glorious, untouched snow, ending at the sea, with a helicopter to whisk you back to the top for another 10 runs per day.

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



**Stand-up paddleboarding in Australia**

SUPing (as it’s commonly known) is growing in popularity as a sport, due to the relatively low fitness levels required to take part (all you really need is a decent sense of balance) and the beauty and tranquillity you’ll experience as you paddle along. Venture Out will helicopter you to Victoria’s Ninety Mile Beach (which, as you’d guess, is a pristine beach that’s 90 miles long, making it one of the world’s biggest stretches of sand). From here you can access the colossal Gippsland Lakes – simply inflate your SUP, grab a paddle and hit the perfectly calm, empty water. If you’re lucky, you might even be accompanied in the water by a pod of rare Burrnan dolphins.

[ventureout.com.au](http://ventureout.com.au)



**ICE CLIMBING IN ALASKA**

Time to dust off your crampons – this trip in Portage, Alaska, will take you up to the Spencer or Lake George Glaciers, where you’ll be dropped off and left with a guide to explore and climb a mile on the ice. Don’t fret if you’re no Tom Cruise in *Mission: Impossible 2*, though – this trip is aimed at all levels of climbers, with an emphasis on those with little to no experience. You’ll explore crevasses, blue ice, surface rivers and ice caves, before your instructor sets up a top-rope anchor for you to climb the ice vertically. And if that’s not enough to give your adrenal glands a workout, you can add an overnight option where you’ll sleep on the glacier in a Space Station tent.

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

**HIKING IN THE DOLOMITES**

Who wants to be surrounded by swathes of tourists hiking in the Dolomites? Book a helicopter trip with Dolomite Mountains and they’ll fly you high into the passes for five hours of peaceful trekking along staggering trails, one of which includes the old Italy-Austria border. Your home for the night will be a remote hut hidden in the peaks. But this being no-expenses-spared luxury, it’s built from fully refurbished wood complete with an earthenware stove and a fireplace to warm you up, before you tuck into a carb-laden dinner (with plenty of wine).

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



**Trekking in the Swiss Alps**

Head off the beaten track and take in the stunning scenery of the Alps, alone with a guide far from the crowds. SwissSkiSafari will whisk you high among the peaks by helicopter to explore beautiful snow-capped hiking trails. You could stay the night in a remote mountain lodge, or even a treehouse, after finishing the day’s walk by torchlight as the sun sets behind Mont Blanc. Revive yourself with a Turkish bath in Courmayeur at the end of the adventure, followed by as much well-deserved local cheese and wine as you can consume.

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





# Azzi Glasser: Perfume's coolest designer

This award-winning perfumer instinctively knows how to create a person's signature scent. That's why the Hollywood elite and royalty from all over the world beat a path to her atelier. *Beatrice Aidin* talks to the industry's most stylish nose



*In a leafy private square in a north-London Georgian townhouse, Jagger, an adorable one-eyed Shih-Tzu (he lost one after a contretemps with a fox) provides a friendly welcome to the family home and studio of the in-demand perfume designer Azzi Glasser.*

Her studio is reminiscent of a perfume emporium, with brown apothecary bottles stacked on each one of the numerous shelves. The atmosphere is bohemian and relaxed and it's easy to see why when Helena Bonham Carter visited for the first time, she immediately wanted to collaborate with Glasser.

The award-winning Glasser has worked in the perfume industry for more than two decades and her client list, along with Bonham Carter, includes Jude Law, Johnny Depp, Tom Hardy, Orlando Bloom and Cindy Crawford. While her bespoke scents are strictly exclusive to her clients

— who pay £15,000 for her service — Glasser doesn't just work for the Hollywood elite. In 2011, then-Prime Minister David Cameron asked her to make a perfume for the 'Great' campaign, a bid to boost business and tourism ahead of the 2012 Olympics. She has also created scents for some of the biggest fashion labels, such as Bella Freud, Alexander McQueen and Nicole Farhi, and collaborated with fashion photographer Rankin, the V&A, London's Chiltern Firehouse and the new Annabel's. In October 2015 she launched her own range, The Perfumer's Story.

Over a cup of tea with a dash of honey, we talk for much longer than intended; she is fascinating company, opening up about her childhood in India, making it as a creative global director at only 22, and using her skills to help Bonham Carter get into character for her hugely anticipated role as Princess Margaret in *The Crown*...

*On falling in love with perfume* 'My mother and father loved dressing up and going to parties. It would take them both an hour to get ready; then my mother would kiss me goodnight and leave behind a trail of Worth Je Reviens, which seemed so glamorous and expensive. I subconsciously fell in love with perfume this way.'

*On spending her early years in Mumbai and Goa* 'Living in India shaped me into who I am. I loved it. I would have jasmine in my hair and run around with bare feet in the sun. When we moved back to the UK, I felt like I had been sent to prison. Worst of all, there was just no smell. The one scent that made happy was when it rained because it reminded me of monsoons. When I created the Great Britain perfume for Cameron, I based it on the smell of rain on the pavement, because everyone always asks, "Is it raining in London?"'

*On her career* 'At the age of 19 I started working with an Italian mineral company and learned a lot from a molecular point of view. I was headhunted by a perfume-manufacturing company and worked with big-name brands. It was then that I studied the history of perfume and realised that everyone followed the same trends. I became Creative Global Director at 22 and was flying around the world and had the best life. However, I was frustrated that everything smelt the same and was run by marketing men. I decided to do things my way and co-founded Agent Provocateur Parfum in 1999. We went to number one in a week. In 2015, I launched The Perfumer's Story in Harvey Nichols. It's now a 15-strong fragrance collection.'

*On her creative process* 'I aim to create fragrances that will capture my clients' individual style and character, each with an artistic story and reference of theirs. The process is a bit like a fun therapy session. After discovering the clients' character and personality, I create their scent story, adding their individual style — it's like a DNA print through my nose. I work with many individuals, from bankers and businessmen looking for birthday and wedding gifts to royalty from the UK and the Middle East. There are many individuals looking for a perfume they can have as their legacy and hand down to their loved ones as a memorable emblem.'

**'I aim to create fragrances that will capture my clients' individual style and character, each with an artistic story and reference of theirs.'**

## The Glasser Fan Club

These high-profile devotees are testament to Azzi's skill in creating beautiful bespoke fragrances



Helena Bonham Carter



Jude Law



Johnny Depp



Cindy Crawford

*On creating a fragrance for Cindy Crawford* 'Her husband Rande asked me to create a surprise gift for her 50th birthday, so I had to work on it blind with him over the phone, as he was in LA and I was in the UK. I didn't have a lot of time to work on this commission, so it was a pretty intense experience but Rande was so open and great to work with. Inspired by the stories Rande shared about Cindy's character and style, I created two fragrances I was sure she would love. But, of course, I was not sure which one she would prefer. I flew to Malibu and presented them to Cindy and Rande. She wanted to choose the fragrance without Rande seeing which one she had chosen. The idea was that Rande would return to the room and choose his favourite. If they both chose the same one, then it would be the winner. Luckily for me — and for them — they both chose the same fragrance, and the one I thought and hoped they would choose. She loves her perfume and takes it with her everywhere.'

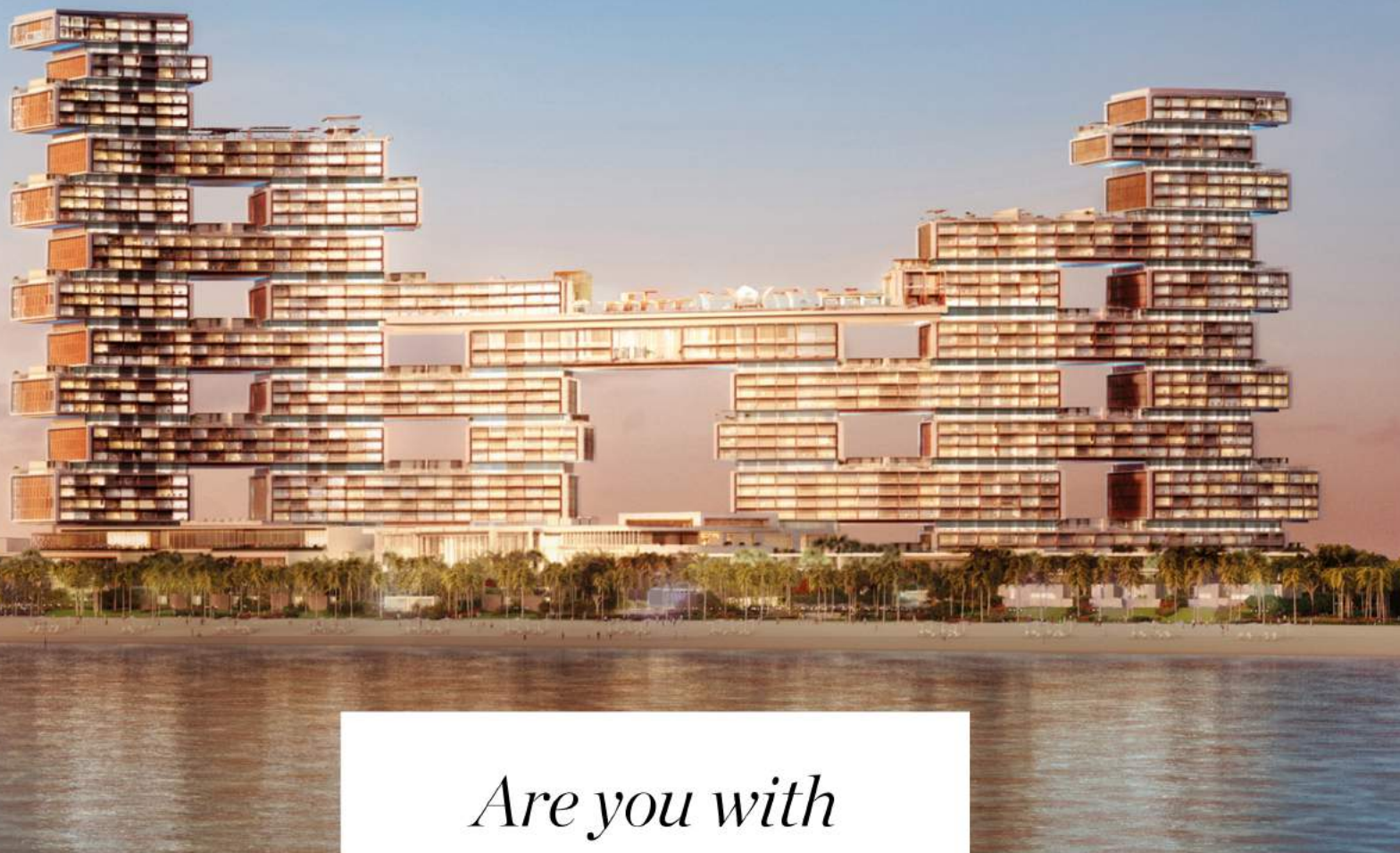
*On working with actors* 'I started with Helena about 10 years ago. She said, 'I'm playing Enid Blyton, can you help me?' She sent me the film script, we talked over it, went through the character and I created two: one was a decadent blend of rose, and the other iris and violet.

'When Johnny Depp played the Mad Hatter in *Alice in Wonderland*, I made him a scent based on everything sweet at a tea party and it gave him confidence to get into that character. I've recently been working with Helena again for her role as Princess Margaret in *The Crown*. I learned from the princess' son, Lord Linley, that she wore Diorissimo. But it has been reformulated, so I recreated the original for Helena; it evokes old-school glamour and having a really good time. Princess Margaret really was quite rocking and rolling.'

*Azzi Glasser's bespoke perfume* is presented in a beautiful giant crystal bottle (520ml), engraved with the name and formula number of the unique scent, encased in a luxury handmade box alongside travel-size bottles of the same fragrance. To book a bespoke fragrance appointment, email [pa@theparfumersstory.com](mailto:pa@theparfumersstory.com), or book online at [theparfumersstory.com](http://theparfumersstory.com).

Photography by Chuck Noble Illustrations by Joa Mckenney

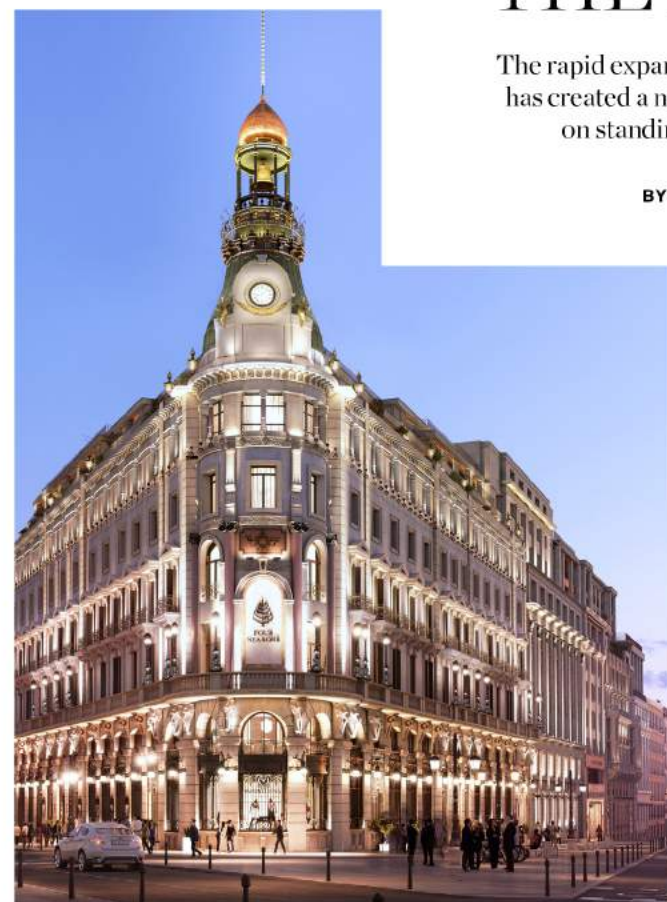




## Are you with THE BRAND?

The rapid expansion of branded residences has created a need for developers to focus on standing out from the crowd

BY CATHY HAWKER



*Above: The Royal Atlantis Resort & Residences in Dubai.  
Left: Four Seasons Hotel and Private Residences Madrid*

Purchasers of luxury global properties are a rarefied community. Sophisticated, well travelled and sure in their tastes, they run a critical eye over every aspect of their home, from the architecture to the well-connected concierge. For these urbane investors, accustomed to the world's finest hotels, branded residences have an obvious appeal.

Branded residences link a luxury hotel or designer to a high-end residential space, conferring an instant reference point of quality. Just as an eminent car marque or watch manufacturer guarantees a quality purchase, a residence paired with a known brand provides investors with a reassuring familiarity, a high level of service and a pleasing design aesthetic.

The concept was born in New York in the 1920s, but it wasn't until the 1980s that branded residences hit their stride. Four Seasons in Boston offered homes for sale, followed by Amanpuri in Phuket, and the enthusiastic response demonstrated that hotel residences could work equally well in both business cities and beachfront resorts. Since then, the number of these developments has grown rapidly, with Knight Frank research showing that there are now more than 400 branded residences across 64 countries.

It's a trend that continues to evolve. Marriott alone has 60 projects in the pipeline, while hoteliers have been joined by fashion designers and motor manufacturers, all eager to provide wrap-around living for brand-conscious

consumers. Six Senses Hotels Resorts Spas, voted the top hotel brand globally by *Travel + Leisure* magazine for two years running, has joined in too. It will be a key part of The XI, two dramatic twisting asymmetrical towers under construction beside the High Line and the Hudson River in Manhattan. There will be a 136-room hotel, a 45,000-square-foot health club and a Six Senses wellness focus that extends to the 236 luxury residences.

The direct link between wealth creation and demand for branded residences, first seen in the 1920s, has stayed constant. Knight Frank has forecast that the global ultra-wealthy population, those with net assets of more than \$50 million, will increase by 40 per cent over the next five years, and it is safe to assume that the future looks set fair for branded residences.

While adding a top hotel brand undoubtedly attracts buyers, it is only valuable as part of an entire package, says James Price, Vice President of Residential at Four Seasons Hotels and Resorts. 'People expect beautiful buildings and facilities carefully tailored to their needs. Four Seasons has offered branded residences for 35 years, and just as we aim to create wonderful experiences for hotel guests, the same goes for our home owners. What sets us apart is the highly personalised level of care for both owners and properties.'

Four Seasons is one of the outstanding names in the branded residences marketplace, and together with Marriot and Accor Hotels it accounts for more than half of all schemes worldwide.

A third of all branded residences are located in North America, but Asia in general, and Thailand and Indonesia in particular, are rapidly catching up. Australia recently welcomed its first project, One Barangaroo Crown Residences in Sydney: 82 six-star-branded residences, showcasing 'London architecture, Manhattan interiors and tropical landscaping'.

Europe accounts for only seven per cent of global schemes, although the notable arrival of The Residences at Mandarin Oriental Mayfair, and Four Seasons projects both at Twenty Grosvenor Square London and in central Madrid, are among headline schemes enticing international investors.

What will residents find in these ultra-luxe homes? The best include five-star hotel services, lush spas, notable design and efficient concierges as standard. Owners of the artfully cantilevered homes at The Royal Atlantis in Dubai will get all of this, plus Michelin-starred chefs, a Givenchy Spa and one-off artworks commissioned exclusively for their home.

At Twenty Grosvenor Square, the world's first stand-alone Four Seasons Branded Residences, along with a 25-metre pool, extensive gym and private courtyard garden beside one of London's grandest garden squares, there will be an 18-seater cinema, underground parking, a wine room with sommelier's tasting table and a fully staffed creche.

Design is critical for owners, too. In Spain, Four Seasons has restored a historic architectural beauty, combining their first hotel in the country with 22 branded residences in the heart of Madrid. In Manhattan, The XI is one of the so-called 'Architectural Row' of buildings by Pritzker Prize winners along the Hudson River, where architect Bjarke Ingels, landscape architect Enzo Enea and artist/designer Es Devlin have joined Six Senses.

These all point to an exclusive lifestyle, an important part of the allure of branded residences. They offer hassle-free ownership in homes of

*Sydney's One Barangaroo Crown Residences. Below: The Sherry-Netherland in 1920s New York*



**Owners of the artfully cantilevered homes at The Royal Atlantis will enjoy Michelin-starred chefs, a Givenchy Spa and receive specially commissioned artworks**

exceptional quality that are easy to lock and leave, and come with professional management and round-the-clock security: someone to take care of maintenance, stock the fridge, provide an in-house chef and generally streamline residents' busy lives.

Successful brands constantly reinvest in their products, maintaining and enhancing their reputation and continuing to add value to linked residences.

With these enhanced facilities and cutting-edge aesthetics, purchasers expect a solid investment. Brands add credibility to a project, especially useful in new or emerging markets where investors might seek reassurance.

There's also the opportunity to maximise rental returns. Owners of high-end properties increasingly want to know that their homes can provide a rental income, and branded residences with professionally managed rental pools are a good way of earning income to offset running costs. Rental programmes are especially important for residences in resort locations which tend to be used less regularly by owners than homes in cities.

The exact price of a branded residence differs markedly, depending on location, brand, facilities and design. In turn, branded residences can demonstrate stronger resale values, thanks to their exclusivity and quality.

Looking to the future, the rapid expansion in numbers of branded residences has created a need to stand out from the crowd. Developers are expected to focus on creating memorable experiences, and design that incorporates green technologies. Location, space and function will remain paramount, but there will be a growing focus on promoting a holistic lifestyle.

Branded residences are here to stay, a hit with investors looking to combine an elegant lifestyle with a worthwhile investment. It's a growing opportunity to be able to say that you are with the brand.





# THE SECRET LIFE OF YOUR BEST FRIEND

How much do you know about your favourite diamonds? Ethical and environmental concerns are leading the industry to become more transparent than ever, alongside the rise of 'conscious luxury' with lab-generated diamonds and gemstones

BY SOPHIA KING

PHOTOGRAPHY BY TORKIL GUDNASON

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here's a universal approach to assessing diamonds: taking in their clarity, colour, cut and carat. But an increasing number of consumers are now adding a fifth factor: integrity.

Buyers now want products that make them feel good, whether they're shopping for coffee, shirts or jewellery. This is particularly true for millennials, with 73 per cent reportedly willing to pay more for sustainable goods.

Environmental and ethical concerns are of great importance when it comes to diamonds. Despite being a symbol of luxury and wealth, these glittering jewels often have a bleak backstory. Retrace the journey of the opulent ring on a proud new fiancée's finger, and you may well find a poverty-stricken miner struggling to feed his family. But mounting consumer awareness – coupled with record levels of demand – is beginning to prompt a shift in the diamond and gemstone industry.

'Running a sustainable business is now about much more than saying the right things,' says Jack Cunningham, director of sustainability, policy and risk at coloured-gemstone supplier Gemfields. 'Buyers are aware of the issues and expect brands to prove that their products meet certain standards.'

Claire Adler, a public-relations consultant who works with jewellers, agrees. 'Jewellery companies today are falling over themselves to prove their sustainable and ethical credentials,' she says. 'In a world where corporate and personal reputations are everything and target audiences are better informed and more demanding than ever, it makes excellent business sense.'

But making ethical purchase decisions isn't always easy. The Kimberley Process was established in 2003 to address ethical concerns surrounding diamonds, yet its numerous loopholes mean it can't guarantee conflict-free diamonds. And with

everyday life moving more quickly than ever, few buyers have the time or inclination to discover the gritty details for themselves.

Confidently knowing a diamond's journey is no easy feat. A stone will likely change hands at least 10 times before reaching its buyer; it may well have changed hands as many times before even leaving the area where it was mined.

'Real luxury is knowing the origin of what you're wearing. You much better appreciate a diamond's value when you know the story behind it,' says Caroline Scheufele, co-president and artistic director at Swiss jeweller Chopard.

Consequently, a number of companies are now investing significant sums into the transparency of their supply chains.

Leading the way is jeweller De Beers, which last year launched the world's first blockchain technology designed for the diamond industry. Called Tracr, it tracks diamonds from mine to end consumer, to provide, in the words of De Beers' CEO Bruce Cleaver, 'the next level of assurance'. To date, leading diamond producer Alrosa and retailers Signet Jewelers and Chow Tai Fook are among the growing number of companies also exploring blockchain as a means to boost consumer confidence.

## Lab-generated luxury

Another way to invest in conflict-free diamonds is in the form of lab-generated ones, as featured in the fine-jewellery collaboration between Atelier Swarovski and Penélope Cruz. 'I am lucky to be in a position where I can help shine a light on conscious luxury and create products that have a positive impact,' said the actress. 'Today, when we buy something we want to know where it comes from, how it was made, what it involves.'

Aligning with Atelier Swarovski's commitment to 'conscious luxury', the collection uses only responsibly sourced materials, from Fairtrade gold to man-made gemstones. 'We are committed to working sustainably and responsibly to create beautiful fine





Actress Penélope Cruz wearing lab-generated diamonds and gemstones from her collaboration with Atelier Swarovski. Below: white-gold and diamond ring, £3,560, Chopard



*Your ethical investment guide to mined diamonds*  
Here are our top tips for finding a gem that won't compromise your ethics.

**CONSIDER THE COUNTRY**

A diamond's country of origin can indicate its ethical background – something noted by Prince Harry when he proposed with a ring from Botswana, the second-biggest supplier of conflict-free diamonds and a country recommended by Kormind, along with Canada. He describes both as 'great examples of being at the forefront of redistribution back to local communities and responsible mining'.

**ASK QUESTIONS**

'Do your research and don't be afraid to ask the jeweller for more information,' says Cunningham. 'Ask where the stone has come from and to see certifications.' Asking questions also adds to the growing pressure on the industry to improve its methods.

**LOOK BEYOND THE BIG BRANDS**

There are plenty of smaller brands that pay attention to the ethical details. 'There's a number of very small-scale jewellery producers dealing in micro-quantities of materials that can be sourced directly back to the point of origin,' says Cunningham. 'It may be more expensive and time-consuming, but it's absolutely possible to purchase a genuinely ethical product from specialist jewellers and bespoke manufacturers.'

**SEEK (OFFICIAL) GUARANTEES**

While certifications such as the Kimberley Process still have their complexities, there are organisations out there to help with your search for a conflict-free diamond. Positive Luxury awards a Butterfly Mark to brands that have proven their commitment to sustainability by passing a thorough annual assessment. Brands awarded to date include TAG Heuer, Louis Vuitton and jeweller Noor Fares.

**GO VINTAGE**

Recycling is the new shopping. While your great grandmother's diamond necklace may have originally been mined at a source of conflict, you can rest assured that you haven't contributed towards the problem (and it has more sentimental value, too). And with the last diamond set to be discovered within the next few generations, we'll soon enter a new era when resold diamonds are worth significantly more than when originally bought. Now, where's the family jewellery box?

jewellery for the conscious-minded luxury consumer who is ready for change,' said Nadja Swarovski, creative director and great-great-granddaughter of the company's founder.

The inclusion of coloured gemstones in the collection reflects the increasing demand for them. Last year, a pink diamond sold at Christie's for an eye-watering US \$50 million, and Knight Frank's *The Wealth Report 2019* reported an annual increase of almost 12 per cent in the value of fancy intense blue diamonds.

However, these mined diamonds take three billion years to form, whereas synthetic diamonds can be created in a few months and cost an average of 30 to 40 per cent less. And unless you're an expert equipped with a particular machine, a lab-grown diamond is impossible to differentiate from a mined one. While this has detrimental implications to the prized rarity of diamonds – as many in the industry have pointed out – it ticks the boxes for those seeking an ethical purchase. It's still early days, but lab-generated diamonds are predicted to account for 7.5 per cent of the larger diamond market by 2020.

**Integrity for the future**

'It's a really exciting time for the industry,' says Cunningham. 'Ten years ago, the current emphasis on integrity was almost inconceivable. Eventually, gemstone producers will need to demonstrate the provenance of their products. It'll be a long process, but efforts are under way to close the gap of uncertainty.'

Tobias Kormind, managing director of 77Diamonds.com, Europe's largest online seller of diamond jewellery, shares this positive outlook. He predicts that 'within five years, most newly mined, high-value diamonds and gemstones will have origin assurance, with an electronic map of mine origin, cutting process and chain of ownership' – a concept that would completely resolve the issues surrounding conflict diamonds and have major implications for the industry as a whole.

With the last diamond set to be unearthed in just 60 years, the industry is on the brink of inevitable change. How the future of the industry will pan out is unclear. But one thing is for sure: our love of diamonds shows no sign of wavering, particularly if they come with conflict-free credentials.



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# A feast for your senses

These culinary hotspots – nestled in some of the world’s most luxurious destination hotels – won’t just tantalise your tastebuds, they’ll also nourish your heart, soul and Instagram account

BY HOWARD CALVERT

## Boucan Restaurant at Boucan Hotel

ST LUCIA

With a breathtaking view of the island’s twin Pitons, 1,000 feet above the sea, you’ll find Hotel Chocolat’s cocoa plantation, hotel and restaurant. It’s all about one ingredient here, from fresh cacao Bellini as an aperitif, to a main of cacao-beer-jerked pork tenderloin. And just wait for dessert... [hotelchocolat.com/uk/boucan.html](http://hotelchocolat.com/uk/boucan.html)

## Kerridge’s Bar & Grill at Corinthia Hotel

LONDON, ENGLAND

Tom Kerridge’s first London restaurant exudes opulence: leather booths, a domed ceiling and Beth Cullen Kerridge’s brass sculptures. The food exceeds expectations: try the rice-free ‘risotto’ with crispy egg, or the signature rotisserie-grilled rib of beef with mushroom ragout. [kerridgesbarandgrill.co.uk](http://kerridgesbarandgrill.co.uk)

## Le 1947 at Cheval Blanc

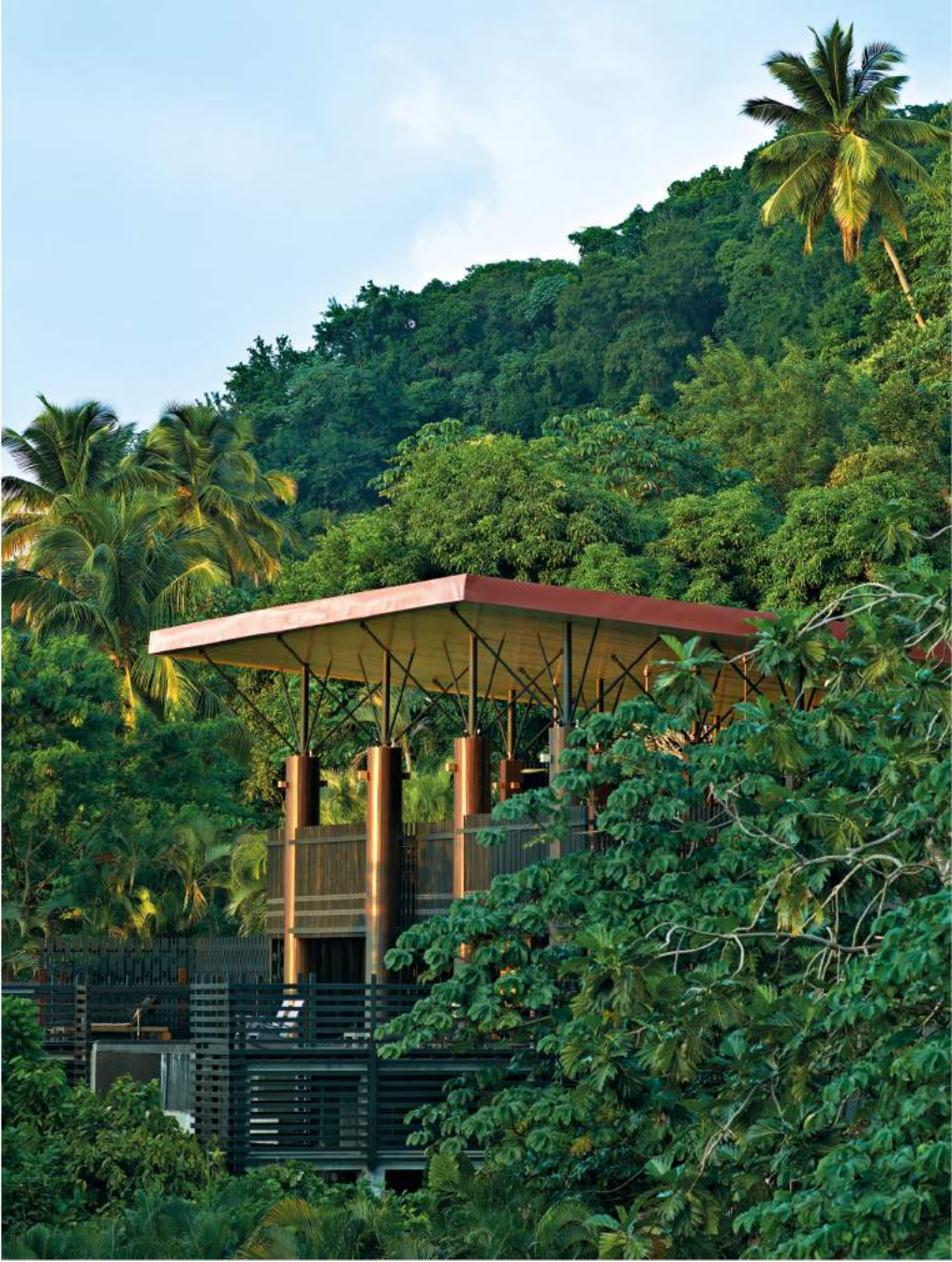
COURCHEVEL, FRANCE

This Alpine restaurant got its third Michelin star last year. Hosting only 22 diners per evening, and open only during the ski season, this is about as exclusive as dining gets, a far cry from raclette and vin chaud. Choose your main dish, then chef Yannick Alléno will match starters to it. [chevalblanc.com](http://chevalblanc.com)

## 15 Stamford by Alvin Leung at the Capitol Kempinski Hotel

SINGAPORE

Head chef Leung racked up three Michelin stars at his Bo Innovation restaurant in Hong Kong, so expectations are high for his latest project. The in-house chargrill rotisserie grill provides an authentic Asian char indoors. Go there just for the chargrilled bak kut teh pork chop with compressed watermelon. [kempinski.com](http://kempinski.com)



Clockwise from top: Boucan Hotel & Restaurant, St Lucia. 15 Stamford by Alvin Leung at the Capitol Kempinski Hotel, Singapore. Le 1947 at

Cheval Blanc, Courchevel. A signature dish at Kerridge's Bar & Grill, London



Clockwise from top: Zanaya at Four Seasons in Mexico City. Steamed cod at RitzCoffier, Lucerne. Top cuisine served at Bougainville, in Amsterdam's Hotel TwentySeven. Jason Atherton's Clocktower at The New York Edition. The Grel kitchen team at the Saxon, Johannesburg



## Zanaya at Four Seasons

MEXICO CITY, MEXICO

Zanaya has a firepit built into the middle of the restaurant, so you can expect traditional Mexican wood-burning cooking methods. The dish to order is the whole zarandeado – chef Tonatiah Cuevas marinates a huge sea bass in lemon and beer, grills it in the pit then serves it with tortillas, beans, salsa and herbs. A signature dish like no other. [fourseasons.com](http://fourseasons.com)

## Grei at the Saxon

JOHANNESBURG, SOUTH AFRICA

This South African restaurant, designed in minimalist Scandi style, opened last April under the helm of chef Candice Philip, with the aim of growing most of their produce on site, particularly herbs. The result is an unforgettable six-course tasting menu, featuring ostrich and linefish, with each course based around a different colour. [saxon.co.za](http://saxon.co.za)

## RitzCoffier at Bürgenstock Hotels & Resort

LUCERNE, SWITZERLAND

The location is unique – perched high over Lake Lucerne. Add to that chef Marc Haeberlin, formerly of Alsace's triple-Michelin-starred Auberge de l'Ill, and you have a mind-blowing culinary experience (it has already secured its first Michelin star in its debut year). The decor is styled after a 19th-century French kitchen, with 100 copper pans and an original 1873 fireplace. Don't miss the chicken cooked on hay and pine cones. [buergenstock.ch](http://buergenstock.ch)

## Bougainville at Hotel TwentySeven

AMSTERDAM, THE NETHERLANDS

Bougainville picked up a Michelin star for Tim Golsteijn's deceptively simple fine-dining menu last year, and TwentySeven won 'World's Most Inspiring Design Hotel' at the World Boutique Hotel Awards. Spaces are limited, so book early, and try to bag a table overlooking the magnificent Dam Square. [restaurantbougainville.com](http://restaurantbougainville.com)

## The Clocktower at The New York Edition

NEW YORK CITY, USA

British chef Jason Atherton opened his first New York restaurant in 2015. It's like a small piece of Britain on this plush hotel's second floor, all wood-panelling and antique-style features. The Michelin-starred food is kept simple, featuring dishes such as roasted Long Island duck – and there's a purple pool table for a quick round after dinner. [theclocktowernyc.com](http://theclocktowernyc.com)



# SPIRIT OF ADVENTURE

British entrepreneur Jasper Smith tells *Sophia King* how he channelled his passions for exploration and conservation into his latest venture: eco-friendly luxury vessels

J

asper Smith is a man used to going beyond his comfort zone. The CEO of the interactive games network PlayJam has sailed from Sydney to Alaska; climbed volcanoes in Kamchatka, Russia; and founded a string of successful start-ups. So perhaps it should come as no surprise that the 54-year-old's latest move was into a market entirely different to his tech background: luxury sailing. The first Arksen vessel will be built in May, yet the brand is already proving itself to be an industry pioneer.

**What inspired you to found Arksen?** 'Two things: my love of exploration and my desire to look after our planet. I was becoming increasingly frustrated during my search for a sustainable explorer boat that felt authentic, purpose-built and safe enough to travel to remote places around the world. So I decided to design one of my own.'

**What has the response been like so far?** 'Extraordinary! There's so many people out there who share my spirit of adventure and desire to look after our planet. Arksen feeds into that childhood dream of exploring the unknown – and it offers a precious escape from everything else going on in the world at the moment.'

**Who is your target market?** 'We see four keygroups being interested in Arksen: young, high-net-worth entrepreneurs; experienced boat owners; commercial research organisations; and adventure-travel companies.'

'Ultimately, Arksen's core customer is an adventurer at heart, a slightly mischievous maverick with a longing to explore the world and venture into the unknown. We want to find and celebrate those individuals.'

**How did you design the vessels?** 'Our vision was to build the ultimate explorer vessel with an ethos to be proud of. Around that, we integrated solutions to common points of frustration; the Arksen Explorers' Club, for example, creates fully curated adventure trips for owners so they can make full use of their vessels.'

**What are the key elements of an Arksen model?** 'Our vessels are a combination of workboat and pleasure boat; they feel luxurious yet can travel to the most challenging places on earth. Every element – from the electronic interfaces to the manufacturing and the interiors – is designed together and built in the UK. We've also managed to source partners located within five square miles of each other, which makes meeting to discuss complexities easy and has created a very special and positive energy around the project.'





Clockwise from top:  
the Arksen 70 vessel.  
Company founder  
Jasper Smith.  
Smith working  
at Arksen



**‘We want to empower those who share our passion for exploring while positively contributing to our planet, communities and future generations’**

**How does Arksen contribute towards supporting the ocean ecosystem?** ‘We have set up the Arksen Foundation, a non-profit organisation that aims to foster a deeper understanding of our planet and how we can protect it. There has been tremendous support for using our vessels for research and media, and we’re even in conversations with musicians and artists about using them as a platform to celebrate the ocean. In addition, all Arksen owners pledge to donate 10 per cent of their vessels’ annual sea time to collectively supported projects.’

**Do you have any upcoming adventures planned?** ‘Sailing and climbing are both close to my heart, so I always have something planned. I recently returned from climbing the Matterhorn and am planning to trek the foothills of the Himalayas with my family in the summer.’

**Where is your favourite place in the world?** ‘Greenland. I went there with my eldest son last year and was completely blown away by the seemingly infinite expanse of the ocean as we sat on the edge of an ice cap looking out. But I was also struck by a real sense of urgency to change our behaviour; it felt unusually hot and icebergs were melting. It was a profound moment that went on to be a key driving force behind the design of our vessels and our commitment to supporting research and lobbying for change. My first trip in an Arksen vessel will be to the west coast of Greenland.’

**What’s your vision for the future?** ‘I want to shift the industry’s focus away from opulent luxury yachts towards sustainable, research-led exploration. I’m thrilled that Arksen is already being recognised as an industry pioneer and we’re seeing more traditional boatmakers starting to change how they operate. I feel very blessed to have the opportunity to build a brand with a voice and emotional connection to people.’

‘In the future, I’d love to set up educational programmes for children, taking them out to sea and inspiring the next generation to look after our planet.’

**Who inspires you?** ‘The explorers Bill Tilman and Fridtjof Nansen, who pushed the boundaries of what was possible. From a business perspective, Yvon Chouinard, the founder of Patagonia outdoor clothing, and Phil Knight, the founder of Nike. Both took their passions – the outdoors and running – and created successful businesses around them.’

**What would you like Arksen to be known for?** ‘An Arksen vessel isn’t a status symbol, it’s a statement of intent. We want to empower those who share our passion for exploring while positively contributing to our planet, communities and future generations.’

‘Above all, Arksen is a call to action: live your life to the fullest and push the boundaries of what is possible. We don’t get long here – let’s make it count.’

*Arksen will build three types of vessel: Arksen 70, Arksen 85 and Arksen 100. To find out more, visit [arksen.com](https://www.arksen.com).*

Photography: Nico Willis. Artist’s impression (previous pages): Waterline Media

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OPERATING WORLDWIDE



# The power of China's hyper-influencers

With millions of followers, a sophisticated understanding of the market and a unique relationship with luxury brands, the country's tastemakers wield serious selling power

BY MARISA BATE

ARTWORK BY MERİÇ CANATAN

If you think you understand the dynamics of influencer marketing, you probably need to think again. China's Key Opinion Leaders, or KOLs, are taking the influencer economy to a stratospheric new level, both in Asia and increasingly in the West.

Consider Mr Bags, the 26-year-old influencer whose passion is his namesake. When he launched a collection with Tod's last summer to his 3.5 million WeChat followers, he sold 3.24 million RMB's worth in six minutes, beating his own 2017 record of 1.2 million RMB's worth of Givenchy handbags in 12 minutes. Or how about Becky Li? The news journalist turned fashion blogger, with 3 million Weibo followers and 4.5 million WeChat followers, who sold 100 Mini Coopers in less than four minutes.

The vast numbers of followers can be explained, in part, by China's population size, and the fact that Western social media platforms, like Facebook, Instagram and Twitter are technically banned. But according to Lauren Hallanan, a Chinese social media marketing expert and co-author of *Digital China: Working with Bloggers, Influencers and KOLs*, there's another reason that KOLs can build such mind-boggling followings: 'Word of mouth is very important in China. Consumers place a lot more trust in recommendations from friends, family and people that they trust online, which would be influencers, than an article in the press, an advertisement or description on a brand's website.' Plus, it is worth noting that in 2017 the Chinese spent around 225 billion hours using apps, which is 4.5 times longer than the second-highest market, India. Coupled with that, Hallanan suggests that e-commerce sites in Asia are overwhelming because of the huge amounts of choice. China's army of consumers "need guidance that they can trust", she says.

Alongside the mammoth following is the fact that compared to Western influencers, KOLs are selling machines (Li is even dubbed 'the goddess of shopping'). Hallanan believes this is because of the way they work. 'In the West, for example, a YouTuber can earn a portion of their income from ads, whereas there is no real

model like that in China and there aren't really affiliate models, either; things like rewardStyle [a monetisation platform based on personal curation], which is popular with Instagram users.' Instead, Hallanan says, they are all about working directly with a brand to shift product in order to make money. 'KOLs earn money from sponsored posts directly from brands which means they have to be able to show they are getting high engagement or they are helping drive sales.'

Social media features a heavy e-commerce element in China - which also works to reinforce that all-important message of trust. Across the four biggest social media apps - Weibo, WeChat, Douban and Red - incredible levels of in-app mobile integration mean the social and sales experience effortlessly merge together. In a few simple taps, consumers can see a recommendation by an influencer, purchase it and share the purchase with friends. That circle of social, sale, share is a powerful cog in China's influencer economy. So powerful that 70 per cent of Chinese born after 1995 will turn to social media to directly purchase products, as opposed to other channels. By comparison, globally this number is around 44 per cent.

'Things move so quickly in China,' says Hallanan, which makes the influencers exceptionally powerful, even to some of the most established heritage brands in the world, from Chanel and Louis Vuitton to Montblanc and BMW. Now, livestreaming on platform Taobao is the next big thing taking the market by storm, where KOLs are influencing - and, crucially, selling - in real time, producing 'incredible figures', according to Hallanan. And with sectors from travel to education and even farming having their influencing boom, China's KOL revolution looks like it is here to stay.

## Leaf Greener

WEIBO: 400,000  
WECHAT: 20,000

Despite smaller numbers, Leaf Greener is considered one of China's leading arbiters of style, and seen by many as a connection between East and West. The former fashion editor of *Elle* China has appeared in *The New York Times*, *The Daily Telegraph* and *WWD*. She launched her own magazine, *LEAF*, on WeChat in 2015 and has collaborated with Chanel, Chloe and Loewe.

## Gogoboi

WEIBO: NEARLY 10 MILLION

Gogoboi, or Ye Si, is believed to be the most influential fashion KOL. His rise to fame came from poking fun at the style of Chinese celebrities. He has collaborated with Louis Vuitton and creates and sells luxury goods via his WeChat shop. Additionally, he founded China's premier influencer representation agency, Missionary, in 2014.

## Mr Bags

WEIBO: 5 MILLION  
WECHAT: 850,000

Tao Lang is a 26-year-old blogger who loves handbags, offering his followers advice and reviews. He has collaborated with Fendi, Burberry and Louis Vuitton and created his own range of bags with Tod's, Longchamp, Givenchy and Montblanc. Lang has a legion of Western fans and a healthy Instagram following of 47,000. He plans to launch a jewellery and watch range later this year.

## Papi Jiang

WEIBO: 28.47 MILLION

Papi crosses into the celebrity stratosphere of Chinese actresses and boy-band members whose digital reach is eye-watering. After gaining fame for her viral comedy videos, the self-proclaimed 'left-over woman', who uses biting humour to attack social issues, made history charging 22 million RMB for her first ever advert in 2016. She has worked with Jaeger-LeCoultre, BMW, SK-II, Max Factor, New Balance and Huawei.







## WHEN THE LION ROARS

Andrew Shirley visits a Knight Frank client who is helping to return long-lost species to a majestic corner of Africa

Driving across Samara, a 70,000-acre private game reserve in South Africa's Karoo region, surrounded by huge vistas, towering mountain ranges and home to hordes of wildlife, it's easy to feel as if you're exploring a pristine African wilderness. But looks can be deceiving.

Every so often you see a clue that gives the game away: an old watering trough here, the remains of a fence there or the ruins of an abandoned building. Barely 20 years ago the only animals here were sheep, cattle and Angora goats bred for their mohair fleece, the ochre-red soil was blowing away and alien plants such as South American agave, the source of the sap used for tequila production, were taking over.

It has taken two decades of painstaking rewilding work by the Tompkins family – South African-born Sarah, her British husband Mark, and their eldest child Isabelle – to undo the years of over-grazing and environmental neglect.

Although Sarah has the great African outdoors in her soul, she and Mark became some of the region's leading conservationists only by accident.

A chance encounter led to the acquisition of a farm in the Karoo, starting such a profound love affair with the area that in the space of just four years the Tompkins ended up acquiring a further 10 farms, which subsequently formed the Samara game reserve. 'I got land fever,' says Mark. 'We just bought and bought.'

Despite the detrimental impact of agriculture, the land at Samara was full of potential. Before the Karoo was settled by farmers moving up from the Cape in the late 18th century, the reserve was on the annual migration route of millions of animals, in particular springbok, similar in scale to the famous Serengeti/Masai Mara migration.

As well as working with local experts to help restore Samara, the family has also been inspired by other like-minded conservationists around the world. These include Kristine Tompkins (no relation) who, along with her late husband Doug, has so far spent over US \$350 million purchasing and restoring millions of acres of land in Chile and Argentina, many of which have subsequently been gifted back to the nations as national parks.

'Sarah is going to be one of South Africa's greatest conservationists,' Kristine tells me when I interview her for an article in *The Wealth Report*, also published by Knight Frank.

To begin with the land at Samara was rested to allow the vegetation and grasslands to rejuvenate. White and



**'Having fallen in love with the area, we started to realise that we were part of something much bigger'**

black rhinos, giraffes, elephants, cheetahs and many species of antelope, all of which can be tracked on foot by visitors, were then gradually reintroduced. Others, like leopards and endangered Cape vultures, followed of their own accord.

Excitingly, lions, which haven't been seen in the Karoo for centuries, have also just arrived after years of planning and are settling well in their new home.

'The reintroduction of lion boosts Samara's conservation effectiveness to another level,' explains Sarah. 'They are in need of conservation as a species – in South Africa there are just 3,000 wild lions – but they also bring with them their role as the apex African predator.'

'Increasingly, we are learning that conservation areas without apex predators are only conserving part of the system. Their return will trigger a cascading series of responses in prey species that will in turn affect other ecological processes.'

'In addition, for humans, lions bring back a true feeling of wilderness. Their roars echoing through the valleys are an iconic African sound.'

Although the Tompkins never envisaged opening a lodge when they embarked on the project, several old farmhouses on the land have now been turned into luxury accommodation. These not only help fund conservation work at Samara, but also provide much-needed employment.

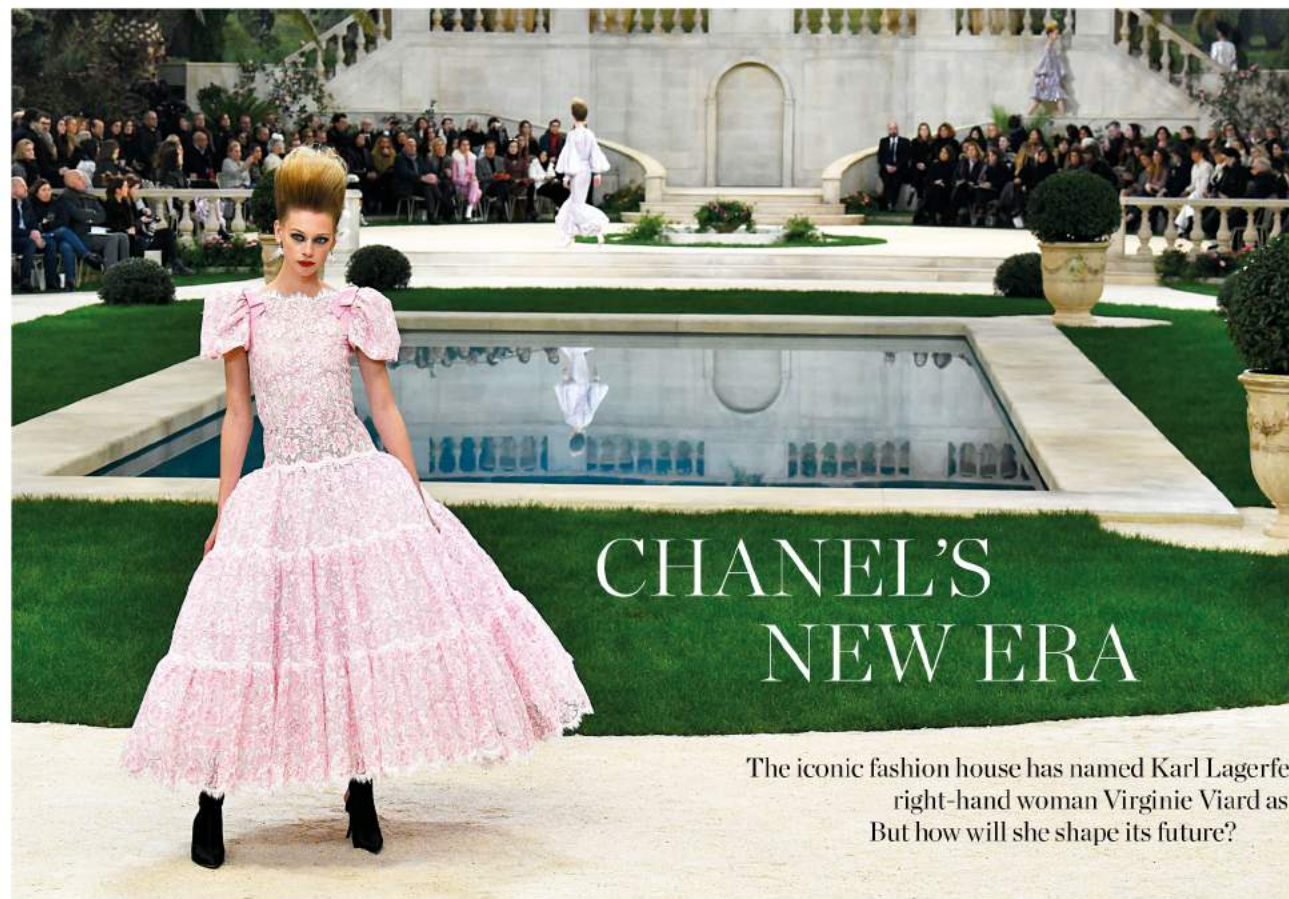
'You can't be a big landowner and just preserve biodiversity without it benefiting your local community,' explains Sarah. 'After taking lots of advice, we decided to go down the tourism route. This is a Presidential Poverty Node – an undeveloped area with high levels of poverty and deprivation – and tourism is an excellent way to employ and upskill people, at the same time as promoting awareness of a little-known region.'

The Tompkins' land is also part of a much-larger project. The idea is that Samara will act as a stepping stone, connecting other private reserves and national parks in the region, with the aim of eventually creating a three-million-acre wildlife corridor that would become the second-largest conservation area in South Africa, after Kruger National Park.

After putting in so much of their own time, capital and love into Samara, the Tompkins are also exploring ways to allow new like-minded partners to become part of their adventure. 'At the moment there is still a large area of land that doesn't fall within the main part of the reserve that offers some amazing tourism and leisure opportunities, which could still be totally sympathetic to the landscape and wildlife,' says Sarah.

'We'd love others to be able to share the sound of our lions roaring at night and help us to continue our work in the Karoo.' For more information on the opportunities available at Samara, contact [alasdaire.pritchard@knightfrank.com](mailto:alasdaire.pritchard@knightfrank.com).





The iconic fashion house has named Karl Lagerfeld's right-hand woman Virginie Viard as his successor. But how will she shape its future?

**K**arl Lagerfeld had one of the most relentless workloads, producing up to 16 collections annually – even as an octogenarian. And he was the genius behind one of fashion's most startling comebacks.

In fact, when he joined Chanel in 1983, critics said the label had become rather staid and stale. Once innovative, it was now known for stuffy tweed suits worn by an older generation. 'When I took over Chanel, everybody said to me, "Don't touch it. It's dead. There's nothing you can do,"' he told *WWD* in 2017.

Lagerfeld transformed Chanel into a modern and desirable brand. And he did this by keeping all of the existing elements and essentially caricaturing them. The interlocking Cs of the logo became bigger, bolder and more visible. Coco Chanel's favourite flower, the camellia, appeared on everything from shoes to pearl jewellery. Stiff skirts became shorter; jackets, more boxy. His showmanship was unrivalled – the Chanel show became the crowning glory of Paris Fashion Week. Lagerfeld's canny alchemy catapulted Chanel into profit once more – the likes of which most fashion houses can only dream.

It's difficult to believe Chanel was anything other than one of the most coveted brands but that, in itself, is testament to the enormity of Lagerfeld's success. And also to Virginie Viard, his longtime collaborator for over 30 years and creative studio director. The 57-year-old, who joined as a haute-couture embroidery intern in 1987, took a solo bow for the first time in January when the 85-year-old was said to be 'too tired' to attend the haute couture show. But how will she fare without the steady hand of Lagerfeld to guide her?

Or perhaps it was the other way round. Speaking in the Netflix series *7 Days Out*, Lagerfeld said: 'Virginie is the most

important person, not only for me but also for the atelier, for everything. She is my right arm and even if I don't see her, we are on the phone all the time.'

Viard confirmed to *The Telegraph* in 2017 that she saw Lagerfeld every day. 'I make the collections come to life with the ateliers and the Métiers d'Art houses, based on Karl's sketches. I coordinate the teams, liaise with suppliers and choose fabrics. Then I do fittings with Karl. As soon as I receive his sketches, the process begins. I try to please him, but I like to surprise him too.' He would also send text messages in the guise of his adored cat Choupette, often adding a photo of his pet. 'He signs them, "Your Choupette,"' she told *W* magazine.

Her new title will be artistic director of fashion collection, working alongside Eric Pfunder, now artistic director of fashion image. The two have worked closely for years, so it's no surprise Alain Wertheimer, co-owner of the house, confirmed his confidence in the duo. When Chanel released a statement about Viard's appointment, it stated that through Viard 'the legacy of Gabrielle Chanel and Karl Lagerfeld can live on'.

Not since Coco Chanel herself has a woman taken the main creative role at the brand. She joins a growing number of female fashion leaders, with Maria Grazia Chiuri enacting a similar revolution over at Dior, British designer Clare Waight Keller heading up Givenchy, and Sarah Burton at McQueen and Stella McCartney consistently among the most formidable forces in the industry. What change is enacted as a result of Viard's appointment remains to be seen, but there's no doubt that a transformation is afoot. As Lagerfeld said: 'Fashion is a train that waits for nobody. Get on it, or it's gone.'



From top: the Chanel Haute Couture S/S 19 show. Karl Lagerfeld. Virginie Viard



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[www.fragrancefoundation.org.uk](http://www.fragrancefoundation.org.uk)



# AS

ASIA PACIFIC — Our handpicked homes from some of the world's most beautiful destinations

# IA



*The living room of  
65 Taumata Road,  
New Zealand. Above:  
view from the first floor*



## HEAVEN IS A PLACE ON EARTH

Located on an exclusive peninsula north of Auckland, 65 Taumata Road has panoramic views of unspoilt coastline. *Zoe Dare Hall* discovers a beachfront retreat you'll never want to leave



Exterior of the Omaha Beach property. Opposite, from top: the master bedroom. The conservatory



**In a niche market, the house offers a further level of exclusivity, located on the prime part of the peninsula known as The Cove, where there are just 14 beachfront properties**



In a setting of such breathtaking beauty as Omaha Beach, a peninsula of white sand and clear water 90 minutes' drive from central Auckland, the perfect beachfront property is not just about what lies within. It's an art gallery or viewing platform of sorts, designed to draw the eye to the natural wonders that lie outside its windows.

Set on the southerly tip of this sandy spit, with wide, open views north across the bay to Ti Point and Cape Rodney, 65 Taumata Road is just that property. Built in 2002, and remodelled and extended a decade later by the Auckland-based architect Daniel Marshall, this large six-bedroom, four-bathroom property has the pared back elegance of a contemporary beach house whose calm minimalism focuses the gaze on the greens, blues and golds that colour the surrounding landscape.

The sliding cedar front door opens up to reveal a home where inside and out merge into one. A timber walkway made from the local, exotic macrocarpa tree blends visually with

the boardwalk to the beach. Inside, the walkway leads to the large, open-plan living areas whose neutral palette of whites, greys and pale timber accentuates the vivid tones of the exotic grasses, sand and wide sweep of sea.

Designed in a U-shape around a grass courtyard, the design is all about inviting in nature, but not the gaze of neighbours. From within this serene sanctuary, you can enjoy an exquisite sense of privacy. Double-height sliding windows on the ground floor open up completely to bring in the breeze and beauty of the great outdoors. Upstairs, on the rooftop deck that leads off the master suite, it's just you and the big blue of sky and sea.

It's a beach house in essence and style, but the level of luxury in its facilities and finishes – including the De Bruin Judge kitchen with scullery and Fijian oak island bench – mean the property works equally well as a permanent residence. And that's something that growing numbers of visitors to Omaha are seeking.

First developed around its northern tip in the 1970s as a holiday retreat, Omaha is known as a playground for New Zealand's elite. High-profile politicians, fashion designers, sports names and TV presenters have second homes here, drawn to the microclimate and sense of escape within a short drive of the city. 'About 80 per cent of buyers come from Auckland, but some come from as far as Christchurch. It's a popular place for holiday rentals, too, with many people coming for the weekend,' says Paul Elsdon of Bayleys Realty Group, New Zealand's largest full-service estate agency.

Some 200 residents live here year-round, however, including retirees and young families drawn by the good schools and healthy lifestyle. For those who can work remotely, making only occasional trips to the city, Omaha provides the kind of natural paradise that tips the work-life balance in the right direction.

It's an ideal choice for water-lovers, with endless possibilities for surfing, waterskiing, fishing and diving, or taking out a boat to explore the nearby islands and the abundant sea life

around the protected Goat Island Marine Reserve. There is also the championship links-style golf course, which expanded to 18 holes when the southern end of Omaha became the new focus of development in the 1990s.

The nearby town of Matakana is a buzzing magnet for visitors, too. Its renaissance began in 2002 with the launch of its Farmers' Market, specialising in local, artisanal food and award-winning wines from the 15 or so vineyards nearby. The market continues to be a Saturday-morning crowd-puller, and new restaurants, bars, boutiques and galleries have opened up, along with an arthouse cinema whose three theatres include ceilings adorned with chandeliers and thousands of paper roses.

Demand for homes in Omaha may be on the rise, but its natural boundaries mean supply is finite – and just one road leads in and out, across the Whangateau Harbour. 'It's a little sand spit with approximately 1,450 properties – including just 50 plots left in the

southern end and 30 in the north. You can't spread out here – you're ring-fenced by the water on both sides,' says Elsdon.

House prices in Auckland city fell by around seven per cent in 2018, but values in Q2 2018 saw a 6.2 per cent price rise in coastal Omaha, with a median price of \$1.74 million. 'Omaha is a niche market,' says Elsdon. 'Regardless of what's happening elsewhere, values remain strong – despite the recent ban on foreign ownership in New Zealand. To buy here, you need to be a New Zealand, Australian or Singaporean citizen.'

65 Taumata Road offers a further level of exclusivity, located on the prime part of the peninsula known as The Cove, where there are just 14 beachfront properties. 'This is the top-end property and its sale will set a new benchmark for Omaha,' says Elsdon.

It will surely seem a price worth paying, the moment its future owner gets their first glimpse at what's on display outside the window.







# Crown Residences, One Barangaroo

## NEW SOUTH WALES, AUSTRALIA

London architecture and stylish Manhattan interiors come together in Crown Residences at One Barangaroo. Set atop the latest 6-star Crown Resorts hotel in Sydney's newest waterfront precinct, this is a once-in-a-lifetime opportunity to own an iconic piece of Sydney's harbour front with sweeping views of the Sydney Harbour Bridge and the Opera House. A collection of 82 bespoke apartments, Crown Residences is fully under construction with completion due in 2021.

erin.vantuil@au.knightfrank.com  
+61 409 325 700

Property No. OQB170001. Planning permission number: SSD 6957. Borough/council Issuing permission: Barangaroo Delivery Authority. Acquiring interest: Leasehold.

## DEVELOPMENT INCLUDES:

- 2 - 4 bedroom residences & duplex penthouse
- Dual or triple aspect harbour views from all residences
- Access to all 6-star hotel amenities
- Residents' open air pool deck
- 24 hour hotel concierge
- Valet parking & security

PRICES FROM **AUD \$9,500,000**







# Omkar 1973

## MUMBAI, INDIA

These three luxurious residential towers designed by Foster + Partners offers bespoke 'sky bungalows' and the best of amenities, in the prestigious Worli neighborhood of South Mumbai. Each sky bungalow has a series of private and shared decks which serve as an informal extension of their corresponding interior spaces. Estimated completion: Q4 2019

bhairav.desai@omkar.com  
+91 987 071 7093

Property No: MUM140043. Borough/council issuing permission: MCGM. Acquiring interest: Majority leasehold; part freehold.

## DEVELOPMENT INCLUDES:

- HBA designed 3 – 5 bedroom apartments with duplex options available
- First residential luxury spa by ESPA, Pet Hotel I & Day Spa by Barkleys
- Air-conditioned tennis, badminton & squash courts
- Infinity pool & lounge, elevated walkway, cricket net, etc
- Approximately 1,900 sq ft – 5,700 sq ft

GUIDE PRICE **available on request**

# Malaiwana Residences



Property No: THPHU180051 & THPHU180052

## NAI THON BEACH, PHUKET

An exclusive residential estate on Phuket's tranquil northwest coast, and close to Phuket airport. A 15 m pool stretches across the front of the duplex apartments and panoramic views of the Andaman sea can be seen from the penthouse.

## ACCOMMODATION INCLUDES:

- 4 bedrooms per apartment
- Penthouse (735 sq m) & 2 duplex apartments (600 sq m)
- Stunning ocean views
- Each apartment has own private pool
- Chic living areas & lavish bedroom suites
- Approximately 200 m walk to Nai Thon Beach

nattha.kahapana@th.knightfrank.com  
+66 84 442 7447

GUIDE PRICE **available on request**

# Villa Del Mar



Property No: THPHU190003

## SURIN BEACH, PHUKET

A luxurious villa situated in a prime private setting. This modern, open plan design offers comfortable yet functional living space set across three floors and is appoximately 450 m walk to Surin Beach.

## ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- 10 m infinity pool featuring a salt chlorination system
- Plunge pool with waterfall
- Stunning views of the Andaman sea from each bedroom
- Built-up area approximately 600 sq m

nattha.kahapana@th.knightfrank.com  
+66 84 442 7447

GUIDE PRICE **US \$3,650,000**



# AF

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# RI

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## Palmeraie

### MARRAKECH, MOROCCO

Located in the heart of the Triangle d'Or of Marrakech's Palmeraie and benefiting from wonderful views of the Atlas mountains, this exceptional villa highlighting elegant Moroccan traditional architectural features sits within approximately 1 ha of landscaped garden with palm trees and century old olive trees.

### ACCOMMODATION INCLUDES:

- 6 bedroom suites
- 3 reception rooms
- Hammam
- Swimming pool & pool house
- Caretaker's accommodation
- Approximately 1,300 sq m

mark.harvey@knightfrank.com

+44 20 7861 5034

Property No: RS1190188

GUIDE PRICE €4,200,000





## Palmeraie

### MARRAKECH, MORROCO

Located in one of the most exclusive domains in Morocco and about 10 km away from Marrakech's centre, this exceptional villa of approximately 2,500 sq m sits within a landscaped park of about 2 ha. Built to the highest standards, this brand new villa features tastefully designed interiors, a perfect balance of modernity mixed with Moroccan traditional designs creating a perfect ambiance with large volumes, warmth and comfort.

### ACCOMMODATION INCLUDES:

- Master suite with private pool
- 5 further suites with private gardens
- Heated swimming pool
- Staff quarters
- Guardian's house
- Garage/private parking

GUIDE PRICE **available on request**

mark.harvey@knightfrank.com  
+44 20 7861 5034  
Property No: RS190187

## Hemingways Residences

### WATAMU, KENYA

Hemingways Residences are the stunning new addition to the iconic Hemingways Hotel in Watamu, a member of Small Luxury Hotels. Set on the beachfront with panoramic views of the Indian Ocean, these luxury holiday homes present an outstanding lifestyle and investment opportunity.

### ACCOMMODATION INCLUDES:

- 1 – 4 bedroom modern apartments
- Elegantly furnished & serviced
- Access to all amenities of the 5-star hotel
- Managed letting programme
- Guaranteed fixed income return
- Approximately 146 – 437 sq m

PRICES FROM **US \$525,000**

anthony.havelock@ke.knightfrank.com  
+254 727 099364  
Property No: KNA190006



# A M E R

THE AMERICAS — Take your pick from our city skyscrapers, neighbourhood mansions and beachfront villas

# I C A S



## BEL AIR BEAUTY

*Sophia King* uncovers a one-of-a-kind opportunity to build a palatial family estate in this exclusive LA neighbourhood

# W

hen it comes to the world's finest homes, big and beautiful comes as standard. It's the seemingly small – but, in reality, incredibly significant – details that transform a property into a dream home.

The most luxurious penthouse is nothing without breathtaking views; a waterfront villa unappealing without privacy; an elegant townhouse disheartening if in an undesirable location. And there's the issue of space. Generally, the bigger the home means the bigger the price tag – but even the most generous of budgets can't overcome strict planning regulations.

So a 10.6-acre site, complete with fully approved plans to build three majestic estates, in one of the world's most exclusive neighbourhoods, seems almost too good to be true. But it is true – and it could be yours.





### Introducing The Park Bel Air

Set in the famous East Bel Air neighbourhood, The Park Bel Air is a project 20 years in the making, conceived and designed by the prestigious developer Domvs London and the investment boutique Junius Real Estate Partners. Every element has been taken into consideration, from awe-inspiring views to plentiful parking space and, crucially, planning permission.

The necessary permits were acquired for The Park Bel Air prior to the introduction of new regulations on large-scale residential developments. Consequently, the new owner will need simply to give the go-ahead for construction to begin, and the home could be ready to move into within two years. As stringent new limitations are forcing many land owners to

rethink or compromise their plans, this is the last opportunity of its kind for a property of this scale and location.

### A vision realised

Not only have the permits been acquired, but they also offer maximum flexibility. The three estates can be built from the moment of purchase, or work can be staggered over time, with sections preserved for future generations to bring to life. Furthermore, the permits provide the option to redesign, scale down and customise the plans as desired on an expedited basis. ‘To have all the approved plans in place to be able to start building estates of this magnitude tomorrow is extremely rare,’ says Connie Blankenship, director of luxury estates at Douglas Elliman Real Estate. ‘And, of course, this truly is one of the best locations in the world for a brand-new family estate.’

Each of the three estates has its own distinctive features and appeal. Estate One, for instance, is reached via an impressively long tree-lined drive. Estate Two can accommodate two separate properties, such as a main residence and guest house. Estate Three, the biggest at 4.6 acres, includes permits for a tennis court and sports or entertainment area. Plans for each estate total more than 59,000 square feet, and impressively, each one of the estates is larger in size than the White House.

Plans for The Park Bel Air include countless luxury amenities including swimming pools, tennis courts and games areas. The lower levels have also been allocated space for storing prized collections in optimal conditions. Whether you’re a collector of cars, fine wine or priceless art (or perhaps all three), you can rest assured they will take pride of place at The Park Bel Air.

### LA living

Much like the castles of kings and queens in centuries gone by, The Park Bel Air enjoys an elevated position, with the

enviable combination of breathtaking views and total privacy. Each of the three estates has panoramic views of the canyon, city and sparkling Pacific Ocean beyond, and is overseen by a dedicated guardhouse, in addition to the main guardhouse at the front of the compound.

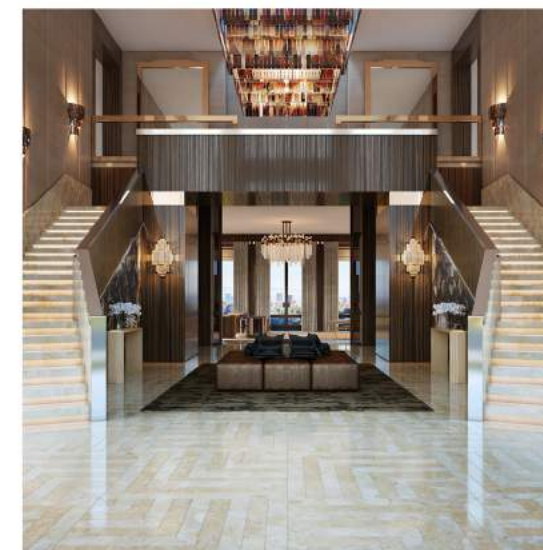
Nestled at the foothills of the Santa Monica Mountains in the heart of the Platinum Triangle, Bel Air is home to Hollywood royalty, business titans and the global elite. With the legendary Hotel Bel Air sat directly opposite, residents can also enjoy easy access to the iconic hotel’s extensive five-star amenities, from elegant afternoon tea to an indulgent spa session that revitalises the senses.

Los Angeles is world-famous for its alluring combination of lifestyle, culture and climate. With an emphasis on wellbeing, residents here can enjoy the warm sun, palm-tree-lined streets and the area’s vibrant energy. Some of the world’s finest (and, in some cases, healthiest) eateries and bars can be discovered in West Hollywood; high-end brands line Rodeo Drive, complemented by the smaller luxury boutiques of Venice Boardwalk; and partygoers can revel in the glittering nightlife of Sunset Strip and Hollywood Boulevard after sundown.

### Your future home

The Park Bel Air is truly unmatched in the market. It ticks all the boxes of even the most discerning buyer: location, privacy, views and optionality, to name just a few. Here is the chance to create an expansive estate that exceeds your hopes and dreams, and provides a sanctuary for you and your future generations. The Park Bel Air is an extraordinary legacy asset – and it’s waiting for you to bring it to life.

The Park Bel Air is currently on the market with Douglas Elliman and Knight Frank. For more information, visit [parkbelair.com](http://parkbelair.com), or email [connie.blankenship@elliman.com](mailto:connie.blankenship@elliman.com) and [jason.mansfield@knightfrank.com](mailto:jason.mansfield@knightfrank.com).



Artist’s impressions of The Park Bel Air, clockwise from far left: an aerial view. The garden and pool. The spa at dusk.

The entrance hall as seen from the library. The entertainment lounge. Previous page: a view from the garden at sundown





# Aspen

COLORADO, USA

Located on Aspen's prestigious Willoughby Way, this contemporary home features soaring ceilings that capture views from Independence Pass to Pyramid Peak. Perfect for art lovers with vast walls and windows – this is modern architecture at its finest with no detail overlooked.

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 7 bathrooms
- Floor-to-ceiling windows
- Swimming pool
- Bulthaup kitchen
- Approximately 811 sq m

GUIDE PRICE **US \$30,950,000**

jason.mansfield@knightfrank.com  
+44 20 7861 1199  
Property No: RS180047



# 111 West 57th Street

NEW YORK, USA

111 West 57th Street is a contemporary landmark designed by SHoP Architects with interiors by Studio Sofield that will rise to a soaring 1,428 ft when completed. The historic Steinway Hall is being reimagined and integrated with the modern new tower as remarkable residences and amenities. With one tower residence per floor, this exclusive offering will feature only 46 full-floor and duplex condominiums with unparalleled 360-degree views of Central Park and the Manhattan skyline. Completion estimated: Q1 2020

DEVELOPMENT INCLUDES:

- 3 - 4 bedroom residences
- Private porte-cochère entrance
- 82 ft lap pool with cabanas
- Double-height fitness centre
- Private dining room & chef's catering kitchen
- Lounge with outdoor terrace

PRICES FROM **US \$18,000,000**

claire.locke@knightfrank.com  
+44 20 7861 5033

Property No: IRD180028. Planning permission number: CD15-0146. Borough/council issuing permission: New York State Department of Law. Acquiring interest: Freehold





# Boston

## MASSACHUSETTS, USA

Built in 1862, this townhouse underwent a meticulous two-year renovation incorporating historical context and the sensibility of contemporary design. It is the epitome of today's style of living, with six floors of exceptional living and entertaining space. This is a true architectural showcase.

## ACCOMMODATION INCLUDES:

- 8 bedrooms
- 5 bathrooms
- Built-in entertainment centre
- Swimming pool
- Walk in wine cellar
- Approximately 630 sq m

GUIDE PRICE **US \$14,900,000**

jason.mansfield@knightfrank.com  
+44 20 7861 1199  
Property No: USDE11710



# The XI

## NEW YORK, USA

Spanning an entire city block, The XI is a new architectural accord realised through an extraordinary collaboration between the world's most visionary minds: Bjarke Ingels, Gabellini Sheppard, Gilles & Boissier, Enzo Enea, Es Devlin, and HFZ Capital Group. Completing this unparalleled offering is a 137-key Six Senses Hotel – their first US destination location. Completion estimated: Q4 2019

## DEVELOPMENT INCLUDES:

- 1 – 6 bedroom residences
- 24 hour attended lobby & concierge
- Over 60,000 sq ft of amenities curated by Six Senses
- Six Senses à la carte hotel services
- Preferred reservations at Six Senses Hotels worldwide

PRICES FROM **US \$2,800,000**

claire.locke@knightfrank.com  
+44 20 7861 5033  
Property No: IRD180029. Planning permission number: CD16-0214. Borough/council issuing permission: New York State Department of Law. Acquiring Interest: Freehold





# The Harland

LOS ANGELES, USA

The Harland emphasises indoor-outdoor living with floor-to-ceiling glass walls that open onto expansive private outdoor terraces and patios. Individually designed and impeccably appointed, each residence exhibits a refined, yet timeless, mid-century modern aesthetic vocabulary. Estimated completion: Q3 2019

DEVELOPMENT INCLUDES:

- 2 – 3 bedroom residences
- Private dining room & exhibition kitchen
- State-of-the-art fitness centre
- Private screening room
- Bespoke bowling alley

PRICES FROM US \$2,375,000

claire.locke@knightfrank.com  
+44 20 7861 5033

Property No: IRD190001. Planning permission number: 01947727. Borough/council issuing permission: Los Angeles County Registrar. Acquiring interest: Freehold.



# Southampton Village

NEW YORK, USA

This modern and creative estate is designed by renowned designer John Vancheri. Featuring weathered woods, heated concrete floors, and stunning architectural details, this house is not to be missed. Close to the ocean and the village, this stunning property is perfection inside and out.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Wine cellar
- Swimming pool
- Gym
- Approximately 464 sq m

GUIDE PRICE US \$8,950,000

jason.mansfield@knightfrank.com  
+44 20 7861 1199

Property No: USH108023





# One Park Grove

FLORIDA, USA

Introducing the magnificent waterfront homes of One Park Grove – estate-quality condominiums and penthouses with the perfect location, magnificent architecture, spectacular views and a richly-layered lifestyle. Estimated completion: Q4 2019

DEVELOPMENT INCLUDES:

- 2 - 5 bedroom bay-front residences
- Dedicated elevator lobbies & private elevators to residences
- 12 ft ceiling heights
- Expansive outdoor living areas
- 50,000 sq ft of luxury amenities designed by Meyer Davis
- Approximately 207 - 334 sq m

PRICES FROM US \$2,700,000 - \$7,860,000

claire.locke@knightfrank.com  
+44 20 7861 5033  
Property No: IRD140018. Acquiring interest: Freehold.



# Miami Beach

FLORIDA, USA

The most profound residence on the Venetian Islands elevates modern architecture to the next level. This home perfects the balance between wood, glass and stone exemplified by the pièce de résistance – the dual floating staircases. The floorplan flows perfectly throughout its three levels of living including a rooftop terrace.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 6 bathrooms
- Lift
- Saltwater pool
- Secret garden for outdoor dining
- Approximately 800 sq m

GUIDE PRICE US \$22,500,000

jason.mansfield@knightfrank.com  
+44 20 7861 1199  
Property No: USA10570099





# La Quinta

CALIFORNIA, USA

From the impressive security gatehouse, venture along the citrus-lined drive to find the perfect setting to this immaculate residence. This custom property consists of travertine floors, french doors that open up to a cozy courtyard, fireplace and private dining room.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- Built-in entertainment centre
- Swimming pool
- Walk in wine cellar
- Approximately 540 sq m

GUIDE PRICE **US \$3,195,000**

jason.mansfield@knightfrank.com  
+44 20 7861 1199  
Property No: US19423892



# The Centrale

NEW YORK, USA

Rising 71 stories, The Centrale takes its place alongside Midtown Manhattan's most iconic buildings, encompassing a collection of 124 classic yet undeniably modern residences, envisioned by Champalimaud Design. The Centrale's exterior design by Pelli Clarke Pelli Architects builds upon classic Art Deco architecture with contemporary elements displayed throughout. Estimated completion: Q3 2019

DEVELOPMENT INCLUDES:

- 1 – 4 bedroom residences
- Attended lobby & concierge (full-time)
- Full length 75' lap pool
- All season club terrace
- State-of-the-art fitness centre
- On-site private treatment room & yoga studio

PRICES FROM **US \$1,825,000**

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Property No: IRD190002. Planning permission number: CD17-0203. Borough/council issuing permission: New York State Department of Law. Acquiring interest: Freehold





# Exumas

## THE BAHAMAS, CARIBBEAN

This is a very rare, once-in-a-lifetime private island located in the most beautiful part of the Exumas island chain. The spectacular island has been thoughtfully crafted to create the perfect private island home with incredible sea views and pristine beaches, ideal for the whole family and guests.

### ACCOMMODATION INCLUDES:

- Manor house with 3 bedroom suites
- 4 further houses & cottages all with 2 bedroom suites
- Refectory with spa, gym & outdoor swimming pool
- Large staff & operations village
- Sea barn & numerous moorings
- Approximately 15.4 ha

GUIDE PRICE **US \$85,000,000**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RSI180047







# Lorient

## ST BARTS, CARIBBEAN

Designed for an exceptional indoor-outdoor lifestyle, this contemporary beach front villa offers beautiful open plan living and spectacular views of the Caribbean Sea and neighbouring islands. The villa also has a large sun deck and covered terrace with direct access to the beach.

### ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Open plan reception room
- Infinity swimming pool
- Extensive terraces
- Approximately 259 sq m

GUIDE PRICE **US \$15,500,000**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RS190118

# St James

## BARBADOS, CARIBBEAN

Situated on the prestigious West Coast of Barbados, this beautifully spacious architecturally designed waterfront villa offers open plan living with high-end finishes and furnishings. The villa sits on elegantly landscaped gardens with uninterrupted views of the Caribbean Sea.

### ACCOMMODATION INCLUDES:

- 5 bedroom suites
- 3 reception rooms
- Covered terraces & sundeck
- 45 ft infinity swimming pool
- Approximately 603 sq m of living space
- Approximately 2,065 sq m of gardens

GUIDE PRICE **available on request**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RS1181111





# Mustique

SAINT VINCENT AND THE GRENADINES, CARIBBEAN

Designed by Paolo Piva, this villa is a striking Japanese vision of contemporary design, carefully hidden away within the wild and tropical Mustique landscape. The villa flows effortlessly throughout with the sleek external lines giving way to the warmer Japanese styled furnishings and layouts within.

ACCOMMODATION INCLUDES:

- 4 bedroom suites
- 3 reception rooms
- Bespoke Italian marble kitchen
- Infinity swimming pool
- Approximately 7,000 sq ft
- Approximately 1.38 acres

GUIDE PRICE US **\$14,000,000**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RS1161219



# Mustique

SAINT VINCENT AND THE GRENADINES, CARIBBEAN

This Tuscan styled masterpiece is a superb example of elegant Italian architecture, nestled into the lush, wild, tropical landscape with spectacular 270-degree views overlooking the famous Macaroni Bay and beautiful Mustique coastline. The perfect villa for both relaxing and entertaining.

ACCOMMODATION INCLUDES:

- 6 grand bedroom suites
- Vaulted 'great room'
- Games & television room
- Manicured gardens
- Courtyard garden
- Swimming pool & rock pools

GUIDE PRICE **available on request**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RS1170126





As a fully integrated advisory service, Knight Frank's Private Office helps people around the world form their property investment strategies. Partners Paddy Dring, Rory Penn and Thomas van Straubenzee discuss their global client base and helping with every element of a property portfolio

INTERVIEW BY SOPHIA KING

# WITH THE PRIVATE OFFICE

**CAN YOU TELL ME MORE ABOUT THE PRIVATE OFFICE AND HOW YOU WORK WITH CLIENTS?**

**PD:** We serve as a single point of contact and provide a best-in-class service for all our clients' property requirements. Each of the team's 15 members brings his or her own particular skill set and expertise, to ensure our clients receive the very best guidance on the world's real estate markets, across both commercial and residential.

**DOES HAVING SUCH A GLOBAL CLIENT BASE MEAN THAT YOU ARE OFTEN TRAVELLING?**

**TVS:** We are based in London but occasionally we spend time outside of the UK meeting clients in countries including North America, Europe and Asia. As an example, I have just returned from visiting clients in New York and Washington, and I am heading to Hong Kong next week.

**RP:** Although I started the year with a brilliant family holiday in Cape Town, the past few weeks have involved spending time in some of our global wealth hubs for the launch of Knight Frank's *The Wealth Report 2019*. This has involved travelling to Jersey, Geneva, Zurich, Cannes, Hong Kong and Singapore.

**HOW DOES KNIGHT FRANK'S INTERNATIONAL NETWORK HELP YOUR CLIENTS?**

**TVS:** Being part of the world's leading independent property firm means we can provide the best advice for private clients looking to establish a clear investment strategy, that considers both yield and growth, through investing in the right sectors in the right locations at the right times. To provide you with an example, I am currently advising one particular client on

**Meet the team**

Find out more about five of the partners working alongside Paddy, Rory and Tom in the Private Office to advise on private clients' property requirements.



**DANIEL DAGGERS**  
One of London's leading agents, Daniel has worked with industry leaders and clients worldwide for 20 years.



**CHARLES PENNY**  
With a specialist background in residential development, Charles is the driving force behind some of London's most notable sales. He regularly visits the Middle East and Asia to advise his global network of clients.



**ALASDAIR PRITCHARD**  
Renowned as the go-to expert for buying and selling international properties, Alasdair helps clients looking for their perfect investments across Europe and America.



**KATYA ZENKOVICH**  
London-based Katya works with high-net-worth Russian clients, assisting with everything from property acquisition to financing and lettings.



**HUGH DIXON**  
The team's newest member, Hugh specialises in next-generation wealth, as well as the sports and media sectors.

selling an apartment in New York, buying a flat in London and also arranging a mortgage through Knight Frank Finance.

**RP:** We're also currently working with a large Asian family office which has both commercial and residential requirements across the UK, Europe and the Middle East. We work with our global network to act as the client's main wealth advisor and meet their property requirements.

**WHAT ARE THE KEY FACTORS THAT SHOULD BE CONSIDERED WHEN CREATING A PROPERTY INVESTMENT STRATEGY?**

**TVS:** Real-estate markets are linked to many factors, such as the economy and political backdrop. Consequently, patience is key; waiting for the right point in the cycle to invest can mean you avoid unnecessary risk and maximise your returns.

**RP:** We also strongly recommend consulting your children. Not only are they likely a part of your succession plan, but they're often aware of new consumer trends and how they could influence your future property investment strategy. For example, e-commerce is prompting more investment into logistics rather than retail.

**WHAT'S THE MOST INTERESTING PART OF YOUR JOB?**

**RP:** Helping clients to develop their real-estate investment strategies, whether that's for new acquisitions or improving the management of existing portfolios. Co-investment projects are an interesting trend. A rising number of family offices or private clients are joining forces to co-invest in assets as a means of maintaining a level of control, while diversifying their portfolios and limiting risk factors.

**TVS:** I find it exciting to have access to amazing properties and match them with the right people. It's fulfilling to find a property that exceeds a client's expectations.



EU

EUROPE — Discover exquisite properties across the continent, from waterfront residences to city penthouses

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## FRENCH PERFECTION

Amid the beauty, serenity and exclusive glamour of Saint-Jean-Cap-Ferrat on the Riviera, *Zoe Dare Hall* finds the grand five-bedroom Belle Epoque villa of her dreams

A

s you approach Villa Sazia on Saint-Jean-Cap-Ferrat by boat, the beauty of this slice of the French Riviera touches every sense. There is the mesmerising, glistening blue of the sea and the hazy green and golden hues of the mountains, the uplifting scent

of the umbrella pines and little to break the tranquillity other than the sweet sound of birdsong.

It's a rare feature on the Cap to be able to step off your boat and walk straight on to your lawn as you can at Villa Sazia, a classic Belle Epoque villa. From the water's edge, there is the satisfying pleasure of symmetry as you head to the house along the perfectly straight terracotta-coloured



*Below and right: opulently restored fresco detailing features throughout the living spaces of Belle Epoque*



*Below: the garden pool nestled within the grounds of the house has views overlooking the French Riviera*



path that dissects the garden which is shaded by olive trees, so symbolic of Mediterranean warmth, cypress trees redolent of Italian aristocracy and towering palms that lend an exotic air. As you sit on the pink and cream chequerboard terrace and gaze down to the water and the headland of Monaco beyond, you feel a connection with the sea and nature.

Inside the five-bedroom Villa Sazia (with an additional three rooms in the staff house), the large, light-filled rooms have been opulently refurbished to make it one of the finest houses on the eastern coast of the Cap. Original features such as ceiling frescoes and mosaic floors have been restored, in homage to the house's history. The modern touches are all there, including a triple car port for when shade from the intense summer heat is required.

There is grandeur galore in the proportions and furnishings, but the house's colour palette is muted and calming, making full effect of the vivid greens, blues and pinks that provide the spectacle outside. This is a house that calls out for its bright green shutters to be flung open, to let in the golden light and natural beauty in which it basks.

In many senses, little has changed on the Cap Ferrat since King Leopold II of Belgium began building opulent villas near his own estate at the turn of the 20th century, attracting such families as the Rothschilds.

The peninsula soon acquired a glittering reputation as the great and good, including European royalty, Hollywood stars and leading lights

in literature, came to revel in the social scene that took place behind the closed doors of its Belle Epoque mansions. You can picture the scene in a sparkling playground haunted by Pablo Picasso, Coco Chanel and Jean Cocteau. When you visit villas such as Sazia today, all the vibrancy of the Riviera in its early- to mid-20th-century heyday comes flooding back.

Great wealth is a prerequisite in owning a property here. It's France's most expensive residential address and there are a handful of homes that cost upwards of €100 million. To own a property here is undeniably a symbol of success. But such people could buy anywhere in the world and their Cap Ferrat homes are largely private palaces, not public displays of greed. What these owners also share, beyond great wealth, is that they have all fallen in love with the unparalleled lifestyle that this part of the Côte d'Azur offers.

That may involve the simple pleasures of walking to the port for a morning coffee or taking out a tender at weekends to explore the nearby bays such as the secluded Cap-d'Ail. Others will drive to Saint-Tropez for lunch or head to the Italian Riviera. Some will stop off in Monaco and catch a helicopter to the ski slopes of St Moritz or Gstaad.

It's a part of the world that knows no limits for those fortunate enough to be able to enjoy it. That's how it always has been, and almost certainly how it always will be, in this silk-lined pocket of the Riviera whose intrinsic glamour never fades.





# Geneva Countryside

## GENEVA, SWITZERLAND

Extensively restored historic chateau with spectacular interiors situated on the edge of a picturesque period village surrounded by vineyards. The property offers wonderful views of Le Salève and the Alps beyond.

### ACCOMMODATION INCLUDES:

- 10 bedroom suites
- Separate staff house
- Impressive driveway & large terraces
- Swimming pool, pool house, tennis court & helipad
- Approximately 1,350 sq m of living space
- Approximately 23,500 sq m of beautiful gardens

GUIDE PRICE **available on request**

alex.kdeg@knightfrank.com  
+44 20 7861 1109  
Property No: RS1160909







# Villars-sur-Ollon

## VAUD, SWITZERLAND

Ideally situated in a quiet and private location, with sweeping mountain views is this spectacular south-facing chalet. The property has been meticulously designed to offer the perfect mix of traditional alpine style with contemporary living throughout.

### ACCOMMODATION INCLUDES:

- 7 bedrooms
- 6 bathrooms
- Spacious reception rooms
- Sauna, massage room & wine cellar
- Beautiful terraces & wooded gardens
- Available to non-Swiss residents

GUIDE PRICE **CHF 10,950,000**

alex.kdeg@knightfrank.com  
+44 20 7861 1109  
Property No: RS1161021



# 19th District

## VIENNA, AUSTRIA

Built in 1898 by architect Karl Hollerl in the style of an Italian Palazzo, this elegant and historic villa is situated within beautiful landscaped gardens in the 19th district in Vienna. The property is light and spacious with a grand double height hallway and well proportioned rooms.

### ACCOMMODATION INCLUDES:

- 5 bedrooms
- 3 bathrooms
- 2 reception rooms
- Large covered terrace & swimming pool
- Extensive office & garaging
- Approximately 735 sq m

GUIDE PRICE **€8,500,000**

alex.kdeg@knightfrank.com  
+44 20 7861 1109  
Property No: RS1180859





# 16th Arrondissement

## PARIS, FRANCE

An exquisite apartment of the highest standards located in a prime Parisian location on the elegant Avenue d'Iéna. The apartment is beautifully designed with state-of-the-art climate and lighting controls. Includes private garage located via the courtyard and three service rooms on the sixth floor.

## ACCOMMODATION INCLUDES:

- 4 bedrooms
- 5 bathrooms
- 2 reception rooms
- Fitness room
- Staff accommodation
- Approximately 417 sq m

GUIDE PRICE €9,900,000

roddy.aris@knightfrank.com  
+44 20 7861 1727  
Property No: RS180334

# Bonnieux

## PROVENCE, FRANCE

A magnificent Provencal Mas set within approximately 12.5 ha of land, divided into a wonderful French garden, an olive grove, a rented vineyard and a forest. The Mas comprises bright and spacious accommodation with breathtaking views of the surrounding countryside.

## ACCOMMODATION INCLUDES:

- 5 bedrooms
- 4 bathrooms
- Reception room
- Swimming pool
- Tennis court

GUIDE PRICE €5,300,000

mark.harvey@knightfrank.com  
+44 20 7861 5034  
Property No: RS181119





# Châteauneuf de Grasse

CÔTE D'AZUR, FRANCE

Situated in the hills of the French Riviera, this home enjoys wonderful panoramic views of the Mediterranean and across to the neighbouring perched village of Châteauneuf de Grasse. There is the potential to extend the property.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 3 bathrooms
- Outdoor lounge
- Swimming pool
- Pool house with bar
- Approximately 6,000 sq m of land

GUIDE PRICE €3,750,000

jack.harris@knightfrank.com  
+44 20 7861 1139  
Property No: VAL180096



# Beaulieu sur Mer

CÔTE D'AZUR, FRANCE

Located on the heights of the French Riviera, this characterful property offers sensational accommodation that is complemented by enchanting outdoor entertaining areas, including several terraces and a petanque court. The home also enjoys dramatic views over the Mediterranean and Cap Ferrat.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- 2 reception rooms
- Swimming pool
- Terraces
- Approximately 2,100 sq m of gardens

GUIDE PRICE €12,900,000

mark.harvey@knightfrank.com  
+44 20 7861 5034  
Property No: ENE180050





# Le Capon

SAINT-TROPEZ, FRANCE

One of the most exceptionally appointed villas in Saint-Tropez, this south-facing property has been thoroughly and sympathetically resorted with elegant, stylish and contemporary interiors. Located in a secluded position, the villa enjoys spectacular views over Pampelonne Beach and the Mediterranean.

ACCOMMODATION INCLUDES:

- 7 bedroom suites
- Independent staff accommodation
- Swimming pool
- Tennis court
- Helipad
- Approximately 4 ha

GUIDE PRICE **available on request**

edward.demalletmorgan@knightfrank.com  
+44 20 7861 1553  
Property No: RSI170522



# Méribel Village

SAVOIE, FRANCE

Arguably one of the best chalets in Méribel Village, located in the heart of the Three Valleys. This spectacular chalet is set in a dominant and private position offering outstanding panoramic views of the surrounding mountains.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- 3 reception rooms
- Wellness area with Jacuzzi
- Garage
- Approximately 470 sq m

GUIDE PRICE **available on request**

roddy.aris@knightfrank.com  
+44 20 7861 1727  
Property No: RSI180657





# Chamonix

HAUTE-SAVOIE, FRANCE

Le Lustre is one of the best apartments in Chamonix. Newly built and centrally located, this 400 sq m penthouse duplex includes a 100 sq m living area with full width sliding doors and 360 degree views of the mountains.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- Reception room
- 137 sq m roof terrace
- Garage
- Approximately 400 sq m

GUIDE PRICE **available on request**

Roddy Aris  
+44 20 7861 1727  
Property No: MBA180048



# Portofino

EAST LIGURIA, ITALY

Situated in the Golfo di Portofino, one of the world's most famous stretches of coastline, is this magnificent property, the only villa in Portofino to be accessed by the piazzetta, water and road. This waterfront villa has over 300 sq m of wonderful terraces and commands breathtaking sea views.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- 2 reception rooms
- Private jetty
- Staff accommodation
- Approximately 350 sq m of living space

GUIDE PRICE **€19,500,000**

alasdair.pritchard@knightfrank.com  
+44 20 7861 1098  
Property No: RS1170151





# Dorsoduro

## VENICE, ITALY

A beautiful 16th century Palazzo steeped in character and offering 360 degree views over one of the most desirable parts of Venice. The elegant Renaissance façade has recently been restored and further benefits of the property include a garden, terrace and planning permission to install a lift.

## ACCOMMODATION INCLUDES:

- 7 bedrooms
- 9 bathrooms
- Waterview
- Private mooring
- Neoclassical features
- Approximately 1,100 sq m

GUIDE PRICE €12,500,000

amy.redfern-woods@knightfrank.com  
+44 20 7861 1057  
Property No: RS190103.



# Pienza

## TUSCANY, ITALY

A charming 12th century farmhouse, set within the UNESCO site of the Val d'Orcia. Beautiful, well established grounds and spectacular views across the surrounding countryside. This outstanding house offers very flexible living accommodation. Also ideal for summer rentals.

## ACCOMMODATION INCLUDES:

- 13 bedrooms
- 12 bathrooms
- 4 reception rooms
- Swimming pool
- Panoramic loggia
- Secondary accommodation

GUIDE PRICE €3,900,000

amy.redfern-woods@knightfrank.com  
+44 20 7861 1057  
Property No: RS1160126.





# Lucca

## TUSCANY, ITALY

A magnificent panoramic property set in perfectly maintained gardens and grounds. The estate includes a 15th century villa, two exquisite cottages, two swimming pools and 15 hectares of land including an olive grove. An idyllic haven set in the Lucca countryside, close to all amenities.

### ACCOMMODATION INCLUDES:

- Main house with 6 bedrooms & 5 bathrooms
- Cottage one with 4 bedrooms & 3 bathrooms
- Cottage two with 3 bedrooms & 3 bathrooms
- Private setting
- Panoramic views of the Tuscan landscape

GUIDE PRICE €8,500,000

amy.redfern-woods@knightfrank.com  
+44 20 7861 1057  
Property No. SER160012





# No.1 Charlottenburg



Property No: ZIE170001. Planning permission number: 2011/3963. Borough/council issuing permission: Council of the Berlin Borough of Charlottenburg-Wilmersdorf. Acquiring Interest: Freehold

## BERLIN, GERMANY

Located in one of Berlin's most sought after districts, this new riverfront scheme comprises two prestigiously designed statement tower buildings and 13 elegant townhouses grouped around beautifully landscaped gardens. Completion estimated: Q2 2019

### DEVELOPMENT INCLUDES:

- 1 – 4 bedroom
- Floor-to-ceiling windows
- Direct riverfront access
- On-site residential manager
- Underground parking

claire.locke@knightfrank.com  
+44 20 7861 5033

GUIDE PRICE €350,160

# Pure



Property No: ZIE180008. Planning permission number: 2018/2077. Borough/council issuing permission: Council of the Berlin Borough of Friedrichshain-Kreuzberg. Acquiring interest: Freehold

## BERLIN, GERMANY

In the trendy quarter of Berlin-Friedrichshain, Pure is an exclusive residential building on the banks of the Spree River; the waterfront, elegant architecture and compact apartment sizes meet the highest demands of end users and investors. Completion estimated: Q3 2021

### DEVELOPMENT INCLUDES:

- Studio – 3 bedroom apartments
- Direct water view to the Spree River
- Concierge services
- Landscaped courtyard
- Underground parking

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+44 20 7861 5033

GUIDE PRICE €235,000



# Am Hochmeisterplatz

## CHARLOTTENBURG, BERLIN

Am Hochmeisterplatz – where established values and cultured style combine to form the perfect bastion of class and exclusivity – is located just 150 m from the popular shopping boulevard of Kurfürstendamm. The elegant design of this new building takes inspiration from classical architecture and is a perfect fit for the well-heeled residential area of Berlin's most prestigious boulevard. Completion estimated: Q3 2020

### DEVELOPMENT INCLUDES:

- 1 - 9 bedrooms
- Spacious inner courtyard with private gardens
- Many homes with south-west-facing views
- Underground parking
- Approximately 58 sq m - 246 sq m

claire.locke@knightfrank.com  
+44 207 861 5033

GUIDE PRICE €498,000

Property No: RS1170352. Planning permission number: 2016/688. Borough/council issuing permission: Council of the Berlin Borough of Charlottenburg-Wilmersdorf. Acquiring Interest: Freehold





# Alhaurin

NEAR MARBELLA, SPAIN

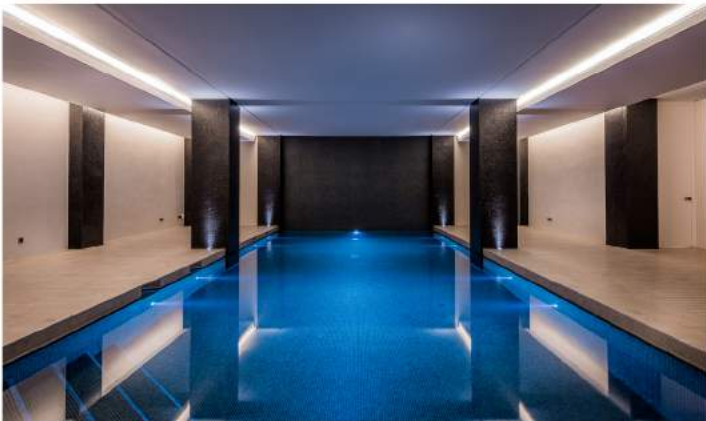
This Andalusian home is conveniently located in a peaceful and verdant location close to Marbella and Málaga. The estate includes a main house, guest house and staff accommodation distributed across a generous plot ensuring absolute peace and privacy, with far reaching views over open countryside.

ACCOMMODATION INCLUDES:

- 8 bedrooms
- 6 bathrooms
- Outbuildings
- Swimming pool
- Approximately 9 ha of land

GUIDE PRICE €1,490,000

mark.harvey@knightfrank.com  
+44 20 7861 5034  
Property No: RSI180811



# La Zagaleta

MARBELLA, SPAIN

Exceptional south-facing villa with extensive terraces offering panoramic views of the Mediterranean coast encompassing the Gibraltar and African Atlas, set on a plot of approximately 8,000 sq m in the sought after La Zagaleta Golf & Country Club. This gated estate has 24 hour security and offers residents a variety of sporting facilities such as an equestrian centre, two 18 hole golf courses and access to a helipad.

ACCOMMODATION INCLUDES:

- 10 bedrooms
- 10 bathrooms
- Indoor & outdoor swimming pool
- Gymnasium & spa, with sauna & steam room
- Guest apartment
- Staff quarters

GUIDE PRICE €13,900,000

mark.harvey@knightfrank.com  
+44 20 7861 5034  
Property No: DM4035





# Camp de Mar, Andratx

MALLORCA, SPAIN

A magnificent stone villa located in the beautiful countryside on the edge of Camp de Mar bay, offering privacy and tranquillity with outstanding views of the sea. The villa is set in a beautifully landscaped garden with a swimming pool and covered terraces.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- Reception room
- Swimming pool
- 1 bedroom guest apartment
- Approximately 475 sq m

GUIDE PRICE €9,750,000

mark.harvey@knightfrank.com  
+44 2020 7861 5034  
Property No: MLG70089



# Montalbán 11

MADRID, SPAIN

Located on the doorstep of the Retiro Park and in the cultural heart of the city, Montalbán 11 is Madrid's best new address. A unique project in Spain due to the collaboration with recognised contemporary artist Carlos Cruz-Diez, each apartment includes its own unique piece of art. This triplex penthouse is the height of luxury the city can offer with stunning views over the city. Expected completion Q4 2019.

DEVELOPMENT INCLUDES:

- 6 bedrooms
- 8 bathrooms
- Private roof terraces with swimming pool
- Communal gym, Turkish baths & Spa
- 4 parking spaces
- Approximately 750 sq m + 220 sq m of terrace

GUIDE PRICE €14,600,000

javier.velduque@es.knightfrank.com  
+34 600 919 095  
Property No: MAD170045. Project license number: 711-2016-22388. Issued by the City Council of Madrid. Cadastral record number: 1546609VK4714F0001LU. Issued by the government of Spain.



# BEGUILING MADRID

An unexpected renaissance is taking place in the heart of Madrid. A landmark hotel with residences currently under construction looks set to transform the Spanish capital, says *Sophia King*

A

hub of bright colour, rich culture and vibrant energy, Madrid is an infectious city that's too often overlooked in favour of more popular travel hotspots such as Barcelona, London and Paris.

Until now, that is. In the heart of the city is Canalejas, an iconic district formerly home to numerous major financial institutions and renowned for its outstanding architecture, central location and cultural heritage.

Today an ambitious project is under way there, due for completion at the end of this year and guaranteed to add another chapter to the area's rich history, as well as attracting fresh visitors to this colourful corner of Spain.



A collection of traditional buildings are being transformed into a single landmark property: Four Seasons Hotel and Private Residences Madrid. Set to comprise 200 rooms, 22 private residences and La Galleria Canalejas complete with 50 boutiques, the addition to the area is one guaranteed to bring about a cultural revival on an unparalleled scale.

As former newspaper offices and banks, each of the seven buildings has its own enchanting, century-old tale, told through sensitively restored original façades, wrought ironwork and innovative interiors. Inside, an impressive modern aesthetic is illuminated by sunlight flooding through grand original windows and, on closer inspection, thousands of intricate details.

Four Seasons Private Residences Madrid will be the epitome of luxury and deliver a truly aspirational lifestyle to its guests. There will be none of the old-fashioned rules and stuffy etiquette all too often found in prestigious five-star destinations. Guests will be encouraged to be themselves, with an array of amenities and services on hand to complement their individual desires and create an unforgettable experience tailored to them.

Indeed, perhaps the only downside of Four Seasons is the inevitable moment of departure. Unless, that is, you live in a Four Seasons Private Residence.

Ranging from one to three bedrooms, the interiors are designed by the renowned Luis Bustamante studio and employ the finest materials and craftsmanship. Contemporary luxury is rooted in Spanish tradition; from elegant marble in the bathrooms to the rich hardwood floors and soft cream carpets complemented by open spaces, period features and ornate details. Behind the scenes, state-of-the-art technology, including



**Each building has an enchanting, century-old tale, told through original façades, wrought ironwork and innovative interiors**

under-floor heating and cinematic surround-sound systems, ensures maximum comfort.

There are many reasons to long for a Four Seasons Private Residence, but perhaps the best is the privilege of having luxurious

hotel services readily available from the comfort of your own home. In addition to amenities such as a spa, swimming pool and manicured terraces with magnificent views of the city beyond, residents here can count on their every need being catered for, be it food and flowers for an evening dinner party, or trusted pet care while out of town.

Beyond Four Seasons Private Residences Madrid, there's a wonderful city waiting to be explored. Countless cultural delights are within walking distance, including the world-famous Thyssen-Bornemisza art museum, El Retiro Park and Teatro Real opera house. For casual outings, pop into one of the lively local cafes or colourful markets lining the bustling streets; for the more special occasions, there's an array of fine-dining establishments and luxury boutiques ready to welcome you.

A few years ago, Four Seasons Private Residences Madrid was a fragment of a dream. Today, it's a dream come true – and a private residence here could be yours, too.

*Four Seasons Private Residences are currently on the market with Knight Frank. For more information, contact Mark Harvey on +44 20 7861 5034 or email [mark.harvey@knightfrank.com](mailto:mark.harvey@knightfrank.com).*



*Views of Four Seasons Hotel and Private Residences Madrid, clockwise from far left: the exterior at night.*

*The second bedroom of one of the Residences. A Residence's dining room. The living room*





# READY FOR YOUR NEXT MOVE?

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# BEAUTIFUL INSIDE AND OUT

Having an attractive home is a luxury; add a spellbinding view into the bargain and it's practically priceless. A great vista doesn't just complement the property's interiors, it often dictates the property's design too. So, from rural retreats to urban penthouses, here is a handpicked selection of fabulous homes with unmissable views

BY ZOE DARE HALL

## THE CLIFF HOUSE, DOVER

Overlooking the White Cliffs of Dover, The Cliff House has one of the most iconic and symbolic views of the English coastline. This is a place to soak up a sense of history, romance and glorious, endless space as you watch the ferries cross the expansive blue of the English Channel to France. From the glorious seclusion of its own 11.5-acre estate, with immaculate lawns, three converted cottages and a swimming pool, this five-bedroom house is designed to make the most of its extraordinary location in its large, light-filled rooms, with high vaulted ceilings and contemporary country decor that echoes the calming beauty that surrounds it.

There's even a decommissioned lighthouse on the land. It may not have guided ships safely to harbour for more than a century, but it's hard to resist doing so yourself as you sit in Cliff House and gaze out to sea.



## Hampshire House, London

This modern, three-bedroom penthouse flat is a secret sanctuary with one of the best park views in London. Set on the top floor of a handsome mansion block on Hyde Park Place, this big, lateral penthouse has exquisite panoramas over Hyde Park from its triple run of reception lined by one long terrace.



## One Kensington Gardens, London

Among the greatest luxuries in London is having unobstructed views of green space. When that is Kensington Gardens, the only one of London's royal parks where royalty live, you enter the realm of ultra-luxury. In this 5,470 sq ft five-bedroom new development by architect David Chipperfield, the park is integral to the decor.



## ASH HOUSE, DEVON

From this Grade II-listed manor house near the Devon village of Iddesleigh, you can gaze for miles across the glorious wilderness of Dartmoor. There are market towns on the doorstep. Exeter's buzz is close by. But from within this 125-acre estate, you can enjoy, there is the sense of being in your own peaceful, private universe, with not a neighbour in sight. It's just you and nature for as far as the eye can see, across your own expanses of formal gardens and parkland towards the Dartmoor hills. The house combines historic grandeur with the comfortable flow of a large family home. And while it's the perfect place for grand parties, this is one stately home that is efficient to run.

## MANSION HOUSE, LONDON

When Hollywood wants quintessential Georgian London, they come to an address such as discreet Cowley Street in Westminster, which has scarcely changed over the centuries. Its perfectly preserved period properties are sought-after jewels.

Chances to live like this in the heart of the establishment are rare, but Mansion House – built in 1905 and on the market for the first time in generations – offers a historic opportunity. There is no better place to soak up the sense of being on the doorstep of the seat of power than from the property's roof terrace, with Big Ben and the Houses of Parliament practically within touching distance.

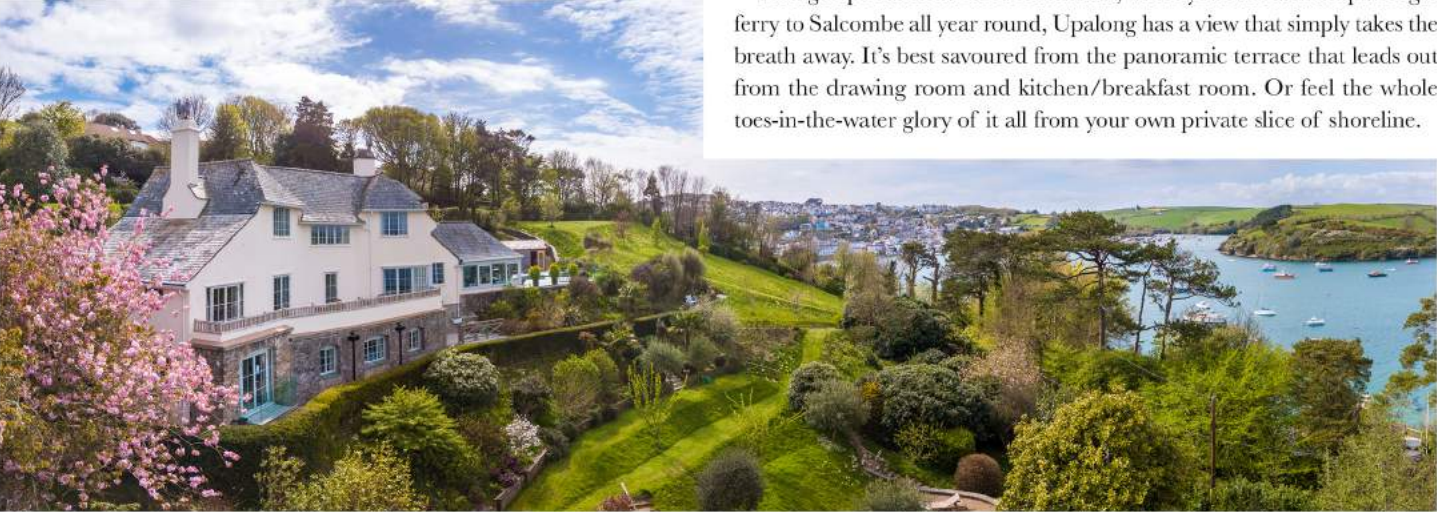
Recently converted into a stunning family residence, the Grade II-listed house's original features – including a four metre-wide gilt cupola and an oak-panelled drawing room with five windows – have been painstakingly restored by artisans who have worked on Windsor Castle and the Palace of Westminster. Mansion House's modern luxuries include a spa, swimming pool, cinema and eight-person lift.



## UPALONG, SALCOMBE

A view over the boating and water-sports haven of Salcombe Estuary is one of the most prized in the country. And Upalong – a six/seven-bedroom house set among nearly six acres of mature gardens – promises not just that, but the rarity of its own beach, boathouse and five moorings.

Set high up in ancient East Portlemouth, where you can catch the passenger ferry to Salcombe all year round, Upalong has a view that simply takes the breath away. It's best savoured from the panoramic terrace that leads out from the drawing room and kitchen/breakfast room. Or feel the whole toes-in-the-water glory of it all from your own private slice of shoreline.







# Titlarks House

BERKSHIRE, ENGLAND

In collaboration, Kebbell and Octagon present to you Titlarks House – a magnificent new seven bedroom home approaching 17,000 sq ft, located in Sunningdale's premier private road, Titlarks Hill. This impressive home sits on a 1.4 acre south backing plot with modern interiors creating luxurious living spaces across two floors.

james.crawford@knightfrank.com  
+44 20 7861 1065

stuart.cole@knightfrank.com  
+44 20 7861 5101  
Property No: CHO160028

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 7 reception rooms
- Lift
- Independent staff suites
- Extensive leisure complex
- EPC B

GUIDE PRICE **£15,000,000**



# Newport House

HEREFORDSHIRE, UNITED KINGDOM

An impressive beautifully refurbished listed Georgian country house with fine landscaped gardens and lake at the heart of an idyllic working estate.

will.matthews@knightfrank.com  
+44 20 7861 1440  
Property No: WRC170290

ACCOMMODATION INCLUDES:

- 10 bedrooms
- 3 farmhouses & 4 cottages
- Impressive walled garden
- Victorian stable block with 4 flats
- Beautiful renowned gardens
- Approximately 427.4 acres

GUIDE PRICE **available on request**





# Summertown Villa

OXFORD, UNITED KINGDOM

An exceptional Grade II\* listed Regency villa in the heart of North Oxford. Summertown Villa is a beautifully presented country house in the city with handsome architectural detail in substantial private grounds.

james.crawford@knightfrank.com  
+44 20 7861 1065

william.kirkland@knightfrank.com  
+44 1865 790077  
Property No: OXF180033

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- 4 reception rooms
- Coach house
- Outbuildings
- In all about 1.87 acres

OFFERS IN EXCESS OF £10,000,000



# Luxborough

SOMERSET, UNITED KINGDOM

A productive farm, in a superb location with an excellent shoot, comprising mixed farming unit together with a four bedroom farmhouse, three cottages and three flats, shoot lodge, offices and modern farm buildings. Available as a whole or in six lots.

clive.hopkins@knightfrank.com  
+44 20 7861 1064  
Property No: CHO180271

INCLUDES:

- High bird shoot
- Farmhouse
- 6 further properties
- Extensive farm buildings
- Commercial, arable & livestock farm
- Approximately 655 acres

GUIDE PRICE **available on request**





# Landscape Farm

## JERSEY, CHANNEL ISLANDS

Set within parkland style grounds, this magnificent newly constructed and very substantial family mansion, is located in the south of the island. Offering elegantly proportioned family accommodation, the property is approached via a long private gated driveway.

james.crawford@knightfrank.com  
+44 20 7861 1065

aimie@wilson.je  
+44 7797 825410  
Property No: CHO180316



## ACCOMMODATION INCLUDES:

- 8 bedrooms
- 10 bathrooms
- Private & tranquil setting
- Landscaped grounds with ornamental lake
- Guest & staff apartments
- Hard tennis court & swimming pool

GUIDE PRICE £14,500,000

# St John’s Manor



Property No: CHO100558

## JERSEY, CHANNEL ISLANDS

Regarded among the finest and most prestigious country estates in the Channel Islands, the St John’s Manor Estate comprises magnificent classical manor house, which stands in secluded grounds of about 58 acres, surrounded by magnificent landscaped gardens.

## ACCOMMODATION INCLUDES:

- 7 bedrooms
- 6 bathrooms
- 5 reception rooms
- Swimming pool
- Tennis court
- Approximately 1,014.8 sq m

james.crawford@knightfrank.com  
+44 20 7861 1065

clifford@wilsons.je  
+44 7797 723804

GUIDE PRICE £22,000,000

# North Cove Hall



Property No: CHO170285

## SUFFOLK, UNITED KINGDOM

A beautiful Grade II\* Georgian country house in mature parkland with exceptionally well proportioned reception rooms, a two bedroom cottage and beautiful gardens.

## ACCOMMODATION INCLUDES:

- 6 bedrooms
- 4 bathrooms
- Swimming pool
- Secondary accommodation
- Outbuildings
- Approximately 32.76 acres

george.bramley@knightfrank.com  
+44 20 7861 1069

GUIDE PRICE £1,900,000



# Holmwood



Property No: CHO160028

NR HENLEY-ON-THAMES, UNITED KINGDOM

A beautifully refurbished Grade II Georgian house with magnificent views over the Thames Valley. Holmwood is situated on the edge of the village of Binfield Heath and occupies a wonderful position, surrounded by open countryside and far reaching views.

ACCOMMODATION INCLUDES:

- 11 bedrooms
- 11 bathrooms
- 4 reception rooms
- Swimming pool
- Tennis court
- In all about 26.6 acres

rupert.sweeting@knightfrank.com  
+44 20 7861 1078

GUIDE PRICE **available on request**

# Newton Toney



Property No: CHO180254

WILTSHIRE, UNITED KINGDOM

A classic listed Georgian rectory which has recently undergone complete refurbishment. It has the benefit of far reaching views, a tennis court, walled garden, former coach house and planning for a garage block.

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 5 bathrooms
- 4 reception rooms
- Tennis court
- About 2.21 acres
- Approximately 6,329 sq ft (588 sq m)

edward.cunningham@knightfrank.com  
+44 20 7861 1080

GUIDE PRICE **£3,250,000**

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EDMISTON





# Upper Phillimore Gardens

LONDON, UNITED KINGDOM

A classic Phillimore Estate house which has been beautifully restored and adapted with great attention to detail for 21st century living. A lift has been incorporated giving easy access to all levels and with its excellent entertaining space and living accommodation this house is ready for immediate occupation.

## ACCOMMODATION INCLUDES:

- 7 bedrooms
- 6 bathrooms
- 4 reception rooms
- Swimming pool, treatment room & gym
- Staff annexe
- Approximately 8,215 sq ft
- EPC D

GUIDE PRICE £28,500,000

sami.robertson@knightfrank.com  
+44 20 7361 0182  
Property No: KEN180034







# Evans' Granary

LONDON, UNITED KINGDOM

A truly astonishing warehouse style penthouse apartment situated on the doorstep of the famous Borough Market. Evans' Granary, built on London's South Bank, incorporates the medieval remains of Winchester Palace; a designated scheduled monument.

daniel.woods@knightfrank.com  
+44 20 3463 0053  
Property No: FVR180133

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 3 bathrooms
- 2 reception rooms
- Air conditioning & underfloor heating throughout
- Integrated audio-visual system
- Approximately 3,060 sq ft
- EPC C

GUIDE PRICE £5,950,000







# One Blackfriars

LONDON, UNITED KINGDOM

One Blackfriars is an impressive 170 m, 50 storey modern sculptural addition to the skyline of central London. Located at the heart of the cultural South Bank, the building offers buyers a truly luxurious lifestyle with exquisite interiors and incredible views across the River Thames, taking in the Houses of Parliament, St Paul's Cathedral, the City and beyond.

alex.carr@knightfrank.com  
+44 20 7861 5444  
Property No: KRD130431

DEVELOPMENT INCLUDES:

- 274 luxury apartments with panoramic views of the central London skyline
- Landscaped piazza
- 161 bedroom on-site boutique hotel
- Outstanding residents' facilities, including 24 hour concierge, valet parking, pool, gym, thermal spa & screening room
- 3 bedroom suites available now

PRICES FROM **£4,640,000**

# Montpelier Walk

LONDON, UNITED KINGDOM

An interior designed penthouse apartment comprising the top two floors of this modern building. This exquisite apartment provides extremely generous entertaining space and extensive terracing with panoramic views over Knightsbridge.

harry.dawes@knightfrank.com  
+44 20 8033 3564  
Property No: SLA170278

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 5 bathrooms
- 3 reception rooms
- Concierge, gym & private parking for 2 cars
- Roof terraces of approximately 1,600 sq ft
- Approximately 5,417 sq ft
- EPC D

GUIDE PRICE **£22,500,000**





# Grosvenor Square

LONDON, UNITED KINGDOM

Masterfully designed by Finchatton using bespoke materials of the highest quality and design, this luxurious lateral apartment offers effortless elegance, space and sophistication. Located on one of Mayfair's most prestigious addresses, the apartment features south-facing views over Grosvenor Square.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- 2 reception rooms
- Exceptional spa & gym amenities located in the neighbouring buildings
- Spacious living for entertaining in style
- Approximately 3,541 sq ft
- EPC F

GUIDE PRICE **£18,950,000**

alastair.nicholson@knightfrank.com  
+44 20 7499 1012  
Property No: MAY170043

# Lonsdale Road

LONDON, UNITED KINGDOM

An opportunity to acquire an immaculately presented and newly refurbished five bedroom family house with a wonderful sense of volume and light. This stunning home has a garage, lift, pool and gym. The house combines excellent entertaining space with generous living accommodation and is the perfect Notting Hill home.

ACCOMMODATION INCLUDES:

- 5 bedrooms
- 2 bathrooms & 3 shower rooms
- 3 reception rooms
- Garage
- Swimming pool, gym & lift
- Approximately 6,010 sq ft
- EPC C

GUIDE PRICE **£14,950,000**

caroline.foord@knightfrank.com  
+44 20 7229 0229  
Property No: NGH170167





# Belvedere Gardens

LONDON, UNITED KINGDOM

Belvedere Gardens at Southbank Place is a beautifully designed building of 97 exclusive apartments. From its enviable position on the South Bank, this collection of apartments will offer panoramic views of the River Thames, Westminster and Central London. Completion Q3 2019.

DEVELOPMENT INCLUDES:

- 2 – 3 bedroom apartments & penthouses
- Private residents' lounge & opulent outdoor terrace
- Hotel-style reception & concierge facility
- Exclusive residents' health & fitness spa
- Additional 17,000 sq ft residents' health club
- Approximately 1,015 sq ft – 4,030 sq ft

PRICES FROM **£2,250,000**

james.cohen@knightfrank.com  
+44 20 7861 5377

Property No: KRD140001. Local authority Lambeth. Planning permission reference: 12/04708/FUL. 999 year lease.



# Upper Cheyne Row

LONDON, UNITED KINGDOM

This jaw dropping house has just been the subject of an extensive redevelopment. This property's main feature is the incredible studio style reception room which is almost 185 sq m in size with a 4 m high ceiling and direct access to beautifully designed east and west-facing patio gardens.

ACCOMMODATION INCLUDES:

- 5 – 6 bedrooms
- 6 bathrooms
- 4 reception rooms
- Roof terrace
- Private parking
- Approximately 6,947 sq ft
- EPC C

GUIDE PRICE **£22,000,000**

james.pace@knightfrank.com  
+44 20 7349 4302

Property No: CHL170153





# Landmark Place

LONDON, UNITED KINGDOM

With its unique mix of luxury, location and history, Landmark Place presents an opportunity like no other. Landmark Place is situated on the City's riverfront by Tower Bridge. It's beautifully crafted interiors, iconic views and hotel style amenities combine to create a truly elegant building.

edward.robinson@knightfrank.com  
+44 20 7718 5202  
Property No: TGW150739

DEVELOPMENT INCLUDES:

- 2 & 3 bedroom apartments & penthouses
- 20 m swimming pool
- Gym
- Steam & sauna
- 24 hour concierge
- Residents' & business lounge

PRICES FROM **£1,999,950**



# Chesham Place

LONDON, UNITED KINGDOM

An unrivalled duplex penthouse with underground parking and 24 hour concierge, 21 Chesham Place is a boutique development designed by award-winning British architects Foster + Partners. Located on the fifth and sixth floors, this apartment presents the ultimate in penthouse living.

stuart.bailey@knightfrank.com  
+44 20 7881 7722  
Property No: SLA120009

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- 4 reception rooms
- Roof terraces
- 2 parking spaces
- Approximately 5,626 sq ft
- EPC C

GUIDE PRICE **available on request**





# Royal Wharf

LONDON, UNITED KINGDOM

A new riverside neighbourhood in London, expertly conceived to make the most of living in the Capital. Made up of over 3,300 new homes, from Georgian-inspired townhouses, to contemporary duplexes and apartments, including amenities, great bars, restaurants and places to shop.

DEVELOPMENT INCLUDES:

- Studio – 4 bedroom apartments & townhouses
- Hydrotherapy spa & 25 m swimming pool
- State-of-the-art fitness & gym equipment
- Dedicated studio classes
- Concierge
- Clipper pier

PRICES FROM £387,975 - £1,253,250

edward.robinson@knightfrank.com  
+44 20 7718 5202  
Property No: KRD140590



# Hampstead Manor

LONDON, UNITED KINGDOM

Located on a leafy road, Hampstead Manor is just minutes from the centre of Hampstead Village, in the coveted NW3 postcode. The 156 Hampstead Manor homes range from crisp contemporary apartments to expertly converted Grade II listed heritage properties, offering sophistication and calm away from the bustle of the city.

DEVELOPMENT INCLUDES:

- Studio – 4 bedroom homes available
- 24 hour residents' concierge service
- Residents' only swimming pool, gym & spa
- Landscaped gardens & open green spaces
- Private underground car parking
- Town car service to the station

PRICES FROM £747,500 - £7,950,000

emma.fletcher-brewer@knightfrank.com  
+44 20 7861 1705  
Property No: KRD160130





# Gasholders

LONDON, UNITED KINGDOM

Gasholders is a remarkable feat of contemporary design and cutting-edge engineering by award-winning architects WilkinsonEyre with interiors by Jonathan Tuckey Design. Situated on the banks of the historic Regents' Canal, Gasholders is part of the exciting King's Cross development. Complete and ready for occupation.

DEVELOPMENT INCLUDES:

- Historic canal side setting
- Entertainment suite with private dining room & screening room
- Gym & spa with hydro pool, steam room & sauna
- 24 hour concierge
- Private roof garden with panoramic views across London
- Approximately 449 sq ft – 3,050 sq ft

PRICES FROM **£825,000**

james.cohen@knightfrank.com  
+44 20 7861 5377  
Property No: KRD143212



# Lincoln Square

LONDON, UNITED KINGDOM

Lincoln Square provides a unique opportunity to own a beautiful residence moments from Covent Garden and LSE. The new ten storey residential building features 221 exquisitely designed apartments, with 17,000 sq ft of amenities designed by Patricia Urquiola. Show apartment now open for viewings. Completion estimated Q2 2019.

DEVELOPMENT INCLUDES:

- Studio suites & up to 4 bedroom penthouses designed by Bowler James Brindley
- 25 m pool, gym, private dining room & cinema
- Underground parking
- Central courtyard garden of greenery designed by Gustafson Porter + Bowman

PRICES FROM **£1,290,000**

alex.carr@knightfrank.com  
+44 20 7861 5444  
Property No: KRD150542. Local authority: City of Westminster. Planning permission reference: 15/10711. 999 year leases.





## Oval Village

LONDON, UNITED KINGDOM

Built on the site of the historic Oval Gasworks, just a 10 minute walk from Vauxhall, Oval and Kennington stations, Oval Village is an exciting collection of apartments that has all the charm, character and community of English village life, without losing the buzz of the city. Estimated completion 2023.

christopher.jones@knightfrank.com  
+44 20 7861 1048

Property No: KRD190004. Planning permission number: 17/05772/EIAFUL and 17/05773/LB. Local Authority: Lambeth. Lease: 999 years



DEVELOPMENT INCLUDES:

- Manhattan studios, 1, 2 & 3 bedroom apartments
- 24 hour concierge service
- Residents' facilities, including gym & pool in future phases
- Communal gardens

PRICES FROM **£538,000**

## Upper Wimpole Street



Property No: MRY180115

LONDON, UNITED KINGDOM

An impressive Grade II listed Georgian house that has been restored to an exceptionally high standard encompassing the latest in modern technology, benefiting from two patio gardens, solid wood flooring, sophisticated pre-set lighting, comfort cooling, partial underfloor heating and much more.

ACCOMMODATION INCLUDES:

- 8 bedrooms
- 9 bathrooms
- 6 reception rooms
- Cinema room
- Gym
- Approximately 7,912 sq ft
- EPC D

christian.lock@knightfrank.com  
+44 20 3435 6441

GUIDE PRICE **£16,500,000**

## Francis Street



Property No: BGV160041

LONDON, UNITED KINGDOM

Providing incredible lateral space with a dramatic sense of light and volume, this is an exceptional apartment intricately arranged for striking use as a private gallery and for entertaining.

ACCOMMODATION INCLUDES:

- 3 bedrooms
- 3 bathrooms
- 3 reception rooms
- 2 parking spaces
- Lift & concierge
- Approximately 3,578 sq ft
- EPC D

robert.oatley@knightfrank.com  
+44 20 3866 2971

GUIDE PRICE **£6,450,000**



## 10 Park Drive



Property No: TGV150131 & IRS0030. Planning permission number: PA/15/00018. Borough issuing permission: London Borough of Tower Hamlets. Acquiring interest: 250 year leasehold interest in a unit of a building

### LONDON, UNITED KINGDOM

10 Park Drive, designed by world-renowned architects Stanton Williams, is the first of the new residential towers to be built on Canary Wharf's new district, Wood Wharf. The building is positioned close to South Dock; linked to the water by beautifully landscaped gardens and parks. Completion estimated Q4 2019.

#### DEVELOPMENT INCLUDES:

- Designed by world-renowned architectural practice Stanton Williams
- 42 storeys of studios, 1, 2 & 3 bedroom apartments
- Private residents' club & sky terrace
- 24 hour security/concierge
- Approximately 500 sq ft – 1,246 sq ft

tom.rundall@knightfrank.com  
+44 20 7718 5202

PRICES FROM £655,000

## One Park Drive



Property No: TGV170170. Planning permission number: PA/15/00018. Borough issuing permission: London Borough of Tower Hamlets. Acquiring interest: 250 year leasehold interest in a unit of a building

### LONDON, UNITED KINGDOM

Designed by Herzog & de Meuron, One Park Drive is the signature residential building of Canary Wharf's new district, Wood Wharf. Positioned at the head of the dock, it proudly represents everything that makes the new neighbourhood so special – a unique architectural achievement thoughtfully designed to be the very best in city and waterside living. Completion estimated Q4 2020.

#### DEVELOPMENT INCLUDES:

- London's residential building by Herzog & de Meuron
- 483 apartments arranged over 58 storeys containing studios, 1, 2 & 3 bedroom apartments
- A full suite of residents' amenities over 2 floors including cinema, library, spa & pool
- Private wrap around terraces or balconies to all apartments
- 24 hour security/concierge

tom.rundall@knightfrank.com  
+44 20 7718 5202

PRICES FROM £825,000

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# Park Lane

LONDON, UNITED KINGDOM

An outstanding penthouse apartment, offering uninterrupted views of Hyde Park to the west and Mayfair and the City to the east, interior designed to the highest specification with Lutron lighting and a Creston control system throughout. Park Lane is exceptionally well located for a large range of world renowned restaurants, bars and hotels.

ACCOMMODATION INCLUDES:

- 7 bedrooms
- 8 bathrooms
- 2 reception rooms
- Private lift
- Outside space
- Approximately 7,348 sq ft
- EPC C

GUIDE PRICE **£20,000 per week**

rahim.najak@knightfrank.com  
+44 20 7647 6604  
Property No: MAQ133872

# Abbots House

LONDON, UNITED KINGDOM

This beautifully refurbished apartment is arranged over the top two floors of Abbots House situated in Kensington. With extensive entertaining spaces, panoramic views and an indoor swimming pool, this rare property is the ultimate penthouse.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 5 bathrooms
- 3 reception rooms
- 2 underground parking spaces
- Direct lift access
- Approximately 6,168 sq ft
- EPC C

GUIDE PRICE **£6,750 per week**

tacita.rolls@knightfrank.com  
+44 20 8033 3845  
Property No: KEQ310670



# Chester Square



Property No: BEQ260677

LONDON, UNITED KINGDOM

A beautifully refurbished townhouse on one of Belgravia's famous garden squares. This exceptionally refurbished property includes marble finishes, Tom Ford inspired bathrooms and craftsmanship of artisans who's portfolios include Windsor Castle and the Palace of Westminster. Including private gym, air conditioning, underfloor heating and offering elegant and comfortable living.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 7 bathrooms
- 3 reception rooms
- Gym, Jacuzzi & sauna
- Wine cellar
- Approximately 7,001 sq ft
- EPC D

caroline.phillips@knightfrank.com  
+44 20 7881 7732

GUIDE PRICE £15,900 per week

# Lyall Mews



Property No: BEQ313069

LONDON, UNITED KINGDOM

Built over four floors, this Belgravia mews house has been designed to the highest standard, in an elegant yet contemporary style. The property benefits from a double aspect first floor reception room and a double height kitchen/breakfast room. The Boffi designed kitchen has bifold doors leading to a private patio.

ACCOMMODATION INCLUDES:

- 4 bedrooms
- 4 bathrooms
- 2 reception rooms
- Private terrace
- Garage
- Approximately 2,792 sq ft
- EPC C

caroline.phillips@knightfrank.com  
+44 20 7881 7732

GUIDE PRICE £4,750 per week

# Mulberry Walk



Property No: CHQ230391

LONDON, UNITED KINGDOM

The historic double-fronted exterior of this Edwardian house conceals an interior of exceptional light and quality. Scarcely seen in London, the vast open living space on the ground floor lays host to rooms of grandeur that are flooded with natural light.

ACCOMMODATION INCLUDES:

- 6 bedrooms
- 5 bathrooms
- 3 reception rooms
- Garden
- Games room
- Approximately 5,245 sq ft
- EPC D

arya.salari@knightfrank.com  
+44 20 7349 4310

GUIDE PRICE £13,950 per week

# Lillie Square



Property No: SKQ303722

LONDON, UNITED KINGDOM

This stylish apartment is located within a fantastic new build development. The apartment has a spacious terrace, perfect for outdoor entertaining. Residents also have access to an exclusive clubhouse which includes swimming pool, gym and elegant lounge area.

ACCOMMODATION INCLUDES:

- 3 bedrooms
- 2 bathrooms
- Reception room
- Terrace
- Lift
- 24 hour security & concierge
- EPC B

lucy.haynes@knightfrank.com  
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GUIDE PRICE £1,475 per week



# OUR EXPERTISE

Meet the locally expert, globally connected team who will guide you in tracking down your dream property

There’s a human element in the world of property that is too easily overlooked. At Knight Frank, we build long-term relationships that allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring that every client is matched to the property that best suits their needs – be it commercial or residential. We provide a worldwide service that’s locally expert and globally connected. We believe inspired teams naturally provide excellent and dedicated client service. Therefore, we’ve created a workplace where opinions are respected, where everyone is invited to contribute to the success of our business and where they’re rewarded for excellence. And the result? Our people are more motivated, ensuring that your experience with us is the very best it can be.

### Worldwide offices

Knight Frank knows the world. With more than 120 years’ experience, we provide our clients with global coverage via 418 offices and more than 15,000 property professionals throughout Europe, Asia-Pacific, Africa, the Middle East and the Americas, focusing on all the prime residential and commercial property markets of the world. For a full listing of our international offices, visit knightfrank.com.

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Global. Connected. Discreet. Our Private Office is an integrated residential and commercial team, advising and transacting for high-net-worth clients, family offices and wealth advisors. Based in London, it works closely with Knight Frank’s international network, providing access to deal flow, market-leading advice and unparalleled client service, from sales and acquisitions to leasing, valuations and asset management. Whether clients are buying a penthouse in central London, selling a villa in the South of France or investing in commercial capital markets in Europe, Asia or the US, it delivers tailored solutions to fit their individual requirements.

**RORY PENN** on +44 20 7861 1150

**THOMAS VAN STRAUBENZEE** on +44 20 7861 1174

**PADDY DRING** on +44 20 7861 1061

### New homes sales

As one of the country’s largest and most experienced new-homes property consultancies, we work with major builders and developers nationwide to bring clients their perfect new home or investment property, with the highest specifications, workmanship and after-sales care. We have properties to suit everyone, from family homes to pieds-à-terre.

**RUPERT DAWES** on +44 20 7861 5445

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Our network of over 30 strategically placed offices ensures comprehensive coverage of the capital’s foremost property hotspots. The network is constantly evolving as London develops, and agents work together to ensure clients benefit from a joined-up approach, wherever in London they are.

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Our International Project Marketing business promotes new residential developments into overseas markets, managing bespoke campaigns for clients across a range of locations and price points. Buyers are generated through media promotion, exhibition launches and private ‘one-to-one’ events.

**SEB WARNER** on +44 20 7861 5426

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**LIAM BAILEY** on +44 20 7861 5133

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### Customer care

Our dedicated Customer Care team links overseas buyers of new-build apartments with Knight Frank’s award-winning residential services, including Finance, Furnishing, Lettings and Management. Providing a comprehensive and bespoke service to each buyer, the experienced Customer Care team will guide buyers through the purchase process, from original commitment to practical completion.

**FREDDIE HILLS** on +44 20 7861 1732

### Acquisition

The Buying Solution is the independent buying consultancy of Knight Frank, providing a personal and confidential property search and acquisition service in London and across the country. Our clients benefit from the expertise of our experienced, professional buying agents, who introduce them to properties that are for sale both by estate agents and private individuals, often before they come on to the open market.

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**COUNTRY: JONATHAN BRAMWELL**

**AND MARK LAWSON** on +44 1488 607444

### Residential valuations and Advisory

Giving our customers insightful and substantiated advice is at the heart of what we do. Our highly qualified and experienced valuers work closely with our agency and research teams to offer professional valuations – whether they be for lending, legal requirements, taxation or private purposes – on property across the UK and Europe. We also provide a full range of consultancy services, across the complete property spectrum.

**LONDON: KATIE PARSONSON** on +44 20 7861 5144

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### Commercial and residential capital markets

With more than 550 investment advisers scattered across 60 countries, our Global Capital Markets Group assists with clients’ property requirements around the world. Whether those clients are institutional, private equity, family offices, sovereign wealth or real-estate companies, we’re here to advise on the acquisition or disposal of investment property across the office, residential, retail, industrial, leisure and hotel sectors, as well as the specialist areas of student property and healthcare. Furthermore, our newly established Family Office Forum means that our family-office clients can enjoy a truly VIP service. We’re ready to guide you on all your investment property portfolio requirements, no matter where in the world they are.

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Hong Kong will see property prices falling steadily this year, according to our Global Head of Research

FINAL VIEW

# THE NEW WORLD

Liam Bailey, Knight Frank's Global Head of Research, assesses the outlook for the world's leading luxury residential markets in 2019

A decade-long boom in global markets is being replaced by a more nuanced picture, as purchasers and investors respond to greater uncertainty in the global economy, a proliferation of market regulation and the rising cost of debt.

This change in the economic landscape is reflected in lower price growth. This is altering real-estate investment strategies, as investors focus on income, asset management and development opportunities to secure outperformance as debt costs rise.

Of the prime market that we forecast, we expect five (Buenos Aires, Dubai, Hong Kong, Mumbai and Shanghai) to see prices fall this year, two (New York and Singapore) to see static prices and the remainder experiencing modest price growth.

Healthy tenant demand, relative good value and an attractive lifestyle will ensure that price growth in markets such as Paris, Berlin and Madrid comfortably exceeds five per cent in 2019. Growth at this level is still positive, and well above wage inflation, but is marginally down on the level seen in 2018

Prices are falling in Hong Kong and will continue to do so in 2019. Concerns about high borrowing costs and a new vacancy tax, which prompted a rush by developers to sell empty properties, have contributed to the slide. Activism from regulators will likely see price falls of up to 10 per cent this year. Interest-rate rises in the US will add pressure to this dollar-pegged market.

While purchase restrictions and extra costs for foreign buyers have weakened the mainstream housing market in Sydney, the prime market has held up due to a lack of new supply.

In Singapore, cooling measures implemented unexpectedly in July, including higher stamp duties and tougher loan-to-value rules, worked to stop the incipient house-price recovery. While we expect the market to see some improvements in 2019, prices are unlikely to rise this year.

Vancouver, which has seen significant new taxes and regulations implemented in recent years, compounded most recently by hikes to foreign-buyer tax and stamp duty in the early part of last year, was our weakest prime market in 2018. We expect to see prime prices stabilise in 2019, as recent price falls mean local buyers will identify buying opportunities.

After four years of falling prices, an adjustment that reflected higher stamp duty, prices in London are now 10 to 20 per cent below their 2014 peak. With higher taxes priced in, we believe activity will strengthen as political uncertainty starts to recede and pent-up demand is released. Our forecast of one per cent growth for 2019 could prove to be pessimistic.

In New York, economic growth and wealth creation are starting to cancel out the high completion rates observed in the prime market over the last few years. While we don't expect any growth in 2019, sales volumes should increase.

The key change investors are having to consider is rising borrowing costs, this will force a more considered approach to investment – with greater due diligence and research prior to purchase. Opportunities for growth are out there – they just require a greater appreciation of local market dynamics – favouring regeneration and infrastructure opportunities.

Photography: Getty Images



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